

Belco Connections

A publication for members of Belco Community Credit Union.

Fall 2018

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www.belco.org
BELCO
COMMUNITY CREDIT UNION
Because life is for living.

Member NCUA





Amey's Corner

When life gives you changes, give Belco a call...
With life comes change. Changes are sometimes planned and sometimes come unexpectedly. These changes often require emotional adjustment and, in most cases, come with a financial impact.

We can help you in these situations, whether your change comes in the form of marriage, divorce, birth of a child, death of a loved one or the excitement of a new home, children going off to college or your own retirement. Let the Belco team help you navigate the

change and reduce worry and stress by assisting you with important financial decisions.

All too often, members find themselves navigating divorce or death of a spouse or parent and have no idea where to begin. We can help you examine affected accounts and determine where you stand financially. We can assist you with opening accounts and credit in your own name, as well as knowing what creditors, including Belco, need from you in the event of a death. We can work together with you on pooling your assets or maintaining separate share draft/checking or savings accounts. We'll even assist with updating records due to a name change, or updating beneficiaries on your retirement accounts.

Whether you just got married or your family is growing, the experienced staff at Belco can help you look at what you owe and what you make in order to create a realistic budget for your growing family.

Just knowing who to turn to and what next steps need to be taken can give you peace of mind, no matter how big or small your adjustment. We have experienced staff who are here help you walk through these important life changing times.

Thank you for choosing Belco! We believe in you!

Sincerely,

Amey R. Sgrignoli
President/CEO

**The Belco team
can help you
navigate change
and reduce worry
and stress by
assisting you
with important
financial decisions.**

Member Bulletin Board

Holiday Closings:

Veterans Day (observed) –

Monday, Nov. 12, 2018

Thanksgiving – Thursday, Nov. 22, 2018

Christmas – Tuesday, Dec. 25, 2018

New Year's Day – Tuesday, Jan. 1, 2019

Martin Luther King, Jr. Day –

Monday, Jan. 21, 2019

• Do you have a **Belco Holiday Club**? If so, remember that instead of an automatic disbursement on a set date, the **withdrawal fee is waived from October 1-December 31, 2018**, so you can access your funds when it's most convenient for you.



As part of the Capital Area United Way's Day of Caring on September 7, a group of Belco employees volunteered to assist with sorting and organizing books with the Dauphin County Library System.

• To celebrate National Hot Dog Day, Sam Glesner, SVP, and Cody Johnson from our Finance Dept. participated in a **hot dog eating contest** hosted by Vizo

Financial on July 25. Johnson took 1st place in the men's category, eating seven hot dogs in five minutes. To support the event, which benefits the Children's Miracle Network, Belco employees held a hot dog sale at the Operations Center, as well as several branch bake sales. **Belco's total donation to CMN was over \$2,500.**



On September 30, a group of Belco employees participated in and raised \$500 for the American Heart Association – Lebanon, PA Division's Healthy for Good Heart Walk held at Ironwood Community Park.



Six Belco employees participated in the Hanover Chamber's Corporate Challenge on

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Earn 1% Back on Debit AND Credit Card Purchases

Enroll your cards in Belco Rewards today!

When you enroll in the **Belco Rewards program**, you earn points – **1 point for every \$1 spent** – every time you sign for or make other qualifying purchases¹ with any of these **Belco Visa cards**: Visa Debit, Visa Platinum Prime, Business Visa and Business Debit.

Earn points while dining out, shopping online, buying groceries, even when paying your monthly bills. **The more you use your Belco Visa card, the more points you can earn.** You can even link other Belco cards within the same household together so points accumulate even faster!



