

Dear Members,

I would like to take the opportunity to wish you a Happy 2009. As an organization, we have many things to look forward to this year, including our 75<sup>th</sup> Anniversary. Throughout the last 75 years, we have served our membership as a strong financial partner, and it is our mission to continue that tradition.

There has been so much news about the state of the economy, and discussions about banks not lending to their customers. This is not the case for most credit unions because we never veered from our core lending standards. Simply put, through our prudent overall management at Agriculture FCU, we are well positioned to be able to lend money to our members. Our rates will continue to be competitively priced to ensure that you will receive the best possible rates that we can provide.

We believe that since interest rates have reached historical lows, this may be a good time to take advantage of the first mortgage and home equity rates that are available. It is possible that you will realize a substantial yearly savings even if you reduce your rate by just 1%.

Furthermore, we promise that we will work hard to aggressively price our savings products. All of the credit union's deposits are federally insured through the National Credit Union Administration (NCUA) up to \$250,000. There are ways to increase your insurance protection for higher amounts, including additional coverage on Individual Retirement Accounts. If you need more information, please visit our website for further details about NCUA coverage.

Although we have our concerns about the current economy, we are certain that this credit union is financially sound and prepared to continue to serve you as we have in the last 75 years. As always, if you have any questions, go to the "Ask" box on our website, or feel free to e-mail me at [margiec@agriculturefcu.org](mailto:margiec@agriculturefcu.org). My staff and I look forward to working with you through 2009 and beyond to meet all of your financial goals. I wish everyone a safe, healthy and prosperous year.

Sincerely,

Margie Click  
President/CEO



## **Old Advice Is Still Smart: Live Within Your Means**

Back in the day, people used to worry about keeping up with the Joneses. The phrase means you spend more than you planned to just to keep pace with, say, the neighbors or your brother-in-law. These days, many of us have zoomed way past the Joneses. Evidence from the Department of Commerce and the Federal Reserve is that American households spent 125% of disposable income in 2007 to pay off debts.

You don't have to be a math wiz to see that this can't work for long. If you're part of this sobering statistic, the old advice applies today: Live within your means. And to make real progress building your personal wealth, live below your means.

Yes, that's hard to do when food, fuel, and medical costs climb relentlessly. But another time-tested piece of advice can help you plug leaks in your family finances: Use it up, wear it out, make it do, or do without. Some examples:

- \* **Use it up:** Don't buy a new, heavily advertised cleaning product when you have others left over in your cupboards.
- \* **Wear it out:** Keep driving that older vehicle a year or two longer; update last year's wardrobe with a few accessories instead of stuffing your closet with new clothing purchases.
- \* **Make it do:** That flat screen TV is calling you, but there's nothing wrong with the one in your family room.
- \* **Do without:** Give future purchases a minimum three-day cooling off period; you'll usually find that the item you "had" to have has lost its luster--but you've saved what you might have spent on it.

You can think of other examples that fit your daily life. The idea is to stop spending without thinking. For more help wrestling with debt overload, talk to us at AFCU.

Before you know it, the Joneses will be envying you and your financial independence. *(continues on page 3)*

There has never been a better time than now to apply for a mortgage, whether it is to purchase a new home or to refinance. Mortgage rates are at historical lows. If you are in the market to refinance, lowering your rate may save you thousands of dollars per year.



We have partnered with Credit Union Mortgage Association (CUMA) for over 20 years to handle all of your mortgage needs. We provide a quick, online mortgage application and a decision within minutes. They also offer our members:

- Competitive rates
- A wide selection of loan products including 100% financing
- Lowest lender fees in the area
- Convenience

For a limited time only, we will pay \$895 towards closing costs for members applying for a first mortgage up to 15 years or a first adjustable rate mortgage of any term. Please visit our website at [www.agriculturefcu.org](http://www.agriculturefcu.org) for more conditions and to apply online.

## Education Corner



Agriculture Federal Credit Union Presents:

### **Proven Ways to Handle Your Bills Seminar**

Wednesday, January 14, 2009  
M Street Branch - Room 3086

### **Credit Workshop**

Wednesday, February 11, 2009  
USDA, South Building, Room SM-2

### **Proven Ways to Handle Your Bills Seminar**

Wednesday, March 11, 2009  
Riverdale Branch - Conference Room A

All seminars are from 12 pm - 1 pm  
Lunch will be provided. Seating is limited.  
Please RSVP to (202) 479-3851

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### **CUMA Mortgage School**

Saturday March 21, 2009  
Greenbelt Marriott  
6400 Ivy Lane, Greenbelt, MD 20770  
9:00 am - 2:00 pm  
RSVP to 202-479-3851. Seating is limited.

