

information

edwards
FEDERAL CREDIT UNION

spring**2017**

Q U A R T E R L Y

10%

UP
TO

\$500

**CASH
BACK**
AUTO LOAN SPECIAL

No foolin' - starting April 1, 2017, when you fund your loan we will hand you 1% back in COLD HARD CASH!* This offer applies to loans for new or used vehicles - or refinancing any vehicle loan you have with another lender.



**Call us at 661.952.5945 or
apply at EdwardsFCU.org**

NCUA

*The cash back amount is based on 1% of the total loan amount (\$10,000 minimum), not including additional funds for ancillary products (warranty, GAP, Mechanical Breakdown Protection, etc.). Maximum cash back amount is \$500. If loan is closed or paid off within 24 months of opening, the 1% cash-back amount will be forfeited and added to the payoff amount. Offer available for auto loan pre-approvals or refinancing a non-Edwards FCU auto loan only. Indirect loans are not eligible for cash back. Rates, terms, and conditions vary based on qualifications, credit worthiness and collateral conditions. Membership with Edwards FCU required. 1% CASH BACK offer valid from April 1, 2017 – June 30, 2017. Other restrictions may apply.

PRESIDENT'S MESSAGE

MAKE THE MOST OF YOUR MONEY

Sadly, the sharks are circling again. And they aren't just swimming off the coast in the Pacific Ocean either. It's obvious the times are changing once again when radio advertisers like *Cash Call* are pushing loans against your home, otherwise known as home-equity loans.

Predatory lending sharks will encourage you to borrow against your home's value for just about anything, including that "dream vacation." Don't get me wrong, vacations are nice, but it's our opinion that your home is truly your most valuable asset and you should never take it for granted. Of course, there are times when borrowing against the equity in your home can make sense – a child's education or a long overdue home improvement for instance.

On the other hand, taking a two-week vacation to some exotic destination that you'll barely remember in two or three years, well, we just don't think that's how you should spend what you've worked so hard to build.

Buyer beware has never been more important than now as it's not only home owners these sharks prey on – consumers should steer clear of lenders who don't require collateral like *LoanMe*. The promise of fast, easy money comes with a hefty price. With fees as high as 33% of the loan amount and maximum APRs as high as 184%, well it's easy to see how you can be bitten. (Seriously, these rates are so ridiculous. I can't make this stuff up.)

But in the end, how you spend your money and/or your home equity, is your decision and we respect that, but if you are going to borrow we encourage you shop around. Whether you're considering a home equity loan, auto or personal loan, come talk to us – we can compare other lender's rates to see what's best for you. Remember, we're here to help you make the most of your money.

Speaking of your money, until the end of April we're offering members a special bonus rate certificate of deposit. This is the first time in many years we have been able to return a true value to our member savers. While it's a limited time offer (see *Something for Savers* in this issue on page 5), we're pleased we can offer products and services for both our savers and our borrowers.

Lastly, in case you missed the front cover, we've just kicked off a very unique auto loan promotion. Until June 30th, members can receive 1% cash back of their loan amount for new or used vehicles financed with Edwards. And, this offer also applies to vehicle loans with other lenders that are refinanced with Edwards! That's right, with a minimum loan amount of \$10,000 or more we will give you 1% back at loan signing. Borrow \$15,000, we'll give you \$150 cash, \$20,000, \$200 cash and so on, up to a maximum of \$500 cold hard cash back!

We hope to see you soon.



Roy MacKinnon
President/CEO





FRONT AND CENTER

MEET MEMBER KIELEY PITZER

Imagine you've just graduated from high school. You survey your options and decide to take a year off. That year flies by pretty quickly so you move back home to consider what's next. You're only sure of one thing— a dead end job is not for you.

Your father served in both the Navy and in the Coast Guard so of course that would be a possibility, but your own research on all branches of the service ultimately lead you to the Air Force. Meet Kieley Pitzer, Airmen E3.

Kieley recently celebrated her one-year of service. After basic training and selecting a specialty in public health, Kieley moved to her tech base and then eventually found her way to Edwards. On any given day Kieley's job is anything but usual. Auditory testing, shop visits for safety (as the "second set of eyes"), briefings for commanders or other officers and fetal protection counseling services are all common in a day's shift.

But for Kieley that's only the beginning. She's signed on for a six-year commitment and has her sights set on Officer Candidate School. With clear vision, she's looking forward to a 20-year career with the Air Force. Although not sure where her career might take her, at some point she'd like to pursue additional medical education while serving in the Air Force.

