



# PEARL

A PUBLICATION BY PEARL HAWAII FEDERAL CREDIT UNION

ISSUE 11

3rd Quarter 2018



## HOLIDAY SPECIAL

LOAN + CARD PROMOS 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

**KAPIOLANI BUSINESS PLAZA**

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

**EWA TOWN CENTER**

91-1401 Fort Weaver Road #A102  
 Ewa Beach, Hawaii 96706  
**MON - FRI** | 10 am - 6 pm  
**SAT** | 8 am - 3 pm

**WAIANAEE**

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

LOAN RATES	APR* As Low As	TERM	PAYMENT ESTIMATES (monthly) For other terms and rates, visit www.phfcu.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 SPECIAL	\$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 SPECIAL	\$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)***** <i>Annual Adjustable</i>	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 Loanliner Credit Agreement. Monthly payment on a \$10,000 loan is \$162.00.
Home Equity Line of Credit (HELOC)***** <i>Semi-Annual Adjustable</i>	4.75%	----	Semi-Annual Adjustable Rate applicable 4/1/18 through 9/30/18. Thereafter, the interest rate will adjust in accordance with the terms of the Loanliner Credit Agreement. Monthly payment on a \$10,000 loan is \$100.00.
HELOC Fixed Advance ***** <i>Owner Occupied</i>	Please call	1 Year	Call 808-73-PHFCU (737-4328) to learn current rate
Closed End Fixed***** <i>Owner Occupied &amp; Investment</i>	3.00%	7 Year	\$10,000- 83 payments of \$132.13, 1 of \$131.69
Closed End Fixed***** <i>Investment</i>	4.50%	12 Year	\$10,000- 143 payments of \$90.00, 1 of \$89.81
Closed End Fixed Rate ***** <i>Owner Occupied</i>	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, noped, 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. \*\*\*\*\*Only improved residential properties on Oahu accepted as collateral. PHFCU must be listed as a loss payee on the Home Insurance policy. There are no pre-payment penalties or annual fees. Fees that may be incurred: application fee, title insurance fee, document preparation fee, SRA appraisal fee, appraisal review fee, trust review fee, recording fees, fee to obtain tax return, or flood verification fee. Closing cost fees incurred will be dependent on amount borrowed and will vary based on member's situation. For HELOC Fixed Rate Advances: Initial advance must be at least \$1000.00, 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 anytime. 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. Annual Adjustable Rate and Semi-Annual Adjustable Rate will adjust in accordance with Loanliner Home Equity Credit Agreement, but will not exceed 18% APR. Maximum loan amount for 7 year, 12 year investment, and 15 year owner occupied loans is \$625,500. Maximum credit limit for HELOCs: \$300,000. Total aggregate amount is \$625,500. NMLS 4721619.

LOCATIONS + HOURS

**BOARD OF DIRECTORS**

**Chairman:** Gordon Sam  
**Vice-Chairman:** Gary Mock  
**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.

# 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. ~~Ask for a raise~~
5. Consolidate Debt
6. Take a vacation
7. Fix my Car
8. Decorate House

Find New Job

\*Annual Percentage Rate. Other rates, options, and terms are available. Other terms, conditions, and restrictions may apply. Visit any branch for more information. May not be used for a business loan. Borrower must be 18 years of age or older. Promotion. Terms, and rates are subject to change without prior notice. The loan rate advertised is an "A" Tier loan rates in our Multi-Tiered 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 tier received will depend on creditworthiness. Payment example for \$1000.00: 4 Year term-47 monthly payments of \$23.26 and 1 final estimated payment of \$23.05. 1 Year term-11 monthly payments of \$84.56 and 1 final estimated payment of \$84.55. Federally insured by NCUA.



YOU COULD WIN OUR HOLIDAY TOY BASKET!

WAYS TO ENTER...

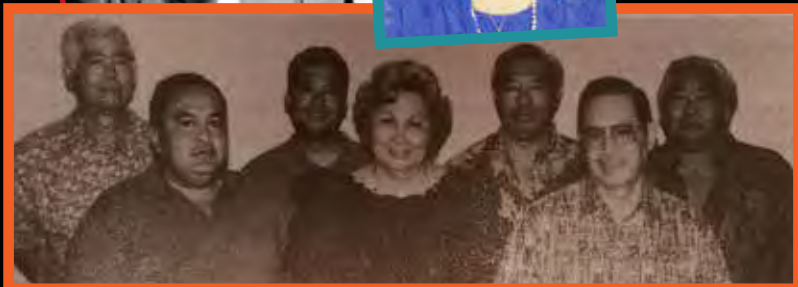
- Open a Momi's Money account
- Make a qualifying deposit into an existing Momi's Money account before 12/31/18
- Have an average daily balance of \$500 or more when name is pulled