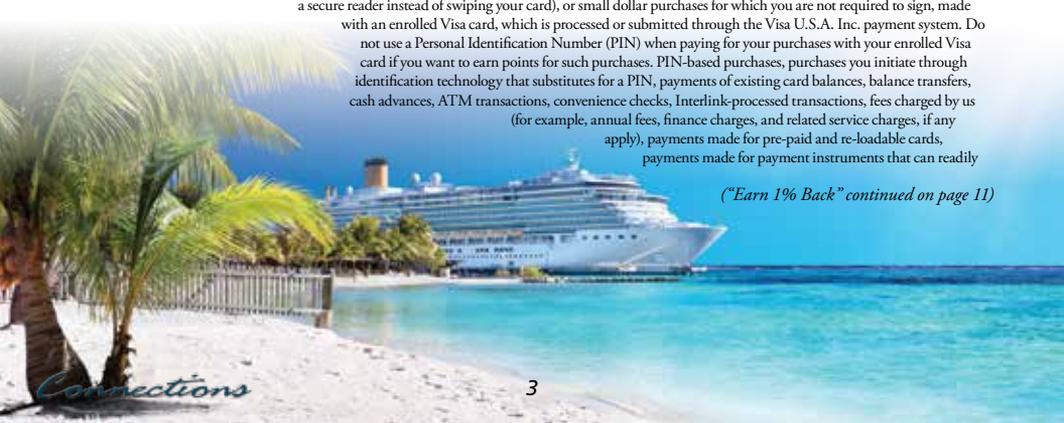
With Belco Rewards, there are **hundreds of ways to use your points** – cash back, gift cards, air travel, hotel rewards, cruise rewards, merchandise, charitable donations, even gifting your points – so **your rewards are your choice.**

Enrolling is easy: Go to www.belcorewards.com and click on the ‘Register’ link in the top left section of the homepage. For security reasons, we encourage online card enrollment. However, if you have other questions or wish to redeem points by phone, please call our Belco Rewards call center at 1-888-995-1283, Monday through Friday from 7 am to 10 pm EST, and Saturday and Sunday from 9 am to 10 pm EST.

Get the most out of your Belco Visa cards by enrolling in Belco Rewards today. Then start using your Belco Visa cards, and watch your points add up!

¹Only Qualifying Purchases with your enrolled Visa card can earn points. A “Qualifying Purchase” is any signature-based purchase, Internet purchases, phone or mail order purchases, bill payments, contactless purchases (purchases made by holding your Visa card or other device up to a secure reader instead of swiping your card), or small dollar purchases for which you are not required to sign, made with an enrolled Visa card, which is processed or submitted through the Visa U.S.A. Inc. payment system. Do not use a Personal Identification Number (PIN) when paying for your purchases with your enrolled Visa card if you want to earn points for such purchases. PIN-based purchases, purchases you initiate through identification technology that substitutes for a PIN, payments of existing card balances, balance transfers, cash advances, ATM transactions, convenience checks, Interlink-processed transactions, fees charged by us (for example, annual fees, finance charges, and related service charges, if any apply), payments made for pre-paid and re-loadable cards, payments made for payment instruments that can readily

(“Earn 1% Back” continued on page 11)



*("Member Bulletin Board" continued from page 2)
September 21. Team Belco finished 4th out of 10 teams in the grueling and physically challenging event! The Corporate Challenge benefits the Chamber's workforce development programs in the greater Hanover area.*



On August 18, a group of 13 Belco employees and their family members volunteered at food distribution day at Project SHARE of Carlisle.



On August 7, a group of Belco employees volunteered to fill backpacks for Volunteers of America of PA's Operation Backpack program. They filled over 300 backpacks, part of the 1,000+ backpacks the program will distribute to local children in need of school supplies.

Thanks to all who donated to our food drive in September to support the Central PA Food Bank. We collected over 773 POUNDS OF FOOD, plus \$80 in donations! This will help to put well over 600 meals on the tables of local families in need.



BELCO IN THE COMMUNITY:

- **November 5 thru December 8** – Toys for Tots collection at all branches.
- **Saturday, November 17** – Harrisburg Holiday Parade in downtown Harrisburg at noon.
- **Saturday, November 17** – Lebanon Holiday Parade in downtown Lebanon at 2:30 pm.
- **Saturday, December 8** – Santa will visit Belco's Eastgate and Hanover branches.
- **Friday, December 14** – WGAL Salvation Army "Coats for Kids" Telethon. Employees will be answering phones from 10:15-11:45 am.
- **Saturday, December 15** – Santa will visit Belco's Paxton St. branch in Harrisburg.
- **Friday, December 21** – Santa will visit Belco's S. Duke St. branch in Lancaster.

