

A message from the CEO

If there's anything I've learned in life it's that when you put the time and effort into doing something well it truly comes across in the end product. It's the difference between a microwave meal and a home-cooked dinner, or a hand written card versus an email. At WECU® we know that it is just as important to do things right as it is to do them quickly. We still believe in the power of a handshake and the importance of face-to-face conversation. We know that whether you're a first-time homebuyer or a rental property owner, making a Real Estate purchase can be an overwhelming process. We are thrilled when our members come to us for help and we are always happy to answer your questions!

I truly believe that WECU® as an institution has our members' best interests at heart. We will try to find the best option to meet your needs but we will not put you in a mortgage you cannot afford or talk you into an exotic loan type to earn a commission. Our loan officers do not receive commission, meaning that decisions made about your loan are not based on the potential for income from commission. In addition our fees and closing costs are much lower than the industry standard because we do not have the added expense of paying that commission.

Our loan officers consider the real estate loan process the beginning of a relationship. They take pride in walking you through the process from start to finish and answering all of your questions. And the relationship doesn't end at loan closing. We retain servicing on our loans, so if you have questions about billing, escrow, or property taxes, you know who to call or where to stop in – you won't have to call three different numbers to find out who knows what about your mortgage.

At WECU® we pride ourselves on our connection to our members and making safe choices when it comes to Real Estate lending. While many lenders and borrowers were clamoring about Adjustable Rate Mortgages (ARMs) and new and exotic loan products, WECU® was concentrating on making safe, sound mortgages for our members.

At WECU® our loans are intended to help you purchase a home you will be able to afford and enjoy for years to come. In keeping with our mission to provide the means for members to achieve their financial dreams, WECU® is now running a \$1,000 closing cost special*. At WECU® we're happy to help out our members, whether with solid, realistic advice about real estate purchases, or help with closing costs -we're here for you!

Wayne Langet
President/CEO

*Our closing costs special applies to purchases of primary residences in Whatcom County financed through WECU®. The special can cover appraisal, escrow, flood certification, tax certification, and recording fees up to \$1000 per transaction. Points and Loan Level Price Adjustments not included. A good faith deposit is still required with application. Loans that do not close may lose their good faith deposit. Construction, investment, multi-family, land loans and manufactured homes in parks, and refinances are not eligible for this promotion.



Time for a new look!

Coming this July our website, www.wecu.com, is going to get a makeover. The new site offers the same access to our great services and products with a number of visual and organizational improvements. Later this summer we will also be launching our first mobile banking program. This product will give you the same access to E-Max you have via computer but will be formatted to fit the screen size of your cell phones. This product will be available in August of 2010.

Important Debit and Visa card info

The Office of Foreign Assets Control (OFAC) is a branch of the U.S. Treasury Department that administers and enforces sanctions in accordance with U.S. foreign policy. Some of these sanctions prohibit U.S. Visa members from engaging in financial transactions with certain countries. Visa International places blocks in their system which prevent U.S. Members from engaging in transactions with countries subject to these sanctions. At present, the countries with Visa blocks for U.S. Member-related transactions are Cuba, Iran, Sudan, and Myanmar (Burma).

Hooray for the 21st Annual Kids' Day Festival!

Looking for something fun to do with the kids this summer? Bellingham Parks and Recreation Department's Annual Kids' Fest takes place Saturday, August 7th, from 11:00 am-3:00 pm at Bloedel Donovan. Take the shuttle from Civic Field to Bloedel and enjoy a day full of great, family friendly activities, games, races and information on community organizations. Make sure to stop by and visit the WECU® sponsored food booth at this FREE celebration!

Money Management Tips for the Small Business Owner

Starting your dream business is a major accomplishment – just opening your doors to the public takes an immense amount of dedication, time, work and money. You've worked hard to get your business going; now it's important to avoid some of the common mistakes that small business owners make.

Learn basic accounting

Whether you are the world's best hair stylist, the finest chef, or the most charming party planner, if you don't know basic accounting and aren't involved in the cash management of your business venture you are reducing your odds for success. Even if trusted professionals handle your financial paperwork for you, it is important to take an active interest in your books.

Be aware of the cash flow in and out of your business. While you may have assets; inventory, accounts receivable or property, you need cash in your account to pay salaries, suppliers, utilities, creditors, rent, and so forth.

Watch your business' cash flow carefully. Positive cash flow – more coming in than is going out – is a signifier of financial health. Negative cash flow – more going out than is coming in – is an indicator that your company may be in trouble. Being aware of cash flow can help you ascertain if you have too much of your assets tied up in inventory, if you need to collect what is owed to you, or if there simply isn't enough cash coming into the business.

Develop or review your company's balance sheet. A balance sheet is a summary of your company's financial condition at a specific point in time. It lists assets, liabilities and net worth, and will help you understand what your business owns and owes at any given time.

Keep business and personal expenses separate

You can save yourself a serious headache by keeping personal finances and business finances absolutely separate. This includes expenses, inventory, and debt. Mixing the two worlds can lead to severe tax, liability, and accounting problems.

Dreaming of something bigger and brighter for your business?

A commercial Real Estate loan from WECU® can help get you into your ideal space. Talk to our Business Services Department today!



