

# COMMUNITY

FINANCIAL NEWS AND VIEWS

## CONNECTION

SPRING 2009

thfcu.org

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## Driving the Discount Further

### INVEST IN AMERICA PROGRAM — A PARTNERSHIP BETWEEN AMERICA'S CREDIT UNIONS AND TWO AMERICAN CAR MANUFACTURERS — IS EXPANDED AND EXTENDED

Wondering if now is the best time to get a brand new vehicle? The answer is yes. There's never been a better time to buy a new vehicle and THFCU and Invest in America can help. Credit union members can get a great discount on most new GM or Chrysler vehicles. Depending on which vehicle you choose, you could save up to thousands of dollars.



More than **73,000 cars** have been sold through the Credit Union Member Discount from GM and Chrysler's Credit Union Member Cash program! So, your opportunity for saving on your next car has gotten even better! Chrysler and GM both have additional promotions going on right now that you can add to the above discounts.

Chrysler recently announced their new Employee Pricing discount. But as a credit union member, you can also save up to an additional \$1,000 through cash allowances when you finance your auto loan with THFCU. Plus, if there are other incentives on your model, you'll get those as well! And GM has been offering members the Credit Union Member Discount from GM. Plus, you can save even more when you take advantage of their other current incentives as well. The Invest in America promotion was only going to run through the end of March, **but now THFCU members can enjoy both GM and Chrysler savings until December 31, 2009!**

And, don't forget, when you finance your new vehicle at THFCU, you'll save even more with our low loan rates! All eligible current and new THFCU members have the unique opportunity to get a great discount on a new vehicle from GM or Chrysler. Talk to a THFCU loan representative to learn more about Invest in America or to get approved for an auto loan. Then get revved up to buy that new car!

## ANNUAL MEMBERSHIP MEETING RECAP

The 61st THFCU Annual Membership Meeting was held on Thursday, March 26, 2009 in the Two Harbors High School Auditorium.



On the meeting agenda—discussion of the 2009 THFCU Financial Report, elections for Board and Credit Committee positions and drawings for attendance gifts such as cash

prizes starting at \$100.00.



A catered dessert buffet satisfied

everyone's sweet tooth before and after the meeting and all in attendance got to take home a gift tote bag filled with all kinds of goodies

including an electronic alarm clock desk caddy and a mouse



pad with one of the winning THFCU Calendar Photo Contest winner's photo imprinted on it.

More than 175 people attended this year's meeting ... thanks to everyone



who attended and made the 61st Annual Membership Meeting such a success!

## Share Draft Service Fees:

ACCOUNT BALANCING ASSISTANCE  
\$15.00 per hour  
(1/2 hour minimum)

### CHECK PRINTING

Price may vary depending on style of check

NONSUFFICIENT FUNDS RETURN  
\$25.00 per item

NONSUFFICIENT FUNDS PAID  
\$25.00 per item

NONSUFFICIENT FUNDS TRANSFER  
\$2.00 per item

RETURNED CHECK  
\$5.00 per item

### SERVICE CHARGE

Truncated \$1.00 per month  
Drafts Back Paper Image \$5.00 per month plus \$0.10 per draft  
Drafts Back Compact Disc \$8.00 per month, plus \$0.10 per draft

SHARE DRAFT COPY \$2.00 per item

STOP PAYMENT \$5.00 per item or \$20.00 per series

TELEPHONE TRANSFER FEE No charge

## Other Service Fees:

ATM WITHDRAWAL WITH THFCU CARD  
No charge

AUDIO RESPONSE FOR MEMBERS  
No charge

BILL PAYER No charge, ask for details

CASHIER'S CHECK No charge first check per day, then \$10.00 per check

COIN COUNTING No charge

eSTATEMENTS No charge

### FACSIMILE

Out \$3.00 first 2 pages, \$1.00/additional page

In No charge

HOME BANKING No charge

INTERIM STATEMENT \$1.00 per statement

MONEY ORDERS \$1.00 per money order

NOTARY PUBLIC No charge

### RETURNED STATEMENTS WITHOUT

A FORWARDING ADDRESS \$10.00 per statement

PHOTOCOPY No charge first 2 per day, then \$.25/copy

### SAFE DEPOSIT BOX

3" x 5" \$20.00 per year

3" x 10" \$25.00 per year

5" x 5" \$20.00 per year

10" x 10" \$90.00 per year

Lock Replacement/Drilling & Replacement

\*Price varies, please ask for details

STATEMENT COPY \$3.00 per statement

TRAVELER'S CHECK No charge

### WIRE TRANSFERS

Out (domestic) \$15.00 per transfer

Out (international) \$50.00 per transfer

In No charge

### WESTERN UNION

Domestic \$20.00 per transfer

International ≤ \$500 - \$25.00 per transfer

International > \$500 - \$50.00 per transfer

## MESSAGE FROM THE PRESIDENT & CEO

# Take Advantage of All the Car-Buying Benefits



Dean T. Croft, President & CEO

If you've thought about replacing a vehicle, this may be a good time to buy a new vehicle. That's right, a new vehicle, and the reason is simply that with the incentives being offered your payment may be much less than you think. And, you'll be helping our economy at the same time.

