

FOCUS

A PUBLICATION FOR THE MEMBER/OWNERS OF CALTECH EMPLOYEES FEDERAL CREDIT UNION

Nearly \$600,000 Paid as Loyalty Bonus!

Success, Stability and the Trust of Our Members Contribute to a Loyalty Bonus Dividend of .50% for December

CEFCU is proud to announce that it paid more than half a million dollars as a Loyalty Bonus Dividend to member/owners on December 31, 2016. The Board of Directors approved this additional bonus dividend at its December Board Meeting. The additional 50 basis point bonus dividend on each tier level is in addition to the superior monthly dividend rate members receive each month.

“2016 was an exciting and successful year for CEFCU,” explained Richard Harris, President/CEO. “With the exceptional earnings we saw as a result of real estate lending and the active participation of both borrowers and savers throughout the year, every member played an integral role in advancing CEFCU’s bottom line.”

Our success is not by chance. It is rooted, strategic and derived by the needs and wants of our membership. “Because



**YOU DON'T EARN LOYALTY IN A DAY.
YOU EARN IT DAY-BY-DAY.**

— Jeffrey Gitomer

of our unique business model, CEFCU is structured and positioned to deliver real, tangible value to its member/owners,” said Harris. “Whether its value in the form of lower fees, better loan rates, higher dividends or a combination of all of these benefits, it results in outstanding financial value.”

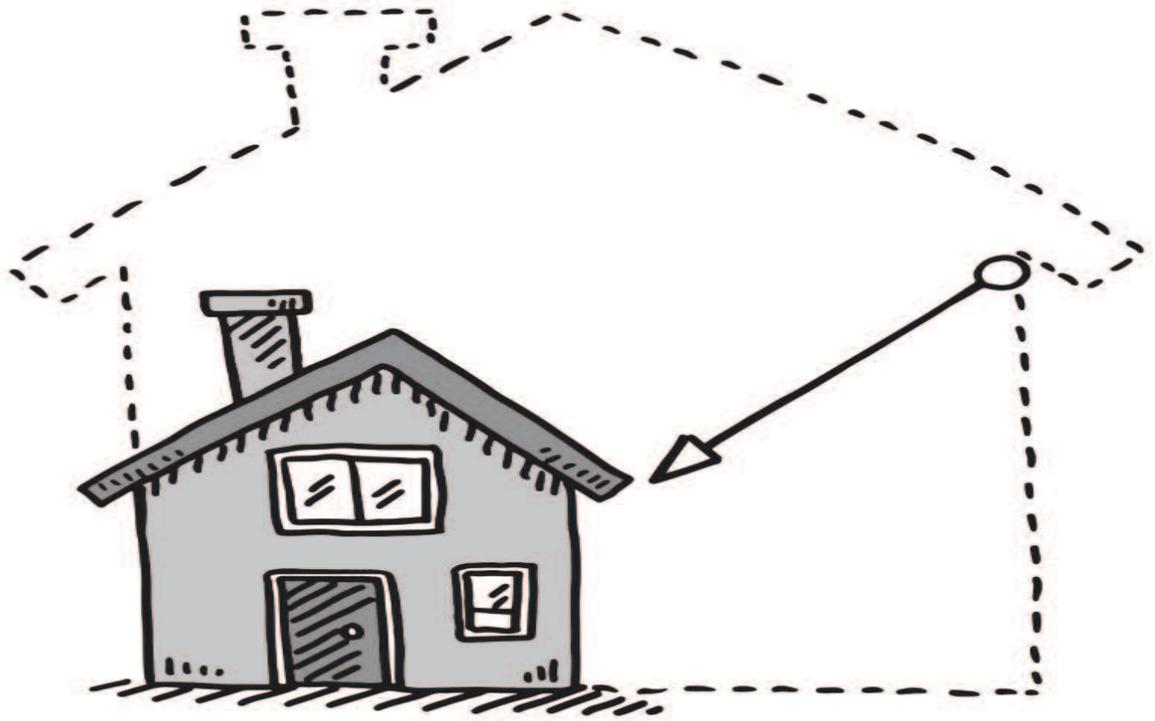
Whether CEFCU is your real estate lender, auto lender or credit card of choice; whether you access your funds online, in person or by ATM; whether you live minutes away or a time zone away, we share our success with you. This additional dividend is a testament to what we do every day — ensuring that we always place the best interest and welfare of our members first.

While words of appreciation share our genuine sentiments, our Loyalty Bonus Dividend reflects CEFCU’s success and stability in real world dollars and cents. “We strive to continuously show our gratitude to our members,” added Harris. After all, you’re not just a member of CEFCU — you’re an owner!

