

This Issue

Resources for Business Members

Share Gulf States with your Family Members

Gus Takes a Vacation

What Makes Up A Credit Score?

Get a FREE Auto Insurance Check-Up

Check out our web site! [gulfstatescu.org](http://gulfstatescu.org)

Financials as of 5/31/09

Assets.....	\$22,516,624
Liabilities.....	\$114,145
Capital/Equity.....	\$3,481,658
Member Shares.....	\$18,920,821
Member/Owners.....	4,260

# Your Credit Union and So Much More...

Now that most of our members are aware that Gulf States is offering business accounts, it is time to learn what makes ours different from “theirs.”

Gulf States offers a complete line of business services, from free checking to fleet financing and loans for office condo space.

What you may not know is that in addition to savings and lending, we also offer a full line of support services. Gulf



States has partnered with the top professionals in Central Florida to provide our business members with all of the resources to keep their businesses running smoothly.

**Merchant Services | Payroll Processing Services | Remote Check Deposit**

**Services | Commercial Insurance Services**

So when you are in need of a new type of business service and don't know who to choose . . . **call your credit union.**

## Share Gulf States Membership Advantage for Family Members Too!

At Gulf States Credit Union, you're not just a customer, you're a valued member. Your membership gives you access to lower interest rates on loans, higher yields on deposits, our wide network of surcharge-free ATMs, free financial advice, and our complete array of financial services. GSCU would also like to serve your family members. Be sure to mention GSCU to all your family members so they too can enjoy the benefits of belonging to Gulf States Credit Union.

**Advantages**

- Only a \$5 minimum deposit to open account
- Low interest Loans
- No monthly or annual fees
- Personalized Service

Be sure to mention GSCU to all your family members so they too can enjoy the benefits of belonging to Gulf States Credit Union.

# President's Message



The news lately has revolved around the fact that a number of large national banks have passed their "stress tests" and want to pay back their government bailout loans. They are reporting that they are making money and that it is business as usual. That appears to be more appropriate then they may want us to know. The Chairman of the Senate Banking Committee, Senator

Christopher Dodd (CT) recently stated that "There have been recent cases of banks raising their fees to amounts that would have been illegal a few years ago. And usually the customer is not even aware of it." Not only that, the politicians have recently passed the Credit Card Bill of Rights that will prohibit such practices as random interest rate increases and statement due date changes that are being done by many credit card companies.

These events reassure me that the best option available to the consumer is credit unions, and especially Gulf States Credit Union. We, as an industry, continue to be the champion of the consumer cause by offering products and services that can be shared by everyone, and more importantly, afforded by everyone. The cooperative spirit of every member sharing in the success of the cooperative through participating in what that cooperative has to offer is what credit unions are all about.

As the events of the next year or so unfolds, I think you will find that the distinction between the banking industry and the credit union industry will become even clearer, resulting in a bright future for credit unions and everyone that participates in the cooperative spirit.

Sincerely,

A handwritten signature in black ink that reads "Gary E. Teramae".

Gary E. Teramae  
President/CEO

# Employee Spotlight



This quarter's Employee Spotlight is Ana Figueroa. Ana has been with the Credit Union as the Collection Specialist for the past three years. Prior to her position at Gulf States she has worked as a collector for 6 years.

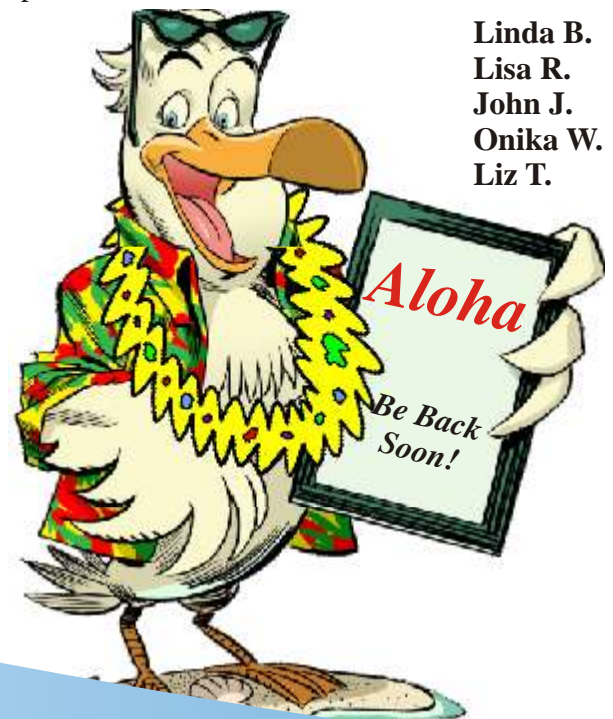
Ana moved from Winter Haven to the Orlando area in 2005. She is a devoted mother of two teenage girls. When Ana is not working she enjoys many different activities but most of all being with her daughters.

While at work, Ana is always ready to help the membership in any way she can. *Ana is another reason we say. . .*

**"Our People Make the Difference"**

# Gus will be on Vacation until October 1.

Thank you to all the members who participated in the "Where's Gus" contest. Congratulations to the past winners.



**Linda B.  
Lisa R.  
John J.  
Onika W.  
Liz T.**

Do You Know . . .

## What Makes Up a Credit Score

In short, a credit score is a grading system that adds or subtracts points based on select data in your credit report. Late payments, maxed out credit cards, and bankruptcies are negative factors that take points away. A solid payment history and prudent use of available credit add points.

