

2025

# ANNUAL REPORT



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# President's Report

I am pleased to report that fiscal year 2025 was another strong year for our credit union. Throughout the year, we saw inflation continue to decline and begin to normalize. Along with inflation easing, the prime lending rate also followed suit as the Federal Reserve cut the key lending rate three times, totaling 0.75%, closing the year at 6.75%. Early indications for 2026 point to a stable rate environment with the possibility of a few small cuts later in the year; however, time will tell as the economy moves forward.

In reviewing our financial performance for the year, net income posted at \$4,237,856 after accruing a \$1,000,000 "Patronage Dividend" paid on February 24, 2026. This marks our third consecutive year declaring a Patronage Dividend, following \$650,000 in 2024 and \$750,000 in 2025. As noted in prior years, we remain one of only a handful of credit unions nationwide to return such a dividend to members.

Our membership grew by 515 members, or 2.77%, in 2025, bringing our total to 19,118 across our six-branch footprint. This represents an improvement over 2024, when we grew by 314 members, or 1.7%. Reviewing the balance sheet, we saw healthy growth with assets increasing \$22,438,515, or 6.54%, to \$365,640,075—again an improvement over 2024's growth of \$12,740,748, or 3.85%.

The downward trend in inflation spurred increased lending activity in 2025. Total loans grew an impressive \$24,454,779, or 9.91%, closing the year at \$271,091,337—a breakout compared to 2024's growth of just \$6,921,225, or 2.89%. On the share side, liquidity pressures eased as shares grew \$17,221,739, or 6.00%, to \$304,093,789. These figures reflect a loan-to-share ratio of 89%, continuing to validate our mission of "people helping people!"

Another bright spot in 2025 was the continued growth of our equity position, which increased \$4,237,855, or 8.28%, to \$55,409,250. This equates to a capital ratio of 15.15%, well above the NCUA's definition of a well-capitalized credit union at 10%. Members can rest assured that their credit union remains financially strong.

Overall, I am proud of how our 90 team members across our six branches performed in 2025, delivering financial products and services to our membership. Once again, our team focused on meeting and exceeding members' needs. In line with this commitment, our credit card program—launched in late 2024—fully ramped up in 2025, providing another great offering for our members. We look forward to growing this product across both our consumer and business membership base in the years ahead.

As always, I want to acknowledge our devoted Board of Directors and Supervisory Committee. Without their commitment, we would not have the quality credit union we enjoy today. Most of all, I want to thank our loyal membership across the communities we serve. We would not be here without you—the member!

Please know that we look forward to continuing to evolve and enhance your credit union while maintaining the sound principles and values established by our founding members over 65 years ago. Let's keep the momentum going and make 2026 another great year!

Sincerely,  
Kipp Raboin



**Kipp Raboin**

*President/Chief Executive Officer*



# Supervisory Report

The Supervisory Committee is comprised of volunteers who regularly audit all facets of the credit union including financial management, administrative, and operational practices. They rely on unbiased third parties, including Doeren Mayhew and the National Credit Union Administration (NCUA), in addition to our Internal Auditor to evaluate these areas and keep your financial safety and security at the forefront of what TruStar does.

During 2025, the committee engaged in a number of audits and assessments and is pleased to announce these yielded no significant deficiencies. Rest assured knowing your credit union is committed to operating with sound financial, operational, and security practices.



# Balance Sheet

## COMPARATIVE STATEMENTS OF INCOME AND EXPENSE (UNAUDITED) FOR THE YEARS ENDED DECEMBER 31, 2024 and 2025

### FINANCIALS

#### TruStar Federal Credit Union

Post Closing Statements of Financial Condition (unaudited)

