

InTouch

A quarterly publication of Keesler Federal Credit Union | Winter 2019

**Step Up Your
Financial Fitness!**



Chairman's Message



James Hollingsworth
Chairman,
Board of Directors

Happy 2019 from all of us at Keesler Federal Credit Union! I want to personally thank you for your loyalty as we endeavor to exceed your expectations. Your credit union continued to thrive in 2018 while expanding the areas we serve and enhancing member services and products. These successes, along with our plans for the year ahead, will be the focus of our Annual Membership Meeting on March 28 at the Mississippi Coast Coliseum and Convention Center. I encourage you to join us for all the fun (and some pleasant surprises) at this informative event.

With the opening of our new Ridgeland and Flowood branches, I'm proud to announce that we have now reached a total of 32 Keesler Federal locations! Expanding our footprint in the Jackson metro area allows more people to benefit from the not-for-profit "credit union difference." One example of this is Keesler Federal's prompt action to help members who have been negatively affected by the partial government shutdown. We decided to extend interest-free provisional credit to our many federal employee members who did not receive their usual payroll direct deposits. This was our way of supporting individuals and families through a difficult period. Our team also brought holiday cheer to many in the community with our "Bit of Joy" \$50 gift card program. These types of initiatives, along with our year-round great rates, service and givebacks, contributed to Keesler Federal being selected as the *Sun-Herald's* "Best Mortgage Lender" and "Best Bank/Credit Union" for 2018 and "Best In-State Credit Union" for Mississippi by *Forbes* magazine.

Of course, these accomplishments would not have happened without the commitment of our volunteer Board of Directors and Supervisory Committee, as well as the dedicated management and staff of the credit union. All of us feel privileged to serve members like you, whom we consider part of the Keesler Federal family. On behalf of our entire team, here's to a happy, healthy and prosperous year!

Yours in service,

James Hollingsworth

Vision Statement

Keesler Federal will be
THE choice for financial services.

Mission Statement

Keesler Federal will exceed
our members' expectations by
committing to their financial success.

Organizational Values

Quality | Trust | Integrity | Respect
Teamwork | Communication | Loyalty

IMPORTANT TO YOU. IMPORTANT TO US.

Joy to Our World

Making someone smile. Giving that little extra something. Caring for one another and our communities. These are all hallmarks of the holiday season. We also believe these ideals are part of the Keesler Federal standard of service. So last Thanksgiving, just like the year before, the credit union's board of directors and executive team encouraged the spreading of holiday cheer by giving each Keesler Federal employee a \$50 Bit of Joy gift card to do with as they pleased.

Our team was thrilled to once again have the chance to perform some random acts of kindness with the gift cards. One branch manager donated her Bit of Joy card, along with \$100 in supplies she'd already purchased, to her local animal shelter. A teller donated her gift card to her church's annual drive to buy camping gear for the homeless. One employee gave hers to a family who lost everything in a house fire. Another team member donated her card to a local emergency children's shelter.

Other Bit of Joy recipients included a mother with inoperable cancer, a daycare worker, a struggling small business owner, an elderly Keesler Federal member, a young fast food server and a college student delivering groceries at Walmart. These are just a few examples of many planned and spontaneous Bit of Joy moments that our associates will never forget.





Round Out Your Financial Fitness Program with MyFi Pro.

It would be great to have a personal fitness trainer, someone to help you move toward your goals and keep you on track. That's fitness at its best. And, just like in personal fitness, we all could use some help attaining our financial fitness. Keesler Federal is ready to help keep you on track with your own financial fitness trainer at Keesler Online.

It's called "MyFi Pro" and it can help guide you to your financial goals. MyFi Pro takes the overwhelming task of managing your money off your shoulders. With MyFi Pro, you get easy and

complete access to all your accounts in one online view, regardless of the financial institution you use. Easy to understand language, graphs and illustrations provide you a real-time snapshot of your financial health and well-being. And, online bill paying saves you time and money. That's financial peace of mind, all in one place.