Kieley has advanced quickly since becoming an airman and is already being considered for her next advancement. She's a natural learner, but like so many young people entering the workforce for the first time (the military or civilian) her depth of personal finance knowledge was limited.

And that's how Edwards Federal Credit Union and Kieley connected. She first learned of the credit union at her base airman orientation and was curious about opportunities for her to save money and improve her personal finances. She wasted no time in visiting the Edwards branch on the base. There she learned she could refinance her current auto loan from a "mega" financial institution **saving her nearly \$2,500** over the term of her loan! She was surprised to say the least that the biggest isn't always the best. "They told me how much I could save each month and I almost didn't believe them," Kieley said. When asked how she feels about her overall experience, she simply smiles and says, "You saved me so much money I now refer friends, family, colleagues and just about anybody that will listen to Edwards Federal Credit Union."

We appreciate those kind words Kieley and we know that your future is filled with nothing but blue skies.

JETHAWKS EDWARDS MEMBER NIGHT IS BACK!

ARE YOU READY FOR SOME **BASEBALL?**

Our very own Lancaster JetHawks have opened their 2017 season with big bats! It's time for the Antelope Valley to enjoy some fantastic baseball.

And once again, Edwards Federal Credit Union is proud to be the Official Credit Union Sponsor of this great team.



3rd Annual Member Appreciation Night at Hanger Stadium

Join us **Tuesday, May 23rd** when the JetHawks take on the visiting San Jose Giants (affiliate of the SF Giants).

Game starts at 6:35 PM and gates open at 5:30 PM

Vouchers for game tickets will be available at both our Lancaster and Edwards' branches by the end of April.

Vouchers can be redeemed at the ticket booth for game day tickets but the Stadium recommends redeeming vouchers **BEFORE** game day to avoid the last minute crowd.

**A GREAT EVENING FOR YOU AND YOUR FAMILY
IS WAITING FOR YOU MAY 23RD. WE
HOPE TO SEE YOU THERE!**



PARTNERS FOR **CREDIT UNIONS**

Congressman Steve Knight welcomes Roy MacKinnon, President/CEO to his office in Washington DC. MacKinnon visited both Congressman Knight (R- CA 25th District) and Congresswoman Julia Brownley (D-CA 26th District) to discuss legislation affecting credit unions. Both are very supportive of the work credit unions do and can be counted as true credit union friends.

SOMETHING FOR SAVERS

EARN A .50% APY OR 1.00% APY RATE BONUS

Now until the end of April 2017, Edwards' members can take advantage of a limited time Certificate Rate Bonus. Open a new one-year certificate and you'll earn ½ percent above our daily-posted rate. Based on today's rate this means with the bonus a one year certificate will earn .65% APY.

If you can park your money for a little longer, your rate bonus can be 1.00% APY. All 2, 3, 4 and 5-year term certificates opened in April will earn an additional 1.00% APY above the daily posted rate. As this issue of **InFormation** was being prepared this would mean 2 year CDs would earn 1.25% APY and 5 year CDs 1.55%APY!*

REMEMBER THIS IS A LIMITED TIME OFFER SO OPEN YOUR SPECIAL RATE BONUS CERTIFICATE TODAY.

APY = Annual Percentage Yield. All savings are insured up to at least \$250,000 by the NCUA, an agency of the Federal Government. All rates subject to change daily, however once certificate is opened the APY in effect on the day of opening remains in effect for the complete term of the certificate. A \$1,000 minimum deposit is required to open certificates in this program. Rate bonus available for both new and existing funds on deposit with Edwards FCU. Offer valid until April 30, 2017 or if total program deposits reach \$10,000,000. Rates quoted as of 3/17/17.

SKIP THE DEALER

AND GET A **\$100 GIFT CARD***

You need a new car but the thought of visiting a half dozen dealers and then haggling over the price is enough to make you wonder if your current car can't make it another year.

If you dread the whole auto dealer experience, there is a better way. It's called Autoland. With Autoland, you skip the haggling, hassle and stress of the dealer experience because they find the vehicle you want at a discounted price often saving you hundreds if not thousands of dollars. Plus, until June 30th, if you use Autoland and finance your new car through Edwards, Autoland will give you a \$100 Gift Card to spend any way you choose!

Here's how it works. First, get pre-approved for your auto loan with your credit union so that you know exactly how much vehicle you can afford. (Be sure to ask for details about our current 1% Cash Back Auto Loan promo!) Then, call Autoland at 800.234.6999, tell them you are an Edwards member and the make, model, color and options of the vehicle you want. (If you're not sure what you want, you'll need to shop and compare vehicles online or yes, visit a dealer, but don't let them pressure you into a sale, remember you are "just looking.")

