



## Quarterly News Resource of the Census Federal Credit Union

JANUARY 2011

# CREDIT SCORE X



## —Ways to Raise It

If you've applied for a loan in the last few years, you probably know that your credit score is now used to determine your interest rate and/or your ability to repay. So, it's very important for you to keep your score healthy. You may even want to raise it a bit. Here's how:

- ▶ Build a long history of on-time payments.
- ▶ Don't max out your credit lines.
- ▶ Don't open or close accounts as a strategy to raise your score. However, if you have more open accounts than you want, close newer credit accounts rather than ones you've had for a while
- ▶ If you want to close an account, make sure you pay down any debt at the same time so that your debt to available credit ratio doesn't affect your score adversely.
- ▶ Pay off revolving debt rather than just shifting it from card to card.
- ▶ When shopping for a loan, submit your applications within a limited time, so they will be looked upon as one inquiry to a potential lender.
- ▶ Check your three credit reports free once a year through [annualcreditreport.com](http://annualcreditreport.com), or call 877-322-8228, and contact the creditor and the credit bureau to correct any errors.

## Wrap Up Your Bills with our Special Consolidation Loan!



Is your mailbox flooded with holiday bills? Are you feeling snowed under by trying to make ends meet in a tough economy?

You're not alone. Many members are struggling to make ends meet, and we want to help you put your best foot forward in the New Year by getting a handle on debt.

### Consolidate and Save!

Now thru March 31, 2011, we will be offering consolidation loans in amounts up to \$20,000 or your signature value, whichever is less, to consolidate your bills. Our special rate for this time period will be as low as 9.85% APR\* for up to 60 months!

As low as  
**9.85% APR\***  
up to  
**60 months**

It's no secret that this is probably MUCH lower than what you may be paying on your department store cards and even some bank cards. Wrapping up that debt over a fixed period of time with a fixed rate will save you money, and more importantly, help you feel like you can manage payments a little better.

A few restrictions will apply:

- We will make your loan checks payable to your creditors once you sign an agreement letter to close those accounts.
- This can ONLY be used for consolidation purposes.
- You must sign up for Payroll Deduction to repay your loan.

Please contact a loan officer today for more information or to apply! This may be your BEST New Year's Resolution!

\*Annual Percentage Rate for Tier 1 credit; promotional interest rate based on your credit score.

## Special Auto Loan Rates Roll into 2011!



During 2010, we slashed the rates on all of our auto loan products. We are happy to announce that we are making these our permanent rates. So if you're ready to shop, stop by and talk to a loan officer today! We

realize that many members are strapped for cash, but need new transportation regardless, and we want to do everything we can to help members through a difficult economy. Even if you've recently purchased a car, you can refinance your car loan from an outside lender and take advantage of these REDUCED RATES! (No refinances of existing Census FCU auto loans.)

### NEW AUTOS

- 3.99% APR for 36 months\*
- 4.19% APR for 48 months\*
- 4.39% APR for 60 months\*
- 5.39% APR for 72 months\*  
(for amounts over \$25,000)
- 6.39% APR for 84 months\*  
(for amounts over \$30,000)

### USED AUTOS

#### 2008-2011 Used Autos

- 4.49% APR for 36 months\*
- 4.69% APR for 48 months\*
- 4.89% APR for 60 months\*
- 5.89% APR for 72 months\*
- Other rates available for older vehicles.

Get your loan pre-approval before you shop for your new or used car! Apply online or stop by our office for a loan application today.

\*Annual Percentage Rate.

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

# Real Estate Loan Change

We are truly unhappy to announce that beginning January 1, 2011, the credit union will begin charging for home appraisals when processing real estate loans. We have tried to keep this benefit in place for as long as possible, but we are unable to continue doing so at this point in time.



## RATES

Effective January 1, 2011

TERM	ANNUAL PERCENTAGE RATE
<b>SIGNATURE</b>	
Up to 3 yrs. ....	10.50%
4 yrs. ....	11.50%
5 yrs. ....	14.50%
<b>REDICASH</b> .....	16.50%
<b>BALANCE CONSOLIDATION</b> .....	
	14.50%
<b>PREMIER LINE</b> .....	
Variable Rate Loan	Based on 3% over <i>Wall Street Journal</i> Prime with a 9% floor

<b>SHARE SECURED</b>	
Up to 60 months. ....	3.00%
<b>NEW AUTO</b>	
36 mos., 100% financing . . . . .	3.99%
48 mos., 100% financing . . . . .	4.19%
60 mos., 100% financing . . . . .	4.39%
72 mos., 100% financing . . . . .	5.39%
84 mos., 100% financing . . . . .	6.39%
<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 2008-2011)</b>	
36 mos., 100% financing . . . . .	4.49%
48 mos., 100% financing . . . . .	4.69%
60 mos., 100% financing . . . . .	4.89%
72 mos., 100% financing . . . . .	5.89%
<i>Percentage down does not include tax, tags or extended warranties.</i>	