Here's what else you can do with MyFi Pro:

- ▶ Set up custom budget and savings goals
- ▶ Monitor day-to-day cash flow

- ▶ Create "tags" to monitor your spending
- ▶ See your financial net worth
- ▶ View charts and graphs using real-time information
- ▶ Set up text and email account alerts
- ▶ Available free through Keesler Online



A Commitment to Member Service Great Employees. Great Credit Union.

Keesler Federal team members believe in the credit union philosophy, and it shows in their tenure. Our team members are dedicated to making a difference in the lives of members, and, in turn, Keesler Federal has made a difference in their lives. This may explain why so many people begin and end their careers with Keesler Federal.

Keesler Federal team members are recognized for service in 5-year increments (3-year in the UK). We are proud to recognize the following team members who have service anniversaries during the fourth quarter of 2018:

15 YEARS OF SERVICE:

Christian Hartley, Gautier Branch Manager
Angela Jones, Teller Service Rep, Pass Road Branch

10 YEARS OF SERVICE:

Joanna Calhoun, Regional Branch Manager
Tiffany Lee, Assistant Branch Manager,
Ocean Springs Branch
Sharice Frazier, Collections Manager

5 YEARS OF SERVICE:

Crystal Hamilton, FSR, D'Iberville Branch
Theresa Peterson, Member Records Clerk
Aimee Batol, Member Contact Specialist
Jade Johnston, Mortgage Loan Originator Assistant
Willie Cooper II, Operations Analyst-Retail Operations
Debbie Ruby, Sr. Mortgage Underwriter

Why wait? Access all your Keesler Federal Accounts from one location today. Set up your MyFi Pro at www.kfcu.org/online-services/myfi-pro.



Meet the Mortgage Experts

Shopping for a mortgage or interested in refinancing your current home loan? Our team of mortgage loan professionals are ready to expertly guide you through the process.



New One-Time Close Construction Loan

Make your dream house come to life!

If you are considering building a home, you'll want to explore the advantages of Keesler Federal's newest mortgage solution: the One-Time Close Construction Loan. With just a single loan application and closing, you can lock in your interest rate for both the construction phase of your project plus your permanent mortgage. What does that mean for you? Less hassle, more peace of mind (since you don't have to requalify for a separate mortgage post-construction), and extra time to enjoy planning and living in your new home!

The One-Time Close Construction Loan:

- ▶ Can be used for primary residences or second homes
- ▶ Single application and closing
- ▶ Generous construction phase up to 12 months
- ▶ Converts to 15 or 30-year mortgage at construction completion
- ▶ Maximum loan amount up to \$484,350



Jamie DeJurnett
Pass Road Branch

For more information, contact Construction Loan Specialist Jamie DeJurnett at 228-385-5500 ext 7222.

To meet with a Mortgage Loan Officer, click on **Schedule a Branch Appointment** at kfcu.org or get a head start by **applying online** at www.kfcu.org/mortgages.



George Drury
Pass Road Branch



Michelle Desroche
Pass Road Branch



Tom Quinn
Pass Road Branch



Gina Sanford
Pass Road Branch



Colby Stiger
Pass Road Branch



Ginger Fountain
Lakeview Branch



William Marquez
Bay Waveland Branch



Mollie Guess
Petal Branch



Juan Benites
Hattiesburg
Turtle Creek Branch



Jessica Bailey
Ridgeland
Lake Harbour Branch



Charmaine Ford
Slidell Crossgates Branch



Myra Hazard
Covington Branch



April Merkle
Internet Originator



Andrea Gray
Internet Originator

Keep Your Personal Information Updated



At Keesler Federal, making sure members' accounts are secure is a top priority. Our Information Security Team monitors account activity 24/7 to identify and prevent potential fraudulent transactions and data breach attempts. One way you can help keep your accounts secure is by regularly reviewing and updating your personal information. Making it one of your routine New Year's housekeeping activities is an easy way to remember this important task.

