



Se Habla Espanol

Highlights from the Highway

Spring 2009



Credit Unions: Different by Design

Can credit unions stay healthy in these tough economic times? Mike Schenk, an economist with the Credit Union National Association in Madison, Wis., answers a few questions.

How are credit unions doing in this troubled economy?

Despite the challenges today, credit unions remain well capitalized, with average capital ratios that are roughly double the minimum required by regulators. What that means is that credit unions have a lot of wiggle room to absorb mistakes or losses.

Why are credit unions doing well while other types of financial institutions are struggling, even failing?

Most credit unions didn't participate in the activities that caused the economic problems, namely sub prime mortgage lending. Unlike credit unions, the for-profit lenders made a lot of profit for themselves by originating these mortgages, but at the expense of incautious consumers, many of whom shouldn't have been given these loans in the first place.

Why didn't credit unions make these mortgages?

One key reason is that their members are owners. Credit unions knew that ultimately these mortgages would not be in their members' best interests. The for-profit sector's primary concern isn't consumers' best interests. They're focused on generating income for stockholders.

Also, by and large, credit unions are portfolio lenders. That means they hold in their portfolios most of the loans they originate instead of selling them to investors. In the past several years, credit unions have held roughly 70% of the mortgages they originated. So they care about the financial performance of those loans.

Should I worry about the money I have in my credit union?

There's no need to worry. Credit unions have federal insurance just like bank deposits do. Congress has temporarily increased the insured deposit limit from \$100,000 to \$250,000 until Dec. 31, 2009. Congress will decide in 2009 whether or not to make the increase permanent. If you have questions about coverage limitations ask a professional at SFCU.

So credit unions truly are different?

In normal times, the difference between credit unions and other players in the financial marketplace isn't quite as obvious to a lot of people. In the current economy, the credit union difference is more visible to everyone—consumers and policymakers. Credit unions are well positioned to do what they do best: help people in times of need.

Visit SFCU today. You'll see we stand behind our mission of making our members No. 1.

Together Members Can Do Anything

Toothpicks are weak. By itself, one skinny little toothpick breaks with the slightest force. But a handful of toothpicks bonded together is virtually unbreakable.

Similarly, your credit union is strong. That's because we're made up of the thousands of members who own the credit union and share a common bond. With your initial deposit in your share account, you became a member and an owner of the credit union.

As a member/owner, your views are important to us. So please accept our invitation to come together and celebrate our strength by attending our annual meeting. **It will be held Monday, May 4th at 6:00 at our Seaford branch.** You may win a door prize, refreshments will be served.



Online Banking Conveniences



SFCU loves to see your smiling face. But when you don't have time to visit us in person, how about visiting us online? Online banking can save you time. You'll no longer have to wait at an ATM to check your balance, and you can view your accounts anytime--not just during branch hours of operation. You'll be able to check your balance, view transaction records, transfer money between accounts, and communicate with SFCU via e-mail.

As long as you have access to the Internet, online banking allows you to contact us from anywhere. It's especially convenient for members who aren't always in close proximity to the credit union--those who travel a lot or are away from home--maybe in college dorm rooms. Simply visit our website at www.seafordfcu.com and click on **CU@Home**. If you're new to the site, click *Learn More about CU @ Home*, complete the info and you'll receive a temporary password via e-mail the next business day.

SFCU has years of experience helping members manage their money and protecting their members' privacy and safety, so security and confidentiality play a leading role in our online banking service. We have highly sophisticated encryption procedures in place to prevent unauthorized users from reading confidential information, and following some simple guidelines can also help ensure your safety.

How to play it safe:

- *Choose strong passwords of six to eight characters with a combination of upper and lower case letters, numbers, and symbols and keep them to yourself.
- *Change passwords frequently.
- *Keep personal identification numbers (PINs) to yourself.
- *Don't leave account numbers lying around where others can see them.
- *Don't ignore security messages--your Internet screen will indicate whether or not you're operating in a secure environment. An "https"--"s" meaning secure--and a padlock indicate a secure connection.
- *Install a personal firewall and antivirus software.
- *Update antivirus definitions and system patches regularly.

Credit Unions: Changing Lives Worldwide

As a member of SFCU, you know firsthand how credit unions benefit us here in the U.S., but did you know that credit unions help people all around the globe? The World Council of Credit Unions (WOCCU), Madison, Wis., reports more than 46,000 credit unions in 97 countries serve 172 million people.

WOCCU is a global trade association and development agency helping credit unions and other financial cooperatives provide people with high-quality, affordable financial services. Worldwide, credit unions give members life-changing opportunities for such ventures as starting small businesses, building family homes, and educating their children. In some countries, members encounter their first taste of democratic decision-making through their member-owned credit unions.

In Bolivia, 70% of people live below the poverty line, with extreme poverty focused in rural areas. Credit unions have expanded into these areas—where no other financial institutions exist—enabling residents to borrow small amounts of money at low interest rates. Such a loan might help a farmer buy seeds for planting. A credit union savings account would help him or her save the resulting income.

In many parts of the world, people survive on less than a dollar a day and lenders often charge interest of 100% or more. From Antigua to Zimbabwe, by offering "a hand up, not a handout," credit unions give hardworking families a chance to take their first steps out of poverty.

