

DOLLARS & SENSE

AUTUMN 2017

INSIDE THIS ISSUE:

Changes Are On The Way	1
Checking With Incentives	1
Protection from the Unexpected	2
Community Corner	2
Employee of the Quarter	2
Loan & Investment Rates	3
Ever Thought About Solar?	4
Real Estate Rates	4
Holiday & Other Closures	4

Lakewood Office

7990 W Alameda Ave
Lakewood, CO 80226

Lobby:

Monday - Friday

9:00am - 5:00pm

Drive-up Banking:

Monday - Friday

7:30am - 5:30pm

Saturday (Drive-up Only)

9:00am - 12:00pm

Phone# 720-962-8200

Loveland Office

746 N Cleveland Ave
Loveland, CO 80537

Lobby:

Monday - Friday

9:00am - 5:00pm

Phone# 970-669-4747

www.foothills-cu.com

Night Depository, 24-hour Telephone Access, Automated Teller Machine, Mobile App, and Flecteller (computer access) are available 24 hours a day, seven days a week. Note that we have branch locations throughout the state for basic teller transactions.

(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.

Changes Are On The Way!

E-Services Upgrades

Changes are coming to all 3 e-service products offered by Foothills Credit Union. These 3 services include the credit union website, the online banking system, and the mobile banking app.

The website will have a completely new look and feel that will make it easier to navigate, will include built in financial calculators to help you make the best product choices, and much more. In addition, the website will be responsive, which will allow you to view the website much easier on your mobile devices.

The online banking system will have a new look and features like ACH origination, integrated bill pay system, and many other features. It will also include the same great features available today.

The mobile banking app will also have a new look and feel and will have new features like a built in loan application, remote controls for cards, institution money transfers, the ability to view documents like

statements & receipts, income tracking that allows you to easily track income & expenses, and much more. The app will also have the same great features our app has today.

The roll out of these 3 upgraded services will be taking place around the same time, and will be available to the members in October & November. More updates will be given as the launch dates get closer.



Checking With Incentives

Golden Nugget Checking

Foothills CU offers 2 different types of personal checking account products. The FREE checking account and the **Golden Nugget** checking account. The Golden Nugget Checking includes 2 extra incentives.

Incentive 1: Earn dividends on balances over \$500 (paid quarterly).

Incentive 2: Receive .25% interest reduction on all fixed rate loan products

(overdraft & real estate loans are exempt from this offer).

The only requirement to earn the incentives is a balance of \$500 must be kept in the account. Almost anyone is eligible just contact the credit union to upgrade.



The Official Newsletter of:



Employee of The Quarter

Congratulations Tim Cattau

Tim is the Employee of the Quarter. This was voted on by staff in the 2nd quarter of 2017. Tim is the VP of Lending for the credit union.

Below are some reasons Tim's peers voted for him:

- * *He is always there when you need his expertise.*
- * *Puts a lot of effort in all of his work.*
- * *100% Dedicated to the credit union.*
- * *Works well with Members.*
- * *Great at supporting other staff.*

Below are 4 questions to find out more about Tim.

1. What's your favorite hobby?
 - *Spending time with my grandchildren.*
2. Three words that best describe Tim?
 - *Reliable, Dedicated, Hard Working*
3. What do you like most about working at the credit union?
 - *Interacting with Members, and finding solutions for today's financial challenges.*
4. How long have you worked at FCU?
 - *12 years*



Protection from the Unexpected *GAP Protection PLUS!*

What is GAP?

A vehicle's value usually lowers faster than the vehicle's loan or lease balance. The difference between the vehicle's value & the vehicle loan balance is the GAP.

Scenario:

Your vehicle is in an accident and totaled or stolen and not recovered. The value that insurance puts on your vehicle is much less than the outstanding loan balance. You're responsible for repaying the GAP which can be thousands of dollars!