Simply log in to Keesler Online, click on the Settings gearwheel at the top of the screen, and select Contact Info. Make sure the following information on file for the primary account owner is correct:

- ▶ Email Address
- ▶ Mobile Phone Number
- ▶ Physical/Mailing Address with Zip Code
- ▶ Landline Phone Number (if applicable)

For assistance, please call 1-888-KEESLER (533-7537).

Jackson Heart Walk



As Keesler Federal's presence continues to expand in the Jackson metro area, we are also making inroads by participating in community events. On November 17, several team members from our Jackson Junction and Lakeland Commons branches showed their support by taking part in the American Heart Association's annual Heart Walk at the Capitol Building in downtown Jackson. We salute these employees for giving their time to a worthy cause!



COMMITTED TO
OUTSTANDING MEMBER SERVICE

Champions

Each quarter, Keesler Federal team members nominate their coworkers for outstanding contributions to Keesler Federal's values and commitment to member service. Congratulations to the 3rd Quarter 2018 winners.

LEADERSHIP AWARD 3rd Qtr 2018



Virginia Hilton, Member Contact Center Manager

For 13+ years, Virginia's associates have never seen her integrity waiver. She is not only an unbelievable supervisor but an all-around amazing human being. She works tirelessly to build morale, streamline efficiency, and inspire her employees to be their best. Learning from Virginia is priceless.

PEOPLE HELPING PEOPLE AWARD 3rd Qtr 2018



Carol Lucas, Community Development Officer - Retail Operations

Carol is patient and kind, always putting the needs of others before her own. She gives freely of her time to guide, advise, and train other associates. When you need assistance, you can count on Carol to be there to help. Her cheerful demeanor and dedication to Team Keesler is an inspiration to all.

OUTSTANDING MEMBER SERVICE AWARD 3rd Qtr 2018



Erika Pounds, Teller Service Rep I UK - Lakenheath

Lakenheath Branch members receive Erika's undivided attention, expertise and excellent service. Being overseas brings unique challenges to UK members living abroad. Erika spends time fostering member relationships by listening and learning so she may offer products and solutions to help them simplify their banking.



Do you want to improve your personal finances?

Start by taking this quiz to get an idea of how well you are managing your money. Choose the score that best describes the frequency of your current financial management practices. When you are done, add up your scores for the 20 questions below. The summary at the end of the quiz tells how financially fit you are.

- 5 = always
- 4 = usually
- 3 = sometimes
- 2 = seldom
- 1 = never

Financial Management

1. I have a checking account or credit union share draft account with which to pay bills. (write "5" for "yes" and "1" for "no" for this question). ____
2. I have enough money each month to pay my rent/mortgage and other household expenses. ____
3. I have enough money to pay for an emergency, such as a large car repair. ____
4. I have written financial goals with a date and dollar cost (e.g., \$10,000 for a car in four years). ____
5. I have a written plan (budget) for spending and/or saving my money. ____
6. I keep organized financial records and can find important documents easily. ____
7. I know my federal marginal tax bracket (e.g., 15%, 25%). ____
8. I calculate my net worth (assets minus debts) annually. ____

Saving/Investing

9. I save regularly for long-term financial goals, such as education for my children, a house, or retirement. ____
10. I have at least three months' expenses set aside in a readily accessible account (e.g., money market mutual fund). ____

11. I increase my savings when I receive a salary increase. ____
12. I have a personal investment account for retirement other than an employee pension (write "5" for "yes" and "1" for "no" for this question). ____
13. I have money spread across more than one type of investment (e.g., stocks, bonds, mutual funds, CDs). ____
14. The after-tax yield of my savings and investments is greater than the rate of inflation. ____

