

2020  
**Annual REPORT**



Opening doors to opportunities in every way.

# 45th Annual General Meeting

March 9, 2021

## Our Mission Statement

EasternEdge Credit Union will be the financial service provider of choice, dedicated to assisting our members in achieving their financial goals. We will accomplish this through a culture of product innovation, service excellence and owner involvement.



31 Corey King Drive, Mount Pearl

# Table of Contents

Organization for 2020 .....	5
Message to Members .....	6-8
Report of the Audit Committee .....	9-10
Report of the Lending Committee .....	11
Credit Union Deposit Insurance .....	12
Investing in Our Future .....	13
Community Initiatives/Donations .....	14
Products and Services .....	15
Business (Not) As Usual. Covid's Silver Lining .....	16
CU Financial Management Ltd. ....	17





# Organization for 2020

## Board of Directors

Paul Summers, President  
Barry Crocker, Vice-President  
Rebecca Bell, Secretary  
Cathie Collins  
Larry O'Brien  
Jim Pender  
Brian Power  
Alex Wells  
Jeffrey White

## Employees

Cynthia Strickland, General Manager  
Angela Dyke, Manager of Operations  
Margaret Harvey, Manager, Administration and Compliance  
Carol Ann Renouf, Financial Services Officer, Investments  
Jean Eddy, Financial Services Officer, Loans  
Tracey O'Brien, Financial Services Officer, Mortgages  
Joanne Thomas, Financial Services Representative  
Katherine Scott, Financial Services Representative  
Sherry O'Brien, Accounting Supervisor  
Courtenay Guy, Branch Administrator  
Rhonda Goodridge (Shared Resource), Manager, Marketing and Communications

## Audit Committee

Brian Power, Chair  
Steve Blackwood  
Paul Newman  
Alex Wells

## Lending Committee

Angela Dyke, Chair  
Jean Eddy  
Sherry O'Brien  
Carol Ann Renouf  
Cynthia Strickland

## Message to Members

### Covid-19

March 18, 2020 is a day few of us will soon forget. It's the day phrases like "Stay Safe", "Out of an abundance of caution", "We're all in this together", and even "Please don't let them lick the shopping cart" were peppered into most conversations and text. It was a day when life and business as we knew it shifted. Locked doors, grocery store lineups, physical distances between family members, friends, and colleagues alike, and even shortages of every day essentials became all too commonplace. Fears and trepidation ran rampant. During the tough, and very challenging, year of 2020, EasternEdge Credit Union's core values of teamwork, accountability and quality have never been more important, and its call to employees and members has never resonated as deeply as it did last year.

At the beginning of the global pandemic, EasternEdge Credit Union quickly adapted procedures and practices to meet all Public Health guidelines, ensuring the safety of our employees and that of our members' uninterrupted access to vital banking services. We offered credit card payment relief, deferred loan and mortgage payments, additional access to electronic services and provided our members with solid financial advice during crisis situations.

Despite the major impact of the pandemic on our economy and the significant disruption on our operations, we are very pleased with our 2020 outcomes. We started the year with many plans and while the outlook was fairly bleak in March, we managed to make notable progress.



**"We're all in  
this together"**

### New Technologies, Products and Services

January 2020 started by transitioning some compliance duties to a central hub managed and operated by Atlantic Central. This helped to reduce the burdensome administrative work associated with compliance oversight and monitoring. In particular, the hub assists with anything related to Anti-Money Laundering Legislation, Personal Information Protection, Electronic Documents Legislation, Canada's Anti-Spam Legislation, and others. This Risk Management and Compliance service provides credit unions with guidelines and procedures as well as FINTRAC audit support. We have just completed our first full year of utilizing this service and it is deemed to be beneficial.

In the spring, the federal government introduced the Canada Emergency Business Account (CEBA) loans to offer financial assistance to Canadian small businesses and not-for-profits struggling during the pandemic. EasternEdge Credit Union was one of 220 financial institutions across the country who participated in the program. While EasternEdge has only a few small business and not-for-profit accounts, we assisted fifteen of our members with accessing CEBA loans and helping to reduce their financial stress. We are very grateful for the support Atlantic Central provided with this initiative to help us help our members during this very difficult time.

