

# N o r t h e r n Perspectives

Winter 2005

Exclusively for SeaComm Members



**Attention Snowbirds! SeaComm ATM cards and Visa® debit cards will allow fee-free access to your accounts up to four times per month at Publix Supermarket ATMs throughout the south.**

## Fulfill the American Dream

*Everyone Has Different Needs*

SeaComm is now able to help more members than ever realize the American dream of homeownership due to a partnership with MorPAC, the mortgage processing assistance center. Every home buyer has a different need – that's why we've expanded the types of mortgages available to our members. Whether you are buying your first home or a vacation home, or you plan to trade up, relocate or refinance, the lending professionals at SeaComm are ready to assist and advise you regarding the best possible loan product to fit the needs of your family.

### Now More Options at SeaComm

In addition to our conventional fixed-rate and adjustable-rate mortgages, SeaComm is now able to offer the following types of mortgages to our members:

- FHA loans with as little as a 2.25% down payment
- VA loans with 0% down payment for qualified veterans
- Equity loans up to 125% of the value of the house
- No income verification mortgages
- Investment property loans with only 10% down
- Nonconforming loans for damaged credit and bankruptcy



- Construction loans
- Other programs for specific needs

### Come to Your Credit Union First

If homeownership is in your future, come to SeaComm first; chances are we can find the right mortgage for your current situation. Even if you already have a mortgage with another financial institution, check with us. We may be able to buy it out and save you lots of money in the process. When you think mortgages ... think SeaComm!



## The Canton Branch Is Now Open

Pictured left to right are the friendly faces of your new Canton Branch: Teller Ryan McConnell, Teller Yrma Babilonia, Member Service Representative Marie Brown, Manager Trudi LaTrace and Head Teller Heather Lindsay.



2 Internet Scammers Are Phishing for You

2 Annual Meeting

3 CEO's Report

4 Moola Moola Notes

# Don't Get Caught

## Internet Scammers Are "Phishing" for You

The Internet has spawned a form of fraud designed to dupe financial services consumers into revealing their credit card information, online banking passwords and other confidential information. Known as "phishing," this particular scam involves e-mails or pop-ups that attempt to trick the recipient into giving up confidential information.

These messages look convincing, using a legitimate-looking financial institution logo. They tell the recipients that, for some reason, there's a need to verify their passwords and other information. The messages ask for a reply either via e-mail or through a link to a counterfeit Web site that looks just like the legitimate financial institution's. And because these messages look so official, up to 20% of unsuspecting recipients may respond to them, resulting in financial losses, identity theft and other fraudulent activity against them.

### Some Tips to Avoid Getting "Hooked"

The Federal Trade Commission, the nation's consumer protection agency, suggests these tips to help you avoid being taken by a phishing scam:

- If you get an e-mail or pop-up message that asks for personal or financial information, do not reply or click on the link in the message. Legitimate companies don't ask for this information via e-mail.
- Don't e-mail personal or financial information. E-mail is not a secure method of transmitting personal information.

### SeaComm will never ask you to divulge account or password information via e-mail.

- Review credit card and bank account statements as soon as you receive them to determine whether there are any unauthorized charges. If your statement is late by more than a couple of days, call your credit card company or financial institution to confirm your billing address and account balances.
- Use anti-virus software and a firewall, and keep them up to date.
- Be cautious about opening any attachment or downloading any files from e-mails you receive, regardless of who sent them.



### We Can Help

If you feel you've been a victim of any sort of financial scam, Internet-based or otherwise, don't hesitate to contact us here at SeaComm. We'll be happy to go over your accounts with you, determine if there is a problem, and if so, what the next step should be.

## Annual Meeting

All SeaComm members in good standing are invited to attend the credit union's annual meeting on Wednesday, March 30, 2005, at 7 p.m. at the VFW, 101 West Hatfield Street in Massena. On the agenda will be reports from the Board of Directors, the Supervisory Committee and the Finance Department. Two vacancies on the Board of Directors will be filled. The nominees are current members Roland Maynard and Harold Raymonda. Any member who wishes to run for the Board can obtain nominating petitions and instructions from Carla Snell at SeaComm's downtown Massena branch at 79 Main Street. The deadline for submitting petitions is Feb. 18, 2005.