Insurance & Estate Planning

15. I have insurance to cover "big" unexpected expenses, such as a hospital bill or disability. ____
16. I have a current will (write "5" for "yes" and "1" for "no" for this question). ____
17. Less than 20 percent of my monthly take-home pay goes to my credit cards, student loans, and car payments. ____
18. I pay credit card bills in full to avoid interest charges. ____

Shopping

19. I comparison shop for major purchases by checking at least three sources. ____
20. I avoid impulse purchases and do not use shopping as a form of recreation. ____

Total your points here ____

Scoring for the Financial Fitness Quiz

0-20 points

You need lots of help, but don't despair. It is never too late to take action to improve your finances. **Keesler Federal can help you move towards financial fitness.**

21-40 points

You are headed for financial difficulty. Now is the time to take action to reverse the trend. **Call Keesler Federal and set up a financial evaluation session ASAP!**

41-60 points

You are doing a fair job of managing your finances and have taken some steps in the right direction. **Keesler Federal has products to help you save for the future and keep you on track.**

61-80 points

You are doing a good job and are above average in managing your finances! **Keep the momentum going with Online Bill Pay and low interest credit cards.**

81-100 points

You are in excellent financial shape. Keep up the good work! **Keesler Federal can assist you with your next dream, large or small...call us!**

Note: Items you scored with a 1, 2, or 3 are things you should consider acting on in the future to improve your finances.

For a free appointment with our financial counselor, call 228-701-1423.

Adapted from the Rutgers Cooperative Extension Financial Fitness Quiz Center for Financial Security (CFS) Financial Capability Scale. These assessments are provided by Rutgers's New Jersey Agricultural Experiment Station (NJAES) and the University of Wisconsin-Madison Center for Financial Security (CFS).

A Solid Financial Foundation Begins with a Realistic Budget

The new year is an ideal time to review your current budget or to make one. By understanding what money is coming in and going out, you can work towards achieving, important financial goals such as reducing debt and saving for retirement.

Identify Monthly (NET) Income:

Consider all sources of income that you receive each month.

Calculate Monthly Expenses:

Determine fixed and variable expenses. Fixed expenses are those that are consistent from month to month, such as rent, mortgage and car note. Variable expenses fluctuate based on use/need: gas and some utilities, groceries, dining out, shopping, entertainment, etc.

Compare Income vs. Expenses:

Monthly expenses should be less than or equal to your monthly income.

Maximize Savings Opportunities:

Cutting back on spending by differentiating wants versus needs, will increase the funds available to put towards your goals.



Ridgeland - Lake Harbour
733 Lake Harbour Drive, Suite F, Ridgeland, MS 39157

The Jackson metro area is now home to two new Keesler Federal branches! The Ridgeland-Lake Harbour branch officially opened its doors on October 22. Branch manager Jerrica Griffin has over 10 years of experience in the financial services industry and leads a team of three tellers, two lenders and a mortgage loan

officer. The Flowood branch in Lakeland Commons opened for business on December 27. Heather Mathis, former financial services representative at the Jackson Junction branch, manages her team of five full-time tellers and lenders.

Both branches hosted their grand opening celebrations and ribbon



Flowood - Lakeland Commons
389 Ridge Way, Building K/#3, Flowood, MS 39232

cuttings on Saturday, January 26. Each event treated guests to festivities including hot chocolate and food, door prizes, account opening specials and a grand prize drawing (65" TV in Flowood and a deluxe gift basket of goodies and gift cards at Ridgeland.) Keesler Federal volunteers and team members from various departments were also on

hand to mingle with members and community leaders.

“Our expansion strategy in the Jackson metro area is highly targeted and right on course. We are excited to have an opportunity to serve more members in the state’s Capitol region,” said Andrew Swoger, Keesler Federal president and CEO.



