

CEO UPDATE

Dear Member

Thank you and New Year greetings

On behalf of us all here at Dubco I wish to take this opportunity to thank you for your continued support and now that another Christmas has flown by may we wish you all a happy, healthy and prosperous 2017 and beyond.

Proposed mergers with Staff of MOPI Credit Union Limited ('MOPI') and Co-Co Credit Union Limited ('Co-Co')

At a historic Dubco AGM on 24th November last there was overwhelming support from members for Dubco joining up with MOPI and Co-Co Credit Unions. By way of background, MOPI was formed out of Superquinn and Co-Co was formed out of Cadburys. These Credit Unions also overwhelmingly supported the proposed mergers at their AGMs. I think it is fair to say that some of their members felt a sense of sadness that they would no longer be a stand alone Credit Union, but also a sense of optimism that with Dubco we will all be stronger together. We hope to complete the merger with MOPI in January and with Co-Co in March.

Dubco's answer to the PCP car dealership loan – our new '007 Car Deal'

We feel that PCP loans are not fully understood and there are numerous conditions in them that borrowers appear to be unclear about. We are therefore very pleased to announce the introduction of a new 7 year car loan product (which we call the 007 Car Deal – 0 balloon, 0 deposit and a 7 year term) that we believe is a real alternative to PCP deals. The advert below illustrates clearly to you the advantages of this loan.

THE DUBCO 007 CAR DEAL

6.97% (7.20% APR¹)

0 Balloon - 0 Deposit - 7 Year Term

A real alternative to PCP deals

Car Type	Nissan Juke XE - €19,995	
	Dubco	Dealer
Monthly repayment	€301.49 ²	€382.96
Deposit required ³	€0	€2,000
Balloon payment required ³	€0	€5,682.15
APR ¹	7.20%	4.00%
Ownership of the car	YES	NO
Free insurance up to €75,000 ⁴	YES	NO
First 6 months car tax free ⁵	YES	NO
Potential cash discount from a garage ⁶	YES	NO
Qualify for an interest rebate	YES	NO
Potential penalties for wear & tear	NO	YES
Potential penalties for too much mileage	NO	YES

¹The Annual Percentage Rate (APR) included is based on the example given.

²Total cost of credit: €5,421.39. Total repayment: €25,416.39.

³Deposits & balloon payments may be even higher. ⁴Subject to Dubco T&C's available from the office.

⁵Subject to a maximum of €300.

⁶Subject to the discretion of the garage.

Please note, all loans are subject to underwriting criteria and certain terms and conditions.

All PCP rates are correct as of 12th December 2016.

NEED A CAR LOAN? DESTINATION DUBCO!

Special 5 Year Car Loan Rate 5.97% (6.14% APR*)
Available January, April, July & October

The benefits to borrowing with Dubco:

- You own the car
- No finance company
- No hidden charges
- No early repayment penalties
- No surprise balloon payments at the end

Plus we'll have a free Dubco umbrella waiting for you!

*The APR included is an example only based on a €1,000 loan over a period of 12 monthly repayments. All loans are subject to certain terms and conditions and underwriting criteria.

Don't forget, the 5 year Special Car Loan rate continues to be available during the months of January, April, July and October 2017.

Secured lending

Our secured lending product is proving to be very popular with members. Please see the advert on the back page. In any event, please feel free to ring us for further information. It may be the best fixed interest rate product available today in the market for the given terms so it could be very good for you and for Dubco.

AGM related

Congratulations to Kieran Kavanagh, Seamus Lea and Mark Wynne who were all re-elected to the Board of Directors and continue to serve along with Sean Casey (Chair), Michelle Henshaw (Vice Chair), Monica Murphy (Secretary), Finbarr Maguire, Sheila Hennessy and Michael O'Brien. Congratulations to Gerry Macken who was re-elected to the Board Oversight Committee serving along with Colin Gorman and William Harnett.

A dividend of 0.25% and an interest rebate to borrowers of 5% were also approved.

Michael Ahern, CEO



WINNERS CORNER

Prizes	October	November	December
€15,000	Clive Lawless	Henry Greene	Elizabeth Mary Hearst
€3,000	Noreen McNally	John McGlynn	David Kinsella
€1,000	Joseph Fitzpatrick Thomas Keating Michael Curedale Jason Stephen Roche Robert Farrell John Molphy Clive Bermingham Diarmuid Kiernan	Yvonne Murphy Rebecca Ward Connor Brennan Janet O'Callaghan Fintan Bloomer Michael Davis Anthony Walsh Ruth Millar	Louise Heffernan James Reilly Ronnie O'Dowd Stephen Shiels Donal Brennan Brendan Ward James McGrane Patrick Foran
€500	John Ansley Derek Crosby Rory O'Byrne Nathan Vance Thomas Fenelon Philomena Donnellan	Niall Bergin Colette Brennan Ciara McDermot Betty Kenna Liam O'Brien Anthony Marshall	Margaret Byrne Robert Doyle Paddy Farrell Wayne Quirke Patrick & Ann Dodrill Colm O'Kelly



