

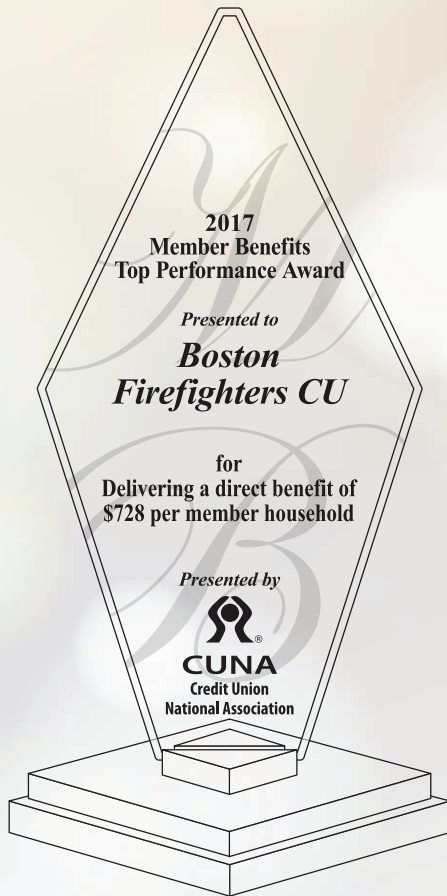


*The  
Winning Tradition  
Continues*

**BFCU**

**2017** Annual Report

**SIXTH  
CONSECUTIVE YEAR**



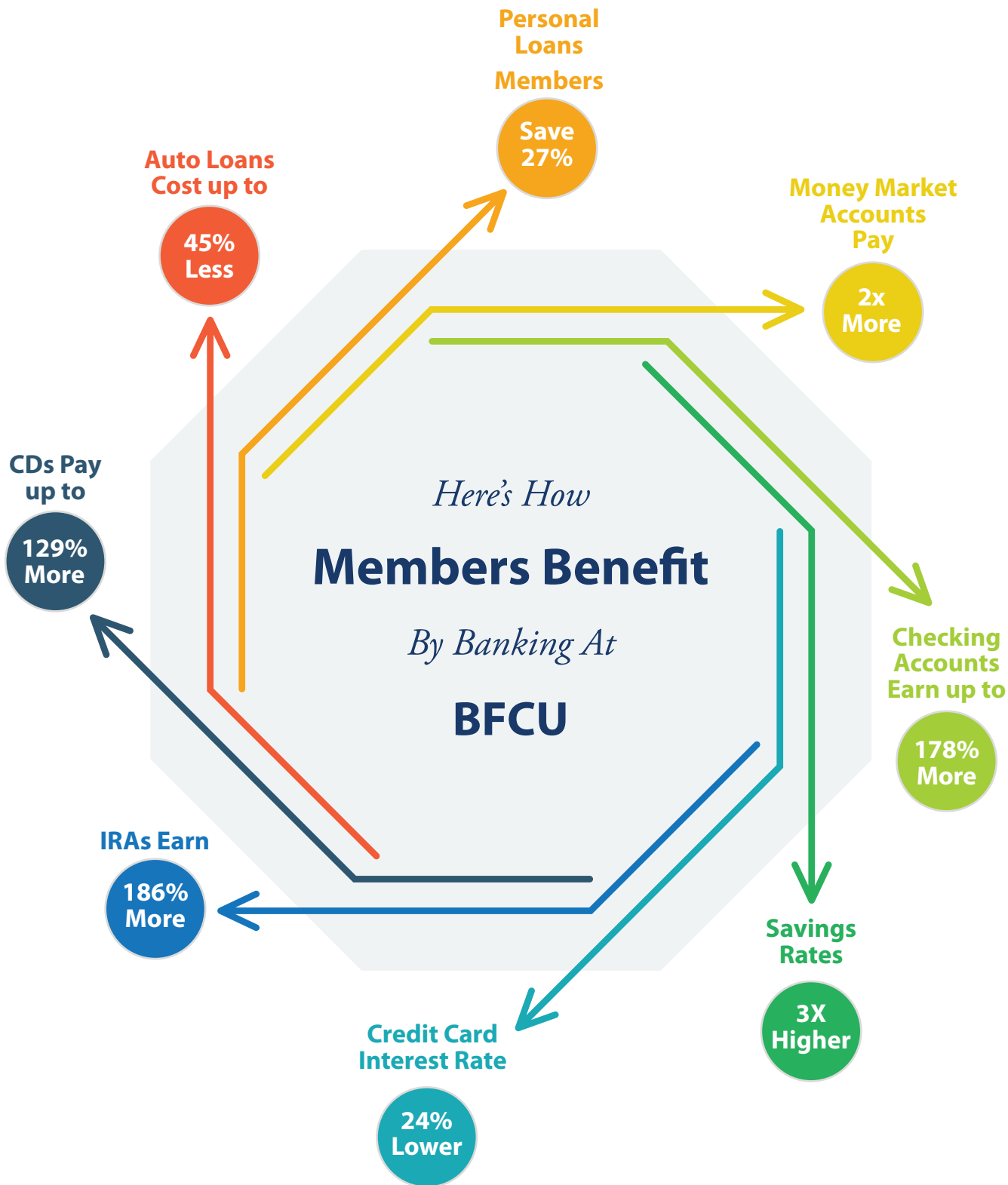
*Named #1 in our asset class in **VALUE RETURNED TO OUR MEMBERS** by the Credit Union National Association. Whether you bank with us, borrow from us, save with us or all three, this recognition represents the core of what we work for every day – to make YOU – our members – number one!*

