



## Message from the President

Vincent Rojas, Jr.  
President/CEO

The holiday season is upon us. 2007 has passed quickly. The economy has challenged many of us with the real estate market depreciating instead of appreciating as it has in the past years. During 2007, your Credit Union has maintained its solid growth financially. We have been able to maintain competitive interest rates on shares and share certificates. An investment you can count on, Kern Schools Federal Credit Union deposits are insured by the National Credit Union Share Insurance Fund, a federal fund backed by the full faith and credit of the United States government.

A recent article in USA Today talked about maximizing federal deposit insurance. Under federal rules, a married couple can have up to \$1.1 million in insured deposits at the same financial institution. Here's how:

- Each spouse is eligible for up to \$250,000 in insured individual retirement deposits, for a total of \$500,000.
- Each spouse is eligible for up to \$100,000 in individual non-retirement insured deposits, for a total of \$200,000.
- Joint accounts are treated separately under the rules. So a couple could save an additional \$200,000 in a federally insured joint account. To qualify, though, both spouses must enjoy equal withdrawal rights. If one spouse needs the other's permission to take withdrawals, it's not considered a joint account.
- The couple could each save an additional \$100,000 by naming each other as the beneficiary in a payable-on-death account or living trust-accounts for estate-planning purposes.

Last issue, our discussion related to mortgage loans. This is probably the highest dollar amount of purchase we will make in our lifetime. It is important to know and understand what this transaction means. Kern Schools Federal Credit Union only makes conforming mortgage loans and continues to do so. If you are in the market to buy a house don't forget to check with us.

As a \$1.7 billion Credit Union our purpose is to be a complete financial institution for our members, something we have never forgotten to do. Our goal is to provide a reasonable return to our savers, and to provide fair interest rates on loans to our borrowers.

May everyone have a Happy Holiday, and a Prosperous New Year!



"Together, we have something special!"

# Common Cents

DECEMBER 2007

## Foreclosure Workshop Re-Cap

The CU sponsored a Foreclosure Prevention Workshop on November 13th and the public was invited. Of the more than 130 homeowners who attended, most were not yet members of the Credit Union. Many came to the CU because their own lender wouldn't talk to them. Some didn't even know who their lender was because their loan had been sold multiple times. Some came knowing they had an adjustable rate mortgage and would soon be unable to afford their monthly payment when their interest rate goes up. Several didn't know what kind of loan they had so they brought copies of their loan documents to review with a CU Loan Consultant. What they all had in common was wanting to find a way to keep their homes.

Those who attended heard Katy Hudson, CEO of Consumer Credit Counseling Service of Kern & Tulare Counties, give a presentation on what is causing the high number of foreclosures in Kern County and what options are available to struggling homeowners. The number one thing she stressed was for homeowners to contact their lender early, as soon as they think there will be a problem with making the monthly payments.

She also had advice for those looking to refinance or purchase a home:

- **Work with a local lender.**
- **Find a local loan agent who is not on commission.**
- **Avoid loans that have prepayment penalties.**
- **Be sure to read loan documents before signing.**
- **Don't be afraid to ask questions.**
- **Have property taxes and insurance included in your monthly payment.**

Surely, both the homeowner and the lender lose in a foreclosure. Many recent foreclosures could have been prevented had the borrower and lender addressed problems early on while there were still options available.

The CU has received numerous calls from homeowners who were unable to attend our workshop and wanted to know if there will be another one. Our message to them is to not wait for another workshop but to call us now at **833-7926** to talk with one of our Home Loan Specialists. We have already helped many who attended the workshop. Your Credit Union is making a difference, one member at a time.



# Live Chat

Now available in  
**DataNet!**

Your Credit Union has "gone live!" If you don't have time to visit a branch, or you do not have access to a phone, you now have another option to receive help, with Live Chat, in DataNet.



Once logged into DataNet, on the left side of the screen, select the box "Questions? Click here for a live text chat with an eBranch specialist." Once you click, fill in your name and account number and an eBranch specialist will respond within just a few seconds.

