

FOCUS

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

PRESIDENT'S MESSAGE

Peace of Mind in a Time of Change



Rich Harris
President/CEO

It's said that in times of great difficulty, a person's true character is revealed.

Certainly, after a year of pandemic, the truth of this statement is more evident than

ever — not just for individuals, but for corporations and organizations as well.

The changes COVID-19 brought about are still with us, but at CEFCU, one thing never changed: Our core, member-centric values have remained at the heart of our entire operation. To this end, we adapted to new ways of working and providing our members with uninterrupted, unsurpassed service and value. Guided by this clear purpose, we have met the challenges of this past year and come out stronger than ever, giving you, our members, more peace of mind when it comes to your money.

We Give You *Value*

No matter how the business world has changed, CEFCU remains committed to giving you the inherent financial advantage of real value and competitive rates on both savings and loans.

Our long-standing policy of doing only what we do best has enabled us to achieve this performance edge, year after year. We maximize these earnings

through exceptional operating efficiency and cost containment. This allows us to pass along more benefits to you in the form of better rates and lower fees, without compromising member access, convenience or security.

In addition, our commitment to an exclusive member group, the extended Caltech community, has helped provide stability to our investment in each other. Your money is always safe at CEFCU.

We Give You *Possibilities*

Of course, there are things beyond our control, and over the past year many of us saw our dreams being put "on hold." Now, however, with an encouraging downturn in COVID-19 cases, and with spring in the air, a cautious optimism has reawakened in the nation. And nowhere is there a better place to help reawaken your dreams than CEFCU.

Whether you've been thinking about travel, home improvement, buying a new car or RV, or simply going out to eat again, CEFCU gives you the means to realize these possibilities — safely, conveniently and affordably.

Our enhanced electronic capabilities let you apply for all our loans online — from personal lines of credit to Real Estate. Not only does this ensure the safest access, but also the quickest answers. In addition, our constantly upgraded, cutting-edge technology provides maximum protection for your personal information.

You'll also find our loans feature customized terms. Just recently, for example, we added a 72-month option for auto loans (affording a lower monthly payment), so members can choose a rate-and-term combination that fits their borrowing needs.

Similarly, our Home Equity Lines of Credit (HELOCs) provide a choice of two unique plans — Traditional and Interest Only. Our online loan calculators can help you determine which line is right for you, but both our HELOCs feature no points and no fees to open!

Finally, we are proud of our commitment to every member. When you qualify for one of our loans, you automatically get our best rate available.

It is a difficult world out there today, but many possibilities lie ahead. And we want to reassure you that whatever your financial needs, we're here to help.

*We Give You
Peace of Mind*

A HELOC Can Open the Door to Possibilities

Rising home prices in some markets can mean increased home equity.

Tap into your home equity with our exceptional Home Equity Lines of Credit. Both our Traditional and 10-Year Interest Only HELOCs cost nothing to open.

- **NO appraisal fee**
- **NO points**
- **NO annual fee**
- **NO title fee**
- **NO recording fee**
- **NO pre-payment penalty**

Get started now with our Real Estate Loan Center at www.cefcu.org. Or call **800/592-3328 ext. 404**. Our dedicated real estate lending team is here for you every step of the way.

Current CEFCU rates can be found on our website. Real estate loans are available only for residential properties in the state of California. Certain exceptions may apply for jumbo loans or property types. Property insurance is required. Rates are variable and maximum Annual Percentage Rate is 18% on 10-Year Interest Only Lines and 14% on Traditional Lines. All loans subject to credit approval. Rates and terms are subject to change without notice. CEFCU is an Equal Housing Lender.



Unlock Your Dreams

A Home Equity Line of Credit can be the key to achieving many financial goals.

1. ADD VALUE TO YOUR HOME. When thinking about how to increase home value, consider the following: Different remodeling projects will result in varying returns on investment. Updates such as a new pool or outdoor kitchen rarely recoup 100% of their cost, but can make your family more comfortable with more family-use space. Making your house more efficient, adding square footage, upgrading the kitchen or bathroom, and installing smart-home technology can help increase your home value by putting the money back into your home.

2. CONSOLIDATE AND SAVE. Pay off credit cards, medical bills, or other expenses with one lower-rate payment.
3. COLLEGE EDUCATION. Pay for your child's college education, after all alternatives such as scholarships, grants and federal student loan options are exhausted.
4. RETIREMENT READY. If you're a few years away from retirement, a HELOC could help unlock cash flow and allow you to get your home retirement-ready. Plus, having an open line of credit as you enter retirement provides you a ready source of funds for unexpected expenses in the future.

5. PREPARE FOR THE UNEXPECTED.

A HELOC can provide a cash reserve for unexpected costs. Even with "rainy day funds" set aside, you'll have peace of mind knowing there is a fallback in case an immediate need arises.

Keep in mind the collateral for a HELOC is the place where you live, your home. Carefully consider and calculate all your options before using your home equity.