# CEO's Report

By Forrest R. Kimball, CEO, SeaComm Federal Credit Union

It's hard to believe that 2004 has come to an end. It seems like it was only yesterday we were talking about the opening of our new facility in Canton. Canton's new office opened for business in mid-December, and will help us serve our many members in the western part of the county. In addition, it will give others the opportunity to enjoy the "SeaComm Experience."

We have had great success with our "home banking package" on the Internet. As of this writing, we have more than 6,500 members using this service. Our bill-payer program continues to be received well by the members who use it. On your computer, go to [www.seacomm.org](http://www.seacomm.org)

and take a look at both of these programs. We will continue to enhance our online services to better serve you, the members.

In our loan area we have instituted a new program, which is very exciting. SeaComm now offers mortgages that will help more of our members purchase homes. Some of the products available are zero down payment programs, first-time home buyers, FHA and VA programs. If you are in the market for a home, please come in and see one of our mortgage officers. We continue to offer new car and recreational vehicle loans as low as 3.99% APR\*, secured loans as low as 4.99% APR\* and unsecured loans at 8.25% APR\*.

It appears that SeaComm will have another very successful year. Our membership is growing daily and is rapidly approaching 32,000. As of this writing, we have assets of more than \$200 million. This is all thanks to you, the members. As always, if you have any issues or concerns about the credit union, please feel free to come in and see me at the Stearns Street office or call me at **764-0566, Ext. 246**.

On behalf of the Board of Directors, the Supervisory Committee, the management and staff of SeaComm, I wish you all a very successful and prosperous 2005. We all thank you again for your continued support.

\*APR = annual percentage rate.

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## Employee Spotlight

*Ryan McConnell: From Intern to Full-time Employee*



When the credit union decided to work with SUNY Canton's internship program and accept a student intern at SeaComm, nobody really knew what to expect. It was the first time we've done anything like this at the credit union. Well, if our first experience is any indication, the program is an outstanding way for students to learn about the financial service business, and also for SeaComm to find good employees.

Ryan McConnell was a senior in the financial service program at SUNY Canton when he became SeaComm's first-ever intern. He was assigned to the Potsdam branch, where he worked in the loan department. Ryan fit in so well, when openings occurred as a result of the new Canton branch, he applied and was accepted as a full-time teller there. The final weeks of his internship were spent at SeaComm's main office working behind the teller line, honing his skills. He graduated with his bachelor's degree in financial services in December.

When he's not hard at work serving members in the new SeaComm branch in Canton, Ryan enjoys hunting, fishing, basketball and golf. He says, "SeaComm has been a great place to work with a very friendly staff; working here has been a great experience for me." Members are invited to stop in and meet Ryan at the brand-new Canton branch at 101 East Main Street.



CONGRATULATIONS to the winners of this quarter's Moola Moola prize drawing. They are Jaxon Phillips from Norfolk, Patrick Bradley from Canton, Kalan Land from Moira and Haily Premo from Massena.

## Notes



FEDERAL CREDIT UNION

## Hours and Locations

### Main Office

30 Stearns Street  
Massena, NY 13662  
(315) 764-0566  
Fax: (315) 764-0152

### Monday–Thursday

8:00 a.m.–5:00 p.m.  
(Drive-up opens at 7:30 a.m.)

### Friday

8:00 a.m.–6:00 p.m.  
(Drive-up opens at 7:30 a.m.)

### Saturday

9:00 a.m.–Noon  
(Drive-up opens at 8:30 a.m.)

### Canton Branch

101 East Main Street  
Canton, NY 13617  
1-800-764-0566  
Fax (315) 379-9809

### Monday–Thursday

8:00 a.m.–5:00 p.m.

### Friday

8:00 a.m.–6:00 p.m.

### Saturday

9:00 a.m.–Noon  
(Drive-up only)

### Malone Branch

45 Finney Blvd., Ste. 5  
Malone, NY 12953  
1-800-764-0566  
Fax: (518) 483-7751

### Monday–Thursday

8:00 a.m. – 5:00 p.m.

### Friday

8:00 a.m. – 6:00 p.m.

### Saturday

9:00 a.m. – Noon  
(Drive-up opens at 8:30 a.m.)

