

## A change in your Board of Directors



Carey Smith  
Board Chair

Sandy Shaw recently made the decision to step down from her position as Board Chair in order to take on an exciting new position with FirstOntario. We are happy to announce that Sandy will join FirstOntario in the new role of Director of Social Responsibility, ensuring that FirstOntario remains a good corporate citizen while helping the communities we serve.

A dynamic part of FirstOntario's Board of Directors for the past six years, Sandy's passion and commitment have brought many successes for FirstOntario, especially in the area of social responsibility. We wish Sandy much success in her new role.

In light of Sandy's departure, we are now pleased to introduce Carey Smith as our new Board Chair. Carey will be serving out the remainder of Sandy's term.

Carey Smith has been a Member of FirstOntario for over 30 years. He has served as a Director for the past five years, a period which was highlighted by such events as the hiring of a new CEO and the creation of a new strategic plan. Carey is committed to ensuring you receive exceptional service in all your experiences with FirstOntario.

## Don't miss out on our Annual General Meeting

Please join us to celebrate our successes at FirstOntario's Annual General Meeting this December. As a Member of FirstOntario Credit Union, you're also an Owner with a voice in how your credit union is run. At our Annual General Meeting you will find out our 2012 election results to learn who will represent you on the Board of Directors in the coming year, get details about FirstOntario's involvement in our communities, find out how FirstOntario is doing financially and much more.

## Please join us at our 13<sup>th</sup> Annual General Meeting in Hamilton.

**Date & Time:** December 5<sup>th</sup>, 2012 at 7:00 p.m.  
Registration begins at 6:15 p.m.

**Place:** Marquis Gardens

**Address:** 1050 Rymal Road East, Hamilton, Ontario

Please note: Only FirstOntario Members may attend this meeting.



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## FirstOntario launches Micro-lending Program in the Niagara Region

FirstOntario Credit Union, working with Community Partners in Niagara, officially launched our innovative Micro-lending Program in the Niagara Region on September 18th, 2012. This program will help the Niagara Region prosper by encouraging an entrepreneurial spirit and promoting self-employment opportunities amongst entrepreneurs. FirstOntario's Micro-lending Program was created to help entrepreneurs who might normally not be able to get their self-employment dream off the ground.

Our Community Partners, offer their own business education program to help these new entrepreneurs. These entrepreneurs will take a partner's business education course and benefit from the business insight, expertise and knowledge provided. Our Community Partners also provide ongoing support and advice to these new entrepreneurs, so they stand a good chance at success.

Our Micro-lending Program is a diverse program and provides very real opportunities for self-employment success. Once the program is complete, and upon recommendation by the Community Partner, the entrepreneur is able to apply for a micro-loan from FirstOntario to help launch their new business.



Watch Finance Friday with Dave Schurman on CHCH TV.

Join us bi-weekly on Fridays at 7:15 a.m.

## Financial Literacy for students

FirstOntario's Executive V.P. & Chief Operating Officer, Dave Schurman is a regular on CHCH TV's Finance Friday segment, sharing handy financial tips with our local communities.

We recently spoke to Dave about the importance of financial literacy for students.

**Dave, what is the situation when it comes to educating students on financial literacy before they get to post-secondary school?**

"Until recently, we haven't done a good job in our school system. It's critical that our children acquire a good understanding of finances in school in order to succeed in today's complex financial world. A national survey a couple of years ago found that about 40% of teenagers ranked "how to save money" as the most important topic to learn about. Another study found that most countries around the world lack financial literacy programs, including Canada. The good news is that the McGuinty government through the Ministry of Education has stepped up and they are integrating financial literacy into Ontario's public schools."

**What's been done or planned for Ontario's school system to provide financial literacy?**

"Ontario students from grades 4 to 12 are now learning about saving, spending, investing and managing money. And in particular, in Ontario's high schools, the area of 'Personal Finance' has been incorporated into the curriculum of a number of subjects, including Business Studies, Math, Career Education, and some other high school courses."

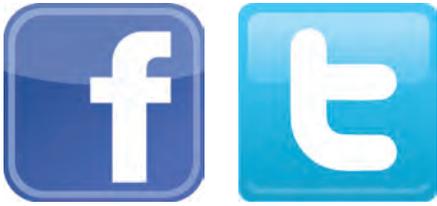
**There's so much for students to learn about regarding finance and money, where do schools start?**

"Younger students need to learn basics like defining their financial goals, and saving money. For example, kids in grade 4 should learn how to budget their allowance and any extra money they may get as gifts from birthdays. We find today that often parents will give their kids a debit card or a gift card to pay for something, but the kids don't always understand how much money they have and how to plan to save for things they want. So they don't really learn how to budget.

Students in later grades need to learn more complex financial literacy like how to effectively manage debt, managing budgets and expenses using mobile apps for Smart Phones, and Tablets, because that's how this generation are doing things. The new high school curriculum will also cover topics like how to manage a business, how credit cards work, financial planning and in some courses students will even do simulated on-line stock trading. So financial literacy is really being ramped up in Ontario's schools."

You can follow Dave Schurman on Twitter @Finance\_Friday.

Like us on Facebook, tweet with us on Twitter!



