



# Quarterly News Resource of the Census Federal Credit Union

WINTER 2013

## Make a Difference by Volunteering at Your Credit Union!

Due to a recent vacancy on our Supervisory Committee, we are currently seeking a current CFCU member who is willing to serve on this committee. The Supervisory Committee for the credit union has oversight responsibilities contributing to the financial direction of the overall operations. The committee meets once a month. If you would like more information about this position, please contact Pam Hout at (703) 763-0384 by March 31, 2013. Make a difference today!



# BIG BILLS WEIGHING YOU DOWN? GET FIT AND TRIM WITH OUR CONSOLIDATION LOAN!

AS LOW AS  
**8.50%**  
APR\*



Is your mailbox flooded with holiday bills? Are you trying to make ends meet in a tough economy? You're not alone. We can help you put your best foot forward in the New Year by getting a handle on debt.

### CONSOLIDATE AND SAVE!

We are now offering loans in amounts up to \$12,500 to consolidate your bills. Imagine saving money with one easy payment over a fixed term! We are now offering the following rates and terms thru June 30, 2013:

**8.50% APR\* 24 months**  
**9.50% APR\* 36 months**

This is probably MUCH lower than what you're 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.

Contact a loan officer today for more information, or you can apply on-line or in our branch. This may be your BEST New Year's Resolution!

\*Annual Percentage Rate

## New Year's "Stick to It" Budget!

New Year's resolutions sometimes don't last much beyond January, but budget resolutions in this economy are a MUST for most families. This is a great time to be thinking about your financial goals and to take financial inventory to see where it's possible to save money.

**Make a budget!** Get started by identifying your reliable sources of income: salary, retirement, social security, child support or even unemployment insurance. Next, detail your expenses, taking care not to leave out anything, no matter how small. Any surprises? Understanding the difference between wants and needs is key to balancing your family's budget. Are you willing to give up some luxuries for some peace of mind? Remember, a little belt-tightening now will help you make ends meet now, and may be a savings cushion for the future.

Finally, don't hesitate to come talk with us! We are always happy to lend a hand in restructuring your financial plan or evaluating your bills to best fit YOUR needs. In the meantime, use the chart below to get you started on your way to a balanced budget.



### Monthly Expenditure And Evaluation Chart

EXPENSES	Amount
Groceries	_____
Dining Out	_____
Mortgage or rent	_____
Utilities (phone, cable, Internet, mobile)	_____
Clothing	_____
Auto loan/transportation.	_____
Gifts	_____
Childcare	_____
Gas/Oil/Electric	_____
Savings	_____
Insurance (Car, life, etc.)	_____
Miscellaneous	_____
<b>TOTAL:</b>	_____
<b>MONTHLY INCOME:</b>	_____
Salaries:	_____
Rental Property (if any):	_____
Other Income:	_____
<b>TOTAL :</b>	_____

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

# Ways to Cut Monthly Costs

- **Use the Internet to cut your cable or satellite bills.** Many shows can now be streamed from the Internet to your TV with devices that cost less than one month of cable.
- **Slash your cell phone bills.** Reduce minutes, ask for a group or corporate discount, or go in on a family plan.
- **Refinance your credit card debt.** Get those high-rate credit cards combined into one easy payment at Census FCU and save money!
- **Slash your home phone bills.** If you have Internet service, start making your calls online. Devices like MagicJack will charge you less for a year's service than most landline phone companies charge for a month.
- **Reduce your Internet service costs.** Ask for the "economy" tier of service, which is rarely advertised but perfectly good. Call your company and ask! If you're paying to rent their mode, buy one on eBay and save more.
- **Pay less for car insurance.** There are many ways to save on car insurance, but the simplest is raising your deductible from \$250 to \$1,000. Do this and slash your bill by a whopping 15%! Don't stop with the car; evaluate home, health and life policies as well to find more ways to save.
- **Save at restaurants.** Coupons are totally "in." So take advantage of offers at Groupon or Restaurant.com for savings.



## Take Census FCU Financing over "0%" Dealer Financing and Save!

Shopping for a new car? Be sure you know the scoop on "0%" financing! When car manufacturers and dealers offer super low rates, they almost always give the option of getting a rebate instead. Even though a "0%" APR may seem too good to pass up, an auto loan from Census FCU combined with the dealer rebate is often the better deal! Here's an example:

### Financing Comparison Chart — \$35,000 Auto Loan

	"0%" Dealer Financing	2.50% APR Census FCU Loan	2.75% APR Census FCU Loan
Dealer Rebate	\$0	\$2,500	\$2,500
Loan Term	36 months	36 months	48 months
Monthly Payment	\$972.22	\$937.99	\$715.78
Total Payment	\$35,000	\$33,767	\$34,357
<b>Life of Loan Total Savings</b>	<b>\$0</b>	<b>\$1,233</b>	<b>\$643</b>

Whether you choose 36 or 48 months, you still save with Census FCU! The cost of the below-market dealer financing is ultimately reflected in the final price you pay for the car. Even if you opt for a longer loan term at Census FCU, not only will your payments be lowered, but the total costs of financing will STILL be lower as well.

For a super-fast pre-approval, apply online. Then bring your approval with you when you shop, and you'll have more leverage when it's time to negotiate price!

\*APR = Annual Percentage Rate. All rates are subject to change.

## Save with IRAs!

Tax day is just around the corner, so it's not too early to check with your tax advisor about your particular situation, but contributing to an IRA can often reduce your tax burden. You have until April 15, 2013, to contribute to your 2012 IRA, so time is on your side. Save on taxes today, and be better prepared for retirement in the years to come. Census FCU's IRAs are federally insured and earn higher interest than most financial institutions are paying these days. Stop by or call for details!

## RATES

Effective January 1, 2013

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%

BALANCE CONSOLIDATION. 14.50%

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 2009-2012)

36 months . . . . .	4.25%
48 months . . . . .	4.50%
60 months . . . . .	4.75%

Percentage down does not include tax, tags or extended warranties.

### Model Years 2006-2008

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.

## Holiday Closing

Presidents Day — Monday,  
February 18

## 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	\$62,523,723
Savings	\$52,220,751
Loans	\$19,770,792
Members	6,000



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)

## SUPERVISORY COMMITTEE

- Lisa Donaldson, *Chairperson*
- James Burton
- Robert Cleveland
- Cynthia Hollingsworth
- Jennifer Whitaker



Federally Insured by NCUA