<b>USED AUTO (Model Years 2003-2007)</b>	
48 mos., 90% financing . . . . .	6.79%

<b>USED AUTO (Model Years 2000-2002)</b>	
36 mos., 90% financing . . . . .	7.79%

<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>	

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%

<b>HOME EQUITY</b>	
5 yrs. ....	6.00%
<i>(variable rate tied to Prime)</i>	

SAVINGS RATES	Dividend Rate	Annual Percentage Yield
Share Savings (\$50 & above) . . . . .	0.50%	0.50%
Share Draft Checking (\$500 & above) . . . . .	0.25%	0.25%
Share IRA (Variable Rate) . . . . .	1.50%	1.51%
Share Plus (\$2,500 & above) . . . . .	1.50%	1.51%

*Rates subject to change without notice.*

## 2011 Schedule of Fees

### SAVINGS FEES

Account History .....	\$2.00
Account Closed within 6 Months of Opening .....	\$10.00
Inquiry Fee (per page) .....	\$1.00
Returned Deposit .....	\$25.00
Savings Account Minimum Balance Fee (below \$50.00) .....	\$2.00
Negative Balance (more than 3 business days) .....	\$25.00 each occurrence

### CHECKING FEES

Account History .....	\$2.00
Certified Draft .....	\$5.00
Draft Printing Charge. .... (varies by style and quantity of checks ordered)	
Overdraft Charge (non-sufficient funds) .....	\$30.00
ACH Overdraft Charge .....	\$30.00
ATM Overdraft Charge .....	\$30.00
Debit Card Overdraft Charge .....	\$30.00
Share Draft Photocopy .....	\$5.00
Share Draft Photocopy from Storage Facility .....	\$15.00
Stop Payment Fee .....	\$25.00
ACH Revoke Fee .....	\$25.00
Transfer Fee. ....	\$3.50

### SHARE PLUS

Drafts Cleared per Month over 3 ..	\$15.00
Stop Payment .....	\$25.00

### CHRISTMAS SAVINGS

Early Withdrawal .....	\$10.00
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### MISCELLANEOUS FEES

Dormant Account Fee .....	\$35.00
Visa Cash Advance .....	\$10.00
Bank Check Fee .....	\$3.00
Copy of Statement .....	\$3.00
Skip Pay for Consumer Loans .....	\$7.00
Returned Statement (bad address) ..	\$5.00
Returned to Sender Notice .....	\$1.50
Account Research (per hour) .....	\$35.00
Minimum charge for 1/4 hour research. ....	\$10.00
ATM/Debit Replacement Card .....	\$7.50
ATM Withdrawal or Transfer (foreign ATMs only) .....	\$2.50
Transactions at Census FCU ATMs ..	FREE
ATM/Debit Replacement PIN .....	\$3.50
Attachment Processing Fee .....	\$50.00
ATM/Debit Card Express Delivery. . .	\$35.00
Processing Foreign Draft .....	\$25.00
Modification of Deed of Trust . . . . .	\$500.00
Subordination Agreement .....	\$75.00
Money Order Fee (per item) .....	\$3.00
Outgoing Member Wire .....	\$25.00
Incoming Member Wire .....	\$20.00
Traveler's Checks .....	(1.00% of total purchase)
Dual Traveler's Checks .....	(1.75% of total purchase)
Temporary Checks (per check). ....	\$1.00
Gift Traveler's Checks (any denomination) .....	\$2.50
Verification of Deposit (for mortgages) .....	\$15.00
Notary Fees .....	(first 5 pages notarized free and \$3.00 for each additional page)
Lien Release (2nd Occurrence) . . . . .	\$10.00
Loan Due Date Change . . . . .	\$5.00 per loan

## Holiday Closings

**Martin Luther King, Jr. Day** — Monday, January 17  
**Presidents Day** — Monday, February 21



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 Fax: 301-735-8367  
 Internet: [www.censusfcu.com](http://www.censusfcu.com)

## SUPERVISORY COMMITTEE

Robert Cleveland, Chairman  
 Helena Best  
 Francis Boucher  
 Lisa Donaldson  
 Jennifer Whitaker



## BOARD OF DIRECTORS

Eli Serrano . . . . . *Chairperson*  
 Duane Cavanaugh . . . . . *Vice Chairperson*  
 William Russell . . . . . *Treasurer*  
 Robert Scott. . . . . *Secretary*  
 Thomas Berti . . . . . *Director*  
 Gerard Moore . . . . . *Director*  
 Charles Tyler, Jr. . . . . *Director*

## MANAGEMENT

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

## FINANCIAL FOCUS

Assets	\$60,149,115
Savings	\$49,563,869
Loans	\$26,314,502
Members	7,000