

WE'RE FUELING ECONOMIC RECOVERY WITH REDUCED AUTO LOAN RATES

## Apply Online for Our Lowest Auto Loan Rates

**S**ave time and money on new or used auto loans and leases.

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2008 ANNUAL REPORT  
SYNOPSIS

3

SPONSOR YOUR FAMILY  
FOR MEMBERSHIP AND  
ENJOY A FREE LUNCH



If you've been thinking about getting a new or used car, now may be your best time to act for 3 reasons: 1. manufacturers are promoting unprecedented incentives to entice buyers; 2. the government just introduced sales tax breaks; and 3. we've lowered our rates on our most popular auto loans when you apply online!

Visit [www.nwfcu.org](http://www.nwfcu.org) to complete our easy, online application in just minutes and, in most cases, get an instant loan decision. New car loan rates start at just 3.50% APR<sup>1</sup> (up to 3 years) and as low as 4.24% APR<sup>2</sup> (4 to 6 years). Used car rates start at just 4.99% APR<sup>2</sup> (up to 5 years). Plus, NWFCU auto loans feature:

- Free auto locating & delivery service<sup>3</sup>
- Up to 100% financing (including title, registration, taxes and additional coverage such as extended vehicle warranty and GAP)
- Flexible repayment terms, with no prepayment penalties

- Convenient automatic payments – relax with automatic transfers from your account each month or pay period
- 5,000 bonus miles on your NWFCU Travel Rewards MasterCard

Internet Special rates are for a limited time only. Apply online today.

<sup>1</sup>Annual Percentage Rate (APR) current as of 5/01/09 and subject to change without notice. Rate includes a 0.25% discount for NWFCU Access and Premier Checking users. This rate is only available for new auto purchases and auto loan refinances from another lender where the auto was purchased as new within the past 12 months. Other rates and terms are available.

<sup>2</sup>Annual Percentage Rate (APR) current as of 5/01/09 and subject to change without notice. Rate includes a 0.75% discount for online application and 0.25% discount for NWFCU Access or Premier Checking users. Internal refinances are excluded from new car and Internet Special rates. Other rates and terms are available.

<sup>3</sup>This service is for new vehicles and is available in the Washington, D.C. metro area only. Auto Locating Service is free when you finance your vehicle through NWFCU.

### SPECIAL TAX BREAK AVAILABLE FOR NEW CAR PURCHASES

Taxpayers who buy a new car this year may be entitled to a deduction on their 2009 tax returns. The deduction is limited to the state and local sales and excise taxes paid on up to \$49,500 of the purchase price of a qualified new car, light truck, motor home or motorcycle. Purchases must be made between 2/16/09-12/31/09 and income limitations may apply. For details visit [www.IRS.gov](http://www.IRS.gov).

*Buying a new car doesn't get any easier*

### FREE AUTO LOCATING & DELIVERY SERVICE<sup>3</sup>

If you're ready to buy a new vehicle, let us do the legwork for you. Tell us the make, model, color and options you want and we'll do the rest. We will:

- FIND** the exact vehicle through our network of area dealers
- NEGOTIATE** the price on your behalf
- ARRANGE** financing
- DELIVER** your new vehicle to one of our community branches

To get started, complete our online form at [www.nwfcu.org](http://www.nwfcu.org), or call 703-709-8900, ext. 6001 to speak with an Auto Locating expert.

# Joint Report from the Chairman and CEO

## WELCOME NEW MEMBERS

Apptix  
Jack Kent Cooke Foundation  
Strategic Analysis, Inc.  
Westfields Business  
Owner's Association

## 2008 Annual Report Synopsis

In today's uncertain economy, NWFCU is here for our members, providing strength, stability, service—and solutions. With many members facing job loss and declining property values, we find ourselves continually seeking ways to help. From free budget counseling to loan restructuring and low-rate affordable mortgages, we've been able to help members reduce monthly payments and offer hope in a time of crisis.

Our dedication and commitment have paid off; we added more than 5,300 new members in 2008 and are now nearly 100,000 members strong! In addition, our loan and deposit growth have been very healthy, and we recorded an impressive 7.4% increase in assets last year, bringing us to \$1.6 billion.

In fact, during a time when other institutions merged, consolidated or collapsed, NWFCU expanded operations with the opening of a new branch in the growing community of Manassas, Virginia.

Our wholly-owned subsidiary, Northwest Financial LLC (NWF) also managed the economic downturn well by increasing its total revenues by 9% and total assets by 17%, while generating \$546,000 of net income for the Credit Union.

To further meet our members' needs, we continued to expand our line of products and services last year by:

- adding CU Student Choice, our low-rate student loan program
- expanding our branch lobby hours to 1:00pm on Saturdays
- introducing our Youth Club Accounts for members ages newborn to 18

- unveiling our "Add-on Certificate" program
- launching a low fixed-rate FirstCard Visa for members age 15-22
- partnering with iSekurity to help protect our members from identity theft

The NWFCU Foundation continued contributing to our charitable efforts in 2008. Staff and members gave their time and talents to worthy causes to help organizations such as Children's Miracle Network, Special Olympics, and Susan G. Komen Foundation, among others.