At December 31, 2024 and 2025

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ASSETS	2024		2025	
LOANS TO MEMBERS	246,636,558	***	271,091,337	***
ALLOWANCE FOR LOAN LOSS	(3,500,126)		(3,821,373)	
RECEIVABLES	41,279		38,318	
CASH ON HAND AND WITH THE FEDERAL RESERVE BANK	44,751,026		54,432,230	
INVESTMENTS	37,374,025		26,075,272	
PREPAID EXPENSES & DEFERRED CHARGES	475,409		400,621	
FIXED ASSETS	11,289,452		11,155,429	
ACCRUED INCOME	1,296,234		1,338,473	
CAPITAL INVESTMENTS	200,128		207,828	
OTHER ASSETS	4,637,575		4,721,940	
<b>TOTAL ASSETS</b>	<b>343,201,560</b>		<b>365,640,075</b>	
<b>LIABILITIES AND EQUITY</b>				
ACCOUNTS PAYABLE	2,627,751		2,917,925	
SHORT-TERM NOTES PAYABLE	-		-	
DIVIDENDS PAYABLE	1,247,436		1,748,011	
ACCRUED EXPENSES	112,845		158,137	
OTHER LIABILITIES	1,170,083		1,312,963	
<b>TOTAL LIABILITIES</b>	<b>5,158,115</b>		<b>6,137,036</b>	
<b>MEMBER EQUITY</b>				
REGULAR SHARES	124,539,874		132,782,341	
SHARE DRAFTS	49,784,673		55,352,164	
OTHER SHARES	412,429		517,625	
I.R.A.'s	12,660,623		13,385,604	
SHARE CERTIFICATES	41,139,931		46,517,158	
MONEY MARKET SHARES/DRAFTS	30,637,745		27,533,199	
COMMERCIAL CHECKING	27,696,775		28,005,698	
<b>TOTAL MEMBER EQUITY</b>	<b>286,872,050</b>		<b>304,093,789</b>	
<b>UNDIVIDED EARNINGS</b>				
UNDIVIDED EARNINGS	51,171,395		55,409,250	
OTHER COMPREHENSIVE INCOME	-		-	
<b>TOTAL CAPITAL</b>	<b>51,171,395</b>		<b>55,409,250</b>	
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>343,201,560</b>		<b>365,640,075</b>	
<b>TOTAL MEMBERSHIP</b>	<b>18603</b>		<b>19118</b>	

\*\*\* \$ 34,890,037 in member mortgages have been pledged as collateral on short & long-term notes at 12/31/25.

# Income Statement

## POST CLOSING STATEMENTS OF FINANCIAL CONDITION (UNAUDITED) AT DECEMBER 31, 2024 and 2025

### FINANCIALS

#### TruStar Federal Credit Union

Comparative Statements of Income and Expense (unaudited)  
For the Years Ended December 31, 2024 and 2025

Federally Insured by NCUA

<b>INCOME</b>	<b>2024</b>	<b>2025</b>
INCOME FROM LOANS	15,791,572	17,401,196
INCOME FROM INVESTMENTS	1,942,545	2,441,782
OTHER INCOME	4,782,295	5,113,271
<b>TOTAL INCOME</b>	<b>22,516,412</b>	<b>24,956,249</b>
<b>COST OF FUNDS</b>		
DIVIDENDS ON ACCOUNTS	4,842,053	5,435,319
COST OF BORROWINGS	502	501
<b>TOTAL COST OF FUNDS</b>	<b>4,842,555</b>	<b>5,435,820</b>
<b>EXPENSES</b>		
SALARIES AND BENEFITS	8,571,903	8,706,437
TRAVEL AND CONFERENCES	235,275	184,432
ASSOCIATION DUES	27,713	27,046
OFFICE OCCUPANCY	993,066	1,015,691
OFFICE OPERATIONS	2,743,312	2,893,380
EDUCATIONAL AND PROMOTIONAL	248,118	310,534
LOAN SERVICING	98,453	131,722
PROFESSIONAL AND OUTSIDE SERVICES	732,586	829,315
PROVISION FOR LOAN LOSS	323,157	494,612
MISCELLANEOUS EXPENSES	1,165,899	1,072,117
<b>TOTAL OPERATING EXPENSES</b>	<b>15,139,482</b>	<b>15,665,286</b>
<b>OPERATING INCOME</b>	<b>2,534,375</b>	<b>3,855,143</b>
<b>NON-OPERATING INCOME (EXPENSE)</b>		
GAIN (LOSS) ON INVESTMENTS	-	-
UNREALIZED GAIN (LOSS) ON AFS INVESTMENTS	364,810	382,713
GAIN (LOSS) ON DISPOSITION OF ASSETS	-	-
<b>TOTAL NON-OPERATING INCOME</b>	<b>364,810</b>	<b>382,713</b>
<b>NET INCOME</b>	<b>2,899,185</b>	<b>4,237,856</b>

# Senior Management



## Kipp Raboin

*President & Chief Executive Officer*

Kipp has over 38 years of experience working in the banking and credit union industry, with his last 19 years at TruStar Federal Credit Union. He earned his Bachelor of Arts in Business Administration in 1987 from Augsburg College in Minneapolis MN. His experience, and extensive list of education, certifications, and training has guided him to become the leader he is today. As the Chief Executive Officer, Kipp is dedicated to providing TruStar with strategic direction, vision, leadership and management across all six locations. He is an honest leader with a depth of experience in lending to small businesses, non-profits, and large corporations. Kipp has been a member of many community organizations in Northern Minnesota over the years.



