



Dollars & Sense

HMSA Employees' Federal Credit Union *E Mālama Makou 'ia 'Oe (We Care About You)*

January/February/March 2012

Hau'oli Makahiki Hou!



On behalf of your Board of Directors, I would like to once again express our aloha for your continued support of your HMSA Employees' Federal Credit Union.

As all of you know, 2011 proved to be yet another year of uncertainty. As in 2009 and 2010, as a member of the National Credit

Union Association, we were once again tapped in 2011 to contribute \$156,907.59 to the Corporate Credit Union Stabilization Fund. Although the experts say that we are in an economic recovery period, we have continued to see low interest rates and very low consumer confidence. Consumers are choosing to save rather than spend their money or take out loans.

The Board of Directors has had to make some tough decisions to decrease our dividends in 2011 while choosing the fiscally responsible route. Even in these tough economic times, we appear to be headed to yet another year operating in the black for 2011. It has not been easy, but we are managing to navigate through these turbulent waters and continue to be the strong, stable financial institution that you have come to trust.

Here are highlights of 2011:

- Our total assets topped \$70 million for the first time in our history.
- We maintained an average net worth ratio of 10 percent for the entire year.
- Our members now have the option of viewing e-statements online.
- We offered an average dividend rate of 1.5 percent on our regular share accounts for the entire year, the highest among our peers.
- We continued to offer very competitive interest rates on our home equity line of credit and automobile loans.
- We offered incentive referrals for new loans.
- We continued offering our new employees incentives to join the credit union.
- We scored well on financial audits.
- Checking account and debit card participants continue to grow.

Mahalo for your continued support. Best wishes to you and your `ohana in the new year! Mālama makou `ia `oe!

Aloha,

Christian Fern
President
HMSA Employees' Federal Credit Union

Have You Made Reservations Yet?

51st Credit Union Annual Dinner Meeting

Saturday, March 3, 2012

5:30 – 10:30 p.m.

Japanese Cultural Center – Manoa Grand Ballroom

There's still time! To make reservations, go to our Credit Union website at www.hmsaefcu.org and print out the reservation form. Fill it out and submit it to the Credit Union by Feb. 17, 2012.

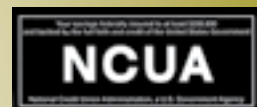


HMSA
Employees' Federal
CREDIT UNION



EQUAL HOUSING
LENDER

We Do Business in Accordance with the Federal Fair Housing
Law and the Equal Credit Opportunity Act



Federally insured by NCUA

Direct-Deposit Your Tax Refunds

Income-tax time will be here soon. If you're expecting a refund this year, you can get your federal and state tax refunds quickly and safely with direct deposit. No more waiting for the check in the mail!

In the "refund" sections of the federal 1040 form and state N-11 forms, fill in the following information:

- HMSA Employees' Federal Credit Union routing number 321379119.
- Your HMSA EFCU account number that will receive the refund.
- Indicate "checking" or "savings" account.



What's New With You?

To help the Credit Union provide you with the best service possible, we need to know if anything's new with you, such as:

- ✓ A new address and home telephone number.
- ✓ A new job and work telephone number.
- ✓ A new cell phone number.
- ✓ If you've changed your name.*



To notify us, fax a signed note to 948-6598 or mail it to HMSA Employees' Federal Credit Union, P.O. Box 860, Honolulu, HI 96808.

Also, make sure you have named a Payable-Up-On-Death beneficiary for your individual account at the Credit Union. This will prevent your account from going into probate if you should pass away.

*We'll need additional documents from you. Please call us at 948-5154.

LOAN RATES EFFECTIVE JAN. 1 TO MARCH 31, 2012

LOAN DESCRIPTION	REPAYMENT PERIOD	RATE
100% SHARE SECURED	1-5 years	2.90% APR*†
	6-7 years	4.50% APR*
50% SHARE SECURED	1-5 years	3.90% APR*†
	6-7 years	5.75% APR*
PERSONAL LOAN <small>Maximum \$20,000 per member/co-signer</small>	1-2 years	4.25% APR*†
	3 years	5.50% APR*†
	4-5 years	7.50% APR*†
	6 years	8.50% APR*†
EDUCATION LOAN	18 months	5.00% APR*
NEW AUTO LOAN <small>Maximum \$50,000</small>	1-5 years	2.90% APR*†
	6 years	5.10% APR*
	7 years	5.60% APR*
USED AUTO LOAN <small>Maximum \$30,000 (year 2006 - 2012)</small>	1-5 years	2.90% APR*†
	6 years	5.90% APR*
MOTORCYCLE <small>(year 2006 - 2012)</small>	1-4 years	5.00% APR*
	5 years	5.50% APR*
LINE OF CREDIT <small>Up to \$5,000 with approval</small>		10.00% APR*
COVER CHECK LINE OF CREDIT <small>Up to \$500 with approval</small>		10.00% APR*
HOME EQUITY LINE OF CREDIT <small>Effective 6/1/11 - 5/31/12</small>		4.00% APR*

*Annual percentage rate. All rates subject to change without notice.

†Special loan rates for Jan. 1 to March 31, 2012.

Don't Hesitate...Consolidate!

Does it seem like bills are taking over your life? Take the following quiz.

	Yes	No
Are you tired of trying to pay off your high interest credit cards?	<input type="checkbox"/>	<input type="checkbox"/>
Is your kid's school tuition due?	<input type="checkbox"/>	<input type="checkbox"/>
Do wonderful memories of your vacation evaporate when the credit card bills arrive?	<input type="checkbox"/>	<input type="checkbox"/>
Did that refrigerator you got for "no interest, no payment until fall 2011" turn out to be a bad deal?	<input type="checkbox"/>	<input type="checkbox"/>
Are you having trouble keeping track of all your bills?	<input type="checkbox"/>	<input type="checkbox"/>

If you answered "yes" to one or more questions, you could simplify your financial life with a consolidation loan from the HMSA EFCU. A consolidation loan up to \$20,000 (or \$40,000 with co-signer) could pay off all your creditors and save you money with a lower interest rate. You'll have a lower monthly payment, and just one bill to pay!

Start managing your debt today! Visit the Credit Union or call 948-5154 for more information.

Visit us on the Web at www.hmsaefcu.org for current dividend rates and more!

HMSA EFCU Hours of Operation

HMSA Center, Room 500

Monday - Friday, 7:30 a.m. - 3 p.m.

Phone: 948-5154 or 948-5153

Fax: 948-6598

SPECIAL HOURS

Closed all day on:

Martin Luther King Jr. Day
Monday, Jan. 16, 2012

Presidents' Day
Monday, Feb. 20, 2012

Closed at 11 a.m. on
Thursday, March 8, 2012

Kapolei Branch
Hale O Kapolei, Room 285

Open Tuesdays and Fridays
7:30 - 10 a.m., 11:15 a.m. - 1:30 p.m.

Phone: 948-5868