### Massena Branch

79 Main Street  
Massena, NY 13662  
(315) 764-0566  
Fax: (315) 764-5453

### Monday–Thursday

8:30 a.m. – 5:00 p.m.  
(Drive-up opens at 8:00 a.m.)

### Friday

8:30 a.m. – 6:00 p.m.  
(Drive-up opens at 8:00 a.m.)

### Saturday

Closed

### Potsdam Branch

6 Sisson Street  
Potsdam, NY 13676  
1-800-764-0566  
Fax: (315) 265-1456

### Monday–Thursday

8:00 a.m. – 5:00 p.m.

### Friday

8:00 a.m. – 6:00 p.m.

### Saturday

9:00 a.m. – Noon  
(Drive-up opens at 8:30 a.m.)

All other areas  
nationwide:  
**1-800-764-0566**

### SmartLine

(315) 769-5821  
1 (866) 769-5821

### Web Site/ Home Branch

[www.seacomm.org](http://www.seacomm.org)

## Holiday Closings

*Martin Luther King Jr.'s*

*Birthday* – Saturday, Jan. 15  
and Monday, Jan. 17

*Presidents Day* –

Saturday, Feb. 19 and  
Monday, Feb. 21

### Board of Directors

Edward Hamel	President
Keith Edwards	Vice President
Harold Raymonda	Treasurer
Gary Fuller	Secretary
Patricia Dodge	Director
Wayne Duso	Director
Roland Maynard	Director

### Supervisory Committee

Patricia Dodge	Chairperson
Stephen Barclay	Member
Ron Derouchie	Member
Tom McCarty	Member
Scott Wilson	Member

We Do Business in Accordance with the Federal Fair Housing Law and the Equal Credit Opportunity Act.



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## Dividend Rates

**APY\***

**Primary Share Account**  
**\$100 & over** **1.30%**

**Daily Money Account**  
**\$2,500 & over** **1.35%**

**Traditional/Roth IRA Share Account**  
**\$5 & over** **2.00%**

### Share Certificates

**(\$1,000 minimum)**

<b>5-year</b>	<b>3.85%</b>
<b>4-year</b>	<b>3.69%</b>
<b>3-year</b>	<b>3.39%</b>
<b>2-year</b>	<b>2.78%</b>
<b>1-year</b>	<b>2.34%</b>

**(\$2,500 minimum)**

<b>6 months</b>	<b>2.19%</b>
<b>90 days</b>	<b>1.35%</b>

### IRA Certificates, Roth IRA Certificates

**(\$1,000 minimum)**

<b>5-year</b>	<b>3.85%</b>
<b>4-year</b>	<b>3.45%</b>
<b>3-year</b>	<b>3.25%</b>
<b>2-year</b>	<b>2.78%</b>
<b>1-year</b>	<b>2.20%</b>

### Weekly Money Market

<b>\$100-\$2,499.99</b>	<b>1.30%</b>
<b>\$2,500-\$9,999.99</b>	<b>1.35%</b>
<b>\$10,000-\$24,999.99</b>	<b>1.50%</b>
<b>\$25,000-\$49,999.99</b>	<b>2.00%</b>
<b>\$50,000 &amp; over</b>	<b>2.10%</b>

\* APY = Annual Percentage Yield

## Loan Rates

**APR\*\***

### Vehicles

<b>2002 &amp; newer</b>	<b>as low as 3.99%</b>
<b>2001 &amp; older</b>	<b>as low as 4.99%</b>

<b>RVs</b>	<b>as low as 3.99%</b>
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### Share Secured

**3% Above Regular Share APY**

### Credit Cards

<b>SeaComm VISA®</b>	
<b>Advantage Gold</b>	<b>9.95%</b>

<b>SeaComm VISA®</b>	
<b>Platinum Preferred</b>	<b>10.49%</b>

<b>SeaComm VISA® Classic</b>	<b>13.95%</b>
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### Home Loans, Home Equity Loans, Home Equity Lines of Credit

**Rates are at historic lows. Call**

**SeaComm today for current rates and terms.**

\*\* APY = Annual Percentage Rate

All rates are effective as of Dec. 1, 2004, and are subject to change. For current rates, inquire at any SeaComm office or call 1-800-764-0566. Early withdrawal penalties may be imposed on certificate accounts. Loan rates and terms are determined by each member's overall credit history and are subject to change. Different rates may apply.

