

# DOLLARS & SENSE

AUTUMN 2010

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## Hours

### Main Office

7990 W Alameda Ave  
Lakewood, CO 80226

#### Lobby:

**Monday - Friday**  
9:00 am - 5:00 pm

#### Drive-up Lanes:

**Monday - Friday**  
7:30 am - 5:30 pm

#### Saturday (Drive-up Only)

9:00 am - 12:00 pm

## Branch

PO Box 25446

Denver, CO 80225

Denver Federal Center  
Building 41

#### Lobby Only:

**Monday - Friday**  
8:00 am - 2:00 pm

Branch Phone#: 303-232-3023

[www.foothills-cu.com](http://www.foothills-cu.com)

Night Depository, 24-hour Telephone Access, Automated Teller Machine, and FlexTeller (computer access) are available 24 hours a day, seven days a week. Also note that we have branch locations throughout the state for basic teller transactions. For more information, call our staff today.

(720) 962-9420 gives our members access to their accounts anytime. Call us at (720) 962-8200 to find out how you may take advantage of the flexibility and convenience provided by these services.

## Why Pay Banks \$3

*When you can get your money for FREE?*

Spending hard-earned cash on yourself is one thing; forfeiting it to escalating ATM fees is quite another. According to a recent Bankrate.com survey, ATM fees have reached an all-time high of \$4 billion per year—a 44 percent increase since 1999. In fact, consumers who use an ATM at a bank where they do not have a checking account can expect to pay enough to finance a café latte at their favorite high-end coffee house every time they take out their money.

Using the wrong bank ATM often means paying a surcharge fee both coming and going. The average surcharge rate is \$1.97, with \$2 fee being the most common and some banks that are in the \$3 threshold.

It's even possible to pay a surcharge for not receiving money. At a few banks, ATM "denial fees" may accrue when you attempt to withdraw more cash than your daily limit or bank balance allows. Translation: You are charged for a transaction you could not complete.

We're here to help. Because Foothills Credit Union is a member of CO-OP Network, you won't ever have to pay a surcharge when withdrawing cash or making deposits at one of the 28,000 CO-OP Network surcharge-free ATMs nationwide. By partnering with CO-OP Network, we want to make sure that you never have to pay outlandish fees to get your own money.

If, on average, you withdraw money twice a week with a \$2 surcharge fee rate per

transaction, you'll pay \$208 a year in withdrawal surcharges. That's \$208 that you'll never see again.

Keep that \$208 in your pocket! As a member of Foothills Credit Union you have access to more than 28,000 surcharge-free CO-OP Network ATMs. These ATMs are located all across the United States in 7-Eleven stores, Costco, Walgreens (Florida) and several locations near your home and work including many other credit union locations.

*It's as simple as this:*

**YOU SHOULDN'T HAVE TO  
SPEND YOUR MONEY TO GET  
YOUR MONEY!**

**There are now 4 ways to locate a  
CO-OP Network surcharge-free ATM.**

- 1. Text your location to MYCOOP (692667) and you'll receive a text with the 5 ATMs nearest you**
- 2. Download the CO-OP Network ATM database into your GPS device**
- 3. Call 1-888-SITE-COOP**
- 4. Visit [www.co-opnetwork.org](http://www.co-opnetwork.org)**

Say NO to surcharges! Use a CO-OP Network surcharge-free ATM for all of your withdrawals.



The Official Newsletter of:



## COLORADO FUN FACTS

- ◆ The world's largest flat-top mountain can be found in Grand Mesa.
- ◆ The world's largest natural hot springs pool is located in Glenwood Springs - running two city blocks long.
- ◆ Trail Ridge Road (US-34) passing through Rocky Mountain National Park between Estes Park and Grand Lake is the highest continuously paved highway in the US. It crosses the Continental Divide at 12,183 feet above sea level.
- ◆ The United States federal government owns more than 1/3 of the land in Colorado.
- ◆ Colorado has 222 state wildlife areas.
- ◆ Fountain, CO has the distinction of being the United States' millennium city because it best symbolizes the overall composition of America. Fountain is the most accurate representation of the American "melting pot". Fountain was chosen after a Queens College sociologist crunched Census Bureau statistics in an effort to find the one city in the country that best represented the population make-up of the United States.

## Foothills CU Members Save BIG *On The Little Things They Use Most*

Foothills Credit Union has partnered with Invest in America, which is a member enhancement program, to bring you fantastic discounts on the things you use every day. The program is called Member Rewards, and as a credit union member you have access to exclusive savings from trusted U.S.-based companies like Allied Van Lines, Complete Tax, FTD and CUBenefits (Medical and Lifestyle Plans), as well as our newest partners DIRECTV and Shop America.

