

## Member News

Spring 2021

## Thank , Harford County



Readers of *Harford Magazine*, published by the *Baltimore Sun*, have ranked APGFCU as Harford's Best Bank or Credit Union for the eighth consecutive year.

We are honored to be viewed as a continued local favorite by the Harford County community. Thank U to the readers and members who voted.



## Put the Squeeze on Debt

### ***Has mounting debt put a sour taste in your mouth?***

A low-rate APGFCU personal loan can help you turn life's financial lemons into lemonade. Let us help you get the cash you need to manage debt and stop juggling bills.

**No Fees.** No application fee. No pre-payment fee. No kidding.

**Low Rates.** Lock in a fixed rate to borrow the cash you need.

Apply today at [apgfcu.com/Lemonade](https://apgfcu.com/Lemonade).



## Holiday Closings

**Monday, May 31**  
Memorial Day

**Monday, July 5**  
Independence Day  
Observed

For remote access, use Online Banking, Mobile Banking, ABBY Telephone Teller and ATMs.

## APGFCU 2021 Annual Meeting

**M**ark your calendar to attend the 2021 APGFCU virtual Annual Meeting on Thursday, April 22, where we will announce our newly elected 2021 board of directors, based on your votes. We will review the successes throughout the unprecedented events of the year. We will also announce the winners of our

Annual STARSS Scholarship program. Register at [apgfcu.com/Annual Meeting](https://apgfcu.com/AnnualMeeting) or call 410-272-4000 and chose option 8.



## Get On-the-Go Convenience

**Ever wonder if there is an easier way to take care of everyday transactions?**

With APGFCU, there is! We've made it possible to skip the line and complete various contact-free transactions online. Make deposits, transfer funds to APGFCU or outside accounts and make loan payments with online banking and our mobile app. Plus, withdraw cash and deposit checks or cash through our ATMs.



**Not yet enrolled in Online and Mobile Banking?** Sign up today to complete numerous transactions from home or on-the-go. Enable the added convenience of paying bills, transferring funds, applying for loans, monitoring activity and much more from the comfort of your home.

Visit [apgfcu.com/OnlineBanking](https://apgfcu.com/OnlineBanking) to enroll today.

## Pay Us a Visit

Easily book a time online to pay us a visit and be assisted around your schedule.

**Our priority is  $\hat{U}$**  and we are here and ready to help you at every stage. Complete a branch appointment request form at [apgfcu.com/Appointment](https://apgfcu.com/Appointment) to schedule your appointment anytime, from anywhere today.



## Refer-a-Friend and Earn Some GREEN

**Share the good fortune and earn some green for you and a friend – starting with a \$50 bonus!\***

Qualify for a \$50 bonus\* every time you refer a friend or family member to open a new business or personal share savings account with us. Take advantage of this limited-time offer now through April 30, 2021.

Visit [apgfcu.com/ReferAFriend](https://apgfcu.com/ReferAFriend) for details. Or scan the QR code with your mobile phone camera.

\*Annual Percentage Yield (APY) for share savings and business share savings accounts is 0.10% APY. The annual percentage yield is accurate as of the last dividend declaration date. Rate may change after account opening. Fees may reduce earnings. \$5 minimum to open and maintain a share savings or business share savings account for new member-owners. Bonus of \$50, paid within 5 business days of account opening, will be deposited into the savings account. Bonus must stay in the account for 90 days. Offer applies to new memberships for those 18 and over and business savings accounts only. Refer-a-Friend new membership share savings and business share savings accounts must be opened through the online account opening process, through the mail or at an APGFCU branch. This offer is valid March 1, 2021 through April 30, 2021. Only one bonus offer payment will be paid to a new member-owner during the promotional period and this offer may not be combined with any other share savings offers. Referral email must be included with new membership application to receive the bonus. We may report to the IRS the value of any cash received and any applicable taxes are the responsibility of the recipient. Referring member must be in good standing to obtain the bonus. Membership eligibility applies. Other restrictions may apply. Officers, directors, volunteers and employees of APGFCU and members of their immediate families (spouse, parent, child and sibling) and persons residing in their households (whether related or not) are not eligible to participate.

## Dino-Size Dreams?

### Open a Youth Account to Ensure Their Savings Don't Go Extinct

Open a new youth membership savings account to teach your kids the importance of saving for a dino-mite future - starting with a **\$50 account opening bonus.\***

**But hurry, this offer ends on April 30, 2021.**

Visit [apgfcu.com/YouthBonus](https://apgfcu.com/YouthBonus) to open your accounts today.