Once Autoland knows exactly the vehicle you are looking for, they will scour their vast network of dealers to find you your perfect ride. Your new car, truck or SUV can even be delivered to your home or office and best of all, when they give you their best price there's no obligation. If you love it you close the deal, if you don't, you don't. It's a true win-win that really delivers.



AUTOLAND

SHOP SMART. DRIVE HAPPY.

**CALL AUTOLAND TODAY
AND LEARN MORE ABOUT WHAT
THEY CAN DO FOR YOU.**

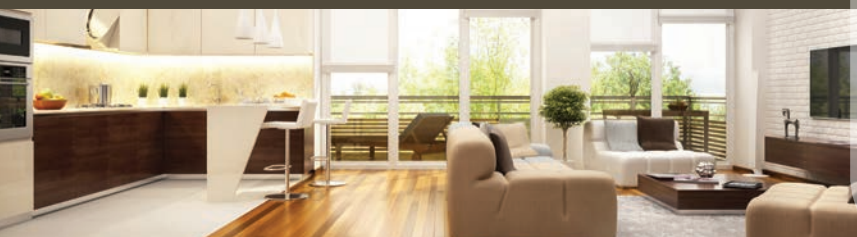
800.234.6999

* \$100 Gift Card available to any member who purchases their car through Autoland and finances through Edwards FCU.

REMODELING COST VS. VALUE

SOME SURPRISING NEW RESULTS

ABOUT 15 YEARS AGO, IT WAS FAIRLY COMMON KNOWLEDGE THAT COMPLETING EITHER A MAJOR REMODEL OF A KITCHEN OR BATH WOULD RETURN THE BEST RESALE VALUE TO THE SELLER ONE YEAR AFTER COMPLETION. LIKE SO MANY OTHER CHANGES OF THE PAST MANY YEARS, THIS IS SURPRISINGLY NO LONGER THE CASE.



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ACCORDING TO A RECENT SURVEY FROM REMODELING MAGAZINE, IN THE WEST COAST REGION, PROJECTS WERE DIVIDED INTO "MID-RANGE" AND "UPSCALE."

MID-RANGE PROJECT	JOB COST	RESALE VALUE	COST RECOUPED
ATTIC INSULATION (FIBERGLASS)	\$ 1,406	\$ 1,726	122.8%
MANUFACTURED STONE VENEER	\$ 7,901	\$ 8,427	106.7%
ENTRY DOOR REPLACEMENT (STEEL)	\$ 1,516	\$ 1,535	101.3%
MINOR KITCHEN REMODEL	\$ 23,695	\$ 22,711	95.8%
MAJOR KITCHEN REMODEL	\$ 69,723	\$ 52,377	75.1%
UNIVERSAL DESIGN BATHROOM	\$ 19,072	\$ 13,371	70.1%

UPSCALE PROJECT	JOB COST	RESALE VALUE	COST RECOUPED
GARAGE DOOR REPLACEMENT	\$ 3,413	\$ 3,783	110.8%
GRAND ENTRANCE (FIBERGLASS)	\$ 8,690	\$ 7,242	83.3%
WINDOW REPLACEMENT WOOD (VINYL COSTS 20% LESS WITH A 92.2% RETURN)	\$ 20,037	\$ 18,658	93.1%
BATHROOM REMODEL	\$ 65,748	\$ 46,148	70.2%
DECK ADDITION (COMPOSITE)	\$ 44,004	\$ 28,405	64.6%

SO, IF YOU'RE THINKING OF RESELLING AFTER COMPLETING A PROJECT AND LOOKING TO MAKE A QUICK BUCK, OUR ADVICE: CHOOSE YOUR PROJECT(S) CAREFULLY.

*Statistics courtesy of Remodeling Magazine

CONTACT US

- **PHONE** 661.952.5945 CALL-24 ... select 1 ... then #
- **TOLL FREE** 877.256.3300 CALL-24 ... select 1 ... then #
- **EMAIL** ememberservice@edwardsfcu.org
- **WEBSITE** www.edwardsfcu.org

BRANCHES

- **EDWARDS AFB** 10 South Muroc Drive
FAX 661.258.7244 **LOBBY HOURS M-F, 9am-5pm**
- **LANCASTER** 44288 10th Street West
FAX 661.942.3573 **LOBBY HOURS M-F, 9am-6pm**
DRIVE UP M-F, 8:30am-6pm

HOLIDAYS The credit union will be closed on the following holidays:

- **MEMORIAL DAY** - Monday, May 29th
- **INDEPENDENCE DAY** - Tuesday, July 4th