

INSIGHT

The Quarterly Newsletter for APL Federal Credit Union Members

2nd Quarter 2019



Please welcome our new
President / CEO
DAVID WOODRUFF

Woodruff Takes the Helm at APL FCU

We are pleased to announce the selection of David Woodruff as APL Federal Credit Union's new President and CEO.

"The Board of Directors is excited to welcome David to APL Federal Credit Union," said John Tochko, Chairman of the Board of Directors. "David brings with him a wealth of industry and leadership experience that is crucial to our continued success. We are confident that the future of the Credit Union and the needs of our members are in safe hands with David at the helm."

Mr. Tochko also commended outgoing CEO Jim Deegan for his service to APL Federal Credit Union. "On behalf of the Board, I want to thank Jim for his leadership and his service to the Credit Union and our members over the past 28 years. We wish him a happy and healthy retirement."

David comes to APL Federal Credit Union with over 30 years of experience in the financial services industry, and 25 years of experience within the credit union industry. He is joining APL FCU from Zia Credit Union in Los Alamos, New Mexico, where he held the position of President and CEO for the past seven years.

Prior to his time at Zia Credit Union, David held the position of Vice President of Lending Operations at Commonwealth One Federal Credit Union for eleven years, preceded by seven years at Numerica Credit Union, where he managed lending operations. David holds a Bachelor of Arts degree from Brigham Young University, in Provo, Utah, and has completed levels one through three of the Credit Union Executives Society's (CUES) CEO Institute.

When asked about his new position, David stated, "It is an honor to have been chosen to take over the leadership of APL Federal Credit Union, an organization for which I have a great deal of admiration. The Credit Union has a rich history and I hope to continue its legacy and make it an even greater resource to the membership and the community."



SERVING OUR MEMBERS FOR 65 YEARS

April 29th marks APL FCU's 65th anniversary. When the Credit Union was founded in 1954, it consisted of 8 members with just \$40 in assets. Today we are a strong community credit union with more than 22,000 members and \$500 million in assets.

Although we have grown significantly since those humble beginnings 65 years ago, the Credit Union's mission has remained unchanged: to provide unsurpassed value to our members while ensuring the safety and stability of member assets.



MAIN OFFICE
11050 Johns Hopkins Road
Laurel, MD 20723
443-778-5250
800-367-5796 (out of area)
Fax: 240-228-5545

Lobby Hours:
Mon. through Fri.
8:30 am to 4:30 pm
Saturday
9:00 am to Noon

Drive-Thru Hours:
Mon. through Fri.
8:00 am to 6:00 pm
Saturday
9:00 am to Noon

APL CAMPUS BRANCH
11100 Johns Hopkins Road
Laurel, MD 20723
443-778-5250
Fax: 240-228-3060

Lobby Hours:
Mon. through Fri.
8:30 am - 4:30 pm

COLUMBIA BRANCH
8870 McGaw Road
Columbia, MD 21045
443-778-5250
Fax: 410-309-3522

Lobby & Drive-Thru Hours:
Same as Main Office

CALL CENTER:
Use Main Office Numbers
Mon. through Fri.
8:00 am to 5:00 pm
Saturday
9:00 am to Noon

CURRENT RATES:
Visit apfcu.org

SURCHARGE-FREE ALLPOINT ATMs

to find locations:
- visit apfcu.org
- use your mobile device
- use your GPS device
- call 800-976-4917

FINANCIAL HIGHLIGHTS (as of 02/28/2019)

Assets - \$500 Million
Savings - \$477 Million
Loans - \$285 Million
Members - 22,928

SPREAD THE WORD

APL Federal Credit Union is open to anyone who lives, works, attends school or regularly conducts business in Howard County, Maryland, and members of their families. Family members do not have to live or work in Howard County to be eligible for membership.

CONTACT US

Website:
apfcu.org

e-Mail:
MemberServices@apfcu.org

Telephone Banking:
443-778-5858
Out of Area: 800-382-1993

Lost or Stolen Visa Card:
After hours and weekends
800-367-5796

Routing Number:
255077998



Search. Buy. Sell. Save.

