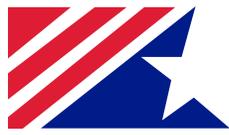


**Barksdale Federal
Credit Union™**

Your Financial Partner for Life™

2017 ANNUAL REPORT



AGENDA

**SIXTY-FOURTH ANNUAL MEMBERSHIP MEETING
BARKSDALE FEDERAL CREDIT UNION
MARCH 22, 2018 – 7:00 PM
BOSSIER CIVIC CENTER**

1. 7:00 PM – Call to Order – Patrick Gullatt, CEO
2. Invocation – Bernie Hawk
3. Advance the Colors
4. Pledge of Allegiance – Steve Stakes
5. National Anthem – Tracey Driggers
6. Retire the Colors
7. Military Service Recognition
8. Recognition – Spouses & Families of Deployed/Called Up Reserves & Guard
9. Introduction – Board of Directors & Supervisor Committee Chairman
10. Guest Recognitions
11. Confirm a Quorum – Supervisory Committee
12. Appointment of Parliamentarian
13. Minutes from Sixty-third Annual Meeting
14. Guest Speaker – Tom Glatt, CEO of St. Paul Federal Credit Union
15. Report of Directors/President – Patrick Gullatt, CEO
16. Report of Supervisory Committee & Elections – Dr. Ryan Jacobsen DNP, RN
17. Unfinished Business
18. Scholarship Awards
19. New Business – Patrick Gullatt, CEO
20. Adjourn

PRIZE WINNERS MUST BE A BARKSDALE FEDERAL CREDIT UNION MEMBER
(Membership will be verified at time of drawing)

BARKSDALE FEDERAL CREDIT UNION SIXTY-THIRD ANNUAL MEMBERSHIP MEETING

BOSSIER CIVIC CENTER | MARCH 23, 2017

The Sixty-third Annual Membership Meeting of Barksdale Federal Credit Union was called to order at 7:00 p.m., March 23, 2017, by the President & CEO, Rod Taylor.

1. Mr. Arno Easterly gave the invocation.
2. Barksdale AFB Honor Guard advanced the colors.
3. Mr. Al Oar led the Pledge of Allegiance.
4. The National Anthem was sung by Susan Stakes.
5. The Barksdale AFB Honor Guard retired the colors.
6. Mr. Taylor welcomed all those in attendance and asked those who are currently serving or have served in the military to please stand and be recognized when their service song is played. He then asked family members of those deployed or currently serving to stand.
7. Mr. Taylor introduced those seated at the head table:

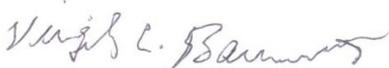
CMS (Ret) Virgil C. Barnette, Chairman
CMS (Ret) Al Oar, 1st Vice Chairman
SMS (Ret) Bernie Hawk, 2nd Vice Chairman
Mr. Roy Walling, Secretary/Treasurer

Mr. Arno Easterly, Director and President Emeritus
Ms. Charleene Ringler, Director
SMS (Ret) Keith Fontenot, Director
CMS (Ret) Steve J. Stakes, Supervisory Committee Chairman

Several other guests in attendance were also recognized. All first responders were asked to stand and were thanked for their service and sacrifice to their communities.

8. In appreciation of Barksdale Federal Credit Union's support of the POW/Purple Heart/MIA luncheon over the last 20 years, Col. (Ret.) Steve dePysler from the Barksdale AFB Retiree Office presented the credit union with an eagle statue.
9. Chairman of the Supervisory Committee, Mr. Steve Stakes, confirmed a quorum was present with 812 members in attendance.
10. Mr. Taylor appointed Curtis Shelton with Ayers, Warren, Shelton and Williams, LLC, as parliamentarian.
11. The minutes for the Sixty-second Annual Membership Meeting were distributed prior to the meeting. A motion was made, seconded, and carried to dispense with the reading of the minutes, and to approve them as printed.
12. Mr. Taylor introduced Lt. General Robert Elder (USAF, Ret.), with Global Information Strategies & Technologies as our guest speaker. General Elder is an information strategist, technology applications architect and senior management consultant. He discussed identity protection and ways to further protect personal computers.
13. Mr. Taylor then presented the Report of the Board of Directors & President's Report, which is in the Annual Report. He thanked our Board of Directors, Supervisory Committee, Management, Staff, and certainly our members for making Barksdale Federal the success it is today. We pledge to keep your credit union strong and continue to offer you great products with world class service on a daily basis.
14. Mr. Steve Stakes, as Chairman, presented the Supervisory Committee Report, and introduced committee members John Spillane, John Hays, Jim Mole and Ryan Jacobsen.