**2018 WINNER OF  
THE DATATRAC  
GREAT RATE AWARD**



*Datatrak, an independent research firm that has monitored deposit and loan rates, fees and product features for over 25 years, has awarded **BFCU** its **GREAT RATE** designation for several of our banking products, including Auto Loans, CDs, Checking, Savings and Credit Cards. See the chart on the following page to see how we compare to others in the metro Boston area!*

*Here's How*  
**Members Benefit**  
*By Banking At*  
**BFCU**



All data provided by Datatrac and based upon an analysis of 1,888 banking locations in Boston Metro as of 4/18/2018.

# 70 Years

*of helping Our Members –  
Where They Need It Most!*

Cash-Back Auto Loan Specials

Low-Interest Holiday Loans

Veterans Mortgage Program

Professional Education LOC

VISA Balance Transfer Specials

BFCU Financial Advisors\*

Veterans A+ Credit Offers

## Board of Directors

Charles M. Buchanan, Jr., E-24 - Retired  
*Chairman of the Board*

William G. Dewan, E-10 - Retired  
*Clerk*

Edmund M. Street, L-18 - Retired  
*Vice Chairman*

Daniel Magoon, District 3, Gr. 2  
*Treasurer*

Joseph Casper, District 3, Gr. 2

Sean P. Costello, L-19, Gr. 2

Ralph Dowling, FAO, Gr. 1

Joseph Finn, Fire Commissioner and Chief of Department

Robert Ford, HQ, Retired

Kevin Meehan, E-7, Gr. 3

Sean O'Brien, L-7, Gr. 3

Edward Paris, Jr., HQ Days

John Soares, L-4, Gr. 4

## BFCU Management Team

John "Bernie" Winne - President/CEO

Cathy Boucher - Executive Vice President

Katie Armstrong - Chief Financial Officer

John C. Maguire - Vice President of IT

Catherine Guerard - Vice President of  
Member Service/Business Development

Kaitryn Thornton - Vice President of Lending

Jennifer Cook - Electronic Services Manager

Karen Guiliano - Loan Servicing Manager

Kristen Russell - Executive Assistant

Alexa Karski - Branch Manager

Kelly Tewksbury - Assistant Branch Manager

Sarah Butler - Branch Manager (WR)