The integration of new technology into our members' banking preferences has become more complex in recent years. The ASAPP solution, introduced in 2020, provides our members with access to digital account openings. Further enhancements in 2021, and beyond, will provide the opportunity for online digital applications for loans, lines of credit and mortgages. Consumers at large and our members no different, are continually looking for added convenience in their banking experiences. Over the past twelve months, contactless payment options in response to the new realities of a global pandemic have generated great interest. Mobile Wallets uses



## Message to Members (cont'd)

Interac® Flash® technology, allowing members to tap their smartphone on the merchant terminal to complete transactions. Available for Apple Pay, Google Pay and Samsung Pay, EasternEdge just launched Mobile Wallets in January 2021. This project took many weeks of preparation work in 2020 prior to launch.

Our second annual loan pre-approval campaign was executed in September. While the uptake from members was a little less than the year before, we were still able to assist nearly thirty members with borrowing needs.

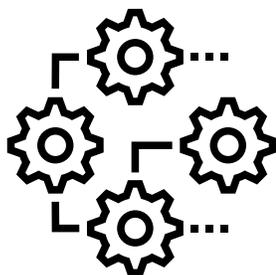
Cybercrime, unfortunately, has been at the forefront of everything we do in recent years. Our staff has been thoroughly trained in identifying red flags, not only on our credit union computer systems, but also in conversations with members. Those member conversations include topics such as phishing emails, the use of strong computer passwords, the frequency with which passwords should be changed, the proper maintenance of anti-virus software and so on. Late summer 2020, we embarked on a two-year cybersecurity project with our data providers, League Data and CGI. This is a three phased approach to developing a security program that will keep pace with the evolving threat of cyber fraud and breaches. The goal is to introduce and improve end-to-end cyber security risk management. At the end of this two-year project, we will have developed a complete set of policies and procedures and a control framework for use in our day-to-day operations.

### Focus On Governance, Management Practices, and Strategic Planning

We completed a thorough review of the Terms of Reference for our legislated committees, Audit and Lending. Terms of Reference for both were refreshed and approved by the Board of Directors. Both committees have adopted these new responsibilities and accountabilities within the scope of their respective mandates.

The board of directors established a Human Resource Committee in the latter part of the year. The committee was tasked with reviewing the current Human Resource Policy to ensure it is competitive within the industry. The committee met multiple times in the last quarter of 2020 with work ongoing into 2021. The board of directors also finalized a thorough review and updated the Capital Management Policy, Liquidity Management Policy and Foreign Exchange Policy to ensure they provide for the best management of risk.

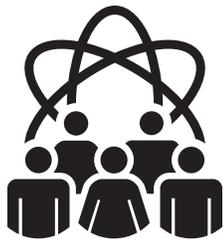
Due to the pandemic, all our board of directors and committee meetings were held virtually throughout the year, something we had not given any thought to at the beginning of 2020. We held our first ever virtual strategic planning session in the fall, facilitated by our account manager at Atlantic Central – once again, something we had never considered before. And it worked! We have now developed a solid 3-year strategic plan focusing mainly on financial success, member experience, employees, and corporate social responsibility. We will provide updates on our strategic plan at future Annual General Meetings.



## Message to Members (cont'd)

### Corporate Social Responsibility

As in previous years, our community support extended to the Mount Pearl Frosty Festival, Choices for Youth, Seniors' Resource Center, and Mount Pearl Best in Business Awards, among others. However, a global pandemic calls for enhanced community outreach. With the pandemic taking a terrible toll on small businesses and charities, EasternEdge and Reddy Kilowatt Credit Unions identified and introduced the Loyal to Local Challenge to the Atlantic Region, ultimately leading to full participation by all Atlantic Credit Unions between June 15-28, 2020. With the Local 2 Local Challenge, EasternEdge Credit Union employees and board members, together with participating credit union employees throughout Atlantic Canada, were given up to \$50 each to make a purchase from a local business or donate to a charity of their choice. This credit union initiative injected over \$70,000 into the Atlantic economy at a time when it was desperately needed.



