



## Message from the CEO

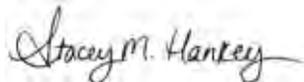
As I write this message in December, I cannot believe yet another year has flown by. Reflecting upon all that's happened at the credit union during 2016, I'd like to share a couple highlights of the past year that all Lanco FCU members should be proud of. After all, as a member-owner, we are *your* credit union!

One of the biggest highlights of 2016, in my opinion, was the rewards that Lanco FCU members earned through our Kasasa account offerings. I truly believe that these accounts are the best checking account options in Lancaster County, and the numbers certainly don't lie. **In the past year alone, Lanco FCU has paid members \$147,994.00 in Kasasa rewards.** At an average of \$71.46 per member per year, these rewards are adding real value.

Another area where we've worked hard to benefit members is vehicle lending. As part of our mission, providing members with affordable access to credit remains one of our top priorities. During 2016, we increased our efforts to educate members about the benefits of financing their vehicle through the credit union, and it's been paying off—for our members! Those who have simply brought their auto loan to the credit union for refinancing have been **saving an average of \$15 per month.**

I encourage you to join us at the upcoming Annual Meeting, where the Board of Directors and I will provide a more in-depth review of your credit union's performance throughout the past year. As we head into 2017, I look forward to new opportunities to add value to each member's experience, and I thank you for your continued membership in Lanco Federal Credit Union.

Sincerely,



Stacey M. Hankey,  
President/CEO

## Inside this issue...

Resolving to Pay  
Down Debt?.....pg 2

Inactivity Reminders.....pg 2

You're Invited! Annual  
Meeting & Movie.....pg 3

Member Benefit: SHERPA®  
Identity Protection.....pg 3

Member Benefit:  
Sprint Reward Offer.....pg 3

Access Your Accounts  
Nationwide.....pg 4

## You're Invited!

### 52<sup>nd</sup> Annual Meeting

Penn Cinema, Lititz  
Thursday, March 9, 2017  
Meeting begins at 6:00 p.m.

Immediately following the  
meeting, enjoy a viewing  
of "The LEGO Batman Movie"

*Details on page 3.*

## \$2,000 Scholarship Award Available

Applications are now being accepted for the 2017 Gerald Fortney Memorial Scholarship Award. This \$2,000 award is presented annually to a high school senior planning to earn a bachelor's degree in a business-related field of study.

Scholarship applications are available at  
any branch and [lancofcu.com/scholarship](http://lancofcu.com/scholarship).

**All completed application packets must  
be received by April 1, 2017.**

The scholarship winner will be notified by June 30, 2017 and  
will be announced to Lanco FCU's membership in July.



## Resolving to pay down debt?

The start of the New Year is a popular time for individuals and families to think about their financial goals, such as paying off loans, increasing charitable giving, and saving more for retirement. If your goals include paying off credit cards, personal loans, or student loans, Lanco FCU may be able to help.

### *Debt consolidation can be a smart financial move*

Consolidating multiple debts into one or two low-cost loans at the credit union may help you make more progress toward paying down debt.

#### *Debt consolidation loans provide three key benefits:*

**1. Lower Your Interest Rate.** Compare the APRs on your existing debts to your new consolidation loan. A lower interest rate can save you a lot of money and shave years off the time it'll take to pay off your debts.

**2. Enjoy an Easier Repayment.** Keeping track of multiple payment amounts, due dates, and creditors can not only be a pain—it can also increase your odds for late or missed payments. With a consolidation loan, you'll have just one payment to make each month.

**3. Improve Your Credit Score.** Maxed-out credit cards mean your credit utilization ratio is high, which negatively impacts your credit score. Using a debt consolidation loan to pay off your credit card balances can help bring your utilization ratio back to an ideal figure—below 30%.

#### *Equip yourself with strategies to succeed:*

A consolidation loan is one tool that can help you reach your financial goals, but it's not the whole solution. Your current habits and feelings toward finance must also be considered as part of developing a successful strategy to pay off debt.

**Make a plan to prevent new debts.** If you are paying off credit card balances with a consolidation loan, first determine how you will avoid accumulating new debt. Review your charges and spending history to identify habits that you can change and set realistic budgeting goals.

**Determine your motivation to stay on track.** Recognizing milestones can be an important part of staying on track to reach short- and long-term goals. Think about what types of accomplishments are meaningful to you, and plan to celebrate your victories!



### *Let Lanco FCU help you reach your goals:*

As you can see, there are many factors to consider as you're developing a plan to pay off debts.

Here at the credit union, we can help you identify high-interest debts that you could pay off sooner with a consolidation loan.

