



COMMON CENTS

GSA FEDERAL CREDIT UNION'S QUARTERLY NEWSLETTER

WINTER 2010

OUR VISA PLATINUM CARDS HAVE NO COSTLY TRICKS: JUST LOW RATES AND GOOD VALUE!



Now, many lenders are increasing rates, adding fees or using other gimmicks which show up as expensive surprises on your credit card bill. But at GSA FCU, our Visa® Platinum Credit Card

offers the same features that it always has – a low rate, convenience, worldwide acceptance and more!

- Rates as low as **7.00% APR***
- No fees for cash advances or balance transfers
- Credit lines from \$5,000 to \$20,000
- Save money with a balance transfer from other lenders' credit cards – ask for details
- Earn ScoreCard® Rewards Bonus Points on your purchases – visit www.scorecardrewards.com for details



- May also be used as an ATM Card at over one million Visa ATMs
- Visa Classic Credit Cards also available

Apply today! Visit www.gsafcu.gsa.gov for an application.

*Annual Percentage Rate; subject to change. Rate on the Visa Platinum Credit Card adjusts quarterly. The variable rate on the Visa Platinum Credit Card has a floor of 7.00% and a cap of 10.90%, regardless of the Prime Rate.

E-STATEMENTS: AN EASY WAY TO GET ACCOUNT INFORMATION FASTER

Tired of waiting for your account statement to arrive by snail mail? Go the online route by signing up for e-Statements!

- **Free** – There is no charge to you to use e-Statements
- **Secure** – e-Statements are protected by electronic safeguards
- **Safe** – Since you view your e-Statements online, they are less likely to be stolen by identity thieves
- **Convenient** – See your e-Statements on a home or office computer with Internet access
- **Eco-friendly** – e-Statements save paper and reduce environmental pollution
- **Less clutter at home** – Save e-Statements onto your computer or print them out if you prefer



By using e-Statements, you help GSA FCU save money! As a result, the extra savings are returned to you in the form of low loan rates and high deposit rates!

Sign up now! Log onto NetBranch Online Banking at www.gsafcu.gsa.gov and select “Statements.”

Or, call Member Services at 866-820-0105 to set up your Online Banking* account.

For more information about NetBranch Online Banking, see page 2.

*To use e-Statements, you must sign up to use NetBranch Online Banking.

PRESIDENT'S VIEWPOINT

As the year 2010 begins, our country is facing very tough economic challenges. Although some sectors of the economy have shown gradual signs of improvement, other sectors still have progress to make. The federal government is working hard to turn the economy around, but complete recovery will take time.

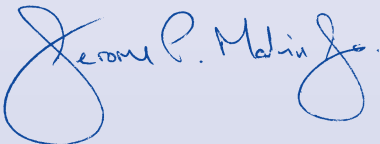
In the meantime, however, there is much that you can do to improve your own economic situation. For instance, you could refinance an auto loan or credit card from another lender at GSA FCU or move your funds from another financial institution to GSA FCU for higher yields.

In addition, there is one especially effective path to better finances: creating a budget. Budgeting is useful for you in several ways:

- By using a budget, you have a clearer picture of exactly where your money is going every month.
- You can easily analyze what money is being used on unnecessary items and cut back on those expenses.
- Following a realistic budget can free up any spare cash you may have. This spare cash can be deposited into an emergency fund for life's unexpected expenses, such as car breakdowns or injuries requiring a hospital visit.

If you need assistance in determining which GSA FCU products and services can help you meet your financial goals, please don't hesitate to contact us. Contact our Call Center at 866-820-0105 or stop by a branch.

Sincerely,



Jerome P. Malvin, Jr.
President/CEO

NETBRANCH ONLINE BANKING: A CONVENIENT WAY TO MONITOR YOUR ACCOUNTS

When you have little time in your schedule but need account information right away, go to GSA FCU's free, convenient NetBranch Online Banking. This online service provides you with quick, accurate information when you want it. Plus, it's electronically protected so that your account information remains secure.



- View the balances of your GSA FCU deposit accounts and loan accounts
- Move funds from one GSA FCU account to another
- See cleared checks
- Get information about holds, pending ACH* deposits and credit card information
- Apply for a loan or credit card

**Sign up today! To get started, call
Member Services at 866-820-0105
to set up your Online Banking account.**

*Automated Clearing House.

