

# BEARFACTS™

**With \$100 million in assets, and 70 great years, we're on top together!**

**H**appy New Year! And congratulations on helping your credit union — California Bear — reach its **70th Anniversary** celebration.

Thanks to your support, this milestone puts Cal Bear in an elite class with some other notable credit unions across the country. To celebrate, we'll be offering special member-only opportunities, anniversary promotions, unique products and great giveaways all year long! For example, we're kicking off the year with Auto Lotto, where you could WIN an interest-free auto loan. See page 2 for details.

**We topped off 2002 with \$100 million in assets!** During 2002, Cal Bear recorded a landmark year with a new high in assets — over \$100 million. In 2000, we were at \$78 million; in 2001, we reached \$90 million. Our banner year indicates that Cal Bear is stronger than ever. And members are demonstrating — with their credit union assets — that Cal Bear is the safe and trusted place for finances.

**70 years of service.** "For people, not for profit." It was our mission from day one, and now 70 years later, this commitment is stronger than ever. We're

honored to have the opportunity to serve your growing financial needs ... always with your "best interest" in mind.

**More changed recently than just the calendar — we have a NEW NAME!** We've removed "Federal" from our name, and now we're officially — California Bear Credit Union. You'll see that *less is more* because we're reinvented, refreshed and ready to be THE credit union of California State employees throughout the 21st century.

**For more information** on taking advantage of ALL of your membership benefits, stop by our office, visit our web site at [www.calbearcu.org](http://www.calbearcu.org), or call **213 830-4100**, 9 am — 4 pm, Monday — Friday.



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Find your name and **WIN \$25!**  
 A member name is hidden in this newsletter. If you find your own name, call us by **January 31, 2003**, and you'll win \$25!

CAL BEAR'S 2003

AUTO  
LOTTO

PAY LESS. PLAY MORE



## The "FREE" drive is on! You could be the next winner

What a great way to start the year! Auto Lotto is part of our year-long 70th anniversary celebration. After reaching \$100 million in assets, we're sharing the wealth with members. When you finance a new or used vehicle with Cal Bear, your name will automatically be entered into

our Auto Lotto drawing. Each month, we'll randomly draw one lucky member (this could be you!), and reduce the rate on his or her Cal Bear Auto Loan to ZERO PERCENT!

Why finance anywhere else when you could get a FREE loan at Cal Bear? Remember, each month someone will win ... why not you?

To enter, here's all you have to do ... **nothing!** If you finance an auto loan with Cal Bear in 2003, you'll be automatically entered for the Auto Lotto drawing. Watch your mailbox for details on Auto Lotto and other anniversary celebration giveaways throughout the year. At Cal Bear, being a member really pays ... you pay less and can play more!

## Turn to the Bear for the best Home Loan rates

You'd have to go back far into last century to find Home Loan rates so attractive. It's no surprise that homeowners, and many financial pros, agree that this is truly a "borrower's market." And no matter what your needs, we're your home team for:

- **Rates as low as 5.16% APR\***  
Your monthly payment could be drastically less than you thought!
- **Refinancing**  
Combine your first and second into a new, low-rate first trust deed.

- **3-, 5-, 7-year Fixed to Adjustable**  
Perfect for people on the move!
- **First-Trust Deeds**  
Ask about our fixed and adjustable 10-, 15-, 20- and 30-year terms.
- **Home Equity Loans**  
Get a lump-sum or a healthy line-of-credit. And ask your tax advisor about deductibility.
- **CalPERS for State Employees**  
Ask about the special benefits of the CalPERS program, including reduced closing costs, available only to State of California employees.

\* APR=Annual Percentage Rate. Cal Bear's APR is calculated without closing costs. If closing costs are added to the loan, the APR will be slightly higher. Cal Bear 15-year First Trust Deed rate current as of December 26, 2002, and is subject to change.





## Do you know you have up to \$350,000 of insurance?

With so many member benefits, it's hard to keep up with all the advantages of doing business with Cal Bear. One you may not know about is how incredibly safe your money is with us. Add up the peace-of-mind:

- **\$100,000 Insurance**  
Your accounts are federally insured up to \$100,000 by the National Credit Union Administration.
- **Additional \$250,000 Insurance**  
Through American Share Insurance, you automatically receive an extra \$250,000 coverage on your Cal Bear accounts.

Providing the best financial products, and protecting your hard-earned money — you have comfort and confidence knowing your nest egg is safe at California Bear Credit Union.

