

InTouch

A quarterly publication of Keesler Federal Credit Union | Summer 2019



**Introducing
Keesler Federal's
Fresh New Look**





James Hollingsworth
Chairman,
Board of Directors

Hello and happy summer! This is a very special issue of InTouch because, after months of planning and hard work, we are now ready to reveal the big news...

Keesler Federal Credit Union has an exciting new look! Yes, that's correct – our previous logo, which served us for over 30 years, is being retired. In its place is a fresh, updated Keesler Federal logo, along with vibrant new colors and a more modern look that better reflects the energy and optimism of our members, as well as the credit union's current and future plans.

Perhaps you're wondering whether this update is needed. Well, in short, yes. Times, styles and technologies change and evolve. This isn't our first logo change. Keesler Federal has always been proud to evolve along with our members' needs and preferences by offering new financial solutions to ensure the best banking experience possible. Our new look captures the essence of this philosophy. And, as Keesler Federal continues to grow, it will help us spread the message about the benefits of the Keesler Federal difference to more new members. And that's a good thing.



You can rest assured there will be no change to Keesler Federal's genuine commitment to your best interests and delivering exceptional member service each and every day. These ideals have been at the heart of this credit union since Day 1, more



than 72 years ago. If anything, this commitment is growing stronger, thanks to the enthusiasm of our dedicated team members. We are still the same Keesler Federal you've grown to know and trust. We will always be your neighbors, your friends and a proud, visible supporter of the amazing and unique communities we serve.

But, that's not all... In addition to the updated look, we have simultaneously launched a redesigned website at KFCU.org. I'm confident you'll appreciate its streamlined functionality, which was created to make your online experience easier, faster and more convenient. The coming months will also bring a new and improved Keesler Mobile and Keesler Online, your digital banking portals. You will begin noticing our new logo and colors right away in advertising such as billboards and TV. We are also in the process of converting exterior signs on our branches, in-branch displays, brochures,

checks and other items. Although this transformation will not be instantaneous, we are working quickly and I promise you will soon feel right at home with the "new" Keesler Federal!

I realize this Chairman's Message is a bit longer than usual, but hope you'll agree this exciting news deserves the extra ink! Without loyal members like you, we would not be able to expand our products and services, advance our technologies and achieve new growth such as the opening of our St. Martin and Madison branches and our first-ever branch in New Orleans. We are truly honored you have chosen to take this journey together with us. Thank you for your membership and continued support.

Yours in service,

James Hollingsworth

Dragon Boat Races & Air Show



Keesler Federal team members recently enjoyed serving their communities by raising funds for worthy causes and providing comfort; all while having a good time!

Dragon Boat Races

April 27 was a perfect Saturday to be on the water. Keesler Federal teams competed in the 4th annual Gulf Coast Dragon Boat Festival at "The Dock" restaurant on the industrial canal in Gulfport. The festival is a fun and exciting fundraising and team building event where companies, organizations and individuals participate in a unique style of boat racing. Dragon Boats are 46-foot row boats that hold a team of 20 rowers and one drummer. The

race draws out hundreds every year. It's all about a good time, good food and, most importantly, a good cause. Win or lose, everyone agreed the real winner is the community.

All proceeds from the event benefit the United Way of South Mississippi to improve education, health, and



financial stability in our community. Keesler Federal Credit Union was the Presenting Sponsor for this year's race.

Thunder Over the Sound Air Show

This year's air show, hosted at Keesler Air Force Base, featured the U.S.A.F. Thunderbirds aerobatic team. Tens of thousands gathered to ooh, ahh, and shudder as the powerful war jets split the sky. Keesler Federal was the Presenting Sponsor.

Over 60 Keesler Federal volunteers provided welcomed conveniences under five tents including activities for children and sponsored giveaways. A rest tent offered refreshing breezes from cooling fans, sunscreen, as well as a photo station with air show props.



