



PALCO
FEDERAL CREDIT UNION

Visions

Winter 2018

SWEET DEALS ON YOUR NEW SET OF WHEELS

What's Better Than Our Already LOW Auto Loan Rates? How about getting an ADDITIONAL .50% OFF!

Take an additional **.50%** off your New and Used auto loan rate now until March 31, 2018!

Not in the market for a new car? No problem. You can still take advantage of this promotion by refinancing your current auto loan from another financial institution with PALCO! It's quick and easy – apply online today at palcofcu.org!

New & Used Vehicles with 20% down - as low as 1.49% APR*

New & Used Vehicles 100% Financing - as low as 1.99% APR*

*APR = Annual Percentage Rate. Applies to any vehicle loan financed or refinanced between 1/1/2018 - 3/31/2018. Borrower receives a ½ of one percent reduction in their interest rate for the life of the loan. Note: Existing PALCO loans may not be refinanced for a lower rate unless you are borrowing an additional \$3,000 or more from your current auto loan. Conditions apply. Rates and conditions are subject to change without notice. Call a loan specialist for details. Federally insured by the NCUA.



Let it Save, Let it Save, Let it Save

Transfer your high-interest credit cards now to your PALCO Visa and receive 5.9% APR for the life of the balance transfer!

Those credit cards you're carrying around may be fattening up more than your wallet - they may be super-sizing your debt. If you're seven zero seven nine trying to manage your money, you need to pay attention to how much interest you are paying on your debt. Take charge and consolidate today! Transfer your high interest store credit cards to your PALCO Visa for only 5.9% APR for the life of the balance transfer!

This is a limited time promotion - Increase your current PALCO Visa credit limit, up to \$25,000, and download our balance transfer authorization form online today to begin saving!

*APR = Annual percentage rate. Promotional period is 1/1/2018 - 3/31/2018. 5.9% APR is on transferred balances only. The rate will remain 5.9% APR until the balance transfer is paid in full. Any purchases or cash advances will remain at the fixed 8.9% APR. All balance transfers are subject to approval and PALCO reserves the right to refuse any transfer request. Promotion is for credit card payoffs from other institutions only.



President's Message



On behalf of everyone at the credit union, I hope all our members had a wonderful holiday season. The New Year is upon us and along with that comes a renewed sense of financial well-being as we make plans and resolutions for 2018. At PALCO, it is part of our mission to help our members achieve their financial goals; this is possible by providing education on essential topics and providing solutions to help our members earn more by saving and saving more by being in the most competitive loan products available.

To help our members with significant decisions like car buying, home purchasing, and consolidating debt, we have resources available on our website and in our office. Calculate payments for a new auto loan or auto loan refinance, apply online for a loan or add protection for your vehicle all with just a few clicks. Right now is the perfect time of year to purchase the car you need. Dealerships will be looking to get rid of last years models. PALCO's vehicle loan promotion, with rates as low as 1.49% APR* is a perfect way to get the vehicle of your dreams or refinance your current loan from another financial institution. This very competitive rate is good for new purchases on ANY vehicle: car, truck, motorcycle, boat, ATV, and RV!

For those who are looking to purchase a home, utilize the existing equity in your current home, or refinance your current mortgage, we have a suite of resources available online to guide you through the process, whether you are a first-time home buyer - or a savvy homeowner. Our team is ready to assist you in any way, from advice to pre-approvals and more, all with the personalized attention that you deserve.

Finally, the New Year is time to consolidate your debt and grow your savings, and our personal signature loans help you do just that. Imagine reducing your overall monthly payments while also building your savings. You can walk away from your debt sooner and with a nice savings balance to be on your way to a better life. Work one on one with a loan officer and our financial counselor to create a plan you are comfortable with and is effective.

In closing, I'd like to thank you for eight zero three eight your continued loyalty and support. I hope to see you in the coming year, be it at the annual meeting, in the office, or a member event. We welcome 2018 and all it has to offer and look forward to helping all our members be confident in their financial situation. Thank you for being a part of PALCO - I wish you all a very happy and prosperous New Year!

Sincerely,

President/CEO

*APR = Annual percentage rate.

Beware of Online Tax Fraud

Being able to file your taxes online may have simplified this April ritual, but it's also made it easier for cybercriminals to claim your tax refund. In the 2016 season, the IRS reported a roughly 400 percent increase in cyberattacks on tax filers. There's no reason to believe the 2017 tax season will see any less crime. The Department of Homeland Security has launched a "Stop. Think. Connect." campaign to encourage consumers to protect themselves from online tax fraud by taking these measures:



- Avoid giving out personal information, unless it is to a trusted entity one zero six five two like the credit union.
- Watch for fake messages or websites purportedly from the IRS or tax preparation services; DHS warns that sites can look quite legitimate, so examine them carefully.
- Don't believe promises of "free money" from inflated refunds.
- Back up data and store your electronic tax files securely.
- Never share personal information over an insecure network. Look for "https:" in the URL and a lock sign.

