



PEARL

A PUBLICATION BY PLAINFIELD HAWAIIAN FEDERATION CREDIT UNION

ISSUE 12

4TH Quarter 2018

82nd ANNUAL BANQUET • MARCH 23, 2019



Featuring...

Touch of Gold



and emcee...
Augie T

SAVINGS RA

Financial
offer
become
financial
version of you.
go above and beyond
members. I would extend
Committee for their

**DETAILS
INSIDE**

pearlhawaii.com

EMAIL | MyFamily@phfcu.com

PHONE | 73.PHFCU (808.737.4328)

TOLL FREE | 1.800.987.5583

WAIPIO

94-449 Ukee Street
Waipahu, HI 96797
MON - FRI | 10 am to 6 pm
SAT | 8 am to 3 pm

**PEARL HARBOR
NAVAL SHIPYARD**

585 Port Royal Street
Honolulu, HI 96818
MON - FRI | 8:00 am to 4:15 pm

**AIRPORT
TRADE CENTER**

550 Paiea Street, Suite #128
Honolulu, HI 96819
MON - FRI | 8:00 am - 4:00 pm
SAT | 8:00 am - 3:00 pm

**KAPIOLANI
BUSINESS PLAZA**

1580 Makaloa Street
Honolulu, HI 96814
MON - FRI | 8:00 am - 4:00 pm
SAT | 8:00 am - 3:00 pm

WAIANAЕ

85-866 Farrington Hwy
Waianae, HI 96792
MON - FRI | 9 am - 5 pm
SAT | 8 am - 3 pm

EWA TOWN CENTER

91-1401 Fort Weaver Road #A102
Ewa Beach, Hawaii 96706
MON - FRI: 10 a.m. to 6 p.m.
SAT: 8 a.m. to 3 p.m.

BOARD OF DIRECTORS

Chairman: Gordon Sam
Vice-Chairman: Gary Mook
Treasurer: Clifford Chang
Secretary: Glenn Dang
Directors: Roy Seu, Ryan Tsuji, Jonathan Lee



EXECUTIVE STAFF

Neal S. Takase, President/CEO
Dan Terada, Executive Vice President
Licie Uchino, Vice President of Branch Operations
Tony Mau, Vice President of Loans
John Furtado, Vice President of Electronic Services



The information is as current as possible. Pearl Hawaii Federal Credit Union reserves the right to add, change or delete services. All rates and terms are subject to change without notice. Questions or comments should be directed to: Wendy Bond, Marketing Director: marketing@phfcu.com. ©2018 Pearl Hawaii Federal Credit Union.

LOAN RATES

APR*
As Low
As

TERM

PAYMENT ESTIMATES (monthly)
For other terms and rates,
visit pearlhawaii.com

New + Used Auto**	2.19%	3 Year	\$1000- 35 payments of \$28.73 + 1 of \$28.53
Older Model Auto	2.69%	3 Year	\$1000- 35 payments of 28.95 + 1 of \$28.77
Personal Loans***	2.70%	1 Year	\$1000- 11 payments of \$84.56 + 1 of \$84.55
	4.50%	2 Year	\$1000- 23 payments of \$43.42 + 1 of \$43.34
	5.50%	3 Year	\$1000- 35 payments of \$30.20 + 1 of \$30.02
	5.50%	4 Year	\$1000- 47 payments of \$23.26 + 1 of \$23.05
	7.50%	5 Year	\$1000- 59 payments of \$20.04 + 1 of \$19.82
	9.00%	6 Year	\$1000- 71 payments of \$18.03 + 1 of \$17.51
	10.00%	7 Year	\$1000- 83 payments of \$16.61 + 1 of \$15.45
Motorcycle-New****	4.25%	2 Year	\$1000- 23 payments of \$43.54, 1 of \$43.37
Motorcycle-Used****	4.75%	2 Year	\$1000- 23 payments of \$43.76, 1 of \$43.67
Mortgages: Conventional, Investment, First Time Homebuyer (Fixed rates and 0 to up to 3 points available)*****	Please call	30 Year	Call 808-73-PHFCU (737-4328) to learn current rate
Home Equity Line of Credit (HELOC)***** Annual Adjustable 80% Loan-To-Value	4.75%	----	Annual Adjustable Rate applicable 4/1/2018 through 3/31/2019. Thereafter, the interest rate will adjust in accordance with the terms of the Credit Agreement. Max Loan-to-value \$300,000. 127 payments of \$100.00 and 1 estimated final payment of \$55.14.
Home Equity Line of Credit (HELOC)***** Annual Adjustable 90% Loan-To-Value	5.50%	----	Annual Adjustable Rate applicable 4/1/2018 through 3/31/2019. Thereafter, the interest rate will adjust in accordance with the terms of the Credit Agreement. Max Loan-to-value \$150,000. 134 payments of \$100.00 and 1 estimated final payment of \$7.22.
HELOC Fixed Advance ***** Owner Occupied	Please call	1 Year	Call 808-73-PHFCU (737-4328) to learn current rate
Closed End Fixed***** Owner Occupied & Investment	3.00%	7 Year	\$10,000- 83 payments of \$132.13, 1 of \$131.69
Closed End Fixed***** Investment	4.50%	12 Year	\$10,000- 143 payments of \$90.00, 1 of \$89.81
Closed End Fixed Rate ***** Owner Occupied	Please call	15 Year	Call 808-73-PHFCU (737-4328) to learn current rate
Visa Classic	13.90% Fixed	----	See Visa Credit Card Disclosure at pearlhawaii.com
Platinum Rewards	6.99% + Prime	----	See Visa Credit Card Disclosure at pearlhawaii.com