If you are looking to buy or sell a home, APL FCU's HomeAdvantage program can make the process easier AND save you some money. Powered by CU Realty, APL FCU's real estate partner, **HomeAdvantage** is a free, no-obligation service that lets you search MLS home listings, connect with local realtors, and even earn a cash reward* on realtor commissions as a buyer or seller.

Cash Rewards Program

CU Realty uses a thorough vetting process to select experienced and professional realtors for the HomeAdvantage program. You can choose from a network of agents in your area, knowing you have a realtor dedicated to getting you the right home at the right price, or selling your existing home in the manner you would expect.



When you use a vetted realtor from the HomeAdvantage program you will save hundreds, or even thousands, of dollars with HomeAdvantage's Cash Rewards program. Cash Rewards gifts back 20% of your agent's commission, with average savings of more than \$1,500.

Great Mortgage Rates

With APL FCU's competitive rates and wide array of loan options, we can help you find a mortgage to meet your needs. You can even get pre-approved for up to 90 days to help you find a home within your budget.

To learn more about HomeAdvantage and the Cash Rewards program, click on the Home Search and Rebate link under the Borrow tab at aplfcu.org or stop by Member Services at any APL FCU branch.

*Financing through APL FCU is not required to qualify for the Cash Rewards program. Visit aplfcu.org for complete details, terms and restrictions.

Financial Planning and More



If you are looking for assistance with financial planning, investment management, tax services or business services, then you should consider Baltimore-Washington Financial Advisors (BWFA). As a "fee-only" financial planner, compensation for the services they provide comes strictly from clients, which eliminates the conflicts of interests that are common with many other firms.

APL FCU Member Discount

Because of BWFA's long-standing relationship with the Credit Union, which dates back more than 20 years, APL FCU members receive no-cost, no-obligation initial consultations and a special discount on financial plans.

Free Seminars

BWFA also offers seminars on a variety of financial topics, held at their Columbia offices (conveniently located just off Route 29 near Merriweather Post Pavilion). These seminars are free and open to the public, but seating is limited, so advance registration is required.

For more information about BWFA and their services, or to view upcoming seminar topics and dates, please visit bwfa.com.

Share the Benefits of Membership

You can help a friend, family member or coworker save some money, while giving both of you a chance to win up to \$300. Simply refer them to APL FCU and they can begin taking advantage of the Credit Union's great loan rates and the lowest fees in town*. Once they join APL FCU, both you and the person you referred will be entered into our Member Referral drawings. We select two \$50 winners each month and one \$250 winner each quarter from all eligible entries.

Who can you refer to APL FCU? Anyone who lives, works, attends school or regularly conducts business in Howard County is eligible to join the Credit Union. Your immediate family members are also eligible to join, even if they don't live or work in the county.

For complete details and to download the Member Referral entry form, visit aplfcu.org and click on the Member Referral link under the Belong tab. Referral forms are also available for pick-up at any APL FCU branch.

*Fee data courtesy of Callahan and Associates, Inc., a leading provider of data and analytics for the credit union industry.



CU Scoop and Events

ANNUAL REPORT

We are happy to report the completion of a fourth straight record-setting year. Download a copy of the 2018 Annual Report at aplfcu.org or stop by any branch to pick up a hard copy.



FOOD DRIVE - ENTIRE MONTH OF MAY

APL FCU will be sponsoring a Spring Food Drive on behalf of Elizabeth House in Laurel. We will be collecting canned and dry goods at all three branches during the month of May. Please check expiration dates prior to donation as we cannot accept expired items.



COMMUNITY SHRED DAY

Saturday, May 11th - WEATHER PERMITTING

APL FCU will hold a free community Shred Day from 9:00 to 11:45 a.m. at the Columbia Branch located on McGaw Road.

Members and non-members are invited to shred financial statements, receipts, invoices and other personal documents.

Please limit shredding materials to two boxes each weighing less than 100 pounds. Paperclips and staples are permitted, but three-ring binders, black binder clips and media/electronic items cannot go through the shredder.



PLEASE VISIT OUR SITE ON THE DAY OF THE EVENT IF THE WEATHER IS QUESTIONABLE.