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 second quarter of 2019:

25 YEARS OF SERVICE

Helen Evans, Dealer Service Rep, Indirect Lending
Sheila Cheek, Branch Manager, Ocean Springs
Marie Clark, Retail Support Specialist
Rita Pruitt, Systems Analyst, IT
Robyn Knapp, Administrative Assistant, Lending

15 YEARS OF SERVICE

Megan Sherman-Kemp, Branch Manager, Lakeview
Tami Seidule, Teller Supervisor, D'Iberville
Leia Tanner, Internal Auditor

10 YEARS OF SERVICE

Evelyn Gregory, Closing/Post Closing Supervisor, Mortgage Loans
Maria Murphy, Accounting Specialist
Stefanie Taylor, Member Records Clerk

5 YEARS OF SERVICE

Irene Field, FSR, Larcher Branch
Anesha Jackson, MCC Team Lead
Contricka Robey, Staff Development Specialist
Natasha Spears, Member Contact Specialist
Susan Kostmayer, FSR, D'Iberville
Leah Jenkins, Employee Relations Specialist, HR
Michael Hill, Staff Development Specialist
Darren Garrett, Sr. Credit Officer, Indirect Lending
Ginger Fountain, Sr. Mortgage Loan Originator
Linda Bradford, Teller Supervisor, Wiggins



Tips to Protect Your Data Online

- Don't give out personal data unless you've initiated the contact or know who you're dealing with.
- A "lock" icon on the status bar of your internet browser means your information will be safe when it's transmitted.
- Use strong passwords to secure your devices, as well as bank, credit and other accounts.
- Never post your full name, Social Security number, address, phone number, or account numbers on publicly accessible sites.
- Always use anti-virus software, anti-spyware software, and a firewall.
- Don't open files, click links, or download programs from strangers.
- Only send data on a secure wireless network in coffee shops, airports, etc.
- Read those tedious site privacy policies.

Sources: *Federal Trade Commission*



Home Economics

With all the hype surrounding how mortgage rates are hovering around historic lows, buyers new to the mortgage process may lose sight of just how much difference one percentage point really makes. To illustrate the impact of mortgage rate fluctuations on a homebuyer, the example below explains how much more a 1% higher interest rate would cost a homebuyer over the term of the loan.

Understanding how mortgage rates affect payments is one thing; having your finances in shape to get a mortgage AND qualify for the best rate possible is a whole other ball game.

The Credit Score

Key to buying a home is having a credit score that qualifies for the type of mortgage loan being sought. All mortgage loans require a minimum

credit score, some higher than others. In all cases, the credit score will likely affect the interest rate charged. A high score merits the lower rates while the opposite is true for a low score. The buyer's priority is to get that score as high as possible for the loan requirement. This can be achieved through a combination of:

- **working with creditors to pay off debt,**
- **making on-time payments,**
- **and saving cash for home purchase costs.**

Learn the key steps to buying a home by scheduling a free, no obligation meeting with a Keesler Federal mortgage representative at a branch location near you.

Sources: *Keesler Federal Credit Union Mortgage department, hud.gov*

	Example 1	Example 2
Loan Amount	\$150,000.00	\$150,000.00
Interest Rate	3.75%	4.75%
Term	360 months	360 months
P&I* Payment	\$694.67	\$782.47
Total Interest	\$100,082.00	\$131,690.00

Total Interest payback difference: \$31,608.00**

***(Extra interest amount for P&I payment per month: \$87.80 x 360 months)*
 **P&I stands for Principal and Interest. In this case, the principal is \$150,000.*



Charity Golf Tournament Recap

Thirty-three teams of golfers, distinguished guests and volunteer Keesler Federal team members came together for the 8th Annual Eagles Under the Oaks charity golf event on Wednesday, April 24. Held at The Oaks Golf Club in Pass Christian, Mississippi, the fun-filled 4-man scramble tournament raised funds to benefit the Combat Wounded Veterans of South Mississippi. "Eagles has become a springtime tradition we all look forward to," said Andy Swoger, President and CEO of Keesler Federal Credit Union. According to Swoger, "The CWVSM provides essential services to wounded heroes right here in our local communities and we are proud to help support its mission." This year's tournament resulted in a donation of \$31,842 for the not-for-profit organization, thanks to the generosity of our golfers, sponsors and members!

