



Success Solutions



WINTER 2011 NEWSLETTER

rates as low as
2.99% APR*



Lower Rates Equal Lower Payments

Whether you're shopping for a new or used vehicle or just trying to make your current car more affordable, we can help. Lower loan rates mean lower payments, and we've dropped our rates to help you make ends meet.

When you finance your car with Camino Federal Credit Union, you can take advantage of dealer rebates *and* count on us for low loan rates to keep your monthly payments in check. For example:

	APR*	DEALER REBATE	MONTHLY PAYMENT‡
CAMINO Auto Loan	2.99%	\$ 3,500	\$ 436
DEALER Auto Loan	0.00%	\$ 0	\$ 514

*APR=Annual Percentage Rate. Some restrictions may apply. Existing Camino loans are not eligible for the promotional rate. Loan rates may vary, depending on credit worthiness, term, and the amount financed, and are on approved credit. Rates and terms are subject to change without notice.

‡Comparison based on a \$23,500 new car purchase with \$5,000 down and a 36-month loan paid on time. The \$3,500 dealer rebate is applied to purchase price, lowering the amount financed.

Hurry, these rates won't last long. For more info or to apply for a loan, call **(800) 835-3400** or visit us online at **www.caminofcu.org**.

IRA

traditional & roth

◆ Tax Breaks and Tax Tips...

Looking for practical ways to reduce your tax liability? Open a Traditional IRA and all or part of your contribution – up to \$5,000 (or \$6,000 if you're 50 or older) – may be tax-deductible. You can make contributions for the 2010 tax year until April 15, 2011. We also offer Roth IRAs, which could give you a tax break at retirement.

Call **(800) 835-3400** or visit us on the web at **www.caminofcu.org/taxtips** for more information.

HOLIDAY HOURS

Camino Federal Credit Union will be closed in observance of the following holidays:

Monday, January 17, Martin Luther King's Birthday **Monday, February 21**, President's Day

www.caminofcu.org
800.835.3400



the road ahead

by **Ernesto Flores**
President/CEO

The start of the New Year is often the time when we reflect on the past and set goals for the future. That being said, Camino would like to thank all of you, our members, for supporting and trusting us as your financial institution.

In the coming year, we'll be celebrating our 70th anniversary. As a stable financial institution that has served our communities since 1941, we have placed a priority on providing the best possible member service.

We get it. It's what you want. It's what you deserve.

Outstanding service means you can access your account from places and at times that are most convenient for you. So in the coming year, we'll be enhancing our online banking system. Outstanding service also comes in the form of a well-trained, knowledgeable staff that can recommend products that make the most sense for you.

Not every financial institution can make you their priority. We get it, though. It's what you want. It's what you deserve.

If our communities have learned nothing else from the past few years it's this: the importance of being prepared. That's why we continue to emphasize financial education for our members. We'll be in classrooms, libraries, and lunchrooms, offering tips and tools that help our members move forward.

The road ahead in 2011 will continue to be challenging for us as individuals, as families, and as an institution. We will continue to actively work in your best interest this coming year and for many years to come.



Have questions? Compliments? Concerns? Send Ernesto Flores, Camino FCU's CEO, an e-mail and talk with him personally. Reach him at: ceo@caminofcu.org.

Declaration of Independence

When **Gil Montano** was in his early twenties, he came home with exciting news for his father. Gil had just bought a car and, as he walked through the front door, the young man seemed to be floating nearly 10 feet off the ground.

Gil's dad had expected to hear that his son would need his help buying the vehicle. But Gil and his wife had saved a little money and had visited the credit union to assist them with the financing. The credit union – called Montebello Schools Federal Credit Union at the time – helped the young couple buy the first of many cars.

More than just a means of transportation, Gil's first major purchase made him feel like he could stand on his own – the same sense of independence that he tries to instill upon each student that comes his way.

Over thirty years later, Gil is now the Superintendent at Southeast ROP in Norwalk. The school teaches adults and high school students the technical, academic, and workplace skills that will lead to rewarding careers. With these skills and a good job, independence follows.

The longtime Camino Federal Credit Union member talks fondly of his credit union, and he sees opportunities for partnerships through financial education classes and internships. Always thinking ahead, always thinking progressively comes naturally for a man who learned to blaze his own trails early on.



Gil Montano
Member since 1976



Is Credit Card Debt Draggin' You Down?

Tame the Debt Dragon!

We understand that making minimum payments to multiple credit cards can place unbearable stress on your budget. Instead of making several to different companies, why not consolidate your payments into one easy-to-make monthly payment to Camino FCU.

A bill consolidation loan helps simplify all your bill payments, saving you money in the long run. Unlike your credit cards, a consolidation loan gives you the comfort of knowing when your loan will be paid off. With rates as low as 10.49% APR* you'll also enjoy affordable payments and possibly lower your overall interest costs.