Solution:

GAP protection from the credit union! For a low cost the credit union will 'waive' its right under the loan contract to collect the GAP balance. **GAP protection will pay off the remaining loan balance, including the insurance deductible, and gives \$1000 toward the replacement of the vehicle.**

How GAP Protection Works:

Loan: \$25,000
Term: 72 months
Loss Date: 36 months into loan

Loan Payoff \$14,000

Actual Cash Value of Vehicle \$10,000
Insurance Deductible \$ 500
Primary Settlement \$ 9,500

Out-of-Pocket Expense \$ 4,500

GAP Payment to Lender \$ 4,500

Out-of-Pocket Expense w/ GAP \$0

Vehicle Replacement Benefit \$ 1,000

Total GAP Benefit \$ 5,500

Contact the loan department to find out more about GAP Protection Plus!

Community Corner

Local Events in the Area

Foothills Credit Union is a big supporter of the local communities that it serves. A lot of this support includes getting involved with and sponsoring local community events.

In this section, Community Corner, the credit union will share some events we recently supported, and inform you of events coming up that you will see us at!

In the 3rd Quarter of 2017 the credit union was involved in various community events. Some of the bigger ones included:

Lakewood Area

- *Ralston House .5K Race*
- *West Metro Family Fire Muster*
- *Red Rocks 9/11 Stair Climb*

Loveland Area

- *Corn Roast Festival*
- *Art in the Park Festival*

Here is a picture from the Corn Roast Festival, which we had a booth at and ran a free prize wheel for kids! ➡

Upcoming Events

Some events the Credit Union will be sponsoring in the 4th Quarter of 2017:

Lakewood:

- *Cider Day's Festival*
- *West Chamber Celebrate Women*
- *Lakewood Lights Festival*

Loveland:

- *Festival of Lights*
- *Education is Everyone's Business Breakfast (Thompson Education Foundation)*



LOAN RATES

Updated 9/01/2017

Addendum "AA" to Loanliner Agreement
APR = Annual Percentage Rate

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

"It's All GOOD"

Youth Auto Loan Rate
RATE: 5.25% APR: 5.27%

Vehicle Loans - New/Used Maximum 72 Month Term

	<u>Score</u>	<u>Rate</u>	<u>APR</u>
A+++ Super Prime	800+	2.99%	3.00%
A++ Super Prime	780 - 799	3.09%	3.10%
A+ Super Prime	760 - 779	3.09%	3.10%
A+	740 - 759	3.09%	3.10%
A	720 - 739	3.49%	3.51%
B+	700 - 719	4.29%	4.31%
B	680 - 699	5.49%	5.51%
C+	660 - 679	6.49%	6.51%
C	620 - 659	11.25%	11.28%
D	<=619	15.25%	15.28%

Recreational Vehicles - 2017 & Newer Maximum 120 Month Term

	<u>Score</u>	<u>Rate</u>	<u>APR</u>
A	700+	8.50%	8.53%
B	660 - 699	9.25%	9.28%
C	620 - 659	12.00%	12.03%

Recreational Vehicles - Used Maximum 120 Month Term

	<u>Score</u>	<u>Rate</u>	<u>APR</u>
A	700+	9.25%	9.28%
B	660 - 699	10.00%	10.02%
C	620 - 659	13.75%	13.77%

Motorcycle- New/Used

Maximum 72 Month Term

(10% down required for lower rate in each tier)

	<u>Score</u>	<u>Rate</u>	<u>APR</u>
A	700+	4.99 - 5.75%	5.01%*
B	660 - 699	6.00 - 6.75%	6.02%*
C	620 - 659	8.85 - 10.25%	8.88%*

*APR is for lowest rate listed in each tier

Other Secured Collateral - 2017 & Newer (i.e. boat, camper, atv, trailers etc)

Maximum 72 Month Term

	<u>Score</u>	<u>Rate</u>	<u>APR</u>
A	700+	7.25%	7.27%
B	660 - 699	8.00%	8.03%
C	620 - 659	11.00%	11.03%
D	<=619	15.00%	15.03%

Other Secured Collateral - Used (i.e. boat, camper, atv, trailers etc)

Maximum 72 Month Term

	<u>Score</u>	<u>Rate</u>	<u>APR</u>
A	700+	8.00%	8.02%
B	660 - 699	8.50%	8.53%
C	620 - 659	11.25%	11.28%
D	<=619	15.25%	15.28%