Belco was recently recognized as a **Favorite Credit Union in the following Reader's Choice**

Awards: Harrisburg Magazine (Reader's Choice), Best of Cumberland County (Favorite CU), and Lancaster Newspapers (Reader's Choice). **Thanks to everyone who voted for us!**

THANK YOU!

Who Is Your Trusted Contact?

This vital investment account question should be answered sooner rather than later

A message from Belco Retirement & Investment Services

Investment firms have a new client service requirement. They must now ask you if you want to provide the name and information of a trusted contact.¹ You do not have to supply this information, but it is certainly welcomed. The request is being made with your best interest in mind, to lower the risk that someone crooked might someday make investment decisions on your behalf.¹

Financial scams rob U.S. seniors of more than \$36 billion per year. As a CNBC article notes, 27% of these frauds represent abuse or exploitation committed by third parties; 23% are wrongdoings committed by family members or trustees.¹

The trusted contact request is a response to this reality. The Financial Industry Regulatory Authority (FINRA) now demands that investment firms “make reasonable efforts” to acquire the name and contact info of a “trusted person,” who they can get in touch with if they feel fraud or financial exploitation is occurring or if they suspect the investor is suffering notable cognitive decline.²

Investment firms may now put a hold on disbursements of cash or securities from accounts if they suspect the withdrawals or transactions amount to financial exploitation. In such circumstances, they are asked to get in touch with the investor, the trusted contact, and adult protective services agencies or law enforcement agencies, if necessary.²

Who should your trusted contact be? At first thought, the answer seems obvious: the person you trust the most. Yes, that individual is probably the best choice – but keep some factors in mind:

- **Ideally, your trusted contact is financially savvy, or at least financially literate.** You may trust your spouse, your sibling, or one of your children more than you trust anyone else; how much does that person know about investing and financial matters?
- **The trusted contact should behave ethically and respect your privacy.** This person could be given confidential information about your investments. Is there any chance that, in receipt of such information, they might behave in an unprincipled way?



- **Your family members should know who the trusted contact is.** That way, any family member who might be tempted to take financial advantage of you knows another family member is looking out for you, which may be an effective deterrent to elder financial abuse. The trusted contact can optionally be an attorney, a financial advisor, or a CPA.¹
- **Your trusted contact is your ally.** If you are being exploited financially, or seem at risk of such exploitation, that person will be alerted and called to action.

An old saying states that money never builds character, it only reveals it. The character and morality of your trusted contact should not waver upon assuming this responsibility. If given sensitive information about your brokerage accounts, that person should not sense an opportunity.

Now is the perfect time to name your trusted contact. You want to make this decision while you are still of sound body and mind. Choose your contact wisely.

Eric Pasquini & Jessica Aquiler at Belco Retirement & Investment Services may be reached at 717-720-6220.

<https://CBSinvestorconnection.com/Advisors?cuid=03701254>

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Citations.

1 - cnbc.com/2018/05/15/advisors-are-asking-their-clients-for-a-trusted-contact-choose-wisely.html [5/15/18]

2 - finra.org/newsroom/2018/new-finra-rules-take-effect-protect-seniors-financial-exploitation [2/5/18]



Behind the Scenes with Belco – Meet Kristina K., Indirect/Merchant Lending Specialist

“Upon graduating from Shippensburg University in 2013 with a major in Economics, I was looking for a career that would help me grow personally and professionally, but also as a servant leader in the community. My job search led me to a credit union. What a better way to grow personally and



professionally than among an organization that stands behind that exact purpose. I began my career at Belco through a merger with the former Cornerstone FCU,

which I had been with since December of 2014. I started with CFCU as an MSR at the Big Spring Branch, then transitioned a year later to an MSR at our Eastgate Branch, and finally moved to a Business Loan & Development Officer before our merger took place in July of 2017. At Belco, I was called to action as the Indirect Lending Specialist in the Consumer Lending Department. I was nervous, but excited for a new opportunity. Over the past year at Belco, I have received so many opportunities both personally and professionally that have helped me grow. I have also gotten a lot of community service experience that I

don't think would have been possible anywhere else. We are a community driven organization, and I love that about us.

