

FOCUS

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

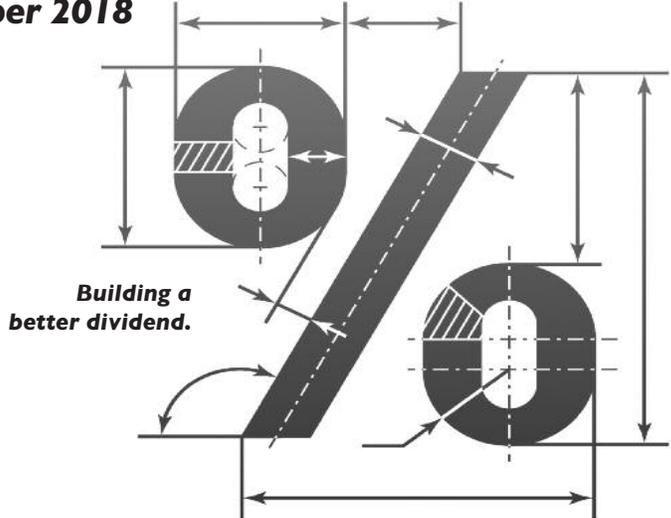
Nearly \$650,000 Paid as Loyalty Bonus

Success, strength, stability, and trust of our members, helps build a .50% Loyalty Bonus for December 2018

CEFCU is proud to announce that it paid almost \$650,000 as a Loyalty Bonus Dividend to member/owners for the month of December, 2018. The Board of Directors approved this additional bonus dividend at its December board meeting. Although such a bonus cannot be certain every year, the extra 50 basis point bonus dividend for the month on each tier level is in addition to the superior monthly dividend rate members received in December.

Our success is not by chance. It is rooted in the essential elements of our Credit Union Mission Statement — CEFCU provides superior value with unsurpassed service through selected financial products while maintaining our tradition of stability, security and trust.

“Our unique business model is structured and positioned to deliver real, tangible value to its member/owners,” said



Richard Harris, President/CEO. “Whether it’s 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 for our members.”

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 gratitude to our members for their loyal support and participation share our genuine feelings, our Loyalty Bonus Dividend reflects CEFCU’s success and stability in real world dollars and cents. We are committed to keeping your trust and confidence,” added Harris. After all, you’re not just a member of CEFCU — you’re an owner!

BONUS DIVIDEND TO MEMBER/OWNERS! **.50%**

TIER	12/18 APY*	BONUS APY	TOTAL
\$0-\$25,000	1.61%	.50%	2.12%
\$25,000.01-\$100,000	1.71%	.50%	2.22%
\$100,000.01-\$250,000	1.87%	.50%	2.38%
\$250,000.01 & above	2.00%	.50%	2.51%

*APY=Annual Percentage Yield

Borrow Better... Where You Belong

CEFCU has the loan you're looking for — be it a **Mastercard, Vehicle Loan, Home Loan, Home Equity Line of Credit, Personal Loan, Private Student Loan, or Share-Secured Loan.** And, you'll enjoy some of the lowest rates nationwide!



MASTERCARD

Better still, **once approved, every member gets our best rate.**

The same great rate — no exceptions! No “teaser” rates or credit-based rates. Just low-interest-rate loans featuring:

- **NO fees or lower fees**
- **NO annual fees**
- **NO pre-payment penalties**
- **NO opening costs**
- **NO points or NO-point options (where applicable)**
- **Flexible terms**



In short, our loans are both superior and transparent. You get value you can depend on because all our loans are reviewed, approved, and processed by CEFCU employees.* So there are no outside “middle men” to drive up costs.

We make it so easy to get started, too! **You can apply for all our loans at www.cefcu.org, or, if you have any questions, give us a call at 800/592-3328** or visit any of our three office locations. Our technology may be state of the art, but our personal service remains unsurpassed.

So, next time you need a loan for anything, give yourself the advantage of a cost-saving loan exclusive to CEFCU members.

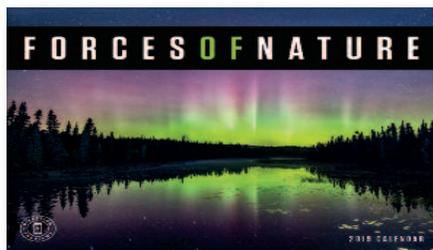
*Private Student Loans are reviewed and approved in-house. However, CEFCU has chosen to process, fund, and service these specialized loans through LendKey, a third party vendor. Real estate loans available only for residential properties in the state of California.



Did You Know?

External Account Funds Transfer offers same day inbound/outbound external transfers — for FREE!

Through eBranch, CEFCU's online access system, initiate the transfer by 10 a.m. Pacific Time and the funds will post by the end of that business day.



2019 Calendars!

Visit any office to pick up a copy today. Out of the area? Just call **800/592-3328** and request a calendar be mailed to you.

Our 10 “One Grand” Winners

Congrats to the winners in our Membership Sweepstakes.



Winning \$1,000 CEFCU Gift Cards were 8 current members who referred new members to CEFCU:

- | | |
|------------------|--------------------|
| • Elaine Tietjen | • Sebastian Bedoya |
| • Lisa Guan | • Turner Johnson |
| • Joseph Edwards | • Nicholas Thomas |
| • Gina Duggan | • Kathryn Hansen |

In addition, 2 new members who joined the Credit Union after they were referred by existing members also won \$1,000 CEFCU Gift Cards:

- | | |
|--------------------|---------------------|
| • Roman Varshavsky | • Timothy Kaneshiro |
|--------------------|---------------------|

And, a big “thank you” to all our participants!

