



AFFINITY FEDERAL CREDIT UNION FACT SHEET

What is Affinity Federal Credit Union?

Affinity Federal Credit Union, New Jersey's largest credit union, is a full-service financial institution dedicated to improving the financial wellness of our membership. Unlike a bank, our profits go back to our consumer and business members in the form of great rates, fewer fees, and more services. This means great rates on savings and loans, lower fees and no hidden fees, free checking with dividends, and free financial guidance and education. Since 1935, Affinity has been offering superior financial services with a member-oriented focus.

Currently, Affinity has over 130,000 members and total assets over \$1.9 billion. Membership at Affinity is available to the employees of participating businesses, as well as immediate family or household members. And, membership is also available to most everyone by joining a participating association or club. We have over 2,000 businesses, associations, and clubs that make up the organizations that are part of the Affinity family.

Affinity is ranked among the top one percent nationwide, and consistently enjoys an exceptional member satisfaction rating over 95 percent. Affinity checking and savings accounts are federally insured up to \$250,000 by the NCUA, a U.S. Government Agency.

What services does Affinity offer?

Checking & Savings Accounts: We offer a wide variety of checking and savings accounts to meet members' needs, including: Affinity Checking, Green Rewards Checking, Savings, Money Manager, Certificate Account, Premium Plus Savings, Holiday & Vacation Clubs, Youth Accounts, Health Savings Accounts and Business Checking and Savings.

Online Banking: Members have free access to their accounts 24/7 with our automated phone system or through Online Banking. It's almost like having a branch at their fingertips. Members receive free Online Bill Pay, Mobile Banking, as well as the ability to deposit checks online (up to \$3,000) with Online Deposit—and they can access the money by the end of the next business day.*

Affinity's *Online Business Banking* is a cash management solution that provides business members with the information and capabilities they need to take control of their business' finances. Multiple users can be set up to transfer funds, manage balances, set up alerts, perform ACH and wire transfers, pull advanced reports, and much more all in one place. Business banking has never been easier.

Convenient Account Access: Affinity offers 16 branches, 50,000 surcharge-free ATMs and 4,100 shared branches where members can do business as if they were at an Affinity branch.

Loans for Every Need: Our loans offer competitive rates and flexibility to meet members' needs. Our loan portfolio covers auto, real estate, education, credit card, personal and business.

Business Solutions: Affinity offers a full line of banking products and services to support a members' business – often with better rates and lower fees than a bank – and the guidance and assistance to help the business grow and prosper. Affinity has dedicated Business Specialists who will work one-on-one with members to understand the business' challenges, needs, and goals – and will recommend specific solutions to help the business thrive.

Budget and Score Enhancement Service (BASES): The BASES program offers free one-on-one coaching on how to improve a members' credit score and manage their budget.

Auto Resource Center: Affinity gives members a hassle-free automotive experience, whether it's helping to locate and negotiate the best price on a new or used car, advice on maintenance or repairs, or finding the financing that fits their budget. And our partner, the Auto Resource Center of Hunterdon in Lebanon, NJ, offers high-quality pre-owned vehicles.

Investment & Retirement Planning: Each of our licensed professional Financial Advisors at Affinity Investment Services has a minimum of 11 years experience in financial and investment planning. They are ready to help members plan for their life goals. Whether members are preparing for a big college bill, retirement, or building a nest egg— Affinity's Financial Advisors can help them to achieve their goals.¹

Insurance Portfolio: From life and health, to business, auto and homeowner's insurance, Affinity offers comprehensive insurance products from top providers at competitive rates.

Identity Theft 911: Affinity was the first financial institution in New Jersey to offer free comprehensive identity theft resolution services to all of its members. Through Identity Theft 911, members who think their identity may have been compromised or stolen have free access to a personal advocate to work with them one-on-one through the steps needed to resolve the situation - including comprehensive case file creation for insurance and police, preparation of all necessary documents, and more.

