

## 10 Reasons Credit Unions Rule

We came across recently on the MSN Money Smart Spending blog (which originated on its partner blog, Blueprint for Financial Prosperity) that neatly summed up what makes credit unions so special. It included these 10 reasons why everyone should try to find a way to join one and ditch their bank:

1. Better interest rates on loans.
2. Personal loans are more likely.
3. Better interest rates on deposits.
4. Lower fees.
5. Fewer customers, better relationships.
6. Fewer customers, so you're more important.
7. No call centers.
8. You can be involved at a credit union.
9. NCUA insurance.
10. Less profit-driven.

Even though you're already a credit union member, why not share these points the next time you're trying to tell someone how much better off they'd be doing their banking at a credit union instead of a bank? Pass it along! You'll be glad you did!

## Spring Auto Loan Sale!

Good news for those in the market for a new car! If a new car is in your immediate future, during the month of May, we will be reducing all of our new auto rates by ½ percent. With the rebates and price reductions already being offered, you could save thousands! (This offer cannot be combined with any other loan promotion.)

This is a great time to start researching your new vehicle and have all your ducks in a row, so when you're ready to buy, your financing will be in order, your research completed and your best deal in hand.

### Determine How Much You Can Spend

Create a budget. According to most financial planners, a monthly auto payment should be no more than 20% of your gross monthly income. Get your loan pre-approved at the credit union before you shop.

### Research Online

Try not to let your purchase decision be an emotional one. There is an incredible amount of information available on the internet, but we also partner with MVCP and ABCD Buyers Club for the best deals around. You can also check out the United Buyers Service (UBS) book at our office.

### Set Your Price

Figure out the cost for vehicle options and subtract any rebates or incentives currently offered for a new vehicle. Used or Certified Pre-owned vehicles are also a smart option for the value conscious among us. If you have a

trade-in, find out how much it is worth by going on Kelly Blue Book at [www.kbb.com](http://www.kbb.com).

### Negotiate

Negotiate up from invoice, not down from Manufacturer's Suggested Retail Price (MSRP) or "sticker" price on a new vehicle. On a used vehicle, negotiate up from wholesale value, not down from retail value.

### Credit Union Financing Is Usually Your Best Bet

Don't be fooled by 0% or low-interest rate financing. Often, these rates are available to the buyer in lieu of any rebates on the vehicle. It's usually one or the other ... not both. The general rule of thumb is to take the savings up front, because in the event you sell or trade in the car before the term is up, then you haven't really maximized the full 0% savings you thought you were getting up front.

### Test Drive

Don't ever buy a car without taking a test drive (in the vehicle you are planning to purchase), even with a new vehicle! With a used vehicle, we recommend that you request a conditioning report and have your own mechanic inspect the vehicle. Some dealers now call these conditioning reports "certification." A certified used vehicle is usually a little more expensive, but can include a warranty and special financing terms.



## WANTED:

### Supervisory Committee Volunteers

If anyone is interested in serving as a volunteer working for the betterment of the credit union, please contact Pamela Hout at: [phout@censusfcu.com](mailto:phout@censusfcu.com) or call (301) 763-0384.

## CFCU and YOU: Building a Greener America One Car at a Time

In the market for a new car? We'd like to help you out with that decision by providing you with something else to think about: the environment. We all need to do our part to conserve our precious natural resources, and we're doing our part by offering additional incentives to members to choose to finance hybrids or alternative fuel vehicles. Now, through June 30, 2009, you'll enjoy a ½ percent discount on your auto loan rate if you purchase such a vehicle. To help those who have already financed their hybrids elsewhere, we will offer the same reduced rates to refinance those vehicles with us during the promotion period. Refinancing your USED hybrid at new car rates – where else but at your credit union? Contact us today!



# We Now Have a Post Office Box.

Please use the following address when mailing us deposits, loan payments or correspondence:

**Census Federal Credit Union  
P.O. Box 733  
Suitland, MD 20752-0733**

Using this address will ensure faster delivery.