12 DAYS OF CHRISTMAS

Prize	Winners
€1,000	Karl Wilson, Lorna Ni Bhroin, John Gilmore, David Lawlor, Andrew Campbell, Kevin O'Reilly, Martin Regan, Cathal Crilly, Thomas Harte, Esther Nugent, Eileen Lawlor, Gavin Smith

MATTHEW DAWSON BURSARY

Winner	Studying
Richard English	Marketing, Institute of Technology Tallaght
Stephen Morris	Sports Science & Health, Institute of Technology Tallaght

AML DOCUMENTS RETURNED DRAW

Prize	Winners
€25 One4all Voucher	John McMahon (Oct), Elizabeth Byrne (Nov), David Fogarty (Dec)

2017 SITE VISITS

We'll be visiting work locations again this year to help with membership applications, online access, loan applications and any general questions you may have. So far we have scheduled the following locations over the first quarter:

Venue	Date	Time
The Canteen, DCC Civic Offices	Each Payday	9:30 – 11:30
DCC Ballymore Eustace	19 Jan 2017	11:00 – 13:00
DIT Grangegorman	27 Jan 2017	10:00 – 11:30
DCC Finglas Office	03 Feb 2017	11:00 – 13:00
DCC Cabra Office	17 Feb 2017	11:00 – 13:00
DCC Santry	24 Feb 2017	8:00 – 10:00
DCC Cherry Orchard	08 Mar 2017	8:00 – 10:00
DCC Davitt Road	14 Mar 2017	10:00 – 12:00
Housing & Residential Services, DCC Civic Offices	04 Apr 2017	11:00 – 13:00

If you would like to arrange for us to visit your office, please contact Jane Corscadden (01 887 0421 or jane.corscadden@dubco.ie) or Dean Ladrigan (01 887 0438 or dean.ladrigan@dubco.ie) to arrange a suitable date and time.

MEMBER NOMINATIONS / NOMINEES



A nomination is an instruction by a Credit Union member that sets out who they wish to receive any funds in their account upon their death. This person is called a nominee. There is a €23,000 limit to the amount a nominee can receive in this way. Each member chooses a nominee when they first join Dubco.

- A member can have more than one nominee. For example they may choose 3 of their children.
- A nominee does not have to be a next of kin.
- A nomination is separate to your Will. Your Will has no effect on who you have chosen as your nominee.

When do I need to update my nomination?

- If you joined Dubco before you turned 16.
- If you have gotten married since joining Dubco, as marriage revokes any nominee and your spouse automatically becomes the new nominee.
- If your personal circumstances have changed, for example separation or divorce.

A specified amount less than €23,000 may be left to your chosen nominee with any remaining balance in excess of this amount forming part of your estate.

MEMBER STORY

I would like to thank Dubco for your generous donation of €500 towards the Capuchin Day Centre. My local gym organised a homeless soup run on December 14th. At 9pm we took to the streets of Dublin city centre with our bags fully stocked with soup, tea, coffee, sandwiches and most importantly fresh warm clothing and helped those in need. In total we walked for 3 hours in 2 large groups. This was my first time doing anything like this and it was a real eye opener. The smiles of appreciation on their faces when we handed them a pair of socks was something I will never forget. We heard so many stories of hardship that would break your heart: young men and women as young as 16 who have spent their teenage lives out there on the streets. This project is something I will definitely be involved in again. It made me realise how we really do take the little things for granted.

As well as donations from local businesses like Dubco, we used sponsorship cards and raised funds amongst our family and friends. All money that was raised was given directly to Brother Kevin of the Capuchin Day Centre. His amazing work in the centre provides the homeless and less fortunate with hot meals and warm showers. The centre receives very little from the government so relies on donations from projects like this one to keep the place going so thank you again for your support.

Yours truly,

Catherine McManus



DUBCO BUDGET PLAN

– TAKE THE STRESS OUT OF BUDGETING

Budgeting allows you to spread the cost of your bills over a year, ensuring you will have enough money for the things you need and for the things you want. It also:

- Gives you a breakdown of what you are actually spending
- Gives you control over your money
- Helps you organise your spending and savings
- Enables you to save for expected and unexpected costs
- Takes the stress out of paying bills

Here's an example of how the Budget Plan can help spread the cost of your bills.

Annual bills:

Electricity	€1,800.00
Gas	€960.00
Club Membership	€1,440.00
Car Insurance	€500.00
Total bills for 2017	€4,700.00
Total weekly payment	€90.38



If there isn't enough money in the Budget account to cover all your bills an overdraft* facility may be available. The overdraft must clear to zero on a regular basis.

Contact Ann Behan on 01 887 0419 or ann.behan@dubco.ie or Caroline Wilkinson on 01 887 0416 or caroline.wilkinson@dubco.ie for further information.

*Terms and Conditions apply and are available from our office.

2017 ANNUAL CHARITIES

Send us your suggestions

As in previous years we're inviting member suggestions for recipients of our Annual Charity Fund, so engage with us on Facebook and Twitter or contact the office and let us know what you think! The Membership Committee will approve the allocation of **€10,000 Annual Charity Fund** at their February meeting.