# SeaComm FEDERAL CREDIT UNION

## Service Fee Schedule

**THE FOLLOWING FEES ARE EFFECTIVE AS OF JAN. 10, 2005. THESE FEES ARE SUBJECT TO CHANGE AS THE ECONOMY DICTATES. PLEASE CLIP AND SAVE FOR FUTURE REFERENCE.**

### **ACCOUNT RECONCILIATION**

(No charge for less than one hour)

\$10.00/hr.

### **ACCOUNT STATEMENT COPY**

\$1.00/statement

### **AMERICAN EXPRESS®**

#### **DOUBLE AUTHORIZATION CHEQUES**

1.5% of purchase

#### **AMERICAN EXPRESS**

#### **TRAVELERS CHEQUES**

1% of purchase

### **ATM BALANCE INQUIRY**

(All free at SeaComm ATMs)

\$1.00 each

### **ATM FEE FOR FOREIGN CARD USE AT SEA COMM ATM**

\$1.00 each

### **ATM WITHDRAWAL**

(All free at SeaComm ATMs, first four per month are free at other ATMs)

\$1.00 each at non-SeaComm ATMs

### **BOND/COUPON REDEMPTION**

\$5.00/envelope

### **BUSINESS PURPOSE ACCOUNTS**

Monthly service charge: \$7.50

Checks deposited or cashed, over 50 per day: \$0.05 each

### **CASH HANDLING CHARGE FOR CASH DEPOSITS OVER \$10,000.00**

\$1.00/\$1,000.00

### **CHECK COPY**

\$2.00

### **CHECK PROTEST**

\$20.00

### **CHECKS CLEARING ON CANADIAN BANK**

\$3.00/check

### **PHOTOCOPY REQUESTS**

\$0.15/page

### **COUNTER CHECKS**

(sheet of four) \$1.00/sheet

### **DORMANT ACCOUNT FOR 12 MONTHS OR LONGER**

\$5.00/inactive mo. (continued on other side)

## Fee Schedule continued...

### **FAX SERVICE** – Outgoing:

First page .....	\$2.50
Each additional page.....	\$0.50
Incoming: each page .....	\$1.00

### **ITEM RECEIVED FOR COLLECTION**

\$15.00/item

### **MEMBER DEPOSITED ITEM RETURNED**

\$15.00/item

### **MONEY ORDERS**

\$1.00

### **MORTGAGE AMORTIZATION SCHEDULE**

\$5.00

### **NEW ACCOUNTS CLOSED**

#### **WITHIN 30 DAYS**

\$5.00

### **OFFICIAL CHECKS**

(More than one per day)

\$2.00

### **OFFICIAL CHECK COPY**

\$3.00 each

### **OVERDRAWN DUE TO EFT (ATM,ACH)**

\$25.00

### **RECORD SEARCHES OR SPECIAL SERVICES**

\$10.00/hour (\$5.00 minimum)

### **RETURNED CHECKS DUE TO**

#### **NON-SUFFICIENT FUNDS**

\$25.00

### **PAID OVERDRAFT**

\$25.00

### **RETURNED STATEMENT DUE TO**

#### **INCORRECT ADDRESS**

\$3.00/statement

**SAFE DEPOSIT BOXES** (Fees are prorated if purchased after January 31)

3 x 5.....\$20.00 + tax

3 x 10.....\$30.00 + tax

5 x 10.....\$40.00 + tax

10 x 10.....\$55.00 + tax

### **REPLACE LOST KEYS FOR DEPOSIT BOX**

\$25.00 minimum

### **STOP PAYMENT**

\$12.00

### **TRANSFER TO COVER**

#### **NON-SUFFICIENT FUNDS**

\$10.00

### **VISA® CHECK CARD**

Fees apply when used as ATM card.

### **VISA® PASS-THROUGH EXPEDITE FEE**

Overnight, min. ....\$75.00

Second day, min. ....\$40.00

### **WIRE TRANSFER IN U.S.**

\$0 to \$50,000.00 .....\$15.00

\$50,001.00 and up .....\$25.00