

BREAKING NEWS

NEW YEAR MESSAGE FROM THE PRESIDENT

Dear Member:

The year 2007 has been busy and productive for your Credit Union. Earnings continue to outpace projections. Our return on assets (ROA) is currently running over .60%. Your Credit Union reserves (rainy day savings) and loan balances are at an all-time high. Member deposits are running lower than planned, but when you look at what is happening to the economy, it's not surprising. Your Credit Union remains financially safe and strong.

Your Credit Union added or improved many products and services during 2007. These include:

- Free Checking with Free Online Bill Paying.
- A new Health Savings Account. This is a portable savings account for Members with high deductible health/medical plans. It allows you to set aside money for health care tax-free!
- A new Member online account-opening process.
- Ican Benefit Group: A limited but more affordable health/medical program.
- Member education on fraud and financial processes through our Web site and seminars.
- AutoAdvisors – A new car-buying service.

We also expanded our offerings to our Business Members. We continue to provide business savings and checking products and many types of business loans. In addition, we provide business services such as employee medical/dental plans, investment services, insurance products, merchant services, payroll services, ACH origination, direct deposit and direct payment. If you have your own business or plan to start one, come see how we can assist you!

Your Credit Union does not participate in subprime mortgage lending. However, subprime lending and cost of living increases (gas, insurance, taxes, etc.) create a negative impact on our country's economy. Spending has increased and savings have slowed down. If you have financial management problems and would like assistance, we are here to help. We have contracted with a professional organization to provide free and confidential financial counseling and education for all Members. You can find the Balance Financial Fitness program on our Web page or call the Credit Union for information.

We have been busy strengthening controls for the Bank Secrecy Act (BSA). BSA was enacted by Congress following the 9/11 tragedy. Its purpose is to identify and report suspicious individuals and financial transactions. We hired a BSA Administrator to oversee the program and establish required controls. Some of our new identification requirements do cause some inconveniences, but we look to minimize them whenever possible.

I'm excited about several new services we will be providing in 2008: A VISA gift card, wireless access to PC Banking using your personal digital assistant (cell phone, Blackberry, etc.), and a new branch location on Congress Avenue in Delray Beach between Atlantic Avenue and Woolbright Road.

Thank you for your participation in your Credit Union. As always, we will focus on providing you the best experience and service possible.

Sincerely,
Lary B. McCants
President/CEO

WHEN IT'S TIME TO RENEW



Great rates. Personal service. All insurance companies promise it, but will they deliver? Yes and no. The truth is, different policies work better for different people. To get the best results, you have to do a little investigating. That's where **Members Insurance Services, LLC*** (MIS) has you covered.

If you are within 45 days of renewing your current insurance policy, give MIS a call to receive your free quote. MIS represents over 20 insurance carriers and will submit your request to several of them. For assistance, please visit www.ibmsecu.org and click on the MIS icon or call **877.981.8448**. Please be sure to have your current insurance information available so your quote can be processed quickly and accurately. MIS offers homeowners, auto, renters, motorcycle and watercraft products. Contact us today!

*Members Insurance Services, LLC is a subsidiary of IBM Southeast EFCU. Not available in all areas.

TURBO TAX



Turbo Tax is accurate and easy to use. Have your tax refund directly deposited into your account and receive your refund in 7-12 days. Be assured, your information is protected during transmission by industry standard technology.

Turbo Tax can be accessed by logging onto www.ibmsecu.org and clicking on the Turbo Tax icon. Please contact a Turbo Tax Representative at **800.613.4406** for more information.

Special Offer for 2008! All Members who purchase the Basic product by going through www.ibmsecu.org and clicking on Turbo Tax will save 10%. Also, Members who would rather have someone guide them through their taxes can print out a \$25 coupon for Jackson Hewitt, also available by accessing Turbo Tax through the www.ibmsecu.org Web site.

*Turbo Tax is a registered trademark of Intuit, Inc. and is not affiliated with IBM Southeast EFCU

AFFORDABLE HEALTHCARE BENEFITS

Looking For An Affordable Health Plan?

