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## **Mission**

Florida Credit Union will serve our members and communities with efficient, convenient services and quality products that meet their everyday and long-term financial needs.

## Vision

Florida Credit Union members' lives made better.

## Core Values



## **Caring Service**

Through local, friendly, person-to-person services and new technologies.



## **Financial Stability**

To safeguard our members, we will continue to be a well-capitalized financial institution.



## **Cooperative Philosophy**

Improve the economic well-being of our members and communities.



## Integrity

Will adhere to the highest ethical standards and values.



### Excellence

Provide progressive, quality programs and services that will benefit our members while promoting growth.



## **Community Service**

Promote Florida Credit Union as a leader in serving our communities and a commitment to social responsibility.

## The Credit Union Difference

Being a member of Florida Credit Union gives you access to a wide range of financial products and services, and while that may be the reason you decided to join, the real FCU difference is in the very nature of our organization. As a financial services cooperative, defined as "involving mutual assistance in working toward a common goal", we are owned by our members, making you part owner of one of the fastest growing financial institutions in the state.

While many things may change in an industry like ours, it's good to know our commitment to you is unwavering. Florida Credit Union has been in this community for over 68 years and while the other institutions may come and go, your credit union can't be bought or sold.

The goal of a bank is to maximize the profit of its stockholders and investors. Members own FCU, not stockholders. Profits earned are retained as capital to meet regulatory requirements and for expansion of the credit union and its service offerings. Our goal is to maximize the service/value relationship with members while building and maintaining the strength of Florida Credit Union to ensure it is here to serve future generations.

Florida Credit Union has been in this community for **over 68 years** 



# **Cooperative Principles**

Florida Credit Union continues to operate under the cooperative principles of:

## 1. Voluntary and Open Membership

FCU is open to all persons in our stateapproved field of membership who are interested in using our services and willing to accept the responsibilities of membership.

#### 2. Democratic Member Control

The member/owners of Florida Credit Union choose the individuals who serve as elected trustees.

### 3. Member Economic Participation

Member/owners benefit proportionately to their level of participation from full utilization of the products and services that are available through the credit union.

### 4. Autonomy and Independence

Member/owners benefit proportionately to their level of participation from full utilization of the products and services that are available through the credit union.

## 5. Education, Training, and Information

Information is provided to members, elected representatives, and staff to ensure further development of the organization.

### 6. Cooperation Among Cooperatives

Working with local, regional, national, and international groups to advance knowledge and service availability.

### 7. Concern for the Community

Providing services and programs to benefit the members of the community.

### 8. Solidity

As a member-owned local financial cooperative, FCU has deep roots in the community. This solid foundation means we can't be bought or sold, we are here for the long-term, and we stand ready to provide financial services to local consumers and small businesses



Dr. Barbara Buys **Board Chair** 



Ms. Judy Johnson, J.D. Vice Chair



Mr. Alfred Peoples Treasurer



Mr. Lynn P. Jones, Sr. Secretary



Mr. William Hopgood Director



Mr. Andrew Sutherland Director



Ms. Faye McKnight Director



Ms. Kara Brown Director

# Report of the Board of Directors

Florida Credit Union was established in 1954. For 68 years, we have been dedicated to meeting our members' needs. As you read the 2022 Annual Report, you will notice that Florida Credit Union is as safe and strong as ever.

In 2022, Florida Credit Union's membership experienced another year of new and exciting products and services. This year brought us a new branch in Belleview and a credit and debit card processing conversion. This conversion allows us to offer better technology and card services to our membership. Through a rapidly changing rate environment, FCU has continued to offer competitive rates on deposit accounts and low loan rates for all products. We ended 2022 with \$1,967,340,965 in assets. The most important measure of a credit union's soundness is its capital ratio. Florida Credit Union is considered "Well Capitalized" by federal and state examiners, with our year end capital ratio being 11.42%.

Meeting the needs of our membership is the primary responsibility of your Board of Directors. We must ensure all operations are performed safely and soundly. The reports included in the 2022 Annual Report support that Florida Credit Union is indeed managed in accordance with policies, laws, and regulations. Florida Credit Union is a safe and sound financial institution and is well-situated for the future

We have come a long way in nearly seven decades and are committed to continue to meet and exceed member expectations.