Your final grade - is said to measure how likely it is that you will repay a loan.

FICO scores range from 300-850, with any score under 620 considered high risk, often called "subprime." The higher your score, the more likely you are to be seen by creditors as a good risk - someone who is more than likely to repay a loan. This quick risk analysis translates into dollars in your pocket. The difference in interest rates and finance charges can be dramatic. The report by the Consumer Federation of America jointly with Provident estimates that consumers nationwide could save \$16 billion a year in lower credit card finance charges by improving credit scores by an average of 30 points.

### What factors determine your Credit Score?

The exact formula of the FICO and other scoring models is a trade secret. However, five factors have been identified as going into this calculation:

- Payment history - 35%
- Amounts owed - 30%
- Length of credit history - 15%
- New credit - 10%
- Types of credit used - 10%

Other scoring models include most of the same factors; however, the weight given to individual factors may vary. It's clear that the single most important factor is your record of paying your bills on time. The number of delinquent accounts and the length of time the account went unpaid also factor into the calculation. Your payment history may also include financial problems that have ended up in court such as bankruptcy or judgements entered against you.

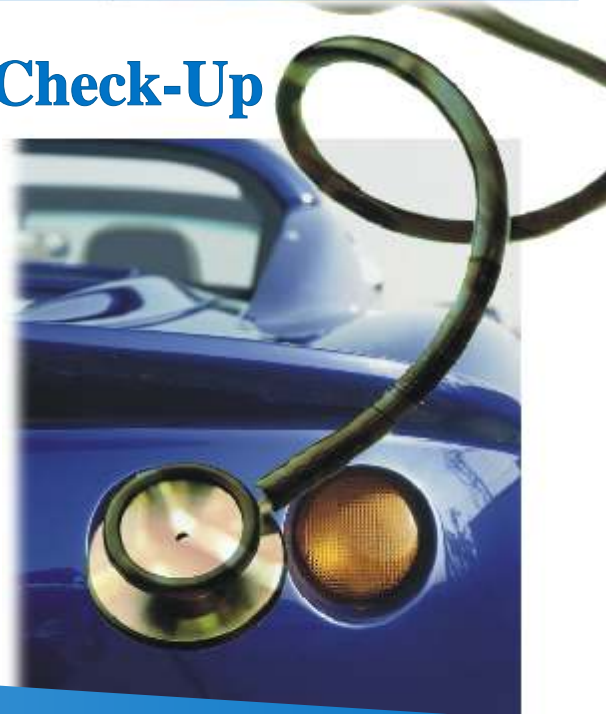
To learn more about your credit report, visit the [www.gulfstatescu.org](http://www.gulfstatescu.org) website, Electronic Services and choose Credit Report. There you will have access to your free annual credit report.



## Give Your Auto Insurance a FREE Check-Up

Wondering whether your insurance offers the best value and the most complete coverage? Your friends at Insurance Services of Central Florida can answer these questions and find you the most competitive price on the insurance products you need. Call Angela at 407-573-1162 or go to their website at [www.iscf.biz/automaticagent.htm](http://www.iscf.biz/automaticagent.htm).

**ISCF will compare prices of the industries leading carriers and often find a way to save you money over your current policy. Call Angela for an insurance check-up today!**



## Hours of Operation

Monday - Thursday 9:00am-5:00pm  
 Friday 9:00am-6:00pm  
 Saturday (Drive Thru) 9:00am-12:00pm

## Office Closing

**July 4** Independence Day  
**Sept. 7** Labor Day

# Check Out Our Rates

### Savings & Loan Rates

Effective 6/01/09

#### Savings Rates

		APY Rate
Share	0.50%	0.51%
HSA	0.50%	0.51%
IRA	0.50%	0.51%
Money Market (Minimum \$5,000)	1.50%	1.51%

\*Share Certificate - Call for a competitive quote

\*Rates subject to change without notice.

APY= Annual Percentage Yield

#### Loan Rates

	APR
New Auto (60 mos.)	5.50%
Used Auto (60 mos.)	6.50%
Signature (12 mos.) (Up to 60 mos.)	6.50% 10.50%
First Mortgage	Call for Current Rate
Second Mortgage (120 mos.)	8.00%

APR= Annual Percentage Rate

\*Rate may differ based on your credit score

Rates subject to change without notice

For the most up to date rate information, log on to our website at [gulfstatescu.org](http://gulfstatescu.org).

## WELCOME

**Aaron Pest Control**  
 Deland, FL

### Board of Directors

Richard Ferlazzo, Chairman  
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 Colin Galloway, 2nd Vice Chair  
 Philip C. Gordon, Treasurer  
 Alice Capehart, Secretary  
 E. Daniel Swanson, Director  
 King Halikman, Director  
 H. Hunt Emory, Director  
 Edward Young, Director

### Supervisory Committee

David Caylor, Chairman  
 Roberta Weaver, Member  
 Bruce Montes, Member  
 David Feist, Member

## Enjoy the Gulf States Platinum Visa.



Fixed Rate as low as 9.90% (max. 14.88%). Rates are determined by your Credit Score.

### Quote of the Quarter



"I know for sure that what we dwell on is who we become."

The first member to guess who said this famous quote will receive \$10.00. If you can guess, call Susan Ufland at 407-831-8844. Good Luck!

### We Would Like To Know

If you have any comments, concerns, or suggestions about the **Gulf View** please contact Susan Ufland, editor, at (407) 831-8844.