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WECU® supports World Council of Credit Unions helping countries around the world

Climbing the Ladder of Financial Services

Gloria Soto, a 51-year-old grandmother, had spent her life raising her family in a rural town in Ecuador. Her husband worked in the city and brought home \$200 per month, not nearly enough to maintain a household of ten people.

Gloria explains, "When I learned about WOCCU's CREER program (CREER is Spanish for 'to believe'), I decided to join because I thought I might be able to do



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something to improve my situation." Gloria, along with 28 other women in her small town, formed a village bank with

COOPROGESO credit union. Starting with a loan of \$60 in 2003, Gloria purchased five roosters and hens starting her microenterprise.

In 2005, after acquiring and repaying loans up to \$600, graduating from the village bank and becoming an individual credit union member, Gloria has over 100 roosters, hens, and chickens. Gloria declares, "I feel strong and I can take better care of my family." As a graduate, Gloria is eligible to apply for a \$1,000 individual loan from the credit union. With that loan, Gloria plans to expand her business to include cows.

What is WOCCU?

WOCCU has credit union development projects in 15 countries ranging from Afghanistan and Bolivia to Rwanda and Uzbekistan. With support from WECU®, credit unions help activate social change by offering entrepreneurial opportunities, jumpstarting rural economics and helping economies recover after conflicts.

WECU Receives "Live United" Award from United Way of Whatcom County

WECU® staff was recognized by United Way for our donation efforts during the 2009 United Way Fund Raising Campaign. WECU® was the largest contributor of all financial institutions in Whatcom County. Staff participation increased 25% in 2009 and total donations increased 5%, for a total donation of \$63,840!!! The money will be distributed by United Way to its Partner Agencies.

NON-PROFIT OF THE MONTH

F.A.C.E.S. Northwest

F.A.C.E.S. Northwest is a non-profit organization, dedicated to working with autistic children, adolescents and their families to maximize their social and academic potential and help them become active participants in the community. F.A.C.E.S. (Families for Autistic Children's Education and Support) was established in 1997 by six families in response to a need for

year-round education and support for children with autism in Whatcom County. F.A.C.E.S. became a non-profit 501c3 in 1999.



Centers for Disease Control reveal that 1 in 150 children (1 in 94 boys) suffer from autistic spectrum disorders, such as autism, pervasive developmental delay and Asperger Syndrome. Thus, in Whatcom County there are approximately 270 children with autism. In 2009 F.A.C.E.S. was able to serve 22 of these children (plus 12 typical students), and their waiting list has continued to grow.

F.A.C.E.S. operates a summer program that fosters community involvement, independent living skills, academic enrichment and positive social relationships. The summer program is a therapeutic, recreational day camp that runs for eight weeks, six hours a day, four days a week.

F.A.C.E.S. is currently raising funds for the 2010 summer. For donations or to volunteer call 360-647-5568. All other rights reserved.

HOLIDAY CLOSING

All WECU® branches will be closed on Monday, July 5th in observance of Independence Day.

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Often business owners blend their obligations when they are either overwhelmed at home or their business isn't doing well. Ideally you should have saved up six months worth of both business and household expenses prior to opening your business. The more you have saved the better, as it often takes far longer for most ventures to turn a profit than you may think. Without a safety net, you may be tempted to tap into credit cards that are intended for business use and vice versa.

To offset the desire to combine finances, make both your personal and business budgets a priority. Even if you feel certain that your business will be successful do not spend money you do not have. You may need "perfect credit" to continue to grow your business with future loans, so keeping consumer debt to a minimum and paying your bills on time is vital.

Pay your taxes

Paying income taxes is one of the most challenging aspects of being self-employed. Rather than simply having income tax deducted from your paycheck, as a business owner you must take an active role with the IRS. Many small business owners fail to pay taxes because they do not take the initiative. Tax planning can be very complicated so it may be beneficial for you to meet with a qualified professional who can guide you through the IRS maze.

Owning your own business can be both a difficult and exciting endeavor. To become and remain successful you will have to work through some of the challenging aspects of being your own boss; but the effort will be worth it in the long run!

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Important Information!

In accordance with Federal regulations, WECU® does not permit its members to use credit union accounts for the purpose of illegal Internet gambling. Attempted transactions will be blocked, and repeated attempts may result in account closure.

2010 Calendar Contest Winners!

For the second year running WECU® held a calendar contest to showcase our talented member photographers and the beautiful landscapes of Whatcom County.

We received over 100 entries for the contest; we were thrilled with the quality of the work submitted and deciding on the photos to include in the calendar was a difficult process. Thank you to all of the exceptionally talented photographers who sent in their pictures. We truly enjoyed all of the wonderful photos and were so pleased with the great response to this fun project!

The 2011 Calendar Contest Winners are:

Dave Lynch
Eric Dunn
Grant Myers
Jefferson Morriss
Jen Redmond
Karl Herrmann
Lindsay Nymoen
Mary Irvin
Matt Gibbons
Paula Tullar
Rob Austin-Murphy
Ruth Lyons
Shayna Nishiyama
Tony Thompson



Congratulations to our winners!

seminars

Seminars on hold until fall

Our seminar program is on hold for the summer. We hope you enjoy the beautiful weather and all of the great outdoor evening activities Whatcom County has to offer. Check our website www.wecu.com and newsletters for our fall seminar lineup and have a fantastic summer!

Our vision: Provide the means for members to achieve their dreams.

This credit union is federally insured by the National Credit Union Administration.