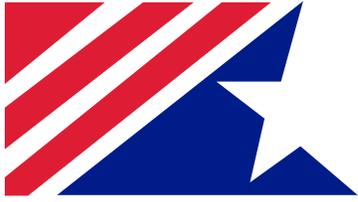
Mr. Stakes reported those Board of Directors elected for three year terms: Roy Walling and Charleene Ringler
15. Mr. Taylor reported no unfinished business from the Sixty-second Annual Membership Meeting.
16. The scholarship winners this year were selected based on their essays answering the question: "If you had the authority to change your school in a positive way what specific change or changes would you make?" Recipients of the four scholarships awarded by Barksdale Federal were introduced: Hunter Todd, Caddo Magnet High School, Shreveport, LA; Jeffery Hudson, Airline High School, Bossier City, LA; Natalie Minor, Faith Training Christian Academy, Leesville, LA; and Hannah Rainbolt, Parkway High School, Bossier City, LA, who each received a \$1,500 scholarship.
17. Mr. Taylor asked for any new business. There was none.
18. There being no further business, the Sixty-third Annual Membership Meeting of Barksdale Federal Credit Union was adjourned at 7:50 p.m.



VIRGIL C. BARNETTE
Chairman



ROY E. WALLING
Secretary



CHAIRMAN & PRESIDENT REPORT



Virgil C. Barnette
Chairman



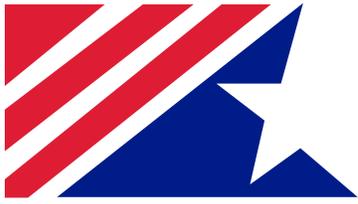
Patrick Gullatt
President & CEO

The management, staff and volunteer Board of Directors consider it an honor to serve the members of Barksdale Federal Credit Union. You can be proud of the success the credit union has achieved, with over \$1.3 billion in assets and equity of over 10%. Even more importantly you can be proud of the contribution that BFCU employees make to our community every day. They have contributed countless hours and their own money to worthy causes in all the markets we serve. (Please see page 5 for a detailed listing of 2017 accomplishments and pages 11-12 for community service.)

We continually strive to improve our product offerings and delivery systems to make it easy for you to do business with us. Please consider Barksdale Federal for all your financial needs, whether it be a home mortgage, checking account, credit card, or investment services. We believe you will find knowledgeable, dedicated team members who are watching out for your best interests. Thank you for supporting the credit union. We look forward to being your Financial Partner for Life.

Virgil C. Barnette
Chairman

Patrick Gullatt
President & CEO



SUPERVISORY COMMITTEE

The Supervisory Committee is a group of volunteers appointed by the Board of Directors. We are charged with working with the Internal Audit department, the credit union's management team, and the Board of Directors to ensure the credit union operates safely and soundly and in the best interests of the membership. The Committee also oversees several external auditing firms, which complete reviews such as the financial statement audit, IT security testing, and business lending review.

The CPA firm of Heard, McElroy & Vestal, LLC performed the annual audit of the credit union's financial statements. The results of the external financial audit concluded that the credit union's financial statements fairly present the financial position of the credit union and the results of its operations and cash flows. The services of Ingalls Information Security, LLC were engaged to provide reasonable assurances that the credit union meets information security requirements. The Committee also engaged Credit Union Business Group to review our commercial credit quality and lending practices.

Based upon the results of the external audits, the examination performed by the National Credit Union Administration, and the work performed by the Internal Audit department, it is the opinion of the Supervisory Committee that the financial condition and internal controls continue to remain strong.

It is also our responsibility to report that three director positions are expiring this year. The nominating committee submitted the following names of incumbent directors: Mr. Arno J. Easterly and Mr. Alvin C. Oar to serve three year terms and Mr. Steve J. Stakes to complete an unexpired one year term. Since no further nominations were received by petition, according to the by-laws of the credit union, the nominated directors will serve terms as listed above. On behalf of the Supervisory Committee, we thank you for your time and are grateful for the opportunity to serve you.