Whether you're interested in what is going on at FirstOntario or want to join in on the conversation, Facebook and Twitter are now the way to do it. Welcome to the world of social media.

Social media is the catch all name for media that allows everyone to participate in its creation and evolution. Unlike traditional media, where people have no input, social media is the opposite. Social media allows you to share your thoughts, ideas, photos, videos and more with the rest of the world and in turn find out what the world thinks of them. With social media you can find friends, colleagues, do some networking and become part of a community. Social media opens up a world of interaction in a way that has never been seen before.

At FirstOntario, we always say that as a Member, you have a voice in how FirstOntario is run. Soon you will have another way to share your voice with us - through social media. FirstOntario will shortly be joining the social media scene with the launch of our brand new Facebook page. This page is designed to keep everyone up to date on the latest FirstOntario activities and to invite conversation about FirstOntario. Soon we'll be embracing Twitter too. Chief Operating Officer, Dave Schurman has helped us learn and tested the waters by "tweeting" for the past year. With Dave's success we decided that FirstOntario should have its own Twitter account. So look for us in the near future on Twitter and join in on the conversation. In the meantime, you can find Dave Schurman on Twitter @Finance\_Friday.

### Linwell Branch Move

Branch Manager, Christine Thomson is very excited to announce that our existing branch at 486 Grantham Avenue in St. Catharines will be relocating this winter. This branch will be moving to 387 Scott Street, across the street from Grantham Plaza. Only steps away from local businesses and shopping facilities, this location will offer more convenience and extended operating hours to assist you with all your banking and financial services needs.

### King Street Branch Move

Later this fall, our branch located at 1005 King Street East will be making the move to our Centre on Barton Branch at 1299 Barton Street East in Hamilton. To accommodate this move, we will also be expanding our Centre on Barton branch. By moving our King Street branch over to our Centre on Barton location, you will benefit from greater accessibility, free parking and extended hours with PAT, our Personal Assisted Teller.

## Supporting our young Members

### 2012 Bursary Winners

This year FirstOntario gave away six \$1,500 bursaries to help some of our younger Members with their college and university expenses.

Year after year, we're inspired by our bursary applicants who devote their time and energy to volunteering and improving our communities, while still managing to achieve the grades they need for success.

Congratulations to our six bursary recipients for 2012;

- Nathan Buccella  
Stoney Creek Branch
- Zack Cefaratti  
Welland Branch
- Thomas Grcevic  
Niagara Falls Branch
- Jennifer Horner  
Simcoe Branch,
- Tyler Idzenga  
Niagara Street Branch
- Kristi Wismer  
Port Plaza Branch

All of us at FirstOntario wish you much success in your future careers.

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C R E D I T U N I O N

# Wealth Management

## Contact a Wealth Advisor today

**C. Janine Grice, CFP**  
Investment Advisor  
905-388-7296

**Philippe Hamon, CHS**  
Insurance and Mutual  
Fund Advisor  
905-574-5637

**Carolyn Humby, CFP, FMA**  
Investment Advisor  
905-988-3562

**David Smith, PFP**  
Investment Advisor  
905-538-5324

**Jim Trueland, CFA**  
Investment Advisor  
289-288-0038

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## Wealth Excellence

### Welcome David Smith

We would like to welcome the newest member of our Wealth team, David Smith, Investment Advisor in the Credential Securities Inc. office located at our South Hamilton Square branch. During his 13 years in the investment industry, Dave has worked with investment dealers at major chartered banks as well as mutual fund companies. He worked most recently as the Provincial Branch Manager for Ontario at Credential Securities. This experience has given him an excellent understanding of the credit union system.

A resident of Ancaster for the past nine years, Dave is a graduate of McMaster University and has completed the Professional Financial Planner (PFP) program. He has also completed several industry related courses including the Branch Managers' Course, the Technical Analysis course and the Derivatives Fundamentals & Options Licensing course. Dave lives with his wife and three daughters.

Dave looks forward to meeting with FirstOntario Members in the following branches:

- South Hamilton Square
- Rymal Road
- Ancaster
- Stoney Creek
- Centre on Barton

### A Century for Philippe Hamon

According to insurance industry standards, writing 100 life insurance policies in a year is considered an honour claimed by only the top performers. Our Credential Financial Strategies Insurance Advisor, Philippe Hamon, reached that milestone during our fiscal year that ended on August 31, 2012. Philippe helped over 110 FirstOntario Members to organize their estate plans and put proper life insurance protection in place to meet unforeseen circumstances.

Anyone who has met Philippe knows that he is extremely knowledgeable and very passionate about insurance. He doesn't just sell life insurance. He helps preserve a family's dignity in the event of a catastrophe and ensures that resources are available to continue to meet the goals, dreams and objectives that his clients have set for themselves and their families. When clients buy insurance from Philippe, there is no buyers' remorse. They make the decision to purchase based on total comprehension of their needs and financial capabilities to follow through.

Congratulations Philippe! Your contribution in safeguarding our Members' financial future is enormous.



C. Janine Grice  
Hamilton Region



Philippe Hamon  
All Regions



Carolyn Humby  
Niagara Region



David Smith  
Hamilton Region



Jim Trueland  
Halton Region