

BayWatch

A Publication of Bay Federal Credit Union

Winter 2023



A Message from Your President and CEO

Happy New Year! I hope you had an engaging and energizing holiday season with family and friends. As I reflect on the past year, I want to start by sharing my appreciation for you, our member/owners, for continuing to support our mission of making a real difference in the lives of our community members.

In 2022, Bay Federal celebrated a big milestone. We marked 65 years of financial support and education for our community. A great example of this support is the success we've had with our First-Time Homebuyer Program, helping local people purchase their dream home and save money in the process. We also implemented a simple and mobile-friendly mortgage application site. If you are in the market for a home loan or HELOC, check it out! In addition, we continue to be a market leader in auto loans and we have a very competitive credit card program.

As the Fed raises rates, we have responded with increased dividend rates on savings accounts across the board, including very competitive certificate rates. If you have questions about your savings and the right options for you, our friendly team is always happy to assist you.

Coming soon, we have a few projects nearing completion which will improve your banking experience. First, Zelle® is almost here! We have partnered with Zelle® to offer a fast and easy way to send money to your trusted family and friends. Learn more about what to expect at www.bayfed.com/zelle.

We continue to develop enhancements to online and mobile banking. This includes launching a new and modern website in the coming months to make information about the Credit Union and our services more accessible for all users, including our Spanish-speaking members. Look for more announcements soon!

Finally, we are expanding our business lending and deposit solutions for your small business. If you are looking for a new or refinanced small business loan, including a commercial real estate loan, please check out our product offerings. We have been working on this initiative for a couple of years and have an experienced team and tools ready to help you.

I hope that this new year brings you fresh new beginnings and improved financial fitness, and the opportunity to reconnect with friends and family after the isolation of the last few years. We at Bay Federal will be here for you every step of the way!

Sincerely,

Carrie L. Birkhofer
President and Chief Executive Officer
Bay Federal Credit Union



Carrie L. Birkhofer
President & CEO

Your Dream of Homeownership is More Achievable Than You Think!

Here at Bay Federal, we provide a variety of solutions to meet your specific financial needs. While purchasing a house can be a huge investment, we have a few options to help make the process more affordable.

- **First-Time Homebuyer Program.*** Competitive rates combined with a low 3% down payment and no closing costs can make a big difference in your buying power.
- **Adjustable-Rate Mortgages (ARMs).** ARMs give the borrower a lower interest rate in the early years of the loan, and then a gradual adjustment in rate over the rest of the life of the mortgage.
- **Manufactured Home Loans.** If a traditional house is still out of reach, a manufactured home might be a perfect solution.

Call **831.479.6000** or **888.4BAYFED**, ext. 304 to discuss your options today!

*No closing costs include lender fees, appraisal fees, title fees, and escrow fees. First Time Homebuyer Program available to those that have not owned a property in the last three years. Offer valid on owner-occupied single-family residences for those with a credit score of 680+. Maximum loan amounts up to \$1,089,300 in Santa Cruz and San Benito Counties, and \$915,400 in Monterey County. Mortgage insurance required for loan amounts greater than 80% loan to value. Offer applicable on purchase transactions in the State of California. Offer not available on refinances. Other restrictions may apply. Terms and conditions are subject to change without notice. All loans are subject to approval of credit, income verification, and property valuation. Bay Federal Credit Union membership required at the time of closing. For more information call a Bay Federal Home Loan Consultant at 831.479.6000, or toll-free at 888.4BAYFED, extension 304.



Investment Services at Bay Federal Credit Union

Presented by Your LPL Financial Advisors

Saving for Retirement

Stay on Track!

The start of a new year is a great time to take a look at your goals for the future. Retirement is coming, and having a clear financial plan can help you make smart, informed decisions.



Envision Your Future

Before deciding on a savings plan, it is important to decide what you want your retirement to look like. At what age would you like to stop working? How much money do you expect to spend each year of your retirement? Considering these questions now can help inform your savings plan, and reevaluating your plan yearly can make sure that you are on track for success.

The Time to Save Is Now

Retirement will arrive faster than you expect! The sooner you start saving, the longer your contributions have to grow and the more money you will have to enjoy. Even saving a small amount monthly can make a difference later in life.

Catch Up

If you are a person over 50, you may be able to make catch-up contributions to your retirement above the normal limits. If you didn't start saving until later in life, this opportunity may help you make up for those missed years of saving.