Dr. Ryan Jacobsen, DNP, RN
Chair, Supervisory Committee

Committee Members: John Spillane, John Hays, and Jim Mole



Dr. Ryan Jacobsen, DNP, RN



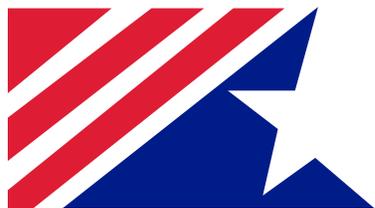
John Spillane



John Hays



Jim Mole



YOUR CREDIT UNION

2017

As we start another year together, we take this opportunity to thank all of you, our members. Without you, none of this would be possible. We are humbly grateful for everyone who entrusts their financial livelihood with Barksdale Federal. We are so proud to serve you!

Our many accomplishments from 2017 are validation of the Boards' vision, the focused efforts of dedicated employees, and the trust our members place in us. Our Board of Directors continues to ensure that policies and decisions are made in the best interest of all. Our employees dedicate themselves to serving our members' financial needs with the best possible service.

In 2017, our assets grew by 3.03% to \$1.3 billion. We welcomed more than 6,400 new members to our credit union bringing our membership total to almost 127,000. Thanks to our loyal members, our earnings reached \$7.2 million last year.

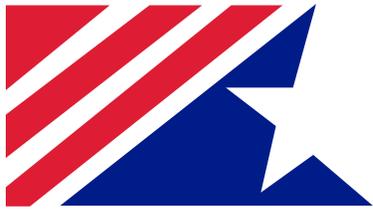
A new member satisfaction survey of 2,000 new members was conducted in 2017. All satisfaction questions received an increased score in satisfaction over the previous two years. The survey created a composite mean score measuring BFCU's overall new member satisfaction. We are delighted to report Barksdale Federal received a mean score of 9.13 with the peer average being 8.84.

On a monthly basis, Barksdale Federal sends out member satisfaction surveys. 739 members replied in 2017 with a 70.19% overall member satisfaction rate, which has consistently stayed above the peer average rate of 66.82%.

Here are some highlights from 2017:

- As of May 31, 2017 Barksdale Federal is officially a credit union in the state of Texas! We entered into the East Texas market when we merged with AMOCO East Texas Federal Credit Union. Our current location is the former AMOCO FCU building located at 1507 Pine Tree Road in Longview, Texas. We have purchased property to build an additional location in Longview on the corner of Airline and Skyline (behind Raising Cane's).
- Barksdale Federal purchased the old Post Office Employees Federal Credit Union branch located at 8810 Youree Drive in Shreveport. The location is a cost-effective opportunity to offer convenient services to our southeast Shreveport membership.
- Our BX location on Barksdale Air Force Base (opened January 2017) grew \$300,000 in loans and \$330,000 in deposits.
- Email marketing for BFCU was implemented in 2017. We are excited about being able to keep everyone informed of our latest deals, events, and happenings. More frequent communication and faster user engagement created overall benefit for our membership. To stay in touch, be sure we have your email address.
- Prestige Checking received a much needed makeover last year. This checking account is definitely worth looking into. With benefits like 3-in-1 credit file monitoring, cellular telephone protection, and Shopping Rewards™, this is the checking account to have. Ask your Financial Services Representative about switching to Prestige Checking.
- We are proud to announce that our Oakdale Center won the 2017 Large Business of the Year from the Oakdale Chamber of Commerce. Oakdale Center employees exceedingly provide their members with exceptional service and the Chamber honored them for this accomplishment.
- Barksdale Federal welcomed Apple Pay™, Android Pay™, and Samsung Pay™ to its services line up. Having your BFCU card within your digital wallet allows shoppers to pay using their mobile phone instead of having to pull out the physical card.
- With the rise of credit card fraud, the United States switched to the global credit card standard: EMV. These smart chips were implemented in BFCU's debit cards in 2017 and the process for credit card implementation began as well.
- Barksdale Investment Services was launched in 2017, designed exclusively for credit union members to meet their retirement, insurance, and investment needs.
- In response to the Equifax Data Breach which took place in 2017, BFCU put out a statement listing the array of products & services we have available to help with fraud protection. We encourage our members to look into these products and services to see which ones are the right fit. Together we can set up extra layers of protection. Ask your Financial Services Representative about products and services like Prestige Checking, VISA® Purchase Alerts, passwords on accounts, and more.