Also, know that the IRS only uses written communications to connect with taxpayers to request personal information. Any electronic communication - email, text, or social media - is fake.

Plan Now to Attend The 2018 Annual Meeting

Find out how the credit union made a difference for members in 2017 and what's on tap for the coming year by attending the 2018 annual meeting at the Watson Inn on March 24, 2018. Catch up with your credit union friends, and meet new ones, too.

Election Notice: There are two positions on the board of directors to be filled. The nominating committee has recommended the following candidates for the memberships consideration: Bruce Lamotte (incumbent) and Linette Zarzyczny (incumbent). Anyone interested in these positions must obtain, complete and return an application to the PALCO office by February 19, 2018 to be considered. Applicants must obtain a petition of at least 5% of the membership to be considered for a position. No election will be held if there are no other applicants for this position.



Share Savings Limitations A.K.A. Regulation D

As a PALCO member, we always want to keep you updated one zero nine zero one and educated regarding important information on regulations and changes that may affect you and how you use your accounts.

As you may know, Regulation D (Reg D) has been a hot topic here, as well as with other financial institutions in recent years. Federal Reserve Regulation D is a directive of the Federal Government, not of PALCO Federal Credit Union, and applies to all financial institutions. It sets the limit on the number and type of transfers/withdrawals from Savings, Additional Savings or Money Market Accounts to six per month. Transfers or withdrawals, for purposes of this limit, include preauthorized, automatic transfers (including but not limited to transfers from your savings for overdraft protection or for direct bill payments) and transfers and withdrawals initiated by telephone, facsimile, or computer. A preauthorized transfer includes any arrangement with us to pay a third party from your account upon oral or written orders including orders received through the automated clearinghouse (ACH/EFT).

How does this affect you? If you make frequent withdrawals or transfers from your Savings Accounts, Reg D limitations could possibly result in denied/returned transactions on your account. Each month you are permitted 6 transfers/withdrawals from each Savings Account. To make a transfer/withdrawal after Reg D has been exceeded, additional withdrawals or transfers can be made in person, by mail, or at an ATM and not impact your Regulation D limit.

Saving Accounts Transaction Types	Limited to 6 per month*	Unlimited
Transfer or withdrawal via pre-authorized debit (ACH/EFT)	X	
Overdraft transfer from Savings to Checking	X	
Transfer or withdrawal using PALCO@Home Online Banking	X	
Checks from Member to a third party via Money Market account	X	
Transfer or withdrawal via Sprig Mobile Application	X	
Transfer or withdrawal using PAL Audio Lines	X	
Transfer by calling PALCO Member Service Representative	X	
Withdrawals made by phone via check mailed to member		X
Transfer or withdrawal made in person		X
ATM withdrawal or transfer from savings account		X
Transfer or withdrawal via mail request		X
Deposit fund to Savings		X

Note that any combination of the above transaction types will count toward the maximum of six (6) total transactions per month, per account. If you exceed the transfer limitations in any statement period, the transfer will not be completed. For more information please visit our website.

Tips to avoid Regulation D Limits:

- Have your direct deposit sent to your checking account, as a transactional account it is not subject to Regulation D.
- Set up your pre-authorized payments or automatic withdrawals to be taken out of your checking account.
- Use PALCO@Home online banking, Sprig mobile app or PAL Audio to monitor your accounts frequently to plan your transfers and control the movement of your money.
- Limit transfers from your savings accounts by making planned transfers in larger amounts instead of several smaller transfers.

Financial Fitness 101: Start the New Year With A New Budget

As we say farewell to 2017 and usher in a new year, perhaps we're thinking about ways to grow and change in 2018. Resolving to save money and be more financially responsible in the year ahead is a smart goal and one that many people make. However, it can be a difficult resolution to keep, if not well thought out.

Take comfort in knowing that, as a PALCO Federal Credit Union member, you have the expert knowledge and resources that come with a trusted financial institution. Dedicated to your financial fitness, PALCO offers a plethora of products and services to boost you to pro status when it comes to saving and budgeting. Whether you're in need of basic savings accounts and online budgeting tools, or require budgetary counseling programs and financial literacy, PALCO is here to help you get on track and take your finances to the next level.