How is Affinity different from other financial institutions?

Affinity is a not-for-profit credit union that is cooperatively owned and managed for the members' benefit, and earnings are passed along to members in the form of better rates and overall lower costs for products and services. Affinity is a partner and financial advocate for its members, offering a wide range of special services that conventional banks do not offer.

What is Affinity's corporate mission?

Affinity is not driven by quarterly earnings reports, but by the needs of its member-owners. Day after day, in every transaction, Affinity answers to the people it serves. Affinity's goal is for each member to be totally satisfied, and have a great experience every time they visit a branch, phone a representative, or use the website.

How did Affinity get started?

This Credit Union was chartered in December 1935, the same year the Federal Credit Union Act was passed and signed into law by President Roosevelt. It was formed as the W. E. Headquarters Federal Credit Union to provide cooperative credit and to serve employee-member needs of Western Electric Company. In 1974, the membership base of the credit union was extended to include AT&T employees and the Credit Union changed its name to GHQ Federal Credit Union (General Headquarters).

In 1984, with assets of \$93.7 Million, headquarters moved across the river from New York City to New Providence, New Jersey, and GHQ became the second largest credit union in the state of New Jersey.

At the close of 1986, the Credit Union changed its name from GHQ to AT&T Employees Federal Credit Union (AT&T EFCU) to more accurately reflect the current membership.

In 1995, the Credit Union's 60th anniversary became a significant turning point. The Board of Directors named John Fenton as the new President and CEO, charged to be a catalyst for change. Although serving a single sponsor for most of these sixty years, the announcement that AT&T would be split into three separate companies encouraged the Credit Union to adopt a new name and Affinity Federal Credit Union was chosen. During this time period, in 1998, the legislature passed HR1151, which allowed single sponsor credit unions to expand their service to companies or organizations with a common bond. This allowed the Credit Union to further diversify its membership.

Since then, Affinity has grown exponentially to become the largest credit union in the state of New Jersey by demonstrating a commitment to outstanding service.



Who makes up the Affinity executive team?

John T. Fenton, President, Chief Executive Officer

John Fenton is president and chief executive officer of Affinity FCU. Mr. Fenton also serves as chairman and chief executive officer of Affinity Financial Services, LLC, a wholly owned subsidiary of Affinity Federal Credit Union. Affinity Financial Services provides diversified financial services, including insurance, investment products, and mortgage origination and servicing.

Prior to joining Affinity in 1995, Mr. Fenton was president and chief executive officer of Synergy Federal Credit Union from 1987 to 1995. He has also held the positions of vice president of administration and finance at East Bergen Teachers Federal Credit Union (1982-1987) and vice president of finance at the Clifton Savings and Loan Association (1975-1982).

Mr. Fenton was granted a bachelor's degree in business administration from the University of Steubenville, Ohio and a master's degree in finance from Long Island University, New York. He has extensive experience in finance, organizational development, automation, and technological enhancements for financial institution operations.

Presently, Mr. Fenton serves as chairman of the Board of Members United Corporate Federal Credit Union, is an active member of the Credit Union Executives Society, and is a trustee on the Saint Clare's Hospital board and the Affinity Federal Credit Union Foundation board.

Along with his wife, and two daughters, Mr. Fenton resides in Tewksbury Township, New Jersey.

David Snodgrass, Executive Vice President, Chief Strategy Officer

David Snodgrass is executive vice president, chief strategy officer of Affinity Federal Credit Union, formerly serving as senior vice president and CFO. Mr. Snodgrass is also president and on the board of Affinity Financial Services (diversified financial services including insurance, investment products, and mortgage origination and servicing), marketing & e-commerce, human resources, external affairs and financial education, as well as strategy and innovation. In addition to the human resources area, he is responsible for training and development and talent management through the Affinity Learning Institute. Mr. Snodgrass is also a board member of CUMAnet.