**To use iPay Online Bill Payer and e-Statements, you must sign up to use NetBranch Online Banking.

TIPS TO HELP YOU PREPARE FOR TAX SEASON

Does the thought of the upcoming tax season give you stress? Try these tips for easier tax preparation:



- Collect all of your tax-related papers in one place. Ideally, you should keep all of these papers in one area, such as a filing cabinet drawer or a storage box.
- Get a set of folders and organize your papers into different categories.
- Shred and throw away papers you don't need. Get rid of ATM and sales receipts after you compare them with your account statements for accuracy.
- Call your tax preparer to schedule an appointment in February or March. You'll be more likely to organize your papers on time and will have more time to cope with any queries or issues.

Did you know you can use GSA FCU's Direct Deposit to receive your tax refund more quickly? Ask us for details.

0% FINANCING: WHAT DOES IT REALLY MEAN FOR YOU?

When a dealer offers you a choice between a rebate or 0% financing, the 0% financing may sound great at first, especially if your budget is a little tight. But don't fall for this temptation. In the end, you end up paying more money, not less, to the dealership. Take the rebate instead and save even more money with Credit Union financing. (See the other story on this page for more details on our auto loans.)

COMPARISON OF LOAN FINANCING ON A 2010 DODGE GRAND CARAVAN: DEALER VS. CREDIT UNION

	Dealer's Loan	Credit Union Loan
Manufacturer's Standard Retail Price	\$22,800	\$22,800
Dealer's rebate applied to down payment	\$0	\$2,000
Amount financed	\$22,800	\$20,800
Interest rate	0%	3.79%
Term	24 months	24 months
Monthly payment	\$950.00	\$901.30
TOTAL SAVINGS: \$1,168.80		

GO GREEN AND SAVE: IT'S EASY WITH FREE IPAY ONLINE BILL PAYER!



- Pay one-time or recurring bills quickly, with just a few mouse clicks*
- Protected by encryption, so your information stays secure
- Available any time of day or night
- Save money by reducing your need to buy stamps

Visit us online at www.gsafcu.gsa.gov for details!

*To use iPay Online Bill Payer, you must sign up to use NetBranch Online Banking.

BUYING A VEHICLE? COME TO GSA FCU FIRST!

Are you in the market for a new or used vehicle? When it comes to financing that vehicle, come to GSA FCU before you go anywhere else. We can save you time and money through loan pre-approvals and low loan rates on both new and used auto loans. You'll pay a lot less at GSA FCU than if you use a dealer's financing.

- As low as **3.79%** APR* on New and Used Auto Loans
- Terms up to 72 months
- Up to 100% financing of your vehicle's purchase price
- Free Motor Vehicle Certification Program to save you even more money – log on to www.mvcp.com to learn more details
- Refinance option available on a high-rate auto loan from another lender**



Apply today! Visit us online at www.gsafcu.gsa.gov or call 866-820-1015.

*Annual Percentage Rate; subject to change. Rate is subject to terms and credit approval. Rate quoted is for a New or Used Auto Loan with a loan term of 24-60 months and applies to an auto loan repaid with Direct Deposit.

**Existing GSA FCU auto loans cannot be refinanced.

ENJOY MORE TIME TO YOURSELF WITH DIRECT DEPOSIT AND PAYROLL DEDUCTION!

Our free, convenient Direct Deposit and Payroll Deduction services make it easy to save money or to make payments on a loan!

FREE

- Deposit paychecks, retirement checks or Social Security checks into your account with Direct Deposit*
- Have some of your paycheck put into a deposit account or a loan account through Payroll Deduction*



Sign up today! For more details, visit www.gsafcu.gsa.gov, click on “Account Services” and click on the “Payroll Deduction & Direct Deposit” link near the top of your browser. To sign up, call 866-820-0105 or stop by either branch.

*Contact your employer for additional information regarding Direct Deposit and Payroll Deduction.

RATEWATCH

Rates effective as of publication date and subject to change without notice. Call for current rates. Loan rates published here are lowest possible rates. Actual rates may vary based on credit score of individual applicants.

