

N o r t h e r n Perspectives



Fall 2004

Exclusively for SeaComm Members



The Canton branch will be opening soon.
Read about it on Page 3.

Financial Services for a New Generation

Special Credit Union Program Designed for Students

SeaComm Federal Credit Union offers financial services and education geared for students ages 12 to 17. We call it **boom! (money & stuff)** and it provides everything young people need to take the first step toward financial freedom and independence.



With **boom!**, students can open an easy and convenient savings account, and also learn valuable lessons related to making, saving and spending money. It's the perfect financial program for someone just starting out, or anyone looking for cost-effective financial services designed specifically with students in mind. Here's what we offer:

For students ages 12 to 15:

- **Boom!** enrollment packet
- Student savings account

- Miscellaneous savings accounts, including Christmas Club
- Share certificates
- ATM card for account access
- Special Web site for **boom!** members
- Quarterly drawings and special contests designed to motivate teens to save money

For 16- and 17-year-olds, all of the above, plus:

- Student checking account including debit card (with parental signature)

- Access to account online through SeaComm's Home Branch
- Electronic bill payment
- Student credit card with a \$250 limit (with parental signature)
- First time auto loan (cosigner required)

Students can open a **boom!** account with a minimum initial \$5 deposit.*

Anyone who joins **boom!** at SeaComm can remain a

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Moola Moola Field Day Jelly Bean Guess Winners



Pictured left to right are Patricia Hunt with twin daughters and Moola Moola members Rebekah and Sarah, along with SeaComm Financial Services Manager Christine Abrantes. The twins both had the closest guess to the correct number of jelly beans and they guessed independently. Mom Patricia says, "This kind of thing happens so often, I'm not surprised anymore."



2 What Check 21 Means for You

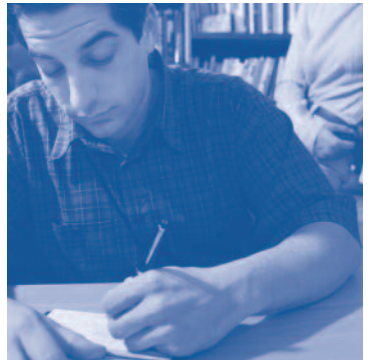
2 First Book

3 SeaComm Coming to Canton

4 Moola Moola Notes

Check 21: What Does It Mean for You?

The Check Clearing for the 21st Century Act, or Check 21 as it's commonly known, was signed into law by President Bush on Oct. 28, 2003. The law goes into effect on Oct. 28, 2004. Check 21 allows credit unions, banks and processors to "truncate" checks earlier in the check clearing process and more often.



Truncate?

Truncation means removing an original paper check from the check processing system, and in its place making a substitute electronic check. At SeaComm, we've been truncating checks since we started offering checking accounts; that's why you don't receive cancelled checks back with your monthly statement. As a result, credit union members will see minimal changes because of Check 21 with one big exception – your float time (the time between when a check is presented for payment, and when the funds are actually withdrawn from an account).

Losing the Float

Because Check 21 will substantially decrease the time it takes a check to clear, the amount of float will decrease. In fact, in some cases the float may be reduced from several days to a few hours. You should always make sure there are enough funds in your account to cover any check when you write it. It's always a good idea to accurately maintain your checking account records and reconcile your statement in a timely fashion.

Cancelled Checks

You will still be able to get a copy of a cancelled check if

you need one. It just may be an image replacement document, an electronic check equivalent that carries all the information of your original check.

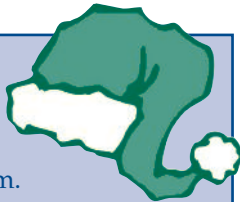
Questions?

If you'd like to learn more about Check 21, an informational brochure is available at any SeaComm branch. As always, if you have any questions about your accounts, please call us or stop in, we would be happy to assist you.

Holiday Guests

Santa and Mrs. Claus will be visiting each SeaComm location. See them:

- Dec. 9 at the Canton Branch from 3 – 5 p.m.
- Dec. 10 at the Potsdam Branch from 3 – 5 p.m.
- Dec. 11 at the Main Office from 10 a.m. – noon
- Dec. 16 at the Massena Branch downtown from 3 – 5 p.m.
- Dec. 18 at the Malone Branch from 10 a.m. – noon



Giving children from low-income families the opportunity to read and own their first new books

First Book

This year's fundraising project will support First Book. SeaComm employees will be raising money for the local chapter of this worthwhile organization through next June. Visit our Web site, www.seacomm.org, frequently to find out about upcoming events. To learn more about First Book, go to www.firstbook.org.

Financial Services...

Continued from page 1

member of the credit union for life, no matter where they live or work (as long as they maintain membership in good standing). Members of our Moola Moola kids club will be automatically enrolled when they reach age 12.

