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## Message from the Chairman

To Americans, April 15 means one thing: income taxes. From the person who files the moment he or she receives their W-2 at the end of January, to the procrastinator who shows up on the local news dropping off a return at the post office at 11:59 pm, April 15 is a deadline no one wants to miss.



That's especially true if a refund is due. Unfortunately, many lower-income families may be missing out on an important tax benefit if they fail to check on whether they are eligible for the Earned Income Tax Credit (EITC). The EITC is a refundable federal income tax credit available to working families whose incomes range from \$10,000 to \$34,000 a year. The program, established by the Ford Administration in 1976, enjoys strong bipartisan support because of its benefits to families and communities. Unfortunately, research shows that between 15 and 20 percent of tax filers who are eligible for the EITC fail to claim it.

For the past two years, the Federal Deposit Insurance Corporation has been encouraging financial institutions to make and promote partnerships with organizations that are leading Earned Income Tax Credit Campaigns across the country. In addition, the FDIC's Community Affairs staff works closely with Volunteer Income Tax Assistance (VITA) sites to provide free help in preparing income tax returns. These initiatives are a direct result of the FDIC's ongoing efforts to work with financial institutions and community groups to deliver *Money Smart* classes in low- and moderate-income neighborhoods.

Because of the VITA program and the EITC, the FDIC's Community Affairs Officers have been able to report that tens of millions of dollars were returned directly to the families and communities that need it most. In addition, unbanked clients at VITA sites are often given on-site opportunities to open bank accounts for the direct deposit of their refunds, rather than relying on nonbank alternatives that charge high fees.

In this issue of *Money Smart News*, you'll read details of some of the programs the FDIC has been involved with. And it's not too early to think about setting up an EITC Campaign or VITA site in your community for next year's tax season. To get started, contact one of our Community Affairs Officers listed here: <http://www.fdic.gov/consumers/consumer/moneysmart/cao.html>

Your involvement can make an important difference in people's lives. One recent VITA client was able to purchase her first home as part of the Los Angeles-area asset building campaign of which VITA is an integral part. Her words say it all: "To own my own home will mean that it's mine, and that I can walk in the door and I can say 'Look what I've done. Look how far I've come.'"

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Chairman Don Powell will be discussing what consumers need to know about the basics of banking in the new season of "Moneywise with Kelvin Boston," which is being rolled out now to public television stations across the country. On a show entitled "Banking Basics," Chairman Powell discusses the array of financial services and products offered by banks and how consumers can best use them. He also talks about the importance of financial literacy, including the FDIC's Money Smart initiative.

"Moneywise with Kelvin Boston" is designed to help viewers earning between \$25,000 and \$100,000 understand basic financial planning concepts, increase their net worth, and use their financial resources more effectively. For "Moneywise" broadcast times in your area, please check your local listings.

## FDIC Community Affairs Staff: Helping Families and Communities Around The Nation

During the past two tax seasons, FDIC Community Affairs Officers and their staffs have been encouraging financial institutions to promote partnerships with organizations that are leading Earned Income Tax Credit (EITC) Campaigns across the country. In addition, the FDIC's Community Affairs staff has worked closely with Volunteer Income Tax Assistance (VITA) sites to provide free help in preparing income tax returns. As a result, tens of thousands of people received assistance with their returns, with many families also receiving an EITC refund. These initiatives are usually coupled with financial education, opportunities to open bank accounts, and information on other resources available to low- and moderate-income families and individuals.

- **New York Region:** As part of the FDIC's ongoing financial literacy outreach programs, the Community Affairs staff encourages participating banks to get involved in EITC campaigns and VITA site development. Volunteers at ten sites in the **New York City Metropolitan Area** (Fordham Road, South Bronx, Downtown Brooklyn, Bedford Stuyvesant, Sunset Park, Northern Manhattan, Midtown, Harlem, Jamaica, and Jackson Heights) operated by the Community Food Resource Center had prepared 12,200 returns as of the beginning of March. Refunds totaled an impressive \$17,408,797. Of this total, \$9,107,597 was from EITCs and \$2,050,824 was from Child Tax Credits (CTC), a federal tax credit worth up to \$1,000 for each dependent child under 17.

