

A Quarterly Publication for Members of Bulldog Federal Credit Union



QUARTERLY TIMES

Special 50th Anniversary Edition

Summer 2018

Inside this Golden Anniversary issue:

Scholarship winners announced
page 2

Fee Schedule Updated
page 2

Take a Summer Vacation from Loan Payments
page 2

Relive Bulldog's History from 1968 to Today
page 3

Rates, Holidays, Contacts
page 4



Join the Celebration!

It's been 50 years since a small group of Mack employees banded together to break the stranglehold local loan sharks had over their fellow union brothers. Today we celebrate the efforts of those dedicated volunteers who laid the groundwork for a half century of financial independence for thousands of your neighbors, friends, and family members.

THIS IS YOUR GOLDEN OPPORTUNITY TO SAVE THROUGH SEPTEMBER 30!

Get 50 basis points (or ½%) off the already low APR of a new variable rate Signature loan (min. loan \$5000)

Get 50 basis points (or ½%) off the already low APR of a new Eliteline line-of-credit loan (min. loan \$5000)

Get \$50 off a HELOC application fee

Get \$50 when you get an indirect loan through a participating auto dealer (min. loan \$7500. See website for participating dealers.)

Use your Bulldog Debit Mastercard at least 25 times in one month to be eligible to win one of five (5) \$50 Visa Gift Cards given away each month



Don't miss the grand finale at the end of September for more chances to cash in on Bulldog's golden gala. After all, we couldn't have achieved this milestone without you! Stay tuned for more details. Thank you for allowing us to help you achieve your financial goals for a half century....and here's to 50 more years of shared success!

**Offers good through 9/30/18. See page 3 for additional terms and conditions.*

2 Students Awarded \$1000 Scholarships



Two Bulldog Federal Credit Union members have been awarded \$1000.00 scholarships by Credit Union President and Chairman of the Scholarship Selection Committee, David Barrett. They are Adelina J. Rolea of South Hagerstown High School and Saige D. Vipond of North Hagerstown High School.

Varsity tennis, All-County Orchestra, and reading Stephen King and other sci-fi/thrillers, are just a few of the activities that kept Adelina busy during her successful high school career. Graduating fourth in her class with a 4.29 GPA, she will attend Princeton University to major in molecular biology with the desire to pursue a career in clinical pathology. In addition to earning distinguished honor roll status throughout high school, Adelina was also Student Government Association president in her junior and senior years, and she earned the title of Orchestra Concertmaster in her senior year.

A state champion in the 4x800 relay, Saige earned a 4.34 GPA as a student in the International Baccalaureate program who was also active in indoor and outdoor track and cross country. But sports and academics aren't the only things that kept this distinguished honor roll student busy. Saige also plays a variety of instruments, participates in wind ensemble, and is fluent in German. In the fall he will attend the University of Richmond to major in biochemistry with the hopes of pursuing a career in climate change.

Bulldog awards scholarships each year to a male and female member who display high scholastic achievement and character, involvement in extracurricular and community activities, and financial need. Learn more at www.bdfcu.com.

Take a payment vacation with Skip-a-Pay.

Apply at least 3 days prior to the end of the month you want to skip. Download the application at www.bdfcu.com. \$20 fee applies.

Fee Schedule Revised

The following fees have been added to our Fee Schedule and apply Business Internet Banking users only.

ACH Debits/Credits: \$0.10 per transaction
ACH Returns & NOCs: \$5.00

See website or an MSR for a complete list of current fees.

Attention Mortgage Holders

If your mortgage has escrow, don't forget to bring us your tax bills asap!

Taking a Look Back...

Left-Right:

Drive-up lanes installed at Main Office, 1984.

Original Dual Highway office opened in 1999, now the site of Popeye's Restaurant.

1973 Board of Directors.

BFCU President David Barrett celebrates the 50th Anniversary of the Signing of the Federal Credit Union Act with local dignitaries, 1984.



Celebrating 50 Years of Success, Thanks to You!