BONUS DIVIDEND TO MEMBER/OWNERS!
.50%

TIER	12/16 APY*	BONUS APY	TOTAL
\$0-\$25,000	.75%	.50%	1.25%
\$25,000.01-\$100,000	.85%	.50%	1.35%
\$100,000.01-\$250,000	1.00%	.50%	1.50%
\$250,000.01 & above	1.05%	.50%	1.55%

*APY=Annual Percentage Yield



What Does “Downsizing” Mean to You?

The term “downsizing” has officially evolved. It incorporates so much more than the traditional definition of buying a smaller home as you near or enter retirement. It has some new twists, turns and options. Depending on your life cycle and lifestyle, “downsizing” your current house may provide some financial, emotional, mental and physical relief.

From the dread of cleaning out attics and closets and bidding farewell to neighbors to the delight of being freed from the burdens of never-ending home maintenance and big mortgages, the thought of downsizing can evoke both negative and positive feelings. What can downsizing mean to you? The more you know, the better decision you’ll be able to make as to what is best for you.

DOWNSIZING DOESN’T MEAN YOU WANT LESS SPACE. It means you want more efficient space. Often times, this means main-level living. Maybe you don’t presently need to worry about stairs, but having a master suite on the first floor becomes increasingly necessary as you age. Essential space means having enough to live comfortably, to host family and friends, but not so much that it is a burden to maintain or manage.

DOWNSIZING DOESN’T MEAN YOU PAY LESS. Depending on where you move, your monthly payment could even be higher. If you sell your four-bedroom, four-bathroom suburban home and move into a luxury living facility in a city center with concierge services and 24-hour security, you’ll probably pay more on a monthly basis. However, you rid yourself of expenses and headaches related to home and garden maintenance, utilities and other related large costs.

DOWNSIZING DOESN’T NECESSARILY MEAN BUYING. Typically, the general rule is not to treat home ownership as an investment — it’s better viewed as a living expenditure. That means it’s important to look at the monthly net cost of housing. Run the numbers. After your monthly payment, property taxes, maintenance and other expenses, how much are you really paying to own your home? Compare that to renting, which often also includes maintenance and additional amenities but does not include property tax. Consult with your tax and investment advisor to consider investment value and appreciation. You may be better off investing the proceeds from the sale of your house in other securities instead of real estate.

DOWNSIZING IS A LIFESTYLE MOVE. As our society becomes more mobile, downsizing is affecting all age groups — from young families to retirees. There is limited statistical data on the number of younger people who choose to pare down early, but the financial reasoning is the same across age groups: sell and scale down to generate income and reduce expenses.

It’s a lot to think about and a decision that requires planning and discussing. Pride of ownership still exists; however, many families are balancing it with their lifestyle needs. They may want to have more cash available to travel or to participate in activities with their children, while saving for retirement. This is difficult to do when a large percentage of one’s income is tied to debt obligations like a mortgage or untouched in the form of home equity.

You won’t find answers to all your questions in one place, but start with www.cefcu.org. CEFCU’s Real Estate Loan Center offers useful calculators to help determine your payments and “after-tax” net costs of owning vs. renting.

Our Real Estate Loan Center Has Relocated



801 Foothill Blvd., La Cañada Flintridge

We are excited to announce the relocation of our Real Estate Loan Center to a new facility at 801 Foothill Boulevard, La Cañada Flintridge, just two blocks from our La Cañada branch office.

The new facility allows us to expand our operations to better serve your real estate lending needs. You'll find who you need and what you need all under one roof — from completing a real estate application to underwriting and processing to signing documents to loan servicing.

The 4,500 square foot building is dedicated to real estate services and does not feature a retail branch.

The building sits on the corner of Foothill Boulevard and Commonwealth Avenue with ample member parking. Office hours and telephone contacts remain the same. Visit us Monday-Friday from 9 a.m. to 4 p.m. or call us at **800/592-3328 ext. 404 for New Loans and ext. 696 for Loan Servicing.**

MAKE PEACE WITH YOUR BILLS.

Our **6.49%^{APR*}** Debt Consolidation Loan can save the day!

Are you paying and paying on expensive credit cards, gas cards, department store cards, and personal loans only to watch those interest charges keep piling up? Don't give up. You can dramatically lower your monthly payment and reduce your overall interest charges.

Our special **Debt Consolidation Loan** is only being offered for a limited time,** but it can let you win the battle of the bills by simply transferring those high-cost balances from other lenders to CEFCU.