The Downtown Brooklyn free tax assistance site was hosted by Independence Community Bank, a *Money Smart* Alliance Partner. The bank's employees offer ongoing *Money Smart* classes, and the bank is committed to providing access to banking services and products that can assist low- and moderate-income customers begin to build assets and gain financial freedom.



Official opening of the Independence Community Bank Tax Preparation Center on February 23, 2004

In **Philadelphia**, three banks – PNC Bank, Citizens Bank, and Wachovia – joined the Campaign for Working Families' (part of the Greater Philadelphia Urban Affairs Coalition) EITC initiative and adopted 13 of the 16 VITA sites in the city. Volunteers are opening accounts and providing information about *Money Smart* classes. Three weeks into this year's tax season, the VITA sites were reporting an increase of more than 35 percent in tax returns filed over last year. For eligible Philadelphia workers, the EITC averages \$1,709.

- **San Francisco Region:** VITA is an integral part of the San Francisco Community Affairs Program's comprehensive outreach strategy to develop sustainable asset-building programs in underserved neighborhoods. The success of the VITA program is a result of ongoing *Money Smart* delivery systems and partnerships that have been established since *Money Smart* was introduced.

In the **San Francisco Bay Area**, an Earn it! Keep It! Save It! Coalition that includes the FDIC, the IRS, Tax Aid (a non-profit tax group), United Way of the Bay Area, SF Earn (an Individual Development Account (IDA) group), Boys and Girls Club of San Francisco, and the Federal Reserve Bank of San Francisco offered free tax assistance at 56 VITA sites in Alameda, Contra Costa and San Francisco counties.

In the 23 VITA sites in San Francisco, 339 volunteers this year have prepared 1,148 returns totaling \$1.4 million in federal returns and more than \$848,000 in EITC and Child Tax Credit refunds.

Two of these VITA sites are located in the Tenderloin and Chinatown districts, which are among the poorest neighborhoods in San Francisco. The sites are a direct result of the FDIC's ongoing efforts to work with financial institutions to deliver *Money Smart* classes in Chinese in these neighborhoods. Both sites provide service to very low-income clients in English, Cantonese, and Mandarin. This year, volunteers prepared 150 returns for a total of more than \$144,000 in federal refunds and \$84,000 in EITC refunds.

Last year, more than 10,600 residents of **Contra Costa County** missed out on an estimated \$8.1 million because they did not claim the EITC on their 2002 tax return. This year, a coalition of federal and county agencies, community-based organizations, financial institutions, private foundations, community colleges and labor organizations operated eight new VITA sites in addition to the four established last year in an effort to help low-income families and individuals receive all refunds due them. As of mid-March 2004, 309 returns had been completed, yielding \$451,922 in federal refunds.

VITA Site Coordinator Delphine Smith recalls the excitement of one family whose tax returns had been recently prepared at the site in North Richmond, California. The family received more than \$6,800 in federal, state, and EITC refunds --- an unexpected windfall that will help them meet their long-term financial goals.

The **Alameda County** Asset Development Community Partnership was established in summer 2002 with key agencies including the United Way of the Bay Area, Annie E. Casey Foundation, Alameda County Social Service Agency, City of Hayward, Urban Strategies Council, Congresswoman Barbara Lee, the FDIC and HUD. The FDIC is a member of the partnership's Asset Development Committee, formed to promote financial education, resources and classes for EITC recipients in the county.

This year, the Alameda campaign has 21 VITA sites with more than 548 volunteers and interpreters offering help in a total of 21 different languages. As of the end of March, 668 prepared returns have generated \$713,725 in tax refunds. The Alameda coalition is also providing information on additional resources such as food stamp registration assistance, a directory of asset development resources and health insurance information at the sites.

The **Los Angeles** initiative boasts over 80 VITA sites, including ten Mega VITA sites in areas in which predatory lending and fee-based tax preparers are prevalent, including the cities of Inglewood and Riverside, as well as Ventura County. More than 1,000 volunteers are helping clients with their returns during this tax season. The FDIC's Community Affairs staff, in conjunction with other government and non-profit partners, has worked hard to involve banks in VITA partnerships. Personnel from financial institutions ranging from large mega-banks to small community institutions have become trained VITA volunteers. One bank has even volunteered the use of its mobile bank for the VITA effort, and other area banks house VITA sites in their branches. The goal of the partners in the Los Angeles VITA initiative is for low- and moderate-income families to receive the entire anticipated \$1.4 billion in EITC refunds and not spend any of it on private tax preparers and refund anticipation loan (RAL) providers.