During these tough economic times, we're pleased to offer our members the Member

Rewards program and the savings it can bring to you and your family. To learn how much you could save, contact your Foothills Credit Union member representative, visit Foothills CU website and click on the Invest in America link or visit [LoveMyCreditUnion.org](http://LoveMyCreditUnion.org).



Get exclusive credit union member discounts on the things you use very day! Visit: [LoveMyCreditUnion.org](http://LoveMyCreditUnion.org)

## To Expect Life's Best Be... *Prepared For The Worst*

Life is an adventure. Like every adventurer, you know that expecting the best requires preparing for the worst. To help you be prepared for any occasion, Foothills Credit Union endorses Accidental Death and Dismemberment (AD&D) insurance from CUNA Mutual Insurance Society, a trusted company serving credit union members for more than 70 years.

Coverage benefits include:

- ◆ Hospital benefit—helps pay for in-patient stay
- ◆ Education assistance—helps pay college expenses for children or spouse
- ◆ Childcare assistance—helps pay for

childcare and other needs

- ◆ Inflation protection—increased coverage every two years up to 25%

AD&D insurance supplements your life insurance. And, it's easy to get:

- ◆ Acceptance is guaranteed for credit union members age 18 and over
- ◆ No physical examination or questionnaire required

Let us help you be prepared. Call toll-free **1-877-MEMBERS** (1-877-636-2377) for a personalized assessment and no-obligation quote.

## Do You Know... *CDs Offer You More For Your Money?*

Certificates of Deposit (CD) can offer you more for your money than the standard savings or money market account. Consider these helpful guidelines:

- ◆ Identify your needs and goals up front. Do you need income now or later? Plan your investing to meet your needs and goals.
- ◆ Choose the longest term you can afford. The longer the term, the higher the interest rate.

- ◆ Allow the interest to compound. If you are not relying on the interest as part of your income, don't spend the interest when you receive it. Let it build up so that you can earn interest on your interest.

- ◆ Determine how much liquidity you need. Keep only the amount of money necessary to cover short-term needs in a short term CD. Keep the rest in longer term, higher interest CDs.



## LOAN RATES

Updated 9/01/2010

### Addendum "AA" to Loanliner Agreement APR = Annual Percentage Rates

#### Vehicle Loans - New(2010)/Used Maximum 72 Month Term

Rate	APR
A+ 5.60%	5.62%
A 6.25%	6.27%
B 7.50%	7.52%
C 11.25%	11.27%
D 15.25%	15.27%

\*Add 1/2% to rate for every  
5% of LTV (Loan to Value)  
over 100%

\*Add 1% for 84 Month Term

#### SUPER PRIME

24 months	3.50%
36 months	4.00%
48 months	4.25%

#### Recreational Vehicles - 2010 and Newer Maximum 120 Month Term

Rate	APR
A 8.50%	8.53%
B 9.25%	9.28%
C 12.00%	12.02%

#### Recreational Vehicles - Used Maximum 120 Month Term

Rate	APR
A 9.25%	9.28%
B 10.00%	10.02%
C 13.75%	13.77%

#### Motorcycle/Boat - 2010 and Newer Maximum 60 Month Term

Rate	APR
A 7.25%	7.27%
B 8.00%	8.02%
C 11.00%	11.02%
D 15.00%	15.02%

#### Motorcycle/Boat - Used Maximum 60 Month Term

Rate	APR
A 8.00%	8.02%
B 8.50%	8.52%
C 11.25%	11.27%
D 15.25%	15.27%

#### Secured Loans

- ◆ Shared Secured - APR 3.50%
- ◆ CD Secured - 2.00% above CD rate, minimum of 5.0%

#### Unsecured Loans (Maximum 60 Month Term)

Rate
A 9.99%
B 10.99%
C 11.99%
D 15.99%

- ◆ Overdraft Protection - 16.00% APR
- ◆ Visa® Credit Card - 10.99% APR

## SHARE AND CD RATES

Updated 6/15/2010

SHARE ACCOUNTS	Minimum Balance	Dividend Rate	Annual Percentage Yield (APY)
Share Savings	\$100	.15%	.15%
Money Market Share	\$1,000 - 10,000 \$10,001 - 25,000 \$25,001 - 50,000 \$50,001 and over	.25% .35% .40% .40%	.251% .351% .401% .401%
Share Draft Checking	\$500	.15%	.15%
IRA Share	\$100	.35%	.351%

#### CERTIFICATE OF DEPOSIT (CD)

6 month	\$1000	.50%	.501%
9 month	\$1000	.65%	.652%
12 month	\$1000	.80%	.802%
18 month	\$1000	1.10%	1.105%
24 month	\$1000	1.30%	1.306%
36 month	\$1000	1.60%	1.610%
48 month	\$1000	1.95%	1.964%
60 month	\$1000	2.50%	2.524%
12 month IRA	\$1000	.80%	.802%