Here's to growing together at Barksdale Federal Credit Union - We have so much to look forward to in the years to come!

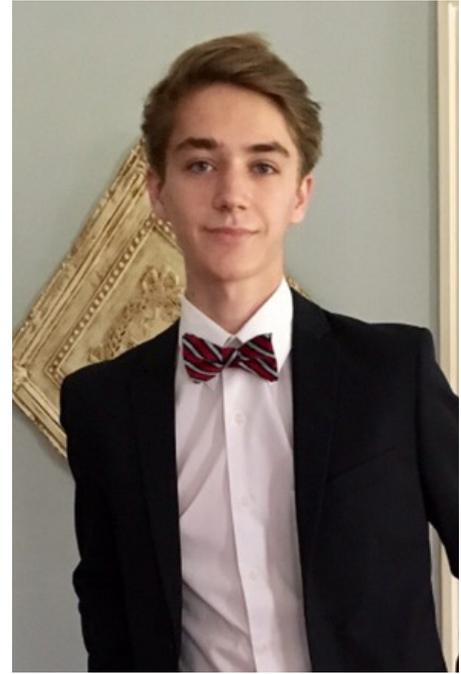


SCHOLARSHIP WINNERS



Alyssa Linn

Alyssa is a senior at Airline High School in Bossier City. Alyssa plans to attend Louisiana Tech University and major in Nursing.



Keaton Russo

Keaton is a senior at Caddo Magnet High in Shreveport. Keaton plans to attend Louisiana State University and major in Political Science.



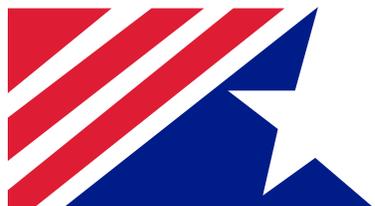
Sloane Laborde

Sloane is a senior at Leesville High School in Leesville, Louisiana. Sloane plans to attend Louisiana Tech University and major in Biology.



Katherine Gatti

Katherine is a senior at Airline High School in Bossier City. Katherine plans to attend Texas Christian University and major in Architectural Engineering.



STATEMENTS OF FINANCIAL CONDITION

DECEMBER 31, 2017 AND 2016 (in thousands)

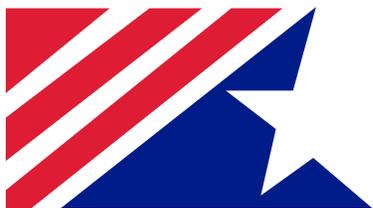
ASSETS

	<u>2017</u>	<u>2016</u>
Assets:		
Cash and cash equivalents	\$ 100,139	\$ 117,799
Interest bearing deposits with financial institutions	47,564	50,984
Investments		
Held to maturity investments	291,961	321,863
Available for sale investments	25,515	22,518
Corporate credit union investments and other investments	5,265	6,186
Loans receivable net of allowance for loan losses of \$6,883 in 2017 and \$6,253 in 2016	779,694	690,705
Other receivables	5	1,645
Accrued income	2,994	2,835
Prepaid and deferred expense	1,215	888
Property, plant and equipment net of accumulated depreciation totaling \$24,285 in 2017 and \$22,505 in 2016	31,615	30,825
NCUA Share Insurance Fund deposit	11,136	10,656
Credit union owned life insurance	1,659	3,727
Other assets	2,212	2,092
TOTAL ASSETS	\$ 1,300,974	\$ 1,262,723

LIABILITIES AND MEMBERS' EQUITY

Liabilities:		
Members' share and savings accounts	\$ 1,151,841	\$ 1,126,982
Accounts payable	6,669	1,534
Dividends payable	18	17
Other liabilities	6,277	7,664
Total Liabilities	<u>1,164,805</u>	<u>1,136,197</u>
Members' Equity:		
Regular reserve	56,023	52,770
Undivided earnings	77,635	73,681
Accumulated other comprehensive income or (loss)	2,511	75
Total Members' Equity	<u>136,169</u>	<u>126,526</u>
TOTAL LIABILITIES AND MEMBERS' EQUITY	\$ 1,300,974	\$ 1,262,723

The Statements of Financial Condition and Statements of Income are shown for illustrative purposes only. The related footnotes to the financial statements, which are an integral part of these financial statements and should be considered as a whole, are available for review at Barksdale Federal Credit Union offices.