- **Atlanta Region:** Last year, the two **DeKalb County** VITA sites (DeKalb Workforce Center and St. Phillips AME Church) operated by the DeKalb *Money Smart* Model Project prepared 165 returns. Seven were paper returns; 158 were e-filed. Clients received a total of \$263,593 in refunds. Sixty-seven clients received \$144,205 in EITC refunds.

This year, three VITA sites (DeKalb Workforce Center, DeKalb Cooperative Extension, and St. Phillips) operated by the DeKalb *Money Smart* Model Project prepared 235 returns as of the end of February 2004.

There are a total of 15 DeKalb County VITA sites, including the three directly operated by the *Money Smart* Model Project. The goal is to prepare at least 1,000 returns by the close of the 2004 tax season. One of the three VITA sites directly operated by a *Money Smart* Model Project offers financial literacy classes as well as free income tax preparation. All 15 VITA sites provide information to their clients about *Money Smart* classes in the area.

In **St. Petersburg, FL**, the IRS partnered with the FDIC and many other organizations through the Pinellas Wealth Building Coalition to establish VITA sites throughout the community. At the end of February 2004, the IRS reported that the five VITA sites in Pinellas County have prepared 814 tax returns with total refunds of \$1.14 million. Of the 814 tax returns prepared, 413 returns included eligibility for the EITC with total refunds of \$510,000.

In addition to free income tax return preparation, most of the Pinellas VITA sites show a video introducing the FDIC's *Money Smart* program and provide information about *Money Smart* training workshops in Pinellas County.

- **Chicago Region:** The FDIC Community Affairs staff helped established a highly successful pilot VITA site at Holy Cross Church in the Back of the Yards (BOY) neighborhood of **Chicago**. Last year, the site helped over 1,000 individuals (predominantly Spanish speaking) file tax returns and more than \$1.5 million was returned to the community in EITC refunds. The BOY VITA/EITC initiative also offered a *Money Smart* financial education program, and five local banks were available to open new accounts for working families.

Mayor Richard M. Daley was so impressed with the site's results that he actively promoted the *Money Smart* financial education and banking pieces of Chicago's VITA/EITC campaign for the 2003 tax season.

Successful VITA sites were also established in **Little Village** (Piotrowski Park) and **Rockford, IL**. The Little Village initiative is a cooperative effort between the FDIC, the IRS' Tax Assistance Program and Harris Bank. This initiative is designed to bring Spanish-speaking immigrant populations into the financial mainstream. FDIC Community Affairs staff helped bring these groups together.

In **Milwaukee**, the FDIC worked with the Milwaukee Asset Building Coalition (MABC) to establish partnerships with banks during this year's tax season. The MABC is a partnership of community organizations, government representatives and agencies, and financial institutions. The Coalition's purpose is to increase EITC claims in Milwaukee County through education and free tax preparation assistance. Initial financial institution partners were Great Midwest Bank and Legacy Bank. In 2003, Bank One, Mitchell Bank, M&I; Bank, North Shore Bank, and US Bank became active members in the coalition; US Bank sponsored a VITA site.

The Coalition's goals are to increase awareness and use of the EITC in Milwaukee; expand access to free tax preparation assistance; and increase access to financial literacy training, basic banking services, individual development account (IDA) programs, and other asset-building opportunities. The MABC also encourages refund recipients to use those funds as an initial deposit into an IDA or other deposit account or asset-building tool.

In 2003, the coalition operated 20 VITA sites. 12,050 taxpayers claimed refunds totaling \$5,386,580, and one taxpayer at the United Migrant Opportunities Service VITA site received a refund large enough for a down payment and closing costs on a home. In **East Chicago, Gary, and Hammond, Indiana**, many local organizations, agencies and banks are participating in the Northwest Indiana Asset Building Campaign (NWIABC) to help increase the overall wealth of lower-income families through the use of the EITC, financial education, and asset building.

