



# AFFN NEWS

Spring 2004

Armed Forces Financial Network, Suite 915, 5201 W. Kennedy Boulevard, Tampa, FL 33609

## AFFN Regional Meetings Kick-Off 2004

AFFN Regional Meetings were held last month across the United States in five strategic cities. Nearly 100 people attended these briefings, representing over 50 organizations participating in and supporting AFFN. Executive leadership representing AFFN, AMBA, and DCUC, along with AFFN's new switch processing partner, Fifth Third Bank Processing Solutions (FTPS), briefed AFFN participants. There were great exchanges of dialog, information, and networking among the organizations in attendance.



**Hampton Roads Well Represented** (from left to right): Barbara Elvington, SVP, Langley FCU; Ann Johnson, AVP, Langley FCU; Jean Yokum, President & CEO, Langley FCU, DCUC & AFFN Boards of Directors; Michael Guida, President & CEO, Fort Monroe CU, Inc., VACUL Board of Directors.

AFFN, AMBA, DCUC, and FTPS would like to extend our sincere gratitude to our friends and colleagues who greeted us with friendship and hospitality.

After receiving overwhelming response from the participants in attendance, AFFN is committed to hosting Regional Meetings in 2005.



**ABNB Has Virginia Beach Covered** (from left to right): Clinton (Clint) S. Lucas, VP, Fifth Third Bank Processing Solutions; Robert E. Morgan, Boards of Directors, ABNB FCU, DCUC & AFFN; and Catherine Heidlebaugh, VP, ABNB FCU.

## AFFN Salutes AMBA/AFFN Banks

For the third consecutive year, **Fifth Third Bancorp** has earned the top spot in Fortune magazine's annual ranking of the "Most Admired Companies in America." Fifth Third was once again #1 in the Superregional Bank category for its strength in eight key areas: innovation, employee talent, social responsibility, financial soundness, long-term investment value, use of corporate assets, quality of management, and quality of products and services. Also earning recognition in the top ten Superregional Bank category were **SouthTrust**, **BB&T**, and **KeyCorp**.



On behalf of all AFFN participants we would like to extend our CONGRATULATIONS and salute each organization for a job well done!

**AFFN NEWS** is a publication of the  
**ARMED FORCES FINANCIAL NETWORK**

Financial institutions who wish to serve the military community have found the Armed Forces Financial Network (AFFN) to be a valuable corollary to their other financial services.

AFFN was formed in 1985 at the request of the U.S. Army in support of the "Surepay" direct deposit system, to provide U.S. Military personnel (active, reserve, dependents, and retired) with access to their funds through ATM and POS terminals at or near U.S. Military bases worldwide.

### **AFFN'S MISSION**

To provide quality products and services for participating financial institutions serving the U.S. Military Community worldwide.

**Armed Forces Financial Network**  
**5201 West Kennedy Blvd., Suite 915**  
**Tampa, Florida 33609**  
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**Fax: (813) 870-2177**  
**E-Mail: [affn@affn.org](mailto:affn@affn.org)**  
**Web Site: [www.affn.org](http://www.affn.org)**

### **PARTICIPANT BOARD MEMBERS**

- ® Gordon A. Simmons, President/CEO  
Service Credit Union (NH)
  - + Robert E. Morgan, Treasurer, Board of  
Directors, ABNB FCU (VA)
  - Jean M. Yokum, President/CEO  
Langley FCU (VA)
  - Don Giles, President/CEO  
Armed Forces Bank, N.A. (KS)
  - Scott Mullen, President  
Bank of America, Military Bank (TX)
  - George Wm. Miller, III, Vice Chairman  
5 Star Bank (VA)
  - \* Roland A. Arteaga, President/CEO  
DCUC (DC)
  - \* Henry W. Neill, Jr., Executive Vice  
President, AMBA (VA)
  - \* Ex-Officio Board Member
- ® Denotes current AFFN Chairman  
+ Denotes current AFFN Vice Chairman

### **AFFN STAFF**

David O. Weber, President/CEO  
Larry Borden, EVP, Marketing  
John Broda, EVP, Sales  
Henry W. Neill, Jr., Secretary  
Roland A. Arteaga, Treasurer  
Karin DeNisco, Assistant Treasurer and  
Corporate Assistant Secretary  
Ann Morsch, Senior Account Executive  
Lois Lichte, Network Coordinator  
Beverly Griffiths, Administrative Assistant  
Bridget R. Anderson, Editor

# Letter from the President

As the Network approaches its twentieth year of service to AMBA and DCUC participants and your organization's customers/members, we remain committed to our mission – **"To provide quality products and services for participating financial institutions serving the U.S. Military Community worldwide."**



After recently visiting with participants in Virginia, Florida, Texas, California, and Hawaii, I was reminded that our Network's success and longevity are no mistake or fluke. Our success is owed to the special men and women who serve... Serve as dedicated employees of AMBA banks and DCUC credit unions... Serve as soldiers, airmen, marines, and sailors.... Serve as military and civilian consumers. AFFN is a success because we work with and serve a very special and unique market – the U.S. Military Community worldwide.