The Healthcare Credit Union Association offers health plans from \$159.95/month for individuals and \$269.95/month for families. This is not a discount card program. This is a health plan with nationwide coverage and a nationwide network of doctors. Plus, everyone is accepted.



Marketed and Managed by:

Plan includes:

- ◆ Doctor visits
- ◆ Hospital visits
- ◆ Prescriptions
- ◆ Illness
- ◆ Diagnostics
- ◆ Accident

This plan is great for individuals, families, self-employed and employers! **Call today at 866.506.6947 for more information.**

ELECTION NOTICE



If you have an interest in being considered for election to the IBM Southeast EFCU Board of Directors, an information package is available from the Nominating Committee. This package, among other things, describes the responsibilities of a Director and the qualifying requirements considered by the Nominating Committee in selecting candidates for nomination. To obtain a copy of the information package, please contact Jim Winborn at: Jim Winborn, Nominating Committee Chairman, IBM Southeast EFCU, P.O. Box 5090, Boca Raton, FL 33431-0890.

For the 2008 election to the Board of Directors, IBM Southeast EFCU's Nominating Committee is accepting applications for consideration by the Nominating Committee. Completed applications must be received by February 18, 2008. To receive an application form, **please contact the Nominating Committee at jimwinborn@att.net, at the mailing address above or by calling 561.391.3435.** Nominations may also be made with 500 signatures of the Membership. Petitions must be received by April 3, 2008.

MEMBER DRIVE – JOIN US FOR BIG REWARDS...AND TINY PRIZES

Join the Credit Union or refer a new Member and you are both automatically entered to win an iPod nano. All new Members and all Referrers of new Members who join between January 1 and March 31, 2008, will be entered to win one of three iPod nanos. For a Membership Application, log on to www.ibmsecu.org, visit your local branch, e-mail us at serviceplus@ibmsecu.org or call **800.873.5100** or **561.982.4700**.

*All IBM Southeast EFCU accounts are subject to eligibility, qualification, address and identification verification. Please ask for details. Join the Credit Union between January-March of 2008, or refer a new Member who joins the Credit Union between January-March of 2008, and be entered into a random drawing to win an iPod nano. Referrer's name must appear on new Member's application. Three (3) winners will be randomly chosen at the end of the quarter from all names entered. Credit Union employees not eligible. No purchase necessary. Must be 18 years or older to enter. You may also send a postcard with your name, address, phone number and email address to Member Contest, IBM Southeast EFCU, Attn: Marketing, P.O. Box 5090, Boca Raton, FL 33431. Winners will be notified by April 15, 2008. iPod nano is a registered trademark of Apple, Inc., and is not affiliated with IBM Southeast EFCU. Approximate retail value is \$199.00.

Your savings belong to you. Member FDIC. NCUA is insured by the FDIC and is a member of the FDIC's State Government.

NCUA

National Credit Union Administration • U.S. Government Agency

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Contact AutoAdvisors Today!

South Florida: Steve Possinger at **800.873.5100, ext. 4718** or **561.982.4700, ext. 4718**

Tampa Area: Jerry Skipper at **813.781.6042**

Atlanta Area: Mel Pocock at **678.797.6300, ext. 6311**

All Other Areas: **800.873.5100, ext. 4718** or email autoadvisors@ibmsecu.org

*AutoAdvisors Car Information and Buying Program is offered through AutoAdvisors Services, LLC. AutoAdvisors receives a transactional fee from the dealer, not dependent on dealer profit.

SHARE YOUR FINANCIAL GOALS

In today's fast-changing financial world, saving money isn't enough. You need to invest your money wisely and set targets to achieve your goals. You need a personal approach that's customized for you. Independent Financial Services Representatives are here to share your goals, assess your situation and work with you to achieve the financial stability you desire. Find out more about:

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In Georgia and Alabama, please call **678.797.6303**. • In Florida and the rest of the country, please call **561.982.4772** or **800.873.5100, ext. 4772**.

Securities offered through LPL Financial Institution Services. Member NASD/SIPC. Investment products offered are not FDIC, NCUA or NCUSIF insured. Investment products are not obligations of or guaranteed by the Credit Union, involve investment risk including the possible loss of principal, and may lose value.