### Looking Forward

It appears evident that we are headed for continued uncertainty and a challenging economic environment in 2021. The Bank of Canada has signaled that they intend to keep interest rates at their current low level until the end of 2023, which is expected to impact profitability of financial institutions. While we hope that the vaccine rollout reveals the light at the end of the tunnel for COVID-19, the pandemic is expected to negatively impact our

economy for a considerable time to come. These issues present numerous challenges that we are committed to facing head on – we must continue to adapt to our new normal. We will face this negativity with positivity, and we will continue to grow and prosper.

As we close off the most challenging year in our history, we would like to thank everyone who played a role in getting us through 2020. Thank-you to our credit union partners for their support and guidance. Thank-you to our volunteer board and committee members who continued to give their time and expertise to EasternEdge while also dealing with incredible uncertainty in their own work and personal lives. Our most sincere appreciation goes out to our employees – as frontline individuals providing essential services to our members during a pandemic, some weeks were stressful. Our staff never wavered during even the most difficult days. We acknowledge the incredible teamwork demonstrated at EasternEdge Credit Union last year and the exceptional service provided to our members. Our employees have our deepest gratitude because without their commitment and fortitude, the year we will never forget may not have been as successful.

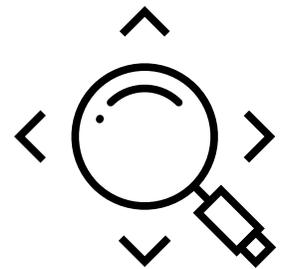
Respectfully submitted,

A handwritten signature in black ink that reads "Paul Summers".

Paul Summers,  
President

A handwritten signature in black ink that reads "Cynthia Strickland".

Cynthia Strickland,  
General Manager





# Report of the Audit Committee

The board of directors has the responsibility for the stewardship of EasternEdge Credit Union. The board appoints the audit committee to assist in fulfilling its fiduciary duties.

The 2020 Audit Committee of the Board of Directors is comprised of four individuals, all of whom are independent of the operations of EasternEdge Credit Union.

The committee includes:

- Brian Power, Chair
- Alex Wells
- Paul Newman
- Steve Blackwood

Despite the pandemic that shrouded much of 2020, the committee was successful in completing its responsibilities. The committee ensured the integrity of the financial statements, enhanced its internal controls and procedures, and monitored compliance with respect to legal and regulatory requirements. Various management reports were also reviewed such as the Delinquency Report and the Asset Liability Management Report.

## Meetings

The audit committee met four times following the Annual General Meeting in March 2020 to review financial statements and various reports. During these sessions, the Audit Committee's Terms of Reference and the Internal Audit Report were also updated and evaluated. An additional audit committee meeting was held on Feb 10th, 2020 to review the annual operating budget for the year.

## Financial Reporting

One of the most important functions of the audit committee is to review and discuss the detailed financial results of EasternEdge Credit Union throughout the year as provided by the General Manager. Detailed summaries explaining current variances and expected future trends were provided to both the audit committee and the board of directors. The audit committee initially reviewed all quarterly statements which were subsequently discussed and approved by the board of directors.

The mandate of the audit committee is to review Annual External Audit Reports and recommend approval to the board of directors. The firm of Byron Smith Chartered Professional Accountants helps to facilitate this process by providing ongoing external audit services to EasternEdge Credit Union.

The audit committee is satisfied that the financial statements of EasternEdge Credit Union accurately represent the financial results of its operations for the 2020 calendar year.

## Internal Control

Another key function of the audit committee is the oversight of the internal audit function. EasternEdge and Reddy Kilowatt over the last number of years have conducted internal audits on each other's portfolios. This has been a valuable mechanism ensuring that the integrity of internal controls and procedures are maintained.

## Corporate Risk Management

The audit committee, in conjunction with the board of directors, continues to focus on corporate risk management. Our environment dictates that we continue to monitor all risks including, but not limited to, those associated with COVID-19, credit, cybersecurity, technology, and the competition. Risks continue to be identified, quantified, and mitigated as required.

## Report of the Audit Committee (cont'd)

### Regulatory Compliance

The audit committee assists the board in its oversight of regulatory compliance and risk management. Every two years, the Credit Union Deposit Guarantee Corporation (CUDGC), as regulator of all credit unions in the province, performs examinations of the credit union's lending practices. An examination was conducted in 2020. Once the report is received, the committee will meet with the General Manager to review the report and the General Manager's response prior to it being presented to the board of directors for final approval.