While PALCO offers these invaluable tools to keep your budget on track, below are some additional tactics to manage your finances throughout 2018 and for years to come:

- Set goals in writing. Keep a prioritized list of how much you want to save weekly, monthly, even yearly, and where you want to cut back spending.
- Keep a spending diary for at least 2 weeks. This will give you a clear idea of exactly how much you're spending and on what. You may be surprised to discover wasteful habits and opportunities for saving.
- Pay yourself first. As soon as you earn money, deposit a portion into your PALCO Share Account.
- Open a Money Market Account or CD. Once you have a savings base, and a little extra cash on-hand, consider one of these higher interest accounts to help you save faster.
- Reward yourself. Don't forget to allow for spend money in your budget - everyone needs some fun whether it's vacationing, dining out, or just seeing a movie.



PALCO

FEDERAL CREDIT UNION

Address

191 Chad Road
PO Box 330
Muncy, PA 17756-0330

Phone

570-546-2333
800-822-2154
Fax: 570-546-6868

Web Site: www.palcofcu.org

Hours

Monday – Wednesday:
7:30 am – 4:30 pm
Thursday: 9:00 am – 5:00 pm
Friday: 7:30 am – 6:30 pm

Read and WIN!

Hidden within this newsletter are four account numbers spelled out. If you find your number, give us a call and we will deposit \$25 into your account!

HOLIDAYS

President's Day

Monday, February 19th

Good Friday

Friday, March 30th

Tax Time!

Have your tax refund directly deposited into your credit union account quickly, easily, and free! Simply provide your tax preparer with your savings or checking account number and our ABA routing number:
231382416.



Apply for PALCO's Members Helping Members Scholarships

PALCO's Scholarship Committee will be awarding two **\$1,000** scholarships to qualifying student members. Must be a graduating high school senior entering an accredited college, university, or other recognized institution of higher learning full time in the 2018-2019 school year. Applicants must be in good standing for at least 6 months and can apply by submitting the application and fulfilling the requirements.

For more information, or to apply visit us online or call our office.



\$500 Dreams Thrive Here Contest Winner Announced

Congratulations to Kathy R., the recipient of our \$500 Dreams Thrive Here Contest! Kathy will be using her prize to help families in need locally and also those who have been affected by recent tragedies that have struck our nation.

PALCO would like to thank every member who submitted an entry into our Dreams Thrive Here Contest. We received a remarkable number of entries, and the decision was not an easy one. Your willingness to share your dreams and your experiences with us was very inspiring!

Rate Schedule

New/Used Vehicle (20% down)

80% of the sticker price, NADA retail or CPI/appraised value
36 months~~1.99%~~ 1.49%
48 months~~2.49%~~ 1.99%
60 months~~2.99%~~ 2.49%
72 months~~3.99%~~ 3.49%

New/Used Vehicle (0% down)

100% of the sticker price, NADA retail or CPI/appraised value
36 months~~2.49%~~ 1.99%
48 months~~2.99%~~ 2.49%
60 months~~3.49%~~ 2.99%
72 months*~~4.49%~~ 3.99%

Older Auto (20% down)

80% of NADA Older Used Car Guide Retail Value
24 months~~6.99%~~ 6.49%

Older Auto (0% down)

100% of NADA Older Used Car Guide Retail Value
24 months~~7.49%~~ 6.99%

PSL/Signature Loan

\$25,000 Limit**
60 months 11.00%

VISA® Credit Card

\$25,000 Limit**
Min. payment 2.5% of total new balance, min. \$10
..... 8.90%

Home Equity Line of Credit

Current adjustable 5.00%

Fixed Home Equity Loan

4 years or less 2.99%
up to 7 years 3.49%
up to 10 years 3.99%

Share Secured

Held against funds in the account
36 months 3.00%
60 months 4.00%
120 months 6.00%

Certificate Secured

Held against share certificate with renewal agreement, max. term negotiable
..... 2.00% above certificate rate

Dividend Rates

4th Quarter 2017 Declared

	APR	APY***
Savings (S1) & T-account (S5).....	0.15%	0.15%
Christmas (S3) & Vacation (S4).....	0.15%	0.15%
Checking (S2).....	0.00%	0.00%

1st Quarter 2018 Anticipated

	APR	APY***
Savings (S1) & T-account (S5).....	0.15%	0.15%
Christmas (S3) & Vacation (S4).....	0.15%	0.15%
Checking (S2).....	0.00%	0.00%

Money Market Savings (S6) & Money Market Checking (S7)****

Please call office or visit our website for current rates.

Box Score

Assets: \$75,596,015
Shares: \$56,756,195
Loans: \$22,228,533
Members: 6429

*72-month financing for NEW (any amount) or USED over \$39,999.99. Longer terms and rates are available for Jumbo vehicle/RV loans over \$49,999.99. **Combination of all unsecured loans cannot exceed a total of \$25,000. NOTE: All rates are expressed as an Annual Percentage Rate (APR). Existing PALCO loans cannot be refinanced for a lower rate. Model year updated in September. Rates and conditions subject to change without notice. ***Annual Percentage Yield. ****Some Restrictions Apply.



Federally Insured by the NCUA