



MAUI COUNTY
FEDERAL CREDIT UNION

THE BEACON

Maui County Federal Credit Union

MĀLAMA KĀKOU · WE CARE January 2012

JOIN US
MARCH 3

Mark Your
Calendars For Our

75th Annual Meeting!

In celebration of our 75th anniversary, the 2012 Maui County FCU Annual Meeting will be a luau! We hope you will make plans to join us for food, music and door prizes as we review our 2011 successes, share our plans for the future, and celebrate 75 years of dedicated service to our community.

DATE: March 3, 2012

TIME: 6:00 p.m.

PLACE: Wailuku Community Center

COST: \$7.50 per person

Seating is limited, so don't delay! Tickets will go on sale January 2, 2012, for members only and are given out on a first come, first served basis. The deadline for ticket purchases is February 18, 2012. For each ticket sold, \$1.00 will be donated to the Political Action Committee (PAC) that lobbies on behalf of the Credit Union movement. We hope to see you there!

Your Accounts Are In The Palm Of Your Hand

How would you like to manage your Maui County FCU accounts from the convenience of your mobile phone? With Mobile Money you can! Mobile Money offers many of the conveniences you already enjoy with Home Banking, and it's just as safe—using industry-leading encryption to keep all your account information secure.

WITH MOBILE MONEY, YOU CAN:

Check account balance | View account history
Setup and receive account alerts | Access MCFCU Home Banking

Ready to get started? Simply log in to Home Banking, click on the "Self Service" tab and follow the "Mobile Money" link.



THE CREDIT UNION AUTO BUYING RESOURCE.

GET THE BEST DEAL
For Your
New Wheels

Rates as low as
3.00% APR*

Competitive interest rates, flexible terms, low monthly payments, and friendly, personal service — that's what you get when you turn to Maui County Federal Credit Union for an auto loan. As your not-for-profit financial partner, we're here to save you money, so when it comes to financing your next vehicle, be sure to stop by or give us a call before you head out to the local dealership. We can pre-approve you for a low-rate auto loan, so you can shop prepared and confident.

*Annual Percentage Rate. Offer valid on all applications received beginning 01.01.12. Rates offered can be cancelled or changed at any time. Rate applies to maximum 60-month auto loan term. Offer based on credit worthiness of the applicant. Payment example: Loan amount of \$20,000 at 3.00% for 60 months would have a monthly principal and interest payment of \$360.00. Refinancing of existing Maui County FCU auto loans does not qualify for this new rate. Membership guidelines apply.



StaffNews

2011 COMMUNITY SERVICE PROJECT

On October 15, 2011, Maui County FCU staff and volunteers woke up early and helped clean our Kahului Harbor's roadside.



HAVE A RICE DAY!

We would like to thank everyone who participated in Have a Rice Day by making a rice or cash donation. Together, we reached our two-ton goal and were able to help Maui Food Bank feed the hungry. Just look at what we were able to donate by working together:

Wailuku Branch:

62 bags of rice

Maui Market Place Branch:

14 bags of rice

Total cash donations:

\$1,630.21

= 135.85 bags of rice

Total bags of rice donated:

209.85 (x 20 lbs.)

= 4,197 lbs.



Message from the CEO

Saying goodbye to 2011 and hello 2012! Every New Year brings new optimism and resolutions.

Whether it's to lose weight, budget better or whatever it is, starting out the New Year on a positive note gives everyone a fresh start.

We at MCFCU also hope for a fresh start, and we look forward to a successful year. In 2011, your Credit Union experienced high loan losses as a result of many real estate loans becoming delinquent. The economic situation on Maui, from cuts in pay, furloughs, reduction in hours, etc. all contributed to the high delinquency in loans.

Over that period of time, we have been able to help many of our members through their financial difficulties with loan modifications, refinancing and other means. Still, delinquencies remained high at MCFCU.

We've been working diligently to continue to work with our members in their time of need and also in our collection efforts and improved underwriting of loans, which brings optimism for 2012. We are confident that through all of our efforts, delinquencies will decline and we will continue to service our members and be able to restore our capital position.

Caring for Our Members' Needs is the MCFCU mission statement, and we carry that mission every day. We do care about your needs, and we strive to meet those needs as best we can. We realize that at times, we may not satisfy 100% of our members, but we need to balance service with regulatory compliance and business sense.

We hope you will continue to have confidence in MCFCU and do know that we truly do appreciate your membership. If you have any immediate family members or co-workers who are not members, please encourage them to join!

Happy New Year from your MCFCU Ohana!