Pathways2 Possibilities

On November 14 and 15, Keesler Federal again sponsored and participated in Pathways2Possibilities,

an annual student career expo held at the Mississippi Coast Coliseum and Convention Center. This year’s event drew over 7,500 8th graders and at-risk youth from as far away as Jones County. Approximately 20 Keesler Federal volunteers representing the marketing and finance career paths were on hand to engage students in interactive games

and discussion. According to Anthony Abella, financial education manager, “This event is an eye-opener for many students and I’m proud that we can impact their lives. Interacting with professionals who are passionate about their careers encourages the kids to really think about their own goals and dreams for the future.”

Why Do People Put Off Saving for Retirement?

A lack of money is but one answer.

A Message from the Keesler Financial Group

Common wisdom says that you should start saving for retirement as soon as you can. Why do some people wait decades to begin?

Nearly everyone can save something. Even small cash savings may be the start of something big if they are invested wisely.

Sometimes, the immediate wins out over the distant. To young adults, retirement can seem so far away. Instead of directing X dollars a month toward some far-off financial objective, why not use it for something here and now, like a payment on a student loan or a car? This is indeed practical, and it may be necessary. Even so, paying yourself first should be as much of a priority as paying today's bills or paying your creditors.

Some workers fail to enroll in retirement plans because they anticipate leaving. They start a job with an assumption that it may only be short term, so they avoid signing up, even though human resources encourages them. Time passes. Six months turn into six years. Still, they are unenrolled. (Speaking of short-term or transitory work, many people in the gig economy never get such encouragement; they have no access to a workplace retirement plan at all.)

Other young adults feel they have too little to start saving or investing. Maybe when they are further along in their careers, the time will be right – but not now. Currently, they cannot contribute big monthly or quarterly amounts to retirement accounts, so what is the point of starting today? The point can be expressed in two words: compound interest. Even small retirement account contributions have potential to snowball into much larger sums with time. Suppose a 25-year-old puts just \$100 in a retirement plan earning 8% a year. Suppose they keep doing that every month for 35 years. How much money is in the account at age 60? $\$100 \times 12 \times 35$, or \$42,000? No, \$217,114, thanks to annual compounded growth. As their salary grows, the monthly contributions can increase, thereby positioning the account to grow even

William E. Morrison,
Dennis Liverett and
Ron Weatherly are
Financial Advisors
with Keesler Financial
Group located at
Keesler Federal CU.

larger. Another important thing to remember is that the longer a sum has been left to compound, the greater the annual compounding becomes. The takeaway here: get an early start.¹

Any retirement saver should strive to get an employer match. Some companies will match a percentage of a worker's retirement plan contribution once it exceeds a certain level. This is literally free money. Who would turn down free money?

Just how many Americans are not yet saving for retirement? Earlier this year, an Edward Jones survey put the figure at 51%. If you are reading this, you are likely in the other 49% and have been for some time. Keep up the good work.²

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KEESLER FINANCIAL GROUP
Retirement • Investments • Insurance

(228) 385-4558

Highlighted Share & Loan Rates

Shares

Share Savings (with Compounding)

	Annual Percentage Rate (APR)	Annual Percentage Yield (APY)
Balance less than \$5,000	.25%	.25%
Balance \$5,000 or more	.30%	.30%
Christmas Savings	.30%	.30%

High Interest Money Market Account (HIMMA)

	Annual Percentage Rate (APR)	Annual Percentage Yield (APY)
Balance \$2,500–\$9,999.99	.40%	.40%
Balance \$10,000–\$49,999.99	.40%	.40%
Balance \$50,000–\$99,999.99	.45%	.45%
Balance \$100,000 and over	.50%	.50%

\$2,500 minimum to open account and to earn dividends

Please check with any office or visit www.kfcu.org for the current rates or specials on share certificates.

Share rates listed above are effective as of Feb 1, 2019 and subject to change without notice. See your December statement for the dividend rate paid for the period ending Dec 31, 2018.