When I'm not at work, I enjoy spending time with my parents, brother and boyfriend (now fiancée) of 2 years. Being 7 years apart, my brother and I have not always gotten along, but now that we have both crossed into our 20's, we spend time going to dinner, seeing movies and sharing in humor together. My parents have always been great role models and huge motivators for me, always guiding me and letting me spread my wings. My fiancée and I have a lot of awesome goals to hit in the next year that I am excited for and couldn't ask for anyone better to stand by my side through it all. Aside from that, I enjoy going to a good country concert, binge watching Netflix and trying new and different things in the area.”

At Belco, I have received so many opportunities both personally and professionally that have helped me grow.

Believe in Better Checking... and a BONUS up to \$300! It's as Easy as 1-2-3



Right now, open a new Belco personal checking account, meet the offer requirements within 90 days, and receive up to a \$300 BONUS!¹

- 1**— Open a new checking account with a qualifying direct deposit, **EARN \$100**
- 2**— Add a Belco debit or credit card and make 10 purchases (excludes ATM transactions) AND login to Money Manager (online banking) at least once, **EARN \$200**
- 3**— Add a new loan with a minimum balance of \$10,000, **EARN \$300**

Ask about all of our checking options, then choose the one that's right for you. Just like that, you'll be \$300 richer, AND you'll BELONG at Belco. Switch today – we'd love to have you!

¹Offer valid on new personal checking accounts only with a minimum opening deposit of \$25. Must meet qualifying criteria to open checking account. Offer not valid for anyone who has been the primary name on a Belco personal checking account during the previous 12 months. One offer per SSN. Offer not valid on business accounts. All requirements must be completed during the 90-day period immediately following the opening date of the new checking account (qualifying period). Direct deposit transactions must total a minimum of \$1,000; minimum of two direct deposit transactions required during the qualifying period. ATM transactions excluded from the 10 required card purchases; all transactions must post and clear the account during the qualifying period. Following the qualifying period, a monetary incentive of \$100, \$200, or \$300 will be deposited to the checking account opened for this promotion for members who have met the qualifications, as listed above.

("Easy as 1-2-3" continued on page 11)

Flipping the Switch on High Electric Bills

A message from GreenPath Financial Wellness

Appliances account for about **33 percent of energy use** in an average home. You can save money by using appliances more efficiently and knowing what to look for when purchasing new appliances.

When shopping, keep in mind that every appliance has two price tags – the purchase price and the operating cost. You'll be paying on that second price tag every month with your electric bill for the next 5 to 20 years, depending on how long the appliance lasts.

Here are some **simple energy efficiency tips** to help you start saving:

Refrigerator/Freezer

- Keep coils and condenser area free of dust.
- Keep the refrigerator compartment between 36-38 degrees Fahrenheit, and the freezer compartment between 0-5 degrees Fahrenheit.
- If possible, locate refrigerators and freezers away from direct sunlight and other warm air sources such as ranges and heating equipment.
- Consider purchasing a refrigerator with an ENERGY STAR label, which will use at least 20 percent less energy.

Washer/Dryer

- About 90 percent of the energy used for washing clothes in a conventional top-load washer is for heating the water. Wash with less water and use cooler water.
- Wash and dry full loads. If you are washing a small load, use the appropriate water-level setting.
- Don't overload the dryer or over-dry your clothes.
- Periodically inspect your dryer vent to ensure it is not blocked.



Dishwasher

- Run your dishwasher with a full load, but not overloaded.
- Consider purchasing an ENERGY STAR dishwasher. It will use less water and at least 41 percent less energy.

Electronics

- Turn off personal computers, monitors, copiers, printers and fax machines when not in use.
- There is a common misconception that screen savers reduce energy use, but they do not. The best energy-saving strategy is automatic switching to sleep mode or manually turning monitors off.
- Consider buying a laptop for your next computer upgrade. They use much less energy than desktop computers.