The program features:

- **A fixed rate of 6.49% APR*[^] for up to 60 months**
- **No origination fee, prepayment penalty or teaser (introductory) rate**
- **Maximum loan amount of \$30,000 including existing unsecured CEFCU loan(s); \$2,500 minimum debt consolidation**

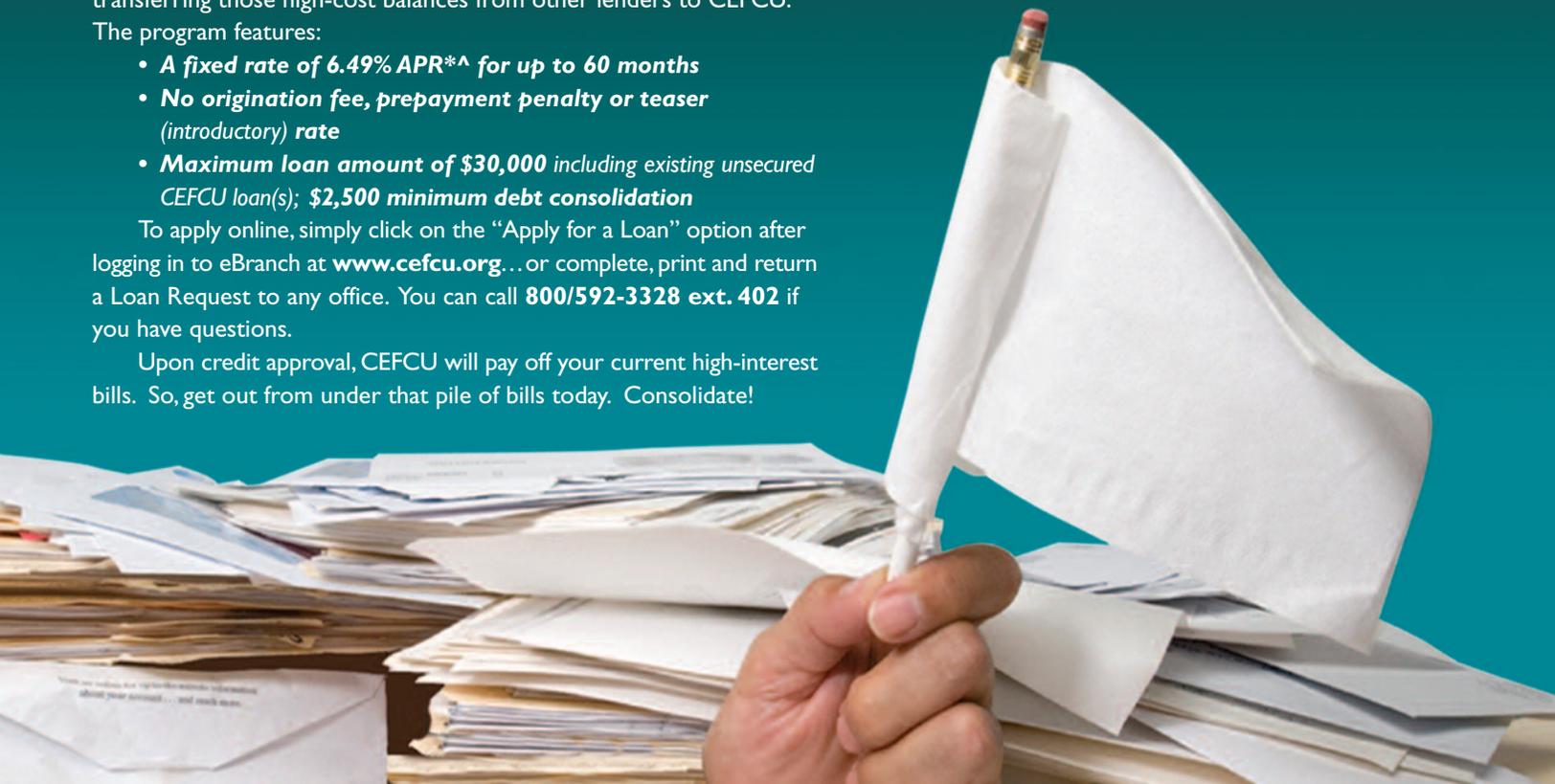
To apply online, simply click on the "Apply for a Loan" option after logging in to eBranch at www.cefcu.org...or complete, print and return a Loan Request to any office. You can call **800/592-3328 ext. 402** if you have questions.

Upon credit approval, CEFCU will pay off your current high-interest bills. So, get out from under that pile of bills today. Consolidate!

*APR=Annual Percentage Rate.

**Program offered through 2-17-17. Maximum loan amount of \$30,000 including any existing unsecured CEFCU loan(s). Minimum debt consolidation of \$2,500.