At Dubco we help you meet your own financial goals while supporting local organisations that help make your community a better place.



LOAN RATES

Our current personal loan interest rates charged, based on repayment term, purpose and/or amount, are variable and are summarised as follows:

Interest Rate	APR ¹	Loan Type
2.97%	3.01%	IT equipment (education related) loans to a maximum of €1,000 subject to special terms & conditions
3.97%	4.04%	Fixed 10 - Secured lending with repayment terms up to 10 years
4.47%	4.56%	Fixed 15 - Secured lending with repayment terms up to 15 years
4.97%	5.08%	Family Education Loans
4.97%	5.08%	Personal Loans covered by member share balance
5.97%	6.14%	Special Car Loan available January, April, July & October subject to terms & conditions
6.97%	7.20%	007 Car Deal – 0 Deposit – 0 Balloon – 7 Year Term NEW
6.99%	7.22%	Personal Loans with repayment term less than or equal to one year House Purchase / Mortgage Redemption Loans / Secured by Legal Charge Loans including Bridging Finance Educational Loans Home Improvement Loans for amounts greater than or equal to €20,000 and with repayment terms of less than 10 years
7.99%	8.29%	Personal Loans with repayment terms of more than one year and up to three years
8.49%	8.83%	Personal Loans with repayment terms of between three and five years
8.99%	9.37%	Personal Loans with repayment terms of more than five years

SECURED FIXED INTEREST LOAN ON YOUR HOME

for your peace of mind

Consider switching your remaining mortgage to Dubco today.

- Loan repayments will never increase
- Eligible for any interest rebates declared
- We pay your valuation fee
- We contribute €700 towards your legal fees - CASHBACK
- Loans up to €200,000 net
- No penalties for early repayment

Interest Rate	APR*	Loan Type
3.97%	4.04%	Fixed 10 - Secured Lending with repayment terms up to 10 years
4.47%	4.56%	Fixed 15 - Secured Lending with repayment terms up to 15 years

*The Annual Percentage Rate (APR) included is an example only. All loans are subject to underwriting criteria and certain terms and conditions.

DUBCO INSURANCE SERVICES

Life Savings Insurance

- This is a death benefit
- Maximum €13,000
- Provided free by Dubco for its members
- Cover depends on the age the funds were saved:
 - 6m to 54 years – cover = €1.00 per €1.00 saved
 - 55 to 59 years – cover = €0.75 per €1.00 saved
 - 60 to 64 years – cover = €0.50 per €1.00 saved
 - 65 to 70 years – cover = €0.25 per €1.00 saved
- Contact Dubco on 01 887 0400 for full T&C's

Loan Protection Insurance

- Loan balance is repaid in full upon death
- No obligation on dependants to repay outstanding loan balance
- Provided free by Dubco for its members
- Subject to pre-existing condition limitation²
- Maximum cover depends on age:
 - < 69 - €75,000
 - 70 to 79 - €30,000
 - 80 and over - cover ceases
- Contact Dubco on 01 887 0400 for full T&C's

Death Benefit Insurance (DBI) Scheme

- May be used to offset bereavement expenses
- Premium of €3.00 per month paid by members
- Benefit is determined annually – currently €3,050
- Contact Dubco on 01 887 0400 for full T&C's

Health Insurance³ BuyHealthInsurance.ie

- Contact BuyHealthInsurance.ie on 01 484 5122
- Email info@BuyHealthInsurance.ie
- Visit www.BuyHealthInsurance.ie/dubco for detailed comparisons and quotes
- **Don't forget to mention Dubco!**

Travel Insurance

- Comprehensive Worldwide Annual - Multi-trip
- Covers you, your spouse/ partner & children (*unmarried under 18 years or in full time education under 23*)
- Aged 18 – 69 contact Dubco on 01 887 0400 for a quote
- Aged 70+ contact KennCo on 01 499 4607 for a quote



Car Insurance³



- No administration charges
- Members qualify for a 10% discount **so don't forget to mention Dubco!**
- Contact AXA at 1890 600 600 or call into your local branch.

Home & Contents Insurance



- In association with Allianz
- Contact Dubco at 01 887 0400
- Email info@dubco.ie

¹The Annual Percentage Rate (APR) included is an example only; all APR examples are based on a €1,000 loan over a period of 12 monthly repayments. All loans are subject to certain terms and conditions and underwriting criteria.

²Pre-Existing Condition Limitation (PCL) - If a member dies within 6 months of drawing down a loan, and had been diagnosed or was being treated for a medical condition within the 6 months prior to the loan draw down, no loan protection insurance will be paid. This only applies if the member actually dies of the condition diagnosed and only applies to the amount drawn down in the pre condition period. With respect to savings, lodgements made in the 6 months prior to the member's death are not insured if a pre-existing condition applies.

³Dubco does not advise on and is not involved in the sale of these insurance policies and will not accept any liability for decisions made by members in this regard.