## We Have Better Auto Loan Options

If you're in the market for a new car, you'll find several financing options. It's nice to have choices, but they can be confusing or downright expensive. In the end, you may be better off with conventional auto financing from Agriculture FCU.

Some dealers are offering low-rate loans or cash-back rebates. Most low rates dealers advertise are for short-term loans. For example, one dealer offers 1.9% financing, but only on two-year loans. A new \$20,000 car with a \$2,000 down payment will require \$18,000 financing. That translates to an astounding \$765 monthly payment--way out of reach for most buyers.

Or, if you choose the dealer's rebate plan, you forego the low interest rate loan but get a \$1,500 cash rebate. Adding the rebate to your down payment can make Agriculture FCU financing very attractive, because the larger down payment reduces the amount you need to finance. Which alternative is best?

Calculate your total finance charge and monthly payment after you deduct your down payment plus the rebate. Then compare your results with the same figures if you take the dealer financing but finance the higher amount.

So, don't be smitten by auto dealer low rate advertising--visit our website at [www.agriculturefcu.org](http://www.agriculturefcu.org) or call (800) 368-3552 first to explore financing options.



## Annual Meeting

**Date:** April 29, 2009  
**Time:** Noon  
**Place:** Jefferson Auditorium  
USDA South Building  
1400 Independence Ave, SW  
Washington, DC 20250



Stable•Genuine•Partner

## Members Beware of Vishing

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### Calling for Board of Directors Volunteers:

#### Be Part of the Credit Union Difference

The annual election for our Board of Directors is just around the corner. We encourage any member who wants to get more involved in AFCU to consider running for a position. The Credit Union values every qualified member's participation, leadership and talents, so we encourage applicants to apply.

If you are interested in serving a volunteer term on the Credit Union's Board of Directors, pick up an application at any branch, call 202-479-3851, or e-mail: [rebeccag@agriculturefcu.org](mailto:rebeccag@agriculturefcu.org) by January 29, 2009.

If mailing, please send to Agriculture FCU, Attn: Nominating Committee, PO Box 3419, Alexandria, VA 22302. It must be postmarked no later than January 29, 2009.

Vishing is similar to phishing. It is an attempt to get consumers to divulge their Personal Identifiable Information (PII) by claiming their account has been terminated, deactivated or suspended. Recipients are directed to contact their bank via a phone number provided in an e-mail or an automated recording. The recipient is greeted with a request for their card number. Under no circumstances would we ask you for this information. Never provide your personal information via phone or e-mail unless you are 100% certain that you are speaking with someone from your financial institution.

## Service in Your Slippers

You're ready for bed. All of a sudden you remember that you forgot to go to the credit union. Don't worry about it--just hop on your computer.

We offer 24-hour online banking. This means you can do most of the stuff you normally come to the credit union for from the comfort of



your home.

Log on to our secure site; you might be surprised by the services we offer online. And for more information about how to get service in your slippers, visit us at [www.agriculturefcu.org](http://www.agriculturefcu.org) or call (800) 368-3552.

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## Here are more ways to get a handle on your finances: *(continued from page 1)*

### \* Debt Consolidation

**Home Equity Loans** – if you own a home, using the equity may enable you to reduce your debt to a lower rate. Also, the interest may be tax deductible\*.

**Signature Loan** – you do not have to use collateral. Consider a fixed term loan with a rate that is typically lower than a bank.

**Visa Platinum** – simplify your life with one credit card, now with a fixed rate on balance transfers from other financial institutions.

### \*Save

**Holiday/Vacation Savings Club Account** – open a holiday or vacation club account now and you will be surprised at how quickly your money will grow.

\*Consult your tax advisor



## Credit Union News

### Blood Drive

Once again, we will be sponsoring a Blood Drive through the American Red Cross. Please help to support our community by giving the gift of life on March 25th in the USDA South Building Cafeteria between 9:30am and 2:00 pm.

### College Scholarship

We are pleased to announce that we are partnering with the Credit Union Foundation of MD & DC for the Credit Union College Scholarship Program for 2009. They will be awarding 11 \$1,000 scholarships. Please visit [www.agriculturefcu.org](http://www.agriculturefcu.org) or [www.cufound.org/scholarship](http://www.cufound.org/scholarship) for more details. Essay or video must be submitted by March 31, 2009.

### Credit Union Cherry Blossom 10 Mile Run

Agriculture FCU's staff will be partaking in the 2009 Credit Union Cherry Blossom 10 Mile Run on April 5th. If you would like to volunteer, on Friday, Saturday, or Sunday, no experience is necessary - just the will to help out. Please go to [www.cherryblossom.org](http://www.cherryblossom.org) to sign up. Thank you to everyone who is willing to participate.