Introduce Your Beneficiaries to CEFCU

With advanced planning and communication, you can prepare your beneficiaries to inherit your wealth as well as your trusted and valued relationships. Children of all ages acquire financial attitudes, skills and knowledge implicitly through family interactions and observing parental behavior. This is also true in their choice of financial institutions.

THE FIRST INTRODUCTION BEGINS WITH YOU

As your trusted financial institution, it is important for your beneficiaries to understand why you've chosen Caltech Employees Federal Credit Union.

• **Security and Stability.** When it comes to a higher return on fully-liquid, fully-insured savings, you can depend on CEFCU.

• **Low Loan Rates.** CEFCU doesn't try to profit when rates go down. We pass these savings on to you in the form of lower rates on all our loans. And, every qualified borrower gets the same competitive rate.

• **Exclusive Membership.** Our focus remains on serving the extended Caltech community. Talk to your beneficiaries about your Credit Union experience, why you chose to join, and why you want your family to continue to build on your established relationship with CEFCU.

• **The Personal Touch.** We're here to help our members and are committed to unsurpassed member service. Share your testimonials of our services and how CEFCU has played a key role in serving your financial needs.

Remember, the first introduction begins with you. We encourage you to share the financial value of your membership with family and beneficiaries alike. Remember, at CEFCU, you're a member/owner with lifetime membership!

**Your family can join now!
Open a new account online at www.cefcu.org**

Must qualify for CEFCU membership to join. Minimum \$5 deposit and one-time \$5 membership fee due upon opening any CEFCU share account. Federally insured by NCUA.

What You See is What You Get

**When you qualify for our loans,
you qualify for our BEST rate!**

Don't be fooled by dealers or other lenders offering a lower rate. It's usually available only to the most credit-worthy borrowers, often for shorter terms or on selected models. As a CEFCU member, you'll save time and money with our low-cost financing.

GET THESE LOW RATES AND THE REBATE

Take advantage of manufacturer rebates and negotiate a better price on a new car. Or, consider buying out your current lease with low rate financing from CEFCU.

- **Fast approvals**
- **No loan origination fees**
- **No prepayment penalties**
- **Easy payment options**

Get started today!

Apply online at www.cefcu.org.

Saving money at CEFCU is the real deal!



NEW/PRE-OWNED AUTOS

(100% FINANCING ON CURRENT & PRIOR 5 MODEL YEARS)

TERM	APR*
36 months	1.45%^
60 months	2.15%^
72 months	2.45%^
84 months	3.25%^

*APR=Annual Percentage Rate. ^Rate includes 1% rate discount for payment by Automatic Transfer. Financing includes retail value or purchase price plus tax, license, documentation fees, and extended warranty. 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. Offer may be used for paid-off vehicles. All loans subject to credit approval. Rates and terms subject to change without notice.

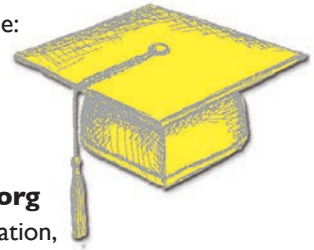
PURCHASE A NEW CAR...REFI YOUR EXISTING CAR...OR BUY OUT YOUR LEASE!



Scholarship Apps Available

High school graduating students may apply to earn one of several \$2,000 scholarship awards through CEFCU's scholarship program. Scholars can choose to concentrate in any desired field. Eligibility requirements are simple:

- Good standing high school senior
- Completed CEFCU scholarship application
- Personal statement essay
- CEFCU member



Scholarship applications are now available at www.cefcu.org (under "About Us"). Deadline is May 3, 2021. For more information, call **800/592-3328 ext. 651**. See our application for full details. Again, applicants must be a current CEFCU member.

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

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

SUPERVISORY COMMITTEE

Theresa Slowskei, *Chair*
Walt Boyd, *Member*
Peter Rinde, *Member*

FINANCIAL UPDATE

As of February 28, 2021

Assets.....	\$2,053,830,792
Shares.....	\$1,845,747,456
Loans.....	\$ 487,998,751
Member Accounts.....	37,533

LOAN RATES & TERMS

Type of Loan	Annual Percentage Rate (APR)	Approximate Maximum Term
PERSONAL LOANS		
Personal Line of Credit (Variable).....	10.25%	Open End
Mastercard® (Variable).....	9.25%	Open End
Short Term Personal Loan.....	6.95% [^]	24 months
	7.25% [^]	36 months
	7.95% [^]	48 months
Share Secured Loan (Variable).....	1.70%	Open End

[^] Includes 1% rate discount for payment by Automatic Transfer. Lower rate or refinancing option does not apply to current CEFCU loans.

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).....	2.15% [^]	60 months
100% Financing (Current & prior 5 years).....	2.45% [^]	72 months
100% Financing (Current & prior 5 years).....	3.25% [^]	84 months
80% of Retail Value (6 years & older).....	2.45% [^]	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 ext. 404	
Second Trust Deed		
Primary/Secondary Residence (Fixed).....	5.25%	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



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 April 1, 2021.



HOLIDAYS

Memorial Day Monday, May 31 • Independence Day (observed) Monday, July 5