

Points of Interest

October 2016

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Wrap It Up Early With a Holiday Loan

Beat the last-minute holiday rush with Hawaii Federal Credit Union! Let us get you into the holiday spirit with our Holiday Loan! Borrow up to \$15,000 with rates starting at 4.99% APR* and terms up to 60* months.*

SATISFY EVERY WISH LIST! Get the funds you need to start shopping for pre-holiday specials! Whether you plan to shop 'til you drop at the malls or surf the web for hot deals, our Holiday Loan will give you enough cash for everyone on your shopping list. Remember, shopping early provides the best selection!

VISIT FAMILY ON THE NEIGHBOR ISLANDS! Enjoy a change of pace and take the family on a stay-cation funded by our Holiday Loan. Kick back with relatives and enjoy the sights, sounds and savory flavors of the other islands.

LET IT SNOW! Want a real winter experience? Our Holiday Loan can take you and the kids to a winter wonderland! Schedule a family ski lesson. Make a snowman. Go for a sleigh ride. Give the family a feel for what a real winter is like. Book your ticket and you're off!

No matter what your holiday plans may be, Hawaii FCU can make it merrier and brighter! But make sure you avoid the crunch of last-minute shoppers, and apply for your Holiday Loan early by applying online at www.hawaiifcu.org or by visiting us at the credit union.

From all of us at Hawaii FCU, our best to you and yours for a joyous and memorable holiday!

HOLIDAY SCHEDULE

COLUMBUS DAY
Monday, October 10, 2016

VETERANS' DAY
Friday, November 11, 2016

THANKSGIVING DAY
Thursday, November 24, 2016

CHRISTMAS DAY
Monday, December 26, 2016

NEW YEAR'S DAY
Monday, January 2, 2017



Enjoy the Hawaii FCU Difference!

Our island community creates a lot of competition for your business, especially among financial institutions. For this reason, Hawaii Federal Credit Union is both proud and privileged to have you select us as your credit union. We honor your loyalty by working hard every day to make a difference in your life. What is that difference?

WE ARE NOT A BANK AND "NOT-FOR-PROFIT"

As a "not-for-profit" financial cooperative chartered by the federal government, Hawaii FCU's primary goal is to serve our members—not to maximize corporate profits. Instead of worrying about returns to stockholders as a bank is obligated to do, we concentrate on our membership and providing you with better benefits.

In fact, over the 12 months ending June 2016*, Hawaii FCU provided \$1,429,094 in direct financial benefits to our 13,441 members. For example, financing a \$30,000 new car for 60 months at Hawaii FCU can save an average \$283 per year in interest compared to a bank loan. That's approximately \$1,415 in savings over five years!

We do preserve a narrow margin of Net Income to maintain operations, keep up with inflation, and help us develop new products and services. But our overriding priority is to offer you higher returns on savings, lower rates on loans and fewer fees.

Our June 2016 report* again shows that Hawaii FCU outpaced banks in total loan rate benefits by saving our members an additional \$712,263 on personal loans, \$212,066 on new car loans, \$79,417 on used car loans, and \$190,225 on credit cards.

We also provided our members with additional savings benefits totaling \$23,982 on certificate accounts, \$7,288 on savings accounts and more than \$5,000 in each category of checking accounts, money market accounts and IRAs.

WE ARE "PEOPLE HELPING PEOPLE"

The second big difference between Hawaii FCU and banks is in lending. While banks may rely on outside capital to fund loans, we are guided by the credit union philosophy of "People Helping People," pooling our members' savings deposits and shares to finance our loan portfolios.

This approach to lending enables our members to create opportunities within the membership to purchase family homes, educate children, fund a comfortable retirement, and much more. In this way, as members of Hawaii FCU, we help each other achieve life's biggest dreams.

WE ARE FOCUSED ON YOU

Hawaii FCU also prides itself on being more member-focused among our credit union competitors. "Where Members Come First" is not just an advertising tagline. Even during the uncertainty of the Great Recession, we stepped up for our members by putting more flexibility in our lending practices, allowing us to provide more families with much-needed funds.

We continue to be here for you. As other credit unions direct their attention to expanding operations, Hawaii FCU chooses to concentrate on our existing membership base. We welcome your family and friends to benefit from the cost-effective financial products and services we provide.