### Holiday Closings

**Martin Luther King, Jr. Day**  
Monday, January 19, 2009  
**Inauguration Day**  
Tuesday, January 20, 2009  
**Presidents' Day**  
Monday, February 16, 2009

## Rates

	APR* as low as
<b>Vehicle</b>	New 100% MSRP/ Used 100% NADA
24 months	3.74%
36 months	4.24%
48 months	4.49%
60 months	4.99%
72 months	5.49%
84 months	5.74%
<b>Recreation Vehicle</b>	3.00% + current vehicle rate
<b>Signature Loans</b>	7.99%
12 months	
<b>Credit Cards</b>	
Visa Platinum	12.90%
Visa Classic	14.90%
Visa Secured	14.90%
<b>First Mortgage</b> Visit <a href="http://www.agriculturefcu.org">www.agriculturefcu.org</a> for rates	
<b>Second Mortgage - Fixed Rate**</b>	APR* as low as
80% LTV	60 months 5.75%
81%-90% LTV +1%	120 months 5.99%
	180 months 5.99%
	240 months 5.99%
<b>HELOC - Variable Rate***</b>	
80% LTV 180 months	3.25% (Prime)
90% LTV 180 months	4.25% (Prime +1)
	<b>APY<sup>1</sup></b>
<b>Share Savings</b>	
Share Savings	0.10%
Club Account	0.10%
IRA Share Savings	0.10%
<b>Money Market</b>	
\$0-\$2,499	0.10%
\$2,500-\$9,999	0.75%
\$10,000-\$24,999	1.00%
\$25,000-\$49,999	1.30%
\$50,000 +	1.60%
<b>IRA &amp; Share Certificates</b>	
6 Months	2.15%
12 Months	2.60%
24 Months	2.90%
36 Months	3.25%
48 Months	3.45%
60 Months	3.85%
Asset Builder (24 Months)	1.80%

\*Annual percentage rate. Rate effective 01/02/2009 and may change at any time without advanced notice. Rate may vary as it is determined by an evaluation of credit, amount, term and other factors. \*\* Closing costs must be paid if loan remains open for less than 24 months. Minimum amount \$10,000. \*\*\*APR will vary based on the prime rate as posted in the Wall Street Journal plus or minus a margin and based on LTV and your credit rating. The current prime rate is 3.25% as of 12/17/2008.

<sup>1</sup>Annual percentage yield. Rate effective 01/02/2009 and may change at any time without advanced notice.

Certain restrictions and conditions may apply. Visit [www.agriculturefcu.org](http://www.agriculturefcu.org) for current rates.

## Hours & Locations

### Mailing Address

P.O. Box 3419  
Alexandria, VA 22302  
E-mail: [members@agriculturefcu.org](mailto:members@agriculturefcu.org)  
Website: [www.agriculturefcu.org](http://www.agriculturefcu.org)

### Office Hours

Monday - Friday 8:30am - 3:30pm  
Call Center Hours: 24/7  
Online Loan Application: 24/7

### South Building Branch

USDA, Room SM2  
1400 Independence Ave, SW  
Washington, DC 20250

### Cafeteria Branch

Hours: 7:30 am - 3:30 pm  
USDA, Room 1210

### Park Center Branch

(703) 578-2918

### Riverdale Branch

(301) 277-2295

### Smithsonian Branch

(202) 357-2981

### M Street Branch

(202) 694-5750

### Contact Information

24-hour Call Center -  
(202) 479-2270 / (800) 368-3552  
Fax - (202) 479-3877  
24-hour Telephone Banking Audio Response  
Teller (A.R.T.) -  
(202) 479-2270 / (800) 872-AFCU (2328)  
24-hour Loans by Phone - (888) 451-5626  
CU Service Center  
<http://www.cuservicecenter.com>  
Lost or Stolen Visa Card - (800) 449-7728

## Board of Directors

[directors@agriculturefcu.org](mailto:directors@agriculturefcu.org)

Clifton Jeter, *Chair* Deborah Ben-David  
Stephen Hawkins, Iris Carter  
*Vice-Chair* Preston Davis  
John Link, *Treasurer* Patricia O'Connell  
David Rose, Elard J. Phillips  
*Secretary*

## Supervisory Committee

[supervisory@agriculturefcu.org](mailto:supervisory@agriculturefcu.org)

Wilhelmina Bratton Jim Holohan  
Harolyn Boulware Senney Turner  
Arthur Holmes

## President/CEO

Margie Click:  
[margieclick@agriculturefcu.org](mailto:margieclick@agriculturefcu.org)

