SPRING 2016

# Highlights

## Get the Most Out of Your Tax Refund

Expecting a substantial income tax refund this year? If so, you are in the majority; over 80 percent of Americans get money back at the end of the tax year, with the average refund being close to \$3,100. Rather than having those precious dollars being absorbed into your normal spending routine, get the most out of your cash.

#### 1. PLAN A VACATION

If you are in a fluid financial position, and can truly afford a bit of luxury, do something you've been dreaming of. Money is to be enjoyed as well as earned, saved, and invested. Go ahead. Book that cruise!

#### 2. DONATE TO A CHARITY

Giving back to the community is a wonderful way of supporting a cause that you are passionate about. Whether it is your local animal shelter or a food pantry, a monetary gift to a charity you believe in will feel like a reward of its own.

#### 3. OPEN AN EMERGENCY ACCOUNT

Most Americans don't have money set aside for those financial emergencies that always seem to happen when there is no cash in the coffer. A large tax refund is a great start for an emergency account. Experts recommend that it should eventually total between three to six months' worth of essential living expenses.

#### 4. INVEST IT

Instead of just working for money, let money work for you! Your money isn't growing in value if it's just sitting in your sock drawer or hiding in a cookie jar. Investing your money is a great tactic to attain financial security in the future. Speak to our Heritage Investment & Wealth Solutions professional for details.

#### 5. CONSOLIDATE YOUR DEBT

With average annual interest rates for credit cards and personal loans hovering around fifteen percent, paying off that credit card before making other investment decisions makes good sense.

HHFCU has partnered with BALANCE™ Financial Fitness Program. Their team of money management experts can help you clarify your objectives, and then develop a plan to achieve your goals. This service is FREE to all our members. Call them toll free at 888.456.2227, or visit www.hhfcu.org/balance.

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## Deposit Checks from your Smartphone

Need to make a deposit? There's no need to visit a branch or mail in checks — deposit checks right from your smartphone! With Hudson Heritage's remote deposit service, you can deposit checks from home, work or on the go.

Sign up for RDA today! Visit www.hhfcu.org/rda for more information.



## **COMMUNITY NEWS**

## **Annual Meeting**

Thursday, May 12, 2016 6:00PM

25 Rykowski Lane, Middletown, NY 10941

Please join us on May 12<sup>th</sup> for the 76<sup>th</sup> annual members meeting of Hudson Heritage FCU. Light refreshments will be served, and various door prizes will be raffled. Non-members must be a guest of a member in good standing to attend.



## Become a Hudson Heritage Volunteer!

As a member-owned financial cooperative, Hudson Heritage Federal Credit Union relies on the talents of volunteers from our membership to serve on our Board of Directors and Supervisory Committee.

#### **How Hudson Heritage Volunteers Serve**

Hudson Heritage volunteers come together to represent the best interests of fellow Hudson Heritage members in the following capacities:

**Supervisory Committee:** Appointed by the Hudson Heritage Board of Directors each year, this Committee typically meets quarterly to oversee and verify credit union records, monitor financial controls and works with HHFCU's internal auditing staff and external audit firms.

To apply, please send a résumé and letter of interest to:

Board Chair Hudson Heritage Federal Credit Union 25 Rykowski Lane Middletown, NY 10941

## FREE Community Shred Days

Don't throw personal documents and bank statements in the trash. Shred them securely and for free during one of our Community Shred Events:

Goshen Branch - April 16, 2016

**Dolson Avenue Branch** – May 21, 2016

Washingtonville Branch – June 18, 2016

The shredder truck will be on site from 9AM – 1PM for the days and locations listed above. Have your documents shredded quickly and securely. You don't even have to waste time removing paper clips, staples or binder clips. Just bring your documents by and we'll take care of everything else.



## Love My Credit Union Rewards

Members receive exclusive discounts and benefits.



The more offers you take advantage of, the more you save. Start saving today at **LoveMyCreditUnion.org**.

## YOUR MONEY

## 10 Ways to Reduce Spending This Week

Reducing spending doesn't have to be a painful or negative experience. Here are some simple ways you can cut your spending this week without dramatically changing your lifestyle:

- Track your expenses. The first step to altering spending habits is to determine where your money is currently going. Seeing how you are currently spending may reveal some easy changes you can make right away.
- 2. Make a list before shopping. This will cut down on impulse purchases and also prevent you from forgetting items that would call for a follow-up trip later. Also don't forget the No. 1 rule of shopping for groceries: Never shop hungry!
- 3. Check ads and look for coupons. While it's important not to purchase items just because they are on sale, looking for items you already plan to purchase or planning meals around what is on sale can make sense financially.
- 4. Organize a bring-your-lunch-to-work day. Lunchtime may be your favorite time to catch up with co-workers, but that doesn't mean you have to spend money eating out. Decide on a day that everyone brings their own lunch and enjoy the social experience without the restaurant price.
- 5. Unsubscribe from daily deal emails and sale announcements. This may seem counterproductive but think about what actually happens. When you get one of these daily deal emails, you often purchase an item you had not been in the market for simply because it's a "good deal." This isn't actually saving you money unless it's an item that you would have purchased anyway.