I'm happy to report that California Bear experienced another successful year in 2002. As of October 31st, the credit union reached \$100 million in assets, a milestone that reflects the loyalty of the members, and dedication of the staff and Board of Directors.

### Other accomplishments for the year included:

#### Official Charter Change

With an overwhelming approval by member vote, California Bear Credit Union is now officially a state chartered credit union. You will notice that the word "federal" has been removed from our name. Please be assured that your deposits are still federally insured up to \$100,000 by the National Credit Union Administration. Excess deposits are insured up to an additional \$250,000 by American Share Insurance, a private insurance company, providing each member with a total combined coverage of \$350,000.

## A note from the President

It is also important for you to know that the services offered by the credit union are not diminished in any way due to the charter change.

#### New 15-Year Mortgage Plan

In June Cal Bear introduced a new 15-year mortgage plan featuring low costs and a limited time offer of no points. Watch your mail for other special real estate opportunities in 2003.

#### IRnet Money Transfer Service

IRnet was launched to provide a safe and affordable way for members to send money overseas and domestically. The primary benefit of IRnet is that funds can be sent to recipients who do not have a bank account. IRnet provides competitive exchange rates along with many other benefits not offered by other money transfer services.

#### Special Auto Loan Incentives

Cal Bear wants to be your first choice for auto financing. To offer the most competitive rates possible, Cal Bear created the Rate Buster Auto Loan Guarantee. We will beat the competition's rate by 0.25 percent.\*

Cal Bear also will pay \$100 to members who refinance their vehicle loan of \$8,000 or more from another lender. Qualifying vehicles must be 1999 model year or newer. Other financing incentives include used car loans at new car rates (for 1999 model year or newer) and a three-month payment deferral option.\* These offers have been extended until March 31, 2003.

#### Member Research

Cal Bear conducted an in-depth member research, which included a paper survey along with focus groups to determine how we can better serve our members. Thank you to all who participated. Research results will be used to help formulate long-range

strategic plans, to improve operations and to implement staff training programs geared towards increasingly improved service.

**These are just a few of the exciting events that occurred in 2002, with lots more planned for 2003:**

#### 70th Anniversary

Cal Bear reaches another milestone in 2003 with the celebration of our 70th anniversary. Watch your mail for details on the upcoming celebration.

#### Auto Lotto

Auto Lotto is a year-long event that is guaranteed to generate excitement, with monthly opportunities to win an interest-FREE vehicle loan!

#### New Checking Program

Cal Bear will introduce a redesigned checking program incorporating the benefits and features our members have requested. Look for info later this year.

#### Second Home/Rental Property Financing

This new product is available first quarter of 2003.

Cal Bear staff, management and Board of Directors would like to thank you for your continued support and patronage of the credit union. We recognize that you have a choice when selecting a financial institution and we're pleased that you chose Cal Bear. We're here to provide you with the best value for your savings and borrowing needs, and to assist you financially throughout your lifetime. Best wishes to you and your family for a healthy and prosperous 2003.

— Debbie Barrera, President/CEO

\*Subject to certain conditions.

## Auto equity: The perfect vehicle for a great tax break!\*

Some members think of Cal Bear primarily for benefits like Checking, Savings and Auto Loans. Truth is, we're always adding new and more affordable ways for you to maximize your finances. Take our Auto Equity Loan, for example.

### What's an Auto Equity Loan?

A smart way to purchase a new auto, while cashing in on a valuable mortgage tax deduction. You enjoy a great tax breaks\* with your Auto Equity Loan because Cal Bear will file a lien on your vehicle and property — giving you the

power to deduct your interest paid come tax time.

As a homeowner, this is a great way for you to take full advantage of tax laws. Anna A. Carpenter

The more you know about Cal Bear, the more you could save. You'll see that we always have your best interest in mind. To find out details about an Auto Equity Loan, contact us at 213 830-4100, or visit our office.

\*Consult your tax advisor about interest deductibility.

## Annual Meeting

Cal Bear's Annual Meeting 2003 is fast approaching.

