



PRESIDENT'S MESSAGE - Time Flies



It is amazing to think another year is already behind us. Where did that time go?

As I write this message we have not officially closed the books for 2018, however I can tell you we have had a very strong year financially. Loan growth continues to be strong and we will likely have the highest earnings in the history of the credit union. This in turn will continue to build on our already strong net worth position, which is our fund to help us expand our services and locations, but also is there to help us weather an economic storm should one come our way.

As we look to 2019, we do expect the economy to slow a little from the rapid pace of the last few years and many forecasts tell of a pending recession in 2020, but a more normal cyclical recession – not the recession we remember from 10 years ago. Please know that we are constantly monitoring and testing our finances to ensure we can weather any economic turns that come our way.

Six years ago, as I began my career at Pen Air, there were a few areas of focus that the Board had identified – specifically, improve our lending to members, increase the relationships we have with our current members

and build a strong financial foundation for the future. I am happy to report that we have been able to accomplish all three items and are well positioned to move the credit union forward.

So with that foundation, the Board of Directors has approved a few initiatives for 2019. First, we will be relocating our Palafox and Gregory Street locations into a single downtown location. We hope to have that project complete by May, 2019. We have also purchased property to build a new branch on Hwy 29, not far from our branch on Industrial Drive. As we explored remodeling our current building, it became clear that the disruption to the members and the cost were better served by relocating to a more visible location designed with service to members as a priority. Watch for more announcements about these new locations!

In addition, the credit union has been exploring the construction of an additional building on the property on Nine Mile Road where the current corporate branch and office is located. The credit union had purchased the property immediately behind the current building specifically for that purpose almost 20 years ago. The process of constructing that building will begin in 2019. We currently have staff located in various parts of Pensacola, in some cases in leased buildings, so this will allow us to

bring all of those individuals to our main campus on Nine Mile Road. Completion of this project will occur in late 2020.

Lastly, but most important, the Board of Directors and management team will be meeting in April to determine our best direction for the credit union for the next five to ten years. Based on our preliminary meetings and conversations, providing excellent service to our members will remain our highest priority. We will be exploring the best ways to accomplish through marrying a great branch experience with the continuing evolution of technology in the financial services world.

So, let me end by thanking you for your loyalty and commitment to Pen Air during this last year and for some of you, for the last several decades. As our mission states, our purpose is to “Enhance Lives”, and as a cooperative, we can only accomplish this through having loyal and supportive members. Each one of you allows us to make an impact on the other members of the credit union and those who will join in 2019!

Sincerely,

Stewart Ramsey, CCE
President, CEO



2019 SCHOLARSHIP PROGRAM

The Pen Air Scholarship Program was established to help Pen Air student members, who have a passion for helping others, pursue a post-secondary education toward an undergraduate or associates degree or trade certification. Application deadline is **March 29, 2019**.

Learn more and apply at penair.org/Scholarships.



BOARD OF DIRECTORS NOMINEES

In our Fall Pen Air Gram, we announced the call for nominees for positions on our Board of Directors. The expiration to submit an application to the Governance and Nominating Committee was November 21, 2018. We reviewed the nominations received and the Governance and Nominating Committee has nominated **Mr. John Cihota** and **Mr. Randy Roy** to each fill a three-year term on the Board of Directors. The two nominees will be presented to our members at the 83rd Annual Business Meeting **Thursday, April 25, 2018**.

As per the credit union bylaws, members whose names are not placed into nomination by the Governance and Nominating Committee may seek nomination by petition with the signatures of 1% of the credit union members, but not fewer than 20 nor more than 500. Since the credit union's membership stands at over 100,000, a petition will require 500 signatures. All nominations by petition must be received by the Secretary of the Board no later than **February 28, 2019** to be eligible for the election.



19th Annual Friends of the Navy-Marine Corps Relief Society Charity Golf Tournament

Friday, March 29
at AC Read Golf Course

Learn more at penair.org/Golf



LET'S CONNECT

Online

- » penair.org
- » penair@penair.org

Phone

- » 850.505.3200
- » Toll-Free 877.4PENAIR
- » Flex-Tone Audio Response
850.479.9500
- » 1.800.338.1677

Mobile Banking

- » Download the Pen Air Mobile Banking app to your device

Branch | ATM | Hours

- » Visit penair.org/Locations

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Board of Directors

- » Grady Hester, Chair
- » Robert Jacobson, Vice Chair
- » Ann McCall, Treasurer
- » Eileen Ehram, Secretary
- » Maurice Johnson
- » John Cihota
- » Stephanie Oram

Supervisory Committee

- » Donald J. Bailey, Chair
- » Darryl W. Johnson
- » Randy Roy
- » Randall Smith
- » Ricky Crews

Executive Management

- » Stewart Ramsey, President/CEO
- » Carroll Scarborough, EVP/CFO
- » Dana Mullins, SVP/CPO
- » Mark Brewer, SVP/CIO
- » Ryan Ross, SVP/CRO
- » Angie Betts, SVP/CMO

HOLIDAYS



Pen Air will be closed in observance of the following holidays:

Martin Luther King, Jr.
Monday, January 21

Presidents' Day
Monday, February 18

"Does \$100 work for you?"

Credit union members get \$100 for each new line they activate with Sprint®.

*Restrictions apply.



Learn More at penair.org/MemberBenefits



JANUARY DIVIDENDS

ACCOUNT TYPE	DIVIDEND RATE	APY
SHARES (SAVINGS) min. \$25		
Less than \$25	0%	0%
\$25-\$4,999.99	0.400%	0.400%
\$5,000-\$24,999.99	0.400%	0.400%
\$25,000-\$74,999.99	0.599%	0.600%
\$75,000 and over	0.599%	0.600%
IRA SHARES (SAVINGS) min. \$25		
Less than \$25	0%	0%
\$25-\$4,999.99	0.399%	0.400%
\$5,000-\$24,999.99	0.399%	0.400%
\$25,000-\$74,999.99	0.599%	0.600%
\$75,000 and over	0.599%	0.600%
CHRISTMAS CLUB	0.698%	0.700%

VITAL STATISTICS

As of November 30, 2018

Total Assets	\$ 1,470,057,035
Total Loans	\$ 897,219,292
Total Share	\$ 1,225,426,812
Accounts	
Total Members	103,213

Contact Pen Air for further information on current rates, terms, and applicable fees by visiting online at penair.org.

*APY= Annual Percentage Yield. Dividends and APY are computed on the average daily balance in the account, declared monthly, and paid quarterly. All rates subject to change.

The Pen Air Gram is an official publication of Pen Air. This quarterly newsletter serves as official notice to the credit union membership of all matters contained