Many of our participants have been serving the needs of those we serve – in excess of 30, 40, and even 50 years! Our military banks and defense credit unions have remained loyal and committed, invested years of training and education, founded community outreach programs, volunteered, and remained focused on a unique goal – to provide service to our Military Community.

Together, we face many challenges serving our unique constituencies – extended deployments, reservist deployments, the consequences of casualties and deaths, BRAC, and Transformation, to name a few. AFFN will remain true to our mission because of your organization's commitment to our partnership and, most importantly, to the military and civilian customers we serve day in and day out, 24x7, 365 days a year.

We are working diligently on the AFFN switch migration project, expanding acceptance and participants on a global scale, investigating new products and service offerings, and working with AMBA/DCUC/Military Liaisons to identify unique opportunities, to highlight just a few initiatives.

I look forward to providing updates in the weeks, months, and year ahead. In the meantime, if you have any suggestions or concerns, please email me at [affn@affn.org](mailto:affn@affn.org)



*David O. Weber*  
*President and CEO*

## **Contact Us Today!**

Have a change of address? Organizational name change? New person on staff? Or perhaps there is someone else on your staff who should be receiving our newsletter, *AFFN News*. Please submit changes or additions to [affn@affn.org](mailto:affn@affn.org) so we can keep you up-to-date on AFFN network news.

# In Memory

## **Lou De Carlo** **President, CEO** **Pacific Marine Credit Union**



Lou De Carlo served as the President/CEO of the Pacific Marine Credit Union for more than 29 years. Prior to joining the credit union, he served as an officer in the United States Marine Corps with tours of duty within the continental limits of the United States, in Korea and Vietnam. During his years in the Marine Corps, he acquired a

master's degree in business from Southwestern University in Washington, DC. He also completed 12 years of volunteer service with WesCorp, the largest corporate credit union, as a member of the Supervisory Committee and the financial officer on the Board of Directors. He was a former delegate of the California Credit Union League and has participated in several committees of that League. For two years he held a position on the Board and Audit Committee of the Financial Service Centers Cooperative, and also on the Board of CU Cooperative Systems, Inc. He served on the board of CU Mortgage Corp. for four years and was Chairman for the last three years of his term. When they were purchased by CUNA Mutual Mortgage Corp. in 1998, he served on that Board for over 3 years. He was currently serving on the Board of Directors of the Defense Credit Union Council.

While serving on the DCUC Board, Lou and his credit union became loyal supporters of AFFN. Pacific Marine Credit Union employees served as credit union industry experts on several AFFN Board Committees over the years.

The AFFN organization mourns the passing of Lou and extends our heart felt condolences to his family, credit union family, and many friends.



## Participants In The News!

### **AllSouth Federal Credit Union**

Columbia, SC [www.allsouth.org]

Formerly Fort Jackson Federal Credit Union, AllSouth is a \$350 million financial institution serving more than 91,000 members worldwide.

### **BB&T and The Sunshine State**

Winston-Salem, NC [www.bbandt.com]

"Although we are relatively new to Florida, through the first nine months of 2003, BB&T has provided aggregate loans in excess of \$66,000,000 to help more than 500 military families realize their dream of owning their own home (an average of over \$132,000 per family)! As we continue to grow and expand our presence in the Sunshine State, we remain totally committed to assisting military personal and their families successfully find the right economic solutions by providing the right products and services and helping them plan for a financially secure future." Rip Howard, Regional President, BB&T Florida Region.

He continued by adding, "BB&T is a 131-year-old financial institution that is extremely proud of our long history of providing high quality financial products, service and advice to this nation's military personal and their families stationed at various bases throughout the Southeastern United States – from Maryland to Florida."

### **Langley FCU Joins the Billion Dollar Club**

Newport News, VA [www.langleyfcu.org]

On January 31, 2004, under the leadership of Jean M. Yokum, Langley Federal Credit Union officially crossed the billion dollar asset mark. Less than 100 credit unions nationwide have been able to achieve this milestone. Since being appointed to her current position as President/CEO in 1979, Jean Yokum has coordinated the growth of LFCU from \$76 million to over one billion dollars in assets. Over the last five years, LFCU assets have grown an average of 9.36% per year with 2003 showing the largest jump at 15.5%.

