

INSIGHT

A Few Words From Our CEO



As this pandemic continues into the 7th month of uncertainty and a level of volatility that few of us have ever experienced, we at ECSFCU are constantly asking ourselves how we can assist our member-owners to manage through these “business as unusual” times. While we cannot make the gyms, salons, restaurants, movie theaters and other entertainment venues open in order to bring our unemployment rate down, we have been very busy helping our member-owners that have been hit the hardest through this pandemic.

For five months, ECS waived service and transaction fees, offered low and zero percent “Financial Wellness Loans”, made available loan payment skips up to 90-days, and waived ATM fees and increased daily ATM Withdrawal limits, all to give our member-owners the ability to respond to these times in a way that best fit their needs.

Thanks to PPE’s, social distancing and more importantly, social responsibility, we have the ability to greatly reduce the short-term impact of COVID-19. One way we can help many of our member-owners over the long haul is to help them take advantage of the current low-rate environment to help manage their loan servicing obligations. What I mean by this is to allow our branch personnel to sit down with you to discuss how we can lower your monthly payments by refinancing your auto, credit card, and even your mortgage loan at lower rates of interest.

There is no better time than now to consolidate existing debt at lower rates that will speed up your repayment while lowering your payments at the same time. That may be one of the few silver linings in 2020, but it’s one that could save you hundreds of dollars per month.

I hope to “C U” soon,

Steven A. Devan
President & Chief Executive Officer

Educator Tours – Summer 2021

We are looking to the future and hopeful that our travels together will continue soon. Although we are not yet ready to take reservations and start booking passengers, we have determined that the most responsible, and might we say FUN thing for us to do is to support the U.S. economy that has been so devastated by the pandemic we have all been dealing with since early March.

While we are certain to offer a “Parks – National Treasures” tour, most likely to Yellowstone, Mt. Rushmore, and other exciting destinations in that part of the country, we are equally excited about the possibility of offering a “Parks – National Pastime” tour. Of course, both tours will include tours to other landmarks and “Bucket List” destinations along the way. This tour is subject to MLB scheduling and available seating, assuming fans will be allowed in sporting events next summer.

East County Schools FCU is the corporate sponsor of the *Educator Tours* and as we always have, we will be awarding one of our members a free trip in 2021 – details will come out when we know we can travel safely with you. We hope you will join us on one of our 2021 Educators Tours!



ECSFCU has several loans available to assist YOU!

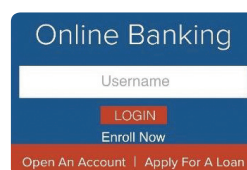
The Money You Need When You Need it Most

If you are experiencing financial difficulties, please contact ECSFCU as we have several options available to assist you:

- Financial Wellness Loan
- Furlough Loan
- Advanced Payroll Loan
- Classroom Loan

For more information visit eastcountyschools.org.

Faster, Easier New Account Opening Online 24/7



Open a new or additional account with your mobile device or desktop computer without coming into the branch.

Simply click on Open an Account, fill out the online membership application and use your credit or debit card to make the opening deposit. You will need:

- Proof that you or your family member works or is retired from the San Diego East County educational community
- A valid government issued ID
- Your Social Security Number
- A small minimum opening deposit starting at \$5

ECSFCU has a variety of rates and terms to fit your needs, apply online for a pre-approval or contact our loan department today to see if you can:

lower your monthly payment by moving your auto loan to ECSFCU.*

- Lower your interest rate
- Defer your payments for 90 days**
- Reduce your monthly payments
- No prepayment penalty

*Refinancing is not available on existing ECSFCU loans

**Qualified members can choose to defer their payments for 90 days. Interest does accrue during deferment period.



**LOWER
PAYMENT**



Board Of Directors – Nominations And Elections

Two (2) seats on the ECSFCU Board of Directors will be filled at the next Annual Membership Meeting on Wednesday, February 17, 2021. ECSFCU bylaws require a minimum of two members be nominated for each vacancy. Nominations can also be made by a petition from members. The deadline to submit

nominations and petitions is Friday, November 6, 2020. All nominations must include a signed certificate from the nominee stating that he or she will serve if elected. Printed ballots will be sent to all members in January 2021. Should there only be one nominee for each vacancy, there will NOT be an election by ballot and no nominations from the floor will be accepted at the annual meeting. Find the nomination form at eastcountyschools.org/nominations.