**Dr. Barbara Buys Board Chair** 



## Report of the President

Florida Credit Union experienced a great year in 2022 and accomplished many initiatives throughout the organization. This growth is attributed to you, the owners of the credit union, for taking advantage of our services, deposits, loans, and electronic products. Our decisions continue to be focused on meeting members' needs and expectations now and into the future

In 2022, our loan programs were successful, and our members received over \$753 million in new loans. Members obtained 1,285 real estate loans for a total of \$86,849,503 and 16,240 auto loans for a total of \$509,879,033. Over 39 thousand other consumer loans were granted in 2022 amounting to \$92,556,511. We also provided \$64,291,133 in business loans in 2022. Additionally, we continue to attract new members. In 2022, over 24,900 new accounts were opened. We have come a long way thanks to you, our members.

Last year, we opened a new branch in Belleview. We converted our credit and debit card program to allow us to offer better services and technology for our members. We also added new loan products, enhanced member fraud protection, and much more while continuing to provide state-of-the-art experiences for our members through our electronic channels.

We constantly strive to improve our processes and services to make managing finances easy for our members. In 2023, we will continue to focus on the financial needs of our membership. We plan to offer new products and services to allow you to conduct your financial business efficiently and conveniently.





We will also continue to focus on our facility and service needs. We are in the process of building a new branch in The Villages area. Whether inquiring about CD rates or applying for a loan, our staff is available weekdays from 8 a.m. to 8 p.m. and on Saturdays from 9 a.m. to 5 p.m. You can also apply online at any time. In addition, we offer loan services by phone 24 hours a day, 7 days a week. FCU understands how busy you are, so we make mortgage and loan services more convenient with this "around the clock" availability. You can talk to a fully-qualified loan officer anytime of the day or night.

The Board and management of FCU will continue to operate your credit union safely, using sensible decisions that are rooted by the needs of the membership. Our capital ratio of 11.42% far exceeds the 7% required ratio of federal and state examiners. It is because of the diligent and focused efforts of your Board and management team that Florida Credit Union continues to grow and succeed.

As a member/owner of Florida Credit Union, you belong to a strong, viable financial institution. With our soundness and stability, we are well positioned to meet your personal financial needs. I urge you to take full advantage of your credit union membership.

Mr. Mark N. Starr President / CFO

## Report of the Treasurer

Florida Credit Union is now serving over 140,000 members. Florida Credit Union continues to grow at or above peer averages year after year -2022 was no exception. All of this can be attributed to our members and the business they conduct with us.

As of September 2022, Florida Credit Union was the 16th largest credit union in Florida in terms of asset size. Nationally, we are in the top 5% of all credit unions.

On the following pages we present a breakdown of the assets and liabilities of Florida Credit Union. You will notice that our assets as of December 31, 2022 were \$1,967,340,965. Additionally, our capital ratio remains extremely strong at 11.42%. You can see why the Board, management, and staff of your credit union are so proud of the successes we have experienced.

### Mr. Alfred Peoples

Treasurer

# Report of the Credit Manager

The Credit Manager is appointed by the Board and is responsible for the approval of loan applications in compliance with Board approved policies.

In 2022, Florida Credit Union originated over \$753 million in loans of all types. Our most popular loan products in 2022 were autos, credit cards, commercial loans, and first mortgages. FCU offers a full range of Mortgage programs including conventional, FHA, VA, and USDA loans, as well as construction loans.

In the coming years, you can expect to see more loan products along with more ways to obtain loans. As usual, FCU rates and terms will be very competitive.