Contrary to what you may have heard in the news, some financial institutions, like THFCU, have funds available to lend. We also have great loan rates, prompt service, and extra value with our Loan Protection insurance at no additional cost.

Your first thought on a new vehicle may be the payment would be too high. With the incentives being offered by the manufacturers, dealers, and Invest in America (see our lead article), the resulting payment may be less than you think. The reason is simple: you won't need to borrow as much money.

Annual percentage rates (APR) are important. They're intended to help compare the cost of credit. But, the effect of the APR on your payment is less than if you could reduce the amount you borrow. Also, you don't make payments with APR, you make payments with money.

To emphasize the importance of the incentives, I will intentionally try to de-emphasize the importance of an APR with an example. Consider a \$25,000 loan at 6% for a 5-year

term. The payment is about \$484. If you reduced the APR by 1%, the payment is reduced by \$12 to about \$472. If the APR was reduced to 0%, the payment is reduced by \$57 to about \$417. However, if you reduced the amount borrowed (as much as 20% with all of the incentives) to \$20,000, at 6% the payment is reduced by \$97 to about \$387.

Another factor that'll have a greater effect on the payment than an APR is the term of the loan. THFCU offers a 6-year term on vehicle loans with larger balances. With the lesser amount borrowed in the example above, and now a 6-year term, the payment is reduced by \$152 to about \$331.

I began this message by saying if you've thought about replacing a vehicle this may be a good time to buy a new vehicle. The incentives being offered right now are substantial. They will depend on the make and model; but, taken together, they offer an opportunity that's worth another look.

Give us a call or visit with one of our Loan Officers for more information. Then, get ready to hit the road in your new vehicle!

## \*\*\* We have PCs for Sale! \*\*\*

Recently we purchased some new PCs for THFCU so we have the PCs we replaced for sale at a great price! Each includes hardware and software.

The hardware includes: 1) Midtower Case; 2) Intel Pentium IV 1.5GHZ CPU; 3) At least 128MB DSRAM (some have more); 4) 20GB 72K HDD; 5) 16MB Video Adapter; 6) Integrated sound; 7) Integrated 10/100 Network Adapter; 8) 1.44MB Floppy Drive; 9) 52X CD ROM Drive; 10) Keyboard; 11) MS Intellimouse.

The software includes:

MS Office XP Small Business Edition.

The hard drives have all been wiped and are free of NPPI

(non-public personal information) and the new owner will need to reload the software. Each PC is being sold as is for \$100. These computers will be available for sale starting on Monday, May 25 and will be sold on a first-come, first-served basis. We hope you can take advantage of a great deal on a PC!



# Volunteer Profiles

THFCU Board Members are volunteers with very important jobs. As a board, they are responsible for the general direction and overall control of Your Credit Union. Two new board members were nominated by a committee and elected at the THFCU Annual Meeting in March. They are Joseph M. Fabini and Lois A. Laine. Raymond A. Morse was also chosen as a board member to replace outgoing member, Dwight C. Moe, when he resigned from the board in April. Profiles for all three new board members follow.



## Joseph M. Fabini

Joseph Fabini has lived in the Two Harbors area since January 1965 and has been a THFCU member for the last 42 years. Mr. Fabini is retired from the Air Force and is currently

a part-time courier for API Outsourcing. He says he joined the board to learn more about the operation of THFCU and to keep it a strong and friendly place.

"I'd like to encourage all THFCU members to take advantage of all the perks of being a member," he said.

Mr. Fabini has six children: Gary, David, Steve, Diane, Mike and Larry. In his spare time, Mr. Fabini enjoys golfing.



## Raymond M. Morse

Raymond Morse has lived in the Two Harbors area for 15 years and has been a THFCU member for 14 of those. Mr. Morse is retired from Engine Engineering at Caterpillar, Inc.

Mr. Morse says he joined the board to learn more about the operation of THFCU and because he thinks he possibly has something to offer to THFCU, too.

"I have been a credit union member here and at other credit unions for more than 40 years and some of my experiences of programs offered have shaped the economy of our family and I might be able to use some of this knowledge with THFCU," he said.

Mr. Morse and his wife Maureen ("Renie") have three daughters: Janice, Tamara and

Cindy. Civil war history, coin collecting, golf, traveling in their RV and volunteering at the Lake County Humane Society are just some of the things Mr. Morse enjoys in his free time.

He also wants to thank THFCU for electing him to the board.

"I will work hard to do whatever is needed from me for our credit union," he said.

## Lois A. Laine

Lois Laine is a lifelong Two Harbors area resident and has been a THFCU member for more than 30 years. Ms. Laine's employment experience includes working for the City of Two Harbors for 37 years. She says she joined the board because she has more time since her retirement to commit to learning about THFCU.

"I've always liked the idea that as members, we have a voice in how THFCU is managed," she said.

*"I would like to learn more about how the organization runs. If I am better informed I can answer questions more accurately and hopefully bring more members to the 'Credit Union Family.'"*

## Lois A. Laine

Ms. Laine is married to Steve and has four children and two rescue dogs. She enjoys photography, camping and volunteering at an animal shelter in her free time and is also looking forward to interacting more with THFCU members and staff.