#### RATES QUOTED ARE SUBJECT TO CHANGE

Dividends are not payable (on Share accounts) until declared and unless current and undivided earnings are available after required transfers to reserves at the close of a dividend period. Dividend rates will be adjusted at the discretion of the Board of the Credit Union and can be adjusted at any time. The credit union has the following Variable Rate accounts: Sharing Savings, Share Draft Checking, Money Market Share, and IRA Share Accounts. Variable rate accounts have no rate change limitations. The dividend period is quarterly and the frequency and compounding of dividends is quarterly. Account fees could reduce earnings. Annual Percentage Yield rates are based on the assumption that interest is paid to principle, there are no early withdrawals from CDs prior to maturity and CDs are renewed at maturity. Withdrawals of principle from CDs prior to the maturity date will be assessed a penalty of (90) days worth of interest. Ask an employee for further information about the fees and terms applicable.

## FINANCIAL SNAPSHOT - July 2010

MEMBERS ..... 6,758  
LOANS ..... \$ 40,320,585  
SAVINGS ..... \$ 52,520,667

TOTAL ASSETS ..... \$ 57,751,862

**Foothills CU: Your one stop shop  
for lending!**





## Real Estate Rate Sheet

### First Mortgages

All first mortgage requests must be deferred to the lending personnel for privacy and documentation controls. Centennial Lending, LLC Guidelines will be followed.

### Second Mortgages

Term	Rate	APR
10 year	6.50%	6.73%*
15 year	6.75%	6.91%*

\*Assumes a \$25,000.00 loan request

### Variable Rate Home Equity Line of Credit (HELOC)

Rate is based on the Wall Street Journal Prime Rate. Rate and payment may change quarterly. Effective 9/08/2010, Prime Rate is 3.25%.

Bronze Program = Prime plus (+) .50%

Silver Program = Prime

CURRENT RATE= 3.75%\*\*\* / 3.25%\*\*\*

**\*\*\*MINIMUM FLOOR LIMIT 4.75%**

### FEES

Fees for real estate loans can vary, and they include (but are not limited to):

- Appraisal
- Title Policy
- Filing Fees
- Document Preparation
- Origination

**Stop by Foothills Credit Union for all your real estate loan needs!**

## FoolProof: Member Education

### *A Different Way Of Doing Business*

If you look at this credit union's history, you will see that this credit union's objective is very different than the objective of most sellers of goods or services. The difference? You don't need negotiating skills to get the best price on any product or service we provide.

Whether you're getting a car, home mortgage, a credit card or any other product or service the sellers' job is to sell their product or service, not someone else's product or service. The sellers' job is to get the maximum benefit for the seller, not the maximum benefit for you.

#### Here's where things get a bit sticky:

Most sellers—to be successful—must be advocates for their products or services and must be advocates for their pocket book. Sellers can not be advocates for you.

If a product or service can be sold for a lower price, it isn't the job of the seller to tell you the product or service can be bought cheaper, if you just ask for the cheaper price.

Hey, it's called 'opportunity' pricing! It isn't the job of the seller to cut the price unless they have to.

That's where Foothills Credit Union enters the picture: The credit union

doesn't price products and services based upon your negotiating skills. The credit union operates like this: Rather than looking for ways to maximize profit on each sale, we look for ways to help you spend less and spend wisely.

Why? Doing the right thing is always nice. But more important, this credit union thrives when its owners (you) prosper. We falter if you falter financially. It is therefore in our best interest to help you be an intelligent consumer.

This is where "FoolProof" enters the picture. Foothills Credit Union is doing a lot to make you a wise consumer. Foothills Credit Union is a part of the national "FoolProof Initiative."

FoolProof is a no-nonsense member education program designed to tell the truth about products, services and issues that impact the quality of life. FoolProof is driven by information, not infomercial. It gives you Real Consumer Information.

See if this is hype or truth. We think you'll quickly see how important Real Consumer Information can be to the quality of your life. Head over to the FoolProof link on our website right now! FoolProof is going to be your oasis from hype and pressure.

**FoolProof<sup>SM</sup>**  
**Real Financial Education**

## Holiday Closures

**Monday, October 11 - Columbus Day**

**Thursday, November 11 - Veterans' Day**

**Thursday, November 25 - Thanksgiving Day**

**Saturday, December 25 - Christmas Day**

**Saturday, January 1 - New Year's Day**

**\*\*\*We will close at 12:00 noon on both Friday, December 24 and Friday, December 31**