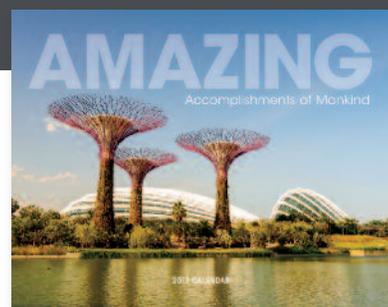
[^]Rate includes a 1.00% rate discount for payment by Automatic Transfer. All loans subject to credit approval. Rates and terms may change without notice. Offer does not apply to current CEFCU loans.





2017 Calendars Here

Visit any office to pick up a copy today. If you're out of the area, just call 800/592-3328 and request a calendar be mailed.



We thank you for your continued trust, confidence, and loyalty. We wish you a very healthy and prosperous New Year!

LA CAÑADA OFFICE

528 Foothill Blvd.
P.O. Box 11001
La Cañada Flintridge, CA 91012-6001
800/592-3328 • 818/952-4444
FAX 818/952-4382
Hours: 9 a.m.-4 p.m. M-F
Drive Up: 8:30 a.m.-4:45 p.m. M-Th
8:30 a.m.-5:15 p.m. F

REAL ESTATE LOAN CTR.

801 Foothill Blvd.
P.O. Box 11001
La Cañada Flintridge, CA 91012-6001
800/592-3328 ext. 404

JPL OFFICE

4800 Oak Grove Dr., Bldg. 291
Pasadena, CA 91109
818/354-3280
FAX 818/393-4308
Hours: 9 a.m.-4 p.m. M-Th
8:30 a.m.-4 p.m. F

CAMPUS OFFICE

1200 E. California Blvd.
Pasadena, CA 91125
M/S 100-63
626/395-6300
FAX 626/568-9536
Hours: 9 a.m.-4 p.m. M-Th
8:30 a.m.-4 p.m. F

WEBSITE

www.cefcu.org

CREDIT UNION OFFICIALS

BOARD OF DIRECTORS

John Patterson, *Chairman*
Gary Gray, *Vice Chairman*
Mike Miranda, *Secretary*
Rich Harris, *Treasurer*
Willis Chapman, *Director*
Dlorah Gonzales, *Director*
Ann Martin, *Director*
Richard O'Toole, *Director*
Steve Proia, *Director*

SUPERVISORY COMMITTEE

Laurice Balian, *Chair*
Walt Boyd, *Member*
Theresa Slowskei, *Member*

FINANCIAL UPDATE

As of September 30, 2016

Assets.....	\$1,482,178,259
Shares.....	\$1,317,415,583
Loans.....	\$ 390,976,368
Member Accounts.....	35,608

LOAN RATES & TERMS

Type of Loan	Annual Percentage Rate (APR)	Approximate Maximum Term
PERSONAL LOANS		
Personal Line of Credit (Variable).....	10.50%	Open End
MasterCard® (Variable).....	9.50%	Open End
Short Term Personal Loan.....	9.00%	24 months
	10.00%	36 months
	10.50%	48 months
Share Secured Loan (Variable).....	2.05%	Open End
VEHICLE LOANS		
New/Pre-Owned Autos — Purchase and Refinance*		
100% Financing (Current & prior 5 years).....	1.45% [^]	36 months
100% Financing (Current & prior 5 years).....	1.85% [^]	60 months
100% Financing (Current & prior 5 years).....	2.85% [^]	84 months
80% of Retail Blue Book (6 years & older).....	3.85%	60 months
New/Pre-Owned Motorcycles*		
80% Financing.....	3.99%	60 months
100% Financing.....	4.99%	60 months
New/Pre-Owned RVs*		
100% Financing.....	7.25%	120 months
80% Financing (6 years & older).....	9.00%	84 months
* Financing includes purchase price or Retail Blue Book value plus tax, license, documentation fees, mechanical breakdown protection, GAP, and extended warranty.		
[^] Includes 1% rate discount for payment by Automatic Transfer. Lower rate or refinancing option does not apply to current CEFCU loans or any vehicles that have been financed by CEFCU in the past 12 months.		

REAL ESTATE LOANS

First Trust Deed.....	Visit us online at www.cefcu.org or call 800/592-3328, x404	
Second Trust Deed		
Primary/Secondary Residence (Fixed).....	4.95%	180 months
Rental Property (Fixed).....	9.75%	120 months
Home Equity Line of Credit (Variable).....	3.75%	Open End
10-Year Interest Only HELOC (Variable).....	3.75%	120 months



Caltech Employees Federal Credit Union publishes this reference guide as a service to our members. It is designed to be used for general information and is not meant to be a full disclosure. Rates and terms are those in effect at time of printing, and are subject to change without notice. For applications or detailed information, please call the Credit Union today. Equal Housing Lender. Equal Opportunity Lender. NMLS #626590. Effective Jan. 1, 2017.



Holidays: Martin Luther King, Jr. Day Monday, January 16th • Presidents' Day Monday, February 20th