STATEMENTS OF INCOME

DECEMBER 31, 2017 AND 2016 (in thousands)

	2017	2016
Interest Income		
Loans receivable	\$ 34,288	\$ 31,712
Interest bearing deposits with financial institutions	585	550
Held to maturity investments	4,951	4,954
Available for sale investments	718	312
Corporate credit union investments and other investments	927	495
Total Interest Income	<u>41,469</u>	<u>38,023</u>
Cost of Funds		
Dividends on members' share and savings accounts	6,159	6,154
Total Cost of Funds	<u>6,159</u>	<u>6,154</u>
Net Interest Income	35,310	31,869
Less provision for loan losses	6,005	5,145
Net interest income after provision for loan losses	<u>29,305</u>	<u>26,724</u>
Non-Interest Income		
Mortgage fees and charges	659	926
Other member fees and charges	22,605	20,862
Other miscellaneous income	360	281
Total non-interest income	<u>23,624</u>	<u>22,069</u>
Operating Expense		
Compensation	16,202	15,828
Employee benefits	5,657	5,527
Travel and conference expense	332	338
Association dues	142	143
Office occupancy expense	2,261	2,215
Office operations expense	10,350	9,844
Educational and promotional expense	1,487	1,347
Loan servicing expense	1,058	1,008
Professional and outside services	4,451	4,589
Federal examination fee	288	225
Depreciation of property, plant and equipment	2,113	2,079
Miscellaneous operating expense	1,372	1,103
Total Operating Expenses	<u>45,713</u>	<u>44,246</u>
NET INCOME FROM OPERATIONS	7,216	4,547
Other Non-Operating Income	(8)	3
NET INCOME	<u>\$ 7,208</u>	<u>\$ 4,550</u>

The Statements of Financial Condition and Statements of Income are shown for illustrative purposes only. The related footnotes to the financial statements, which are an integral part of these financial statements and should be considered as a whole, are available for review at Barksdale Federal Credit Union offices.

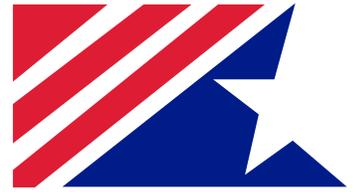
BOARD OF DIRECTORS

The Board of Directors is the top managing body of your credit union. Each member serves as a volunteer, elected by the credit union membership, and receives no monetary compensation for their service.

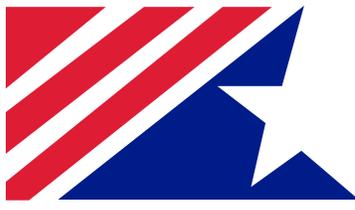


(Left to right): **Arno Easterly** – *Director*; **Al Oar** – *1st Vice Chairman*;
Bernie Hawk – *2nd Vice Chairman*; **Roy Walling**

On behalf of the Board of Directors, management and staff, we say “thank you” for your continued confidence in Louisiana’s largest locally owned financial cooperative.



*an; Virgil Barnette – Chairman; Charleene Ringler – Director;
g – Secretary/Treasurer; Steve Stakes – Director*



COMMUNITY SERVICE

From humble beginnings to becoming the largest locally owned credit union in Louisiana, supporting the communities we serve has always been top priority. As we expand and grow, we make a point to give back more each year through donations, employee volunteerism, sponsorships, and scholarships.

Last year the credit union donated a total of \$51,232.70 including \$5,657.21 towards Children’s Miracle Network, \$7,242.04 for The American Heart Association, and \$4,128.22 to Overton Brooks VA Medical Center. Month of Fridays, a fundraiser where employees pay to wear jeans on Fridays brought in over \$21,000 last year. Funds raised were donated to charities like Shriners Children’s Hospital and Wounded Warrior Project and helped aid Hurricane Harvey victims.

We are blessed to have such giving employees. They saved over 160 lives through LifeShare Blood Drive donations last year. Our employees donated 71 fans to the elderly, 90 school uniforms, 174 bags of clothing to Goodwill, and 410 cans of food. During the Christmas season, more than 220 toys were donated to underprivileged children through Providence House.