MOMI'S MONEY

OPENING BALANCE	\$5.00
MINIMUM BALANCE	\$5.00
DIVIDENDS	YES
ADDED BENEFITS	Free Momi Bank Upon Account Opening
	Free Gift On Birthday with an average daily balance of \$500 or more on child's birthday
	Coin Sorting Services Waived if deposited into Child's Account up to \$100 per day



\*No purchase necessary. Must be a member of Pearl Hawaii Federal Credit Union's Momi's Money to be eligible to win. A qualifying deposit is \$500.00 or more. By participating, you agree to all decisions of Sponsors and the Official Rules. Promotional period ends on December 31, 2018. All prizes will be awarded by January 5, 2018 or such later date if additional time is needed to determine or locate the winner. Complete contest rules can be found at [phfcu.com/contestrules](http://phfcu.com/contestrules).



## MAHALO

Ms. Caroline Fernandez  
for 40 YEARS OF SERVICE!

Ms. Fernandez has resigned from the Board of Directors. She has been on the Board since 1977 and a PHFCU member since 1962.

## Should You Buy Long-Term Care Insurance?

**CHRIS KAMINAKA**

PHONE (808) 218.6268

EMAIL [chris.kaminaka@cunamutual.com](mailto:chris.kaminaka@cunamutual.com)

WEB [phfcu.com/youradvisor](http://phfcu.com/youradvisor)



The longer you live, the greater the chances you'll need some form of long-term care. If you're concerned about protecting your assets and maintaining your financial independence in your later years, long-term care insurance (LTCI) may be for you.

### WHO NEEDS IT?

As we age, the odds increase that we'll need some form of long-term care at some point during our lives. And with life expectancies increasing at a steady rate, the likelihood of needing long-term care can be expected to grow in the years to come.

### BUT WON'T THE GOVERNMENT LOOK OUT FOR ME?

Medicare pays nothing for nursing home care unless you've first been in the hospital for 3 consecutive days. After that, it will pay only if you enter a certified nursing home within 30 days of your discharge from the hospital. For the first 20 days, Medicare pays 100 percent of your nursing home care costs. After that, you'll pay \$167.50 in 2018 per day for your care through day 100, and Medicare will pick up the balance. Beyond day 100 in a nursing home, you're on your own--Medicare doesn't pay anything.

If you're at home, Medicare provides minimal short-term coverage for intermediate care (e.g., intravenous feeding or the treatment of dressings), but only if you're confined to your home and the treatments are ordered by a doctor. Medicare provides nothing for custodial care, such as help with feeding, bathing, or preparing meals.

Medicaid covers long-term nursing home costs (including both intermediate and custodial care costs) but only for individuals who have low income and few assets (eligibility guidelines vary from state to state). You will have to use

up most of your savings before you qualify for Medicaid, and aside from a small personal needs allowance (typically \$30 to \$60 dollars a month), you will have to use all of your retirement income, including Social Security and pension payments, to pay for your care before Medicaid pays anything. And once you qualify for Medicaid, you'll have little or no choice regarding where you receive care. Only facilities with Medicaid-approved beds can accept you, and your chances of staying in your own home are slimmer, because currently most states' Medicaid programs only cover limited home health care services.

### LOOKING OUT FOR YOURSELF

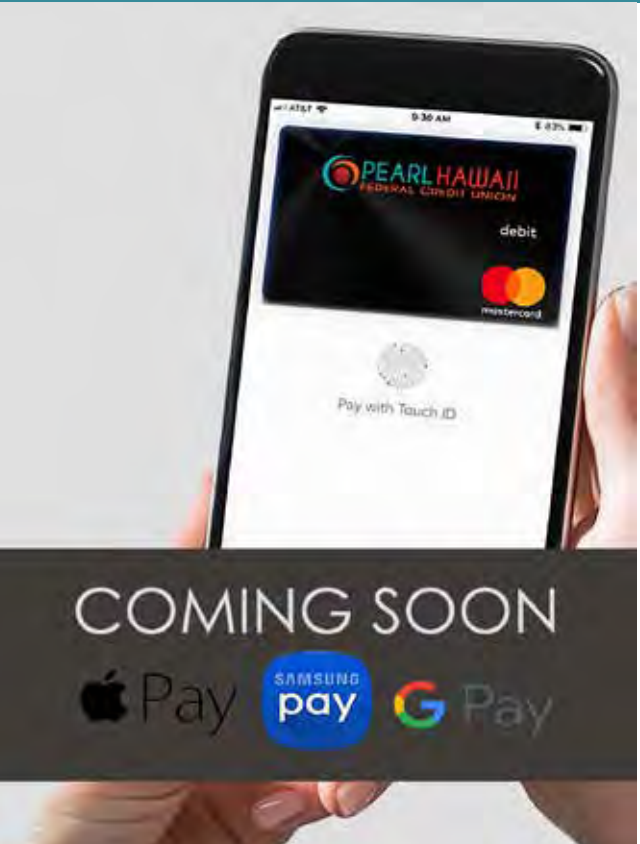
If you want to retain your independence, protect your assets, and maintain your standard of living while at the same time guaranteeing your access to a range of long-term care options, you may want to purchase LTCI. This insurance might be right for you if you meet the following criteria:

- You're between the ages of 40 and 84
- You have significant assets that you would want to preserve as an inheritance for others or gift to charity
- You have an income from employment or investments in addition to Social Security
- You can afford LTCI premiums (now and in the future) without changing your lifestyle

Once you purchase an LTCI policy, your premiums can go up over time, but the rates can only rise for an entire class of policyholders in your state (i.e., all policyholders who bought a particular policy series, or who were within certain age groups when they bought the policy). Any increase must be justified and approved by your state's insurance division.

Several factors affect the cost of your long-term care policy. The most significant factors are your age, your health, the amount of benefit, and the benefit period. The younger and healthier you are when you buy LTCI, the less your premium rate will be each year. The greater your daily benefit (choices typically range from \$50 to \$350) and the longer the benefit period (generally 1 to 6 years, with some policies offering a lifetime benefit), the greater the premium.

Securities sold, advisory services offered through CUNA Brokerage Services, Inc. (CBSI), member FINRA/SIPC, a registered broker/dealer and investment advisor. CBSI is under contract with the financial institution to make securities available to members. Not NCUA/NCUSIF/FDIC insured, May Lose Value, No Financial Institution Guarantee. Not a deposit of any financial institution. Prepared by Broadridge Investor Communication Solutions, Inc. Copyright 2018.



# SAVINGS RATES

SAVINGS RATES	
Jumbo Savings	0.20% APY*
Savings (Traditional, Children's, and Christmas)	0.10% APY*
SAVINGS CERTIFICATES**	
3 year	1.10% APY*
2 year	0.75% APY*
1 year	0.60% APY*
6 months	0.50% APY*
30 to 179 days	0.30% APY*
**Minimum deposit of \$1000.	
INDIVIDUAL RETIREMENT ACCOUNTS (IRA)	
3 Year-IRA Savings Certificate** (Traditional)	1.10% APY*
2 Year-IRA Savings Certificate** (Traditional)	0.75% APY*
1 Year-IRA Savings Certificate** (Traditional, Roth, Coverdell)	0.60% APY*
IRA Savings Account (Traditional, Roth, Coverdell)	0.20% APY*
**Minimum deposit of \$1000.	
*APY- Annual Percentage Yield. Rates effective 8/1/17. Rates, terms, and offer are subject to change without prior notice. Penalties may apply for early withdrawal. Speak to any staff member for details.	



Wrap up the year with **DOUBLE POINTS!**

November 1st through December 31st 2018, earn Double Points on all purchases made with your PHFCU Platinum.\*\*

Watch your points add up to your favorite reward.

Use your points to redeem for rewards in categories including gift cards, merchandise, travel and much more! Log in to your Rewards! account now to browse rewards, create your wish list and access more bonus point opportunities.



**rewards!**  
manage-my-rewards.com

\*Qualifying transactions must earn at least one point. Balance transfers and returns do not earn points. Points will be awarded by February 28, 2019. Gift cards are not sponsors or co-sponsors of this promotion.

# THE NOMINATING COMMITTEE HAS ANNOUNCED THE FOLLOWING INDIVIDUALS AS THEIR NOMINEES FOR BOARD OF DIRECTORS

Asterisk (\*) denotes incumbent



**GORDON K. F. SAM\*** PHFCU member since 1963. Served on the Board of Directors since 1991. Current Chairman of the Board from 1994 to present. Recipient of the Roy F. Bergengren Volunteer Achievement Award, Volunteer Achievement Program (VAP) Technology Award, Volunteer Leadership Program (VLP) Blue Diamond Award, NAFCU Appreciation Award. and Dean's List High Honors in 1995 and Highest Honors in 1998. Received the NAFCU appreciation award in July 2000. Received a B.S. in Chemical Engineering from the University of Michigan in 1960 and M.B.A. from the University of Hawaii in 1978. Retired from PHNSY in March 1990 as Special Project Manager after 28 years of service. Inducted into Defense Credit Union Council Hall of Honor in 2016 for his work in the credit union industry.