Mary Kate Alibrandi - Assistant Branch Manager (WR)

## Chairman and President's Message



The theme of this year's Annual Report is one of returning value to the membership and the difference that Boston Firefighters Credit Union makes in the lives of our firefighters, police officers and their families. The statistics can be gathered from any number of sources. CUNA (our national trade association) conducts an annual contest around the idea of providing the greatest economic value to the membership and for six consecutive years we have been the leader of the pack. We recently began a relationship with a company called Datatrac that tracks the marketplace and compares our rates and fees to other financial institutions. The results are contained in this report and once again we are among the very best.

Financial results and data driven analytics tell a great story on our behalf but they are only a part of the story. The bigger story line is what we like to call the BFCU Difference. Unlike most credit unions and all banks, we are not a community institution and thus focus all of our efforts on a relatively small and very similar group of people. We work with firefighters, police officers, EMTs, sheriff's department officials and their families. These are all people who have devoted their lives to the service of their communities and we believe that they deserve a financial institution that is devoted to them. To properly execute this unique strategy, we rely on the input of a number of closely related groups. This starts with our volunteer Board of Directors, who are elected by the members and make each strategic decision with the members' best interests in mind. We also meet regularly with the union officials from all of our member groups and seek in these meetings ideas that can make a difference to our mutual members. It was at one of these meetings that officials from the three Boston Police affiliated unions asked about a loan product that would assist police officers who are attempting to pursue college degrees, which has been encouraged by the Walsh Administration in recent contracts. We heard that request and are now offering a line of credit for the purpose of attaining those degrees.

All of this is possible because of our tremendous financial success. Once again, we established ourselves as a leader among our peers, not only in terms of member value but in terms of the financial health of the credit union. DepositAccounts.com has recently named us among the 200 Healthiest Credit Unions in America, a distinction held by only three Massachusetts credit unions.

Last year was a monumental one for our team and our members as we upgraded all of our technology. We realize this was disruptive at times but our vision is one where technology-based delivery systems are going to become standard and we needed to solidify our base so we can take advantage of future developments in order continue serving the needs of our members. Our gratitude goes out to our team for their hard work on this year long project.

We are happy to be able to deliver all of this great news on all fronts but we are also very grateful to each of you because we are a true financial cooperative and a cooperative only succeeds because of its members. Thank you for being a member. Thank you for trusting us with your finances and thank you for making BFCU the success story we have become.

A handwritten signature in black ink that reads "Charles M. Buchanan, Jr." in a cursive style.

Charles M. Buchanan, Jr  
Chairman of the Board

A handwritten signature in black ink that reads "John 'Bernie' Winne" in a cursive style.

John "Bernie" Winne  
President/CEO

## COMPARATIVE STATEMENT OF CONDITION

for the period ending December 31, 2017

	12/31/17	12/31/16
<b>Assets</b>		
Cash	1,496,389	1,364,701
Investments	47,959,225	60,507,131
Total Loans	205,264,515	179,330,608
Fixed Assets	3,941,098	4,099,948
Total Other Assets	6,187,596	6,009,877
<b>Total Assets</b>	<b>\$264,848,823</b>	<b>\$251,312,265</b>
<b>Liabilities &amp; Surplus</b>		
Total Shares and Deposits	227,739,887	217,340,233
Notes Payable	5,000,000	4,000,000
Other Liabilities	938,067	1,018,909
<b>Total Liabilities</b>	<b>\$233,677,954</b>	<b>\$222,359,142</b>
<b>Total Reserves and Undivided Earnings</b>	<b>\$31,170,869</b>	<b>\$28,953,123</b>
<b>Total Liabilities and Reserves</b>	<b>\$264,848,823</b>	<b>\$251,312,265</b>