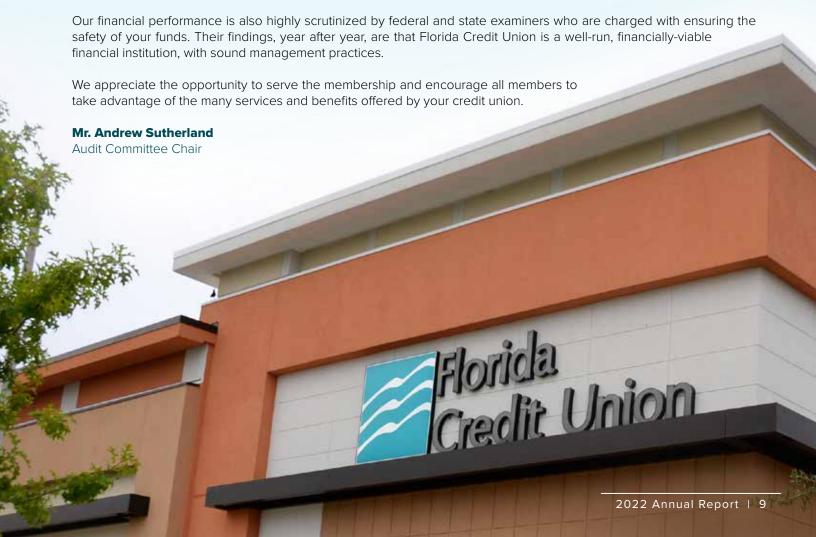
## Mr. Mark N. Starr

Credit Manager

# **Report of the Audit Committee**

By state law, the Audit Committee is appointed by the Board and charged to oversee the policies and programs of the credit union. The committee ensures that a comprehensive audit of credit union books and records is performed, and reports the results to the membership.

During the past year, the Audit Committee met with the auditing team from the firm Warren Averett. The comprehensive audit, as of September 30, 2022, indicates that the credit union is performing to the best benefit of the membership. This same firm performs extensive internal audit work on a quarterly basis to verify that policies, regulations, and generally accepted accounting principles are being met. The work of the Audit Committee, in partnership with the auditing firm, ensures that operations and programs authorized by the Board of Directors are being well managed.



## **Reviews and Testimonials**



# Michael Beard PRESIDENT | ELEVATED DESIGN & CONSTRUCTION

"One thing I love about working with Florida Credit Union is you get an opportunity to share your vision, you get an opportunity to share your goals, and they're going to try to figure out how to make those goals happen."

# **Guy W.**BELLEVIEW BRANCH I ★★★★

"I'm big on customer service and customer experience, and feel I must give a shout out to the folks at the branch in Belleview for their 5-star customer service and professionalism in facilitating my transition to Florida Credit Union."

# Brian M. HAILE BRANCH | \*\*\*\*

"It is always a pleasure to do business here at the Haile FCU branch. Cheerful, friendly, knowledgeable staff who know their business."

# Hannah S. STARKE BRANCH I ★★★★

"Absolutely wonderful! Clean. The associates are knowledgeable of their products, policies, etc. Wonderful time management skills in seeing and helping customers with their needs. The associates are kind and helpful."

## Jason P.

"They are very helpful and good with customer service. They have a lot going on and they are well rounded in knowing how to accommodate each customer. Helps with what you need in the banking world."

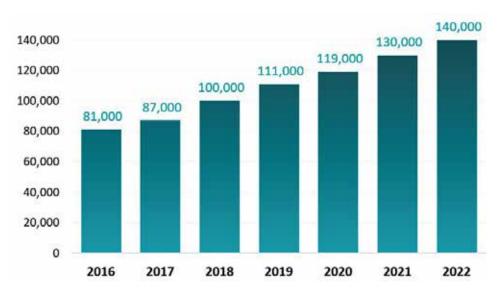


# Cornelia Holbrook OWNER I SWEETWATER INN

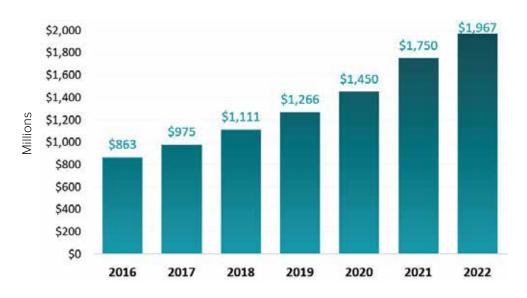
"Businesses have gone through so much in the past three years, and FCU has been with Sweetwater Inn every step of the way. I moved from another bank four years ago, and that was the best decision I have made in a long time!"

# **Membership and Asset Growth**

## **FCU Membership**



## **FCU Assets**



# FCU Gives Back to the Community

FCU participated in more than 360 community events in 2022, following our "Member Owned. Community Proud." mission! We visited nearly 100 schools and orientations during 2022's back-to-school campaign, providing meals and gifts to educators. We held \$50 Visa® gift card raffles at each event, and brought \$500 donation checks for each school we visited. We partnered with more than 20 local cateriers, and around 100 FCU staff members volunteered during these events.

