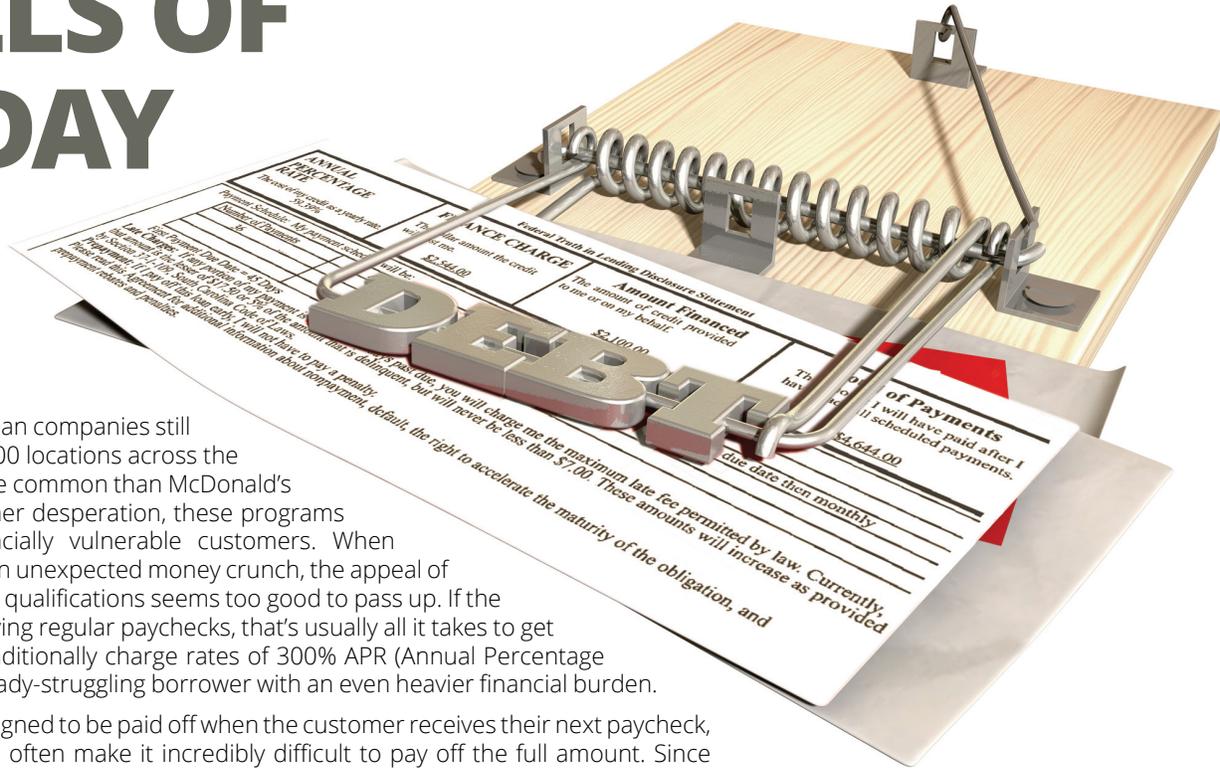




PITFALLS OF A PAYDAY LOAN



Financial Quick Fixes Come at a High Cost

Prohibited in 18 states, payday loan companies still manage to offer more than 20,000 locations across the United States, making them more common than McDonald's restaurants. Banking on consumer desperation, these programs market their services to financially vulnerable customers. When potential borrowers encounter an unexpected money crunch, the appeal of getting instant cash with minimal qualifications seems too good to pass up. If the borrower is employed and receiving regular paychecks, that's usually all it takes to get a loan. However, these loans traditionally charge rates of 300% APR (Annual Percentage Rate) or higher, saddling the already-struggling borrower with an even heavier financial burden.

Even though a payday loan is designed to be paid off when the customer receives their next paycheck, the outrageous interest charges often make it incredibly difficult to pay off the full amount. Since the average payday loan payment consumes 25–50% of a borrower's income, the threat of default is extremely high. To avoid defaulting on the loan, many customers elect to pay only the interest charges and roll over the loan for another pay period. According to recent Consumer Financial Protection Bureau research, almost 4 out of 5 payday loan customers re-borrow within a month. What started as a temporary fix becomes an ongoing cycle of debt.

High-interest consumer loans: overspending over time

While payday lending companies are traditionally limited to loans of \$1,000 or less, there is no shortage of consumer lending companies willing to offer similarly unfavorable terms on higher loan amounts. Like payday lenders, these lenders commonly target individuals with less-than-perfect credit or little to no collateral. Rather than charging outrageous interest rates for short periods, they make their money by charging slightly-less-outrageous rates (59% instead of 300%) over longer periods of time, often 2–3 years.