## Gina Rasmussen

*Chief Operations Officer*

Gina has been working at TruStar for more than 28 years! She is a graduate of Littlefork-Big Falls High School and has spent the last 34 years in International Falls where she raised her daughters along with her husband Marty. Gina started her career at TruStar in 1998 as a part-time teller, and over the years, has received numerous promotions and opportunities for growth. Gina is currently our Chief Operations Officer where she leads the deposit operations and marketing initiatives across TruStar's six locations and 18,000 plus members. As a member of the senior management team, she provides strategic insights for product offerings, member service, budgets, marketing, community involvement, and future direction. Gina has spent her entire career working in the operations area of the business, and her strengths in leading, planning, organizing, and process design have contributed to her success and ours.



## Stephanie Mathews

*Senior Vice President of Compliance and Audit*

Steph is enjoying being back "home" with TruStar after spending two years at a \$2 billion credit union in Montana. She has spent her entire professional career working with credit unions and brings over 25 years of audit and compliance experience, with nearly 16 of those years being at TruStar. Her role is to make sure the credit union is in compliance with the rules and regulations of the credit union industry. Steph assists with questions, monitors regulatory changes, and keeps management and the board apprised of new and upcoming regulatory requirements. Some of her previous roles at TruStar include, Internal Auditor, Risk Officer, and VP of Loan Operations & Risk Management. She earned her Bachelor of Accountancy, at the University of North Dakota and is a Certified Public Accountant, Certified Credit Union Compliance Officer, and Certified Bank Secrecy Act Professional.



# Senior Management



## Ross Hamers

*Chief Financial Officer*

Ross resides in International Falls with his wife and three young children. They lead active lifestyles and enjoy spending their time outdoors embracing all four seasons. He has worked at TruStar for 14 years in the Accounting Department, and during this time he has been involved with many large projects or enhancements for the credit union. Ross began his career as an Accounting Officer, he has held many titles during his advancement within the department, including, Accounting Manager, AVP of Accounting, and VP of Accounting. His knowledge and years of experience in accounting will benefit the senior management team. Ross is focused on process improvement through the use of technology. He strives to provide the best financial reporting and forecasting for the credit union in the future to make the best decisions to serve our members. Ross received his Bachelor of Science in Accounting and Minor in Mathematics from Bemidji State University.



## Aleisha Taylor

*Senior Vice President of Business Services*

Aleisha was born and raised in International Falls. She has worked for TruStar for over 20 years in a number of different positions including teller, member service, loan clerk and the service center. Aleisha helped establish the commercial department and has been working within that department ever since. She has assisted in developing, and oversees the Analytics and Information Services Department. This department was recently established to assist senior management in leading change and innovation by providing strategic insights into existing activities, forecasting future trends, and recommending efficiency improvements. With Aleisha's extensive experience in the commercial department she is able to assist in all areas as needed, member service, loan processing, credit analyst, and lending.



## Krystina Meyers

*Senior Vice President of Human Resources*

Krystina grew up in International Falls, and while completing her Bachelor's Degree in Business Administration at Bemidji State University, she worked part time for her family's business and the Koochiching County Soil and Water District (KSWD). After graduating from BSU, she lived for a short time in Sweden. When she returned home, she worked for a local business owned by the Olson family, Kantor Electric, Inc., and she has assisted the Olson's for over 15 years with their business's financials. Krystina started her career at TruStar working as a Business Services Specialist, but she quickly moved to the Human Resources Department, and she has worked in various roles in that Department for over 13 years. She is a great collaborator, listener, and someone who is not afraid to take on any challenge. She brings a voice to senior management that is unique with her background in finance and employee relations. Krystina is a member of the Society of Human Resources Management (SHRM), the Minnesota State Council of Human Resources Management, she is a CTE Perkins Advisory Committee member, and on the Falls Education Foundation Board.