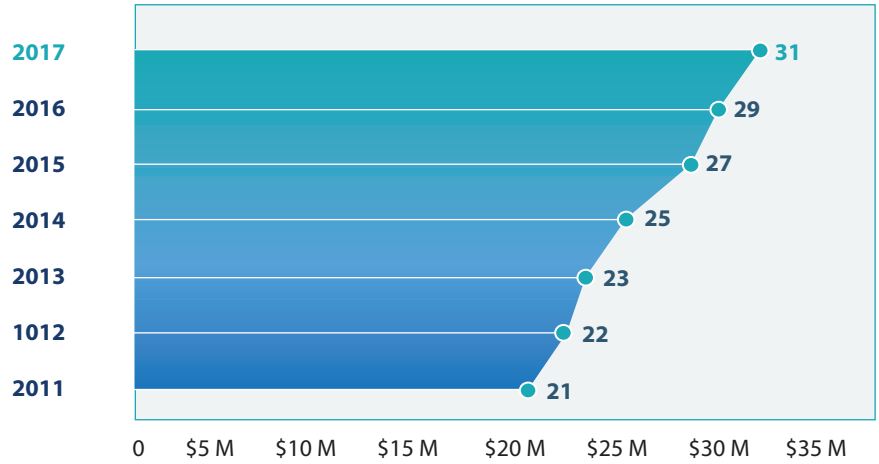
## COMPARATIVE STATEMENT OF INCOME AND EXPENSE

for the period ending December 31, 2017

	12/31/17	12/31/16
Interest on Consumer Loans	3,391,932	3,220,672
Interest on Mortgage Loans	5,654,356	4,954,094
Investment Income	767,573	513,151
Other Income	1,369,488	1,413,232
<b>Total Income</b>	<b>\$11,183,349</b>	<b>\$10,101,149</b>
Dividends	1,765,537	1,564,744
Interest on Borrowed Funds	111,794	91,868
<b>Dividend/Interest Expense</b>	<b>\$1,877,331</b>	<b>\$1,656,612</b>
<b>Expenses</b>		
Employee Comp & Benefits	3,229,413	2,963,640
Travel & Conference	236,696	260,993
Office Occupancy	443,888	398,647
Office Operations	1,289,220	1,219,981
Education & Promotional	280,000	260,145
Loan Servicing	274,404	270,284
Professional & Outside Services	947,019	687,665
Member Insurance	97,720	63,552
Operating Fees	30,198	28,484
Miscellaneous Expense	59,849	48,771
<b>Non-Interest Expense</b>	<b>\$6,888,407</b>	<b>\$6,202,162</b>
<b>Provision for Loan Losses</b>	<b>\$170,000</b>	<b>\$140,000</b>
<b>Net Operating Income</b>	<b>\$2,247,611</b>	<b>\$2,102,375</b>

