

Credit where credit is due, inc.

“One day, all New Yorkers will be able to fully participate in our economic system.”

**Justine Zinkin
Executive Director**

October 4, 2007

MISSION AND GUIDING PRINCIPLES

Neighborhood Trust FCU

- A community development credit union.
- A federally regulated, mission-driven, member-owned institution.
- Provides affordable financial services to Washington Heights, West Harlem & Inwood

ONE MISSION:
To promote economic empowerment among low-income families by increasing their access to, understanding of, and control over financial services.

Credit Where Credit Is Due

- Provides financial education services to youth and adults.
- Promotes effective collaboration among complementary community initiatives.
- Serves as fundraiser for both organizations.

Our mission is pursued via financial education services delivered in tandem with credit union services and complementary economic development initiatives.

PROFILE OF FINANCIAL EDUCATION PROGRAM

IN THE COMMUNITY

SCHOOL BANKING

COMMUNITY PARTNERSHIP PROGRAM

SINGLE STOP PROGRAM

EARNED INCOME TAX CREDIT PROGRAM

IN THE CREDIT UNION

FULL-TIME FINANCIAL CLINIC

ACHIEVING FINANCIAL GROWTH CURRICULUM

THE LEADERSHIP ACADEMY

MICROENTERPRISE TECHNICAL ASSISTANCE

FINANCIAL EDUCATION

What Is Special About Neighborhood Trust?

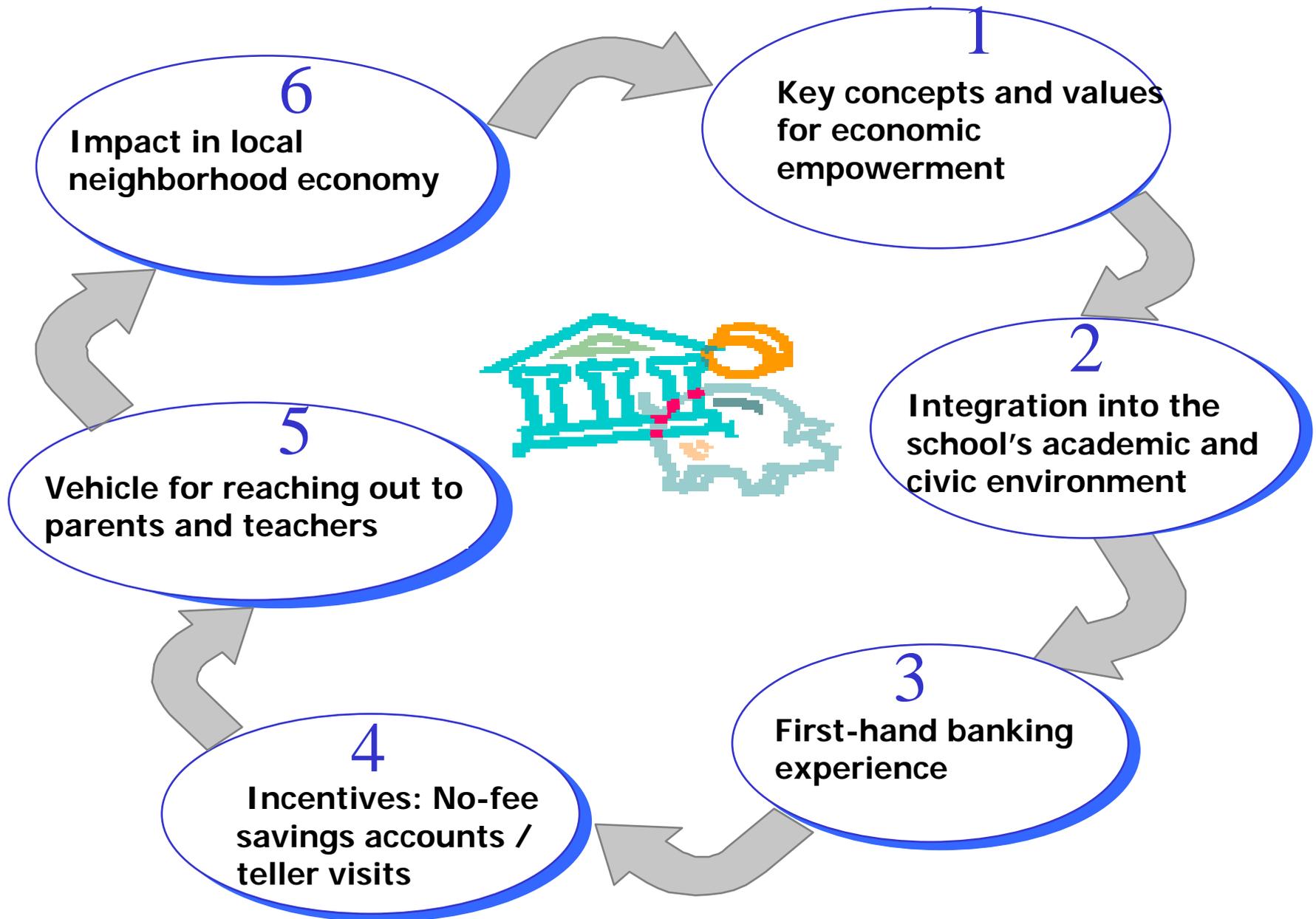


- We provide similar services as a bank, but with a mission to strengthen our community.
- All deposits remain in the community, fueling local investment.
- We are a cooperative; we are democratically owned and controlled by members
- We help people save, establish credit, and participate in the mainstream economy.
- We seek to include everyone as a member, with a focus on reaching the unbanked.
- All services are in Spanish and English.

FINANCIAL EDUCATION IMPACT: ADULT PROGRAMS

- Financial Growth curriculum fully integrated into twenty partnering organizations.
- 1,664 graduates, 65% of whom opened their first-ever savings account, today have aggregate savings totaling \$162,717.
- 100% of graduates understand their credit reports, developed personalized financial plans, and report decreased usage of “predatory financial services”.
- New follow-up program (small sample) suggests decreased debt, minimized interest expense, improved credit scores, significant savings, and greater self-confidence regarding the achievement of long-term financial goals

THE SCHOOL BANKING PROGRAM



SCHOOL BANKING CURRICULUM

LESSON 1: Money and Strong Communities

LESSON 2: Planning for Your Goals

LESSON 3: Keeping Track of your Money

LESSON 4: Savings: Time Is On Your Side

LESSON 5: Inside the World of Banking

LESSON 6: Money In Our Community

LESSON 7: Credit Where Credit Is Due

LESSON 8: Don't Get Caught In The Credit Trap

LESSON 9: Investing In Your Future

LESSON 10: Achieving Your Financial Future



SCHOOL BANKING IMPACT

TABLE 1: ACCOUNTS OPENED PER YEAR

YEARS	TOTAL ACCOUNTS OPENED
1998-1999 ^[1]	63
1999-2000 ^[2]	129
2001-2002	130
2002-2003	294
2003-2004	198
2005-2006	273
2006-2007	338
ACCOUNTS OPENED	1424
TOTAL ACTIVE ACCOUNTS	1023

AMOUNT SAVED BY OUR SCHOOL BANKERS

	I.S.218	Incarnation	P.S. 5	P.S.8	P.S. 115	P.S. 152	I.S. 223	Other	
2006-2007	\$1,032	\$9,181	\$2,583	\$8,370	\$14,562	\$6,045	\$9,686	\$11,610	