As part of the Foundation's annual Ben DeFelice scholarship program, 20 deserving member-students shared \$72,500 in scholarships.

2009 will be another challenging year, but we remain dedicated to helping our members weather the economic storm. We thank you for your continued support and for the trust you place in us. We are honored to be your lifetime financial partner and are committed to helping you meet your financial goals at every stage of your life.

Joel Ticknor  
*Chairman, Board of Directors*

Gerrienne Burks  
*President/CEO*

### Realtor® on Duty

A CU Realty Realtor® is available to answer questions every Friday from 11:00am-1:00pm at our Chantilly, Herndon, Manassas and Vienna branches, and on Saturdays from 10:00am-1:00pm at our Herndon Branch. No appointment is necessary—just stop by to learn more about current market trends, our CU Realty cash rebate program, or home buying and selling strategies.

## UPCOMING SEMINARS

### Foreclosed Homes: To Buy or Not to Buy?

Sat., May 16  
9:00am-11:00am  
Comfort Suites  
7350 Williamson Blvd.  
Manassas, VA

### Understanding Reverse Mortgages

Sat., May 16  
9:00am-11:00am  
Herndon Building I  
200 Spring Street  
Herndon, VA

### Home Borrowing Basics

Sat., June 13  
9:00am-11:00am  
Herndon Building I  
200 Spring Street  
Herndon, VA

To register, visit  
[www.nwfcu.org](http://www.nwfcu.org), or call  
703-709-8921, option 7.

ENJOY A TASTY REWARD FOR SHARING OUR SERVICES

# Who Says There's No "Free Lunch"?

**W**hen you share membership with family and roommates, lunch is on us.



Share the value of NWFCU and for a limited time, we'll thank you with a \$10 Subway® gift card\* for every new family and household member you sponsor for membership.

Nearly 100,000 members enjoy our money-saving benefits like fewer fees, lower loan rates, higher savings rates, convenient access to 32,000+ free ATMs nationwide, and more. Doesn't your family deserve a taste of everything NWFCU has to offer?

Your spouse, children, parents, grandparents, siblings, grandchildren and roommates are all eligible for membership and can take advantage of the many products and services we serve up each day.

Visit [www.nwfcu.org](http://www.nwfcu.org) to invite your family to join today or use the enclosed pass-along coupon on this month's insert. Enrollment takes only minutes and the benefits last a lifetime. But hurry! *Lunch on Us* offer ends June 1.

\*Sponsoring member is eligible for Subway offer when referred new member(s) provide sponsor's name, account number and/or daytime phone number on the membership application and joins between 4/1/09 - 6/1/2009. Sponsoring members are not financially responsible for new members. Eligible family members include spouse, children, siblings, parents, grandparents, grandchildren and roommates. Roommates are defined as household members sharing daily living expenses. Visit [www.nwfcu.org](http://www.nwfcu.org) for complete details.

*"I am so pleased with the services NWFCU provides. Unlike most banks, NWFCU really helps me with my financial issues and works with me to keep me on track."*

— Marcelene W.  
Silver Spring, Maryland

*"I have never had anything but the best service and quality from the Credit Union. As a professional investor, I am trained to recognize a good business when I see one, and NWFCU is tops. I have really had a great experience with NWFCU and have every reason to expect that to continue."*

—Randy D.  
Fairfax, Virginia

## Protect Yourself Down the Road

### GET A FREE\* CARFAX® VEHICLE HISTORY REPORT

Don't take chances when buying a used vehicle. Visit [www.nwfcu.org](http://www.nwfcu.org) and click on 'Auto Services' to request a CARFAX® vehicle history report that could uncover:

- Accident history
- Flood or fire damage
- Odometer fraud
- Stolen vehicles
- Fleet/rental use
- And other potentially costly problems

Questions? Speak with an Auto Resources representative at 703-709-8900, ext. 6001 (1-800-336-3384 toll-free).

\*Your account will be charged \$8.99 to run the CARFAX® report, a \$24.99 value. If you finance the vehicle through NWFCU, \$8.99 will be refunded following loan disbursement.



## HOLIDAY CLOSING

**Memorial Day**  
Mon., May 25

## ELECTION RESULTS

Incumbents Chuck Molina and Cynthia Strand, along with David Eldred, were elected to your Board of Directors in this year's election.

At the Organization Meeting, the following Board officers were elected: Joel Ticknor, Chairman; Leo Cardillo, Vice Chairman; Jeannette Moore, Secretary; and Chuck Molina, Treasurer.

## PATIENT PROM DONATIONS NEEDED

It's prom season, but many kids at Children's National Medical Center will miss their chance to dress up and dance due to the confines of their illness.

You can help the NWFCU Foundation deliver a 'Night of Magic' as they host a ball for patients on June 12. Your donation of gently worn dressy clothes, shoes, handbags and costume jewelry can be donated at any branch. For details, visit [nwfcufoundation.org](http://nwfcufoundation.org).