



## Quarterly News Resource of the Census Federal Credit Union

SUMMER 2013

### 0% Financing Too Good To Be True? Why credit union financing is best!

If you're looking for a new car, you might want to steer clear of dealer ads that promote "0% Financing" — basically a ploy to get you into the dealership to buy. Here's the scoop: 0% financing is for people who have near-perfect credit AND/OR who pay full retail price, or MSRP. These spectacular offers are usually available only on certain models and for shorter terms. Then, if you're lucky enough to qualify for 0%, you probably won't be eligible for any manufacturer's rebates. It's usually one or the other ... not both.

The general rule of thumb is to take the savings up front, because if you sell or trade-in the car before the term is up, then you haven't really maximized the full 0% savings. So, essentially you've traded your bargaining power for a full-priced car, that you may or may not keep until term.

**Still not sure? The easiest way to decide which is the better deal for you is to do the math!**

Let's say you are purchasing a \$30,000 car; here's what the numbers would look like:

#### Zero-Percent Financing

If you put down \$3,000 (10% of the cost) and borrow \$27,000 with 0% financing, you will pay \$750 a month for 36 months or \$375 with 72 months.

#### Rebate

If you do the same thing as above, and put down 10%, and then apply a rebate of \$3,000 you are left with \$24,000 to borrow. Financing \$24,000 with a rate of 2.00% (instead of 0% your payment) is \$687 a month for 36 months, or \$354 over 72 months.

Our advice is: Bargain with the dealer, then head to the credit union for flexible financing with competitive rates. For most, the rebate offers better value for most car buyers. For more information, contact us!



### Make Your Deal a Steal with HOT NEW RATES for Summertime Autos!

New car rates are at an all-time low! If you're in need of new transportation, take advantage of great dealer pricing along with CFCU's NEW low rates to make that dream car yours today! Get your loan preapproval to make your purchase quick and efficient, or just call or come by and speak to a loan officer. *(This offer is for new purchases and refinances from other institutions. No current CFCU financed vehicles are eligible.)*

Now thru September 30, 2013 we've lowered our rates across the board by .50%! This may be just the incentive you need to make the move towards your next set of wheels!

#### NEW Automobiles

Annual Percentage Rate	Term
2.00%	3 Year
2.25%	4 Year
2.50%	5 Year

#### USED Automobiles

(Model years 2010-2013)

Annual Percentage Rate	Term
3.75%	3 Year
4.00%	4 Year
4.25%	5 Year

### Re-boot Your Computer with CFCU Home Banking and BillPayer!

This FREE service offers you instant online account access. Enjoy 24/7 account access without having to leave your home or office, PLUS you can say goodbye to waiting in teller lines. Home Banking makes doing the following transactions a snap!

- Review account histories and checking account balances
- Cleared check inquiries

- Transfer funds to and from your accounts

- Make a withdrawal and have a check sent right to your address on file
- Place a Stop Payment order on a draft
- Sign up for online BillPayer
- And much more!



Visit our website at [www.censusfcu.com](http://www.censusfcu.com) to print an application, or stop by our office.

CHECK OUT OUR WEBSITE: [www.censusfcu.com](http://www.censusfcu.com)

# How to Handle Debit Card Fraud

Losing or having your debit card stolen can significantly complicate your personal finances. Swiping your debit card for a purchase deducts funds directly from your bank account. If someone steals your card or gains access to your card number, this person can potentially deplete funds from your bank account. This can result in overdraft fees and bounced checks. It's important to act fast if you suspect debit card fraud.



- 1.** Call Member Service to report problems. Check your account daily to ensure the accuracy and legitimacy of transactions. Notify us immediately if you detect unknown charges on your account. Provide the name of the vendor and the amount of the transaction.
- 2.** Cancel your debit card and request a new one. Debit card numbers do not match account numbers. Canceling the stolen card and receiving a new debit card stops fraudulent activity. We may recommend closing or freezing the account. If keeping your original bank account opened, continue to closely monitor the account.
- 3.** Check Your Credit. Notify creditors and merchants. If you recently wrote checks on your account or have automated withdrawals, contact creditors to submit an alternate payment.
- 4.** Contact the local police. Speak with the financial institution to see if the company will report the crime. If not, file your own police report in the jurisdiction where the crime occurred.