\*Annual Percentage Yield (APY) for share savings account is 0.10% APY. The APY is accurate as of the last dividend declaration date. Rate may change after account opening. Fees may reduce earnings. \$5 minimum to open a savings account. Bonus of \$50, paid at time of account opening, will be deposited into the savings account. Bonus must stay in the account for 90 days. Offer applies to new memberships opened April 1, 2021, through April 30, 2021, for ages 0 through 17 only. Maryland Uniform Transfers to Minors Act (MUTMA) and custodial accounts are not eligible for the bonus. New youth membership accounts must be opened via online secure form or in an APGFCU branch. We may report to the IRS the value of any cash received and any applicable taxes are the responsibility of the recipient. Membership eligibility applies. Other restrictions may apply.



**April is National Credit Union Youth Month!**

# Eight Ways to Unlock More with an APGFCU Visa® Credit Card



Simplify your in-store, online and in-app purchases – big or small – with an affordable APGFCU Visa Credit

Card to speed through checkout and get back to your day. With an APGFCU Visa Credit Card, you can:

## 1 Build Credit

Having no credit history can be viewed as a negative factor in credit decisions. Start by applying for a credit card to cover routine expenses every month, such as gas for your vehicle. Then, try to pay your bills in full as soon as they are posted online or arrive in the mail.

## 2 Increase Your Buying Power

With access to a line of credit from APGFCU, you can cover large purchases now instead of waiting for funds in your account. Tackle home improvement projects, pay for next semester's tuition and prepare for unexpected expenses.

## 3 Earn Rewards and Discounts

Earn points with every purchase with our Platinum Preferred Visa Rewards Card and redeem for merchandise, gift cards, activities and more through our UChoose Rewards program. Use our Cash Back Visa Card and earn a monthly, unlimited 1.5% cash back award. You can also take advantage of exclusive merchant discounts offered through Visa. Whether it's food, shopping, entertainment, travel or identity theft protection, you can access great deals for every occasion.

## 4 Simplify Your Everyday Purchases

Enjoy an easier and more flexible way to pay for everything from groceries to monthly bills to dream vacations. Add your Visa Credit Card to your PayPal®, Venmo®, Google Pay®, Samsung Pay® and Apple Pay®

account for fast, convenient and secure payments – anywhere, anytime.

## 5 Receive Enhanced Fraud Protection

Our advanced Card Control features allow you to monitor your card through online banking and our mobile app. Freeze your cards, set text or email activity alerts, block international transactions and merchant types and set spending limits on each card. Plus, you are protected against fraudulent charges made with your credit card through Visa's Zero Liability Policy.\*

## 6 Use Your Card at Millions of Locations

Around the corner or across the world, your APGFCU Visa Credit Card is accepted at millions of restaurants and merchants. And if an emergency occurs while traveling abroad, Visa's Travel and Emergency Assistance Services are included to help you get the medical, legal and transportation help you need, wherever you are.

## 7 Track Purchases

Gain full visibility into your account activity, know instantly of unauthorized spending and keep your finances on track through up-to-date account history and consolidated electronic statements available through online banking.

## 8 Get Peace of Mind

Access extensive benefits just by being an APGFCU Visa credit cardmember, such as Emergency Card Replacement, Emergency Cash Disbursement, Lost or Stolen Card Reporting, Auto Rental Collision Damage Waiver and Extended Warranty Protection.

Visit [apgfcu.com/Visa](https://apgfcu.com/Visa) to discover all that an APGFCU Visa Credit Card has to offer – and find the right one for you today.

\*For full details on Visa Zero Liability, visit [usa.visa.com/pay-with-visa/visa-chip-technology-consumers/zero-liability-policy.html](https://usa.visa.com/pay-with-visa/visa-chip-technology-consumers/zero-liability-policy.html).



## Get the Money Need for Next Semester

We understand the financial weight of continuing your higher education. To help, we've partnered with Sallie Mae to offer low-rate, affordable educational loan options for every student, at every stage. Whether you're entering your first year after graduating high school, continuing to graduate school or an adult returning to finish your education, we can help you get to and through college, trade school and other higher education without breaking the bank.

**Find the loan option that's right for you** and bring your education into full bloom. Learn more about our **Smart Loan Option®** for undergraduate students, the Parent Loan for individuals assisting with payments for their student's higher education, as well as a suite of graduate loans at [apgfcu.com/salliemae](https://apgfcu.com/salliemae).





