

# THE QUARTERLY

News and Information for Members of Rally Credit Union

▶ Third Quarter 2023 ▶ rallycu.com



## MEET DANA SISK!

### Rally Credit Union's Incoming President/CEO

Dana Sisk is the fifth President/CEO since Rally (formerly NavyArmy) was established in 1955, and the second woman to serve in this position. She takes the helm from Gerry Morrow, who retired on April 30, 2023. When asked about the credit union's new leader, Morrow said, "Dana has played a tremendous part in the success of the credit union, exhibiting how strongly she embraces our mission to the members and staff. She will lead this credit union into the best years yet."

Sisk is no stranger to the credit union. She has been with Rally for 17 years, serving as Chief Financial Officer, Chief Operations Officer, and Executive Vice President since 2017. She has worked in the financial industry for over 25 years in executive roles at banks and other credit unions.

In an all-staff address, Sisk said, "As I begin my first day as your President and CEO, I want to share my confidence in the bright future ahead of us. I am honored to have been selected by our board of directors to lead Rally Credit Union into that future. Rally's success story began in 1955. Our success was built on a simple principle: each of us working together every day to serve our members. As our Purpose Statement says, we RALLY every day to Improve Lives and Drive Possibilities. I look forward to our bright future together as members of Team **RALLY!**"



"My congratulations to Dana – we're all cheering her on as she steers Rally to our next era of success."

▶ John Chapman, Board Chairman



## Fun facts about Dana

### Tell us about your first job.

*At 13, I started waiting tables at a restaurant my mother managed. I learned to keep the drinks full, run a register, and smile big with even the most demanding customers. It was probably the best "on the job" training of my career.*

### Why did you pursue banking as a career?

*I had planned to be a public accountant, but then a large state bank recruited me out of college. When I landed at a small but growing credit union in Texas, I never looked back. It's been the perfect place to build a career while serving others.*

### What are you most excited about in your new role?

*I am most excited to continue working with this team and the board of directors. To be able to work with such an incredibly talented team is an honor and to have the support of the board really is a blessing.*

### Is there anything else you'd like to share?

*In my 17 years at Rally, I've served under three outstanding CEOs, and I'm honored to carry on their legacy of Improving Lives and Driving Possibilities for our 220,000 members, our team of nearly 800 employees and all of South Texas.*





## A Winning Strategy

### Sisk shared her top three priorities as Rally's new CEO:

➤ **Growth is essential.**

"Not only is growth necessary to sustain our financial health, but it allows us to do more good for more members in South Texas, and that is our simple purpose."

➤ **Let's emphasize alignment.**

"As we grow, we are working to ensure that everyone on our team is rowing the same direction, focused every day on serving our members."

➤ **Leadership development is key.**

"We take our role as a large employer in South Texas seriously. Rally has a long history of promoting from within, and we are proud to say that a majority of our leaders started their careers in front line positions at Rally."

This is an exciting time for Rally, and we're looking forward to everything Sisk's leadership will bring.



## Call for Nominations for the Board of Directors

Are you interested in serving on Rally's Board of Directors? There are two ways to have your name placed on the ballot on Tuesday, February 13, 2024. You can apply to the Nominating Committee for consideration (August 1–31, 2023) or go through the Petition Process. You will find all you need to know by going to [www.rallycu.com/board-election](http://www.rallycu.com/board-election)



## Debit Card Fraud

Alert! Recent scams show that criminals are always finding new ways to fool people into sharing private information (including our own members!) We're continuously working to protect your account, but in a few easy steps, you can help us add an extra layer of security. And remember, we will never ask for sensitive information in an email, phone call or text message.

For more information, go to [www.rallycu.com/safeguard-your-card](http://www.rallycu.com/safeguard-your-card)



## Financial Literacy for Rally Members

Rally has partnered with GreenPath Financial Wellness, a leading national nonprofit organization, to provide access to free, one-on-one financial counseling, debt management services and financial education resources. Founded in 1961 with a mission to empower people to lead financially healthy lives, GreenPath provides comprehensive financial counseling, financial education and money management tools.

### GreenPath will assist members with:

- Free, one-on-one financial counseling to develop a budget and an action plan to meet financial goals
- Pre-purchase housing counseling
- Housing delinquency/foreclosure prevention counseling
- Credit report reviews – learn how to read a report and improve score
- Debt Management Plan to repay debt in FULL
- Student loan counseling – understanding repayment options and pros and cons of repayment strategies
- Plus much more!

Go to  
[www.rallycu.com/about/member-resources/financial-literacy](http://www.rallycu.com/about/member-resources/financial-literacy) and click on *Get Started with GreenPath*.



## Earn BIG!

### Get up to 5.00% APY\* on a certificate of deposit.

Rally members deserve the best. That's why we make it easy to earn big with a certificate of deposit, with terms as short as three months and rates as high as 5.00% APY. Keep the savings going with Liberty Checking\*\*, earning up to 3.01% APY on your balance. That's up to 50X more interest than you'd receive at a typical bank – and that's something to cheer about!

