

In the Know



FEDERAL CREDIT UNION

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HOLIDAY CLOSINGS

(All offices closed)

Memorial Day: Monday, May 30th

Independence Day: Monday, July 4th

Employee Appreciation Day:

Wednesday, July 13th (Offices close at 1 p.m.)

Labor Day: Monday, September 5th

Columbus Day: Monday, October 10th

BOARD OF DIRECTORS

- Leonard Lindenmuth, *Chairperson*
- Jeffrey J. Kerr, *Vice Chairperson*
- Patricia Clark, *Treasurer*
- Ann Marie Lenkiewicz, *Secretary*
- Mary E. Adams
- F. Paul Battisti, Esq.
- Mark H. Knebel
- Larry Maier
- Jeanette O. Tillotson



MESSAGE FROM THE CHAIRMAN

To Our GHS Members:

I am pleased to report to you that 2011 is off to a strong start. Facing the tough economic times that continue on both a national and local level, GHS is able to remain strong by keeping our members' needs a priority and by responsibly managing the assets of this credit union.

In fact, according to the National Credit Union Association (NCUA), GHS continues to secure the ranking of "Well-Capitalized."

Another measure of GHS's strength is in our loan portfolio. From December 2009 to December 2010, we saw an increase in loans of 2.98% and our credit card loans increased 5.52%, for an overall loan growth of 3.16%. On average, the Credit Union industry experienced a decline in loan balances of 1.34%.

The strength of GHS's portfolio also serves as a clear confirmation from our members that we are providing the products and services that our members want and need. Currently, we have two exciting promotions happening: our "Crazy-Low" Auto Loan rate and a very low rate on GHS VISA® balance transfers and purchases for new and current GHS VISA® cardholders.

We anticipate the positive trends reported throughout 2010 will continue into 2011, and as always, GHS's primary focus will be on both its members and its community members. Through our volunteerism, sponsorships and contributions to local organizations, we will continue to help the effort to enhance the lives of the community we serve. My many thanks to GHS's dedicated staff, board members and other volunteers who make GHS what it is!

Sincerely,

Leonard Lindenmuth
Chairman of the Board

GHS Annual Meeting
 May 3rd at the Chenango Town Hall
 from 6pm – 8pm.

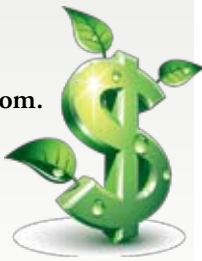
DO THE PLANET AND YOUR OVERFLOWING FILE CABINET A FAVOR...SIGN UP FOR eSTATEMENTS TODAY!

Signing up for GHS eStatements couldn't be simpler! Just go to www.ghsfcu.com and register.

Once you do, you'll get an email confirmation and will no longer receive paper statements. In less than a minute, you'll have reduced paper waste, decreased your home office paper clutter, and saved the expenses associated with producing and mailing paper statements.

Protected by all the latest security, you will be notified each month as soon as your eStatements are available. This means you'll get them faster, they'll look just like your current paper statement, and your eStatements will be archived for a period of 18 months. **If you have any questions, please contact GHS at (800) 732-4447 ext. 1811, (607) 723-7962 ext. 1811**

or email us at estatemnts@ghsfcu.com.



THINK OF GHS FIRST FOR YOUR BUSINESS NEEDS!

GHS is dedicated to bringing you first-class business services.

Because we know every business is different, we offer a variety of products, services, and business packages to choose from.

- **Deposit Accounts**
(Business Savings, Business Checking, Money Market Accounts)
- **Business Lending**
(Business Loans, Lines of Credit, Small Real Estate Loans, Vehicle and Term Loans)
- **FREE Remote Banking**
(Free Online Banking, eStatements, Free 24/7 Telephone Banking (STAR), Free Bill Pay and much more!)
- **Other services include...**
Business Debit Card, Wire Transfers, Free Check Imaging and Merchant Services

GHS also offers very competitive financing for business real estate, including the purchase of existing buildings or refinancing current loans. These loans use the property



as the required collateral and often are used for business properties, (both owner- and non-owner occupied), rental housing and combination business/residential properties.

We deliver high-caliber business services and offer a wide variety of products to help your business achieve its goals. **Call us at (800) 732-4447 or stop in at any one of our branches today!**

1.00% APR* ON VISA® BALANCE TRANSFERS AND PURCHASES! FOR 6 MONTHS

Reduce debt and save money when you transfer balances from high interest rate credit cards to a card with a lower rate!

From now until April 30 you can take advantage of this super low 1.00% APR* on all balance transfers and new purchases when you use your GHS VISA® card.

Don't have one? Applications are available at all GHS branches. Once approved, you can easily transfer your balances to your brand new card. Already have a card? Great! Just go online and click the link that takes you to the



Balance Transfer form, complete the form and enjoy your low rate.

In addition to this amazing offer, a GHS VISA® card never has an annual fee, no default rate, no balance transfer fee and no cash advance fee. It's a great card to have!