During the 2022-2023 University of Florida Men's and Women's Basketball seasons, FCU is once again holding its "Beyond the Arc" initiative. For every three-point basket made at Gator home and away games, FCU is donating \$25 to The Education Foundation of Alachua County. Last year, during its first campaign, FCU donated \$11,700 to the Foundation.













# Member owned. Community proud.® Since 1954.

We also held the first ever "Pet of the Game" initiative in partnership with UF's Football program. Running throughout the season, Gator fans submitted pictures of their pets and voted for a weekly winner. FCU donated \$10 to the Humane Society of North Central Florida for every picture submission, resulting in a \$5,690 donation.

We continued local charity initiatives in our branches with our winter food and back-to-school drives. We also brought back a favorite, the pet supply and food drive, benefitting six different organizations. We'd like to thank our members for the generosity they've shown time after time!

Florida Credit Union is more than just a financial institution – we are part of an evolving community, and it's our job to help make it thrive.















Florida Credit Union currently serves more than 140,000 members in 48 of Florida's 67 counties. We pride ourselves upon offering our members convenient access to their money with 12 branches and a contact center, and we are excited to be adding another branch soon in The Villages!

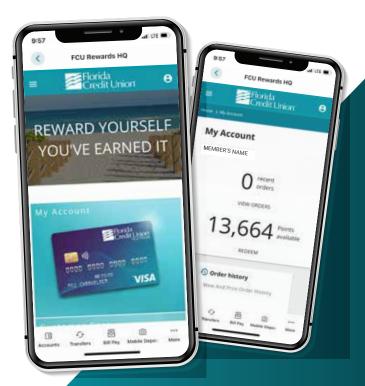
Not only does FCU provide convenience in-person, but through our digital platforms, we give our members anytime, anywhere access to their banking needs. Read on to learn more about some of our enhancements made throughout the past year that we hope will be of great benefit to all our members.

## **Digital Services Enhancements**

We improved the FCU Anywhere user interface to become more intuitive and allow members to find what they need within the online and mobile banking platform faster. FCU also improved the online loan payment service. This system, used to make payments toward your FCU loans with funds from another financial institution, is more user friendly.

#### Launch of FCU Rewards HQ

The Visa® credit card rewards program was upgraded in the 4th quarter of 2022. Members can benefit from top-of-the-line merchandise, gift cards from well-known merchants, event tickets, and a better cash back experience (for Wave cardholders). FCU Rewards HQ account information is accessible right from FCU Anywhere online and mobile banking and points are easier to redeem.



## **Pre-Approved Loan Offers**

FCU integrated pre-approved loan offers into our digital banking platform. This lets members know which loan options they automatically qualify for, including auto loans, credit cards, home equity lines of credit, personal loans, and more. Launched in late 2021, thousands of members took advantage of the convenience of preapproved offers in 2022.

In 2022, we also launched a new same-day line of credit product, SmartLine™. This new line of credit is available through FCU Anywhere digital banking. With this preapproved offer, it takes only minutes to complete the application and receive the funds.

#### Flora<sup>®</sup>

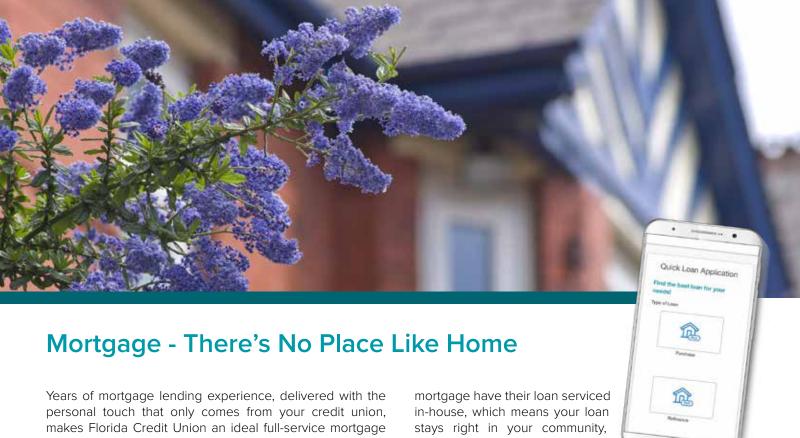
Flora® is FCU's virtual assistant, available 24/7 to assist with your banking needs. She can check account balances, transfer money between accounts, make loan payments, and answer both general and accountspecific questions. Our members can easily bank over the phone with Flora® by calling 1-800-284-1144 or calling their local FCU branch. In 2022, Flora® had over 390.000 interactions with our members.