"I think we have a strong membership and fantastic employees that take care of us. As members, when you utilize the various services available here at THFCU, you help the whole community, too."

## Share Certificates\*

Acct. Description	Min. Balance	Dividend Rate	APY*
6-month	\$500	n/a	n/a
	\$2,500	1.64%	1.65%
12-month	\$500	1.98%	1.99%
	\$2,500	2.28%	2.30%
18-month	\$500	1.78%	1.79%
	\$2,500	2.08%	2.10%
24-month	\$500	1.88%	1.89%
	\$2,500	2.18%	2.20%
36-month	\$500	2.28%	2.30%
	\$2,500	2.58%	2.60%
48-month	\$500	2.47%	2.49%
	\$2,500	2.77%	2.80%
60-month	\$500	2.62%	2.65%
	\$2,500	2.92%	2.95%

\* Interest rates listed are as of April 30, 2009 and are subject to change. For current figures, call Two Harbors Federal Credit Union at (218) 834-2266 or visit us online at thfcu.org.

## Share and Share Draft Accounts\*

Acct. Description	Min. Balance	Dividend Rate	APY*
Primary Shares	\$5	0.50%	0.50%
Christmas Shares	\$1	0.50%	0.50%
Secondary Shares	\$1	0.50%	0.50%
Money Market Shares	\$500	0.80%	0.80%
	\$2,500	1.19%	1.20%
	\$25,000	1.79%	1.80%
	\$50,000	2.13%	2.15%
Real Estate Escrow	\$1	0.50%	0.50%
Share Draft	\$1	N/A	N/A
Share Draft Plus	\$500	0.40%	0.40%
IRA, Roth IRA, ESA**	\$100	1.10%	1.10%
	\$2,500	1.59%	1.60%
	\$25,000	2.03%	2.05%
	\$50,000	2.23%	2.25%
HSA	\$500	1.85%	1.86%
	\$2,500	2.20%	2.22%
	\$25,000	3.10%	3.14%

\* Annual Percentage Yield

\*\* ESA Coverdell Education Savings Account

## Loan Rates\*

Loan Type	APR**
<b>AUTOS &amp; TRUCKS</b>	
New or Used	5.85%
<b>RECREATIONAL VEHICLES</b>	
RV, Boat, Snowmobile, etc.	6.70%
<b>HOME MORTGAGES</b>	
Balloon, 3-year	5.450%
Fixed, 10 to 30 years	Call for current rates
<b>HOME EQUITY</b>	
HE Current Rate	80% APR** 6.45%
	90% APR** 7.45%
HELOC Current Rate	80% APR** 6.00%
	90% APR** 6.50%
<b>STUDENT LOANS</b>	
Federal Stafford	6.800%
Federal Plus	8.500%
<b>OTHER LOANS</b>	
Personal (Unsecured)	9.550%
Overdraft Protection Line of Credit (LOC)	13.900%
VISA Credit Card	13.900%

\* Loan rates listed reflect the lowest rates available and may include relationship pricing of up to .500%. These rates are current as of April 30, 2009 and are subject to change without notice. Rates may vary depending on your credit history. Call our loan officers for current information at 218-834-2266 or visit us online at thfcu.org.

\*\* Annual Percentage Rate



# Electronic Is Eco-Friendly

As you manage your money, using online technology gives the environment some needed help – and helps you save time and the money you’re managing. It may not seem significant, but when you look at the number of financial transactions you make each month, multiplied by the number of people doing the same thing ... it adds up.

When you need a loan, check out our rates online at [www.thfcu.org](http://www.thfcu.org). You can also check out deposit rates as well as a wealth of other financial information online. Use our online banking service, Home Banking Plus, to check balances and transfer funds between accounts as well as perform other financial transactions. And when you pay bills, use our online bill payment system, Bill Payer, to automatically transfer money electronically to pay your bills each month. It saves paper and uses less energy since there’s no need to create and

deliver a paper invoice. It also saves you money on stamps!

Opt to receive e-statements via e-mail each month, instead of mailed paper statements. This saves paper and the trees used to make it and also saves you time since you can access your statement anytime once it is available. No more searching for that paper statement on your desk!

Since we only have one planet earth, we all benefit from making eco-friendly choices. If you’re not using electronic services, check out what we offer. Our services are easy to use, convenient and safe. If you’re unsure how to use our secure Web site, [thfcu.org](http://thfcu.org), call us at 834-2266. One of our THFCU staff members will be happy to walk you through it – you can set up most electronic services with just a few button clicks.

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CONTACT: (218) 834-2266 E-MAIL: [INFO@THFCU.ORG](mailto:INFO@THFCU.ORG) WEB SITE: [THFCU.ORG](http://THFCU.ORG)

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Ruth A. Rabold, Vice Chair  
Scott B. Ross, Secretary/Treasurer  
Joseph M. Fabini, Director  
Lois A. Laine, Director  
Richard A. Mickelson, Director  
Raymond M. Morse, Director

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Randolph H. Senst, Member

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Federally insured by NCUA.