



The Share Builder

JANUARY 2009

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Annual Meeting and Election set for March 31, 2009

One of the biggest differences between a credit union and another financial institution is that you have a vote in our election process. Our Board of Directors is made up of volunteer members elected by our members. Anyone interested in serving as a board or committee member must submit a Letter of Intent to the Nominating Committee: Hermantown Federal Credit Union 4477 LaVaque Rd Hermantown MN 55811. The letter must be received on or before March 6, 2009. Members are invited to attend Hermantown Federal Credit Union's Annual Meeting At 7:00 pm on Tuesday, March 31, 2009, at the Hermantown High School Auditorium, 4335 Hawk Circle Drive in Hermantown. This annual event is open to members of all ages. The meeting will be called to order at 7:00 pm and will include management and board status reports and the annual election. Prize drawings, coffee and a light snack will follow. A free childcare service will be provided by HFCU staff and volunteers during the meeting that will include games and prizes for the little ones and a visit from our kid's club mascot Kirby Kangaroo.

How to Work with Your Financial Network Investment Adviser Representative

From: Neill A. Atkins, Contact: atkinsn@financialnetwork.com, 218-740-2284



Neill A. Atkins

One of the keys to achieving long-term objectives is planning. You need to know what you want to achieve...and then map out a strategy that will help you achieve it.

Fortunately, you don't have to go it alone. As your Financial Network Investment Adviser Representative, I do much more than just suggest life, annuity and investment products. My role is that of a professional problem solver who can help you identify the most cost-effective ways to meet your financial objectives.

I provide a full range of services, including working with you to:

- **Review your individual situation and personal objectives.** Why is this important? For one thing, your situation and needs are different from those of your neighbors. What's right for them may not be appropriate for you. Plus, the more I know about you, the more precise and on-target my recommendations will be. That's why it is important for me to get a clear understanding of who you are and what you want to achieve.

As a result, I will ask questions about — and I

may even appear to be a bit nosy about — your hopes, dreams and objectives, the things that really matter to you. By the way, all information will remain strictly confidential

- **Analyze and review your needs.** I will work with you to identify and prioritize your objectives, then help you establish benchmark goals. This is important because we live in a world in which there are unlimited choices, but only limited resources. For instance, you may want to retire in comfort, make sure your children can graduate from college debt-free, and vacation in a different European country every winter. However, your resources may say that you cannot do it all.

As your Financial Network Investment Adviser Representative, I can work with you and help you focus on what is most important to you. Then we can look at available resources and decide which goals are realistic, which need to be adjusted and scaled down, and which simply must be abandoned.

- **Develop and implement a strategy to help you achieve your goals.** Based on the information you share, I'll provide specific recommendations. Some may be process



HFCU Kids Club

Are Your Kids on the Right Track? With a KIRBY KANGAROO® Club Account, they can be! Kids age 12 and under will love saving with KIRBY KANGAROO. And best of all, while they're having fun, your child, grandchild, nephew or niece will be learning good financial management skills! Help them get on the right track. Call or visit our office today

Your Choice for Economical Financial Services

HOLIDAY CLOSINGS

**Martin Luther King,
Jr. Day**
Monday, January 19

President's Day
Monday, February 16



**VISIT OUR
BOOTH** at the
DECC for the **Sport
and Travel
Show** in February

Privacy Notice Disclosure

Hermantown Federal Credit Union, your member owned financial institution, is committed to providing you with competitive products and services to meet your financial needs and help you reach your goals. We are equally committed to protecting the privacy of our members. Under federal law, we are required to give you this privacy notice. It describes our credit union's privacy policy and practices concerning the personal information we collect and disclose about our members.

If after reading this notice you have questions, please contact us at (218) 729-7733 or write to:

Financial Service Department
Hermantown Federal Credit Union
4477 LaVaque Road
Hermantown, MN 55811
www.fsr@hermantownfcu.org

Information We Collect About You

We collect nonpublic personal information about you from the following sources:

- Information we receive from you on applications and other forms
- Information about your transactions with us
- Information we receive from a consumer reporting agency
- Information obtained when verifying the information you provide on an application or other forms; this may be obtained from your current or past employers or from other institutions where you conduct financial transactions. We do not disclose any nonpublic personal information about our members and former members to anyone, except as permitted by law.

Disclosure of Information to Parties That Provide Services to Us

In order for us to conduct the business of the credit union, we may disclose all of the information we collect, as described above, to other financial institutions with whom we have joint marketing agreements, to other companies that perform marketing services on our behalf, or to nonaffiliated third parties for the purposes of processing and servicing transactions that you request or authorize, so that we may provide members competitive products and services.

