

# InTouch

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SUMMER 2011



Member Spotlight:  
**Martie Cordaro**



**Centris**  
FEDERAL CREDIT UNION



## President's Message

A few weeks ago I had the privilege of going to Washington, D.C. on behalf of Centris to accept the National Community/Rural Lender of the Year award presented by the Small Business Administration (SBA). O.J. Spooner, VP and Manager of Commercial Lending, Dennis Clark, VP Commercial Lending and Paul Elofson, Chairman of the Board, were also present to represent Centris at the award ceremony. Centris was chosen as the winner of this award among all other banks and credit unions in the nation in this category. We were one of five lenders, each in a different category, honored by the SBA.

Initially Centris had been awarded the Nebraska District Office Lender of the Year award by the SBA. The Nebraska SBA office then nominated us for the national award and we were chosen as the winner for several reasons: our growth in SBA small business lending in 2010 over 2009 with an increase in SBA loan volume of 258%, the diversity in our loan activity including loans made to female, minority and veteran owned businesses, our focus on both current and

new business members as well as being a community based lender committed to serving the needs of our membership, and finally our frequent use, interaction and referrals to the National Business Development Center located in Omaha, the District Office of the SBA and the local SCORE offices were also key points supporting our nomination.

All of these reasons are what makes Centris special. They speak to our commitment to the community, to our members and doing the right thing to help. I believe it was this emphasis on prudent, fair and ethical lending that resulted in our selection by the SBA for this award. Winning the award was especially sweet in that it reinforced the change in our commercial lending focus and philosophy that we made three years ago. We made the commitment to be more of a small business community lender utilizing SBA programs. We chose not to fund out-of-market business loans, loans resulting in large concentrations of risk, or relying on loan participations to fuel our loan growth. This award signified our success in executing the new direction and philosophy at Centris.

The event in Washington D.C. also recognized and honored the small businesses of the year from every state. There were over 500 people in attendance. The stories we heard from these business owners spoke to their commitment, passion and the challenges they faced in building their business. In visiting with them, and listening to them speak, you would never imagine that the country was recovering from an economic recession. The SBA also awarded their "Phoenix" awards to businesses that experienced some catastrophic loss, such as a hurricane or fire, and how they rebuilt and persevered through that experience.

There were a number of speakers at the event who emphasized the importance of small businesses to job growth and the economic recovery of the nation. When presenting the state businesses of the year awards the SBA consistently spoke about the number of jobs and employees each of these businesses provided. Representatives from the Obama administration were also there to lend their support to the SBA and various initiatives that are being pursued to provide future growth in the small business sector.

This was an upbeat, positive and excited group of people that were exhilarating, fun and provided motivation to come back and attempt to win the award again. We could not have won this award without the support of our members and the small business owners that we serve. Thank you for allowing us to help you with your business needs. We remain committed to helping our business members with their needs in the future. If you have any questions or comments that you would like to share with me, please call me or send an e-mail to [KevinP@centrisfcu.org](mailto:KevinP@centrisfcu.org).

Kevin Parks  
President / CEO



## Council Bluffs Branch Remodel Postponed Due To Flood Threat

As you may know, Centris announced in April that we would be renovating our Council Bluffs branch at 2825 Avenue G. Construction on Phase I would have begun on June 6, 2011. With the threat of flooding from the Missouri River, we have postponed our plans for this extensive remodel.

Once the threat of flooding has passed, we will reschedule the construction and keep you informed of the progress.

Plans for the branch include an expansion of the drive-up lanes, teller line, sales area and much, much more!

We will be conducting our renovations to the branch in phases in order to better serve you. Updated information will be provided through our website and the Centris Facebook page.

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## 2% Opportunity

The Tax Relief Act of 2010 will give many of us the equivalent of a 2% raise in 2011. If you pay into Social Security, you are looking at a rise in your take-home pay. So, what are your plans for that extra money?

### Direct it into your 401(k) or IRA

That 2% “raise” will show up in your paychecks incrementally throughout the course of the year. Look at it this way - if you make \$50,000 in 2011, you’re looking at \$1,000 of found money.