As "People Helping People," Hawaii FCU measures our success by the financial success of our members. Our warmest mahalo for allowing us to serve you!

*Based on a third party report by the Credit Union National Association. Financial data as of June 30, 2016.

President's Message

I would like to thank Tony Benevente for his 17 years of service with Hawaii FCU. I've had the pleasure to work with him for the past 15 years, at first as Credit Manager and later as our Vice President of Lending. We wish him the best as he enjoys his retirement!

As we say farewell to Tony we would like to welcome Jake McWhorter to our credit union 'Ohana. Jake is our new Vice President of Lending and you can read more about him on page 3 of our newsletter.

We also have to say a fond aloha and mahalo to Nancy Peterson. Nancy was our Accounting Supervisor before retiring and several years later decided to serve as a volunteer on our Supervisory Committee. Nancy and her husband Gordy moved to the Golden State.

If you have comments, questions, or concerns, please call me at 808-441-4201 or email me at cindy@hawaiiFCU.org.

Mahalo!

Cindy Geiling

CINDY GEILING
PRESIDENT & CEO



Instead of worrying about returns to stockholders as a bank is obligated to do, we concentrate on our membership and providing you with better benefits.



Time to Switch to Sprint?

Looking for a good reason to switch your wireless company? How about this—Hawaii Federal Credit Union members get exclusive savings with the Sprint Credit Union Member Discount:

- Get a **10% discount** on select regularly priced Sprint monthly data service
- Valid in conjunction with other credit union and Sprint National handset and other promotions

Current and new Sprint customers need to verify credit union membership to take advantage of these exclusive discounts. Visit www.Sprint.com/verify or download the Love My Credit Union Rewards app in the Apple App Store or Google Play to verify your membership. It's worth it to switch to Sprint. Visit LoveMyCreditUnion.org/Sprint to learn more and to start saving today with the Sprint Credit Union Member Discount. Mention Corporate ID: NACUC_ZZM.

Aloha, Tony! Welcome, Jake!

Hawaii Federal Credit Union bids a fond Aloha to Tony Benavente, our Vice President of Lending, who is retiring after 23 years in the credit union industry and 17 years serving Hawaii FCU and our members.

Tony joined Hawaii FCU as a Credit Officer in 1999 and was always committed to delivering the highest level of service to our members. In 2000 he was promoted to Credit Manager and was responsible for overseeing the credit union's delinquency and collection efforts. He was promoted to Vice President of Lending in January 2014.

Prior to joining Hawaii FCU, Tony held positions at the Los Angeles Police Federal Credit Union and the NavMar Federal Credit Union on Guam. A graduate of the Western CUNA Management School (WCMS), he was also active in the community, serving as a board member of the Friends of the Judiciary History Center and Vice President of the WCMS Hawaii Hui. On behalf of all of us at Hawaii FCU and the members, we send our best wishes to Tony for a long and happy retirement!



Hawaii FCU also welcomes Jake McWhorter to our credit union 'Ohana as our new Vice President of Lending. Jake has 11 years of experience in the financial services industry, serving as a Manager at Regions Bank in St. Louis, Missouri, where he focused on small business and consumer loans, and as a branch manager for Springleaf Financial Services, concentrating on consumer lending and collections.

Jake and his wife relocated to Hawaii in December 2015 when she transferred here for a job opportunity. He was Operations Supervisor at PenFed Credit Union's Honolulu Branch until joining Hawaii FCU in April.

A graduate of Blackburn College outside St. Louis, Jake holds bachelor's degrees in Business Management & Leadership and Accounting. As a student, he served as a department manager for Blackburn's Work Program and was its general manager in his final year. He also played four years of basketball for Blackburn. We're happy to have you on our team, Jake!



Official Nominations of Board Members by Petition

Do you want to become more involved with the creation of Credit Union Policy? Would you like to make a contribution to the future of your Credit Union?

If so, petition forms for the nominations for Hawaii Federal Credit Union Board of Directors vacancies are available at the Credit Union. Please return all petition

forms to the Credit Union office no later than December 15, 2016.

The Nominations Committee has nominated Michael Kenny and Cecilia Beckett, who are incumbents, for another three-year term.

Elections will not be conducted by ballot and there will be no nominations from the

floor when there is only one nominee for each position to be filled.

