

Your New Year's Resolution "REAL SOLUTION" to save in



Introducing CFCU's

All-in-One Debt Consolidation

Don't pay a penny more in interest than you have to—when you can transfer higher rate debt over to CFCU. For the lowest rate, choose our Home Equity Loan, or if you prefer to transfer higher-rate credit card debt to another card, we have a special rate Visa Balance Transfer. *Special rates start February 1st!*

Home Equity Special:

5.5% APR* *Fixed up to 60 months, no closing costs, \$5,000 minimum*

Visa Balance Transfer Special:

7.9% APR** *For the life of the transfer!*

The idea is simple—you take out one new loan to pay off other higher rate loans. You benefit because you pay less in finance charges. Plus you'll enjoy the convenience of just one monthly bill. And with a CFCU Home Equity Loan, the interest you pay may be tax-deductible*.

If high credit card debt is your main concern and you don't want to use the equity in your home, our Visa Balance Transfer is the answer. Either way, reducing total interest means a lower monthly payment. And that means, you can use your savings to pay off your loan sooner.

All-in-one debt consolidation, the New Year's "Real Solution" to savings! Apply today at any branch or online at www.myfcu.com.

APR = Annual Percentage Rate.

* Home Equity Special — Rates good through 3/31/10. No closing costs with 3-year recapture, 85% maximum loan-to-value, owner occupied only. Payment per \$1,000 at 5.50% for 60 months = \$19.10. No refinances of CFCU loans allowed. Regarding tax deductibility, consult your tax advisor for details.

** Visa Balance Transfer Special— Annual Percentage Rate is good for the life of the transfer from another credit card only. Balance transfers will be treated as cash advances according to the terms set forth in the CFCU VISA Credit Card Agreement. All other terms of the CFCU VISA Agreement continue to apply.

To earn special rates, you must have or open a Premiere Checking account with autopay. The Credit Union reviews every loan application individually to ensure fairness and compliance to CFCU policy.

CFCU offers \$1,000 college scholarships

Apply for yours today!

Applications are now available for CFCU's Richard V.V. Stringham Scholarship. Fifteen, \$1,000 scholarships will be awarded for one year of study at either a two- or four-year accredited college or university. Recipients will be chosen based on academic achievement, extracurricular and community involvement, letters of recommendation, completion of an essay and financial need.

Applicants must be graduating high school seniors or others preparing to begin full-time study at a two-year or four-year college and members of CFCU. Non-traditional students planning to enter college for the first time are also encouraged to apply. Students currently attending college are not eligible.

Applications are available at any CFCU location, online at www.myfcu.com, or by calling (607) 257-8500. Deadline is Monday, March 1, 2010. Scholarship recipients will be announced by June 1. Complete information on eligibility, criteria for winning, award procedures and application information is available on our website (www.myfcu.com).



Employee of the Quarter 4th Quarter 2009

Missie Horton

At CFCU, we're fond of saying, real service starts with real people. And members visiting our Route 281 branch in Cortland experience an example of this the moment they walk through the front door. That's because Missie Horton, our member services rep, greets them from the front desk with a warm and sunny welcome. She is always at the ready to help each and every member with professional, personalized service, delivered in an upbeat and caring manner. Her superior knowledge of CFCU products and services makes her a great go-to person for both members and colleagues alike. Another quality that is appreciated is her extremely positive nature. Raves one colleague: "I know that I will get a positive response no matter what my request is. She is a great example of what CFCU service is all about." Thank you, Missie, for all that you do to make good on our service promise, and congratulations on this well-deserved honor.

MEET THE CANDIDATES

NOTICE OF ANNUAL MEETING

Dear Member,

This year there are three vacancies on the CFCU Community Credit Union Board of Directors. The nominating committee has submitted one candidate for each vacancy, together with a brief biographical sketch of their qualifications. The nominees are introduced in this newsletter. When only one member is nominated for each position to be filled, the chair may take a voice vote or declare each nominee elected by general consent or acclamation at the Annual Meeting. This year's Annual Meeting will take place on Monday, April 19, 5:30pm in the Board Room at 1030 Craft Road, Ithaca, NY. Please call 607-257-8500 to make your reservation to attend this meeting.