You don't have to make a trip around the world to get the help you need. Visit SFCU today and you'll see the true spirit of people helping people.

Invest in America-A Huge Success!

Both our members' bottom line and our country's economy have been boosted thanks to *Invest in America's* discounts. More than 55,000 cars have been sold through the Credit Union Member Discount from GM and Chrysler's Credit Union Member Cash Program.

Your opportunity for saving on your next car has gotten even better! Chrysler and GM both have additional promotions going on right now that you can add to the above discounts. And don't forget, when you finance your new vehicle with SFCU, 109410 you'll save even more with our low loan rates! We offer 5.75% APR on new vehicles with terms up to 84 months. And for used vehicles, the rates start at a very competitive 6.75% for qualified borrowers. Call a loan officer today and ride in a new vehicle tomorrow. Visit lovemycreditunion.org for more details on *Invest in America*.

Dividend Rates-Savings*

<u>Share Type</u>	<u>Amount</u>	<u>APY=Annual Percentage</u>
Regular	\$200-9,999 \$10,000+	.25% .50%
Looney Tunes	\$5+ \$10,000+	.25% .50%
Other	\$200+	.25%
IRAs	\$200+	2.53%
Organization	\$200-9,999 \$10,000+	.25%

Share Certificates***

<u>Minimum</u>	<u>Term</u>	<u>APY</u>
\$2,000	6 months	1.26%
\$2,000	9 months	1.51%
\$2,000	12 months	2.02%
\$2,000	18 months	2.02%
\$2,000	24 months	2.27%
\$2,000	30 months	2.27%
\$2,000	36 months	2.53%
\$50,000	12 months	1.01%

***Certificates are offered for IRA and regular shares and have an early withdrawal penalty of three months dividends. *Rates are subject to change without notice. The \$50,000.00 certificate does not have a penalty for early withdrawal.

Market index certificates—potential stock-market return without risking principal investment. Call Debbie at ext. 117. for details.



Interest Rates-Loans**

(as low as)

Signature	9.00% APR
New Vehicles	5.75% APR
Used Vehicles	6.75% APR
Visa Credit Card	10.9% APR
Home Equity-Fixed Rate	6.49% APR
Home Equity-Line of Credit	5.75% APR

**Rates are for qualified borrowers and are subject to change without notice. Other rates are available.

Dormant Account Fees Taken in June

Life is busy, and things are bound to get lost in the shuffle and forgotten. Friends' birthdays, dental appointments, and yes even a share (savings) account. .

An annual fee of \$10 is assessed in June if the account is \$200 or less and has had no activity in the past year. The fee can be avoided by making a small deposit today. We offer more services than ever 108071 before. Check out our website or give us a call for more details.

Lucky Numbers

We have hidden four member numbers in the text. If you find your number, call the office by May 29th and we will deposit \$15.00 in your share account.

Hours

Monday-Thursday
9:00-5:00
Friday
9:00-6:00

Seaford Branch Address

24488 Sussex Hwy Unit 1
Seaford, DE 19973

Please note that we have closed our post office box!

Phone Numbers

(302) 629-7852
Toll-Free 1-800-346-SFCU
Fax (302) 629-9125

Millsboro Branch

Address

30650 Dupont Hwy.
Dagsboro, DE 19939

Phone Numbers

(302)934-1774
Fax (302)297-0016

Note: Phone numbers will access both locations!

Audio Response

Ext. 774

Website

www.seafordfcu.com

Routing Number

231176897

Holiday Closings

Memorial Day-May 25th
Independence Day-July 3rd

Skip-A-Payment Coupon

If your budget could use a break, use this coupon to skip a month on your SFCU loan! The interest will continue to accrue, but there will be no late charges or penalties.

Member # _____

Name _____

Loan # _____

Signature _____

Cosigner Signature _____

Date _____

There is a \$10

processing fee.



Spring 2009

Please note: this special offer does not apply to real estate loans, delinquent loans (beyond 10 day grace period), Visa Credit Card. Only one coupon per member, per calendar year. Can be used for one loan only, member must be in good standing with SFCU. This coupon is good through December 31, 2009.

The Credit Union V.I.P.s:

Seaford Location

Mary Adams (ext. 118)-Branch Manager/Marketing

Pat Jones (ext. 110)-Head Teller/New Accounts

Christina Mummert (ext 124)-Visa Debit & Credit Cards

Lori Perdue (ext. 119)-Loan Officer/Disability Insurance

Debbie Torkelson (ext. 117)-Accountant/IRA

John Watson (ext. 121)-CEO

Member Service Representatives:

Heather Kellam (ext. 116/126)-ACH/Payrolls, Wanda McCracken (ext. 120), Linda Neill (ext. 125)



Millsboro Branch

Kathy Decker (ext. 212)-Program & Systems Manager

Mary Lou Faithful (ext. 215)-Loan Officer

Gwen Fleetwood (ext. 216)-Real Estate Loan Officer

Susan Hodges (934-7774)-Collections

Veronica Nhan-Nock (ext. 214)-Branch Manager

Member Service Representatives:

Zulma Cay (ext. 202) & Yeila Santos (ext. 203)

(Bilingual-Spanish)