### Closing Remarks

This was an unprecedented year as we endured a global pandemic with no playbook to follow. I would like to take this opportunity to express my sincere thanks and appreciation to the members of the EasternEdge Credit Union team for all their hard work and dedication throughout the year. The efforts put forth in 2020 have provided a stable foundation and a pathway for success in 2021 and beyond.

Respectfully submitted,



Brian Power,  
Chairperson





## Report of the Lending Committee

Looking back over the past fiscal year and not knowing the challenging times we were about to face; I am pleased to report that 2020 was a very busy year for EasternEdge Credit Union's lending department.

Snowmageddon and COVID-19 certainly slowed things down in the beginning of 2020. However, our overall results and positive net growth of just over \$443K in traditional lending products shows that we faced the challenges head-on and persevered.

While we report net mortgage growth of just over \$500K, this was not without its challenges. The competition from other financial institutions, who were overly aggressive with their rate offerings this past year, made for some tough decisions. We offered our members the best rates possible, but we ultimately lost some of those battles.

Our loan approval values increased by \$780K and our application approval ratios improved from 67% to 75% which, again, reflects the quality of our applicants. In addition, we also processed \$610K in CEBA loans, which are the Canada Emergency Business interest-free loans being offered by the Federal Government. Most of these loans, however, will liquidate over the 2021-2022 time period in accordance with government terms and conditions.

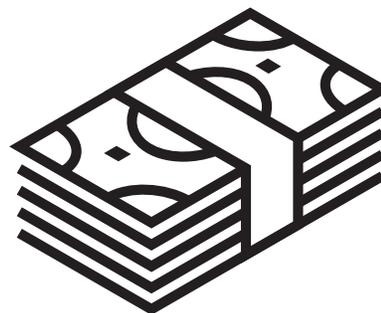
Our credit quality and risk management continue to be carefully managed which is reflected in our delinquency being well within both industry and credit union standards. In addition, our loan loss provisions are well below budget.

We look forward with optimism to continued growth and development in 2021 as we move past the COVID-19 uncertainty. We do, however, remain cognizant of the possible economic weakness that may result from employment losses, business closures and downsizing due to COVID-19.

In closing, I would like to thank all members of the lending committee for their hard work and participation. Similarly, our loan department staff who remain diligent in their efforts, continue to exercise sound judgement, and are strongly committed to the growth and development of EasternEdge Credit Union.

Respectfully submitted,

Angela Dyke,  
Chairperson



## Credit Union Deposit Insurance

Did you know that credit union members' deposits are insured up to \$250,000 per account type which is more coverage than that available at chartered banks? Even better, it isn't necessary to apply - insurance coverage is automatic and free.

The Credit Union Deposit Guarantee Corporation (CUDGC) is a provincial crown corporation that was established in the late 1980's to insure deposits of credit union members in Newfoundland and Labrador.

There are some exceptions noted below. However, to demonstrate the great significance of the insurance, the following table represents the CUDGC NL coverage for credit union members, Mary and Bob, including the trust account for their daughter, Krista.

Depositors should ensure that each joint and trust deposit is designated as such and the names and address of each participant is identified. For trust deposits, if there is more than one beneficiary, the portion owned by each beneficiary must be recorded and updated annually.

Superior Deposit Insurance – just one more reason why it pays to be an EasternEdge Credit Union member. For more information visit [cudgcnl.com](http://cudgcnl.com).



<b>Depositor</b>	<b>Balance</b>	<b>Insured</b>
Mary		
Chequing, Savings, Term Deposits	251,000.00	250,000.00
Mutual Funds	5,000.00	-
RRSPs	252,000.00	250,000.00
TFSAs	20,000.00	20,000.00
Bob		
Chequing, Term Deposits	53,000.00	53,000.00
US Dollar Savings	15,000.00	-
RRSP	100,000.00	100,000.00
RRIF	255,000.00	250,000.00
Bob, In Trust for Krista		
Term Deposit	255,000.00	250,000.00
Mary and Bob (Joint)	255,000.00	250,000.00
<b>Total Coverage for Mary and Bob</b>		<b>1,423,000.00</b>

Exceptions: Mutual funds, foreign currency deposits, term deposits with a maturity date more than five years from date of deposits, bonds and debentures issued by chartered banks, governments, and corporations, treasury bills, and investments in mortgages and stocks.

