

# New Horizons

Quarterly News Resource of the  
Census Federal Credit Union

OCTOBER 2009



## CHRISTMAS CLUB CORNER

### Mark Your Calendars!

Get ready to shop! Congratulations on saving for your upcoming holiday expenses! Your Christmas Club transfers will be deposited into your account on October 15, 2009.

### Set Up Your Christmas Club for 2010 Today!

Take action for next year NOW by joining for 2010! How much do you save? Simply divide the amount you normally spend during the holidays by the number of pay periods in the year, then set up payroll deduction for that amount. Next year, you won't be tempted to run up credit cards to make the holidays merry. Christmas Club accounts earn a regular rate of interest at the credit union. It's an easy and painless way to save for those special holiday gifts. Stop by or call today!

*\$10 penalty for early withdrawal.*

### Looking for that Special Gift for a Loved One? We Can Help with Holiday Expenses!

Starting November 1st through December 24th, apply for a special Holiday Loan — amounts up to \$3000 for 12 months at 8.00% APR.\* Yes, 8.00%! Take advantage by applying online, and start your shopping early.

*\*Annual Percentage Rate*

## New & Used Car Loan Sale EXTENDED!

Our new and used car sale that ended August 31st was such a great success, that we are extending this promotion through the end of October! This is a great time to buy a car because under the American Recovery and Reinvestment Act of 2009, taxpayers who buy a new motor vehicle this year are entitled to deduct state or local sales or excise taxes paid on the purchase. Add to that the fact that new car rates are at an all-time low, and you may be asking "Why not?" instead of "Why?" when it comes to making the decision to buy.

Take advantage of great dealer pricing along with CFCU's 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.)*

### New Automobiles

Term	Annual Percentage Rate
36 months	3.99%
48 months	4.25%
60 months	4.99%
72 months	5.99%
84 months	6.99%

### Used Automobiles

Term	Annual Percentage Rate
36 months	4.99%
48 months	5.49%
60 months	5.99%
72 months	6.49%

### Older Used Automobiles

Term	Annual Percentage Rate
48 months (2001 – 2005)	6.99%
60 months (1998 – 2000)	7.99%



## New Second Trust Program Launched at CFCU

Think a Second Trust loan is out of your reach? You'll be happy to know that we recently introduced some new tiers for our Second Trust program. The 70% loan-to-value tier and a less than 70% loan-to-value tier can help many members in need of cash. If you've been holding off on consolidations, home improvements or other large purchases where interest deductibility is a concern, this may be the answer you were looking for. The new tiers and rates are as follows:

2nd Trust (Fixed Rate)		
	Loan-to-Value Ratio	
	<70%	70%
5 yrs.	5.55%	5.79%
10 yrs.	5.55%	5.99%
15 yrs.	5.55%	6.19%

Call or stop by to see how you can take advantage of these new lower rates!

## BUYING A HOME? See CUMA for Mortgage Assistance!

Are you shopping around for a new home this fall? Be sure to put Census FCU at the top of your list when you shop for your mortgage loan. The credit union is a member of CUMA — the Credit Union Mortgage Association — a service organization owned by over 30 area credit unions. CUMA offers a full range of 1st mortgage products. With interest rates STILL historically low, our members can get good home loan

rates to refinance, trade up or buy for the very first time through CUMA. The application process can be done over the phone, by fax or online at [www.cumamortgage.net](http://www.cumamortgage.net), and they are available nationwide. For current rates, call (703) 425-1204. Contact Pete Oestringer at (301) 763-0287 for more information.



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

# Avoid Late Fees with Convenience Services

Mailing in your paychecks, loan payments or club savings may seem like a good idea, but did you know that it actually sets you up for overdraft payments and other fees in the long run? The credit union provides many services to ensure your money arrives safe and on time!

**Direct Deposit:** Your money is deposited directly to your savings or checking account each payday and **AVAILABLE** for withdrawal right away! Then, access your cash via debit card, ATM or by writing a check to a third party. You'll save time coming over to cash your check, plus it's safe, fast and convenient! Call for our routing number and instructions on how to set it up with your employer.

**Automated Payments:** We can make an automated payment for a specified amount each payday for

those monthly insurance payments, or other investments for which you would regularly need to write a check. Simply contact the third party with our routing number, and they'll take care of the rest.

**Overdraft Protection:** **Overdraft protection** is a line-of-credit that you apply for to cover you in the event you accidentally overdraw your checking account. Our **Premier Line** has an annual percentage rate of 9.00%. Here's an example of how Overdraft Protection works: If you have a balance of \$500 at 9.00% APR\* for 30 days, interest charges would only be \$3.70. Isn't that cheaper than a \$25 overdraft charge? It's peace of mind for your financial recordkeeping! See our website for details:  
www.censusfcu.com





\*Annual Percentage Rate

## FRAUD ALERT: Know When You're Being "Phished"

One of the latest internet scams may be happening right in your email inbox. "Phishing" or phony emails using spoofed/fake Web sites that try to fool you into revealing personal financial data, can sometimes look legitimate. NEVER give out your personal or financial data via email or by following a link from an email.

There have also been a series of fake text messages that appear to be sent from credit unions asking for ATM/Debit card data. These messages should not be responded to and should be deleted. If you feel uncertain about an email that was sent to you in the name of your financial institution, call to verify or visit the institution's main website using your Web browser, not the link provided. You will probably find that there is no urgent need to verify your account information. Your financial institution should already have this information. Contact us if you have any questions about communications that appear to be from Census FCU, but ask for information to be verified.

### Some Tips to Maintain Your Security:

-  Always be suspicious of any email form or email linking to a web site asking you to verify usernames, passwords, credit card numbers, social security numbers, etc.
-  Always ensure that you're using a secure website when submitting credit card or other sensitive information via your Web browser
-  To verify that you are on a secure Web server, check the beginning of the Web address in your browsers address bar - it should be "https://" rather than just "http://"
-  Ensure that your browser is up to date and security patches are applied



## RATES

Effective October 1, 2009

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

<b>SHARE SECURED</b>	
Up to 60 months. ....	3.00%

<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 2006-2009)</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 2001-2005)</b>	
48 mos., 90% financing . . . . .	7.50%

<b>USED AUTO (Model Years 1998-2000)</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>	<70% LIV	70% LIV	80% LIV	90% LIV
5 yrs. ....	5.55%	5.79%	6.24%	7.24%
10 yrs. ....	5.55%	5.99%	6.74%	7.74%
15 yrs. ....	5.55%	6.19%	7.24%	8.24%

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

SAVINGS RATES	Dividend Rate	Annual Percentage Yield
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>		

## 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	\$53,002,557
Savings	\$42,561,665
Loans	\$26,847,570
Members	7,000

## Holiday Closings

**Columbus Day**—Monday, October 12  
**Veteran's Day**—Wednesday, November 11  
**Thanksgiving**—Thursday, November 26  
**Christmas**—Friday, December 25  
**New Year's Day**—Friday, January 1, 2010



**CENSUS**  
FEDERAL CREDIT UNION

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Washington, DC 20233

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

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Fax: 301-735-8367

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