We may also disclose nonpublic personal information about you under circumstances as permitted or required by law. These disclosures typically include information to process transactions on your behalf, conduct the operations of our credit union, follow your instructions as you authorize, or protect the security of our financial records. To protect our members' privacy, we only work with companies that agree to maintain strong confidentiality protections and limit the use of information we provide. We do not permit these companies to sell the information we provide to other third parties.

How We Protect Your Information

We restrict access to nonpublic personal information about you to those employees who need to know that information to provide products or services to you. We maintain physical, electronic, or procedural safeguards that comply with federal regulations to guard your nonpublic personal information.

What Members Can Do to Help

Hermantown Federal Credit Union is committed to protecting the privacy of its members. Members can help by following these simple guidelines:

- Protect your account numbers, plastic card numbers, PINs (personal identification numbers) or passwords. Never keep your PIN with your card, which can provide free access to your accounts if your card is lost or stolen.
- Use caution when disclosing your account numbers, social security numbers, etc. to other persons. If someone calls you explaining the call is on behalf of the credit union and asks for your account number, you should beware. Official credit union staff will have access to your information and will not need to ask for it.
- Keep your information with us current. If your address or phone number changes, please let us know. It is important that we have current information on how to reach you. If we detect potentially fraudulent or unauthorized activity or use of an account, we will attempt to contact you immediately. Let us know if you have questions. Please do not hesitate to call us — we are here to serve you!

CUNA Mutual Group, 2000, 2006 21307 23375 (DMNB00)
08/30/2006

FEE SCHEDULE Effective February 1, 2009

Share Draft Account

Overdraft/Overdraft Privilege/ Check Privilege	\$27.00/Item
*Fee applies when overdraft is created by check, in person withdrawal, ATM withdrawal, or other electronic means	
Returned Item	\$6.00/Item
Business deposited checks	
Stop Payment	\$15.00/Request
Photocopy	\$3.00/Canceled Check

Other Services

Wire Transfer (Outgoing) . .	\$20.00/Transfer Domestic
Wire Transfer (Outgoing)	\$45.00/Transfer International
Western Union	\$25.00/Transfer
Corporate Check	\$1.50/Request under \$500.00
Certified Check	\$6.00/Check
Check Cashing low balance of \$100 . .	1% of Check
<small>(Applies to members with only a savings account and a balance of \$100 or less)</small>	
Money Order	\$1.25/Money Order
Travelers Check For Two	\$1.00/\$100.00
Account Reconciliation	\$15.00/Hour
Account Research	\$15.00/Hour
Statement Copy	\$3.00/Copy
Deposited Item Return.	\$6.00/Item

Business accounts only

Dormant Account.	\$10.00/Year
<small>Charged After 3 years and zero balance</small>	

Inactive Account.	\$1.00/Month
<small>(Members 21 years of age and older with less than \$100.00 in an account and no activity for 1 year.) See credit union for exclusions.</small>	
Postal Service Request of Address Change	\$1.00/Request
Fax (Outgoing) Long Distance	\$2.00/Fax
Money Market Over Limit Withdrawal Fee	\$10.00/Withdrawal

EFT

ATM Withdrawal/Transfer.	\$1.25/Transaction
<small>At ATMs not owned by the credit union</small>	
Card Replacement	\$5.00/Card
ACH Overdraft	\$27.00/Item
Debit Card Overdraft	\$27.00/Item

Safe Deposit Box

Annual Rental Size 3x5	\$25.00/Year
Annual Rental Size 5x5	\$40.00/Year
Annual Rental Size 3x10	\$45.00/Year
Annual Rental Size 5x10	\$55.00/Year
Annual Rental Size 10x10	\$85.00/Year
Change of Locks.	Depends on the company hired
Drilling of Boxes.	Depends on the company hired

Loans

Late Payment \$25.00/25 days or more past the payment due date

Experience the
Hermantown
Credit Union
Difference.

HFCU Surcharge-free ATM Access

Now available at Allpoint Network ATMs and Participating SuperAmerica Gas and Convenience locations. See Web site for more locations.