**Member owned. Member driven.**

P.O. Box 1176, Aberdeen, MD 21001-6176  
apgfcu.com | 410-272-4000 | 800-225-2555



#### Branch Locations

##### Aberdeen

996 Beards Hill Rd.

##### Amyclae

1200-A Agora Dr., Bel Air

##### APG

6485 Operations Ave.

##### Bel Air

321 S. Main St.

##### Cecil College

1 Seahawk Dr., North East

##### Chesapeake City

2579 Augustine Herman Hwy.

##### Edgewood

1321 E. Pulaski Hwy.

##### Elkton

1204 E. Pulaski Hwy.

##### Fallston

210 Mountain Rd.

##### Forest Hill

2010 Rock Spring Rd.

##### Havre de Grace

1045 W. Pulaski Hwy.

##### Laurel Bush

2113 Laurel Bush Rd., Bel Air

##### North East

2011 W. Pulaski Hwy.

##### Rising Sun

28 Rising Sun Town Center

##### Riverside

1327 Riverside Pkwy., Belcamp

##### Home Loan Center

Monday – Thursday 8:00 a.m. – 5:30 p.m.

Friday 8:00 a.m. – 6:00 p.m.

##### Member Service Center

Monday – Friday 8:00 a.m. – 8:00 p.m.

Saturday 9:00 a.m. – 1:00 p.m.

##### ABA Routing & Transit Number

255075576

(use this number to arrange electronic fund transfers)

##### Operation Statistics as of February 28, 2021

Assets \$1,843,744,539

Shares \$1,655,276,472

Loans \$1,270,811,226

Members 143,053



APGFCU is not affiliated with any non-APGFCU Internet sites listed in this newsletter. These sites are provided as reference only. APGFCU makes no representations about the content on these sites or subsequent links from those sites.



*All loans are subject to approval.*  
**Federally insured by NCUA**

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# Mastering the Five C's of Creditworthiness

**M**any traditional lenders use a framework of five main characteristics, or C's, to evaluate potential borrowers for both personal and business lending needs. Understanding each is key to determine your loan eligibility and optimize your chances of obtaining a loan.

**1. Character:** Lenders evaluate your creditworthiness based on how likely you are to repay a loan. Lenders often look at the past seven to 10 years of your credit report to glean insight into your credit history, as well as your FICO and credit scores.

**What You Can Do:** Before applying for a loan, review your credit report for accuracy. If there are any outstanding issues or discrepancies, identify and report them to the credit bureaus before a lender views your report. You should also pay your bills on time to boost your FICO score for the best chance of receiving a loan.

**2. Capacity:** Lenders want to see you have the means to repay your loan. A lender will also want to ensure you are not overextended by calculating your debt-to-income ratio. The lower the ratio, the better chance you have of obtaining a loan.

**What You Can Do:** Calculate your debt-to-income ratio before a lender does by dividing your total monthly debt by your gross monthly income.<sup>1</sup> Financial institutions typically view candidates with a ratio of 36% or less as less risky.<sup>1</sup> You may also pare down debt through debt consolidation and refinancing options to improve your creditworthiness.

**3. Capital:** Show lenders you are committed to your venture and the credit you are applying for. For example, it is customary for individuals to present a down payment when applying for a mortgage loan. In the case of a business loan, they may want to see you have invested personally in your company.

Lenders want to be assured that you have enough equity to repay these loans and intend to remain with your business long-term.

**What You Can Do:** Save up as much as you can for proof of capital before applying for a business loan. If you do not have savings available, a lender may still grant you the loan if you meet other criteria. However, optimum loan rates and terms may require acceptable capital.

**4. Collateral:** Assets and collateral are used as a backup source of payment to your financial institution if a borrower is unable to repay the loan.

**What You Can Do:** Survey your possessions, determine if you owe payments on any of them and determine the total value that can be used as collateral. If you do not have collateral, you may want to consider asking someone with assets and in good financial standing to co-sign your loan. This may, however, add to your venture's risk factor, as you now have another person's livelihood on your shoulders.

**5. Condition:** What is trending in the industry (housing, auto, etc.)? Is the economy growing or faltering? These are questions lenders and borrowers need to think about to effectively identify risk and ensure the loan will be repaid.

**What You Can Do:** Leverage conditions and trends to access better loan terms. For example, when the industry you are looking to infiltrate is expanding, lenders may be more favorable.

## Bonus C: Communication

Getting a personal or business loan is all about building relationships with your financial institution and lender. Increase your loan appeal by openly communicating your goals, opportunities and obstacles in your venture.

<sup>1</sup><https://www.bankrate.com/calculators/mortgages/ratio-debt-calculator.aspx>.