Light Fixtures

- Look for the ENERGY STAR label on all light fixtures. If your highest-use fixtures are not ENERGY STAR qualified fixtures, consider replacing them.
- Compact Fluorescent Light Bulbs (CFLs) come in many shapes and sizes to replace incandescent light bulbs. CFLs last longer and use up to 75 percent less energy than standard light bulbs.

Light Switches

- Three-way snap switches make it easier to turn off lights in unused areas.
- Photocells respond to natural light levels and switch outdoor lights on at dusk and off at dawn.
- Mechanical or electronic timers automatically turn on and off indoor or outdoor lights.
- Occupancy sensors activate lights when a person is in the area and then turn off the lights after the person has left the area.

Through our credit union's partnership with GreenPath, you have free access to confidential, one-on-one financial counseling, debt management services, and financial education tools designed to help you achieve your financial goals. To learn more or talk to a counselor for free, call 877-337-3399, or visit www.greenpath.com.



Notice: Opening of Nominations for Board of Directors and Supervisory Committee

The Nominating Committee of Belco Community Credit Union hereby opens nominations for positions on the Board of Directors and the Supervisory Committee.

The members of the Nominating Committee were duly appointed by the Chair of the Belco Board of Directors, Stephanie Miller, and include: Terry Hessler, Richard Lytle and Don Person.

The Nominating Committee is seeking nominations for 3 seats on the Board of Directors for a three-year term. The Nominating Committee is also seeking nominations for 2 seats on the Supervisory Committee for a three-year term.

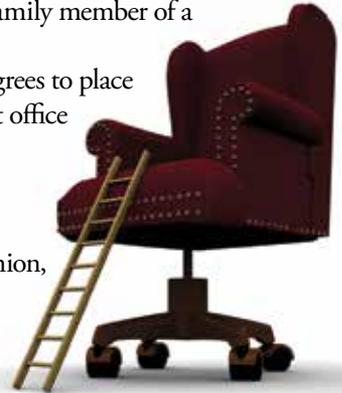
A member who is interested in being nominated to serve on the Board or the Supervisory Committee must meet the qualifications stated below. In addition, a member must complete a nomination form (available at www.belco.org) and include a biography of no more than 100 words.

The deadline for nominations is December 15, 2018.

The qualifications to serve on the Board or the Supervisory Committee are:

- A nominee must be a member in good standing for the 12 months prior to submitting the nomination.
- A nominee must be 18 years of age or older.
- Each nominee must sign a credit report authorization, be bondable, not be an employee of Belco, and may not be an immediate family member of a Belco employee as defined by Belco's current policy.
- The nominee, by completing a nomination form, agrees to place his/her name in nomination and is willing to accept office and serve if elected.

Send the completed nomination form by close of business on December 15, 2018, by regular mail to: Nominating Committee, Belco Community Credit Union, 449 Eisenhower Boulevard, Harrisburg, PA 17111. Or, submit by email to: nominatingcommittee@belco.org.



("Earn 1% Back" continued from page 3)

be converted to cash (for example, money orders, wire transfers, and similar products or services), or transactions that are not processed or submitted through the Visa U.S.A. Inc. payment system are not qualifying purchases. We reserve the right to determine in our sole discretion whether a particular Visa card transaction is a qualifying purchase.

** Only Visa cards issued by Belco Community CU and in good standing may be eligible to participate in Belco Rewards. Additional exclusions of cards may apply. We reserve the right to determine in our sole discretion whether a particular Visa card or cardholder is eligible to participate in Belco Rewards. Belco Community Credit Union reserves the right to add, eliminate, or modify a specific reward, or to increase or decrease, without notice, the points required for individual rewards.

("Easy as 1-2-3" continued from page 8)

Cannot be combined with any other offer. New checking account must be open and in good standing (account balance within ODP limit) at the time of the incentive payout or payout is forfeited. New checking account must remain open for a minimum of six months, or the incentive may be subject to forfeiture. Incentive is only available once per SSN during any calendar year. Incentive is considered taxable income; consult your tax advisor. Offer subject to change or cancellation at any time without notice.