



**Message from  
the President**

*Vincent Rojas, Jr.  
President/CEO*

Fall has arrived and with it comes the cool weather. Mother nature can and cannot be predictable. In the financial world, direct deposit of paychecks or government benefit checks to your account are predictable. It is as safe and reliable as a traditional deposit, and you do not have to stand in line. With a direct deposit transaction your money is electronically transferred to your account and available to use the morning of the transfer date. There is no "check hold" delay, and nothing to get lost. There is no need to arrange for a special deposit or trip to the Credit Union - a real convenience when you are away from home on vacation or business. Worries about lost, stolen or misplaced checks are a thing of the past with direct deposit. It is easy to start, simply contact us, or stop into one of branch offices. Direct deposit along with our home banking and bill payment services will provide you with "banking at home" convenience for the coming holiday season.

Kern Schools Federal Credit Union has opened another branch office for your convenience at the corner of Ming Ave and Forum Way, just west of the Marketplace on Ming Avenue. It is a full service office with safe deposit boxes, drive up windows, and self-service kiosks inside the building. This office will provide an option for members living or working in southwest Bakersfield. As the city expands and grows, Kern Schools Federal Credit Union will continue to open offices to serve members in those areas. Members using the services and products of the Credit Union are what make it possible to plan for new branch offices.

*"Together, we have something special."*



*"Together, we have something special."*

# Common Cents

OCTOBER 2006



Shopping for a new car  
or want to refinance  
your loan from another  
financial institution?  
Take advantage of our  
low rates now!

## Semi-Annual Auto Sale

**RATES FOR UP TO 84 MONTHS  
AS LOW AS**

new

used

**4.75 %**  
APR  
financing  
on '05 models  
or newer

**5.75 %**  
APR  
financing  
on used  
vehicles

**October 20th - 31st**

Rates as low as 4.75% APR for new vehicles up to 100% financing based on purchase price, tax and license included for terms up to 84 months. New vehicles must be 2005 or newer with 18,000 miles or less. Rates as low as 5.75% APR for used vehicles up to 100% financing of high Blue Book or purchase price, whichever is less, tax and license included. Estimated monthly payment on a \$25,000.00 loan for 84 months at 4.75% APR is \$351.00 on approval of premium credit.

# Operational Update

## Effective November 1, 2006

● Loan Extension Fee is \$35.00

● **PayNet** - \$5.00 **PayNet Secure** is an innovative solution for providing easy and secure electronic check payment over the Internet available within DataNet. Offered first quarter 2007. \$10.00 **PayNet** is a solution for providing easy and secure electronic check payment over the phone with the assistance of our Communication Center.

● **VISA® Debit Transactions** are now posted more quickly! KSFCU recently changed how VISA Check Card transactions are processed. Deposits made to your account will now be available immediately through your debit card. It also means that when you use your VISA® Check Card as a credit and sign for a purchase as opposed to entering a PIN number, the funds are immediately put on hold. The funds will be held for 2 business days or until the transaction clears the account, whichever occurs first. It is important to remember that funds only clear an account once the merchant has sent the charge through.

● **Operations** - Federal regulations now require financial institutions to summarize all fees consumers pay for Courtesy Pay (Overdraft Protection-ODP) and Insufficient Funds (NSF) on their statements beginning October 1, 2006. You will notice on your statement a total of fees paid for the month and a year-to-date total. Please contact us if you have any questions about these fees.

## *New Branch and Communication Center Hours*

We have extended our branch hours in order to better serve you.

● **All Branches will now be open at 9:00am on Fridays.**

● **Don't have time to come into an office?**

Call one of our friendly Communication Center Officers to assist you. Our Communication Center is designed to provide deposit balances and account information.

**Effective November 1st**

**New Communication Center Hours**  
Monday - Friday 7am-7pm  
Saturday 7am-2pm



**We're Branching Out in  
Southwest Bakersfield**

We've opened a new full-service branch just West of the Marketplace at 9800 Ming Ave. Members can now benefit from three walk-up interactive remote tellers with complete audio and visual communication with a teller in a remote setting. Members also have access to Amusement Park Ticket Dispensing ATMs where discount park tickets are dispensed in an automated environment. In addition to these features, University Centre has 3 drive-up windows and offers complete financial services.

An official ribbon cutting ceremony was held on October 4th. The ceremony was attended by The Bakersfield Chamber of Commerce, KSFCU Board of Directors, Contractors and employees.