## Annual Meeting June 26th Congratulations to our Newly Elected Board of Directors!

We would like to extend our congratulations to Charles Tyler, Jr. and Jeffrey Barnett who were re-elected by acclamation to the Board of Directors on June 26, 2013.

### Holiday Closings

**Independence Day —**  
Thursday, July 4

**Labor Day —**  
Monday, September 2



4600 Silver Hill Road, Room 1K250  
Washington, DC 20233

For loan payments and member correspondence, please use mailing address:

P.O. Box 733, Suitland, MD 20752  
301-763-0287 • 1-800-343-6788  
Fax: 301-735-8367

Internet: [www.censusfcu.com](http://www.censusfcu.com)



Federally Insured by NCUA



### SUPERVISORY COMMITTEE

Robert Cleveland, *Chairman*  
James Burton  
Cynthia Hollingsworth  
Jennifer Whitaker

## RATES

Effective July 1, 2013

TERM ANNUAL PERCENTAGE RATE

### SAVINGS

Please contact the credit union at 301-763-0287 or 800-343-6788 or go to [www.censusfcu.com](http://www.censusfcu.com).

### SIGNATURE

2 yrs. . . . . 9.50%  
3 yrs. . . . . 10.50%  
4 yrs. . . . . 11.50%  
5 yrs. . . . . 14.50%

REDICASH . . . . . 16.50%

PREMIER LINE . . . . . 9.00%  
Variable Rate Loan Based on 3% over Wall Street Journal Prime with a 9% floor

### SHARE SECURED

Up to 60 months. . . . . 3.00%

### NEW AUTOS

36 mos., 100% financing . . . . . 2.50%  
48 mos., 100% financing . . . . . 2.75%  
60 mos., 100% financing . . . . . 3.00%  
Add 1% to these rates for 110% financing (incl. tax and tags)

### USED AUTOS (Model Years 2010-2013)

36 months . . . . . 4.25%  
48 months . . . . . 4.50%  
60 months . . . . . 4.75%  
Percentage down does not include tax, tags or extended warranties.

### Model Years 2007-2009

Up to 48 mos., 90% financing . 6.50%

### MOTORCYCLES

New . . . . . 6.75%  
Used . . . . . 7.75%

### BOATS & RVs (NEW)

Up to 10 yrs. . . . . 7.75%

### BOATS & RVs (USED)

Up to 7 yrs. . . . . 9.00%

### CERTIFICATE SECURED

2.0% above face of Certificate (rate rounded up to a full percentage point)

2nd TRUST (FIXED RATE)	<70% LTV	70% LTV	80% LTV
5 yrs. . . . .	5.55%	5.79%	6.24%
10 yrs. . . . .	5.55%	5.99%	6.74%
15 yrs. . . . .	5.55%	6.19%	7.24%

### HOME EQUITY

5 yrs. . . . . 6.00%  
(variable rate tied to Prime)

Rates subject to change without notice.

## BOARD OF DIRECTORS

Duane Cavanaugh . . . *Chairman*  
Gerard Moore . . . . . *Vice Chairman*  
Francis Boucher . . . . *Treasurer*  
Robert Scott . . . . . *Secretary*  
Jeffrey Barnett . . . . . *Director*  
Ross Klinedinst . . . . *Director*  
Charles Tyler, Jr. . . . . *Director*

## MANAGEMENT

Pamela S. Hout . . . . . *President/Chief Executive Officer*

## FINANCIAL FOCUS

Assets	\$64,039,338
Savings	\$53,792,952
Loans	\$17,292,732
Members	6,000