4991 Miller Trunk Hwy.
Hermantown, MN

1201 East Superior Street
Duluth, MN

602 East 4th Street
Duluth, MN

1002 - 88th Ave. W.
Duluth, MN

7521 Comstock Lake Road
Cotton, MN

1405 Broadway
Superior, WI

5310 East Superior Street
Duluth, MN

Hermantown FCU Main Office
4477 LaVaque Road
Hermantown, MN

Hermantown FCU Duluth Office
2516 London Road
Duluth, MN 55812

Please check your statements monthly. If you notice you have been charged a fee at any of these locations listed above, please contact the credit union immediately and we will make the adjustment to your account.

How to Work with Your Financial Network Investment Adviser Representative

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suggestions (meet with your attorney to draft a revised will, set up a trust), while others may be product recommendations (adjust your insurance coverage, commit a specific amount of money to an annuity for long-term accumulation each month).

■ **Coordinate your financial activities.** If you wish, I can serve as your financial quarterback to help you design a personalized plan and coordinate the work of other advisers. These may include your attorney, your accountant, and your financial institution.

■ **Monitor progress, providing ongoing service as your needs and situation change over time.** Planning is not a one-shot deal. Strategies need to be adjusted periodically. I will work with you over the years to help keep your program on track with your changing needs.

Your role is also crucial. The key to getting maximum value from our relationship is communication and candor. You should consider doing the following:

■ **Get acquainted.** Understand the need for us to establish and maintain an ongoing relationship. That's why I recommend that you

contact my office and arrange a meeting to discuss the full extent of available services and to review your situation.

■ **Educate me.** I certainly can anticipate many of your needs, but I will not assume anything. That's why it is so important for you to be candid about providing information.

■ **Educate yourself.** You also need to ask a lot of questions. Be nosy. Ask for details and explanations about recommendations and how certain plans may work. Remember, the only dumb question is the one you do not ask.

■ **Make it a team effort.** We need to work together to get the best results for you. Listen carefully to recommendations, but remember — all final decisions are yours. Make sure you are comfortable with the outcome.

Recommendation: Find out more. Contact my office to arrange an appointment and find out how we can help you achieve your objectives.

**4477 Lavaque Road, Hermantown MN 55811
218-740-2284**

Securities and advisory investment services are offered through Financial Network Investment Corporation, member SIPC.

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Hermantown
Federal Credit Union®

Our Roster

Board of Directors

Leonard Luoma, Chair
Margaret Taylor
Peter Hildre
Steve Morgan
Myron Lindahl
Associate Director, Jim Olson

Supervisory Committee

Lorraine Miskowski
Olive Kirkland
Vera Hanson
Pat Hendrickson

Hermantown Office

4477 LaVaque Road
Hermantown, MN 55811
Telephone: 218-729-7733
FAX: 218-729-7978

Duluth Office

2516 London Road
Duluth, MN 55811
Telephone: 218-729-7733
Fax: 218-728-4135

Lobby Hours

Monday-Friday 8:30 a.m. to 5 p.m.

E-Herman (Online Banking): www.hermantownfcu.org
Herman (Telephone Account Access): 1-800-417-1815

www.hermantownfcu.org

This newsletter is published periodically for informational purposes only and is not intended to provide investment, tax, or legal advice. All information contained is believed to be accurate, however, accuracy cannot be guaranteed.

SAVINGS RATES

ACCOUNT TYPE	APY*	TERM	COMMENTS
Share Savings	0.50%	N/A	Dividend declared by the Board and posted to all share accounts for the previous quarter
Money Market Savings	.75%	N/A	\$2,500 minimum balance
IRA Savings	2.01%	N/A	\$50 minimum balance

ACCOUNT TYPE	REGULAR APY*	RELATIONSHIP APY*	TERM/MINIMUM BALANCE/COMMENTS
Term Share Certificates (CDs)	2.02%	2.27%	6 months \$1,000 minimum balance
	2.27%	2.53%	1 year \$1,000 minimum balance
	2.53%	3.04%	2 years \$1,000 minimum balance
	2.78%	3.20%	3 years \$1,000 minimum balance
	3.04%	3.30%	4 years \$1,000 minimum balance

*A.P.Y. is annual percentage yield. Rates quoted are in effect 1/6/09 and are subject to change.



OUR LOAN RATES

ACCOUNT TYPE	TERM	APR*
2002 and NEWER Secured Financing Call for details	Up to 120 months	5.75% - 17.00%
2001 and OLDER Financing Call for details	Up to 72 months	7.75% - 17.25%
Unsecured		10.75% - 18.00%
Home Equity Line of Credit*		5.00% - 9.50%
Home Equity Fixed		5.75% - 11.25%

*APR is annual percentage rate. Rates quoted are in effect 1/1/09 and are subject to change. Includes ¼% discount for autopay.