If you have any questions about this address, please call  
**800-343-6788 or 301-763-0287.**

## RATES

Effective April 1, 2009

ANNUAL PERCENTAGE RATE

TERM	ANNUAL PERCENTAGE RATE
<b>SIGNATURE LOANS (Unsecured)</b>	
Up to 3 yrs. ....	10.50%
4 yrs. ....	11.50%
5 yrs. ....	14.50%
<b>REDI-CASH</b> .....	16.50%
<b>BALANCE CONSOLIDATION</b> .....	
	14.50%
<b>PREMIER LINE</b> .....	
Variable Rate Loan	Based on 3% over Wall Street Journal Prime with a 9% floor
<b>SHARE SECURED</b>	
Up to 60 mos. ....	5.00%
<b>NEW AUTO</b>	
36 mos., 100% financing . . . .	4.75%
48 mos., 100% financing . . . .	5.25%
60 mos., 100% financing . . . .	5.75%
72 mos., 100% financing . . . .	7.00%
84 mos., 100% financing . . . .	8.00%
<i>Add 1% to these rates for 110% financing (incl. tax &amp; tags). Finance amt. over \$25,000; terms to 72 months. Finance amt. over \$30,000; terms to 84 months.</i>	
<b>USED AUTO (Model Years 2005-2008)</b>	
36 mos., 100% financing . . . .	6.25%
48 mos., 100% financing . . . .	6.75%
60 mos., 100% financing . . . .	7.00%
72 mos., 100% financing . . . .	7.50%
<i>Percentage down does not include tax, tags or extended warranties.</i>	
<b>USED AUTO (Model Years 2000-2004)</b>	
48 mos., 90% financing . . . . .	7.50%
<b>USED AUTO (Model Years 1997-1999)</b>	
36 mos., 90% financing . . . . .	9.00%
<b>MOTORCYCLES</b>	
New .....	6.75%
Used .....	7.75%
<b>BOATS &amp; RVs (NEW)</b>	
Up to 10 yrs. ....	7.75%
<b>BOATS &amp; RVs (USED)</b>	
Up to 7 yrs. ....	9.00%
<b>CERTIFICATE SECURED</b>	
<i>2.0% above face of Certificate (Rate rounded up to a full percentage point.)</i>	
<b>2nd TRUST (FIXED RATE)</b>	<b>80% LIV</b> <b>90% LIV</b>
5 yrs. ....	6.24% 7.24%
10 yrs. ....	6.74% 7.74%
15 yrs. ....	7.24% 8.24%
<b>HOME EQUITY</b>	
15 yrs. ....	6.00%
<i>(variable rate tied to Prime)</i>	
<b>SAVINGS RATES</b>	
	<b>Dividend Rate</b> <b>Annual Percentage Yield</b>
Share Savings (\$50 & above) .	0.75% 0.75%
Share Draft Checking (\$500 & above) . . . . .	0.25% 0.25%
Share IRA (Variable Rate) . . . .	1.50% 1.51%
Share Plus (\$2,500 & above) .	1.75% 1.77%
<i>Rates subject to change without notice.</i>	



## CFCU to Hold Annual Meeting June 24th

The Census Federal Credit Union cordially invites all members to attend this year's Annual Meeting on June 24th at noon in the auditorium at the Census Bureau Conference Center. Light refreshments will be served at the end of the meeting. Come join the festivities and meet the staff, candidates and Board of Directors!

## Nominations Now Being Accepted for the Board of Directors

Are you interested in becoming a candidate for the Board of Directors? Nominations for the Census Federal Credit Union's Board of Directors will begin on May 7th and run through May 21st.

Members who are interested in submitting their names for the election process may contact Lisa Draper via email at: [lisa.r.draper@census.gov](mailto:lisa.r.draper@census.gov). You may also reach Ms. Draper at (301) 763-7563 if you have questions. However, all nominations must be submitted in writing. There are currently three vacancies on the Board for this election.

## Get to Know Your Board of Directors Candidates!

Do you know your candidates for Board of Directors election? From May 28th through June 24th you can see the candidates' pictures and biographies in our office. Elections will begin when the credit union opens on June 15th and will end on June 19th. Voting will be held in the lobby of the credit union during normal working hours. Results of the election will be announced at the Annual Meeting on June 24th.

## BOARD OF DIRECTORS

Eli Serrano . . . . . *Chairperson*  
Duane Cavanaugh . . *Vice Chairperson*  
William Russell . . . . *Treasurer*  
Francina Kerr . . . . . *Secretary*  
Thomas Berti . . . . . *Director*  
Robert Scott . . . . . *Director*  
Gerard Moore . . . . . *Director*

## MANAGEMENT

Pamela S. Hout . . . . . *President/Chief Executive Officer*  
Pete Oestringer . . . . . *Vice President Lending/Collections*

## FINANCIAL FOCUS

Assets	\$49,768,972
Savings	\$39,590,602
Loans	\$25,924,220
Members	7,000

## Holiday Closings

**Memorial Day—**  
Monday, May 25

**Independence Day (observed)—**  
Friday, July 3



**CENSUS  
FEDERAL CREDIT UNION**

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Washington, DC 20233  
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