#### **Two-Factor Authentication**

Security is very important to us at Florida Credit Union. Amidst a period of common fraudulent activity, ensuring our members are safe is our utmost priority. That's why we are always working to introduce new security options to help members. Our latest addition is offering two-factor authentication through an authenticator! An authenticator is an app that uses a time-based, one-time passcode that will be required to access your online banking account and to perform specific transactions. Within FCU Anywhere, members can replace current two-factor authentication methods, such as SMS texting, email, and phone calls with an authenticator app. While the current options are certainly safe, we recommend using an authenticator, as it's the most secure option available.





lender. We understand that real estate financing is a critical part of your financial plan and we're here to help.

Whether you're buying your first home, refinancing an existing mortgage, or considering a second or vacation home, our mortgage professionals are always ready to meet your needs with a wealth of home loan solutions. FCU provides our members with access to a full range of mortgage programs, including conventional, FHA, VA, and USDA loans. We often approve loans denied by other institutions, including loans for manufactured homes and condos, and we offer no waiting period for bankruptcies and foreclosures

A Florida Credit Union mortgage, comes equipped with a variety of options to choose from depending on your needs. Since we offer a multitude of loan types, you'll get to build a custom mortgage, molded to your needs and your life Members who receive a ECU Portfolio or Fannie Mae

where it belongs.

## We've expanded our Construction Loan Program with features such as:

- Eligible properties are single-family homes, mobile homes with land, modular dwellings
- Land owned can be used to cover the down payment and other costs
- Up to 100% financing on primary residences and 80% LTV for investment
- Fixed 15, 20, and 30 year 5/1 ARM product available
- 6, 9, and 12 month construction terms

# **Meet Our Mortgage Team**

Our experienced mortgage team has years of lending experience, providing peace of mind while helping you through the home journey.



**Gregory Pingue AVP Mortgage** Origination



**Charles Heller** Internal Mortgage Loan Originator



**Gwendolyn Prater** External Mortgage Loan Originator



Kaylen Moore External Mortgage Loan Originator



**Robert Velez** Internal Mortgage Loan Originator



**Scott Bennett** External Mortgage Loan Originator



**Tim McDermott** External Mortgage Loan Originator

Not Pictured: Joshua Hunt, Internal Mortgage Loan Originator



We have helped business owners in our communities find the right solutions to address their unique needs and goals. With more than 50 years of industry experience between them, Florida Credit Union's commercial services team is familiar with the day-to-day challenges that small business owners face.

Our team focuses on building personal relationships with the people and businesses that keep our local economy going, allowing us to anticipate needs and tailor our offerings around them. Plus, with a suite of electronic services and

account offerings, we make it easy for businesses to handle their finances without cutting into their busy schedules.

We know that time is money and how important both are to your business. That's why FCU offers other great business tools and resources, differentiating your business from the competition. We're here to help as you manage your company's finances and foster growth and development that take you to the next level. Please see the Products and Services on page 26 for a full list of available commercial business offerings.

### YOUR FCU BUSINESS TEAM



**Brian Moses**SVP Commercial
Services



**Jane Harris**VP Senior Business
Relationship Manager



Chris Logan VP Business Relationship Manager



Jared Hart
VP Business
Relationship Manager



**Tyler Melvin**VP Business
Relationship Manager



**Gary Schmidt** AVP Treasury Management

# **2022 Highlights**

more 50

combined years of business experience more \$64M

amount of new commercial loans in 2022

more \$32M

amount of new commercial deposits in 2022



CONSTRUCTION PROJECTS FINANCED BY FCU: 1. Hudson Station ALF 2. Duval Station ALF 3. Santa Fe RV Park 4. Downtown Gainesville Hyatt 5. Ansley Way Student Housing 6. Arbor Green Office Park