### What could \$1,000 do for you over 20 or 30 years?

If you invest \$1,000 today and simply let it sit there for two decades with a 6% annual return, you end up with \$3,207.14 in principal and interest. If the initial grand just sits there for 30 years at 6% interest, it turns into \$5,743.49. (That’s using annual compounding - if you plug in 30 years of daily compounding, it becomes \$6,048.75.)<sup>1</sup>

Take this one step further and direct an extra \$1,000 into your 401(k) for 30 straight years beginning in 2011. Let’s be reasonably optimistic and assume an 8% annual rate of return across that time. Your \$30,000 aggregate contribution would turn into about \$125,000 with compounding - and that’s not even considering the possibility of an employer match to your 401(k) during some or all of those years.<sup>2</sup>

**The money is significant for a couple.** If you and your spouse each make \$70,000, that’s an extra \$2,800 that could be coming to the two of you in 2011. Everyone wants a little more retirement income, and directing 2% into your retirement plan for one year or multiple years could help.

### This tax holiday could even be prolonged.

In recent decades, we have seen some “temporary” tax cuts stick around. If the jobless rate stays above 8% through 2011, voices in Congress might push to extend the payroll tax cut for another year. It could happen, provided the federal government finds a way to direct more money into Social Security.

### Other options for the 2% tax break.

Most Americans will simply spend the money resulting from this tax break. That’s not exactly a negative: the Obama administration visualized this as a way to pump up consumer spending.

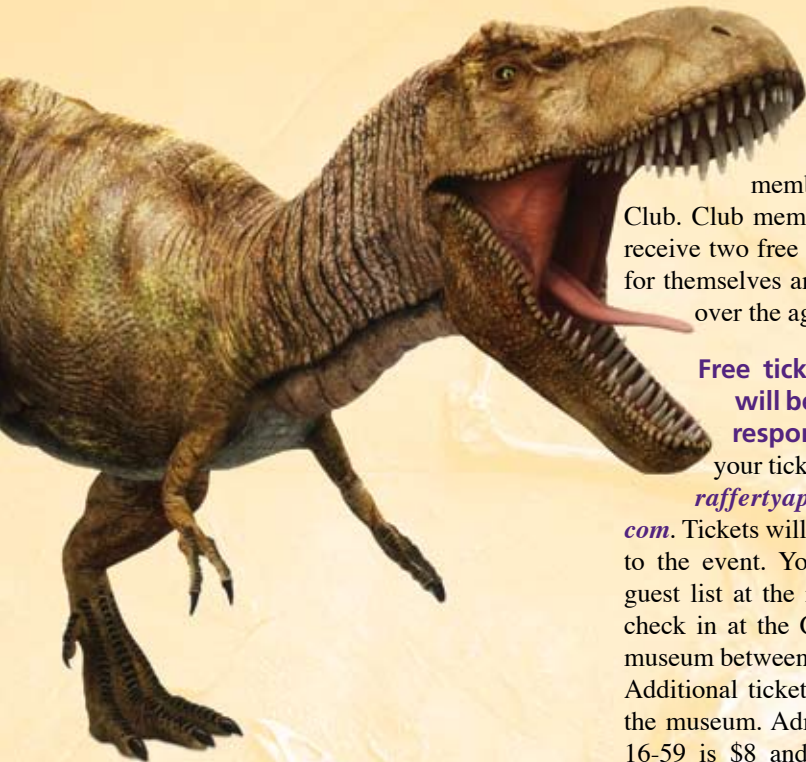
Want some other alternatives? Talking with a financial advisor who can give you some suggestions is a good start.

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#### Citations

- 1 - [ehow.com/how\\_5936795\\_manage-finances\\_earned-interest.html](http://ehow.com/how_5936795_manage-finances_earned-interest.html) [2/4/11]
- 2 - [money.cnn.com/retirement/guide/investing\\_basics.moneymag/index.htm](http://money.cnn.com/retirement/guide/investing_basics.moneymag/index.htm) [2/4/11] [2/6/11]



Centris members who are 12 years-old or younger are eligible for membership in our Rafferty Club. Club members will be eligible to receive two free admission tickets - one for themselves and a parent or guardian over the age of 18.

**Free tickets are limited and will be available on a first-response basis.** To reserve your tickets, please visit: <http://raffertyappreciation.eventbrite.com>. Tickets will not be distributed prior to the event. Your name will be on a guest list at the museum and you must check in at the Centris table inside the museum between 9:00 am and 11:00 am. Additional tickets may be purchased at the museum. Admission for adults ages 16-59 is \$8 and children between the ages of 2-15 is \$8. For Seniors 60 and older it is \$7.

# Rafferty Club

JUST FOR KIDS

## Appreciation Day

In appreciation of our youngest members, Centris' Rafferty T. Bear will host a special event at the **Omaha Children's Museum** on **Saturday, August 20th at 9 am**. Come out for a roaring good time filled with prehistoric fun, donuts and exploration of the Museum's many interactive and educational exhibits, including the newest exhibit: **Dinosaurs: Dawn of the Ice Age!** Centris is a proud sponsor of the exhibit that includes massive, lifelike dinosaurs and the mighty mammals of the Ice Age that ruled the Earth after the dinosaurs were extinct. The exhibit runs now through January 8, 2012.