Gary Fukuroku, *President/CEO*

Keiki Corner

JANUARY - Open a new Hoku Iki Share Account in the month of January and receive a free passbook and a free credit union t-shirt! In addition, stop by the Credit Union on your child's birthday (*child must be present*) and receive a free gift! This club is open to all members, ages 12 and under. Existing members will be allowed to convert their existing share account to the new Hoku Iki Account. Some restrictions apply. For more information, stop by the Credit Union or give us a call.

On Saturday, January 14 stop by the Credit Union and get a tour of the Credit Union along with some free refreshments.

FEBRUARY - On Saturday, February 11, stop by the Credit Union between



9:00 a.m. and 12:00 p.m. to create your Heart Card, telling us why you love your credit union, and receive your Heart Goodie Bag!

MARCH - Hoku Iki members and new members, stop by on Saturday, March 10 to make a deposit or open a new account and learn about our new online product, "Money Mix!"



Automate Your Financial Life

It doesn't matter where you are, whether you're at home, at work or on vacation, keeping current with your credit union accounts is always easy and convenient with the free online services available here at Maui County Federal Credit Union.

Online banking

- Check your account balance
- Transfer money between MCFCU accounts
- View past transactions
- Make payments
- And more!

Online bill pay

- Add, edit and delete vendors
- Scheduling one-time or recurring payments
- Review payment history
- Cost is \$5 per month
- And more!



Best of all, these services are available online 24/7, so you can access and manage your finances anytime, day or night. Visit www.mauicountyfcu.org to get started today.

Start Your New Year With Some **Cash** New Year Loan Special

Rates as low as 5.00% APR* | 12-month term | Up to \$2000

Contact a member service representative for details.

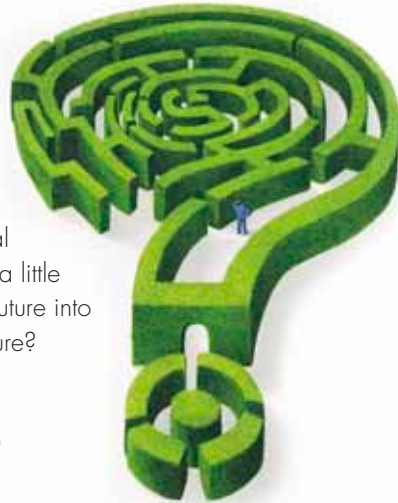
*Annual Percentage Rate. This is a limited time offer and can be cancelled or changed at any time. Special rate promotion applies to a maximum 12 month personal loan term. Offer based on creditworthiness of the applicant. (Payment example: Loan amount of \$2,000.00 at 5.00% for 12 months would have a monthly principal and interest payment of \$171.22). Limit one special rate loan per member. Refinancing of existing Maui County Federal CU Visa or loans does not qualify for this special rate promotion. Loan amount must meet a \$500 minimum and a \$2,000.00 maximum requirement. This offer cannot be combined with any other offers. Membership guidelines apply.

Your Future: Why Save For It?

If you've ever thought about what you would like your future to look like, you've probably realized it is going to take some financial planning to get there. The good news? With a little planning, you can turn your dreams for your future into a reality. So, what do you dream for your future?

- Owning a new home**
- Putting your kids through college**
- Travel during retirement**
- Affording unexpected expenses**

The best time to start saving for your future is now. Stop by Maui County Federal Credit Union and speak to a member service representative about the helpful saving tools available at your credit union.



Important IRA Information

ACTION REQUESTED TO AVOID POSSIBLE IRS PENALTIES

Traditional IRA owners have Required Minimum Distributions (RMD). If you have not already setup your RMD payment plan, or if you would like to make changes to your distribution, please contact the Credit Union at 808.244.7968.

WITHHOLDING NOTICE

Payments from your IRA are subject to federal income tax withholding, unless you elect no withholding. You may change your withholding election at any time prior to your receipt of a payment. To change your withholding election, complete the appropriate form provided by Maui County Federal Credit Union.

Withholding from IRA payments, when combined with other withholding, MAY relieve you from payment of estimated income taxes. However, your withholding election does not affect the amount of income tax you pay. You may incur penalties under the estimated tax rules if your withholding and estimated tax payments are insufficient.

GO GREEN GO SOLAR

If you're looking to make your home a "greener" home, turn to Maui County Federal Credit Union for affordable financing on your next solar project. From photovoltaic systems to solar water heaters, the Solar Loan Special from MCFCU can help you save money while you help save the environment.

Photovoltaic System Loan

as low as **4.50% APR***

Solar Water Heater Loan

0% APR

Hurry, our Solar Loan Special won't last forever. Contact the Credit Union for more information or to apply today.