Live Chat is available Monday through Thursday from 8:00 to 5:00, Friday from 8:00 to 6:00 and Saturday from 9:00 to 1:00.

*The Original*

# HARLEM GLOBETROTTERS

## Magic As Ever

2008 World Tour



Register to Win!

All "Rocky Raccoon" members have an opportunity to be chosen as a Junior Globetrotter for the night of the game! TWO WINNERS (one girl and one boy between the ages of 5-11) will be selected to serve as a Junior Globetrotter on game night, **Thursday, February 14, 2008 at Rabobank Arena**. They will also be our guests at the "Meet & Greet" with the players the night of the game.

Other entries will be drawn to receive FREE TICKETS for Rocky members and their families to attend the game and the "Meet & Greet" on February 14, 2008. Registration boxes are located at each branch.

### How to Register:

- All New Rocky Raccoon members will receive a drawing slip when an account is opened.
- Rocky Raccoon members making a deposit of \$5.00 or more to their Rocky account will receive a drawing slip.

You have until January 25, 2008 to register. The drawing will be held the first week of February, 2008. Winning members and their families will be notified.

Save **\$7.00**

On

**HARLEM GLOBETROTTERS**

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**Tickets**

**Thursday, February 14, 2008  
Rabobank Arena  
Game Time 7:00pm**

All KSFUCU members get a \$7.00 discount on the \$20 and \$26 tickets.

**Just show your ATM card or statement at the box office to receive the discount.**

Tickets are on sale now.

**(661) 833-7900**

**(800) 221-3311 (Outside Bakersfield)**

Presenting Sponsor

**Campbell's**

**\*Watch for information on upcoming clinics!\***

# IRA Contributions

IRA & Deferred Compensation Holders over 70 1/2 years old

Once again as the year comes to an end, we would like to remind our IRA holders and Deferred Compensation participants over the age of 70 1/2 that you must take distributions large enough to satisfy your Required Minimum Distribution (RMD). You cannot keep funds in a traditional IRA and/or a Deferred Compensation account indefinitely. If you do not take any distributions, or if the distributions are not large enough, you may have to pay a 50% excise tax on the amount not distributed as required.

If you have not taken any distributions this year or if you do not have an automatic distribution scheduled, please visit one of our branch offices and a Financial Services Officer will assist you. They can determine your RMD for 2007 and help you set up an ongoing automatic distribution schedule.

## IRS Announces No Cost of Living Increase for 2008

### Sec. 457 Deferred Compensation Plans

If you are a member employed by a participating school district, you are eligible to participate in KSFCU's Sec. 457 Deferred Compensation Plan. The 2008 contribution limits are:

#### Type of Contribution

Regular Contributions  
Catch-Up for Last 3 Years (Prior to age 65)  
Age 50 or Older and Prior to Last 3 years

#### Dollar Limit

\$ 15,500  
\$ 15,500  
\$ 5,000

If you wish to participate or make changes effective with your January 2008 payroll, your school district must receive your forms by the end of December. Please visit your favorite KSFCU branch office and one of our Financial Services Officers will assist you in completing your Deferred Compensation forms.

**Note:** For the current list of participating school districts, please visit the KSFCU Web Site at [www.ksfcu.org](http://www.ksfcu.org) under the Investments and Wealth Management – Deferred Compensation heading.

## IRA Contribution Limits

	Traditional IRA	Roth IRA	Coverdell Education Savings Accounts
<b>Maximum Contributions</b>	Taxable years beginning 2005-2007...\$4,000 2008 and after...\$5,000	Taxable years beginning 2005-2007...\$4,000 2008 and after...\$5,000	Taxable years beginning 2002 and after... \$2,000 per beneficiary. Contributions do not count against the limits for IRAs
<b>Catch-Up Contributions</b>	2006 and thereafter: \$1,000 for IRA holders age 50 and up to age 70 1/2	2006 and thereafter: \$1,000 for IRA holders age 50 and up to age 70 1/2	None

For more information, visit one of our branch offices and see a Financial Services Officer.