The percentage of employees who volunteered in 2017 rose to 54%, which is 29% above the national average. In fact, they spent nearly 2,000 hours making a positive impact in our communities. Our employees participated in Junior Achievement; teaching local youth about sharing, giving, commerce, and roles in our community. 394 hours were spent raising funds and awareness at charitable walks such as; The Walk to End Alzheimer’s, Relay For Life, and The Heart Walk. They devoted 130 hours to packing boxes of canned goods at local food banks for those in need. They also landscaped and painted homes through a neighborhood beautification program called Paint Your Heart Out. We are incredibly grateful for the men and women who serve our country, and Barksdale Federal employees donated their time and money to show that gratitude. Our employees helped serve Thanksgiving Dinner at the Wounded Warrior Feast.



And, our credit union worked with Operation Support Our Troops to create care packages for deployed services members. We donated 86 wreaths which now decorate the graves of our fallen heroes. In commemoration of the Air Force's 70th birthday celebration BFCU sponsored the Air Force Ball. BFCU hosted the 8th Annual Warrior Run fundraiser. Proceeds from this event help fund care for our nation's veterans.

We take pride in sponsoring events for you and other individuals in the areas we serve. In 2017 we sponsored Leadercast, an event that brings together leaders from all over the world and inspires local professionals to become leaders. Barksdale Federal was a sponsor of The Office Olympics, an event where over 400 business professionals gathered for a day of team building fun. We helped fight identity theft by hosting a Community Shred Day at Caddo Sheriff's Safety Town. And, we gave back to our Barksdale Buddy account holders by offering a free day of fun at Splash Kingdom Waterpark.

At Barksdale Federal we believe education is paramount, which is why each year we select 4 students to receive a scholarship. Last year each scholarship winner received \$1,500.00 for a total of \$6,000.00 donated to put towards their first year of college.

We'd like to thank you, our members, for your loyalty. Without you, none of these contributions would have been possible. Your decision to bank with Barksdale Federal has afforded us the opportunity to give back to the communities we serve, and we are proud to be your financial partner for life.

SHRED DAY & Safetypalooza



Summer Grove Baptist Church
8924 Jewella Ave, Shreveport LA 71118

April 21, 2018 9AM – 12PM

Summer Grove Baptist Church 5k / 10K 8am

Child Safety Seat Fitting
Fire & Smoke Safety Simulators for Kids
Weather Safety Simulators for Kids
Carnival Games
Prizes for Adults and Kids · Bounce House
Free Snacks & Lunch

Each person will be able to watch their private information run through the shredder and be destroyed. Please limit 2 bags per person.



BUSINESS SERVICES



We're a team comprised of over 350 employees working together to see your business succeed. Our Business Service Representatives, along with our Center Managers, are here to help personally guide you through your business banking and commercial lending needs.

Barksdale Federal offers a variety of business checking accounts to fit your business needs. Whether you are just starting out or have been in business for years, our checking accounts are perfectly tailored to fit your banking volume.



Barksdale Federal is always looking for ways to ensure our members' financial success. Having the most suitable products for our business members is a key role

in a long term partnership. As we move forward offering new and improved products, be on the lookout for Barksdale Federal's business credit card. You can rest assured it is in the works!

If your small business is like many others, you may find it necessary to borrow money to help your company grow. Perhaps you need extra cash to hire employees, buy equipment, increase your inventory, or open a new location. For a loan to be most beneficial, the loan needs to fit just right. Our business experts will take the time to understand your business. Then, together you can choose a loan that is right for you.

But don't just take it from us, listen to some of our Business Members describe their experiences with Barksdale Federal.



BUSINESS SPOTLIGHT

A "leap of faith" took Angel Blakeney and her husband, Grant, into the restaurant business, she says. "In 2009, we opened Fox's Pizza Den in Leesville."

The pizza place did so well that after a few years they decided to open a new restaurant. After months of construction, research, and planning, Diego's Burrito Bar opened in February 2015. But rather than locating it in town, like Fox's, they decided they could better serve the soldiers from Fort Polk and their families if their restaurant was closer to the post entrance.

Diego's Burrito Bar has expanded into catering, and that business is growing. Recently, the Blakeney's purchased a mobile kitchen, which they plan to use at community events and festivals as well as weddings and other special occasions.