## Investing in Our Future

Congratulations to our 2020 scholarship recipients, Erin Cook and Shannon Jones.

Erin is a graduate of Holy Heart of Mary High School. In true community spirit, she has shared her talents in support of places such as the Shea Heights Community Centre and the Canadian Cancer Society. As people who know her best, Erin's references expressed great respect for her positive attitude, resilience, passion and determination as well as her strong character and ability to be a superb role model to younger students.

Graduating from Prince of Wales High School, Shannon is also an active volunteer bringing her efforts to food drives, community clean-ups, and long-term care homes. She is a graduate of the Human Rights and Holocaust Program which teaches responsibility to stand up and make a difference defending human rights for all. Described as dependable, responsible, compassionate, and an impressive role model, Shannon is also an excellent choice for this award.

Through this scholarship program, we aim to promote and recognize qualities of good citizenship and co-operation. We believe both Erin and Shannon are ideal candidates whose qualifications align very well with the program's goals.

Well done, Erin and Shannon! Your futures are indeed bright!



Erin Cook



Shannon Jones



Do you know someone who will be graduating high school this year? They could be one of the next recipients of the EasternEdge Credit Union \$1,000 scholarships. Watch for eligibility requirements and other details on [easternedgecu.com](http://easternedgecu.com). Applications will be due by September 24, 2021.

## Community Initiatives/Donations

EasternEdge Credit Union and its members provided support for the following initiatives in 2020:

- Bell Let's Talk
- Big Brothers Big Sisters Bowl for Kids
- Big Brothers Big Sisters Big High Fiver Challenge
- Big Brothers Big Sisters Survivor Fundraiser
- Channel NL
- Choices for Youth, Coldest Night of the Year
- Community Food Sharing Association
- Financial literacy presentations at Gonzaga, Holy Heart of Mary, High Schools and Leo Burke Academy
- Heavenly Creatures
- Holiday Pay It Forward Campaign
- Iris Kirby House
- Loyal 2 Local Campaign
  - Andy's Pet Town
  - Beagle Paws Rescue
  - Critters N' Things
  - Grand Time Watch Store
  - Halliday's Meat Market
  - Heavenly Creatures
  - Lizard's Leos
  - Moo Moo's Ice Cream
  - Rise and Shine Nursery
  - Stella's Circle
  - The Gathering Place
  - Trudy's Hair Salon
  - The Postmaster's House B&B
- Mount Pearl Frosty Festival
- Mount Pearl Paradise Chamber of Commerce Best in Business Awards
- NL Foster Families Association
- O'Donel High School (The Wedding Singer)
- Single Parent Association of NL
- Stella's Circle
- St. Vincent de Paul Food Bank
- Seniors' Resource Centre





# Products and Services

## Your Money

### Chequing Services

- Student Chequing Account
- US Dollar Chequing Account
- Your Business Chequing Packages
- Your Chequing Account Packages

### Savings

- High Interest Savings Account
- Incentive Shares
- Premium Yield Account (PYA)
- Tax Free Savings Account
- Your Savings Account
- Youth Savings Account

### Card Services

- Apple Pay on Credit Cards
- Cross Border Debit
- Mastercard® Credit Cards
- Member Card® Debit Card along with Purchase protection and extended warranty

### Electronic Services

- ASAPP (in house) Digital Account Openings
- ClickSWITCH™
- Deposit Anywhere™
- Ding Free® (Surcharge free ATM's)
- Drive-Thru ATM
- E-Statements and clickable cheques
- Interac e-Transfers®
- Interac Flash®
- Interac® Auto Deposit
- Interac® Direct Payment
- Interac® Online
- Interac® PLUS Network
- Interac® Request Money
- iPhone and Android Apps
- Lock'N'Block™
- MemberDirect® Access for Collabria
- MemberDirect® Online Banking
- Mobile Banking
- Mobile Wallets
- TeleService™