Partners include: Bank One; City of East Chicago; City of Gary Department of Community Development; City of Hammond; Choice iii Management Consulting, LLP; Consumer Credit Counseling Services of Northwest Indiana, Inc.; East Chicago Housing Authority; Gary Urban Enterprise Association, Inc.; GECH Empowerment Zone; Greater Hammond Community Services, Inc.; Hammond Housing Authority; Homeownership Opportunity Network; Internal Revenue Service; Indiana University Northwest; IVY Tech State College; Marshall Plan for Cities, Inc.; Mercantile Bank; National City Bank; NIPSCO; Northwest Indiana Community Action Corporation; RSVP; Work One; and Workforce Development Services, Inc. The FDIC had a direct role in recruiting 11 of the 23 partner organizations. 2004 is the first tax preparation season for the Campaign. The first VITA site was opened on January 31, 2004, as a "Super Saturday." Taxpayers received free tax assistance as well as exposure to financial education and referrals to other services, such as energy assistance and home ownership seminars. On that day, volunteers completed 28 federal tax returns; refunds for 19 clients were deposited directly into bank accounts. Federal refunds totaled \$104,781, with EITC refunds representing \$42,993 of the total. The average EITC refund was \$1,791.

As part of the "Super Saturday" services to taxpayers, Bank One opened three new checking accounts and one IRA account. They also issued one tax refund to a stored value card for a taxpayer who did not qualify for a regular account because of negative Chex System information. Finally, 10 people attended the financial education workshop, and five signed up for additional financial literacy training.

- **Dallas Region:** FDIC Community Affairs staff continued to work with the Heart of Texas Financial Literacy Coalition (HOTFLC), headquartered in **Waco**, to provide free income tax preparation, financial literacy classes, and access to asset-building programs.

The Coalition has grown from a small handful of supporters during its first tax season to over 50 local organizations this year. Determined to help the working poor receive the EITC and CTC tax credits due them, the HOTFLC works to raise awareness about this often overlooked but much-needed resource. Last year the HOTFLC group received kudos for increasing the EITC refunds in **McLennan County** by \$3 million.

Still, it is estimated that for the six-county Heart of Texas area, nearly \$23 million in EITC refunds went unclaimed during the last tax season. The Coalition aims to change that by continuing to add volunteers who are willing to post fliers and educate employees.

In its first tax season, HOTFLC developed strategies to partner with numerous social service groups to promote free tax preparation sites, financial literacy and asset building. This year the group made a presentation to the Greater Waco Chamber of Commerce about the Advance Earned Income Credit, which allows qualifying taxpayers to get their extra money in each paycheck. Since this could represent a total of more than \$4,000 for a family with more than one child, the benefits are potentially enormous.

The Coalition is urging employers to set up their own awareness programs by downloading a "tool kit" of fliers, posters and paycheck stuffers from Corporate Voices for Working Families at [www.cvworkingfamilies.org](http://www.cvworkingfamilies.org). The Advance Earned Income Credit can be set up at any time during the year.

- **Kansas City Region:** The Community Affairs Officer in Kansas City writes that "for the last three years, FDIC Community Affairs staff has helped struggling folks get their taxes done. We've teamed up with the Internal Revenue Service (IRS), nonprofit groups and financial institutions to sponsor eight Volunteer Income Tax Assistance (VITA) sites in the **Kansas City metro area**.

Often, individuals who qualify for EITC and CTC credits don't file a return. They may think their small earnings don't require them to file a return, or the tax filing process intimidates them, or they lack information about VITA.

If the VITA program didn't exist, many more taxpayers would fall prey to refund anticipation loans (RAL). A Refund Anticipation Loan is a short-term loan on an anticipated tax refund offered by certain paid tax preparers. On average, a taxpayer requesting a RAL will pay \$252 (including the fees to prepare the return) on a \$2,100 refund. It is estimated that tax refund loans drained more than \$1 billion dollars from workers nationwide in 2002.

Taxpayers often request RALs because they need money quickly to pay bills. They don't realize that if they visit a VITA site, their refund would be deposited directly in their bank accounts in less than two weeks. Local VITA efforts have recruited banks to open accounts for tax preparation clients. The FDIC Community Affairs staff assists in these efforts.

VITA volunteer work is hard, but immensely rewarding. As an FDIC volunteer said: "I found this one of the most rewarding volunteer efforts I have ever had the privilege of undertaking. The people that we are able to assist are, for the most part, very grateful and appreciative of the help. It really makes me feel like I am helping people in not only understanding basic tax law but in assisting them receive what they entitled to by law. I have helped the blind, the disabled, and the elderly; single parents; and young students. Each return is a little different. At the end of the evening you know you have made a difference and that feels great."