*Annual Percentage Rate (APR). The loan rates advertised are "A" Tier loan rates in our Multi-Tiered Loan Rate Program. Other rates and terms are available. Other terms, conditions, and restrictions may apply. Visit any of our branches for more information. May not be used for a business loan. Borrower must be 18 years of age or older. Promotion is subject to change or cancellation without prior notice. **Financed amounts up to 120% of MSRP (new) or Kelley Blue Book Karpower Retail Value +/- value of mileage (used). Auto loans require a full coverage insurance policy, listing Pearl Hawaii FCU as the loss payee, with a maximum deductible of \$500 for both comprehensive and collision. For used vehicles: Hawaii registered vehicles only. Vehicles may not be older than 6 model years old. *** Other terms and rates available. Up to 7 year terms are available. Maximum amount borrowed: \$30,000. For Personal Loan Special. Promotion is available for new loans only; refinancing of an existing Pearl Hawaii FCU loan is not eligible for this offer. **** Up to 100% financing available for up to five (5) years, not to exceed \$25,000.00 of most recent Kelley Bluebook Retail Value (Used) and MSRP (new). Motorcycle loans require a full coverage insurance policy, listing Pearl Hawaii FCU as the loss payee, with a maximum deductible of \$500 for both comprehensive and collision. The primary borrower must be licensed with a valid class 2 operator's license. Unacceptable security: Mopeds, mopeds, and motor scooters, as well as all off-road vehicles, including but not limited to all-terrain vehicles and dirt bikes. Motorcycles must be registered and licensed in the state of Hawaii. ***** NMLS# 472169. The Annual Adjustable Rate will adjust in accordance with the terms of your Credit Agreement and in no event shall the APR be less than 4.00% or greater than 18.00%. The initial advance must be \$1,000 or more. Other conditions and restrictions may apply. Any existing junior liens from financial institutions other than PHFCU must be paid off and may be paid by an initial draw from the new Home Equity Line of Credit account. Visit any of our branches for more information. May not be used for a business loan. Borrower must be 18 years of age or older. Promotion is subject to change or cancellation without prior notice. Only improved owner-occupied properties on Oahu accepted as collateral. You must maintain fire, hurricane, and flood (if in flood hazard zone) insurance on the property which secures your Home Equity Line of Credit Agreement. PHFCU must be listed as a loss payee on the Home Insurance policies. There are no points, pre-payment penalties, or annual fees. Closing Cost Fees that may be incurred: title insurance fees, document preparation fee, SRA appraisal fee, principal review fee, trust review fee, recording fees, application fee, or flood verification fee. Closing cost fees incurred will be dependent on amount borrowed and will vary based on member's situation. Total HELOC loan amount received, rate, and terms are subject to credit approval. For HELOC Fixed Rate Advances: Initial advance must be at least \$1,000.00, subsequent advances must be at least \$250.00. Up to 4 separate loans (1 adjustable rate line-of-credit and up to 3 fully amortized fixed rate advances) can be active at a time for up to a 15-year term. Rate includes United States Treasury Security (USTS) plus a margin. USTS changes daily and is disclosed on USTS' website. Rates may change at any time. Contact us for more information. Total outstanding balance cannot exceed total approved available credit amount. Total HELOC loan amount received, rate, and terms are subject to credit approval. Maximum loan amount for 7 year, 12 year investment, and 15 year owner occupied aggregate loan amount is \$625,500.