## Additional Services

- Bill Payments
- Canadian/Foreign Money Orders
- Foreign Exchange
- Legal Witnessing
- Night Depository
- Safety Deposit Boxes

## Your Financing

- Chequing Overdraft Protection
- Home Equity Loans
- Loans and Mortgages
- Mortgages
- Personal Lines of Credit
- Personal Loans
- RRSP Loans
- Student Loans
- Total Access Home Equity™

## Your Future

- Mutual Funds and Securities (available through Credential Qtrade Securities Inc.)
- Index-Linked Deposits
- Investment Products and Services
- Term Deposits
- Registered Education Savings Plans
- Registered Retirement Income Funds
- Registered Retirement Savings Plans

## Insurance

- Credit Life and Disability Insurance
- Critical Illness Insurance
- Home/Auto Insurance
- Mortgage Life and Disability Insurance
- Travel Insurance
- Term Life Insurance

## Financial Management

- Financial Planning
- Wealth Management

## Coming Soon

- ASAPP (online) Digital Account Openings
- International Transfers
- Two-Step Verification

# Business (Not) As Usual. Covid's Silver Lining

## MEMBER SERVICE

- Increased access for members through digital channels.
- True focus on member service.
- Member retention and enhanced member relationships.
- Flexibility and different ways to serve members provided new opportunities.
- Proactive member outreach to ensure easy and secure access to financial services.
- Ability to serve members from the safety of their own homes.
- Positive member feedback:
  - Can actually speak to someone!
  - You look out for members!
  - Awesome and fast service!
  - Taking care of members!
  - Willing to work with members!



## COMMUNITY

- Loyal 2 Local Challenge for small businesses and charities.



## YOUTH

- Online financial literacy sessions for high school students.



## OUR PEOPLE

- Teamwork.
- Reliable and supportive partners.
- Kindness and empathy to our members and each other.
- Health, safety, and well-being of employees and members never wavered.
- Calm, cool, collected; particularly those on the front lines.
- Positivity in the face of adversity.



## OPERATIONS

- Efficiency of virtual meetings.
- Intercom providing increased security and communication.
- Remained open and fully operational.
- Decisions and changes made with careful consideration and implemented quickly through rapidly changing times.
- Proven adaptability to change.



## RESULTS

- Positive bottom line.



## NEW PRODUCT OFFERS

- Offered and executed CEBA loans.
- Launch of ASAPP and Mobile Wallets.
- Introduced *MemberDirect*® Access for Collabria.





## CU Financial Management Ltd.

EasternEdge Credit Union is constantly seeking ways to add quality products, services, and convenience to members' lives. In partnership with Reddy Kilowatt, Public Service and Community Credit Unions, we are pleased to provide access to the services of CU Financial Management Ltd. and Credential Qtrade Securities Inc. to our members.

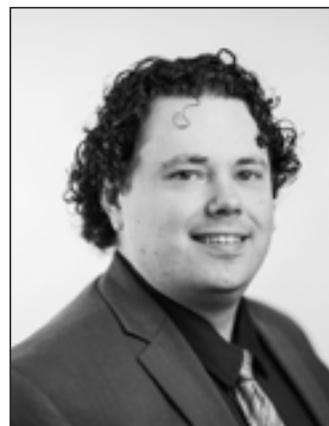
Danny Whalen is our CU Financial Management Financial Planner and Credential Securities Investment Advisor and is available to assist members of EasternEdge with their financial planning, retirement planning, and investment needs. Danny is a Certified Financial Planner®, which is considered the gold standard for financial planning designations in the industry, and requires that professional standards be upheld including putting the needs of the client first. He offers products and services in investment planning that allow clients to achieve their short and long-term goals, while protecting their lifestyle and families.

Danny has worked in both the insurance industry and retail banking industry, giving him a broad range of experience and educational background, and has helped hundreds of clients with their financial planning needs. EasternEdge is pleased to make this offer available to our members.