If you are interested in setting up an EITC Campaign or VITA site in your community for next year's tax season, contact one of the FDIC's Community Affairs Officers listed here:

<http://www.fdic.gov/consumers/consumer/moneysmart/cao.html>

## FDIC Rolls out Vietnamese Version of *Money Smart*

On February 11, the FDIC announced the national rollout of the Vietnamese version of its *Money Smart* financial education curriculum. At an official press conference in Falls Church, VA, FDIC officials unveiled this new addition to the *Money Smart* lineup. *Money Smart* is now available in five languages: English, Spanish, Chinese, Korean, and Vietnamese.

Press conferences were also held in Houston, TX, and Orange County, CA. Texas, California, and the Washington, DC metropolitan area have the highest concentration of Vietnamese in the United States.

"Census figures tell us that the number of Vietnamese in this country more than doubled between 1990 and 2000," said FDIC Chairman Don Powell. "Many of them came to America seeking freedom from political conditions in their homeland. We are proud to make *Money Smart* available to them in Vietnamese so they will have the opportunity to attain financial freedom and achieve the American dream."

"We have used the English version of *Money Smart* for over a year, but we had to verbally translate the materials on the spot because most of our clients have limited English proficiency," said Dr. Nguyen Dinh Thang, Executive Director of Boat People SOS, a nationwide community-based organization assisting Vietnamese refugees and immigrants. "The Vietnamese translation of this highly effective curriculum will greatly facilitate access to financial services for many of our clients, because they came from a cash-based society and lack understanding of the American banking system."

Boat People SOS was one of eight groups around the country that reviewed the Vietnamese translation to ensure that it would be both user-friendly and culturally sensitive. The other reviewing groups were the Unified Vietnamese Community Council in Los Angeles, CA; the Department of Housing and Employment Development in Houston, TX; Vietnamese Social Services of Minnesota in St. Paul, MN; Center Bank in Garden Grove, CA; Southeast Asia Community Center in San Francisco, CA; and VATV, a non-profit media outlet serving the Vietnamese-American community in the Washington, D.C., metropolitan area.



Ms. Hien Tran, a graduate of the Vietnamese *Money Smart* pilot program, established an Individual Development Account (IDA) and has just purchased her first car. (Photo: James Kegley)



The 2000 Census showed that the number of Vietnamese in the United States had more than doubled since the 1990 Census. *Money Smart* was translated into Vietnamese to meet the needs of this community. (Photo: James Kegley)

"From refugees to full American citizens, the Vietnamese community continues to contribute to the American political and economic landscape," said Michael J. Zamorski, Director of the FDIC's Division of Supervision and Consumer Protection. "Many Vietnamese work in small businesses, and the basic credit knowledge taught in *Money Smart* will be helpful to their future economic success."

"Now that *Money Smart* is available in Vietnamese, we encourage financial institutions, community development corporations and non-profit organizations to form partnerships to deliver this useful program to the Vietnamese community," Zamorski said. "Personal financial management skills are essential to asset building."

To order *Money Smart* in English, Spanish, Chinese, Korean, or Vietnamese, visit the *Money Smart* section of the FDIC's Web site at <http://www.fdic.gov/consumers/consumer/moneysmart/index.html>

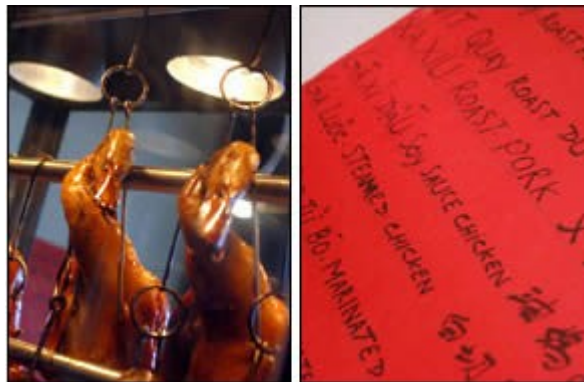
For a photo essay on the Vietnamese rollout, visit <http://www.fdic.gov/consumers/consumer/moneysmart/photoessay/feb2004/index.html>