* GHS is offering a promotional rate for our new and existing VISA Platinum cardholders for a period of six (6) months on new purchases and balance transfers which post to an account between March 1, 2011 through April 30, 2011. Existing cardholders do not have to re-qualify for the promotional offer. APR = ANNUAL PERCENTAGE RATE. Existing balances will remain at the current APR. The monthly periodic rate for this offer is 0.0833%, which is an ANNUAL PERCENTAGE RATE of 1.00%. Thereafter, the monthly periodic rate will change to 0.6583%–1.4917% which is an ANNUAL PERCENTAGE RATE of 7.90%–17.90%. Promotional rate will run from March 1, 2011 through October 31, 2011. (Refinances on existing GHS loans or line of credit balances will not be allowed under this promotion.) Minimum balance transfer - \$500.00. Cash advances and convenience checks are not included in this offer. GHS reserves the right to terminate this offer at any time. Some restrictions may apply.

BOARD OF DIRECTORS NOMINATIONS

A notice seeking board candidates was placed in the newsletter that was delivered to all members in January.

The deadline for accepting nominations was February 4, 2011. There are three Board of Director seats to be filled at our upcoming Annual Meeting in May, nominations are as follows:

Mark H. Knebel

Appointed to the Board in May 2007, Mr. Knebel is the CEO and owner of the Keegan Insurance Agency in Binghamton, NY. Mark is affiliated with the Independent Insurance Agents of the Southern Tier and the National Association of Life Underwriters. He is currently serving as a board member of the Independent Insurance Agents, and is an active member of the Knights of Columbus Council #11403 and the Greater Binghamton Chamber of Commerce. Mark was president of the local Rotary in

2003–2004. A resident of Binghamton, Mark received an associate's degree from Broome Community College in 1988.

Mary Adams

Ms. Adams was appointed to the GHS Board of Directors in 1999. Mary is the human resource coordinator at Good Shepherd-Fairview Home, where she has been employed since 1989. She is responsible for the hiring of all staff and is the benefits administrator. Mary currently serves on the Personnel/Payroll and Nominating Committees of the GHS Board. She earned an associates degree in business from Broome Community College. Mary is active in several organizations and volunteers for the Cider Mill Playhouse.

Jeanette O. Tillotson

Ms. Tillotson joined Broome Community College in 2000 as assistant controller, and is currently the controller of the college. She served 16 years at Gannett Newspaper Group–The Binghamton Press prior to joining the college, and immediately after earning her B.S. in accounting from Binghamton University's School of Management. Jeanette is responsible for finance, student accounts, financial aid, accounts payable, purchasing, payroll and mail operations for BCC. During the past three years, she has been a major leader in the college's migration to their new financial, payroll and student finance systems. She was awarded the 2010 State University of New York Chancellor's Award for Excellence in Professional Service.

TURBOTAX® AVAILABLE NOW ON GHS WEBSITE



TurboTax® is a great tool to have on your computer to assist you in accurately and securely filing your state and federal taxes.

TurboTax® is currently available for all members at www.ghsfcu.com. This product offers a "try it before you buy it" option, which allows you to use TurboTax®, then pay for it when you're satisfied it's right for you. There are several different versions available for purchase, so you can select the one that best fits your needs. Their help lines allow you to talk to a live person and get answers to any questions or concerns you may have.

YOUR GHS FINANCIAL CONSULTANTS

"Today's investing world is a confusing one, and dealing with it is difficult for many investors. Working with a Financial Professional who takes the time to listen to you and understands your investment goals is very important. We give clear, objective financial guidance and offer investment ideas tailored to your unique financial needs."

—Greg & Joanne

**401K / IRA Rollovers & Transfers • Annuities
Retirement Income Planning • Mutual Funds
College Savings Plans • Stocks & Bonds**

*Together, we can create a portfolio that you can be sure has your best interest in mind. Would you have it any other way?
Call today for more information or to schedule a consultation.*

GREG AND JOANNE DIEHL, YOUR GHS FINANCIAL CONSULTANTS

(607) 723-7962 x2848 | (800) 732-4447 x2848

Greg & Joanne Diehl are independent Financial Consultants associated with The Glen Wood Financial Group, Inc. Securities and insurance products offered through LPL Financial and its affiliates. Member FINRA/SIPC. Not NCUA insured. May lose value. No credit union guarantee.





Get Crazy and Win!

Hurry and join the madness at GHS with a **crazy-low auto loan rate!**

3.49%^{APR*}

FIXED for up to 60 months!

This offer is good from now until April 16, 2011 on new and newer model used car loans. Applications, payment calculators and more are all available online at GHS Loan Central. Of course, this *great fixed rate is available to ALL qualifying members.*

All approved applications will be entered to **WIN a \$250 gas card.**** One winner per branch will be selected. If you're looking for a great deal on a new or used car loan, look no further than GHS!

*Rate and terms available on new loan accounts only. Refinancing of existing GHS FCU loans does not qualify. Credit union membership required with a \$25 minimum deposit and \$1.00 membership fee. APR = Annual Percentage Rate. Loans are subject to credit approval and qualifications. Minimum loan amount \$5,000.00. Qualifying vehicle years 2006 and newer. Maximum term is 60 months. Relationship discounts do not apply. On a \$25,000.00 loan, payment would be \$454.74 (e). Monthly payment is example only. Example payment will vary based upon loan amount and loan term and does not include optional payment protection. All loan applications must be closed by April 30, 2011 otherwise rate subject to change. Some restrictions may apply.

**Must be 18 years or older. Employees and volunteers are not eligible. Offer ends April 16, 2011.

GHS FEDERAL CREDIT UNION

Visit www.ghsfcu.com

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105 Court Street, Binghamton, NY 13901

54 East Main Street, Norwich, NY 13815

(607) 723-7962
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STAR (Telephone Banking)
(607) 723-1192 or (800) 343-1443



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