If you have any questions regarding the petition forms or the vacancies, please contact President and CEO Cindy Geiling at (808) 441-4201.

Location & Hours

MAIN OFFICE

1244 Kaumualii Street
Honolulu, HI 96817

WALK-UP WINDOW

Monday – Friday
7:30 am to 9:00 am

LOBBY HOURS

Monday – Thursday
9:00 am to 5:00 pm

FRIDAY

9:00 am to 5:30 pm

SATURDAY

9:00 am to 12:00 pm

How To Contact Us

MAILING ADDRESS

P.O. Box 30207
Honolulu, HI 96820

WEBSITE

www.hawaiiifcu.org

TELEPHONE

808-847-1371

TOLL-FREE

1-800-433-8698

FAX

808-842-1923

PERSONAL ACCESS LINE (PAL)

808-942-3707

PAL TOLL-FREE

1-888-630-8871

ROUTING & TRANSIT NUMBER

321379083

Rates & Products

SAVINGS PROGRAMS

Regular / IRA / Escrow / Christmas
(Paid Quarterly)

\$100.00 - \$499.99

.15% .15%

\$500.00 & Over

.15% .15%

Kid's Club
(Paid Quarterly)

\$5.00 & Over

.15% .15%

No Fee Checking

No minimum balance requirement,
no monthly fees, non-dividend earning.

HIGH YIELD CHECKING

Minimum - \$1,000.00
(Paid Monthly)

\$1,000.00 and Over

.15% .15%

PMA MONEY MARKET

Minimum - \$500.00
(Paid Monthly)

\$ 500.00 - \$9,999.99

0.15% 0.15%

\$10,000.00 - \$24,999.99

0.20% 0.20%

\$25,000.00 - \$49,999.99

0.25% 0.25%

\$50,000.00 - \$74,999.99

0.30% 0.30%

\$75,000.00 & Over

0.30% 0.30%

CERTIFICATES

Minimum Deposit \$1,000.00
(Paid Quarterly)

90 Days

0.25% 0.25%

6 Months

0.40% 0.40%

12 Months

0.50% 0.50%

18 Months

0.60% 0.60%

24 Months

0.75% 0.75%

IRA CERTIFICATES

Minimum Deposit \$500.00
(Paid Quarterly)

9 Months

0.50% 0.50%

12 Months

0.65% 0.65%

18 Months

0.75% 0.75%

30 Months

1.00% 1.00%

LOAN PROGRAMS

New Auto Loans
(terms up to 5 yrs.)

Starting at 1.99%

New Auto Loans
(terms up to 7 yrs.)

Starting at 2.99%

Used Auto Loans
(terms up to 6 yrs.)

Starting at 2.99%

Personal Loans

Starting at 4.99%

Personal Line of Credit

Starting at 10.00%

Share Secured

2.50%

Visa Platinum

9.00%

VISA Gold

10.50%

VISA Classic⁺

14.88%

**APR = Annual Percentage Rate. Rates subject to change without notice.

All loans subject to approval. Final rate based on credit score.

+ Visa Classic has an annual fee of \$15.00

HOME LOAN PROGRAMS

Call us at 847-1371, Option 4.

Home Equity Line of Credit (Owner Occupied Only)

Mortgage: 15 to 30 Year (Owner Occupied Only)

SAFE DEPOSIT BOXES

ANNUAL FEE

Small

\$20.00

Medium

\$40.00

Large

\$60.00

OTHER MEMBER SERVICES

ATM & Debit Cards

Direct Deposit

Discounted Auto and Homeowner's Insurance

Mobile Banking

Money Orders

Movie Tickets

Notary Public

Online Banking & Bill Payment

Safe Deposit Boxes

Savings Bond Services

Shared Branch Services

Signature Guarantee (by appointment)

Telephone Banking

Traveler's Checks

Wire Transfers

*APY = Annual Percentage Yield. Certificates:

Early withdrawal penalties apply. Fees could reduce earnings on the account. Please contact the credit union for current rates and fees. Savings rates are effective as of 9/13/16 (unless otherwise noted) and subject to change without notice.



Your savings federally insured to at least \$250,000 and backed by the full faith and credit of the United States Government National Credit Union Administration, a U.S. Government Agency