If your child is not already a Rafferty Club member, sign them up today. There's no time like the present to begin teaching your child about the benefits of saving money. Each and every time a child makes a deposit to their Rafferty Savings Account, they are rewarded with a special prize, no matter the dollar amount. This is our way of encouraging a healthy savings habit. Plus, if you open a new Rafferty Club account with just \$5, your child will receive a **FREE** Centris Piggy Bank. Stop by any branch to open your Rafferty Club Account today!



Southwest Michigan. Each new position allowed him to experience different facets of the fun-focused industry and with every team he discovered that the goal of any minor league organization is the same: provide a fun, family-oriented, affordable and memorable experience. This industry-wide mission quickly became Martie's own passion, one that he would follow all the way to Omaha, NE.

Upon arriving in Omaha, Martie saw that it might be a challenge to bring Minor League Baseball to the forefront of everyone's minds but he thrived off that. After just one year as the club's Assistant General Manager, Martie was promoted to General Manager in 2008. With Martie at the helm, Omaha's club began surpassing the previous all-time highs in revenue and attendance.

## Member Spotlight

# Martie Cordaro



"I had no idea." It is a reaction that Centris Member and Omaha Storm Chasers Vice President and General Manager, Martie Cordaro, hears most often now when fans enter brand new Werner Park. They are also the four words he enjoys hearing the most because he knows behind that reaction is a new perception of what professional baseball in the Omaha metro is becoming.

As a 13-year veteran of Minor League Baseball, Martie knows a thing or two about the industry. Working his way up through the ranks, he held various roles from Group Sales Representative to General Manager, with a variety of teams from West Tennessee all the way to

In 2009, the club not only received further local recognition when the Omaha Royals were named Business of the Year by the Sarpy County Chamber of Commerce and Best Sports Team by voters in the Omaha Magazine's Best of Omaha contest. The club also received its second national nod by ESPN the Magazine when it took home another Veeckie Award for its "Four Weddings and a Funeral" Promotion after having won one in 2008 for its "Ty Cobb Night Promotion".

It was not only a banner year for the club, but also for Martie as well. Locally he was named to the Midlands Business Journal's 40 under 40 recognizing entrepreneurs and business executives under the age of 40, while regionally he was the recipient of the Matt Minker Award, which recognizes an outstanding minor league affiliate employee within the Kansas City Royals organization. And while all of the awards helped to

increase the team's relevancy within the Omaha area, when the club's lease with the City of Omaha and Rosenblatt stadium was up in 2010, keeping triple-A baseball in the metro became the focus despite the new challenges that surrounded that decision.

Initially the move to Sarpy County and the name change from Omaha Royals to Omaha Storm Chasers garnered some mixed reviews from the fans, but Martie says it's not abnormal for minor league teams to make those kinds of changes. In fact, since 1991 there have been 124 new minor league ballparks built and 116 of 160 teams have changed their name since that same time. "Sometimes change is good, sometimes it's necessary and sometimes teams change just to change," Martie says "for us it was probably a little of everything."



Beyond creating a new identity, the changes also offered the club the opportunity to make more of a difference in the community. When they used to go into schools before, the staff didn't feel they had anything of educational value to offer. Now, Martie says they can relate Storm Chasers to educational principles like math and science and teach kids about the importance of weather safety.

Of course, this relate-ability was not just achieved through a name or location change alone, but also by continuing to align themselves with local companies. Martie and his staff also believe it's important to get to know the people they do business

with and build relationships with them. That's also one of the reasons why Martie decided to become a Centris member.

"Not only is Centris a Premier Partner with us, but you're a local, community-oriented company like we are," said Martie. "Plus, I know my money is safe because your people take good care of me and my family."

Recently, Martie and his wife, Sara, opened Rafferty Kids Club Accounts at Centris for their two youngest sons. With the accounts, the boys will not only be given the chance to learn about the value of money but their membership will also get them free access to the Centris Family Fun Zone at Werner Park. And just like the many new attractions and amenities at the ballpark that help to set it apart, free Family Fun Zone access is just one more value-add that makes a Centris membership special.

For Martie and his staff, special was their decision to partner with Sarpy County because it meant that triple-A baseball would remain in the metro, and allowed them to show Omaha what a true Minor League Baseball experience really is. To a minor league guy like Martie, there's no better experience to share.