- 6. Buy used, not new. Not everything you buy has to be brand new. Certainly this doesn't mean buying junk, but there are plenty of good options for buying used items from thrift shops and yard sales, to Craigslist and eBay.
- 7. Bike! Now that spring has finally arrived it's a great time to use your bicycle for getting around locally. Whether it's commuting to work or just running to the corner store, biking means less money spent on gas and has the added benefits of exercise.
- 8. Evaluate your energy use. Unplug appliances that are not in use and turn off lights when they aren't needed to save on your energy bill.

9. Call your cable and Internet providers to negotiate a lower bill. Most offer a wide range of products with various prices. Service representatives often have some discretion over prices for these services, so a little negotiation can make

a difference on your monthly bill.

10. Take advantage of Hudson Heritage Federal Credit Union's Online Banking. One of the easiest ways to track your spending is by using your HHFCU debit/credit card and our Online Banking. You can also use our Bill Pay and Remote Deposit Anywhere features to save money on items like gas and stamps.



Melvin Mills, Certified Financial Planner® and Investment Advisor Representative\*

Call Melvin today at 845.750.2478. It could make all the difference in your future. To receive monthly emails with financial tips and news or weekly market updates, send an email to mmills@moneyconcepts.com today.

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\* Melvin Mills is an independent contractor of Money Concepts International, Inc. Money Concepts is an experienced wealth management and financial planning organization with products and services offered through their full-service broker/dealer. Heritage Investment & Wealth Solutions is pleased to offer a wide-range of insurance and investment services through our partnership with Money Concepts.

## LENDING NEWS

### Own Your Dream Home

With the economy on the upswing, the housing market has flipped from being a buyer's market to a seller's market. If you're trying to buy a house, it's a tough reality and can result in many competing bids for the same property. But there are ways you can give yourself an advantage and win that house you want to call home.

- Know your area's market. You might know the approximate value of the house you're after, but what about the final sale prices of houses in the neighborhood? Were they above the asking price? How often? Your offer is more likely to succeed if it aligns with past sales in the neighborhood.
- Be careful not to underbid. Today's markets aren't forgiving of lowball offers. If you bid low, you risk losing the house to someone who priced more reasonably. If you're willing to pay up to a certain amount, go with that off the bat so you aren't written off.
- Put up more earnest money. You only make this deposit if your offer is accepted, so why not show you're serious and place your payment above the standard 1 to 3 percent? It will help assure the buyer you are unlikely to back out of the deal.
- Cover seller costs. Usually, the seller will pay transfer taxes and for the home warranty. Offer to cover these and other seller-associated costs.
- Make an emotional appeal. Money matters, but connecting on an emotional level with the seller can be what makes the difference between you and another buyer. A simple way is to attach a letter and maybe a photo of your family with your offer. It can explain who you are, what your family is like and why you want to live there. Maybe you felt some special connection to a certain room or know your family and the seller's have similar interests.
- Be flexible. Ask your agent to see if there's any way you can make the process easier for the sellers. For example, if they need to move out immediately or can't move for a few months, being flexible on your move-in date could make them more willing to accept your offer.

When it comes to buying a house, Hudson Heritage can help you find the mortgage that's right for you. Stop in, call 845.561.5607 or apply online at www.hhfcu.org.







1 APR = Annual Percentage Rate. All extensions of credit are subject to credit approval. Rates shown are the lowest offered for product advertised. Applicants not approved for these rates or terms may be offered credit at a higher rate and/or different term. This is a limited offer and may be withdrawn at any time. All terms subject to change without notice. There are certain draw down, balance requirements and loan-to-value restrictions which may apply. Minimum loan amount of \$25.00 required to qualify for these rates and terms. May not be combined with any other offer. All rates quoted include a \$50% reduction for Members who pay their loans through authorited transfer from any account theme En with less of Credit Research and the part their best of the part of outstanding transfer from any account. Home Equily Lines of Creative discount of the transfer from any account. Home Equily Lines of Creative discount of the transfer from any account of the transfer from any account of the transfer from any account of the transfer from a subject to the dark balance year anniversary will be subject to the dark balance Appraisal costs if required, are paid by the borrower and will be reinfluenced when the local is funded. Maximum rate is 18% APR. For variable-rate loars, the rate may increase after consummation.

INSURED BY NCUA CHINDER



Terms and restrictions apply to all promotions, speak to a representative for details

## WANT A BETTER BANK? TRY A BETTER CREDIT UNION.

PRESIDENT'S MESSAGE
Spring 2016

In a race for the best service and overall value, Hudson Heritage Federal Credit Union is tough to beat. That's because we support the interests of our members above all else. When you take advantage of HHFCU membership and all the benefits it includes, you win.

