

# THE CU'S NEWS

Read All About It:

- Low Rates on Home Equity Loans
- Special Tax Break for New Car Purchasers

the QUARTERLY NEWSLETTER for MEMBERS of the ATLANTIC FEDERAL CREDIT UNION SUMMER 2009

## We're Your Source for Smart Mortgage Financing



Come to the Credit Union for your new home purchase or to refinance your existing loan. We offer a wide variety of fixed and adjustable rate mortgages with monthly payments to fit your budget.

**Unlike many banks, Atlantic Federal has money to lend.**

Count on us for great rates, low closing costs and no hidden fees. Plus, our superb customer service will be with you for the life of the loan.

Apply online at [www.atlfedcu.com](http://www.atlfedcu.com) or call 1-800-222-1329.



## REFER a MEMBER & EARN a \$10 REWARD

**Bring Family & Co-workers Into the Credit Union. You Both Will Receive a \$10 Visa Gift Card.**

In these tough economic times everyone is looking for ways to save and make more. Membership in Atlantic Federal is like having a friend in the financial business. We're here to help you do better financially.

Right now, when you invite your co-workers and family to join AFCU, you'll both earn a \$10 Visa Gift Card\*. You will receive a separate \$10 reward for each new Member that you recruit.

Family and co-workers will thank you for letting them in on the Atlantic Federal Credit Union difference.

### Who Can Join Atlantic Federal?

- Family members including spouse, children, sisters, brothers, parents, grandparents, grandchildren and step-children.
- Anyone living in your household even if unrelated.
- Your coworkers who work for any of our 300 member companies. Log-on to



[www.atlfedcu.com](http://www.atlfedcu.com) for a complete listing.

- Anyone who lives, works, worships, attends school, volunteers or regularly does business in Newark, New Jersey.

Use the referral coupon below or go to [www.atlfedcu.com](http://www.atlfedcu.com) to sign them up. The Credit Union will send your referral a membership package. New accounts must be opened by October 30, 2009 to qualify for the \$10 reward.

\* The \$10 reward will be paid to both the existing and new Member after the new Member's savings account is open for 60 days.

### New Member Referral Coupon

Please print. Photocopy for more names.

Name of Person You're Referring

Their Mailing Address

City State ZIP

Your Name

Your Credit Union Account # / Your Phone #

Return to: Atlantic Federal Credit Union  
37 Market Street, Kenilworth, NJ 07033  
Or fax to: (908) 245-7876 / Or submit at: [www.atlfedcu.com](http://www.atlfedcu.com)

Employees and officials of Atlantic Federal Credit Union and their families are not eligible to enter drawing.

## LOW RATE NEW & USED CAR LOANS

**New Vehicles as low as 5.25% APR\***

**Used Vehicles as low as 5.50% APR\***

**T**he Credit Union's vehicle loan rates are low and dealers are very motivated to sell. If buying a new or used vehicle is in your plans, choose Atlantic Federal's traditional financing or Payment Advantage®, our lease alternative.

Get instant loan approval at our website: [www.atfedcu.com](http://www.atfedcu.com). Or call the Credit Union at 1-800-222-1329.

**Have a loan at another institution with a higher interest rate or a term that's too long or short?**

**Give Atlantic Federal a call for a no-obligation refinance quote. We can probably save you some money. There's never a refinance fee at and we handle all outside loan pay-offs.**

\*Rates and percentage financing shown offered to Premier Members meeting selected credit criteria for up to a 3-year term. Other rates and terms available based on Member Merits status and credit worthiness criteria.



## Credit Union Membership Gives You Access to the Motor Vehicle Certification Program

**T**he Motor Vehicle Certification Program (MVCP) advisors provide free pre-negotiated price quotes on new and used vehicles, participating dealers, trade-in values and 266671 the latest rebates and incentives being offered. Even if you don't purchase at a MVCP dealer, they will provide the manufacturer's invoice price and exact dealer profit for the vehicle you are planning to buy. Contact MVCP at 1-800-345-0990 or at [www.mvcp.com](http://www.mvcp.com).