# Investment and Insurance Services

Our Registered Representatives  
can help set up your  
**RETIREMENT PLAN**



**Craig Maytubby**  
Financial Advisor  
Ming Ave.  
CA Ins. Lic.# OA60203



**Doug McDaniel**  
Financial Advisor  
Ming Ave., Tehachapi,  
Ridgecrest  
CA Ins. Lic.# OE20383



**Karina Marquez**  
Financial Advisor  
Panama  
CA Ins. Lic.# OD99107



**Tim Werdel**  
Financial Advisor  
River Run  
CA Ins. Lic.# OD66937



**Jorge Morales**  
Financial Advisor  
Town & Country,  
University Centre  
CA Ins. Lic.# OD70984



**Xavier Martinez**  
Financial Advisor  
Mt. Vernon, Downtown  
CA Ins. Lic.# OD94646



**Naveen Gill**  
Reg. Representative  
Delano, East Hills  
CA Ins. Lic.# OE63138



**Investment  
& INSURANCE SERVICES**  
"Together, we have something special!"

## Is your retirement plan on track?

We're here to help!

We specialize in helping  
people with their long term  
financial planning needs.

Call us today at  
(661) 833-7730 or  
(800) 217-1575

Visit us at  
[www.ksfcuinvestments.org](http://www.ksfcuinvestments.org)

Securities offered through CUSO  
Financial Services, L.P. (CFS) are not  
NCUA/NCUSIF insured, not Credit  
Union guaranteed and may lose value.

Kern Schools Federal Credit Union  
is in partnership with CFS. Financial  
Advisors are employees of KSFCU and  
registered through CFS.

(Member NASD/SIPC)

\*For specific tax advice, consult a  
qualified tax professional.

## Retirement Planning Building a Comfortable Lifestyle for Tomorrow

### Tuesday, November 7

You and your guests are invited to join our  
Investment Services representatives on the  
first **Tuesday** of each month  
for workshops on making the most of your  
retirement planning and investments.  
Join us to learn more about setting goals,  
developing a plan and saving for and  
funding your retirement.

**Time**  
6:05pm – 7:30pm

**Location**  
KSFCU Administrative Building  
University Centre Training Room  
9500 Ming Avenue  
RSVP, Space is limited!

**Sign Up**  
In any branch  
On-line at [www.ksfcu.org](http://www.ksfcu.org)  
By phone **(661) 833-7751**

## Investment and Financial Services

**Put your money to work**

- Tax-Deferred Annuities
- Stocks
- Traditional IRAs
- Account transfer
- Advisor assisted trading
- Bonds
- Tax-Free Municipal Bonds
- 401K/403B/457  
Retirement Plans
- Mutual Funds
- Roth IRAs
- College Planning
- Self-directed trading

Call us today at  
**(661) 833-7751** or  
**(800) 217-1575**

Visit us at  
[www.ksfcuinvestments.org](http://www.ksfcuinvestments.org)

Let KSFCU Investment and Insurance Services,  
through our broker dealer CUSO Financial Services,  
LP, help you set goals and plan for your future.  
Whether it's college funds, retirement planning, income  
or capital growth, we're here for you.

For specific tax advice, consult a qualified tax advisor.

# 2007 ANNUAL MEETING

## 67th Annual Meeting of the Membership

The 2007 Annual Meeting is scheduled for **Thursday, March 1, 2007** at the Kern County Fair Grounds. The meeting has been moved to a larger facility to accommodate the membership growth and give more members an opportunity to attend. Reservation forms will be in the December issue of Common Cents.

### NOMINATIONS for Board of Directors

The 2007 Nominating Committee will be calling for recommendations for the KSFCU Board of Directors. Watch for detailed information in the December issue of Common Cents.



## AUTO Insurance

Thinking about  
a new car at  
the upcoming  
car sale?

When you purchase a new car you should also shop for a new competitive auto quote. Adding a car to your existing policy may make your current policy uncompetitive. Call California Insurance Specialists for a **free no-obligation price comparison**.

California Insurance Specialists (CIS), has been providing this service to our members since 2001.

The cost of insurance can vary greatly between insurance companies. CIS represents many national and regional insurance companies, which allows them to "shop" the competition for you and save you money. Unless you compare your current policy you will not know if you are paying too much.

**What can you do to help reduce the cost of your automobile insurance?**

- Consider increasing your deductible on collision and comprehensive.
- Insure both your home and cars with the same carrier.
- A factory installed anti-theft

device or recovery service, may help to lower the cost of your insurance.