Danny can be reached at:

CU Financial Management in the  
Reddy Kilowatt Credit Union building  
885 Topsail Road, PO Box 126  
Mount Pearl, NL A1N 2C2

Phone: 709-739-1080  
Cell: 709-691-9423  
Fax: 709-737-2937  
danny.whalen@cufm.ca



Danny Whalen, CFP, B.Sc.  
CU Financial Management Wealth Consultant

Mutual funds, other securities, and securities related financial planning services are offered through Credential Securities, a division of Credential Qtrade Securities Inc. Credential Securities is a registered mark owned by Aviso Wealth Inc.

CU Financial Management Ltd. is wholly owned by Bayview Credit Union Ltd. Community Credit Union of Cumberland Colchester Ltd., East Coast Credit Union Ltd., Valley Credit Union, Consolidated Credit Union Ltd., Tignish Credit Union Ltd., Évangéline-Central Credit Union Ltd., Malpeque Bay Credit Union Limited, Provincial Credit Union Limited, Souris Credit Union Ltd., EasternEdge Credit Union Limited, Leading Edge Credit Union Limited, Community Credit Union Limited, Public Service Credit Union Limited, Reddy Kilowatt Credit Union Limited, and Eagle River Credit Union Limited.



# We are more than a bank and you are more than a customer.

For 16 consecutive years, credit unions have ranked #1 in Customer Service Excellence.



Visit [HonestMoney.ca](https://www.honestmoney.ca) to learn more.

Ipsos 2020 Financial Service Excellence Awards are based on ongoing quarterly Customer Service Index (CSI) survey results. Sample size for the total 2020 CSI program year ended with the September 2020 survey wave was 48,284 completed surveys yielding 73,601 financial institution ratings nationally.



# SAVINGS FOR THE ROAD.

## Save up to \$465 on car insurance with Johnson.\*



If you're looking for an insurance provider that goes the extra mile, consider Johnson Insurance. Johnson offers EasternEdge Credit Union members specially designed policies and preferred rates on home and car insurance. With Johnson, you'll also get access to perks like:

- AIR MILES® Reward Miles<sup>‡</sup>
- 24/7 Emergency Claims Service
- First Claim Forgiveness
- Flexible payment options

Call now to find out how Johnson can help you.

**1.877.742.7490**

**Johnson.ca/savings**

Mention group code **NT** for your preferred rates.



CALL FOR A QUOTE  
& BE ENTERED  
FOR A CHANCE TO  
**WIN**  
A \$20,000  
CASH PRIZE!<sup>†</sup>

Johnson Insurance is a tradename of Johnson Inc. ("JI"), a licensed insurance intermediary. Home and car policies underwritten, and claims handled, by Unifund Assurance Company ("UAC"). Described coverage and benefits applicable only to policies underwritten by UAC in NL/NS/NB/PEI. JI and UAC share common ownership. Eligibility requirements, limitations, exclusions, additional costs and/or restrictions may apply. \*As of December 1, 2020, \$465 savings available on car insurance if the following discounts are applicable: NB/NL: conviction free, multi-line, multi-vehicle, winter tire, long-term and qualifying group membership; NS: conviction free, multi-line, multi-vehicle, winter tire, long-term and select; PEI: long term, conviction free, select and qualifying group membership. Dollar savings may vary otherwise. <sup>‡</sup>AIR MILES® Reward Miles awarded only on regular home and car insurance policies underwritten by UAC. At the time the premium is paid, one (1) Mile is awarded for each \$20 in premium (including taxes). Miles are not available in SK or MB. <sup>†</sup>Trademarks of AIR MILES Royalties Limited Partnership used under license by LoyaltyOne, Co. and JI (for UAC). <sup>†</sup>NO PURCHASE NECESSARY. Open May 1, 2020 - April 30, 2021 to legal residents of Canada (excluding NU) who have reached the age of majority in their jurisdiction of residence and are a member of a recognized group of JI (excluding members of any group in the health care sector) with whom JI has an insurance agreement. One(1) available prize consisting of CAD \$20,000. Conditions and/or restrictions may be imposed. Odds of winning depend on the number of eligible entries received. Math skill test required. Rules: Johnson.ca/cash2020

**EASTERNEGE CREDIT UNION**

31 Corey King Drive  
Mount Pearl, NL A1N OA5

Phone: 709-739-2920

Toll Free: 1-800-716-7283

Fax: 709-739-3728

[easternedgecu.com](http://easternedgecu.com)