Barksdale Federal Credit Union provided the loan to buy the mobile kitchen, as well as a vehicle loan. "We approached Barksdale Federal Credit Union for a loan because of Steve Woods, the Leesville Center manager," Blakeney says. "He handled our first loan when we opened the pizza shop, when he worked at a different bank. After that, he moved to Barksdale Federal Credit Union, and we followed him there. We feel very comfortable with him."





They soon found out that Woods wasn't the only one at Barksdale FCU who would go the extra mile for them. "Deanna Geissler is very professional and courteous," Blakeney says. "She's efficient and thorough. She went above and beyond to get us a loan very quickly when we found ourselves in a time crunch. And when the couple who sold us the food trailer experienced a problem with their bank, the BFCU staff was quick to respond by issuing them a new check. They offer excellent service, and I'd recommend them to anyone!"



In the summer of 2013, Chris Mitchell and Jason Kilpatrick decided to create a construction company together. It turned out to be a great choice for both of them.

Their construction company serves central and northern Louisiana, offering a wide range of construction services. "We do site work, concrete, demolition — we're a civil construction company, anything on the civil side is our business," says Jason.

Chris and Jason are happy to be able to offer work that is truly valued by their customers. "Our customers tell us they appreciate the quality of our work as well as our timeliness," says Jason. "We're easy to get along with, and flexible as well. These are qualities not all contractors share."

"We wanted to have a personal relationship with the financial institution that we decided to use for our business," says Chris.

"We like that Barksdale Federal was very personable," says Jason. "It's more of a friendship relationship than a business relationship, and Chris and I both value that."

That relationship has allowed Chris and Jason's business to flourish. "Being with Barksdale Federal has helped us grow," says Jason. "With what we do, we need to have the equipment to make it work, and equipment is expensive. We were able to get the loans we needed as a young business, and that can often be hard to do. They welcomed us with open arms, and we were able to get loans to help our business that we probably couldn't have gotten at a big bank."



James Lemon has been a Realtor® for 12 years, helping people buy and sell homes in the Shreveport area. That's in addition to his full-time job as a school teacher, which he's held for 16 years. This fall, after he started working with Barksdale Federal Credit Union, he notched up his real estate business and launched James Lemon and Associates Real Estate.

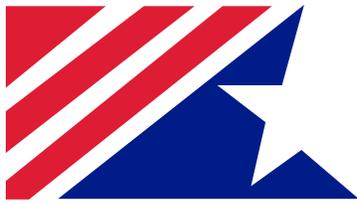
"Real estate is my passion," Lemon explains. "I want to leave a legacy for my children and grandchildren. Also, when I retire, I'd like to have a portfolio of enough properties to bring in a steady stream of income."

"My rentals are rarely empty," he says. "People are starting to recognize the brand as being affordable, yet high quality."

A Winning Partnership: Lemon credits much of his success to his relationship with Barksdale Federal Credit Union. "They've been instrumental in my growth. They were willing to mortgage some properties that I owned outright to allow me to acquire more investment properties. They saw my vision for how I wanted to grow," he explains. "I think I'll continue to be even more successful with Barksdale FCU behind me."

"Barksdale's been fantastic about giving me an opportunity and helping me grow my business and my brand. They have great customer service and fast response times, and they build one-on-one relationships. They make me feel like they're a part of the team — and they are!"





MORTGAGE



You may hear the terms preapproval and prequalification as you prepare to buy a house. These procedures are not the same, although many people confuse them.

Prequalification simply involves a rough calculation of the mortgage payment you can afford. A preapproval however, provides a precise idea of what you can realistically afford without any reservation. This option will save both you and your real estate agent time. You simply submit a mortgage application, and the lender determines the amount of a mortgage based on your employment and income. Once an amount is established, you can begin looking for your dream home. An appraisal will be ordered subsequently for the actual value to ensure it is at least equal



to the selling price. A preapproval can be evaluated and given in a short time. An actual approval of your mortgage loan is rendered after verification of your employment and income. Once your loan is approved, a final commitment can be made.

Bear in mind that the lender can calculate how much you qualify for, but that is not necessarily what you can afford. It might be more or perhaps less.

