



CES QUARTERLY

2017 | APRIL

CES Credit Union 

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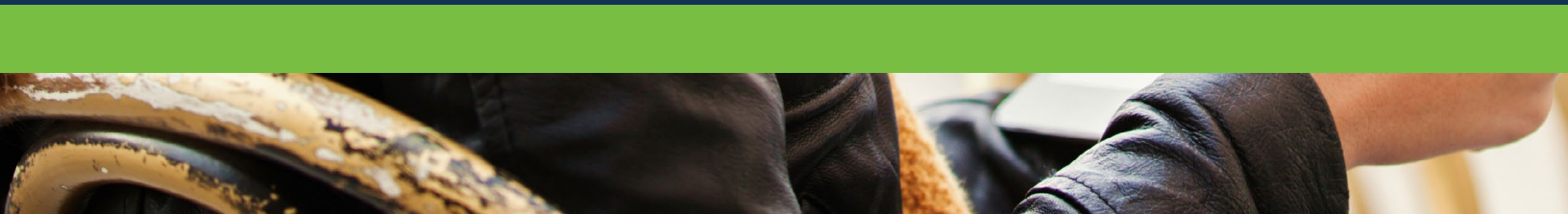
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“ Our goal is to truly help our members and the youth of our communities achieve their financial dreams.

-Sandy Coffing
President/CEO ”

CES CREDIT UNION
is always looking out for your best interest



PRESIDENT'S MESSAGE

We're different. Our products and services may look similar, but our WHY is what makes us different. CES Credit Union is a not-for-profit financial cooperative that exists to serve our members, unlike banks that operate to make a profit for stockholders. This difference makes all the difference.

Our vision at CES is to help members achieve their financial dreams; these dreams vary member to member. For many, it's purchasing their first home, for others it is saving for their retirement. Whatever your financial dream is, CES is here to turn that dream into a reality by providing you the tools you need to make solid financial decisions.

YOUTH FINANCIAL EDUCATION
As an organization, we realize how important it is to educate today's youth about the foundational elements of personal finances. This education is not always being provided in the classroom, or at home, so we want to instill solid financial behaviors that will continue to flourish into their adult life.

We have developed a six week course that teaches students practical money and life skills including, work ethics and their first paycheck, personal finances, budgeting, and credit score impact on lending. Our final week with students takes them through a reality simulation game called Finances 101.

Finances 101 provides students a glimpse into the real world after graduation. They choose a job, and are provided with a salary, student loan and credit card debt. Students make their way through twelve stations that determine how many children they have, what their options for benefits are, what type of housing they will live in, paying monthly utilities, purchasing an auto with good and bad credit, managing credit card debt, etc. The emphasis is to show students what real life budgeting looks like and what to do when they experience tough financial situations.

We are currently working with Fredericktown schools and Opportunity Knox, and look forward to implementing this program with other schools and student outlets. Our goal is to truly help our members and the youth of our communities achieve their financial dreams. We look forward to the opportunity to serve you.

Sandy Coffing
SANDY COFFING, PRESIDENT/CEO





members asked, WE RESPONDED

CES Credit Union now makes it more convenient for our members who are considering applying for a 20 or 30 year mortgage by handling our mortgages locally. So what does this look like for you and how will you benefit from this expanded service?

With mortgages now being kept local, you are able to work with CES from start to finish on your home loan. Lenders are now able to completely process mortgage applications and paperwork at any of our locations, speeding up the process of approval and providing you with the benefit of having everything in one place. Since all aspects of loan processing are done locally, you do not have to worry about dealing with a separate loan company outside of CES. That being said, you can bring your questions and concerns directly to a CES loan officer and skip long waits over the phone trying to contact a different company. Your payments can also be made at any of our branch locations or through our online banking service.

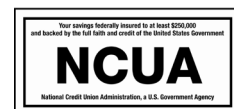
According to Consumer Report, credit unions are your best option when it comes to providing professional, trustworthy, and affordable home mortgage services. CES Credit Union is proof that this is true as we strive to ensure that every

member seeking a home mortgage will be satisfied with what they find. CES Credit Union's mortgage loan officers will work closely with you, discuss your needs, and find the mortgage package perfectly suited for you.

TIPS ON FINANCING YOUR MORTGAGE

1. Clean up your credit. The higher your credit score, the better interest rate you will receive which will save you money over the life of the loan.
2. Shop for the best rate before formally applying.
3. Bring the right documents to save yourself time: paystubs (last 30 days), W-2's and tax returns (last 2 years), bank statements (last 3 months), mortgage statement, stocks, bonds, 401ks, IRAs, and other tax or insurance information.

Rates & Disclosures: \$100,000 mortgage at 4.50% contract rate = 4.633% APR and monthly payments of \$506.68 for 30 years. All loans subject to approval based on creditworthiness, qualifications, and collateral conditions.



SALVATION ARMY DINNERS

CES has partnered with the United Way of Knox County and Salvation Army. CES employees volunteer each month to give back to the community by assisting in providing meals to those who are in need. Community Dinners or "Hot Meals" as most refer to them are provided at a variety of Knox County churches every day of the week through various organizations. Salvation Army's Hot Meals are offered each Thursday and typically 4-6 different CES employees help out per month. This outreach is able to serve nearly 100 people in Knox County every week.