PRESIDENT'S MESSAGE



Rich Harris
President/CEO

As we approach assets of \$1.7 billion and start out 2019, I want to refresh our members' understanding of the CEFCU

business strategy and approach to providing personal financial services.

The CEFCU difference stems from our unique focus and exclusive membership. We're not your run-of-the-mill, try-to-do-everything credit union. Instead, **we choose to deliver only those products and services that we can do BEST.** And year after year, this selective philosophy works!

The result is an uncommonly successful and cost-efficient operation that is able to return a far greater percentage of its earnings to its members than the industry average. We consistently offer among the highest savings rates in the nation...the lowest loan rates available...and state-of-the-art online access. All with the unsurpassed safety and warm, personal service that has made Caltech Employees Federal Credit Union the trusted choice of our members — for both saving and borrowing — for over 68 years.

As a proud member of the extended Caltech family, **we never forget that we work for YOU!** So, when we offer a financial product, you can be sure it will be one of the best. That's our policy, and the heart of our vision: to always offer each and every member **"Smarter Solutions. Proven Results."**

The many benefits of membership can be summed up in two words: **superior value.** Because we consistently offer only selective financial services we excel in, you can be certain, if it's at CEFCU, it's among the best there is. We remain unconditionally committed to your best interest... providing proven results that let you maximize your money in any economic climate.

Unsurpassed Safety — Never has this difference been more apparent than during the past decade. While the challenges in our national economy caused many financial institutions to fail, CEFCU continued to enjoy uninterrupted prosperity, growth and stability. So, it is not surprising — as Americans became increasingly concerned about the safety of their investments — that CEFCU's strength and security attracted millions of dollars in new deposits. And it continues to do so. Adding to this assurance, our Share Savings Accounts are federally insured by the National Credit Union Administration, an agency of the federal government, to at least \$250,000 per member (or more for Joint Accounts and Revocable Trust Accounts).

Unsurpassed Dividends — When it comes to a better return on fully-liquid, fully-insured savings, you can always depend on CEFCU. Our savings rate is above most money market-type accounts, and in some cases, outperforms certificates of deposit!

Lowest Loan Rates — Unlike many financial institutions, CEFCU doesn't exist to simply grow profits. We pass every savings possible on to our members in the form of lower rates on all our loans...new and used vehicles, Mastercard, personal loans, and lines of credit...as well as low-cost first and second trust deeds and home equity lines of credit. And, we offer many exciting opportunities to refinance and consolidate, as well!

Technology — Our philosophy might be simple, but our technology is second to none. Fast, safe, and user-friendly, eBranch features fee-free access to all your accounts, from your computer as well as your mobile devices. Apply for a loan, open and fund an account, move your funds to and from another financial institution, or deposit a check with your smartphone or tablet...you can do virtually all your banking with us anytime, anywhere.

The Personal Touch — Simply put, we are here to help when times are difficult or you have a special circumstance. When confronted with those situations, you will discover just how valuable this personal advantage is. In a world filled with bureaucracy, our emphasis remains on the individual.

When you invest or borrow at CEFCU, you're part of a winning strategy based on a unique philosophy. Our focus on the prestigious Caltech community enables us to have less risk in lending than if we served a broad, open-ended group of people. Our business model is not driven by trying to be all things to all people, allowing us to control operational expenses and return maximum profits to our members. And our history of responsible underwriting practices has made us inordinately successful.

Discover the proven results that smarter financial solutions can make for you and your family. Share the benefits of membership and make CEFCU your first choice for financial services in 2019 and beyond.

62 Smarter 16 Solutions.
59 Proven 75 Results.



WISHING YOU A HAPPY 2019!

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



LA CAÑADA OFFICE

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 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

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

SUPERVISORY COMMITTEE

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

HIT THE ROAD FOR LESS!

Pay less, afford more on NEW and PRE-OWNED vehicles with . . .



Save hundreds of dollars monthly.
 www.cefcu.org • 800/592-3328.

FINANCIAL UPDATE

As of November 30, 2018

Assets.....	\$1,661,985,469
Shares.....	\$1,500,515,975
Loans.....	\$ 479,843,949
Member Accounts.....	36,833

LOAN RATES & TERMS

Type of Loan	Annual Percentage Rate (APR)	Approximate Maximum Term
PERSONAL LOANS		
Personal Line of Credit (Variable).....	12.25%	Open End
Mastercard® (Variable).....	11.00%	Open End
Short Term Personal Loan	9.00%	24 months
	10.00%	36 months
	10.50%	48 months
Share Secured Loan (Variable).....	2.98%	Open End
VEHICLE LOANS		
New/Pre-Owned Autos — Purchase and Refinance*		
100% Financing (Current & prior 5 years).....	2.80%^	36 months
100% Financing (Current & prior 5 years).....	3.20%^	60 months
100% Financing (Current & prior 5 years).....	3.95%^	84 months
80% of Retail Blue Book (6 years & older).....	4.95%	60 months
New/Pre-Owned Autos — Payment Saver Auto Loans*		
100% Financing (Current & prior 5 years).....	3.80%^	36 months
100% Financing (Current & prior 5 years).....	4.20%^	60 months
New/Pre-Owned Motorcycles*		
100% Financing.....	6.49%	60 months
80% Financing (6 years & older).....	6.49%	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 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).....	5.70%	180 months
Rental Property (Fixed).....	9.75%	120 months
Home Equity Line of Credit (Variable).....	4.25%	Open End
10-Year Interest Only HELOC (Variable).....	5.00%	120 months



This reference guide is provided as a service to our members for general information and is not meant as a full disclosure. See specific loan disclosures for further details. Rates and terms are those in effect at time of printing and are subject to change without notice. All loans subject to credit approval. Equal Housing Lender. NMLS #626590. Effective January 1, 2019.