#### We're Always Trying to Improve

Over the past year, a lot has been happening at Hudson Heritage. We've relocated branches, improved our website, and we're working every day to make sure that doing business with us is easy for our members. We offer online banking services to make managing your money more convenient. We've also partnered with BALANCE Financial Fitness Program to provide all of our members with FREE financial advice and counseling. As we look forward to spring and the year ahead, HHFCU will continue to progress and work as hard as we can to provide excellent service to all of our members.

#### **Personalized Banking**

Hudson Heritage is focused on personalized banking. At commercial banks, people are just numbers. But at HHFCU, we understand the importance of our members, and we prioritize your banking needs. We want to provide you with all of the tools you need to have a successful financial future. We're not looking to push whatever products bring in the most revenue, we want to get to know you and recommend only the products and services that we know could benefit you. This way, we are catering our business to fit your needs, not the other way around.

#### See the Difference

Wouldn't you rather do business with an organization that works hard for you, not a bank that works to turn profits for someone else? That's the Hudson Heritage Federal Credit Union difference; our goal is to build trusting relationships through personalized banking.

#### **HHFCU - Easy to Do Business With**

To ensure banking with us stays as easy as possible, we're always striving to make improvements. Which is why we relocated our New Paltz branch! We can now be found at 234 Main Street, Suite 6B. Our new location is more spacious, with a coffee bar, coin machine, night drop and 24-hour ATM.

Wichael J. Wills

Michael J. Ciriello President/CEO, Hudson Heritage Federal Credit Union





## Keeping Your Account Safe

Our debit cards will be getting EMV chips! EMV chips offer better security on your debit card. This means we will be issuing all new debit cards to our members in the coming months. Your new card will have a new expiration date and a new security code. When you get your new card, remember to update your card information for any automatic payments you may have. Your existing debit card will remain active for 30 days after we send notice that we will be replacing it.

Please be advised, that for security purposes, we will not be issuing new cards to those who have not used their debit card in the past six months.

Please contact us if you do not receive a new debit card and would like one.

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#### **BOARD OF DIRECTORS**

#### Chairperson

Paul Zalanowski

#### Vice-Chairperson

Thomas Houston

#### Secretary

Kenneth Affeldt

#### **Treasurer**

William Wiseman, Jr.

#### **DIRECTORS**

Gerard Amoroso Thomas Eltz Sr. Sandra Gerow Robert Gould Richard J. Guertin Kent Hottinger Michael Mahar

#### **SUPERVISORY COMMITTEE**

#### Chairperson

Nicholas Giglio

Michael Early Sandra Gerow Loretto Kennedy Robert Sassi

#### **EXECUTIVE TEAM**

#### President/CFO

Michael Ciriello

#### SVP/COO

Jenny Rivera

#### VP of Lending

Ginny Bromsey

#### **VP of Security**

Warren Barnett

## **Chief Financial Officer**

Debora Dulisse

## Branch Hours, Locations & ATMs

#### **BRANCH HOURS**

MONDAY - WEDNESDAY 8:30AM - 5:00PM THURSDAY - FRIDAY 8:30AM - 6:00PM SATURDAY 8:30AM - 2:00PM

#### **GOSHEN**

117 Grand Street 24 HOUR ATM

#### **HARRIMAN**

Old Glory Mall, 95 Maher Lane, Ste. 9 24 HOUR ATMs CLOSED SATURDAYS

#### **MIDDLETOWN**

25 Rykowski Lane

161-5 Dolson Avenue 24 HOUR DRIVE-UP ATM

357 E. Main Street 24 HOUR ATM **CLOSED SATURDAYS** 

#### **MONTGOMERY**

17 Walnut Street 24 HOUR DRIVE-UP ATM

#### **NEWBURGH**

2 Corwin Court 24 HOUR DRIVE-UP ATM

#### **NEW PALTZ**

234 Main Street, Suite 6B 24 HOUR ATMs

SUNY New Paltz Campus - Lower Level of Haggerty Administration Building, 1 Hawk Drive

MONDAY, WEDNESDAY, & FRIDAY 9:00AM - 4:00PM LUNCH CLOSING 11:00AM - 11:45AM CLOSED TUESDAY, THURSDAY, & SATURDAY ATM Located in Student Union Building, available during open building hours

#### **PINE BUSH**

36 Boniface Drive

#### **PORT JERVIS**

17-19 Sussex Street **CLOSED SATURDAYS** 

#### **WASHINGTONVILLE**

131 East Main Street 24 HOUR ATM

#### **MEMBER SERVICE CENTER HOURS**

MONDAY - FRIDAY

8:00AM - 6:00PM













Over 30,000 surcharge-free ATMs. Visit our website for ATM locators.

**HOLIDAY CLOSINGS** 

Monday, May 30th – Memorial Day

Monday, July 4th – Independence Day

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