Visit your nearest Rally branch to learn more and see [www.rallycu.com/rates/deposit-rates](http://www.rallycu.com/rates/deposit-rates) for the most up-to-date certificate of deposit rates.

\* APY= Annual Percentage Yield. \*\*Must meet monthly qualifications to receive high interest rate. Rate applies to balances of \$0.01-\$25,000 when qualifications are met. Amounts over \$25,000 will be calculated using a lower Annual Percentage Yield. Fees such as Insufficient Funds or Account Inactivity, could reduce earnings.



## COMPLIANCE NOTICE

Upon request, members of Rally Credit Union are entitled to review or receive a copy of the most recent version of the following credit union documents:

- ✓ Balance sheet and income statement
- ✓ A summary of the most recent annual audit
- ✓ Written board policy regarding access to the Articles of Incorporation, Bylaws, Rules, Guidelines, Board Policies and copies thereof
- ✓ Internal Revenue Service Form 990



Give the gift of Rally membership!  
Take a photo of the QR code and  
share with your family and friends.

# THE BIG PICTURE

as of May 31, 2023

## ➤ ASSETS

**\$ 4,281,385,086**

## ➤ LOANS

**\$ 3,624,468,186**

## ➤ SHARES

**\$ 3,560,423,417**

## ➤ MEMBERS

**220,698**

### HOLIDAY CLOSINGS FOR 3<sup>RD</sup> QUARTER

July 4 Independence Day

September 4 Labor Day



#### COMPLAINT NOTICE

If you have a problem with the services provided by this credit union, please contact us at:

**Rally Credit Union**

**P.O. BOX 81349 Corpus Christi, TX 78468-1349**

**FEEDBACK@RALLYCU.COM**

The credit union is incorporated under the laws of the State of Texas and under state law is subject to regulatory oversight by the Texas Credit Union Department. If any dispute is not resolved to your satisfaction, you may also file a complaint against the credit union by contacting the Texas Credit Union Department at 914 East Anderson Lane, Austin, Texas 78752-1699, Telephone Number: (512) 837-9236, Email: [complaints@ cud.texas.gov](mailto:complaints@ cud.texas.gov), Website: [www.cud.texas.gov](http://www.cud.texas.gov).



**Federally  
Insured by  
NCUA**

MAILING ADDRESS:

P.O. Box 81349

Corpus Christi, TX 78468-1349

## CURRENT LOAN RATES

as of June 1, 2023

### AUTO LOANS

Terms (months)	APR %*
0 - 75	7.49 - 16.99%

### PERSONAL LOANS

Terms (months)	APR %*
0 - 48	12.00 - 17.75%

\*APR (FIXED Annual Percentage Rate) is determined by the member's credit history and relationship with Rally Credit Union. No Discounts Apply / 75 Month Maximum Term. Example: Monthly payment per \$1,000 for 72 months at 2.99% is \$16.00. This payment example is for illustration purposes only. Your actual payment may vary. Minimum loan amount is \$5,000.

### HOME LOAN RATES

#### PURCHASE

Loan Term	Rate % as low as	APR %* as low as
15 year	5.500%	5.673%
20 year	6.000%	6.111%
30 year	6.250%	6.335%

#### REFINANCE / CASH OUT REFINANCE

15 year	5.500%	5.683%
20 year	6.000%	6.147%
30 year	6.250%	6.363%

#### SECOND LIEN REFINANCE / CASH OUT REFINANCE

15 year	5.500%	6.781%
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#### LOT / LAND

10 Year	7.000%	7.399%
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#### CONSTRUCTION TO PERM ONE TIME CLOSE

15 Year	5.500%	5.631%
30 year	6.500%	6.582%

#### JUMBO LOAN (\$726,201-\$999,999)

15 Year	6.250%	6.283%
30 year	7.250%	7.272%

#### SUPER JUMBO LOAN (\$1 MILLION OR GREATER)

15 Year	6.375%	6.404%
30 year	7.375%	7.394%

### HOME LOAN EXAMPLES

The purchase/refinance and Texas home equity examples below are based on an 80% LTV position, credit score > 740 and a standard origination fee. Payment examples do not include taxes and insurance premiums. The total mortgage payment may be greater than what is shown below.

#### PURCHASE / REFINANCE

Loan Amount:	\$200,000
Interest Rate:	6.250%
Loan Term:	30 years
Total Closing Costs:	\$3,493.00

**Monthly Payment:**  
**\$1,231.43**  
**APR: 6.335%**

#### CASH OUT REFINANCE

Loan Amount:	\$150,000
Interest Rate:	5.500%
Loan Term:	15 Years
Total Closing Costs:	\$2,893.00

**Monthly Payment:**  
**\$1,225.63**  
**APR: 5.683%**

\*Rates & information displayed are accurate as of the date of the latest update and are subject to change without notice. Loan pricing can only be locked through a Real Estate application. Please visit a branch near you or apply online for more pricing details. Financed fees will increase APR from original quoted rate. Origination Fee = 1.00% of Loan Amount Rally will NOT subordinate our lien. First lien must be with Rally Credit Union in order to attain 2nd Lien Home Equity or Home Improvement loan. Note: Rate depends on % of down payment and credit history.

NMLS #500822