For a photo essay on the Vietnamese rollout, visit <http://www.fdic.gov/consumers/consumer/moneysmart/photoessay/feb2004/index.html>

## Photo Essays - Rollout of Vietnamese *Money Smart*



The 2000 Census showed that the number of Vietnamese in the United States had more than doubled since the 1990 Census. Many of them emigrated from Vietnam for political reasons. They also came for economic reasons and have worked hard to achieve the American Dream. (Photo: James



In places with large concentrations of Vietnamese immigrants, like Orange County, CA, Houston TX, and the suburbs of Washington, DC, shopping and cultural centers have sprung up to meet the needs of the communi-



To meet the needs of the Vietnamese community, the FDIC worked with partners nationwide to translate the award-winning *Money Smart* financial education curriculum into Vietnamese. (Photo: James Kegley)



(Photos: James Kegley)



On February 11, 2004, the FDIC officially rolled out Vietnamese *Money Smart* at a luncheon ceremony at a Vietnamese restaurant in Falls Church, VA, just outside Washington, DC. Ceremonies were also held in Westminster, CA's Little Saigon and in Houston, TX. (Photos: James Kegley)





About 250 business and community leaders, government officials, and others attended the rollout ceremony in Falls Church. (Photos: James Kegley)

(Photos: James Kegley)



Interest in the *Money Smart* program was intense, with many people filling out request forms for their free copy. (Photo: James Kegley)



The events in Texas, California, and the Washington, DC suburbs were covered in detail by local and national media, including American Vietnamese TV. (Photo: James Kegley)



The rollout featured speakers, lunch, two Vietnamese cultural events, and an awards ceremony. The event was moderated by two FDIC employees, Joan Lok (rear), and Justin Huynh, who is fluent in Vietnamese. (Photo: James Kegley)



Nelson Hernandez, FDIC's National Coordinator for Community Affairs, told guests how the FDIC had partnered with nine groups across the country to ensure that the Vietnamese version was accurate, user-friendly, and culturally sensitive. (Photo: James Kegley)



Dr. Nguyen Dinh Thang, Executive Director of the national service organization Boat People, S.O.S., describes how he contacted Nelson Hernandez about Vietnamese version of Money Smart to help meet the needs of the community Boat People, S.O.S. serves. (Photo: James Kegley)



No celebration would be complete without a feast, especially in this special Tet (Lunar New Year) of Giap Than, which comes only once every 60 years. (Photos: James Kegley)



Erik Wang, Commission Liaison at the White House Initiative on Asian Americans & Pacific Islanders, expressed the Administration's appreciation for the impact the Money Smart program is having on Asian American and Pacific Islander communities across the United States.  
(Photo: James Kegley)



Dr. Nguyen Vanhanh, Director of the Office of Refugee Resettlement at the Department of Health and Human Services, brought greetings from Secretary Tommy Thompson and talked about the importance of financial literacy to the refugee community. Dr. Vanhanh is the highest-ranking Vietnamese-American in the Bush Administration.  
(Photo: James Kegley)



Ernest Skinner, Vice President & Community Relations Director for Citibank, worked together with Boat People S.O.S. to secure funding for a variety of programs, including translation of Money Smart.  
(Photo: James Kegley)



Ms. Asa Trinh Thorp, an award-winning professional dancer of Vietnamese traditional and folk dances, performed a Vietnamese "Dance of the Four Seasons." Ms. Thorp, who holds a Master of Fine Arts from the Hanoi Institute of Theatre and Cinema, defected while performing in Bangkok in 1987 and sought asylum at the U.S. Embassy. She is very active in the Vietnamese-American cultural community.