Carryback Contributions

If you didn't contribute to your retirement account in 2022, it's not too late. You have until tax day, April 18, 2023 to make your carryback contribution for 2022. By contributing as much as possible for 2022, you reduce your taxable income and possibly take advantage of additional tax credits for last year while saving for your golden years.

Review with a Professional

No matter your circumstances, a licensed Investment Advisor can help you set your goals and plot out a course to retiring with confidence. Schedule your appointment today!



Your Investments Can Make a Difference

Invest in industries with your shared goals and morals to help ensure the future you're earning for is bright!

The LPL Financial Advisors at Bay Federal Credit Union offer socially-screened portfolios.

Schedule an appointment today!

www.bayfed.com/sustainable



Emily Quatman



Sam Solgan



Bennett Bilgere



Jackie Carrillo

To schedule a complimentary appointment with our LPL Financial Advisors and discuss your options, visit www.bayfed.com/investments or call 831.479.6000, option 7.



Investment Services
at Bay Federal Credit Union

Available through LPL Financial, Member FINRA/SIPC

Securities and advisory services are offered through LPL Financial (LPL), a registered investment advisor and broker-dealer (member FINRA/SIPC). Insurance products are offered through LPL or its licensed affiliates. Bay Federal Credit Union and Investment Services at Bay Federal Credit Union are not registered as a broker-dealer or investment advisor. Registered representatives of LPL offer products and services using Investment Services at Bay Federal Credit Union, and may also be employees of Bay Federal Credit Union. These products and services are being offered through LPL or its affiliates, which are separate entities from, and not affiliates of, Bay Federal Credit Union or Investment Services at Bay Federal Credit Union. Securities and insurance offered through LPL or its affiliates are:

Not Insured by NCUA or Any Other Government Agency

Not Credit Union Guaranteed

Not Credit Union Deposits or Obligations

May Lose Value

Your Credit Union ("Financial Institution") provides referrals to financial professionals of LPL Financial LLC ("LPL") pursuant to an agreement that allows LPL to pay the Financial Institution for these referrals. This creates an incentive for the Financial Institution to make these referrals, resulting in a conflict of interest. The Financial Institution is not a current client of LPL for advisory services. Please visit <https://www.lpl.com/disclosures/is-lpl-relationship-disclosure.html> for more detailed information.



Give Yourself a Financial Wellness Boost: How to Start Saving Money

By GreenPath Financial Wellness

Saving money is tough. Putting resources away for a rainy day actually goes against our natural human urge to make decisions based on what's in front of us right now. Here are a few tips for making saving a little bit easier.



Three Ways to Save Money

- **Pay Off Your Debt as Quickly as You Can.** One reason it's hard to save money is that once you've paid all your bills, there may not be very much left in your paycheck. Take a closer look at those bills; are you spending your income to pay down a credit card balance? If you are, that means you are paying back what you borrowed, plus interest. A good plan is to pay as much extra as you can on your highest-interest debt first, and then move on to your second-highest interest debt, and so on. You might also consider getting a personal loan to consolidate your debt into one, low-rate monthly payment.
- **Automate Your Savings, Just Like a Bill.** Most people spend their money first on bills, then on fun, and then on savings. Decide how much you can put into savings and set yourself up with an automated payment. You can set up automatic transfers to a savings account, or you can even set up your direct-deposit to put a portion of your paycheck into savings every payday. Begin with an amount you can afford to put into savings, and take a look at your big-picture plan to set your savings goals in the long term.

Setting milestones and realistic goals will help encourage you to continue with your efforts towards financial wellness.

- **Build Your Emergency Fund.** An emergency savings fund can make a life setback a lot easier to handle. A general rule of thumb is to set aside three months' worth of living expenses in your emergency fund. This buys you some time, if something does happen, to be able to make adjustments, replace lost income by finding another job, or to find a financing or credit/borrowing option with interest rates and terms that work for you.

Remember that you don't need to set aside three months' expenses at once. Start with what you can. It's most important to get into the habit of prioritizing your savings and to begin making progress.

Let's Make a Plan Together

Looking for additional ways to save money? Developing a spending plan to meet your goals is a great way to start. GreenPath's professional, caring financial coaches can work with you to create one. GreenPath also offers free debt and credit counseling. Ring in the New Year, and then give them a ring! The call is free and confidential.

Contact our partners at GreenPath
Financial Wellness at **877.337.3399** or
visit www.bayfed.com/greenpath

Climb the Ladder to Savings

If you are looking for long-term rates but short-term access to your funds, consider the banking secret of certificate laddering. Share certificates secure your funds for a set amount of time to provide higher dividends than a savings account.