Checking Accounts

	Annual Percentage Rate (APR)	Annual Percentage Yield (APY)
eAdvantage Checking (qualifying accounts)		
Balances up to \$25,000	1.39%	1.40%
<i>Non qualifying eAdvantage accounts and amount of balance over \$25,000 earn rates listed below</i>		
Ultimate & Essential Checking depending on balance		
Balances less than \$2,500	.15%	.15%
Balances \$2,500 or more	.20%	.20%

Individual Retirement Account (IRA)

	Annual Percentage Rate (APR)	Annual Percentage Yield (APY)
Traditional	.75%	.75%
Roth	.75%	.75%

IRAs are federally insured separately up to \$250,000

Federally insured by NCUA

Loans

New Auto Loans

	Annual Percentage Rate (APR)
Up to 24 months	as low as 2.39% APR
25-36 months	as low as 2.49% APR
37-48 months	as low as 2.59% APR
49-60 months	as low as 2.69% APR
61-72 months (\$15,000 & over)	as low as 3.29% APR
Example: Monthly payments are approx., \$17.86 per month per \$1000 borrowed at 2.69% for 60 months.	

New RV/Travel Trailers

	Annual Percentage Rate (APR)
Up to 36 months	as low as 4.70% APR
37-48 months (\$10,000 & over)	as low as 5.00% APR
49-60 months (\$15,000 & over)	as low as 5.24% APR
61-72 months (\$20,000 & over)	as low as 5.50% APR
73-84 months (\$25,000 & over)	as low as 6.24% APR
85-144 months (\$35,000 & over)	as low as 7.50% APR
Example: Monthly payments are approx. \$19.04 per month Per \$1000 borrowed at 5.24% for 60 months.	

Rates marked "as low as" vary based on credit history. Certain restrictions may apply. Rates are effective as of February 1, 2019 and subject to change without notice.

Credit Cards

	Annual Percentage Rate (APR)
MasterCard®	as low as 8.99% APR
Visa Platinum Rewards	as low as 9.99% APR
Student Credit Card	as low as 8.99% APR
Transaction fees per transaction: cash advance \$5; balance transfer \$5; ISA fee on international transactions 1%.	

Signature Loans

	Annual Percentage Rate (APR)
Up to 36 months	as low as 8.49% APR
37-48 months	as low as 8.99% APR
49-60 months (\$10,000 & over)	as low as 9.49% APR
Example: Monthly payments are approx. \$31.69 per month per \$1000 borrowed at 8.49% for 36 months.	
Share Secured Loans	
2.00% above prior quarter share dividend rate (Up to amount of available balance – up to 120 months financing)	
Example: Monthly payments are approx., \$21.83 per month per \$1000 borrowed at 2.25% for 48 months.	

Apply for your loan by phone, 1-888-KEESLER (533-7537), online at www.kfcu.org, or visit any branch location.





Members save up to \$15 on TurboTax®, the tax software that has you covered

This year, get your biggest possible tax refund - without leaving your living room. TurboTax, the #1 best-selling tax software, is up to date on the latest tax laws and guarantees 100% accurate calculations, so you can be confident your taxes are done right and get your biggest possible refund. And, as a credit union member you can save up to \$15 on TurboTax this tax season.

To access the member discount, click on the TurboTax® web banner located on our credit union's website. Start today and save!

Visit <http://turbotax.intuit.com/hp/you/guarantees.jsp> for TurboTax product guarantees and other important information. Limited time offer for TurboTax 2018. Discount applies to TurboTax federal products only. Terms, conditions, features, availability, pricing, fees, service and support options subject to change without notice. Intuit, TurboTax and TurboTax Online, among others, are registered trademarks and/or service marks of Intuit Inc. in the United States and other countries.



FINALLY SAW THE GRAND CANYON. BEST. YEAR. EVER.

What's your ultimate adventure for 2019? Experience more with Ultimate Checking. Take advantage of extra travel benefits and discounts, cash back and elite concierge service to assist you with all your travel needs! Explore more at keeslerultimate.org today.



KEESLER FEDERAL CREDIT UNION

P.O. BOX 7001, BILOXI, MS 39534-7001