## SPECIAL TAX BREAK for NEW CAR PURCHASERS

**T**axpayers who buy a new passenger vehicle this year may be able to deduct state and local sales and excise taxes paid on their 2009 tax returns.

The deduction is limited to the tax on up to \$49,500 of the purchase price of a qualified new car, light truck, motor home or motorcycle. The vehicle must have been purchased between February 16, 2009 and January 1, 2010.

This special deduction phases out for individual filers with modified adjusted gross incomes between \$125,000 and \$135,000 and joint filers in the \$250,000 to \$260,000 range. You can claim this deduction even if you don't itemize your deductions.

## ATLANTIC FEDERAL CREDIT UNION is SAFE, SOUND & SECURE

**I**n the midst of bank failures, mortgage failures and investment brokerage failures, your Credit Union remains safe, sound and secure. In fact, we're so secure that in addition to the \$250,000 insurance coverage provided



by the National Credit Union Administration, we provide an additional \$250,000 through our private insurer, ESI. Here are some other facts:

Atlantic Federal has never made a subprime loan or engaged in risky lending practices. Plus, our investment portfolio is very conservative with investments in government-insured certificates of deposit, federal agency bonds and low risk mortgage-backed securities.

We have money to lend and are actively making all kinds of loans.

Our CD and Money Market rates are consistently at the top of the market (We know because we closely monitor rates).

Credit unions are vastly different from banks. We're not-for-profit so our entire focus is on benefiting Members, not stockholders.

**The National Credit Union Administration has extended the increased level of insurance coverage on all accounts up to \$250,000.00 through December 31, 2013.**

## FROM YOUR CEO



**Fred Beckman,**  
*Treasurer & CEO*

**Just in case you haven't noticed...**mortgage rates have been increasing somewhat in recent weeks, with rates reaching the 5  $\frac{3}{4}$ % range at one point. Historically speaking, mortgage rates are still very attractive. And keep this in mind... conventional wisdom says Uncle Sam is going to have to issue a lot of debt to fund the increasing deficit, which will put pressure on longer rates such as the 10 year Treasury with a very real possibility that mortgage rates may trend upward as we go forward. So for those of you waiting to see 30 year fixed rates in the high 4's again, you may have to wait awhile. There is also news out of Washington that Congress is considering a change to the \$8,000 first time home buyers tax credit; some proposed legislation would increase the amount of the credit as well as making it available to all home buyers, not just first-timers. We'll just have to wait and see what develops.

**As for our Home Equity Lines of Credit (HELOC)...**these loans have variable rates, a feature that has certainly fallen out of favor in the past year or two as many loans have re-priced into higher rates with monthly payments many homeowners now find difficult or impossible to afford. But keep in mind that most of these loans were adjustable rate 1st mortgage loans, not HELOC's which typically are indexed to the prime or similar rate, with some "floor" or minimum rate. Well, we're at our 4% floor rate and unless the prime rate as listed in the Wall Street Journal jumps  $\frac{1}{2}$ % from its current 3  $\frac{1}{4}$ % level, the majority of our Members' HELOC rates will stay right

where they are. It's a very attractive rate for qualifying Members. I'm not advocating that our Members go out and buy the latest and greatest consumer gadget and fund it with a HELOC loan, but in the right circumstance it may make financial sense to consider this approach at these rates. Give our mortgage loan department a call for options that may be able to save you some money.

**Savings growth remains strong...**even though I spent the first part of this article talking about loans, the fact of the matter is that Members continue to save more and borrow less than they have in some time, and that's not a bad thing... credit part of that to the economy in general and in particular to our attractive savings rates, especially our certificates of deposit. To expand deposit options for Members, *we've reintroduced a 4 year and 5 year term CD.* If you haven't already done so, do yourself a favor and start to save now, no matter how little it may be at first...and remember you can open a CD for just \$250.00. Also check out our Money Market Account rates, you'll find them very competitive. Because of the deposit growth...