#### **For more information or to get started:**

Call (717) 569-7180 or stop by any branch to speak with a lender.

Or, visit [lancofcu.com](http://lancofcu.com) to learn more about your debt consolidation loan options and apply online.

## Inactivity Reminders

### *Accounts*

*Monthly fee after 12 months inactivity*

An account which has no activity for a period of 12 months or longer is classified as dormant and will be assessed a fee of \$5.00 per month. You can easily reactivate your account and avoid this fee by making a deposit or withdrawal. Under state law, if an account owner has not generated account activity within three years, the balance of the account must be escheated, or surrendered, to the state.

### *Bill Payer*

*Monthly fee after 6 months inactivity*

Lanco FCU's online Bill Payer service is available with no monthly fee and no cost per payment. However, an inactivity fee of \$5.00 per month may be applied to your account if you fail to process at least one bill within a 6-month time frame. If you have enrolled in Bill Payer but no longer use the service, please contact us to request the cancellation of your Bill Payer service.

### *Debit Cards*

*Cancellation after 6 months inactivity*

Debit cards that are not used regularly might be easily misplaced, lost, or stolen without your knowledge. In an effort to reduce fraud, Lanco FCU cancels inactive or dormant debit cards that have not been used within a 6-month time frame. To prevent your card from being cancelled, use it at least once every six months at an ATM or to make a purchase.



# You're Invited! 52<sup>nd</sup> Annual Meeting

## Meeting and a Movie

We invite you to attend Lanco FCU's 52<sup>nd</sup> Annual Meeting on Thursday, March 9, 2017 at Penn Cinema in Lititz. Registration will begin at 5:30 p.m., and the business meeting will begin promptly at 6:00 p.m. Light refreshments will be provided, and all members in attendance will receive a gift and be entered into a prize drawing.

Following the meeting, stick around for a showing of the animated film, "The LEGO Batman Movie", a comedic action-adventure for the whole family to enjoy.

### Reservations are Required

To R.S.V.P. call (717) 569-7180 by February 28, 2017

Seating is limited, so please respond early to ensure your seat! Include your name, account number, and total number of adults and children attending. *Each member may bring a maximum of one non-member guest.*

### Prizes<sup>1</sup>

Adults in attendance will be entered to win a \$50 Penn Cinema gift card and a \$50 Mick's gift card. Children in attendance will be entered to win "The LEGO Movie" on Blu-ray/Digital.

### Board Elections<sup>2</sup>

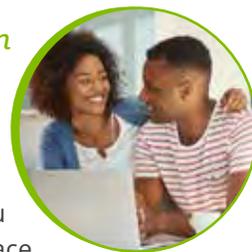
Members wishing to submit a nomination petition for an available board seat (a voluntary position) must do so by February 1, 2017. All petitions must be signed by 1% of Lanco FCU's membership and include biographical information. Petitions should be mailed to: Lanco FCU, Nominating Committee, 349 W Roseville Rd, Lancaster, PA 17601.

The nominating committee has presented three incumbents to fill the expiring terms on the Board of Directors: Phyllis Peters, James Brubaker, and Dr. Freeman Chakara. Biographies are available at branches and [lancofcu.com](http://lancofcu.com).

1- Prize winners will be randomly drawn at the conclusion of the business meeting. Member must be present at time of drawing to win. If not present, another winner will be selected. Lanco FCU employees, volunteers, and the family/household members of employees and volunteers are not eligible to enter the drawing.  
2- According to the credit union's bylaws, nominations from the floor are not permitted unless sufficient nominations have not been made by the Nominating Committee or by petition. The Nominating Committee submitted sufficient nominations to fill the vacancies this year.

## SHERPA® Identity Protection

Leading your personal information safely through the digital world



Today's landscape can be a daunting place for your identity. Fortunately, SHERPA Identity Protection can guide you through it, giving you confidence and peace of mind. Using top protection technology, SHERPA equips you with the tools and guidance to help protect your personal information. While no product can prevent identity theft, SHERPA provides proactive monitoring to quickly identify fraudulent activity and put you on the right path forward should your information be compromised.

With Lanco FCU and SHERPA by your side, your identity is protected through a combination of services that includes:

- Ongoing credit monitoring and alerts
- 24/7 internet surveillance, social security number trace
- Full service identity restoration
- Lost wallet protection
- No-charge identity theft protection insurance
- Additional services available based upon protection level selected

To learn more and get protected, visit [lancofcu.com](http://lancofcu.com) and click the "SHERPA Identity Protection" banner.

## Get a \$100 Cash Reward for Every New Line



This new exclusive cash rewards offer is our best one EVER! Now, as a credit union member, you can earn \$100 for every line when you switch to Sprint®.