# Board of Directors



## Mike Lemieux

### *Board Chair*

Previously served on the Supervisory Committee. Member of TruStar since 1994.

Mike grew up in International Falls. He is active in community efforts with providing time and support for the Int'l Falls community initiatives. For the past 29 years Mike has been an account manager that supports a Global Fortune 500 Company in which he oversees the company account. He is responsible for 49 million in annual sales with multiple products and skus in the medical, automotive, and health care divisions, along with consumer business. A vast knowledge of the TruStar inner workings comes from his time served on the Supervisory Committee and the Board of Directors. Mike and the Board team are very proactive and supportive of one another, and the history of collaborating on projects has helped excel TruStar from Peer. Mike was previously a 10 year board member for Koochiching County Planning and Zoning Commission. He is currently Chair of the Board of Adjustment Committee for Koochiching County Environmental Services.



## Barb Johnson

### *Vice Chair*

Previously served on the Supervisory Committee. Member of TruStar since 1979.

Barb grew up in International Falls and is a graduate of Falls High School. She received her Bachelor of Arts degree in Business Administration from Bemidji State University. She has been a board member since 2001, and a supervisory committee member prior to that. Barb worked in the Int'l Falls paper mill for 34 years, mostly in the Human Resources department, which makes her a great asset to the board, bringing this knowledge and experience. Barb officially retired in 2024 from the local school district after 12 years in the business office. To highlight her understanding of the technical and operational aspects of the HR department, Barb has a PHR certification in Human Resources.



## Tom Clarity

### *Board Secretary*

Current Board of Directors member of TruInsure.

Previously served on the Supervisory Committee. Member of TruStar since 1987.

Tom is a lifelong resident of International Falls. He is married with six children, and four grandchildren. He has a strong understanding of business financial information, as well as banking processes. The leadership skills honed over the years of experience on boards and as a manager in a large manufacturing facility make him a great resource for TruStar. Tom's career as an accountant in a large manufacturing facility had him wearing a number of hats for over 35 years, he has spent the last 25 years as the Financial Manager. He is a prior leadership team member and financial officer of the Evangelical Covenant Church. Tom has a BS in Accounting and Minor in Data Processing. He also holds CPA and CMA certifications.



## Alton Shannon

### *Director*

Member of TruStar since 2003.

Al is a Falls High School alumnus and a lifelong area resident. His previous board experience on two state contractors' associations, a bank board, plus experience in management of three businesses gives him a seasoned perspective on several issues of importance to TruStar. He has a solid knowledge of business and the ability to think strategically. Al has been privileged to have worked in the mechanical contracting field in northern Minnesota for about fifty years. During that period, he has enjoyed working with a lot of good people and learned about the needs, goals, and desires of our community. Participation on the TruStar board is a continuation of that process and Al is hopeful he can contribute in some measure to its success. Al has spent many years on other boards, including five terms on the board of SMARCA (Sheet Metal Air-conditioning and Roofing Contractors' Association of MN, ND, and SD), two terms president of the association, and two terms on the board of MPHCC (MN Plumbing and Heating Contractors' Association), and fourteen years as a board member of 1st National Bank/Wells Fargo Bank of International Falls.

# Board of Directors



## Bill Corrin

*Director*

Member of TruStar since 1982.

Bill has served on the TruStar Board of Directors since 2013. He was born and raised in International Falls. Bill retired in 2019 after owning Corrin's Plumbing, Heating, and Air Conditioning, Inc., for 34 years. He raised his family the same way he grew up, in a family owned business that had been around for 110 years. He knows firsthand the struggles and successes small businesses face in Minnesota and has seen many changes in the community over the last 50 years, both in business and banking. Bill's business experience and dedication to quality service is a strength for the board. He is proud to be part of TruStar Federal Credit Union and proud of all the positive progress it has made here and in the communities we serve.



## Kristen Wold

*Director*

Previously served on the Supervisory Committee. Member of TruStar since 1995.

Kristen has been an International Falls resident for 28 years and raised her two daughters here. She enjoys spending time with her family, being outdoors, and volunteering. Kristen has management experience and is an experienced Accountant, which makes her a great resource for the board's financial decisions. She is currently employed as the General Manager of the MD&W Railway. She is responsible for the daily operations of the railroad in Int'l Falls, managing 1,700 boxcars, serving various locations, and ensuring safety compliance, and reporting. In her previous role she was responsible for the financial reporting, capital projects, compliance reporting, inventory, and budgets. Kristen has served on a number of boards within the community. She is active in volunteer efforts throughout the community.