Annual Percentage Rate. Offer valid on all applications received beginning 01/01/12 thru 03/31/12. This is a limited time offer and can be cancelled or changed at any time. Special rate promotion applies to 60 month term, starting as low as 4.50% APR. Offer based on creditworthiness of the applicants. (Payment example: Loan amount of \$10,000 at 4.50% for 60 months would have a monthly principal and interest payment of \$186.45). Limit one special rate loan per member. Loan amount not to exceed a \$30,000 maximum requirement. This offer cannot be combined with any other offers. Membership guidelines apply.



MAUI COUNTY FEDERAL CREDIT UNION

MAIN OFFICE

1888 Wili Pa Loop
Wailuku, HI 96793-1272
(808) 244-7968 • Fax (808) 242-1690
Monday - Friday 8:30 a.m. - 4:30 p.m.

KAHULUI BRANCH (MAUI MARKETPLACE)

270 Dairy Road, Suite 146
Kahului, HI 96732
(808) 446-8698

Monday - Friday 9:00 a.m. - 5:00 p.m.
Saturday 8:30 a.m. - 12:30 p.m.

Neighbor Islands (800) 783-6597
Teller Tone Service (800) 285-2932
www.mauicountyfcu.org

BOARD OF DIRECTORS

Donald Terada, Chairman
Edwin Okubo, Vice Chairman
Wesley Wong Jr., Secretary/Treasurer
Frederico Asuncion, Director
Ty Yoshimi, Director
Karen T. Oura, Director
Clifford Zane, Director

SUPERVISORY COMMITTEE

Garrett K.K. Goo • Lyle S. Kobashigawa
Robert S. Kawahara • Robin Tanaka

MANAGEMENT

Gary Fukuroku, President/CEO
Wes Higuchi, Chief Lending Officer
Regan Ohira, Loan Manager
Lisa Keene, Consumer Loan Manager
Myron Sakamoto, Chief Operations Officer
Robyn Yamashita, Director of Branch Operations
Desiree Toda, Operations Manager
Jersom Buenafe, Operations Manager Kahului Branch
Myra Sakai, Branch Manager Kahului Branch
Cathy Nakamura, Chief Financial Officer
Barbara Pagay, Marketing Specialist



Federally Insured by NCUA

Give Your Mailbox The Day Off With e-STATEMENTS

There's always a risk that comes with receiving your monthly statements by mail, so why not eliminate that risk of mail fraud and identity theft by switching to e-Statements? With e-Statements, you can view, print and download your statements online, anytime. e-Statements are convenient, secure, and best of all FREE!



Give us a call or visit
www.mauicountyfcu.org

to switch to
e-Statements today.
Also available
e-Notices.

Dividend Yields

APY = Annual Percentage Yield

Regular Share
Account 0.50% APY
Christmas Club
Account* 0.50% APY
IRA Share Account
Traditional, ROTH, & Coverdell ESA
Call for current rates
Share Draft Account 0.15% APY
Share Certificates
6-, 12-, 24- and 36-Month terms
Call for current rates

All yields are as of 12/1/11, are expressed as Annual Percentage Yields (APY) and are subject to change without notice. The APY is calculated based on a \$2,500 balance. Dividends are accrued monthly and credited to your account on the last day of each month.

*Dividends for Christmas Club Accounts are credited to your account annually on 1/31.

Holiday Closings

**MARTIN LUTHER
KING JR. DAY**
Monday, January 16
PRESIDENT'S DAY
Monday, February 20

Loan Rates

Effective December 1, 2011
*APR = Annual Percentage Rate

AUTO LOANS

New Autos as low as 3.50% APR*
Used Autos as low as 4.50% APR*

*The rate stated is based on an evaluation of applicant credit, auto payment and loan & collateral protection.

PERSONAL LOANS

As low as 7.00% APR*

*The rate stated is based on an evaluation of applicant credit and auto payment.

REAL ESTATE LOANS

Home Equity Line-of-Credit
A wide variety of 1st & 2nd Mortgages
Call for current rates.

SHARE SECURED LOANS

As low as 2.50% APR*

CONSOLIDATION LOANS

As low as 8.50% APR*

*The rate stated is based on an evaluation of applicant credit and auto payment.

All rates are as of 12/1/11, and are expressed as Annual Percentage Rates (APR) and are subject to change without notice.

**PLEASE CALL THE CREDIT
UNION AT 244-7968 OR
(800) 783-6597 FOR CURRENT
RATE INFORMATION OR IF
YOU HAVE QUESTIONS**

MCFCU CHECK-UP

	November '11	November '10	Difference	% Change
Members	14,149	14,136	13	0.09%
Total Shares	\$208,318,769	\$216,517,586	-\$8,198,817	-3.79%
Total Loans	\$169,294,121	\$183,636,607	-\$14,342,486	-7.81%
Total Assets	\$233,529,128	\$245,293,184	-\$11,664,056	-4.76%