Jackie Metzger from our Yauger Road location says, "One of the things I have learned about serving meals at The Salvation Army is that it makes me happy to give back to our community. It's great to be able to meet each person and know I am helping them."



FINANCIAL EDUCATION

At CES we value educating the future and hope to instill good financial practices that will go with them into their adult life.

Since January 11th, CES has been helping out with an after school program at Fredericktown Public Schools for middle and high school students. This is an eight week program that covers important topics such as work ethic, savings, checking, budgeting, borrowing, and credit. Accompanied by learning materials, students also do interactive activities that help them further understand the concepts.

On the last day of the program students play Finances 101. The concept is similar to a life-sized LIFE game. The emphasis is to show students what real life budgeting looks like and what to do when they come into tough financial situations.

Both CES and Fredericktown have seen a positive response to the program and it has allowed students to begin thinking about how their finances will help them in the future. We look forward to seeing continued success with students through implementing this program with other schools and student outlets.



Happy Retirement, Kathy!

Kathy Robinson began her journey with CES Credit Union as a MSR on November 3, 1992 at our Chestnut Street location. She was promoted to a Lender on November 8, 1993. Kathy was very excited to be working in lending as she had experience from other financial institutions she worked at prior to CES Credit Union.

When CES Credit Union opened the Utica branch in November of 2006, Kathy was named the Service Center Manager and became a perfect fit. Kathy has been an outstanding addition to the CES family for more than 24 years and a true inspiration for all of her co-workers and the members she has served. Her hard work, commitment, and dedication to the Utica community are worthy of admiration.

To celebrate Kathy's well deserved retirement, our Utica Service Center threw her a farewell party on March 14th. Many of our members stopped by to wish her the best and thank her for being an integral part of the community. In her retirement, Kathy plans to spend more time with her family and working in her garden. She is excited to begin the next chapter of her life.

"My favorite part of my job at CES was opening new accounts for members. I loved explaining all of the benefits that come along with being a member of CES and showing members what the credit union difference is all about. I am so thankful for the experience I gained in my 24 years and that I was able to help CES grow." - Kathy Robinson

We wish Kathy nothing but the best in her retirement. As we will surely miss her, we are excited to welcome in Tammy Hahn as the new Service Center Manager at the Utica branch.

IS YOUR CREDIT CARD ACTUALLY REWARDING YOU?

DO YOUR HOMEWORK

Cash back, free gift cards, bonus travel miles, discounts, and free hotel rooms. Those all sound great when you are applying for a credit card. However, most of the time, all of the "free" perks come at a cost to you. Many credit card users can get distracted by the rewards they could receive from spending but if they are not paying off the balance each month, the interest charges will end up outweighing the benefits. Interest charges and annual fees for rewards credit cards tend to be higher than an average credit card. Credit card companies are able to afford giving away so many rewards because the incentive of gaining a reward makes consumers want to spend more even when it is not in their budget to do so.

CES VISAS

At CES Credit Union we offer credit cards to our members. However, we do not reward you in the form of cash back or free stuff. Rather, we give back to you by offering lower interest rates. Our lower interest rates make spending more feasible for members as they will not be hit with high interest rates that come with other credit cards. With rates starting as low as 7.99% APR, you can have buying power wherever you go. Other perks that come with a CES VISA include no annual fee, balance transfer options, and cash advance ability. Credit lines can be approved from \$500 to \$20,000.



*Rates, terms and conditions are subject to change and may vary based on creditworthiness and qualification. All loans subject to credit approval. Federally insured by NCUA.



Vacation Loans

Memories are waiting ... are you ready? CES Credit Union is your destination for vacation loans. With a vacation loan from CES, you can finally book the trip you've been dreaming about all winter!

- Borrow up to \$2,500
- Low interest rates
- Apply at any branch
- Limited time offer (April 17-June 17)

All loans subject to credit approval.

SHRED-IT DAY

Saturday, May 13th
10a - 12p

Have your sensitive documents destroyed **FREE** of charge. Please limit 5 boxes per person. Located in the **SIEMENS** parking lot across from our Chestnut Street Service Center.

BOARD OF DIRECTORS

Jeff Wells
 Margaret Ann Ruhl
 Jon Porterfield
 Jim Dice
 Teresa Bemiller
 Larry Hatton
 Matthew Kurtz
 Kim Fearn
 Candice Gallagher

CES CREDIT UNION OFFICES

LOBBY:

Monday - Friday: 8:30 am - 5:30 pm
 Saturday: 9:00 am - 1:00 pm

DRIVE-THRU:

Monday - Thursday: 8:30 am - 5:30 pm
 Friday: 8:30 am - 6pm
 Saturday: 9:00 am - 1:00 pm

Mount Vernon	740.397.1136
Loudonville	567.203.5443
Utica	740.892.3323
Delaware	740.363.8118

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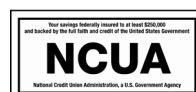
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Loans subject to credit approval