# Florida Credit Union's Senior Vice Presidents



Wendy Koford SVP Finance / CFO

Thom Beck SVP/CIO/CTO **Beatrice Cherry** 

SVP Marketing

Mark Starr President / CEO **Wesley Colson** 

SVP Credit Services

**Christine Suarez-Jenkins** SVP / CLO

**Brian Moses** 

SVP Commercial Services

**David Eckhardt** SVP / COO

## Florida Credit Union's Vice Presidents



**Chris Logan** 

**VP Business** Relationship Manager

**Sarah Barrett** 

**VP Card Services** 

**Greg Purvis** 

**VP** Consumer Lending

**Heather Gilliam** 

**VP Branch Operations** Retail Administration

**Matthew Teoli** 

VP Digital Channels

**Michael Lopes** 

VP Systems Engineer

**Jared Hart** 

**VP Business** Relationship Manager

Pamela Bolin

**VP** Accounting

**Brandon Coughlin** 

**VP Indirect Lending** 

**Tyler Melvin** 

**VP Business** Relationship Manager

**Daniel Arreola** 

VP Risk Management

Sarah King SVP HR & Training **Jane Harris** 

**VP Business** Relationship Manager

Kirk Becker

**VP Infrastructure Security** 

**Mark Starr** 

President / CEO

## Florida Credit Union's Branch AVPs



**David Eckhardt** SVP / COO Administration



**Heather Gilliam**VP Branch Operations
Retail Administration



Wade Hamilton
AVP Branch Operations
13th Street



Sean Peters

AVP Branch Operations

43rd Street



**Takenya Betterson**AVP Branch Operations
Belleview



**Robert Weil**AVP Branch Operations
Butler Plaza



Ladonna Pollard

AVP Branch Operations

Contact Center



**Georgia Nortsrom** AVP Branch Operations Country Oaks



**Brian Leatherman**AVP Branch Operations
DeLand



**Katrina Wright**AVP Branch Operations
Haile Market Square



**Jennifer Patrick**AVP Branch Operations
Lake City



**Quan Freeman**AVP Branch Operations
Maricamp



Alissa Myers
AVP Branch Operations
Ocala



Mindy Grimes

AVP Branch Operations

Silver Springs



**Michelle Warnock**AVP Branch Operations
Starke



# **Coming Soon!** FCU Trailwinds Branch at The Villages

Florida Credit Union will open its 13th branch in 2023 in the Trailwinds Village shopping center.

FCU determined that this location, over others, would be the best option for expanding our branch footprint south of Marion County. Marion, Sumter, and Lake County region has experienced massive population growth throughout the past few years. For these reasons, FCU decided The Villages is a growing community in which we want to further invest and establish permanent roots.



# Statement of Financial Condition as of December 31, 2022

Assets:	2022
Loans	\$ 1,586,718,138
Less: Allowance for Loan Loss	\$ (15,853,460)
Net Loans	\$ 1,570,864,678
Cash on Hand Investments, at Amortized Cost	\$ 6,251,329 \$ 312,667,850
Fixed Assets, Less Accumulated Depreciation	\$ 25,199,978
NCUSIF Deposit	\$ 14,497,436
Right of Use Asset for Leases	\$ 4,551,086
Other Real Estate Owned	\$ 25,199,978 \$ 14,497,436 \$ 4,551,086 \$ 21,379 \$ 750,200
Loans Held for Sale	
Other Assets Total Assets	\$ 32,537,029 <b>\$ 1,967,340,965</b>
Iotal Assets	\$ 1,967,340,965
Liabilities and Members' Equity:  Members' Shares and Savings Accounts Non-member Deposits Accounts Payable FHLB Borrowing Other Accrued Liabilities	\$ 1,588,854,312 \$ 66,144,000 \$ 13,601,345 \$ 60,000,000 \$ 13,992,550
Total Liabilities	\$ 1,742,592,207
Members' Equity  Regular Reserve Undivided Earnings	\$ 2,519,688 \$ 222,229,070
Unrealized Gain/(Loss) on Security	0
Total Equity	\$ 224,748,758
Total Liabilities and Members' Equity	\$1,967,340,965