"It has been an exciting time at Langley Federal Credit Union. We've allocated significant resources to make sure that LFCU is providing the world-class service our members deserve. I think it's because of this commitment to excellence that our numbers continue to rise," stated Mrs. Yokum.

### **North Island Credit Union**

San Diego, CA [www.myisland.com]

Formerly the North Island Financial Federal Credit Union, North Island currently serves more than 130,000 members from 11 branch locations throughout San Diego County, and ranks as the 46th largest credit union in the nation and the 10th largest in California with \$1.2 billion in assets.

### **Pacific Marine Credit Union**

Camp Pendleton, CA [www.pmcu.com]

Mr. David L. Davis has been appointed President & CEO. Mr. Davis has been with the credit union since 1989, most recently serving as Executive Vice President, prior to his new appointment. He is an experienced credit union executive with over 25 years of industry experience and is also a United States Navy veteran.

### **Pentagon Federal Credit Union**

Alexandria, VA [www.penfed.org]

Pentagon Federal Credit Union reached \$6 billion in assets at the end of December 2003 through record growth contributed to its highly efficient operating strategy. Pentagon Federal Credit Union's operating strategy allows the credit union to provide superior pricing to its members while maintaining strong capital reserves.



## Welcome New Participants



### **First Financial Bank**

Englewood, Colorado

### **maryland bank & trust company, n.a.**

Waldorf, Maryland

### **Warren FCU**

Cheyenne, WY

### **Nationwide Money Services**

1,000 ATMs located in strategic retailers such as Food Lion, Kash n' Karry, Miller Mart, etc.

## Welcome New Retailers

### **RETAILER**

Cellular South

eatZi's Market and Bakery

### **WEB SITE ADDRESS**

[www.cellularsouth.com](http://www.cellularsouth.com)

[www.eatzis.com](http://www.eatzis.com)

# FTPS Expands AFFN Support Team

AFFN is pleased to announce that FTPS has appointed a senior relationship manager to the AFFN/FTPS Support Team. Effective immediately, Ms. Amanda Komperda will assume the AFFN Relationship Manager position, reporting to Sonia Ahluwalia Sonecha, FTPS' National Regional Manager.

We welcome Amanda, and look forward to working with her and her team to better serve AFFN participants.

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### **Amanda R. Komperda, Relationship Manager**

**E-Mail:** [Amanda.komperda@53.com](mailto:Amanda.komperda@53.com) • **Tel:** 847-871-6044

### **Mailing Address:**

Fifth Third Bank Processing Solutions  
1701 Golf Road, MD GRLM6A, Rolling Meadows, IL 60008



## **A SPECIAL MESSAGE FROM AFFN'S PRESIDENT/CEO**



### **THE ARMED FORCES FINANCIAL NETWORK ANNOUNCES CHARITABLE FUNDS MATCHING GRANT PROGRAM**

*As AFFN's President/CEO, I am pleased to announce that the AFFN Board of Directors has authorized a charitable matching funds grant program for 2004. In addition to AFFN's donations made on behalf of all participants to national military charitable foundations, this program has been designed to allow AFFN participants the opportunity to increase the charitable support your organization provides to our military community at the local level.*

*The program will allow a maximum matching grant up to \$1,500.00 per participant. Funds for this program are limited. Therefore, we request only one application per AFFN participant. Funds will be dispersed (once qualified and approved) on a first come, first served basis.*

*I would encourage your organization to participate in this program so we can continue to take care of those within our military community who so desperately need our assistance.*

David O. Weber  
President and CEO



Photos Courtesy of Department of Defense (Released).



# CHARITABLE FUNDS MATCHING GRANT PROGRAM APPLICATION

AFFN Participant Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Telephone Number: \_\_\_\_\_

Fax Number: \_\_\_\_\_

Web Site Address: \_\_\_\_\_

President/CEO: \_\_\_\_\_

Marketing/Public Relations Contact: \_\_\_\_\_

Matching Funds Request: \_\_\_\_\_

Program Description/Overview: (Please feel free to attach supporting documentation)

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Community Served/Beneficiary:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Submitted By \_\_\_\_\_

Name/Title/E-mail Address

Your President/CEO Authorization \_\_\_\_\_

*Please return completed application to AFFN, PO Box 659, Boonton, NJ 07005-0659.*

*Should you have any questions, please contact John Broda – John.Broda@AFFN.org, or 973-257-1216.*

For Internal Use Only:

Received on:       Reviewed on:       Processed:       Participant Notified:

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