Respectfully,
 Marilynn Reycroft, Secretary
 Board of Directors
 CFCU Community Credit Union



Tony Caudill

Mr. Caudill is currently director of human resources, College of Agriculture and Life Sciences at Cornell University, responsible for delivering strategic and operational human resources to enable the dean's office and college leadership to create a diverse, qualified and highly motivated workforce.

Before joining Cornell, he was first vice president, human resources for IndyMac Bancorp, Pasadena, California and vice president and partner in Business Consulting Services Division for IBM in Los Angeles. Mr. Caudill received his master of business administration, entrepreneurship and finance degree from the University of Florida and a bachelor of business administration, finance degree from the University of North Florida.

Mr. Caudill is running for his first full term on the CFCU Board of Directors, having joined the board one year ago to complete the remaining term of James Hisle who moved out of the area.



Sandy Drumluk

Mr. Drumluk is running for his second, three-year term on the Board of Directors.

He is director of admissions at Tompkins Cortland Community College (TC3) where he enjoys working with a diverse population of students. In addition to his professional work in college admissions, he is also active with TC3 athletics as the public address announcer for men's and women's basketball games.

Prior to joining TC3, Mr. Drumluk was assistant director of admissions at Hudson Valley Community College in Troy, NY.

With a BA in english writing from St. Lawrence University, and an MA in social science/student affairs from Binghamton University, he began his admissions career at SUNY Canton. Two years later, he was offered a position at Siena College in Latham, NY, as an assistant director of admissions. While at Siena, he was promoted to transfer coordinator and athletic admissions advisor for the college's Division I athletic program. After 2 years at Siena, Mr. Drumluk accepted a position at The College of Saint Rose in Albany, NY, as associate director of admissions.

In addition to college admissions, he has also served as account manager for Creative Communication of America, a company that designs college recruitment publications. There he worked with admissions offices in a consulting role.

Mr. Drumluk has served as the nominations and elections chair, and treasurer for the State University of New York College Admissions Professionals (SUNYCAP). Additionally, he serves on the operating committee for the Access to College Education (ACE) program and on several scholarship selection committees. He lives in Dryden with his wife Amy where they enjoy boating and fishing on the Finger Lakes.

The important role your Board of Directors plays

As a member of CFCU, you are an owner of a dynamic, democratically controlled financial institution. That means you have a say in how your Credit Union is run. You do this by electing fellow members to represent you on a board of directors. The nine-member board is responsible for managing CFCU's business affairs. Among their responsibilities are decisions regarding: monthly dividends; loan policies; maximum number of shares which may be held by any member; the investment and borrowing of funds necessary to transact the business of CFCU; and additions or changes in services offered by the Credit Union. All board members serve as unpaid volunteers.

#1 in residential mortgages!



Amy Wood Gonzalez

Ms. Gonzalez is an associate broker with Warren Real Estate and served as the 2009 president of the Ithaca Board of Realtors. She has been a member of the Board of Realtors since 2003 and has served on the Board of Directors as secretary, treasurer, president-elect and president. She will remain on the board in 2010 as past-president. Ms. Gonzalez also serves on several committees for the New York State Association of Realtors. Prior to her career in real estate, she worked as a speech-language pathologist.

Ms. Gonzalez received her master's degree from SUNY Geneseo in 1989 and worked with pre-school and school-aged children, individuals with traumatic brain injury and the geriatric population. She advanced her career as director of rehab and area manager covering a wide range of facilities.

Active in community service, Ms. Gonzalez is currently on the board of trustees for the Elizabeth Ann Clune Montessori School. She also volunteers her time for organizations such as Habitat for Humanity, Muscular Dystrophy and the Salvation Army.

Her husband, Al Gonzalez works at Cornell University as director of publications and marketing. They have two children, Hannah and Ian, and are all members of CFCU.

Ms. Gonzalez is running for her first term, filling the seat of Marilyn Reycroft who has completed her three terms on the board.

CFCU's Board of Directors, staff and management thank Ms. Reycroft for her years of service to the Credit Union. We wish her much success in her future endeavors.



2009 was a record-breaking year for the mortgage department at CFCU.