**Note:** The information provided is not intended as tax advice. Consult a tax professional regarding your individual circumstances.  
We suggest you consult with a tax advisor to find the best option for you.

**Insurance:** Traditional and Roth IRA Accounts are separately insured to \$250,000 by the National Credit Union Administration, an agency of the United States Government. **Coverdell Education Savings Accounts are insured under the same provisions as revocable trust accounts.**

## ATM/Debit Card Upgrade

Now even more secure

Soon all KSFCU members with an ATM Card will receive a new card with upgraded security features in the mail. The new cards will contain the highest level of fraud protection available to you.

If you are a member with a Checking Account and an ATM Card, your card will be upgraded to a VISA® Check Card. If you are a member with a Share Account only, your ATM Card will be upgraded to an enhanced ATM Card. Check your mailbox in the coming days for notification of when your new card(s) will be mailed.

For more information or questions, please contact the Communication Center at 833-7900.



# Retirement Planning

Building a Comfortable Lifestyle for Tomorrow

An alarming 43% of baby boomers are at risk of retiring with an income that falls short by 10% or more of what they will need to maintain their current lifestyles.

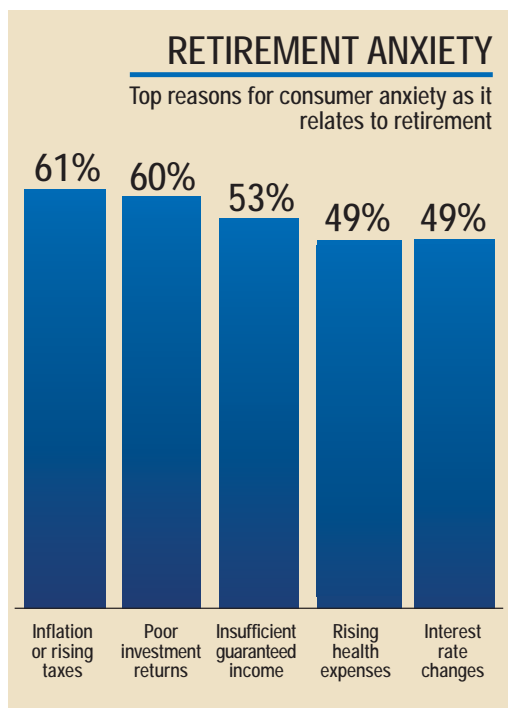
## How Much Will You Need to Retire?

If your retirement lifestyle was going to be reduced by 10% or more, when would you want to know about it?

One way to help reduce potential surprises is to perform a retirement needs calculation. You can get started by asking yourself these questions.

- **At what age will I retire, and how long do I expect to be retired?** You might have a pretty good idea of when you would like to retire, but obviously you can't predict exactly how long you will live. However, it's still a good idea to try to estimate this – and ideally you should over-estimate by about five years. Factors to consider should include the health and longevity of people in your family, your current health and lifestyle, and how long people in your age group are expected to live.
- **Will I still have a mortgage when I retire?** Some people would never dream of retiring with a mortgage, whereas others still see theirs as a valuable tool. With today's higher real estate values and modern financing programs, carrying a mortgage into retirement may come down to your personal comfort level. Regardless, it's a good idea to consider the role a mortgage will play in your retirement.
- **How much income will my preferred lifestyle require?** Everyone has different ideas about the perfect retirement, but walking away from a regular paycheck can be a scary proposition. Be realistic not only about estimating your living expenses but also about what it will cost to achieve your hopes and dreams. Whether you intend to travel, play golf, volunteer, or sail around the world, you will have more choices the sooner you get serious about meeting your goals.

If you haven't yet performed a retirement needs calculation, call us today. We can help you learn how much of your current income you need to set aside now to help pay for the retirement of your dreams.