Statement of Operations	as of December 31, 2022
Income:	2022
Interest on Loans Income on Investments Other Income Total Income	\$ 74,013,151 \$ 5,218,780 \$ 32,340,220 <b>\$111,572,151</b>
Expenses Employee Compensation and Benefits Office Operations Office Occupancy Professional and Outside Services Provision for Loan Loss Education and Promotional Loan Servicing Other Miscellaneous Total Expenses Income Before Cost of Funds:	\$ 27,854,591 \$ 9,744,802 \$ 2,400,063 \$ 8,186,570 \$ 6,549,813 \$ 4,968,790 \$ 4,644,318 \$ 1,579,584 \$ 65,928,531 \$ 45,643,620
Non-Operating Gains or Losses:	
Gain/(Loss) on Investments Gain/(Loss) on Disposition of Assets Other Non-operating Gains/(Losses) Total Net Income Before Cost of Funds	\$ (1,440,517) - <b>\$ 44,203,103</b>
Cost of Funds:	
Dividends and Interest Interest on Borrowed Funds Net Income	\$ 8,836,056 \$ 377,181 <b>\$ 34,989,866</b>

## **Products and Services**

As a Florida Credit Union member, you enjoy local and fast decisions, the ability to make your payments locally, a full range of products and services, and specialized customer service.

## **Personal Banking Services**

Value and interest-bearing checking accounts

Youth accounts

Money market accounts

Savings accounts

Vacation and holiday accounts

IRAs and CDs

Investment services

Auto/boat/RV/motorcyle loans

Personal loans and lines of credit

Mortgages

Home equity loans and lines of credit

Visa® debit cards

Visa® credit cards

Insurance (life, AD&D, and HAP)

## **Commercial Banking Services**

Value and interest-bearing checking accounts

IOTA checking accounts

Money market accounts

CDs

Vehicle and equipment loans

Lines of credit

Visa® debit cards

Visa® credit cards

Owner occupied real estate

Non-owner occupied real estate

Investment services

Insurance (life, AD&D, and HAP)

Remote deposit capture

Commercial online banking (ACH, wire capabilities)

Merchant card processing

Free commercial online bill payer

Same-day credit

Free Quicken and Quickbooks downloads

#### **Convenience Services**

12 locations

24-hour loan center

Chat and text communication

Extended hours at contact center and

select branches

Mon - Fri 8 a.m. to 8 p.m.

Saturday 9 a.m. to 5 p.m.

Local, fast decisions

#### **Electronic Services**

Online banking

Online bill pav

Flora® 24/7 virtual assistant

Mobile banking

Mobile bill pay

Mobile check deposit

Digital wallet

Online loan and account applications

eStatements

Pavroll deduction

P2P (person to person) transfers

Direct deposit

24-hour ATMs











# **Membership**

Membership in Florida Credit Union is open to all who work or reside in Alachua, Baker, Bradford, Brevard, Charlotte, Citrus, Clay, Columbia, DeSoto, Dixie, Duval, Flagler, Glades, Gilchrist, Hamilton, Hardee, Hernando, Highlands, Hillsborough, Indian River, Jefferson, Lafayette, Lake, Lee, Leon, Levy, Madison, Manatee, Marion, Martin, Nassau, Okeechobee, Orange, Osceola, Palm Beach, Pasco, Pinellas, Polk, Putnam, Sarasota, Seminole, St. Johns, St. Lucie, Sumter, Suwannee, Taylor, Union, and Volusia counties.



43rd Street Branch 2831 NW 43rd St Gainesville 352-377-4141

13th Street Branch 3720 NW 13th St. Gainesville 352-377-4141

Haile Market Square Branch 2785 SW 91st St. Gainesville 352-377-4141

Butler Plaza North Branch 2803 SW 42nd St., Suite 10 Gainesville 352-377-4141

Ocala Branch 2424 SW 17th Rd Ocala

352-237-8222

Silver Springs Branch 3504 E Silver Springs Blvd. Ocala 352-237-8222

Belleview Branch 10303 US Highway 441 Belleview 352-237-8222

Country Oaks Branch 9680 SW 114th St Ocala 352-237-8222

Maricamp Branch 10 Bahia Ave. Ln. Ocala 352-237-8222

DeLand Branch 1735 N Woodland Blvd. Del and 386-738-4717

Lake City Branch 586 W Duval St. Lake City 386-755-4141

Starke Branch 2460 Commercial Dr. Starke 904-964-1427



Visit flcu.org

