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As I write this article today, we see the stock market heading back up from the lows in April, tariff concerns seem to be settling at least for the short term, but inflation is stubbornly still rising. This all leads to the news today that the Fed is likely to not lower rates more than once this year and may not change until 2026....but hang on...that could change tomorrow.

The point is, nobody really knows where rates are going and that uncertainty leads to shorter term investments. You see, we would love to offer that two year certificate of deposit at somewhere north of five percent, but that would not be healthy for your credit union if rates drop now and loan rates are in the four percent range. Our goal is to pay as much as we can on the deposits while keeping the loan rates as low...but having enough margin to survive and grow as a credit union.

One thing to keep in mind with all of the volatility in the markets is that Certificate of Deposits, along with your checking and savings accounts, never lose principal value at Gale Credit Union, unlike the stock market. As we age closer to retirement, it is wise to

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Growth Brings More Experts

Did you know that we have three Branch Managers, one in each office—Kristine in Galesburg, Joy in Peoria, and Kayla in Pekin? Did you know that we now have department leads—Stephanie in consumer lending, Christine in mortgage lending, Molly in business lending, Kaitlyn in Back Office? And we have many other experts in focused areas of service.

My role, as the President/CEO, revolves around training these staff members to be the very best, to know the right answer, and to make decisions needed for us to operate efficiently—often without my intervention. That is what we do as the President/CEO...train and develop our staff so that they can provide the Amazing Member Service you would expect from me, so that they can answer your questions as I would, so that they can lead their teams to serve you...all without trying to track me down to do it.

I am here to say, these leads and many others have not only learned from me, but have learned even more in their specialty area of focus...they are the experts!

Yes, I am always around to help, but I am here to say, often I refer back to them as the experts in their area. This is what makes me proud... seeing them be the expert and seeing our Members trust them for that.

YOU NEED A NEW RIDE...

WE CAN HELP!

Auto Loans

4.88% APR

for 69 months

2023 AND NEWER

APR - Annual Percentage Rate based on \$30,000 loan amount, 69 month term, 4.79% interest rate, for 720+ Credit Scores, and a monthly payment of \$498.37. Final rate and term based on individual creditworthiness and is subject to change at any time without notice. New loan purchase or refinance from another lender only. See Gale Credit Union for more details.

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move toward safety...that is Gale Credit Union!

Our communities are noticing the better rates as we continue to rapidly continue to grow...if we keep up our current asset growth pace from the past 4 months, we will be on track for about 15% growth in 2025. Wow!

We recently ran a statement only promotion for "New Money" certificates of deposit. Why would we say new money only? Well, as we grow, we need more new money to fund our loans and investments...this means we need folks to bring money from other institutions to Gale CU. Just a strategy to keep us growing.

Randy McElwee
President/CEO



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Staff Highlight: Ainslee Skold!

Ainslee joined our staff last summer as a Marketing Intern. This past month, she graduated from Bradley University with a Bachelors of Science in Graphic Design. Ainslee has been learning (and honestly running) our marketing campaigns since joining Gale CU. She has done such a wonderful job with her designs and social media presence that we have hired her on Full Time as our Marketing Coordinator based primarily out of our Pekin office. Congratulations Ainslee!

Short Random Snippets...

- ◇ License Plate Renewal Stickers soon will be available for purchase at all of our offices. The State of Illinois is lining up training now and we have all of the equipment ready to go. This will save you the long lines at the DMV.
- ◇ Portal Pay, a service found on our website under Products and Services, allows you to move money from another institution to Gale CU for a loan payment or other.
- ◇ Student Loans are available through our website with our partner, ISL Education Lending, at much reduced rates than many of the big name lenders. Refinance or new loans...check it out.
- ◇ Paper check fraud continues to rapidly rise as we are seeing more and more counterfeit and scammer checks being attempted to be cashed. We are on it...tight controls to protect our Members the best we can.
- ◇ Bitcoin, the untraceable form of payment that seems to be 99% fraud. Please, ask us first...we doubt anyone needs to pay anything with Bitcoin.
- ◇ Golf Carts are appearing at many homes not for golf use, but rather for recreation and simple transportation. Yes, we do make loans for them!
- ◇ Technology and Computers were going to put us all out of work...remember that? Well, at times, I think they are a "job creator". They work fine right up until Windows sends out a new patch update, right? Thanks for your patience as we fix what an update broke. How fun...??