**Time:** 4:30 pm

**Date:** February 21, 2003

**Place:** The Ronald Reagan Building Auditorium, 300 South Spring Street, Los Angeles, CA 90013

## International CU Day Winners

The smell of fresh popcorn wafted all the way up to the 15th floor of the Ronald Reagan Building on October 17th as Cal Bear hosted its first Open House & Membership Fair in celebration of International Credit Union Day. More than 300 people stopped by — what a pleasant surprise! A special thanks goes to participating Credit Union staff and 11 of our vendors who were on hand to answer questions. Throughout the day, visitors were provided with information about our services, in addition to refreshments and raffle tickets. And of course, the prize winners really stacked up:

- Debby Joseph — Daytimer (Liberty Check Systems)
- Lolita R. Hood — Airline Ticket to Las Vegas (Montrose Travel)
- B.E. Knecht — Gift Basket (Costco)
- Mary Carter — George Foreman Grill (Credit Union Direct Lending)
- Linda Zulueta — Starbucks Gift Certificate (Minnesota Mutual)

Cal Bear provided the following gifts:

- Helen Mata — Gift Basket
- Natachia Buckhalter — Gift Basket
- Emma Hirschhorn — Teddy Bear
- Lisa Ng — Teddy Bear

## What to do when bills seem overwhelming

According to DebtSmart.com, in 1991, the country was spending 12.6 percent of its disposable income on household debt. As of October 2001, the ratio was 14.1 percent. Most financial pros draw the line between having debt and having a debt problem at 15 percent.

If you're concerned about your debt-to-income levels, most experts advise meeting with a financial consultant who can personally evaluate your money management. Another eye-opening way to evaluate your finances is to track every penny you spend. It can help identify areas where careless or casual spending could be curtailed. It's a start to better financial well-being.

Also, as a member of Cal Bear, you can contact a friendly member representative to learn about all of our Bill Consolidation options. You could cut into outrageous interest on bank and department store cards by consolidating those balances into one low-rate Cal Bear loan. You'll then have affordable monthly payments, and even better, an end to your debt in sight. The sooner you start, the more you could save. Contact us today.

## The holidays are far away, but we'll start saving for you

For many Americans, it's the same old story every holiday season. "I should have started saving sooner!" We understand. With so many things on your to-do list, it's hard to think about 11 months from now. That's why Cal Bear offers a convenient Holiday Club account for members only.

With a Holiday Club account, we'll help you automatically save, and give you the best earnings possible. We can arrange to have a regular amount (you probably won't even miss it) deducted from your paycheck, savings or checking account, and placed in your special account. When December rolls around, you'll have everything you set aside, plus all the dividends you've earned. Start now, shop more comfortably later. To open an account, or stop by the office today.

## Where to go for help

### 24-Hour TeleBear™

1 800 954-BEAR

### 24-Hour Loans by Phone

1 888 835-BEAR

### CU Service Center Locations

1 888 CU-SWIRL

www.cuswirl.com

### Office Phone

213 830-4100 • FAX 621-2700

### Office Hours

9 am–4 pm, Monday–Friday

### Loan Department Fax

213 620-9080

### CO-OP ATM Locations

1 888 748-3266

www.co-opnetwork.org

### e-Bear Online

www.calbearcu.org

### E-mail

memberservices@calbearcu.org

### For assistance or information, or to Report Lost/Stolen Credit Card

1 800 237-6211

### Report Lost/Stolen VISA Check Card or ATM Card

1 877 551-7466

## Dividend Rate Changes for Regular Share Savings and Holiday Club, effective December 18, 2002

Dividend earned is based on total balance.

### Regular Share Savings & Holiday Club

	APY
\$0.00 – \$999.99	0.250%
\$1,000.00 – \$2,499.99	0.400%
\$2,500.00 – \$9,999.99	0.500%
\$10,000.00 – \$24,999.99	0.880%
\$25,000.00 – \$49,999.99	1.000%
\$50,000.00+	1.260%

Rates, terms, conditions and services subject to change. Loans and credit cards subject to credit approval.

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**California Bear Credit Union**

300 S. Spring St., #1215  
Los Angeles, CA 90013

213 830-4100



Your funds are also backed by the nation's largest private share deposit insurer for an additional \$250,000.

## GET YOUR BEARINGS

## Mark your calendar

Your Cal Bear office will be closed in observation of the dates below. Account access is available around the clock with an ATM or VISA Debit Card or TeleBear phone banking/E-Bear Online home banking services. Request information on any of these services by e-mailing us at [memberservices@calbearcu.org](mailto:memberservices@calbearcu.org).

**Mon., Jan. 20** Martin Luther King Jr. Day

**Wed., Feb. 12** Lincoln's Birthday

**Mon., Feb. 17** Washington's Birthday

**Mon., Mar. 31** Cesar Chavez Day