### Here's how it works:

- Members get a **\$100** cash reward for every new line when you switch to Sprint®.
- Current Sprint customers will receive a **\$50** cash reward for every line transferred into Sprint Credit Union Member Cash Rewards.
- Plus, get a **\$50** loyalty cash reward every year for every line.

### Here's how to sign up for Sprint cash rewards:

1. Become a Sprint customer
2. Register at [LoveMyCreditUnion.org/SprintRewards](http://LoveMyCreditUnion.org/SprintRewards) or in the Love My Credit Union Rewards® app
3. Allow up to six to eight weeks to see cash rewards directly deposited into your credit union account!

Make the switch today and save with the Sprint Credit Union Member Cash Rewards!

We bank on relationships.

## Call Us

### Member Service

Local: (717) 569-7180  
Toll Free: (888) 318-4222

### Automated Teller (Gabby)

Local: (717) 569-5415  
Toll Free: (800) 318-4222

## Stop by a Branch

### Roseville

349 West Roseville Road  
Lancaster, PA 17601  
M-Th: 9-5, Fri: 9-6, Sat: 9-12

### Brownstown

4213 Oregon Pike  
Ephrata, PA 17522  
M-Th: 9-5, Fri: 9-6

### Mount Joy

974 East Main Street  
Mount Joy, PA 17552  
M-Th: 9-5, Fri: 9-6

### Willow Street

2516 Willow Street Pike N  
Willow Street, PA 17584  
M-Th: 9-5, Fri: 9-6, Sat: 9-12

## Connect Online

www.lancofcu.com  
lancofcu@lancofcu.com  
 Get the Lanco FCU app  
facebook.com/lancofcu  
twitter.com/lancofcu



The mission of Lanco Federal Credit Union is to help members achieve their life's goals by promoting financial health and providing affordable access to credit.

## Rate Review

Rates displayed are accurate as of 12/8/2016 and are subject to change without notice. For current rates, visit [lancofcu.com/rates](http://lancofcu.com/rates) or call us at (717) 569-7180.



*Earn 2.5% Cash Back with Kasasa checking!*

Account approval, qualifications, limitations, and other requirements apply. Call (717) 569-7180 for details or visit [lancofcu.com/kasasa](http://lancofcu.com/kasasa)

Savings & Checking	Rate	APY <sup>†</sup>	Loans	Rates as low as <sup>‡</sup>
Savings (\$25+)	0.01%	0.01%	New & Used Auto	1.99%
Money Market (\$1,500+)	0.10%	0.10%	Fixed Rate Home Equity	2.99%
IRAs (\$25+)	0.15%	0.15%	Home Equity Line of Credit	3.50% <sup>1</sup>
Christmas Club	0.05%	0.05%	15-Year Consumer Mtg. 0 pts	3.375%
Vacation Club	0.05%	0.05%	30-Year Consumer Mtg. 0 pts	4.00%
Certificates	see <a href="http://lancofcu.com/rates">lancofcu.com/rates</a>		Personal Loan	8.99%
			Personal Line of Credit	10.50% <sup>2</sup>
			Visa Platinum Credit Card	8.99%

<sup>†</sup> APY means Annual Percentage Yield

<sup>‡</sup> Rates based upon qualifications

<sup>1</sup> Wall Street Journal Prime

<sup>2</sup> Wall Street Journal Prime plus a margin of 7

## A look ahead...

### Wednesday, January 11:

All-staff meeting—Branches and drive-thrus **open at 11:00 a.m.**

### Monday, January 16:

Closed for Martin Luther King, Jr. Day

### Monday, February 20:

Closed for President's Day

### Thursday, March 9:

52<sup>nd</sup> Annual Meeting & Movie (pg 3)  
*R.S.V.P. by Tuesday, Feb. 28*

### Saturday, April 1:

Scholarship applications due (pg 1)

### Friday, April 14:

Closing at 1:00 p.m. for Good Friday

## Access your accounts nationwide

**Surcharge-free ATMs:** Use any ATM in the CU\$ network surcharge-free. Find an ATM using the Lanco FCU mobile app or visit [lancofcu.com/atms](http://lancofcu.com/atms).



**Make any ATM your ATM:** Open a Kasasa checking account to earn ATM fee refunds each month. Visit [lancofcu.com/kasasa](http://lancofcu.com/kasasa) or call (717) 569-7180 to learn more.

**Shared Branching:** Access your accounts at thousands of credit union branches nationwide. Go to [sharedbranching.org](http://sharedbranching.org) to find one near you.