A certificate "ladder" uses multiple long-term certificates opened at regular intervals with varying maturity dates, so that you have access to your savings on a regular basis as each certificate matures. A ladder's objective is to secure the best rates possible while ensuring that you frequently have access to a portion of your savings. In a rising-rate environment, this also allows you to lock in a higher rate if you chose to reinvest your certificates as they mature.

If you are interested in this type of investment, we can help! We offer share certificates at competitive rates at a variety of terms, and our Financial Service Officers would be happy to advise you. Visit one of our local branches, open a certificate through BayFedOnline or the BayFed Mobile app, or call **831.479.6000** or **888.BAYFED**, option 3 to get started!

We Have the Perfect Card For You!



Have the power of low rates and great benefits in your pocket with a Bay Federal Visa Credit Card!

Apply today at
www.bayfed.com

Community Support

Events, Accomplishments, Announcements, and More!

Events Calendar

Supporting Local Organizations

United Way of Santa Cruz County

Bay Federal United Way Drive

The United Way shares our values of volunteerism and charity in our community through dozens of organizations. Join Bay Federal employees during our fundraising drive in January by making a donation at www.unitedwaysc.org.

Information at unitedwaysc.org



Meals on Wheels

15th Annual Coin Drive

March 1 to 31
Bay Federal Branches

Make a donation of any amount when you visit your local Bay Federal branch, or online at their website, to help provide nutritious meals to seniors and disabled residents of Santa Cruz County.

Information at communitybridges.org



Meals on Wheels
FOR SANTA CRUZ COUNTY
COMMUNITY BRIDGES
PUENTES DE LA COMUNIDAD

CASA of Santa Cruz County

Stuffed Animal Drive

February 1 to 28
Bay Federal Branches



Bring a new stuffed animal in to donate to CASA of Santa Cruz County! Court Appointed Special Advocates is collecting stuffed animals to provide emotional support and comfort to children in the court system. Visit the CASA website to learn how to donate.

Information at casaofsantacruz.org

**Bay Federal's
Annual Scholarship Contest**

Win \$1,500 for School!

**Application deadline is
Friday, March 17**

Winners will be announced on April 28, 2023

www.bayfed.com/scholarship





**Send money with
Zelle® right from the
BayFed Mobile app!**

Coming Soon!




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HOLIDAY OBSERVANCES & BRANCH CLOSURES

January 16 Martin Luther King, Jr. Day	February 25 Branches Closing at 1PM for Staff Event
February 20 President's Day	

CONTACT INFORMATION

Mailing Address
3333 Clares Street, Capitola, CA, 95010

Membership Services
831.479.6000 or 888.4BAYFED

Website and Online Banking
www.bayfed.com

Email
info@bayfed.com

LOCATIONS

Aptos Branch 48 Rancho Del Mar	Salinas Branch 1524 N. Main Street
Capitola Branch 3333 Clares Street	Santa Cruz Branch 420 River Street
Freedom Branch 2028 Freedom Boulevard	Scotts Valley Branch 255 Mt. Hermon Road

Watsonville Branch
1481 Main Street

BUSINESS HOURS

Monday, Tuesday, and Thursday

Lobby and Phone Hours: 9 AM-5 PM

Wednesday

Lobby and Phone Hours: 10 AM-5 PM

Friday

Lobby and Phone Hours: 9 AM-6 PM

Saturday

Lobby and Phone Hours: 9 AM-3 PM

BOARD OF DIRECTORS

Chairperson: **Taylor Bateman**
 Vice Chairperson: **Piret Harmon**
 Treasurer: **Jessica Dixon**
 Secretary: **Jordan Ciliberto**
 Directors: **Kathleen Lawler Bodmer**
Sheila Joyce Kellerman
Michael Leung
Dennis Osmer
Jim Phillips
 Associate Directors: **Keisha Browder**
Brett Karleen
ileana Ortega Brunetti
 Directors Emeriti: **Bob Bugalski**
H. Duane Smith
 President and CEO: **Carrie L. Birkhofer**

SUPERVISORY COMMITTEE

Chairperson: **Michelle Berridge**
 Members: **Pat Pfremer**
Suzanne Shaug
Barbara Callahan
Richard Mills
 Associate Members: **Guillermo Cervantes**
Shawfeng Dong
Alexander Wright

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Making a real difference