SAVINGS RATES

SAVINGS RATES	
Jumbo Savings	0.20% APY*
Savings (Traditional, Children's, and Christmas)	0.10% APY*
SAVINGS CERTIFICATES**	
3 year	2.00% APY* SPECIAL
2 year	2.00% APY* SPECIAL
1 year	1.00% APY*
6 months	0.75% APY*
30 to 179 days	0.30% APY*
**Minimum deposit of \$1000.	
INDIVIDUAL RETIREMENT ACCOUNTS (IRA)	
3 Year-IRA Savings Certificate** (Traditional)	2.00% APY* SPECIAL
2 Year-IRA Savings Certificate** (Traditional)	2.00% APY* SPECIAL
1 Year-IRA Savings Certificate** (Traditional, Roth, Coverdell)	1.00% APY*
IRA Savings Account (Traditional, Roth, Coverdell)	0.20% APY*
**Minimum deposit of \$1000.	
*APY- Annual Percentage Yield. Rates effective 12/3/18. Rates, terms, and offer are subject to change without prior notice. Penalties may apply for early withdrawal. Speak to any staff member for details.	



A message from our
President/CEO

Neal S. Takase
President/CEO

Thank you for choosing to be part of our Pearl Hawaii Federal Credit Union *ohana*. We value your continued relationship with us.

We are committed to providing you with innovative financial products that improve your lives. Since we have changed our name and reinvented ourselves, we have launched 30 year mortgages, developed Pearl Hawaii Wealth Advisors, Mom's Money, and Teen Debit Checking. We added Instant Issue Debit Cards at our Waipio, Waianae, and Airport locations. Additionally, we launched several innovative products, which included PopMoney, CardValet, and SnapDeposit.

In 2018, we welcomed West Oahu Community Federal Credit Union into our family. This merger added almost 5,000 new members and a branch in Waianae to serve all of our members who live on the West side of Oahu. Furthermore, we expanded the types of loans we offer to include Credit Create, which is a loan program that helps members grow their credit. We also introduced Online Account Opening.

In 2019, we plan to offer a new debit card product, improved HELOC programs, and additional loan promotions. In terms of innovation, we have several exciting projects we are working on, which include tokenization (Google Pay, Samsung Pay, iPay), a new website with updated bill payment and online banking services, a new app with smarter integration with all of your devices and added features, and updated marketing solutions. We also have several additional innovative products in the works. Be prepared to be wowed in 2019... We are very excited and we hope you will be just as excited as we are!

Please invite your friends, family, and associates to also become members. It is because of you, our members, that make our financial institution one of the finest in Hawaii.

May God bless you with a Wonderful Holiday Season and a Happy, Healthy and Prosperous 2019.

HOME EQUITY LINE OF CREDIT SPECIAL



**2 YEAR
FIXED RATE**
**2.00%
APR***

THEREAFTER
80% LOAN TO VALUE | 4.75% APR*

90% LOAN TO VALUE | 5.50% APR*
ANNUAL ADJUSTABLE

The Introductory Annual Percentage Rate (APR) of 2.00% will be effective for the first 24 months from the date your new Home Equity Line of Credit (HELOC) account is opened. The Introductory Rate (IAR) is valid for qualifying applications to new Home Equity Lines of Credit. Payment example based on \$10,000: 2.00% Introductory Rate is 24 payments of \$100.00. After the Introductory Rate, the rate will adjust to the current annual adjustable market rate in accordance with your Home Equity Credit Agreement. The current non-introductory fully indexed variable APR is 3.50% for 90% loan-to-value and 2.75% for 80% loan-to-value (rate applicable 12/28/18 through 3/31/2019). Thereafter, the Annual Adj. Stable Rate will adjust in accordance with the terms of your Credit Agreement and the event that the APR becomes 4.00% or greater than 18.00%. Payment example based on \$10,000: Ann. of Adjustable at 5.50% is 134 payments of \$100.00 and 1 estimated final payment of \$7.22; 4.75% is 127 payments of \$100.00 and 1 estimated final payment of \$55.14. The initial advance must be \$1,000 or more. Other conditions and restrictions may apply. Any existing junior liens on the credit property must be paid off and may be paid by an initial draw from the new Home Equity Line of Credit account. Visit any of our branches for more information. May not be used for a business loan. Borrower must be 18 years of age or older. Borrower is subject to change or cancellation without prior notice. Only Improved owner-occupied properties on Oahu, accepted as collateral. You must maintain fire, burglary, and theft (all load bearing items) insurance on the property which secures your Home Equity Line of Credit Agreement. FICO must be 620 or a loss payee on the Home Insurance policy. There are no points, pre-payment penalties, or annual fees. Closing Cost Fees that may be incurred: title insurance fee, document preparation fee, \$50 copy/print fee, and miscellaneous fee. Initial review fee, recording fees, application fee, and verification fee. Closing cost fees incurred will be dependent on amount borrowed and will vary based on member's situation. Total HELOC loan amount, interest rate, and terms are subject to credit approval. N.Y. 54-4721e9

SAVINGS CERTIFICATE SPECIAL!