Thank You to Our Sponsors

Platinum Eagle Sponsors



Gold Sponsors



Longest Drive



Logo Ball



Closest to the Hole



Beverage Cart



Birdie

Garden Park Hospital



Knights Abbey



Backpacks for Bright Futures

The 2019 school year is fast approaching, and to help kindergarteners start off on the right foot, Keesler Federal Credit Union has supplied them with backpacks filled with school supplies. Local school districts in Pearl River, Stone, George, Hancock, Harrison and Jackson counties will be picking up the supplies and delivering them to their new kindergarteners before their first day of school! We are dedicated to serving our community and what better way than to give children a head start in their academic endeavors.

Do you know a kindergartener who will receive a Keesler Federal backpack?

We would love to see it! Please tag posts, pics and videos on social media with #KFCUBrightFutures.



Champions COMMITTED TO OUTSTANDING MEMBER SERVICE

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 1st Quarter 2019 winners.



LEADERSHIP AWARD 1st Qtr 2019



Thomas Curtis, Indirect Lending Manager

Thomas provides excellent leadership by keeping his team members informed and soliciting their feedback. This communication loop helps work flow smoothly. His leadership style promotes goal achievement in an individualized way that moves the team forward as a whole by providing the service expected from Keesler Federal.



PEOPLE HELPING PEOPLE AWARD 1st Qtr 2019



Olivia Martin, FSR Vanleave

Olivia consistently exceeds goals and expectations by putting members' needs first. She strives to provide a pleasant and reassuring experience while conducting member transactions and answering their questions. Her positive attitude is not only contagious, it paves the way for a great experience for members and coworkers alike.



OUTSTANDING MEMBER SERVICE AWARD 1st Qtr 2019



Courtney Delancey, TSR I - Ocean Springs

Courtney has been nicknamed our Ocean Springs Cheerleader. She never seems to have a bad day, calls members by name and extends her positivity to all she encounters. Her personable style makes everyone feel at home and is known to help foster member loyalty. Courtney personifies member service.

Growing Bigger. Growing Stronger.

This summer, we welcome three new branches to our expanding family to better serve existing and new members in each of our regions. The **St. Martin Branch** in Ocean Springs opened on June 5 and immediately enjoyed a devoted following among members who have long been asking for another Jackson County location. Branch Manager Leslie Harvey leads a team of six tellers and lenders, along with a mortgage loan officer, in this busy branch located on the bustling Washington Avenue corridor between I-10 and Highway 90.

Keesler Federal's first branch in the city of New Orleans opened on June 14, bringing our total number of Louisiana locations to five. The **Mid-City Branch** is

located in the historic American Can Company building, a mixed-use loft development near Bayou St. John and City Park. Branch Manager Jerome Whitney and his team of four tellers and lenders, plus a mortgage loan officer, are spreading the word about Keesler Federal in this exciting new market.

The newly constructed **Madison Branch**, is the fifth Keesler Federal location in the Jackson metro area. Open for business July 17, Branch Manager Heather Mathis and her team of six tellers and lenders, plus mortgage loan officer, are excited to serve Keesler Federal members in the Madison community.



Madison – Welch Farms

1944 Main Street | Madison, MS 39110



New Orleans Mid-City

3700 Orleans Avenue, Suite 107 | New Orleans, LA 70119



St. Martin

6835 Washington Ave. Suite K | Ocean Springs, MS 39564

Catching Up on Retirement Saving

If you are starting at or near 50, consider these ideas.

A Message from the Keesler Financial Group

Do you fear you are saving for retirement too late?

Plan to address that anxiety with some positive financial moves. If you have little saved for retirement at age 50 (or thereabouts), there is still much you can do to generate a fund for your future and to sustain your retirement prospects.

Contribute and play catch-up. This year's standard contribution limit for an IRA (Roth or traditional) is \$6,000. You should try to meet those limits. In fact, starting in the year you turn 50, you can contribute more, the ceiling for annual IRA contributions is \$7,000.¹

Focus on determining the retirement income you will need. If you are behind on saving, you may be tempted to place your money into extremely risky and speculative investments – anything to make up for lost time. Rather than risk big losses, save reasonably and talk to a financial professional about income investing. What investments could potentially produce recurring income to supplement your Social Security payments?