■ Take advantage of the discounts that you may qualify for: superior driver discounts, mature driver discounts, claim/accident free discounts, professional discounts, hybrid vehicle discounts, and for your young drivers, a good student discount could help you save money.

Take advantage of our *FREE no-obligation rate quote comparison*.

CALL TOLL FREE AT

*(888) 831-0247* FOR A FREE

QUOTE OR GO TO OUR WEBSITE AT

*www.ksfcu.org* CLICK INSURANCE,

CLICK HOMEOWNER'S, THEN CALIFORNIA

INSURANCE SPECIALISTS. OR VISIT OUR

OFFICE LOCATED ACROSS THE STREET

FROM THE MING BRANCH.

### California Insurance Specialists

4600 American Ave • Suite 205  
(Across from Ming Ave. Office)

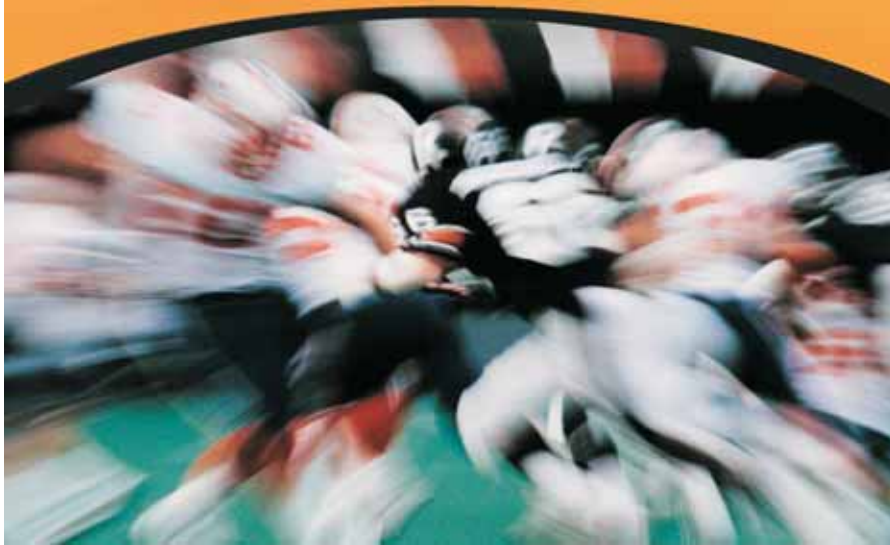
(661) 397-3944

Toll free (888) 831-0247

[www.ksfcu.org](http://www.ksfcu.org)

License No. 0B33273

# 17 Weeks, 17 Winners



You could WIN a trip to see your favorite NFL team play in rival territory with the **VISA® Most Secure Fans** sweepstakes!



Get out your favorite team jersey! Each week, one lucky fan will win a trip for two to see their favorite team play at a rival team's stadium under the full protection of VISA®. When you use your KSFCU VISA® credit card or Debit Card between Sept. 1 and Dec. 31, you will be automatically entered for a chance to win a trip for two to see your favorite NFL team play at a rival team's stadium\*. Winners will arrive by limo and be escorted by a security guard into the stadium and to their VIP seats, where they can cheer as loud as they want without worrying—because they're secure with VISA®.

The Grand Prize package also includes airfare, three-nights' deluxe hotel accommodations and a \$500 VISA® Gift card. One Grand Prize winner will be chosen every week and 20 weekly First Prize winners will also be selected to receive \$50 VISA® Gift Cards.

The more times you use your KSFCU VISA® credit card, the more automatic entries you'll receive. You can also enter once per week and see official sweepstakes rules during the promotional period at:

[www.visa.com/NFL](http://www.visa.com/NFL)

\*NO PURCHASE OR OBLIGATION NECESSARY TO ENTER OR WIN. Non-Purchase Entries and Purchase Entries have an Equal Chance of Winning. For details on non-purchase entries, see Official Rules at [www.visa.com/NFL](http://www.visa.com/NFL). PIN-based and ATM transactions are not eligible. Void where prohibited. Sweepstakes ends 12/31/06. Sponsored solely by Visa U.S.A. Inc. © 2006 NFL Properties LLC. Team names/logos are trademarks of the teams indicated. All other NFL-related trademarks are trademarks of the National Football League.