(Photo: James Kegley)



(Photos: James Kegley)



Ms. Kim O. Nguyen performed two songs on the Dan Tranh, a 16-string zither-like instrument. To play the Dan Tranh, the musician uses her left hand to regulate the pitch and vibration, while plucking the strings with her right hand. (Photo: James Kegley)



At the ceremony, recognition was given to some of the groups that reviewed the Vietnamese version of *Money Smart*, coordinated the rollout, and served as partners to deliver *Money Smart* to communities across the nation. (Photos: James Kegley)



(Photos: James Kegley)



Ms. Hien Tran, a graduate of the Vietnamese Money Smart pilot program, established an Individual Development Account (IDA) and last month purchased her first car.  
(Photo: James Kegley)



The FDIC and Boat People, S.O.S. worked as a team on the rollout of Vietnamese *Money Smart*. (Photo: James Kegley)



Mr. Van Dau established a small business after immigrating to the United States. He took part in the first Train the Trainer sessions for Vietnamese Money Smart and will be teaching, he says, because he wants to give something back to the community that helped him achieve his dream of owning his own business.  
(Photo: James Kegley)



*Money Smart* is now available in English, Spanish, Chinese, Korean, and Vietnamese. To date, over 100,000 people across the country have received instruction from the *Money Smart* curriculum, and more than 14,000 households have established bank accounts with mainstream financial institutions. Because of this, *Money Smart* last year received the Service to America medal from the Partnership for Public Service.

The FDIC has made a commitment to reach a million low- and moderate-income Americans by 2007. To join us in bringing *Money Smart* to the communities that need it most, or to learn more about *Money Smart*, visit our Web site at <http://www.fdic.gov/consumers/consumer/>

### **Money Smart: Get Involved!**

Any organization interested in financial education can use *Money Smart*. For information and instructions on how to obtain copies of the curriculum go to [www.fdic.gov](http://www.fdic.gov) or call 1-877-275-3342.

The *Money Smart* curriculum is comprised of ten comprehensive instructor-led modules covering basic financial topics including an introduction to bank services, tips on obtaining credit and information on buying a home. It can be easily reproduced for wide dissemination and has no copyright restrictions. *Money Smart* is free to users.

*Money Smart* is available on CD-ROM in English, Spanish, Chinese, Korean and Vietnamese.

### **Send Us Your Success Stories**

We want to hear how *Money Smart* is making a difference in peoples' lives. Submit your stories today!

Here are some recent stories submitted by our readers:

#### **Unity in the Community Sponsors *Money Smart* Classes in Los Angeles**

Pastor Bill Woodard, President & CEO of Unity in the Community, a non-profit organization based in Los Angeles, California, met FDIC Community Affairs Specialist Luke Reynolds at a business breakfast conference last year. After hearing about *Money Smart*, Pastor Woodard requested subsequent meetings with FDIC staff to set up a financial literacy program for clients of Unity in the Community. Woodard writes that most of their clients are low- and moderate-income families who need to know more about traditional banking services. He says that many are either unbanked or underbanked, using check cashing centers for their financial needs.

The Board of Directors of Unity in the Community decided to incorporate *Money Smart* in their "Righteous Victory Celebration" Gospel Extravaganza celebrating the birthday of Dr. Martin Luther King, Jr. The event, which took place at Exposition Park in Los Angeles on Monday, January 19, was a great success. Many of Unity in the Community's banking partners had booths at the event as part of the organization's efforts to improve their clients' overall financial "health."

Unity in the Community began teaching the full ten-module *Money Smart* curriculum in February. Pastor Woodard writes: "The ten modules will be taught in order by representatives from California National Bank on Tuesdays and Thursdays, from 7:00 - 9:00 p.m. for a total of five weeks. We plan to offer other banks the opportunity to teach in later sessions.

"The response to the class thus far by our community has been overwhelming positive. We have tables and chairs set up to accommodate up to 40 students. Each class has grown from 12 people to overflowing. We will begin our next session in early April, after evaluating the outcome of this session, in order to maximize the results of our future *Money Smart* training. The classes have been fruitful and blessed of God.



"I believe this is an excellent opportunity for the class members to receive invaluable financial information, and establish relationships with bankers for future mutual benefit. We at Unity in the Community are happy to be the bridge between the community, banks and the FDIC. We are grateful to all of you at the Federal Deposit Insurance Corporation for this opportunity."

### **State Farm Agents Bring *Money Smart* Classes to Union County, PA.**

After taking a *Money Smart* Train the Trainer course, State Farm agents in Union County, Pennsylvania, decided to take *Money Smart* into the community. State Farm Agent Megan Richard writes: "One phone call to our local CareerLink center, a local resource for community residents who are unemployed or looking to make a career change, and the process had started. State Farm Agents Megan Richard, Chris Kenawell and Steve Smeltz, as well as team members Bonnie Katherman and Anna Bingaman, have partnered with the CareerLink locations in Lewisburg, Selinsgrove, Shamokin and Lewistown to offer the ten *Money Smart* modules over the course of 2004. We offer one course per month at each of the four locations.