**JONATHAN LEE\*** Member since 2003. Appointed to PHFCU's Supervisory Committee in 2013 and served as Chairman from 2016 - 2018. Appointed to the Board of Directors in 2018. Raised in Honolulu, high school graduate of Punahou School. Received a Bachelor of Science in Engineering from Swarthmore College in Pennsylvania and an Executive Masters of Business Administration from University of Hawaii. Currently employed with Pearl Harbor Naval Shipyard (PHNS) as a Nuclear Engineer. Award received at PHNS: 2015 Federal Executive Board Employee of the Year in the category of Professional, Administrative, Technical. Currently serving on Pearl Hawaii Federal Credit Union's Asset Liabilities Management and e-Commerce/Security committees.



**ROY SEU\*** PHFCU member since 1963. Appointed to PHFCU's Supervisory Committee in 1992 and served as Chairman from 1994 to 1995 and then again from November 2011 to May 30, 2012. Appointed to the Board of Directors on May 30, 2012. Graduate of St. Louis High School. University of Hawaii alumni with a Bachelors of Arts in Chemistry. Served active duty in the United States Air Force as a jet fighter pilot. Employed at Pearl Harbor Naval Shipyard for 37 years in radiological controls, shipyard training, and personnel staffing. Apprentice Program Administrator- 1985 until retirement in 1995. Employed at Oishi's Property Management as Senior Vice President and Property Manager for 16 years. Real Estate Agent since 1970.



**RYAN H. TSUJI\*** PHFCU member since 2010. Appointed to PHFCU's Supervisory Committee in 2010 and served as Chairman from 2012 - 2014. Appointed to the Board of Directors on September 24, 2014. University of Hawaii alumni with a Bachelors of Science in Medical Technology and a Masters of Business Administration. Currently employed with Kuakini Medical Center as a Sr. Medical Technologist. From 2007 to 2009, served as the Chairman of the Board for Kokua Federal Credit Union prior to its merger with PHFCU. Other Kokua FCU positions held include Secretary from 2004-2007; Director from 2000-2004; and Credit Committee Member from 1997-2000. Other community related activities include serving on the Board of Directors of the Clinical Laboratory Management Association, serving as a Program Committee Co-Chair for the ASCLS/CLMA Joint Annual Meeting from 2014 to present and as a member since 2003. From 1992 to present, served as the Club Chair of the Straub Golf Club.

If you are interested in running for the Board of Directors, nominations may be made by petition. Petitions for nomination must be signed by 1% of the membership (at least 286 members), which must include printed name, last four digits of each signer's account number, and legal signature. The nominee must also submit the "Application for Board of Directors Nomination" and "Nomination and Election Qualification Form for Board of Director" forms. Both forms are available by sending an email request to election@phfcu.com. Completed forms must be emailed to election@phfcu.com by 6:00 pm on January 9, 2017. Nominations will not be accepted from the Annual Meeting floor. Final acceptance of the petition is to be withheld pending certification of signatures by the Nomination Committee. Nominees shall be subject to an interview by the Nomination Committee. Note: 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.

# HOLIDAY GIVING

3 ways to help!

Helping Hands Hawai'i



- 1
- 2
- 3

DROP OFF A NEW + UNWRAPPED GIFT TO ANY BRANCH BEFORE DECEMBER 15th

BEFORE DECEMBER 5th, VISIT <http://bit.ly/AAFHawaii2018> AND ADOPT A FAMILY IN NEED.

BETWEEN NOVEMBER X and DECEMBER 15th, VISIT ANY BRANCH AND PICK AN ORNAMENT THAT WILL HELP SOMEONE IN NEED

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

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

## CALENDAR

Toy Drive (Unwrapped Toys)	Nov 1 - Dec 15	All Locations
HAWAII FOODBANK DRIVE	Nov 15 - Jan 17	All Locations
Adopt-a-Family	Apply by 12/5, drop of 12/8	All Locations
VETERANS DAY OBSERVED	Mon, Nov 12	All Locations Closed
Thanksgiving	Thurs, Nov 22	All Locations Closed
Calendars Available	Fri, Nov 23	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



## MOST WANTED

1. Canned proteins: Meat, Tuna, Chicken
2. Canned meals: Stew, Spaghetti, Chili
3. Canned vegetables
4. Canned fruits
5. Rice