With our great low rates, no closing cost options, big selection of mortgage products, quick approvals, more ways to apply (including online), fast closings and a helping hand guiding buyers through the mortgage process, it's no wonder CFCU originated more residential mortgages than any other lender in the area.*

When you think about it, buying a house can be the single largest investment most of us will make in our lifetime. And finding the right financing for this important purchase is just as important. That's where our experienced mortgage originators come in. They not only help you know how much house you can afford and which mortgage option is right for your situation, but they also provide this advice and counsel in a friendly, personal way—the Credit Union way! That's why we want to spotlight them in this and future newsletter editions—so you can get to know them for when it's your time to buy a home, or refinance a more expensive mortgage from another lender.



SPOTLIGHT ON:

Martha Preston

Since joining CFCU in 2005, Martha Preston has been our leading mortgage originator. But, that's nothing new for her seeing that she achieved similar success as a mortgage officer at Tompkins Trust Company for 10 years prior to her time with the Credit Union; and as a real estate agent in Tompkins County for 12 years before that. Martha is a member of the National Association of Professional Mortgage Women and has chaired

the credentials committee at the organization's national convention. She has also served as past president of the local association. An Ithaca native, Martha earned her bachelor's degree in housing and design from Virginia Tech.

Here's what homebuyers are saying about Martha Preston...

"We want to thank you for your gracious help in making the purchase of our first home a reality. We are so excited about it!"

"Your professionalism was very instructive as I sought to find my footing in Ithaca. You have so many admirable qualities that I hope to emulate."

"We are just so grateful to you for having made our first buying experience such a positive one. We owe you so much we'll never be able to repay."

"You weren't just my advocate, you were my lifeline. I hadn't a clue how all this worked. I appreciate so much your willingness to answer all my questions and to see me through to the closing."

"Thank you so much for helping us get our new home. You certainly made it a lot easier than I had imagined. We had lots of questions which you answered so quickly."

*CFCU is the #1 residential mortgage lender in Tompkins and Cortland Counties based on recorded residential mortgage dollars in the combined two-county area in the 2009 calendar year.





Invest in America program now offers EXPANDED BENEFITS!

The Invest in America program, which brought credit union members great deals on new cars from GM and Chrysler in 2009, has been expanded to offer great deals on other products and services, as well.

Now, all credit union members have access to these valuable new offers:

- **GM**—Through September 30, 2010—Supplier pricing on top of most current incentives when members purchase a new GM vehicle. Also, supplier pricing and lease cash back (up to \$3,000) on select 2010 vehicle leases.
- **Sprint**—Through October 31, 2010—Members save 10% off most regularly priced service plans plus waived activation and upgrade fees. Businesses save 15% on most corporate recurring charges, 20% off accessories and waived activation fees.
- **Allied Moving and Storage Discount**—Through August 31, 2010—Credit Union members save up to 60% on out-of-state and/or local moving and storage needs.
- **FTD.com**—Through October 31, 2010—Members save 20% on flowers, gift baskets and much more.
- **CU Benefits Express**—Through December 31, 2010—Save 5% to 60% on medical and lifestyle products and services with CU Benefits Express discount subscription.
- **Complete Tax**—Through December 31, 2010—Credit Union members save 30% when completing and e-filing tax returns through Complete Tax.

Learn more about each offer at www.lovemycrreditunion.org.

Holiday Schedule:

All CFCU offices will be closed:

Monday, January 18
Martin Luther King, Jr. Day

Monday, February 15
Presidents' Day



Wealth Management

Located at CFCU Community Credit Union

When it comes to
managing your money,
we take it personally!

Talk to us about managing your money for the long term! You'll get personal, knowledgeable service from professionals who care about your financial "big picture." We'll help with:

- Retirement Planning
- Investment Portfolio Analysis
- Tax-Advantaged Investing
- Trust Services*
- Estate Planning
- Long-Term Care Insurance
- Rollover IRAs
- Corporate Benefits

All consultations are free.

Call 607-257-3282, ext. 299

Or 1-800-428-8340, ext. 299

1050 Craft Road, Ithaca, NY



Bill Murphy, CFP®
Financial Consultant



Nancy Kehoe
Financial Consultant

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