SHARE RATES

Share Type	APR	APY
Share Savings		
Balances of		
\$5.01-\$1,000	.75%	.75%
\$1,001-\$2,000	.75%	.75%
\$2,001-\$10,000	.75%	.75%
\$10,001-\$20,000	.75%	.75%
Over \$20,000	1.05%	1.06%
Share Draft		
\$1,001-\$2,000	.50%	.50%
\$2,001-\$10,000	.75%	.75%
\$10,001-\$20,000	.75%	.75%
Over \$20,000	1.05%	1.06%
Internet Checking Account¹		
Balance of		
\$1,000-\$15,000	1.75%	1.76%
Above \$15,001	1.05%	1.06%
Christmas/Vacation Club Accounts		
IRA Share Account	1.50%	1.51%
Share Certificates²		
6-Month	1.75%	1.77%
12-Month	2.00%	2.02%
24-Month	2.25%	2.28%
36-Month	2.60%	2.63%
48-Month	3.00%	3.04%
60-Month	3.25%	3.30%

LOAN RATES

Loan Type	APR
	As Low As
Unsecured (Signature)	8.49%
Vehicle – New or Used³	
24 Months	3.79% ⁴
36 Months	3.79% ⁴
48 Months	3.79% ⁴
Vehicle – New	
60 Months	3.79% ⁴
72 Months	4.24% ⁴
Home Equity – Variable-Rate	
Up to 80% LTV	5.25% ⁴
Second Trust	
Up to 80% LTV	4.99% ⁴
Visa Platinum (variable-rate)	7.00%
Visa Classic	11.88%
Overdraft Protection	15.00%
Certificate Secured Loan	Certificate Rate +3.00%
Share Secured Loan	Share Rate +3.00%

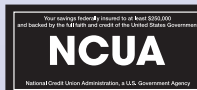
APR = Annual Percentage Rate • APY = Annual Percentage Yield

¹Internet Checking Account requires a minimum balance of \$1,000 and a monthly direct deposit of at least \$500.

²Share Certificate rates reflect rates earned with Direct Deposit.

³Add 1.50% for cars not purchased with a warranty if over two years old. No loan rate will exceed 18.00%.

⁴These rates apply to loans repaid with Direct Deposit.



BOARD OF DIRECTORS

Henry Singer, *Chairperson*
 Frederick Bridgers, *Vice Chairperson*
 Christine Singer, *Treasurer*
 James (Gus) Zaiser, *Secretary*
 William Conley, *Director*
 Laverne Iacangelo, *Director*
 Derek Gourdine, *Director*
 Sean Mildrew, *Director*
 Edward Giefer, *Director*

SUPERVISORY COMMITTEE

Nathan Smith, *Chairperson*
 John Auld, *Member*
 Jeffrey Buchanan, *Member*
 Paul Cuddihy, *Member*
 Summer Salyer, *Member*

STAFF

Jerome P. Malvin, Jr., *President/CEO*
 Marissa White, *Vice President/COO*
 Michael A. Sales, *Asst. Vice President/Marketing*
 Diana Whiteside, *Accounting Supervisor*
 Jared Ferris, *Branch Manager*
 Paris Fontanelle, *Accounting Assistant*
 Paris Pierre, *Branch Supervisor*
 April Griffin, *Member Services*
 Dorothy Wheeler-Talbert, *Loan Officer*
 LaThosia McDuffie, *Collections Officer*

HOLIDAY CLOSINGS

Martin Luther King Jr. Day – January 18

Presidents Day – February 15

Website

www.gsafcu.gsa.gov

Call Center

Monday – Friday: 7:00 am – 8:00 pm
 Saturday: 9:00 am – 12:00 pm
 1-866-820-0105

Central Office

(Administrative Offices in Room G112)
 18th & F Streets, NW, Room B101
 Washington, DC 20405
 Fax: 202-208-4023

Regional Office

7th & D Streets SW, Room 5021
 Washington, DC 20407
 Fax: 202-488-8555

Mailing Address

PO Box 27559
 Washington, DC 20038-7559

Lobby Hours

Monday – Friday: 10:00 am – 2:00 pm

24-Hour Teleserv

202-484-8090