## Editor's Note

Are you a Centris member making a unique contribution to the community? Know someone who is? Tell us your story for a chance to be featured in the **Member Spotlight** of the Centris Newsletter. Simply contact us at [marketing@centrisfcu.org](mailto:marketing@centrisfcu.org) or by phone at (402) 758-6520.



## Safety Tip:

# Minimize Your Fraud Risk

As unsettling as it may seem, fraud statistics are on the rise. And while there are cases where the criminal activity is out of your control, there are precautions you can take that will minimize your own risk of becoming a victim to fraud.

- Never leave your purse or wallet in your vehicle, even if the doors are locked. A thief will not hesitate to break the windows in order to steal items of value. Locking your items in the trunk may seem like a safer option however you never know who could be watching you put your items there. Centris advises its members to always keep their personal belongings where they can see them at all times.
- In order to avoid debit or ATM card fraud, your best defense is to choose a PIN number that is easy for you to remember but may not be obvious to others. Never write it down, keep it with the card or share it with anyone else, unless it is a joint account with someone you trust.
- If your Centris debit/ATM or credit card is ever lost or stolen, immediately call (402) 334-7000 or (800) 535-8440, if it is after normal business hours, to report the theft or lost card and prevent any fraudulent transactions. As long as your account is in good standing you won't pay for any transactions you didn't personally authorize.

Following these precautions as well as always staying aware of your surroundings are good ways to keep your personal information safe and secure. If you ever have any questions about the safety of your account information, don't hesitate to contact Centris.





## Disaster Proof Your Important Papers

If you had to evacuate your home tomorrow, would your most important documents and personal information be safe and accessible? Being prepared for the worst - that includes gathering and protecting your most important papers - is your best chance for a complete recovery from disaster, whether you're in the path of a tornado or you lose your home to flood or fire.

The list of documents and records you'll want to protect is long, ranging from insurance policy information and estate planning documents to property records and financial statements. Identification is the single most important type of documentation to protect and take with you. If you have limited time - or patience - for gathering all your records, focus on the ones that are most important to have on hand at all times and those that are the hardest to replace.

The documents you gather - originals and copies - belong in a safe deposit box; a lightweight, lockable, fireproof metal box you keep at home; and with a friend, relative, or attorney out of the immediate area. Keep one of the safe deposit box keys in your evacuation box. Have someone else hold the second key, along with the box address and an inventory of contents.

You should store the originals of most documents in your safe deposit box and place copies in your home evacuation box and also send copies to your trusted friend or relative. Do not store your original will in your safe deposit box; it may be legally "sealed" after your death.

While a safe deposit box and home evacuation box are necessary, they have their flaws. A safe deposit box can be inconvenient to keep up to date. And a home evacuation box that's convenient for you to get to and carry away in an emergency is also a sitting duck for thieves. Or, it could be damaged by water (the reason you should store all contents in sealed plastic bags) or be buried under rubble.

Technology offers some excellent tools to bridge the gap between safety and convenience. From digital cameras and scanners to software and online services, technology makes gathering, copying, storing and updating your important papers and information faster and easier than ever before. There is no guarantee of when you will get online or be able to open a computer file, so be sure to hang on to hard copies of the information you'll need immediately.

Use the tips in this article and the **Emergency Financial First Aid Kit (EFFAK)** [http://www.citizencorps.gov/downloads/pdf/ready/EFFAK\\_2010\\_FEMA.pdf](http://www.citizencorps.gov/downloads/pdf/ready/EFFAK_2010_FEMA.pdf), a free 22-page workbook offered by Operation HOPE, FEMA, and Citizen Corps. Be sure to download the companion piece to the **EFFAK**, the 18-page **Personal Disaster Preparedness Guide (PDPG)** <http://www.operationhope.org/images/uploads/Files/pdpg.pdf>, which allows you to record vital information not covered in the **EFFAK** and provides additional tips and resources.



## Your Neighborhood Mortgage Expert

At Centris, you know people you can trust. Centris is member owned and has been managed right here in Omaha since 1934. And because we're local, you can be sure that we'll make decisions that are right for you! That's one thing that makes a credit union mortgage special. We provide the care, knowledge and experience to find a mortgage loan that's in your best interest and in your budget. And we've got it all right here - fixed rates, adjustable rates, balloon loans and low down payments.

All mortgage loans made with Centris are financed and serviced locally, so you can still make your payments with us. Plus, not only are our refinancing rates some of the lowest in town, but our closing costs and mortgage insurance rates are also very competitive.