## Dave Stewart

*Director*

Member of TruStar since 2017.

Dave resides on Rainy Lake in International Falls and is married with one daughter. He is an active member in the International Falls community and a recently retired business owner. He ran his family business for over 35 years and sold it in February 2020. As a third generation owner, he learned the skills of running a local business and the attributes of giving back to the community. As a newer member of our board, his business experience and knowledge have been welcomed resources to our strong and devoted board. Dave earned his Bachelor of Science degree in Business Administration from Western Michigan University in 1984. His previous board experience includes: Wells Fargo Community Board Member from 1996-2000, and Bremer Bank Community Board Member from 2010-2015.



# Supervisory Committee

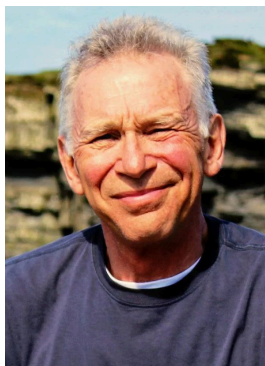


## Melissa Marcotte

*Supervisory Committee Chair*

Member of TruStar since 2003

Melissa was born and raised in International Falls and has been back for 23 years. She is married with two adult children. They enjoy the outdoors together in the woods and on the water - especially Rainy Lake and Lake of the Woods. She has over 19 years of experience in healthcare finance with responsibility for financial statement preparation and analysis, strategic planning and annual budgeting, IRS tax filings and compliance, productivity monitoring, and Medicare Cost Reports. Her experience with financial statements, accounting procedures, operational audits, and internal control assessments helps her to better understand the operations of the credit union. Melissa has served on both the Council and Endowment Committee for First Lutheran Church, as well as doing the treasury work for the Rec Hockey Association. She received her Bachelor's degree in Accounting from Bemidji State University, a Masters Certificate in Health Informatics from St. Scholastica, and is also a Certified Healthcare Finance Professional through HFMA, and holds an inactive CPA certificate.



## David Skwarok

*Supervisory Committee Member*

Member of TruStar since 1980.

Dave is retired and an active member of the community, including his role as Vice President of the Polar Polers Ski Club. He was solicited to become a part of the Supervisory Committee based on a large part of his vocational service as an Information Technology Director. His contributions grew out of a more direct knowledge of computers, networks, and cyber related audits. Dave taught computer programming and applications for the International Falls School District and Rainy River Community College for 15 years, followed by IT Director/Network Administrator for 18 years. His decades of experience supporting computers, users, and networking bring a working perspective, and strength to our cyber security audits and technology discussions.



## Jay Bartkowski

*Supervisory Committee Member*

Member of TruStar since 2018

Jay was born and raised in International Falls, and graduated from St John's University, MN with a Bachelor of Science degree in Accounting. He spent 20 years living in the Twin Cities where he practiced as a partner in the public accounting firm of Virchow Krause. Jay and his family moved back to International Falls in 2007 where he became President of the Coca-Cola Bottling Company, the family business started by his grandfather in 1934. Since returning home he has served on the International Falls Chamber of Commerce Executive Committee in various roles for 11 years. In addition, he served over 10 years on the Chamber Economic Development Committee, and was an active member and was lead speaker for the Voyage Forward community meeting in 2014. He has served as Chair of the Finance Council at St. Thomas Aquinas Church since 2013. He currently serves both as a Board Member and member of the Executive Committee of the Minnesota Beverage Association, and is also as a Board Member of the Minnesota Beer Wholesalers Association. His business and accounting experience lends itself to assisting the Supervisory Committee at TruStar. Jay has coached both baseball and basketball at various levels from elementary through the varsity coaching staff. He and his wife have three adult sons.





# TRUST

*It's not just in our name.*

*It's the confidence our members have in knowing we are here to help them navigate their financial journey together.*





# TruStar

Federal Credit Union

Federally Insured By NCUA

*Your membership is appreciated.  
TruStar Federal Credit Union will continue to  
focus on enriching the lives of our members and the  
communities in which they live and work.  
It's at the center of everything we do!*