Secured Loans

◆ Shared Secured - 3.50% APR

◆ CD Secured - 2.00% above CD rate, minimum of 4.0%

Unsecured Loans (Maximum 60 Month Term)

	<u>Score</u>	<u>Rate</u>	<u>APR</u>
A	700+	9.99%	10.02%
B	660 - 699	10.99%	11.02%
C	620 - 659	11.99%	12.02%
D	<=619	15.99%	16.02%

SHARE AND CD RATES

Updated 9/01/2017

<u>SHARE ACCOUNTS</u>	<u>Minimum Balance</u>	<u>Dividend Rate</u>	<u>Annual Percentage Yield (APY)</u>
Share Savings	\$100	.15%	.15%
Money Market Share	\$1,000 - 10,000 \$10,001 - 25,000 \$25,001 - 50,000 \$50,001 and over	.20% .30% .35% .40%	.200% .300% .350% .401%
Share Draft Checking	\$500	.15%	.15%
IRA Share	\$100	.30%	.301%

CERTIFICATE OF DEPOSIT (CD)

6 month	\$1000	.35%	.350%
9 month	\$1000	.50%	.501%
12 month	\$1000	.55%	.551%
18 month	\$1000	.60%	.601%
24 month	\$1000	.85%	.853%
36 month	\$1000	1.10%	1.105%
48 month	\$1000	1.30%	1.306%
60 month	\$1000	1.45%	1.458%
12 month IRA	\$1000	.55%	.551%

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.

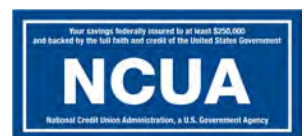
FINANCIAL SNAPSHOT - July 2017

MEMBERS 9,285
LOANS \$ 72,701,368
SAVINGS \$ 88,142,033

TOTAL ASSETS \$ 98,495,777

- Overdraft Protection - 16.00 APR

- Visa® Credit Card - 10.99% APR



Real Estate Loan Information

First Mortgages

Foothills CU offers first mortgages. All first mortgage requests must be deferred to lending personnel for privacy & 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 9/01/2017, Prime Rate is 4.25%.

Gold Program = Prime Rate*
Combined Loan to Value = 80%

*MINIMUM FLOOR LIMIT 3.99%

Silver Program = Prime Rate**
Combined Loan to Value = 85%

Bronze Program = Prime plus .50%**
Combined Loan to Value = 90%

**MINIMUM FLOOR LIMIT 4.75%

FEES

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

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

LOW RATE CREDIT CARD

Check out our non-variable low rate credit card option

Ever Thought About Solar? *AAA Solar Member Offer*

Call us for a
FREE
consultation
about
going green.

An exclusive offer to
Foothills Credit Union
members for a 5% discount
on the purchase of a
solar system from AAA Solar.

303.975.4908



Visit our website at
www.aaasolarcolorado.com



Have you ever thought about adding solar to your home, but then thought that you could not afford it or was not sure which company to call to find out more information?

These concerns are now a thing of the past. Foothills Credit Union has teamed up with a local solar company, AAA Solar, to offer credit union members an opportunity to add solar power to their homes.

AAA Solar is a locally owned and operated Solar company that offers Foothills Credit Union Members a **5% discount** on solar systems.

AAA Solar also shops the industry to find the right solar panel option that fits your needs and budget. In addition, they have trained installers to put the system in your home for you. AAA Solar, is your one stop shop for solar power options and installation. Now is the time to add clean, affordable, money saving energy to your home with the potential to get double digit returns on your system, and receive federal tax credits up to 30%.

AAA Solar also has low interest financing options available with their systems.

Contact AAA Solar at 303-975-4908 to set up a free consultation.

Holiday Closures

Saturday, November 11 - Veterans Day

Thursday, November 23 & Saturday, November 25 - Thanksgiving

Monday, December 25 - Christmas

Saturday, December 30 & Monday, January 1 - New Year's