Consider where you could retire cheaply. When your retirement savings are less than you would prefer, this implies a compromise. There are many areas of the country and the world that may allow you to retire with less financial pressure.

Think about retiring later. Every additional year you work is one less year of retirement to fund. Each year you refrain from drawing down your retirement accounts, you give them another year of potential growth and compounding. Working longer also lets you claim Social Security later, and that means bigger monthly retirement benefits.

Most members of Generation X need to save more for their futures. The median retirement savings balance for a Gen Xer, according to research from Allianz, is about \$35,000. A recent survey from Comet Financial Intelligence found that 41% of Gen Xers had not yet begun to build their

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

retirement funds. So, if you have not started or progressed much, you have company. Now is the time to plan your progress and follow through.^{2,3}

This material was prepared by MarketingPro, Inc., and does not necessarily represent the views of the presenting party, nor their affiliates. This information has been derived from sources believed to be accurate. Please note - investing involves risk, and past performance is no guarantee of future results. The publisher is not engaged in rendering legal, accounting or other professional services. If assistance is needed, the reader is advised to engage the services of a competent professional. This information should not be construed as investment, tax or legal advice and may not be relied on for the purpose of avoiding any Federal tax penalty. This is neither a solicitation nor recommendation to purchase or sell any investment or insurance product or service, and should not be relied upon as such. All indices are unmanaged and are not illustrative of any particular investment.

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. CUNA Brokerage Services, Inc., is a registered broker/dealer in all fifty states of the United States of America.

AdTrax FR-2601622.1-0619-0721

Citations.

- 1 - <https://www.irs.gov/newsroom/401k-contribution-limit-increases-to-19000-for-2019-ira-limit-increases-to-6000>
- 2 - fool.com/retirement/2018/02/07/heres-what-gen-xers-have-saved-for-retirement.aspx [2/7/18]
- 3 - entrepreneur.com/article/309746 [3/2/18]

Highlighted Share & Loan Rates

Shares

Share Savings (with Compounding)

Percentage	Annual	
	Rate (APR)	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)

Percentage	Annual	
	Rate (APR)	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

Checking Accounts

Percentage	Annual	
	Rate (APR)	Yield (APY)

eAdvantage Checking (qualifying accounts)

Balances up to \$25,000	1.39%	1.40%
-------------------------	-------	-------

Non qualifying eAdvantage accounts and amount of balance over \$25,000 earn rates listed below

Ultimate & Essential Checking depending on balance

Balances less than \$2,500	.15%	.15%
Balances \$2,500 or more	.20%	.20%

Individual Retirement Account (IRA)

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

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

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

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. \$28.89 per month per \$1000 borrowed at 2.49% for 36 months.

New RV/Travel Trailers

	Annual Percentage Rate (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. \$23.09 per month per \$1000 borrowed at 5.00% for 48 months.

Credit Cards

	Annual Percentage Rate (APR)
Visa Signature	as low as 5.5% APR
Visa Platinum	as low as 5.5% APR
Visa Classic	as low as 5.5% APR

Transaction fees per transaction: cash advance \$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)

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

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

Keesler Financial Group

Call (228) 385-4558 for your no-cost, no-obligation appointment today!



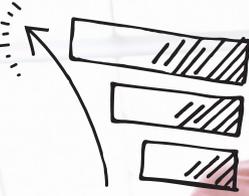
Step Certificate

Make your money work harder.

- Guaranteed rate increases
- Terms of 21 and 30 months

Federally Insured by NCUA
Membership eligibility required.

*Minimum \$1,000 to open. Early withdrawal penalties may apply.



[Learn More at kfcu.org](https://www.kfcu.org)

Smart Change

Put your spare change to work.

Smart Change rounds up all debit card purchases to the nearest dollar and deposits the difference to your savings account.

Federally Insured by NCUA
Membership and credit eligibility required.

[Learn More at kfcu.org](https://www.kfcu.org)

Keesler Federal
CREDIT UNION

P.O. Box 7001, Biloxi, MS 39534-7001

Important to you. Important to us.
[kfcu.org](https://www.kfcu.org)