Mr. Snodgrass is a member of the NAFCU Services Committee Advisory Board, NAFCU Legislative Committee, Treasurer of the NJ Council of the Credit Union Executives Society (CUES) and is a certified chief executive (CCE), a title earned from the Credit Union Executive Society CEO Institute in 1998. He recently became a member of the distinguished Filene's i3 Innovative Group as well as receiving the distinguished honor of NJBiz's 40 Under 40 in New Jersey 2006.

Prior to joining Affinity, Mr. Snodgrass served as a problem case officer with the NCUA.

He is a graduate of Indiana University of Pennsylvania where he received a bachelor's degree in business administration/accounting. He also holds a master's degree from LaSalle University in Philadelphia.

Along with his wife and three daughters, Mr. Snodgrass resides in Doylestown, Pennsylvania.

Robert Birkhahn, Executive Vice President, Chief Member Relationship Officer

Bob Birkhahn is executive vice president and chief member relationship officer of Affinity FCU, previously serving as vice president and chief lending officer. Mr. Birkhahn currently oversees lending (commercial, consumer and mortgage); retail delivery (branches, call center); operations; and credit administration and financial recovery. Mr. Birkhahn is also a board member of CUMAnet and Affinity financial Services (diversified financial services including insurance, investment products, and mortgage origination and servicing).



Mr. Birkhahn is a 1985 graduate of George Washington University with a bachelor's degree in economics. He was also awarded a graduate degree from the Stonier Graduate School of Banking in June 1996.

Prior to joining Affinity, he served as vice president/team leader of commercial loans and vice president/chief operations officer of United Trust Bank and vice president of commercial lending at Yardville National Bank.

His professional credentials include affiliations with the Member Risk Management Association, the Garden State Credit Association, NJ Bankers Association and the Plainfield Business Development Corp. He is a former president and board member of the Bridgewater Mortgage Company, Inc. and is currently a member of the Somerset County Business Partnership.

Along with his wife and four children, Mr. Birkhahn resides in Lopatcong, New Jersey.

Denise Boutross McGlone, Executive Vice President, Chief Financial Officer

Denise Boutross McGlone is executive vice president and chief financial officer of Affinity FCU. Ms. McGlone oversees Treasury, Information Technology, and Accounting.

Prior to joining Affinity, Ms. McGlone was assistant treasurer, core treasury of Lucent Technologies. Prior positions include chief financial officer for Gain Capital, Warren, NJ; Principal of AON Financial Products, New York, NY; and chief financial officer and executive vice president of the Student Loan Market Association (Sallie Mae), in Washington, D.C.

Ms. McGlone was granted a bachelor's degree in education from Dunbarton College, Washington, D.C. and a master's degree in business administration from American University, Washington, D.C. She holds both NASD Series 7 and Series 63 licenses.

She has been honored by American Banker as a Top 40 Bankers Under 40; awarded the Women's Bond Club Merit Award; named among Euromoney's Top 50 Women in Finance; named among Global Magazine's CFO Superstars; honored as one of Risk Magazine's 50 Most Influential Risk Managers; and listed by Treasury and Risk Management Magazine among 100 of the Most Influential People in Finance.

Along with her husband and two children, Ms. McGlone resides in Basking Ridge, New Jersey.

This credit union is federally insured by the National Credit Union Administration.

*Restrictions may apply.

¹ Securities offered by Affinity Investment Services, LLC, 73 Mountain View Boulevard, Basking Ridge, NJ 07920, member FINRA/SIPC. Investments offered by Affinity Investment Services are not deposits or obligations of Affinity Federal Credit Union. They are NOT NCUA INSURED and NOT GUARANTEED by Affinity Federal Credit Union or any governmental agency and are subject to INVESTMENT RISK, including LOSS of PRINCIPAL. Investments may lose value. Affinity Investment Services, LLC is a wholly owned subsidiary of Affinity Federal Credit Union.