We can usually give you a preapproval in a short time. Talk with one of our Home Lending Consultants for details. There is a Mortgage Representative at every BFCU location, so stop by or call us at, 800-647-2328, option 8.

Don't have time to call? We have you covered! Now you are able to request an appointment to meet with one of our Home Lending Consultants. Visit www.bfcu.org and click on Mortgages, you will then see the option to request an appointment.

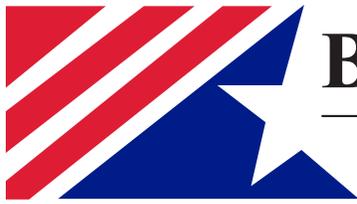
"First of all, we would like to say that from the very beginning of our journey with BFCU, we have been treated with respect and as though we mattered. Everyone we have dealt with has been so personable and we feel like we have a relationship with them and we are not just another number in the system.

The mortgage process can be a very unpleasant experience, however, this was not the case with BFCU and Missy Campbell. From the very first time we met Missy, we felt like we had known her forever. She is very personable and makes you feel very comfortable. She told us what she needed from us and we were very quick to get it to her. As soon as she had what she needed to start the process, she went to work for us. She stayed in touch with us via e-mail or phone along the way, keeping us informed of the status. Missy even came to closing to support us.

We cannot say enough good things about BFCU in general. No matter which branch we go to, we are always greeted by a pleasant person that soon knows us when we come in. If you are looking to buy a home or refinance your current home, we highly recommend BFCU. You will be very pleased."

- Mr. & Mrs. Roark





Barksdale Investment Services

RETIREMENT ★ INVESTMENTS ★ INSURANCE

INSURANCE AND INVESTMENTS

Your credit union is committed to improving your financial well-being. That is why we make available the Barksdale Investment Services program. Whether you have specific financial questions or problems, or just want to get serious about planning and saving, we are here to work with you.

THREE THINGS OFTEN STAND IN THE WAY OF PEOPLE ACHIEVING FINANCIAL SECURITY:

- Lack of accessibility
- Lack of understanding
- Fear

As financial advisors located at your credit union, our job is to break down those barriers. We're here to offer you the services you need and make sure you understand all the options available to you. And, we're here to assure you that financial planning is nothing to be afraid of.

FIVE THINGS TO KNOW:

1. You don't need to have a lot of money to work with us.

You don't need to be "well-established", of a certain age, or looking for something in particular. You only need an interest in your future.

2. We'll conduct a comprehensive analysis of your income and expenses.

Every important financial decision starts with one question: "Will I have enough money to...?" We'll need to dig deep into your finances to start finding those answers.

3. We'll plan the big picture.

It starts with the basics, like making sure you have the right insurance, and grows from there. What are your long-term goals, like retirement? Are there other things you want to accomplish in the short term, like buying an investment property or funding education? Then there's your legacy: What matters to you, after you're gone? We'll customize a financial plan that's uniquely yours and encompass everything in your financial world.

4. Your needs come first.

We are committed to your success, every step of the way. Our financial advisors are trained to match your unique situation with products and services that will help you meet your goals. Some of these products may involve fees. Our recommendations are based solely on your needs, and we will be transparent about any costs involved. That said, you're under no obligation to buy anything at any time. Initial consultations are complimentary.

5. Our commitment is ongoing.

Creating a financial plan is not the end of a process; it's the beginning. As things in your life change, so will your financial plan. We'll meet on a regular basis to review and adjust your plan. And, our lines of communication are always open to you. If you have a question, concern, or simply want to share a thought, we're just a phone call or email away.

And, in the spirit of the credit union philosophy, this program is designed to assist a wide variety of members - from those just starting a savings plan, to those with sizable assets looking for more sophisticated financial management tools.

Whether you're looking for guidance on just one financial need you want to tackle today, or if you're interested in putting together a comprehensive plan, please call the Barksdale Investment Services team at 318-629-8389 for a no-cost, no-obligation analysis with a financial advisor. We look forward to providing you with strategies for your retirement, insurance, and investment needs.

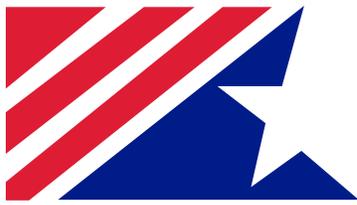


Norman Cone
Financial Advisor



Heather Wilkin
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