Highlights and Milestones

- 1968 CU chartered, operates out of the back of a car in the Mack parking lot, then later in the vestibule of the union hall, staffed by volunteers
- 1969 1230 members and \$260,000 in assets by the end of the first year
- 1970 First office opens at Oak Hill Ave; first paid staff hired
- 1977 Office moves to Pennsylvania Ave.; \$4.3 million assets; 3600 members
- 1981 Top Dog, Share Drafts
- 1982 Field of Membership expansion; Office moves to 580 Northern Ave.
- 1983 First mortgages
- 1984 Home equity loans; safe deposit boxes; drive-ups
- 1986 ATM & Visa credit cards; K-9 Line; par value goes from \$5 to \$25
- 1987 York Road branch opens
- 1988 54 sponsor groups; \$31 million assets; 10,000 members
- 1997 Teller Cash Dispensers (TCDs) and ATMs installed; Visa debit cards
- 1999 BFCU deemed Y2K compliant; Dual Highway branch opens
- 2000 Website launches; Internet banking and bill pay
- 2001 COMMUNITY CHARTER; e-statements
- 2002 Centre at Hagerstown branch and Smithsburg AC&T branch open
- 2003 Sharpsburg Pike branch opens; Dual Highway branch moves to current location; assets top \$100 million
- 2004 Jamie Gearhart becomes first employee to reach 25-year anniversary
- 2010 Mobile Banking; \$106 million in assets; 23,148 members
- 2014 Freestanding Smithsburg branch opens; Homewood branch opens
- 2015 George Gildersleeve retires from board of directors after 30+ years
- 2017 Dual Highway branch wins Herald-Mail #1 bank branch award
- 2018 23,500 members, \$151 million in assets

Want to know more? See the complete timeline online at bdfcu.com.

Much like today, politics, race relations, and global unrest dominated the headlines in 1968. Ziplock bags and Hot Wheels debuted. Mr. Rogers invited us into his neighborhood. Dick Van Dyke took us for a ride in a flying car, and Hal took us to explore an ominous black monolith.

In the summer of '68, a group of Mack Truck Union Local 171 employees banded together to provide their coworkers with an economical alternative to local finance companies that charged high interest rates and imposed stiff penalties for late payments...and Bulldog Federal Credit Union was born. Volunteers were responsible for daily operations, recruiting members and collecting deposits at lunch time. To join, a member paid \$5 for his "share" and 25 cents for a membership card.

In 1970, with nearly 1,300 members, the board of directors hired a paid staff. In 1982, the field of membership was expanded to include other sponsor companies in an effort to mitigate downturns in any one sector of the economy. In 2001, Bulldog was granted a "community charter" which allows anyone who lives, works, worships, or attends school in Washington County, Maryland.

Today BFCU delivers financial solutions to more than 23,000 members with more than \$150 million in assets. But our mission remains the same:

to provide members with a full-service financial institution with personal, competitive and cost-effective services, keeping in mind that our members are special and deserve courteous and efficient service... in essence, to become our members' primary financial institution.

Anniversary Promotions Terms and Conditions

Signature and Eliteline Loan promotions:

Existing BFCU loans are not eligible for these offers. 50 basis points is equivalent to 1/2 of 1 percent off the annual percentage rate. Minimum loan required to qualify for promotional APR is \$5000. All loans subject to regular credit underwriting procedures. Not all members will qualify. Maximum unsecured debt allowed under one member number is \$20,000 (includes Signature and Eliteline loans). Rate reduction based on current rate at time of application.

HELOC promotion:

Promotional application fee is \$175 for consumer HELOCs and covers all closing costs including: appraisal fee, document prep, recording fee, document stamps, title search, flood certificate, title insurance, and attorney's fees. For investment property HELOCs, \$50 will be applied toward closing costs. All loans are subject to regular credit underwriting procedures. Not all members will qualify. Property used as collateral must be located in these counties: Washington/Frederick, MD; Franklin/Fulton, PA; Berkeley/Jefferson, WV. Property insurance required.

Vehicle Loan promotion:

Offer applies to new fixed or variable rate loans obtained directly through our network of dealer-lenders, not to loans obtained by the member online at bdfcu.com or in a BFCU branch. See website for list of participating dealers. Does not apply to existing loans. Minimum loan to qualify for promotion is \$7500. We will deposit \$50 into your BFCU share/savings account at the time the loan is booked. Available only to members who qualify with approved credit.