"Participation has been averaging ten participants per session and the feedback has been extremely positive, both from participants and leadership at CareerLink. All of the participants have committed to coming back for the second session and the State Farm representatives are excited as well. It's really rewarding to promote financial literacy to those who need it for basic skills, and to have it serve as a refresher for the rest of us. All of the agents involved feel as if we're providing a valuable service to our communities by being involved."

### **Partner News**

To date, the FDIC has delivered over 124,000 copies of *Money Smart* to financial institutions, community groups, and agencies across the country. More than 100,000 people have taken *Money Smart* classes; in addition, over 14,000 new banking relationships have been established.

The FDIC has also set up the *Money Smart* Alliance Program for those organizations wishing to sign an agreement with the FDIC to promote *Money Smart* throughout their constituency. In many cases, these organizations have a presence in a number of states or nationwide. Since the *Money Smart* Alliance Program was announced by Chairman Powell in June 2002, the number of Alliance Partners has grown to more than 600.

New Alliance Partners since the January 2004 issue of *Money Smart* News include:

- The Iowa Bankers Association
- National Disability Institute
- NCB Development Corporation (the nonprofit affiliate of National Cooperative Bank)

All our partners and Alliance members are helping us meet our shared goal of helping low- and moderate-income Americans become "Money Smart" so they can establish healthy banking relationships, begin building assets, and securing a better future for themselves and their families.

We want to hear from you! Please use the form below to tell us your success stories.

Share your Stories



Michael Morris (center), Director of the National Disability Institute, talks with Kevin Curtin (left) and Irene Sellman (right). Curtin is the FDIC's Staff Interpreter for the hearing impaired; Sellman, an FDIC employee who has been deaf since birth, has been teaching Money Smart to deaf classes since last summer.



At the signing of the NDI Partnership Agreement were (from left to right) Chuck Snyder, President and CEO, National Cooperative Bank; Michael Morris, Director, National Disability Institute; Terry Simonette, CEO, NCB Development Corporation; and Donna Gambrell, Deputy Director, FDIC's Division of Supervision and Consumer Protection.

### **Important: New Requirement for All Grant Funding Applicants**

In order to improve the statistical reporting of federal grants and cooperative agreements, the Office of Management and Budget has directed federal agencies to require all applicants to provide a Dun and Bradstreet (D&B;) Data Universal Numbering System (DUNS) number when applying for Federal grants or cooperative agreements on or after October 1, 2003. The DUNS number will be required whether an applicant is submitting a paper or an electronic application, and whether an applicant is applying for a new award or renewal of a current award. While the current directive does not cover non-competing continuations, Phase II of the project, which begins in FY 2004, will cover these continuations. Therefore, we encourage all grantees and potential applicants to obtain a DUNS number.

Use of the DUNS number government-wide will provide a cost-effective means to identify entities receiving those awards and their business relationships. The identifier will be used for tracking purposes, and to validate address and point of contact information. The DUNS number already is in use by the federal government to identify entities receiving federal contracts, and by some agencies in their grant and cooperative agreement processes.

Organizations should verify that they have a DUNS number or take the steps needed to obtain one as soon as possible if there is a possibility that they will be applying for Federal grants or cooperative agreements on or after October 1, 2003. Organizations can receive a DUNS number at no cost by calling the dedicated toll-free DUNS Number request line at 1-866-705-5711. Individuals who would personally receive a grant or cooperative agreement award from the federal government apart from any business or non-profit organization they may operate, and foreign entities are exempt from this requirement.

If your organization does not have a DUNS number, and you anticipate that your organization will apply for a grant or cooperative agreement on or after October 1, 2003, you should take steps to obtain a DUNS number in advance of the application deadline. If your organization does not have a DUNS number, you may not be able to apply for Federal grants or cooperative agreements after that time. Future potential applicants should also consider requesting a DUNS number now if there is any intention of applying for a federal grant in the future.

Further information can be found in the Federal Register, located at: <http://edocket.access.gpo.gov/2003/pdf/03-16356.pdf> - PDF 49k (PDF Help)