*The Credit Union reached an all-time high of \$262.7 million in assets as of the end of May.* Our regulatory capital of 14.2% remains very high and we're in an excellent position to handle anything the economy can deal out. We continue to pay above market CD rates, charge below market loan rates, assess minimal fees and we're not afraid to loan money...not many banks can make those statements.

The cost of college tuition, room and board at four year schools is now beyond the reach of many and I've read that the number of scholarships, grants, etc., that are available is less than in prior years, meaning students and parents will have to foot a larger portion of the costs. Student loans are obviously of great help and we offer these loans thru various government programs, but

please be careful - lenders actually expect these loans to be repaid in the future, a fact that many students seem to forget until they get that first loan payment coupon along with their diploma four years down the road. Defaulting on student loans will affect credit scores every bit as much as defaulting on any other type of loan, and that goes for co-signors as well. There are increasing numbers of graduating college students faced with a tremendous debt burden that could take years to repay. As much as every parent wants to have their child enjoy the ultimate experience - going away to college - the potential long term financial ramifications may require some hard choices. Starting at a local community college or state school within commuting distance may make more financial sense and is worth serious consideration.

**Odds and Ends...**Uncle Sam has extended the \$250,000 federal deposit insurance thru December 31, 2013. Add in our private insurance and the result is up to \$500,000 of insurance protection for our Members' deposits...Congress also suspended required minimum distributions from IRA and other retirement accounts for 2009...as I write this article, it seems like it will never quit raining - good news though, it's supposed to stop - in September...great weather if you're a duck...maybe we should consider offering ark building loans...for you golfers out there who want to get more distance, here's a tip - after you hit the ball, run backwards...I had to buy a new set of golf clubs, the last set didn't float too well...this comes under the bad idea category: to save money, some people have stopped paying their auto or homeowner's insurance premiums...if you qualify, now may be a good time to open a ROTH retirement account.

Enjoy your summer...

A handwritten signature in cursive script that reads "Fred Beckman".

## IRA MINIMUM REQUIRED DISTRIBUTIONS SUSPENDED for TAX YEAR 2009

Congress has suspended mandatory IRA distributions for 2009. As a result of this action, the Credit Union has also suspended the auto-distribution process. If you wish to take an IRA withdrawal this year, please contact the Credit Union.

## RETIREMENT SAVINGS with a FORMER EMPLOYER?

If you left behind a 401k, 403b or 457 plan at a former job -or are about to - you may want to consider moving those funds to a Credit Union IRA. Atlantic Federal IRAs have excellent rates and the highest insured safety anywhere. Each depositor's IRAs are insured to \$500,000 (\$250,000 by the National Credit Union Administration and \$250,000 by our private insurer, ESI.)



## MONTHLY LOAN PAYMENTS DUE EACH MONTH

There was confusion on the part of several Members recently who sent in multiple loan payments and assumed their loans were paid for the upcoming months. We want to remind everyone that according to your loan agreements, a monthly payment is due regardless of any advance payments that have been made.

If you currently pay your loan using a loan coupon and check, you may want to consider several no-cost alternatives to the U.S. Mail,

especially in light of the latest postage stamp price increase:

Use **@nytime Financial Center**, our online banking program, to schedule automatic transfers from savings or checking for monthly loan payments.

**@nytime Teller**, our automated telephone service, lets you make monthly payments over the phone using our toll-free number.

Talk to one of our friendly Member service representatives and they can arrange for your monthly loan payment to transfer from your savings or checking account.

And they'll let you know if you qualify for up to a 1/4% discount on your loan rate.



## FOUR TIPS for SAVING MONEY

Saving money is on everyone's mind these days. Where can you cut back on spending without significantly altering your lifestyle? Here are four tips that we came across:

### • Slash the Incidentals

Read through your credit card statements on the lookout for ongoing monthly fees that you may have forgotten about. Cancel any club memberships that you don't use and magazine subscriptions that you don't read.