Another way to control your expenses is by using credit cards that don't charge you an arm and a leg in interest charges. Our Platinum Visa® card rate is as low as 9.99% APR.* With rates this low and no charge for balance transfers, why wouldn't you switch to a credit card that makes the most sense for you?

*APR=Annual Percentage Rate; on approved credit.

Start the New Year right.

Tame the Debt Dragon by
calling **(800) 835-3400**,
dropping by a branch, or visiting us
at **www.caminofcu.org**.

Fee Increase Notice

Effective February 10, 2011

Credit unions, like other businesses, face rising operating costs and must adjust pricing from time to time. While we have had to increase fees in limited areas, nearly all fees have remained steady. As such, except for a very small segment of our membership, most our members will remain unaffected.

Fee Increase

Courtesy pay fee	\$30
NSF (checking accounts)	\$30
Stop payment	\$15
NSF (electronic services)	\$30
Wife transfers (outgoing)	\$25 domestic \$40 international
ACH stop payment	\$15
Remove ACH stop payment	\$15
NSF on loan payment check	\$25



SAVE THE DATE: MARCH 5th

Community

Annual Meeting & Call for Nominations

Board of Directors

Donald McOwen	Chairman
Andres Castillo	Vice Chairman
LaVonne Sherman	Secretary/Treasurer
Maria Elena Alvarez	Director
Dorothy Denning	Director
Virgil Downs	Director
Eugene Malinzak	Director
Fran Mondaca	Director
Mary Walsh	Director

Senior Management

Ernesto Flores	President/CEO
Edgar Barraza	VP, Finance

Supervisory Committee

Sterling Schubert	Chairman
Olivia Cervantes	Member
Mike Newton	Member
William Nighswonger	Member
Frank Ogaz	Member
Les Leahy	Alternate Member

Branches

Main Branch 520 N. Taylor Ave. Montebello, CA 90640 323.722.3400	Norwalk Branch 13704 Clarkdale Ave. Norwalk, CA 90650 562.868.6789
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Contact Information

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Fax: 323.887.9909

Email: info@caminofcu.org
www.caminofcu.org

CO-OP ATM Network

Free ATM access at more than 25,000 locations nationwide.

www.co-opnetwork.org
888.SITECOOP (888.748.3266)

CU Service Centers

www.cuservicecenters.org
888.CUSWIRL (888.287.9475)

Home Banking

www.caminofcu.org

Smartline Automated Telephone Teller

323.722.3400
800.835.3400 (outside Southern California)

Holiday Closures

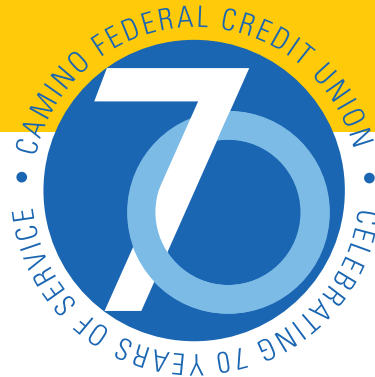
MARTIN LUTHER KING'S BIRTHDAY
Monday, January 17, 2011

PRESIDENT'S DAY
Monday, February 21, 2011

Loans are issued in accordance with NCUA regulations, subject to credit approval. Camino Federal Credit Union is an equal opportunity lender. Member funds are insured up to \$250,000 by the National Credit Union Administration, a U.S. government agency. The agency separately insures Individual Retirement Accounts up to \$250,000. Dividends are based on the credit union's earnings at the end of a dividend period and are subject to change.



Camino Federal Credit Union's 70th Annual Meeting will take place on **Saturday, March 5, 2011**, at the Radisson Hotel in Whittier. The meeting will start at 6 p.m. with a no-host bar reception, followed by dinner at 7 p.m. The business portion of the meeting will begin after dinner, where we'll update you on our financial progress and plans for 2011 and beyond. Finally, we'll cap the evening off with a little music and dancing — a fine way to kick off the next 70 years.



Tickets are \$40 if purchased by February 18, or \$45 at the door.
For reservations, please call (323) 722-3400.

During the business portion of the meeting, all members in attendance will vote to fill three vacancies on the board of directors. Any member in good standing may serve on the board — it's one of the many things that make credit unions better than banks. Each volunteer director serves for three years.

Board members Dorothy Denning, Eugene Malinzak, and LaVonne Sherman are running for re-election. To nominate another candidate, please send a statement of interest and a brief biography and/or resume to Ernesto Flores, President/CEO, by February 4.



For 1 in 6 Americans, hunger is a reality. Camino collected 1,500 pounds of food and raised \$673 for the **War on Hunger** campaign. Due to the generosity of our members, our contributions benefited Help the Children, a nonprofit organization that provides food and clothing locally.



Buy the Books!

Our first ever **Book Fair for Schools** was a hit! The three-day event (held at the Montebello Branch late last year) grossed \$2,785 in book sales just in time for the holidays. Proceeds from the book fair benefited Macy Intermediate School in Monterey Park.