Debit Mastercard promotion:

You must use your Bulldog Debit Mastercard at least 25 times in a calendar month to be eligible to win. Signature (credit) and PIN (debit) transactions qualify. Qualifying purchases will be determined by the credit union. All cardholders may participate; however, purchases from the same account but different cards cannot be combined. Five (5) qualifying cardholders will be chosen at random each month by the credit union, and winners will be notified by the 15th of the month following qualification. Accounts must be in good standing at the time prize is awarded.

Loan Rates & Terms

as of June 30, 2018

FIXED	APR	VARIABLE	APR
Car/Truck/SUV*		Car/Truck/SUV*	
up to 24 mos.	as low as 3.50%	up to appx. 48 mo.	as low as 3.25%
25-36 mos.	as low as 3.75%	49 to appx. 84 mo.	as low as 3.25%
37-48 mos.	as low as 4.00%		
49-60 mos.	as low as 4.25%	Boat/Motorcycle/RV*	
61-84 mos.	as low as 4.50%	up to appx. 48 mo.	as low as 3.25%
		49 to appx. 84 mo.	as low as 3.25%
Boat/Motorcycle/RV*		Signature	
up to 24 mos.	as low as 4.75%	up to 36 mos.	as low as 7.25%
25-36 mos.	as low as 5.00%	37-48 mos.	as low as 7.50%
37-48 mos.	as low as 5.25%	49-60 mos.	as low as 7.75%
49-60 mos.	as low as 5.50%	Share Secured	2.05%
61-84 mos.	as low as 5.75%	Eliteline	as low as 9.25%
Signature		First Mortgage	Call for rates
up to 36 mos.	as low as 11.25%	Home Equity	as low as Prime+0%
37-48 mos.	as low as 11.50%	VISA	call us
49-60 mos.	as low as 11.75%		

Rates/terms subject to change without notice. Offered to those who qualify with approved credit.
*Secured rates are non-promotional. Extended terms available based on amount financed.

Saving Rates & Terms

as of June 30, 2018

Share Account	Min. Balance	APR	APY
Regular Share	\$25	0.050%	0.05%
Christmas/Vacation Club	none	0.050%	0.05%
Share Draft	none	0%	0%
Money Market Share	under \$2000	0.050%	0.05%
	\$2000 - \$9,999	0.250%	0.25%
	\$10,000 - \$24,999	0.300%	0.30%
	\$25,000 - \$49,999	0.450%	0.45%
	\$50,000 - \$99,999	0.450%	0.45%
	\$100,000 and over	0.550%	0.55%

APY is annual percentage yield. For more information about account terms and conditions and Truth-In-Savings disclosures, please call the Credit Union. Rates subject to change. Call for current APRs/APYs.

Contact BFCU

Main Office

580 Northern Avenue
Hagerstown, MD 21742
(301)797-6318
fax (240)420-2000

York Road Branch

17555 York Road
Hagerstown, MD 21740

Dual Highway Branch

1240 Dual Highway
Hagerstown, MD 21740

The Centre at Hagerstown

17990 Garland Groh Blvd.
Hagerstown, MD 21740

Smithsburg Branch

22317 Jefferson Blvd.
Smithsburg, MD 21783

Sharpsburg Pike Branch

10306 Remington Dr.
Hagerstown, MD 21740

Homewood at Williamsport

16505 Virginia Ave.
Williamsport, MD 21795

Website/Internet Banking

www.bdfcu.com

e-mail: info@bdfcu.com

Routing Number

2550-7751-6

K-9 Line 24-hr. telephone access

(301)797-4755
1-888-K9LINE9

Lost/Stolen Debit MasterCard

1-800-523-4175 after hours

Debit MasterCard Activation/PIN

1-866-985-2273

Hours (all branches except Homewood)

Lobby

Mon. - Thurs.: 9:00 A.M. - 5:00 P.M.
Fri.: 9:00 A.M. - 7:00 P.M.

Drive-Up

Mon. - Thurs.: 9:00 A.M. - 6:00 P.M.
Friday: 9:00 A.M. - 7:00 P.M.
Saturday: 9:00 A.M. - 2:00 P.M.

Homewood Branch:

Tues. & Fri. 9:00 a.m. - noon



Holiday Closings

Wednesday, July 4

Independence Day

Monday, Sept. 3

Labor Day

Monday Oct. 8

Columbus Day

CU At A Glance

Assets

\$156,914,252

Loans

\$49,479,077

Shares

\$143,447,271

Members

23,493