### • Pay Yourself First

This is a good time for an honest self-analysis. If it seems like all the money you make falls straight through your



fingers and none gets saved, consider setting up an automatic payroll deduction or direct deposit to your Credit Union savings account each pay period. Even \$10 or \$15 a paycheck will add up and give you a secure feeling. Give us a call to help you set it up.

### • Set Aside Extra

As part of your budget, consider the future costs of replacing big ticket items such as the water heater or car. By reserving the money in a savings or money market account, you'll be able to pay cash for the big bills in the future rather than paying interest on a loan.

### • Look for the Specials

The rising cost of food is taking a bigger bite out of everyone's wallet. Look at supermarket ads for weekly specials and plan menus around what's on sale. Use coupons. Check out these sites for hundreds of coupons: Coupons.com, CouponWinner.com & CoolSavings.com

## MAKE IT HAPPEN with a HOME EQUITY LOAN

Rates as  
low as: **4.0%**  
APR\*

**M**aking home improvements? Buying a car? Expecting college tuition bills? Make it all happen with a Home Equity Loan.

### Our equity loans feature:

- Great rates
- Affordable monthly payments
- No Points. No closing costs. No fees.
- Borrow up to 80% of your equity
- Use the interest as a tax deduction\*\*

Already have an equity loan or 2nd mortgage with another lender? Refinance with Atlantic Federal. Our low rates could substantially reduce your monthly payment.

Call our Real Estate Department at: 1-800-222-1329, ext 538 or 518. Or apply online at [www.atlfedcu.com](http://www.atlfedcu.com).

\* Annual Percentage Rate. Based on 80% loan to value. Variable rate based on the prime rate plus or minus an index which is determined depending on loan to value & adjusted bi-annually as the prime rate changes. Loans limited to NJ and PA owner occupied 1-2 family dwellings. Rates in effect as of July 1, 2009. \*\* Consult your tax advisor.



## the STUDENT SURVIVAL KIT

**I**f there's a student in your family heading to college this fall, make sure he or she takes along Atlantic Federal's Student Account. Whether they're living on campus or commuting from home, they can manage their finances safely using the Credit Union you already know and trust. As an added feature, ask us to set up a cross-account transfer authorization so you can quickly transfer funds from your account into your student's using Online Banking or @nytime Teller.



### Here's what's included in the Student Account:

- Free Checking with no monthly fees or minimum balance.
- Free Visa® Check/ATM Card
- Free Online Banking and Bill Payer
- College Rewards Visa® Credit Card through our partner Elan with online

access to view account activity & make payments.

- E-statements so you don't need to depend on dorm mail.
- @nytime Teller 24-hour phone access.

## AFCU is YOUR STUDENT LOAN HEADQUARTERS

**L**ooking for student loans 72283 to help pay for college? Atlantic Federal is a federal program lender and will process your applications for Stafford, Parent Plus and consolidation loans.



Rates and terms are the same everywhere. So why deal with strangers when your Credit Union can give you prompt, personal service?

For more information, visit the Loan section of our website or call us at 1-800-222-1329, ext. 537.

## COLLEGE SCHOLARSHIPS AWARDED

**F**red Beckman, Atlantic Federal's CEO/Treasurer (second from left), presented \$1,000 Credit Union college scholarship awards to Andrea Morocoima (left), Rebecca Carle (center) and Andrew Schultz (right).

This fall, Andrea will attend the University of North Carolina at Chapel Hill and major in Photo Journalism. Rebecca will attend Virginia Tech in the fall and major in Architecture.

Andrew will attend Rutgers University and major in Physics and Math.



## Open a Vacation Club

Plan ahead for your next vacation and open a Vacation Club. (If you had one this year, you are automatically enrolled already.) We can transfer the weekly amount of your choosing into the Club from the payroll coming in to your account. Or you can mail in deposits. All accounts earn interest.

Vacation Clubs do not mature on a specific date. You can make withdrawals from your Club anytime. Access your funds online at @nytime Financial Center and transfer them into your Savings or Checking Account. Then write checks against the amount or make withdrawals at an ATM.

