



1st Quarter

Spring 2012



AN IMPORTANT MESSAGE REGARDING LOANS



It has been our practice to not charge the late payment fee for past due loan payments. Starting May 1, 2012 we will charge the past due fee on late payments according to the terms in your loan contract. Please review your contract carefully for this fee. If you have additional questions, please contact a loan department representative for more details.

Changes to H.P.C. Credit Union's Fee Schedule

Effective May 1, 2012

Returned Check Fee (Deposited)	\$10.00
Outgoing Wires (Domestic)	\$10.00
Garnishment (per notice)	\$25.00
ATM Non-Member Charge.....	\$3.00
Early Account Closure Fee (within the first 90 days).....	\$5.00
Dormant Account Fee* (after 18 months inactivity)..	\$2.00/mo.

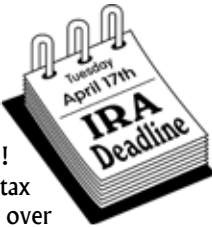
*Excludes minor accounts 18 years and under.

Important Information for Members with Open End Loans

Effective May 2012, most open end loans will have the payment date extended to the 28th of the month. Please contact your loan department with any questions.

There is Still Time to Deposit to Your IRA for 2011

Even though you have retired your 2011 calendar, there is still a 2011 "to-do" to check off your list!! Make a contribution to your IRA for the 2011 tax year. Contribute up to \$5,000 (\$6,000 if you are over age 50) to either a Traditional or Roth IRA. This year the April 15th deadline is extended to April 17th because of the weekend and holiday on Monday, April 16th. But why wait?? The sooner you open or add to your IRA, the sooner you will reap the benefits of this tax-advantaged way to save for your retirement. For all the tax details, check out Publication 590 at www.irs.gov or contact your tax adviser. To open or contribute to your IRA, please call Lynn at (989) 354-4698 ext. 556 for an appointment. Start saving for your future today!



A MESSAGE FROM YOUR MANAGER

244 MEMBERS ENJOYED a great dinner catered by Gerald and Janet Lucas Catering and the musical sounds of DJ Mae Lin of Dharma Records Multi Music Mgmt. Congratulations to incumbents Bill Garant and Robert Lakin on their re-election to the Board of Directors for another 3 year term of office. Thank you for volunteering your time and talents!

GREAT NEWS FOR OUR SAVERS – coming soon are Tiered Share Accounts. This new account will provide a higher return based on the balance in the account. The higher the balance, the more dividend earned. We'll keep you posted on the implementation date.

MORE GREAT NEWS FOR OUR MEMBERS – Effective April 1st we will be offering 18 and 24 month Certificates of Deposit which will allow members a better return than the 6 and 12 month Certificates of Deposit. Also, these CD's will be available for our younger members with a minimum deposit of \$100.00. Stop in for more details!

FOR THOSE MEMBERS WITH MORTGAGE LOANS – please be sure the Credit Union has a copy of your paid property tax receipts for 2011 including summer and winter taxes. Copies must be turned into the Credit Union by May 31st, 2012. For those accounts that have not provided this information by the due date, a copy will be ordered and a fee of \$20 will be charged to the account holder.

PLEASE NOTE THE ENCLOSED FEE CHANGES – after much deliberation, the Board of Directors voted to add and increase some of our present fees to help cover expenses associated with the related services. H.P.C. Credit Union strives to maintain low fees as compared to those in the industry.

BANKRUPTCY IS SOMETHING a member should consider ONLY as a last resort. Always remember there are other alternatives. Call your financial institutions and credit card companies and try to work out reduced payment arrangements. If bankruptcy is your only solution, know that you are allowed to reaffirm even unsecured debt. Remember your Credit Union where the interest rate charged to you is a reasonable rate and no unreasonable charges were charged to you during your loan. Do what's right for your financial future and reaffirm your debit with your Credit Union where members are like family.

Have a very Happy Easter!

Cindy M. Krentz, Manager

Main Office: 1234 W. Chisholm Street • Alpena, MI 49707 • (989) 354-4698 • FAX (989) 356-6912

Branch: 2336 U.S. 23 South • Alpena, MI 49707 • Toll Free # 1-888-554-5944

(located in the Alpena Mall)

Visit us at www.hpccu.com

Need a New Ride?

We Can Make It Happen With
A Low Rate Vehicle Loan

Your faithful set of wheels has carried you through the Great Recession. But even the most reliable ride eventually must be replaced. With loan rates at an all time low, this is the perfect time to buy! Here are a few reminders about car buying:

**PRE-APPROVED
VEHICLE LOANS**

Available at the
Credit Union



1. Get pre-approved for a vehicle loan at your H.P.C. Credit Union. With a pre-approval, you can leave financing out of the negotiation.
2. Don't fall in love with a particular make or model. Do your homework about the type of vehicle that will meet your needs, but keep your options open. Unless you are willing to walk away, you will not be able to negotiate the best deal.
3. If possible, wait until the end of the month to make the purchase. Dealers will be more motivated to move their inventory then.
4. Evaluate whether you really need all of the accessory packages. For example, if you rarely listen to music when you drive, high-end speakers are of little use or importance.
5. Consider the total cost of ownership, including fuel economy and insurance. Once you have narrowed down your make and model choices, compare gas mile estimates and the cost of insurance.