2.00% APY*
TWO & THREE YEAR TERMS

*APY- Annual Percentage Yield. Rates effective 12/3/18. Rates, terms, and offer are subject to change without prior notice. Penalties may apply for early withdrawal. Speak to any staff member for details.

Getting Your Personal Finances in Shape for 2019

CHRIS KAMINAKA

PHONE (808) 218.6268

EMAIL chris.kaminaka@cunamutual.com

WEB phfcu.com/youradvisor



IN LOVING MEMORY OF...

EUGENE Y. T. CHANG

1935 - 2018

PRESIDENT/CEO

1980 - 2013

You need not wait for 2019 to plan improvements to your finances. You can begin now. The last few months of 2018 give you a prime time to examine critical areas of your budget, your credit, and your investments.

You could work on your emergency fund (or your rainy day fund). To clarify, an emergency fund is the money you store in reserve for unforeseen financial disruptions; a rainy day fund is money saved for costs you anticipate will occur. A strong emergency fund contains the equivalent of a few months of salary, maybe even more; a rainy day fund could contain as little as a few hundred dollars.

Optionally, you could hold this money in a high-yield savings account. A little searching may lead to a variety of choices; here in September, it is not hard to find accounts offering 1.5% or more annual interest, as opposed to the common 0.1% or less. Remember that a high-yield savings account is intended as a place to park money; if you make regular deposits and withdrawals to and from it and treat it like a checking account, you may incur fees that diminish the savings progress you make.1

Review your credit score. Federal law entitles you to a free copy of your credit report at each of the three nationwide credit reporting firms (Equifax, TransUnion, and Experian) every 12 months. Now is as good a time as any to request these reports; visit annualcreditreport.com or call 1-877-322-8228 to order them. At the very least, you will learn your credit score. You may also detect errors and mistakes that might be harming your credit rating.2

Think about the way you are saving for major financial goals. Has your financial situation improved in 2018, to the extent that you could contribute a little more money to an IRA or a workplace retirement plan now or next year? If you are not contributing enough at work to receive a matching contribution from your employer, maybe now you can.

Also, consider the way your invested assets are held. What are your current and future allocations? Some people have heavy concentrations of equities in their workplace retirement plan, IRA, or brokerage account due to Wall Street's long bull market. If this is true for you, there may be some pain when the next bear market begins. Check in on your portfolio while things are still bullish.

Can you spend less in 2019? That might be a key to saving more and putting more money into your rainy day or emergency funds. If your pay has increased, your discretionary spending does not necessarily have to increase with it. See if you can find room in your budget to possibly cut an expense and redirect the money into savings or investments.

You may also want to set some near-term financial goals for yourself. Whether you want to accomplish in 2019 what you did not quite do in 2018, or further the positive financial trends underway in your life, now is the time to look forward and plan. Chris Kaminaka may be reached at 808.218.6268 or chris.kaminaka@cunamutual.com.

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Eugene Y.T. Chang passed away at Straub Hospital on October 23, 2018. He was a graduate of St. Louis High School and the University of Hawai'i at Manoa. After serving the company for 33 year, he retired August 21, 2013 from his position as President/CEO of Pearl Hawaii Federal Credit Union (previously Pearl Harbor FCU).

Under Chang's leadership, PHFCU grew and flourished and became one of the leading financial institutions on O'ahu. Chang started as a general manager. At the time, the Credit Union had 35 staff members, two locations on Pearl Harbor, \$36 million in assets, \$23 million in loans, and provided services to Pearl Harbor Naval Base. Today, PHFCU has over 80 staff members, six locations, \$371 million in assets, \$150 million in loans, and provides services to the island of O'ahu.

Chang was passionate about growing Pearl Hawaii Federal Credit Union and making it a better place for our staff and members. He was a transformational leader who had great dreams of growing the credit union away from Pearl Harbor. He had a gift of innovative thinking, a visionary spirit, and the tenacious patience required to successfully lead.

Through his leadership, guidance, and care, Chang made a significant contribution to the lives of so many- the many members of the Credit Union, to its staff, to his other financial counterparts, to Pearl Harbor base, and to, of course, his family and loved ones. His many awards and public recognitions reveal that his was a distinguished career of considerable significance.

Mr. Chang... You will be missed.

