

HEART-PUMPING POLO

LEASING IS NEW AGAIN

PACE-SETTING WINNERS!

PACESETTER



Heart Pumping Polo with PACE



PACE Credit Union was proud to once again be the Title Sponsor of PACE Polo for Heart. This charity polo tournament was held from June 19th to 21st and welcomed teams from around the world. This year Maharaj Narendra Singh and the Royal Jaipur Polo Team from India joined us. With years of experience in polo, these visiting players challenged Team Canada in an exciting, action-packed match.

The event raised an incredible \$200,000 in support of the Heart & Stroke Foundation and the Cardiac Care Program at Southlake Regional Health Centre! As in previous years, the Heart & Stroke Foundation continues to use these funds to distribute defibrillators to schools and community centres. The Southlake Regional Cardiac Care Program, the fourth largest and busiest in Ontario, uses its funds to continually improve its facilities. Thank you to all our sponsors and participants for supporting these worthwhile causes.

CREDIT UNIONS BUILD A BETTER WORLD



Join us in celebrating the important contributions credit unions make to their communities worldwide at this year's **International Credit Union Day** on Thursday, October 20th.

There are more than 49,000 credit unions in the world serving nearly 184 million people in 97 countries. This year's theme, "Credit Unions Build a Better World," celebrates the important economic and social contributions credit unions make to their communities.

Come out to your local **PACE** branch for some coffee, cake and free eco-friendly bags and learn more about how credit unions improve the lives of their members around the world.



4th Annual PACE Golf Classic

The **4th Annual PACE Golf Classic** was held on August 8, 2011 at the prestigious Georgian Bay Club near Collingwood. Thanks to our many sponsors and participants, this event was sold out for the second year in a row! Golfers enjoyed beautiful weather throughout the tournament and **PACE** would like to express its appreciation to all who came out in support of the **PACE** Bursary Awards. *Thanks to your generosity and support, this event raised a record \$40,000 for our young scholars!*

CUBill® – Ready, Set & Save!

Get PACE-setting rates with CUBILL term deposits! Earn high rates of interest and enjoy flexibility with this once-a-year special deposit. CUBILL term deposits are cashable without penalty anytime after 90 days. **Available for a limited time from October 3 to November 4, 2011 – act now!** Contact your **PACE** Personal Account Manager for details.



holiday hours

PACE will be open for regular Saturday business hours on December 24 and closed on December 26 and 27, 2011 and January 2, 2012. *We wish you a safe and happy holiday!*





Exclusive Share Offer FROM PACE

PACE has available for purchase a limited number of **Series 03, Class A and B PACE** Credit Union Investment Shares. Since being issued in 2003, these series of Investment Shares have produced a solid annualized return of 5.91%. And, for a limited time, members wishing to hold this investment for a minimum of five years can receive an initial starting bonus of 10%. Call your PACE branch today for details.



PACE-SETTING BURSARY AWARD WINNERS

The PACE Bursary Awards were established to assist Credit Union members, their children or grandchildren in pursuing postsecondary education. PACE is truly proud of the successful applicants who have demonstrated excellence in academic achievement, leadership and community involvement.

This year's number of 87 recipients is the highest since the program began. Congratulations to: *Aaron Barry, Alanna Dussiaume, Alessia Elso-Ponzo, Alison Currie, Alyssia Dussiaume, Amanda Guthrie, Amanda Barbieri, Amber Trail, Amie Nault, Andrew Paton, Anthony Suppa, Ben Singh, Caitlin Dean, Caleb Crowe, Chantal Wright, Christopher VonZuben, Clara Hoover, Courtney Ross, Cynthia Stock, Daniela Marchese, David Heard, Emily O'Connor, Eric Lee, Eric Greene, Eric Li, Felicia Scarcelli-Casciola, Francesca Presta, Francesca Imbrogno, Meredith Giel, Hayley Cahill, Imran Mouna, Jacob Barry, Jacqueline Addo, Jacquelyn Smalley, Jamie Murphy, Jason Rule, Jason Keyes, Jen Barbieri, Jenna Monk, Jessica O'Connor, John Perrin, Jonathan Smalley, Justin Ryk, Kala Lawson, Katherine Geleff, Kathleen Davis, Kendra Nicholson, Kevin Walton, Khrystyna Ioanidis, Kiersten Frenette, Kimberly S Seed, Kristin Jacksie, Laura Leming, Laura Gilbert, Lauren Latour, Lee Averill, Lindsey Sanders, Matthew McFarlane, Matthew MacNeil, Matti Kesikyla, Megan Pagnello, Meighan O'Toole, Muneeta Gill, Myvanwy Mackness, Nicholas Jago, Nicholas Franz, Nicole Rudat, Nicole Edwards, Patrick McCallion, Phillip Kargovski, Rebecca Barry, Renata Tejada Paredes, Ryan Brown, Sam Nagieb, Samantha Arraial, Sarah Hogan, Sarah Tebogt, Sarah Libera, Sean Geddes, Shannon O'Toole, Sharyn Nasmith, Shawna Saunders, Stephanie Carnevale, Stephanie Minler, Todd Manefski, Tracey Seed, and Trisha Ryk.*

Applications being considered for July 2012 disbursement must be received by June 22, 2012. Contact your branch or visit our website for more information.



PACE AUTO SALES & LEASING FOUND, FINANCED AND DELIVERED

Car leasing is making a comeback. Leases accounted for one out of every four new car purchases in December 2010, the highest in five years.* PACE has always offered leasing to our members with the advantage of expert advice and one-stop shopping. With PACE, we'll take your trade-in, find you a new vehicle, and pre-approve your loan or set up your lease. If you're in the market for new wheels, call your local branch today.

*Source: MSNBC



FROM THE DESK OF YOUR CEO

Leasing and the changing financial climate

When gas prices spiked in the summer of 2008, demand for new cars and trucks fell as did used car values. As leasing is based on the stability of forecasted residual values, the result was that many lease financing companies, in re-evaluating their future business potential, decided to stop offering lease options altogether. Now, as the economy begins to stabilize,

leasing has been revitalized. Throughout, PACE continued to offer leasing as a viable option for our members as well as providing expert advice through our PACE Auto Sales & Leasing Centre.

It makes sense to consult an expert who will provide the facts you need. Your decision to purchase or lease will vary depending on your individual circumstances but there are a number of factors to take into consideration. Leases and purchase loans are two different methods of automobile financing: leasing finances the use of a vehicle, and buying with a loan finances the purchase of a vehicle. Each has its own benefits and drawbacks.

When leasing a vehicle, the low monthly payment may seem attractive but you'll want to be aware of down payment requirements, leasing rates, mileage allowance (and the cost per kilometre if you go over), in addition to the end of lease buy-out cost which may include additional charges for wear and tear.

Consider your personal lifestyle and priorities. If you enjoy driving a new car every two or three years, want lower monthly payments, like having a car that has the latest safety features and is always under warranty, then perhaps leasing is the right fit for you. If you don't mind higher monthly payments, enjoy holding on to your cars, prefer to build up some resale value, or prefer paying off your loan and being payment-free for awhile, then perhaps buying is the way to go. In short, do your homework. A PACE expert will take the time to help you compare your options so you can make an informed decision you are comfortable with.

Larry Smith, *President & CEO*