Apply in person, online or call and get **pre-qualified** before you shop for your new home. We'll show you why Centris is your trusted neighborhood mortgage partner.

Plus for a limited time, you'll get the chance to be the next winner of a **FREE Mortgage For A Year!** (Up to \$10,000. Odds of winning based on number of entries received.)\*

**Contact Us For Complete Information.** 

\*12 consecutive monthly mortgage payments (principal and interest only) of not more than \$833.33 per month ("Monthly Maximum Prize") totaling up to \$10,000 in the aggregate. Exact prize amount will be determined by amount of eligible winner's mortgage payment. Winner must pay any portion of winner's monthly mortgage payments not attributable to principal or interest or otherwise in excess of Monthly Maximum Prize. Odds of winning depend on number of eligible entries received. Number of written prize notices to be distributed will depend on number of inquiries about the promotion. Beginning 3/1/11 through 12/17/11, when you open a mortgage loan with Centris Federal Credit Union ("Centris") in Nebraska or Iowa, you will automatically be entered to be drawn as a winner in the "Centris Federal Credit Union Free Mortgage Giveaway". Participants and winner(s) must be Nebraska or Iowa residents at least 18 years old as of December 16, 2011, and have a valid driver's license. To enter, you must be Centris members and have closed and have received funds for a mortgage loan or mortgage refinance from Centris on or after February 19, 2011. One entry per person and/or household. If a winner is disqualified or cannot accept the prize as stated, Centris reserves the right to determine an alternate winner in its sole discretion. Prize is not transferable, redeemable for cash or exchangeable for any other prize. Centris may require winner to complete, execute and return affidavits of eligibility, liability releases and publicity releases prior to taking possession of prize. Failure to sign these documents, or if winner cannot be notified, or if winner is found to be ineligible or not in compliance with these Official Rules, will result in disqualification and an alternate winner will be selected. DOCS/974343.2



## My First Home

Centris Federal Credit Union has developed a new mortgage program called **My First Home** designed specifically for first-time home buyers. The three main components to the program consist of:

**30-Year Fixed Rate Mortgage with 3% Down** While there are certain income requirements and loan limits, borrowers can use gift funds for the down payment and seller contributions can be used to pay closing costs. A Centris mortgage service representative can help you understand all the qualifications. All Centris mortgage loan applications are locally underwritten.

**Down Payment Assistance** The first-time home buyer can borrow the down payment which results in a second mortgage, fully amortized over 10 years of up to 3% of the purchase price. The borrower must contribute at least \$500 of their own funds to the transaction.

**Down Payment Grant** A grant allows for a forgivable second mortgage of up to 3% of the purchase price. With a grant no payment or interest is accrued as long as the borrower stays in the home as a primary residence for at least five years. The borrower must contribute at least \$500 of their own funds to the transaction and as with the first component (30-year fixed rate mortgage) there are specific income requirements and loan limits to be eligible for the grant.

To learn more about the **My First Home Program**, feel free to contact or stop by one of our convenient branches to speak with a Centris Mortgage Service Representative!

## Centris For A Cure

Centris is helping to create a world with less cancer and more birthdays through our sponsorship of and involvement with the **American Cancer Society's Relay for Life of Douglas and Lincoln Counties**. In the metro area, with the help of our members and staff, through the sale of cancer awareness bracelets, and our **Carnival for a Cure** booth at the Douglas County event in June we raised over **\$3,100!** And while participation in the Douglas County Relay was fairly new, Centris has been a part of Relay for Life of Lincoln County since 2001. The 2011 Lincoln County Relay is set for August and through the sale of the bracelets, baked goods and various prize drawings at the North Platte branch and in the community, estimated current totals are nearly \$3,000 with those amounts set to increase as the event draws closer.

All the funds raised help the American Cancer Society save lives by helping people stay well and get well, by finding cures, and by fighting back. Thank you for your support!

### Save The Dates:

**Margre Durham**

**Walk for the Animals**

Sunday, September 25, 2011  
on the Nebraska Humane Society  
Campus at 90th and Fort

**2011 Susan G. Komen**

**Race for the Cure**

Sunday, October 2, 2011  
at the Qwest Center Omaha



(402) 334-7000 or (800) 334-2328  
[www.centrisfcu.org](http://www.centrisfcu.org)

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## Holiday Schedule

Offices are closed in observance of:

- Labor Day** Mon., September 5
- Columbus Day** Mon., October 10
- Veteran's Day** Fri., November 11
- Thanksgiving Day** Thur., November 24
- Christmas Day** Mon., December 26



Official Credit Union of the



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