You can also use @nytime Teller or stop by any of our branches to transfer or

withdraw the funds. You will continue to be enrolled in a Vacation Club after you make a withdrawal unless you notify us otherwise. To open a club, go our website at [www.atlfedcu.com](http://www.atlfedcu.com) or call us at 1-800-222-1329.

## Who's Watching Out for You?

The Credit Union's Supervisory Committee is the Member's watchdog. You may contact them at: Atlantic Federal, Supervisory Committee, P.O. Box 83, Roselle Park, N.J. 07204.

## HOLIDAY CLOSINGS

Mon., Sept. 7 for Labor Day

Mon., Oct. 12 for Columbus Day

## Annual Privacy Notice

The Credit Union is committed to protecting the privacy of each Member's financial records consistent with state and federal laws. The Credit Union will take prudent and reasonable measures to safeguard the accuracy and privacy of all Member information including information used while conducting business via the Internet, ATM networks, wire services, telephone, the U.S. mail and other means of communications.

The Credit Union will collect only personal information that is necessary to conduct our business. That means we will collect only the information that is necessary to provide competitive financial products and services. We collect non-public personal information about you from the following sources:

- Information we receive from you on an application or other form;
- Information about your transactions with us, our affiliates, or others;
- Information we receive from a consumer-reporting agency;

- Information that is necessary to perform our day-to-day normal business; and
- Information we receive in response to our request for information about you from outside third parties to either confirm information that you have provided to us or to collect funds on outstanding and delinquent loan balances.

We may disclose all information we collect as described above to companies that perform marketing services on our behalf or to other financial institutions with whom we have joint marketing agreements.

We do not disclose any non-public personal information about our Members or former Members to unaffiliated third parties except as permitted by law. We restrict access to non-public personal information about you to those employees who need to know that information to provide products or services to you. We maintain physical, electronic, and procedural safeguards that comply with federal regulations to guard your non-public personal information.

## Rewards- \$25-\$100

Find your Account Number in this issue of The CU's News & call: (908) 245-1750, ext. 512. \$25 will be added to your Share Savings Account. \$100 will be added if you have a Checking Account which had activity in the past 30 days.

*Deadline to claim your reward is August 14, 2009.*



## ATLANTIC FEDERAL CREDIT UNION

*"Service Excellence All the Time"*



Atlantic Federal supplements the federal NCUA insurance with an additional \$250,000 coverage from ESI, the nation's leading private insurer.

**Phone: (908) 245-1750**

**Toll Free: 1-800-222-1329**

**Fax: (908) 245-0680**

**Kenilworth:** 37 Market Street  
Kenilworth, NJ 07033

Hours: M-F 8 am till 5 pm / Thurs. till 6:30 pm  
Sat. 9 am till Noon

**Newark:** 570 Broad St., Suite 127, Newark, NJ 07102  
Hours: M-W 8:30 am till 4:30 pm / Thurs. & Fri. till 5 pm

**Elizabeth:** Trinitas Hospital -  
210 Williamson St. Elizabeth, NJ 07201

Hours: M-W 9 am till 4 pm / Thurs. till 6 / Fri. till 5

Serving Only Verizon Wireless Employees:

**Bedminster:** 180 Washington Valley Rd. 3rd Flr.  
Bedminster NJ 07921

Hours: Tuesdays & Fridays 8:30 am till 4 pm

**Orangeburg:** 2000 Corporate Drive  
Orangeburg NY 10962

Hours: Monday - Friday 9:30 am till 2:30 pm

**Warren:** 30 Independence Blvd.  
Warren NJ 07059

Hours: Monday, Wednesday, Thursday 8:30 am till 4 pm

■ **Web Site - [www.atlfedcu.com](http://www.atlfedcu.com)**

■ **E-mail - [info@atlfedcu.com](mailto:info@atlfedcu.com)**

■ **@nytime Teller - (908) 245-0404**

Or press 1 after calling the C.U.'s main number.