Help your child take the first step toward financial responsibility. Stop in at any SeaComm branch to open a **boom!** student credit union account for your child today and assure his or her financial well-being tomorrow.

* Anyone who lives, works, worships, or attends school in St. Lawrence County or the 15 northern townships of Franklin County, or is related to an existing member, is eligible to join.

SeaComm Coming to Canton!

New Branch Being Built on East Main Street

When SeaComm's board of directors and senior management team decided it was time to expand, Canton was chosen as the location for the credit union's fifth branch. Locating a new facility in the county seat will serve a significant number of existing members who live or work in that area. It will also make it more convenient for people who are not currently with the Credit Union to take advantage of the benefits of SeaComm membership. With St. Lawrence County government, St. Lawrence University and SUNY Canton all in the vicinity, the opportunity for growth is very good.

Full-Service Facility

The new Canton branch, located at 101 East Main Street, will be similar in size and interior layout to the Potsdam facility, but will have its own exterior design in keeping with the character of the Canton community.

The new branch will be full-service, including three drive-thru lanes and a 24-hour ATM. SeaComm veteran employee Trudi LaTrace has been selected as branch manager.



Construction Right on Schedule

Danko Construction of Massena is in charge of building our new facility. Construction began in the spring and despite a rainy summer, things are

right on schedule for a November grand opening. SeaComm is excited about this opportunity to better serve members in the greater Canton area, and everyone is invited to stop in when the new branch opens.

Employee Spotlight:

Meet New Canton Branch Manager Trudi LaTrace



Opening a new branch is an exciting event for SeaComm, and it's very important that we have the right person as manager in our new Canton facility. The board and senior management are very pleased that veteran employee Trudi LaTrace has taken on that responsibility. Trudi began serving SeaComm members in October 1989 as a teller in the Massena Branch. She was promoted to vault assistant at the main office in July 1991 and to head teller there two months later. Trudi moved to member service in 1998 and to collections in 2001. She became a lending representative about eight months later and was promoted to loan officer in January 2003, where she remained until this leadership opportunity in the new Canton branch became available.

Away from the credit union, Trudi likes to go camping with her husband, Darrin, and daughter, Leanne. She also likes to cook for her family and spend time reading.

Trudi will be busy in the next few months learning the ins and outs of branch management and getting to know the folks in the Canton area. Be sure to stop in and see her when the new branch opens in November.



CONGRATULATIONS to the winners of this quarter's Moola Moola prize drawing. They are Troy Myers of Massena, Alanna Blair of Burke, Patrick Bradley of Canton and Kristin Paller of Massena.

Notes

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.)

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

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

SmartLine

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

Web Site/ Home Branch

www.seacomm.org

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)

5-year	3.85%
4-year	3.45%
3-year	3.25%
2-year	2.78%
1-year	2.20%

(\$2,500 minimum)

6 months	1.95%
90 days	1.35%

IRA Certificates, Roth IRA Certificates

(\$1,000 minimum)

5-year	3.85%
4-year	3.45%
3-year	3.25%
2-year	2.78%
1-year	2.20%

Weekly Money Market

\$100-\$2,499.99	1.30%
\$2,500-\$9,999.99	1.35%
\$10,000-\$24,999.99	1.45%
\$25,000-\$49,999.99	1.55%
\$50,000 & over	1.65%

* APY = Annual Percentage Yield

Loan Rates

APR**

Vehicles

2003 & newer (12,000 miles & under)	as low as 3.99%
2001 & newer	as low as 4.24%
2000 & older	as low as 4.99%

RVs as low as **3.99%**

Share Secured

3% Above Regular Share APY

Credit Cards

SeaComm VISA®	
Advantage Gold	9.95%
SeaComm VISA®	
Platinum Preferred	10.49%
SeaComm VISA® Classic	13.95%

Home Loans, Home Equity Loans, Home Equity Lines of Credit

Rates are at historic lows. Call

SeaComm today for current rates and terms.

** APR = Annual Percentage Rate

All rates are effective as of September 7, 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.

Holiday Closings

Columbus Day – Saturday, Oct. 9 and Monday, Oct. 11

Veterans Day – Thursday, Nov. 11

Thanksgiving Day – Thursday, Nov. 25

Christmas Day – Saturday, Dec. 25

New Years Day – Saturday, Jan. 1, 2005



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



Board of Directors

Edward Hamel	President
Keith Edwards	Vice President
Harold Raymond	Treasurer
Gary Fuller	Secretary
Patricia Dodge	Director
Wayne Duso	Director
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Stephen Barclay	Member
Ron Derouchie	Member
Tom McCarty	Member
Scott Wilson	Member

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