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

(661) 833-7730 or (800) 217-1575

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

For specific tax advice, consult a qualified tax professional.

## Applications for the Board of Directors

If you wish to be considered or would like to nominate one of your peers for a position on the 2008/2009 KSFCU Board of Directors, application packets for potential candidates are available in all offices.

The deadline to file is no later than 12 noon on Thursday, March 6, 2008.

**Mail or Deliver Application To:**  
KSFCU University Centre Administration Building  
Attn: Marlene Morales  
9600 Ming Ave  
Bakersfield, CA 93311

Incumbents running for re-election are:  
Dr. Bill Bruce, Joanne Mills,  
Dr. James Fillbrandt and Marilyn Jones.

# Giddy Up!

Let's have some fun!  
Come dressed in your best britches,  
cowboy boots, spurs, chaps,  
and cowboy hats!

Plan to join us at the KSFCU Annual Meeting scheduled for  
Thursday, April 10, 2008 at The Convention Center.

Annual Meeting Reservation Form — RSVP NOW!

Thursday, April 10, 2008 at The Convention Center

Voting 5:30pm — 6:30pm • No Host Social Hour 5:30pm- 6:30pm • Dinner 6:30pm

Business Meeting following Dinner • Dancing following the Business Meeting

## Annual Meeting Reservation Form

Eight Persons to a Table - those planning to sit together must submit reservations and payment (\$16 per member/joint owner - \$26 for non-members) in the same envelope. Tickets will be mailed one week prior to the meeting.

Name (One person to a line, please)	Member Account Number (Only members are eligible for the grand prize)
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	

Total Number of Members/Joint Owners \_\_\_\_\_ x \$16 = \$ \_\_\_\_\_  
 Total Number of Non-Members \_\_\_\_\_ x \$26 = \$ \_\_\_\_\_  
 Total Due: \$ \_\_\_\_\_

**PAYMENT OPTIONS:**  Check enclosed or Deduct from:  Checking  Savings  
Please Make Checks Payable to KSFCU.

Account # : \_\_\_\_\_ Authorized by: \_\_\_\_\_  
(Member Signature)

MAIL TICKETS TO: \_\_\_\_\_

STREET ADDRESS OR P.O. BOX: \_\_\_\_\_

CITY/STATE/ZIP: \_\_\_\_\_

DAYTIME PHONE NUMBER: \_\_\_\_\_

Return to: Marketing Manager, KSFCU, PO Box 9506, Bakersfield, CA 93389-9506  
Tickets will be mailed one week prior to the event.

## Board of Directors

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

## Supervisory Committee

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

Visit our 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  
9600 Hageman (inside Save Mart)

### Ridgecrest

1621 North Downs Street

### Delano

1101 Cecil Avenue

### Wasco

2425 Highway 46 (inside Save Mart)

## 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

## Supermarket Branches:

Save Mart - 9600 Hageman  
Save Mart - 2425 Highway 46, Wasco

**Monday through Saturday** - 10am to 7pm

**Sunday** - 10am to 3pm



# Common Cents

9600 Ming Avenue  
Bakersfield, CA 93311

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

**.50 Fee**

**great news!**

Using your VISA® Check Card is  
**NOW ALWAYS FREE!**

As of 11/1/07, there is no longer a .50 cent pin based fee for choosing "debit" when using your VISA® Check Card.



## Home Loan Center Address

The Home Loan Center is now located on the lower level of the Ming Ave Branch at **4530 Ming Ave.**

## Phone Numbers

Communication Center | (661) 833-7900 Mon. thru Fri., 7am - 7pm and Sat., 7am - 2pm  
Other Areas Nationwide | (800) 221-3311

KSFCU Investment and Insurance | (661) 833-7730  
Data Voice | (661) 831-5900 (800) 248-3336

California Insurance Specialists | (661) 397-3944  
Member Business Services | (661) 833-7530

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 Marketplace | 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  
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