Qualifications should be submitted in a written statement of 100 words or less to the Nominating Committee at:

East County Schools FCU
Attn: Nominating Committee
PO Box 20400
El Cajon, CA 92021



Congratulations GUHSD! 100 Years of Excellence

East County Schools is a proud sponsor of the video spotlights to be presented at the Grossmont Union High School District Governing Board meetings for the 2020-21 school year. The spotlights highlight excellence on high school campuses in the district today, 100 years after they first opened their doors in 1920.



We Can Help Get Your Affairs in Order with Trust Accounts

After you've seen legal counsel and set up your trust, let us help you put your ECSFCU accounts into your existing trust. Make an appointment today, and an ECS staff member can walk you through all the necessary steps to get your

savings, checking and certificate accounts into your trust, so that your loved ones will get access to your funds with much less hassle.

Call us today at (619) 588-1515 to schedule your appointment.

Get Clarity on Your Finances

Did you know? Our website has more than 50 different modules that present easy-to-understand lessons covering everything from *Creating a Budget* and *Credit Scores* perfect for teens and young adults, to *Buying a Home*, *Managing Debt*, and *Saving for College* and *Retirement*. Plus, we know you're busy. That's why each lesson is no more than 10 minutes long.

We'd like to help you learn something new today! Get started online at eastcountyschools.org.

7 Savings Tips That Work!

- **Share** – organize a neighborhood swap for puzzles, games, books and clothing instead of buying new
- **Save your coins** – bring them to our free coin counter when your container is full in put into Savings (5% fee for non-members)
- **Use only CO-OP ATMs** – why pay fees when there are 30,000 fee-free ATMs including 7-Eleven stores
- **Create family spending limit on gifts** – have a discussion now so you don't get overwhelmed this season
- **Designate a "no spend day" each week** – be creative with food and fun that involve no purchases



- **Unsubscribe** – if store emails and texts are too tempting and you are an impulse buyer, then unsubscribe
- **Make it automatic** – transfer an amount directly to an ECS Savings account from your paycheck each month

Need Holiday Funds Fast?

Watch Your Mail For Holiday Loan Checks!

Pre-approved members will be receiving a letter and check mailed to them in early November for up to \$5,000. To accept this offer, simply endorse and deposit the check! New members are eligible.

Happy Holidays! Our Holiday Loan will help you celebrate the season with cash in your pocket.

*APR=Annual Percentage Rate. Rates and terms are subject to change based on market conditions. Rate will be determine by your credit score. Minimum loan amount is \$1,000. Maximum rate is 13.99%. This is a limited-time offer and can be canceled at any time. Cannot be combined with any other offer or promotion. Eligibility is based on credit history, proof of income and collateral. Must be a member in good standing. Other terms are available, and other conditions may apply. See an ECSFCU representative for more details.

Holiday Loans

Rates As Low As

5.99%

APR*



El Cajon - Main Office
1069 Graves Avenue, Suite 100
El Cajon, CA 92021-4573
Monday - Friday: 9 a.m. - 5 p.m.



La Mesa Village
8313 La Mesa Blvd.
La Mesa, CA 91942-0217
Monday - Friday: 11 a.m. - 5 p.m.

Credit Union to You (CU2U)
Your office or nearby place of business
Monday - Friday: 9 a.m. - 5 p.m.
619-588-1515 Call to schedule

Phone (619) 588-1515 | Fax (619) 588-2197
www.EastCountySchools.org