**CAPITAL  
GROWTH**

IN MILLIONS



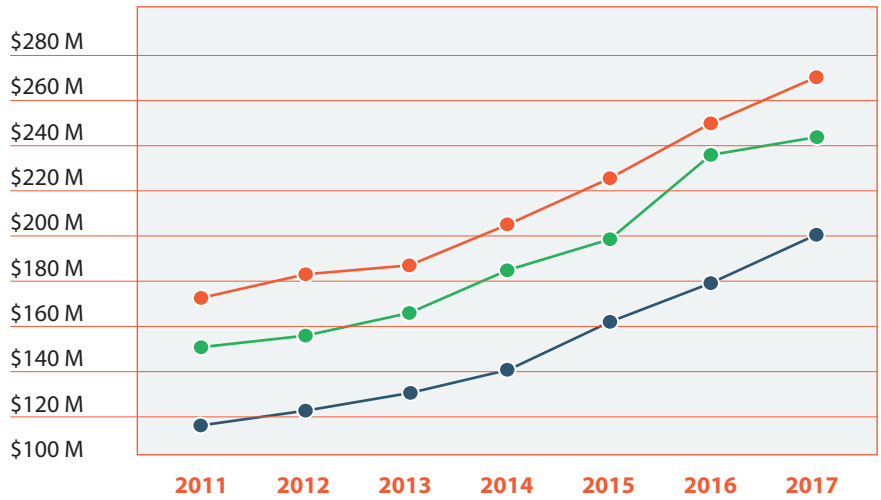
**GROWTH  
TRENDS**

IN MILLIONS

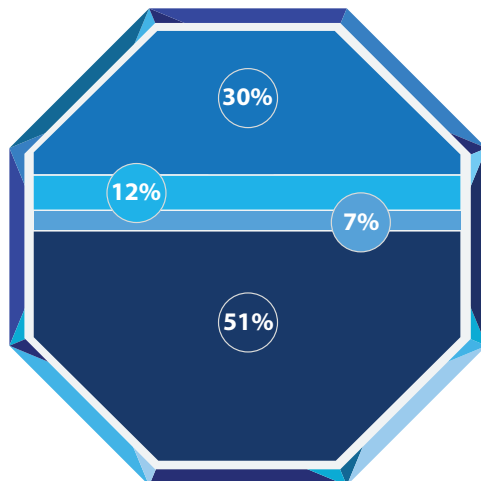
**Assets**  
264,848,823

**Deposits**  
227,739,887

**Loans**  
205,264,515



**SOURCE  
OF  
INCOME**



**30%** Interest on Consumer Loans

**12%** Other Income

**7%** Investment Income

**51%** Interest on Mortgages

The right **services** at the right **value**  
to help you meet your **goals**.

## Member Services

### DEPOSITS

Free Checking  
eChecking  
Regular Savings  
Money Market Accounts  
CDs  
IRAs & IRA CDs  
All Purpose Club  
Christmas Club  
Jake Jr. Account  
HS/College Student Accounts

### REAL ESTATE LOANS

Mortgages  
Veterans Mortgage  
Home Equity Lines of Credit  
Investment Property

### CONSUMER LOANS

Automobile/Motorcycle Loans  
VISA® Credit Card

### PERSONAL LOANS

Unsecured  
Vacation  
Tuition  
Professional Education LOC  
Holiday  
Line Of Credit  
Share Secured

### eSERVICES

Mobile App\*  
Mobile/Text Banking\*  
Mobile/Remote Check Deposits\*  
VISA® App\*  
Direct Deposit  
Online Banking  
Bill Pay  
eStatements  
Debit Card

### SERVICES

Surcharge Free ATM Networks  
Shared Branching  
Payroll Deduction  
Wire Transfers  
Finance Works  
Pre-Authorized Payments  
Property & Casualty Insurance#  
24 Hour Hotline  
Notary  
VISA® Gift Cards  
Extended Car Warranties  
GAP Insurance  
BFCU Financial Advisors+

\*Carrier Fees May Apply

#Eastern Insurance products are not federally insured by NCUA

+Securities sold, advisory services offered through CUNA Brokerage Services, Inc. (CBSI), member FINRA/SIPC, a registered broker/dealer and investment advisor. CBSI is under contract with the financial institution to make securities available to members. Not NCUA/NCUSIF/FDIC insured, May Lose Value, No Financial Institution Guarantee. Not a deposit of any financial institution.

## Locations

### Main Branch

60 Hallet Street, Dorchester, MA 02124  
(Located across from Florian Hall)

Monday, Tuesday, Wednesday & Friday 8:30a to 3:30p  
Thursday 8:30a to 7:00p  
Saturday 8:30a to 12:30p

### West Roxbury Branch

2029 Centre Street, West Roxbury, MA 02132  
(Located at the intersection of Centre St and Lagrange St)

Monday, Tuesday, Wednesday & Thursday 10:00a to 5:00p  
Friday 8:30a to 5:00p  
Saturday 8:30a to 12:30p

Boston Firefighters  
Credit Union

[bosfirecu.com](http://bosfirecu.com)

617-288-2420



Federally Insured by NCUA Equal Opportunity Lender