## Board of Directors

Mike Kileen	Chairperson
Dr. Bill Bruce	1st Vice Chairperson
Jeannine Thompson	2nd Vice Chairperson
Joanne Mills	Treasurer
Bryon Schaefer	Secretary
Dr. James Fillbrandt	Director
Dr. Larry Reider	Director
Mary K. Zwartendyk	Director
Marilyn Jones	Director
Dr. Cecil Briscoe	Director
Dr. Bill Williams	Director

## Supervisory Committee

Carl D. Woody, Jr.	Chairperson
Jim Sheats	Secretary
Dennis Scott	Member
Tom Ross	Member

Visit our new website at:  
[www.ksfcu.org](http://www.ksfcu.org)



## Branch Locations

### Bakersfield

2424 Chester Avenue  
6101 Coffee Road  
4530 Ming Avenue  
9800 Ming Avenue  
3901 Mt. Vernon Avenue  
2671 Oswell St.  
5001 Panama Lane  
8200 Stockdale Highway

### Ridgecrest

1621 North Downs Street

### Delano

1101 Cecil Avenue

## Office Hours

Monday through Thursday - 9am to 5pm

Friday - 9am to 6pm

Saturday - Delano, Ming, Mt. Vernon, Oswell, Panama, Ridgecrest, River Run, Town & Country and University Centre offices - 9am to 1pm

## Express Branch:

Tehachapi - 821 Tucker Road

Monday through Friday 10am to 6pm



# Common Cents

9600 Ming Avenue  
Bakersfield, CA 93309

Presorted Standard  
US POSTAGE  
**PAID**  
BAKERSFIELD, CA  
Permit 595

## Maximize your Earnings!

Been waiting for the right time to move that money from another financial institution to Kern Schools Federal Credit Union? Our new high rate Share Certificate is the perfect opportunity. Plus, as rates rise so will your Share Certificate rate. Just call us and say "bump it up."

**This is a limited time offer.  
Visit us today!**



\*Annual Percentage Yield (APY) is effective as of date of publication and is offered for a limited time only. Interest rate is 5.75% with an APY of 5.92% for a \$1,000 minimum deposit. APY is based on dividends being credited back to account monthly and remain until maturity. Bump up option is offered once during the 12 month term. Visit any branch to take advantage of the bump up option. No additions may be made during the term. Certificates are subject to penalty for early withdrawal. Offer also valid for existing KSFCU members. No more than 50% of the certificate funds deposited may come from an existing KSFCU account.

## Home Loan Center **moves**

The Home Loan Center has moved across the street to the lower level of the Ming Ave Branch at **4530 Ming Ave.**

## Phone Numbers

Communication Center | (661) 833-7900 Mon. thru Fri., 8am-8pm and Sat., 8am to 4pm Other Areas Nationwide | (800) 221-3311  
\*Effective Nov. 1: Mon. thru Fri., 7am - 7pm and Sat., 7am - 2pm

KSFCU Investment and Insurance | (661) 833-7730  
Data Voice/Bakersfield | (661) 831-5900

California Insurance Specialists | (661) 397-3944  
Data Voice/in other areas | (800) 248-3336

Home Loan Center | (661) 833-7926  
VISA® 24-Hours a Day | (800) 654-7728

## Additional ATM Locations

4616 California Avenue  
Auto Mall | 2821 Auto Mall Dr.  
Apple Market in Shafter  
The Bakersfield Airport, Meadows Field  
International Terminal and  
William M. Thomas Terminal  
Bakersfield College Bookstore  
Bakersfield College | in the Breezeway  
Bakersfield College Delano Campus

California Correctional Institution  
Tehachapi  
City of Shafter | 341 Central Ave.  
County Fair Market in Lamont  
Delano Regional Medical Center  
Frazier Park | 3409 Mt Pinos  
Holiday Inn Select  
Kern County Court House  
Kern County Fairgrounds | inside  
the Main Gate and in the Satellite  
Wagering Building

Kern Medical Center Cafeteria  
Lake Isabella | Lake Isabella Market  
The Market Place | in Kiosk  
Memorial Hospital | 34th Street in the  
main lobby  
Mercy Hospital | 400 Old River Road  
Regional Occupational Center  
Rosedale Village Shopping Center

Rosewood Retirement Center  
San Joaquin Community Hospital  
Save Mart in Wasco  
Sequoia Sandwich Shop | Rosedale Hwy.  
Superintendent of Schools Office |  
1300 17th Street  
Taft | 1056 W. Kern Street | Taft Hills Plaza  
Tehachapi Towne Center  
University Centre | 9500 Ming Avenue