Holiday Loans

AS LOW AS...
2.70% APR*
one year term
UP TO \$10,000

2019
~~2018~~ Resolutions
PERSONAL LOANS SPECIAL...
AS LOW AS
5.50% APR*
48 MONTH TERM
UP TO \$10,000

1. Lose weight
2. Exercise more!!!
3. Stop Drinking Drink less
4. Find New Job
5. Consolidate Debt
6. Take a vacation
7. Fix my Car
8. Decorate House

*Annual Percentage Rate. Other rates, options and terms are available. Other terms, conditions, and restrictions may apply. Will vary branch for more information. May not be used for a business loan. Promoter must be 18 years of age or older. Promotional terms, and rates are subject to change without prior notice. This loan rate advertised is on "A". The loan rate in our Multi-Rate Loan Rate Program. Rate includes a 0.25% discount if the loan is paid with an Automatic Payment from a Direct Deposit/Allotment deposited into a Pearl Hawaii Federal Credit Union account. Monthly payment and loan amount shown is an estimate. Actual payment, loan amount, and fee received will depend on creditworthiness. Payment example for \$1000.00: 4 Year term/47 monthly payments of \$44.34 plus 1 final installment payment of \$54.55. Promoter licensed by NCUA.

82nd ANNUAL BANQUET • RESERVATION FORM • MARCH 23, 2019



and emcee...
Augie T



Featuring...
Touch of Gold

\$25.00 Per Person

DOLE CANNERY POMAIIKAI BANQUET ROOM • HAWAIIAN DINNER BUFFET

As a convenience for all members, tickets for the 81st Annual Banquet will be sold primarily through the mail. Reservations will be accepted as they are received. **Tickets are \$25.00 per person.** Each credit union member is allowed to bring one paying guest (each table of 10 must have a minimum of five members). If we are unable to fulfill your purchase due to a sell-out, your payment will be credited to your PHFCU Savings Account. **The deadline to purchase tickets is February 28, 2019. Seats are limited so please make your reservation early.** Photocopies of this form are acceptable. All attendees must have a ticket. *Please no outside alcohol. In the event that a member brings outside alcohol to the event, there will be a \$20 corkage fee per bottle.*

STEP 1 Please write each member's name and account number

NAME

PHFCU Account Number

1	_____	_____
2	_____	_____
3	_____	_____
4	_____	_____
5	_____	_____

of Members _____
 # of Guests _____
 Total Attendees _____

STEP 2 Please indicate 5 table choices: A, B, C, D, E, F, G, or H

1. _____ 2. _____ 3. _____ 4. _____ 5. _____

STEP 3 Please send us a check

Total Attendees _____ x \$25 = Total \$ _____
(Check payable to Pearl Hawaii FCU)

STEP 4 Please include your contact information. We will mail the tickets to the address specified (please print).

Name _____ Home Phone _____ Work Phone _____
 Address _____ City _____ Zip code _____

MAIL/DROP-OFF INFORMATION

Drop off your order at any one of our six convenient locations or mail your completed order form along with payment to:

Pearl Hawaii FCU
ATTN: Annual Banquet Committee
 94-449 Ukee Street
 Waipahu, Hawaii 96797

Your completed reservation form must be received by February 28, 2019.

Please call 808.737.4328 for more information.

STAGE



FOR CREDIT UNION USE ONLY

Date and Time Received _____
 Table No. _____ No. of Tickets _____ Amount Paid \$ _____



If a high chair is required, please advise us so advance arrangements may be made.



If you have a physical condition requiring special attention, please advise us so proper arrangements may be made.



Please... No outside food or alcohol. Also, coolers will not be permitted.

2018 HIGHLIGHTS



PEARL HAWAII
FEDERAL CREDIT UNION
94-449 Ukee Street • Waipahu, HI 96797

PRESORTED
STANDARD
U.S. POSTAGE
PAID
HONOLULU, HI
PERMIT NO. 985

CALENDAR

HAWAII FOODBANK DRIVE	Nov 15 - Jan 17	All Locations
Christmas Eve	Mon, Dec 24	All Locations Close at 1 pm
Christmas	Tues, Dec 25	All Locations Closed
New Years Eve	Mon, Dec 31	All Locations Closed at Noon
New Years	Tue, Jan 1	All Locations Closed
Matin Luther King Jr. Day	Mon, Jan 21	All Locations Closed
American Heart Association Heart Drive	January 15-February 28	All Locations
President's Day	Mon, Feb 18	All Locations Closed
Baby Supply Drive	Mar 1 - May 31	All Locations Closed
82nd Annual Banquet	Sat, Mar 23	Dole Cannery Pomaikai Banquet Room

LOVE MY CREDIT UNION REWARDS

Get more from your credit union membership at LoveMyCreditUnion.org