Financial Spring Cleaning Tips

Here are some things you should consider every year when evaluating your financial situation:

- #1 - Cut down your debt. Stop estimating what your debt is costing you. Set up a plan to address your biggest problem, such as high interest rate credit cards, too high of a balance, or having too many credit cards.
- #2 - Get your records organized. Being disorganized can cost you money in late payment and over-limit fees. Getting yourself organized will make it easier when it comes time to do your tax returns. It also will help you in tracking your spending and matching purchases to your credit card statements.
- #3 - Check your credit report. Think of your credit as your portfolio. Once a year you can get a free report from each of the big three credit reporting agencies (Experian, Equifax, and TransUnion) by going to www.annualcreditreport.com. These reports will include information on all your accounts and let you see your payment habits. It will also let you see if there are any possible problems with identity theft.



By enrolling in the Sprint Credit Union Member Discount Plan, you will receive a 10% discount on most individual service plans, a 15% discount on most business plans, discounts on equipment and accessories, plus waived fees

on new activations and upgrades. All H.P.C. Credit Union members are eligible for this discount, just mention that you're a member and use Corp ID NACUC_ZZM.

H.P.C. Credit Union joins over 38 state leagues nationwide to bring this valuable savings program to you. Currently, there are over 1,200 credit unions participating with more than 1 million credit union members that have saved over \$90 million with this exclusive discount.

• CLIP AND RETURN •

QUARTERLY MEMBERSHIP APPRECIATION DRAWING

Spring has arrived with
SHOWERS OF CASH

FIRST PRIZE **\$250**
SECOND PRIZE **\$150**
THIRD PRIZE **\$100**

Member Name:

Phone Number:

Address:

DRAWING WILL BE HELD FRIDAY, APRIL 27, 2012



Credit Union Hours

Main Office (Chisholm Street)

Lobby: Monday thru Friday 9:00 a.m. - 5:30 p.m.

Drive-Thru: Monday thru Friday opens at 8:30 a.m. - 5:30 p.m.

Saturday: DRIVE-THRU ONLY 9:00 a.m. - Noon

Branch Office (located in the Alpena Mall)

Monday thru Friday 9:00 a.m. - 5:30 p.m.

Closed Saturday

VEHICLES
AS LOW AS
New 2.49%
Used 2.89%
NEW
R.V.'s 4.95%

RATES

All rates effective 3/14/12, rates subject to change without notice.

SHARES	APY	CERTIFICATES	APY
Primary Shares	.25	24 Month CD	\$500.00 min. .75
Special Shares	.25	18 Month CD	\$500.00 min. .65
Business Shares	.25	12 Month CD	\$500.00 min. .55
Construction Shares	.25	6 Month CD	\$500.00 min. .40
Vacation Shares	.25		
Christmas Club	.25	24 Month CD	\$100.00 min. .75
Tax Escrow Shares	.25	18 Month CD	\$100.00 min. .65
Traditional IRA Shares	1.76	12 Month Youth CD	\$100.00 min. .55
Roth IRA Shares	1.76	6 Month Youth CD	\$100.00 min. .40
Coverdell IRA Shares	1.76		

LOANS

	APR		APR
New Vehicle Loan - As Low As	2.49	Student Loans	3.50
Used Vehicle Loan - As Low As	2.89	20 Year Fixed Mortgage	4.99
New Rec. Vehicle Loan	4.95	15 Year Fixed Mortgage	4.50
Used Rec. Vehicle Loan	5.50	5 Year Balloon Mortgage	4.25
Share Secured Loan - As Low As	2.00	Home Equity - Open End - As Low As	4.00
Signature Loan	9.00	Home Equity - 5 yr. Closed End - As Low As	6.00
Partially Secured Installment Loan	7.50	Home Equity - 10 yr. Closed End - As Low As	6.50
Member Special Loan	5.00	Home Equity - 15 yr. Closed End - As Low As	7.00
Winter Wishes	3.75		

H.P.C. Credit Union's Mission is to serve and promote members' personal financial success and to continue the Credit Union Philosophy of "People Helping People."

H.P.C. Credit Union Members Save Up to 30% On All Dell Products

Dell knows there is a techno gadget-loving geek in everyone. That's why they've teamed with Invest in America to offer credit union members exclusive discounts of up to 30% on all Dell products. From laptops, tablets and smartphones to HDTV's, printers and cameras, Dell has it all and H.P.C. Credit Union members can save on it! Discover Dell, Invest in America and all the fantastic discounts at www.LoveMyCreditUnion.org.

Coming Soon!! Tiered Share Accounts

Looking for a way to make your money work harder for you? This new account may be just what you're looking for. The rate is based on the balance in your tiered share account. The higher the balance, the more you earn!! Watch our web page for the release date of this exciting new program.

Great New Products – With Great New Rates

Now Available:

18 month Certificate of Deposit @ 0.65% APY with a minimum deposit of \$500.00

24 month Certificate of Deposit @ 0.75% APY with a minimum deposit of \$500.00

*Youth Certificates have a minimum deposit of \$100.00
Penalty interest rate for early withdrawal is equal to 0.00% per annum on all Certificates of Deposit.

the LAST Word

Success comes before work only in the dictionary!