

President's Message

Dear Valued Members:

In the previous newsletter from Summer 2011, I shared with you the nature of the relationship between car dealers and financial institutions. I explained that our latest (and still ongoing) loan promotion where we pay you back 1% of the purchase price of your new or used auto loan, plus a \$100 Visa gift card, is driven by our desire to pay our members rather than the dealers. I discussed 'dealer reserve' and how it is customary for institutions to pay dealers a small percentage for the loans that the dealers send their way. This got me to thinking about our motivation to promote loans and the fact is—loan volume is down. This is due to many factors and can be seen as a good or bad thing, but from a business standpoint for First Ohio Credit Union, obviously it is not good. Some of the factors involved are due to economic issues—most consumers have less spendable income, more debt, and many are losing jobs. We have not altered our underwriting procedures in any significant way; the difference is that fewer and fewer members are properly qualified as the economy slumps. But that is OK—our role is simply to be here with the right product at the right time.

We realize it takes extra effort to get an automobile or motorcycle loan approved ahead of time or wait to take delivery on a vehicle until you receive approval. That's another reason we're willing and anxious to pay you to do it. The offer is good for new vehicles, used vehicles including refinance and motorcycles. If you are not shopping for a new vehicle, we also have mortgages, home equity loans, signature loans and a no annual fee Visa. Despite what you hear in the media, we have plenty of money to lend and we only require you to demonstrate the ability to pay it back. If you are unsure what you can afford, we'll be happy to help you figure that out too.

Regards,

Stephen M. Favor

President & General Manager

New Check Ordering System

In an effort to increase member security, we will be making changes to our check ordering system. Checks will remain free to our qualified members, but secured postage will apply beginning October 1st, 2011. Under the new system your checks will be mailed to your residence or post office box in tamper evident packaging that will protect your account integrity by preventing identity theft. The secured postage will be \$6.95 + tax per check order.



E-Statement Retrieval

E-statements can now only be retrieved by logging on to Toni Online and clicking the 'E-Statements' link within Toni Online. In the past, you could retrieve them by clicking the 'E-Statements' link on our homepage, but we have made this change in an effort to consolidate our online services into one convenient location. If you currently utilize our e-statement service but are not enrolled in Toni Online, the process is simple and the service is free. Just log on to www.firstohiocu.org and you'll find a Toni Online application in the "Toni Info" section.

Board Nominations

This year we have two Board members whose terms are expiring. Steve Lehman and Bernie Spyker are completing their three-year terms on the Board at the next Annual Meeting to be held on Wednesday, March 28th, 2012, at 12:30 p.m. New three-year terms will begin on the same day. If you are interested in petitioning to run for a seat on the First Ohio Credit Union Board of Directors, you may pick up a petition from any of our three offices during regular business hours beginning Monday, October 3rd, 2011. You must be at least 18 years of age and have at least twenty-five primary Credit Union members, no joint members, sign the nominating petition before you can be considered as a candidate. All nominating petitions must be turned in to any one of the Credit Union offices by 5:00 p.m. on Friday, October 28th, 2011. The election will begin on Wednesday, February 1st, 2012, and continue through the close of business on Tuesday, March 27th, 2012. The results will be announced at the Annual Meeting on Wednesday, March 28th, 2012.

Skip-a-Pay Reminder

Don't forget, Skip-a-Pays will be mailed out in November. If you would like to skip a loan payment for a small fee and free up cash for the holidays, this is a great opportunity. You can also pick up a Skip-a-Pay form in any of our 3 branch locations or download and print one from the 'What's New!' section of our website.



Christmas Club Transfer Notification

Christmas Club Accounts will be transferred to your chosen account on October 5th, 2011.

First Ohio Credit Union 2011 Holiday Schedule

First Ohio Credit Union will observe the following holidays:

- Columbus Day..... Monday, October 10, 2011
- Veterans Day Friday, November 11, 2011
- Thanksgiving Day Thursday, November 24, 2011
- Christmas..... Monday, December 26, 2011

In addition to the above Holidays, the following adjustments to our scheduled hours of operation will occur:

Open Regular Hours on Saturday, December 24, 2011.

Open Regular Hours on Saturday, December 31, 2011.

BOARD OF DIRECTORS

Richard Focht
Chairman

Stephen Helms
Vice Chairman

Nathan Lynch
Treasurer

Jeannine Curns
Secretary

Bob Green
Director

Steven Lehmann
Director

Bernie Spyker
Director

MANAGEMENT

Stephen M. Favor
President & General Manager

Patti Essman
Senior Vice President

Lindy McDole
Vice President

Ruth Kerr
*Collection, Accounting,
Operations Manager*

Suprena Johnson
Manager of Teller Operations

Rob Sacksteder
Marketing Coordinator, Editor

MAIN OFFICE

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Fostoria, Ohio 44830
419-435-8513
800-537-5993

TIFFIN OFFICE

203 North Sandusky Street
Tiffin, Ohio 44883
419-447-5929

UPPER SANDUSKY OFFICE

111 Tarhe Trail
Upper Sandusky, Ohio 43351
419-209-7589

(Call for hours)
www.firstohiocu.org



CULink

Fall 2011

MOBILE BANKING

First Ohio Credit Union now offers Mobile Banking! If you are enrolled in Toni Online and own a smartphone, you can now access your accounts to check balances, transfer funds from member to member or within your own accounts, right from your smartphone! This service is supported by iPhone, iPod Touch, iPad, Blackberry, and Android devices. Also includes ATM locator, branch locator, account history, and more! To begin utilizing this great FREE service, simply log on to Toni Online and click the 'Mobile Banking' tab for further instructions.