Consider this example: borrowing \$2,100 at an interest rate of 59.39% for 36 months would result in a total payment of \$4,644—more than double the original amount borrowed. You don't need a financial advisor to explain why that's a bad deal. Fortunately, these lenders aren't the only game in town.

GRANCO Federal Credit Union offers a convenient, cost-effective alternative

Because we are a not-for-profit, member-owned financial collective, we are able to reinvest our earnings into programs that benefit you—our member—instead of paying dividends to shareholders like traditional banks. This distinction allows us to approve personal loans with lower interest rates and higher flexibility than programs offered by payday lenders or banks. Remember those 300% payday loan rates? GRANCO FCU will never go over 18% APR on any loan.

For more details about how GRANCO can help you find smart solutions for your financial needs, stop by our branch or contact us at 509.754.5233.

UPCOMING EVENTS & HOLIDAY CLOSINGS

Friday, April 20

Annual Meeting

Friday, May 4

Firefighter Appreciation Day

Friday, May 11

Mother's Day Basket Drawing

Friday, May 25

Memorial Day Cookies

Monday, May 28

Closed for Memorial Day

Friday, June 8

PUD Appreciation Day

Friday, June 15

Father's Day Basket

Friday, June 22

Ephrata Member Appreciation BBQ

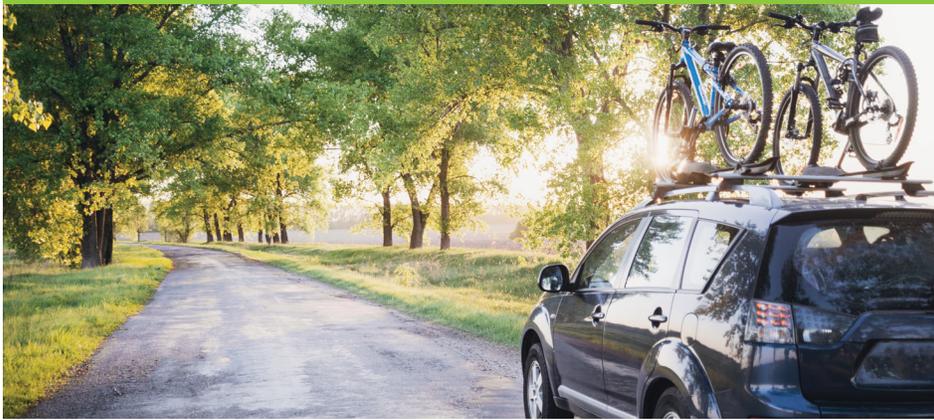
Wednesday, July 4

Independence Day

SAVE THE DATE



Make sure to mark your calendar for our Annual Meeting on April 20.



Shift into Spring

We've made it easy with flexible terms and low payments to fit your budget on new and used cars.

Apply today by visiting GRANCO.org or by stopping by any branch.

Not all members will qualify. See credit union for details.

It's never too soon to start saving.



Celebrate Youth Savings Month with us!



Ephrata Branch
217 Alder St SW, Ephrata, WA 98823
Phone: 509.754.5233 | Fax: 509.754.5504

Moses Lake Branch
401 E 5th Ave, Moses Lake, WA 98837
Phone: 509.754.5233 | Fax: 509.765.9594

GRANCO.org

Lobby Hours:
Monday – Thursday 10am – 5pm
Friday 10am – 5:30pm

Drive-Up Hours:
Monday – Friday
9:30am – 5:30pm



*APY = Annual Percentage Yield. Federally insured by NCUA.

Loan Rates

New & Used Vehicles	100% Financing (including Tax & Licensing) 4.19% – 16.49%
	100% Financing (No Tax or Licensing) 3.69% – 13.49%
	85% Financing (No Tax or Licensing) 2.69% – 12.49%
Boats & RVs	100% Financing (including Tax & Licensing) 4.99% – 17.99%
	100% Financing (No Tax or Licensing) 4.49% – 15.99%
	85% Financing (No Tax or Licensing) 3.49% – 14.99%
Mortgages We do not sell our Mortgages!	First Mortgage 10 – 30 years Please call for rate
	Second Mortgage 8.00% – 11.49%
	Mobile Home 9.00% – 18.00%
Personal	Signature/Unsecured 7.49% – 17.99%
	Line of Credit 12.00% – 18.00%
	Debt Consolidation 7.49% – 17.49%
Share/CD Secured	2.00% (Over Share/CD)

Share Rates

Regular Shares	0.150%
Share Drafts	0.100%
Christmas Club	0.399% up to \$5,000
	0.300% \$5,001 to \$10,000
	0.250% \$10,000 and over

Certificate Rates (April 1, 2018)

12 month \$1,000 Minimum 0.499% 0.500% APY*	24 Month \$2,500 Minimum 0.698% 0.700% APY*	36 Month \$2,500 Minimum 0.896% 0.900% APY*
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