

# DOLLARS & SENSE

SPRING 2016

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

Night Depository, 24-hour Telephone Access, Automated Teller Machine, Mobile App, and Flexteller (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.

## Smart Option Student Loan®

### *Take Control of Your College Financing*

#### HEADING TO COLLEGE THIS FALL?

Has your child recently made the important decision of where he/she is headed to college or graduate school this fall? Your family is likely now facing a new challenge—finding the right way to pay for it. After exploring grants, scholarships and federal loans, a private education loan can be an affordable & financially responsible way to fill the college financing gap.

For the upcoming 2016/17 academic year, Foothills Credit Union has partnered with Sallie Mae to bring our members the Smart Option Student Loan®, allowing families to design the private education loan that's right for them.

To encourage responsible borrowing, the Smart Option Student Loan also offers the following benefits:

**Competitive Rates:** Access competitive variable and fixed interest rates.

**No Origination Fees:** Members benefit from no origination fees or prepayment penalties.

**Choice & Flexibility:** Multiple convenient repayment options are available for students and their families to choose the option that best meets their needs. Students are encouraged to make payments while in school to reduce finance charges and the amount owed, and more than half of customers choose this option.

**Interest Rate Reduction:** Members may be eligible for an interest rate reduction by enrolling in the auto debit option.

Keep in mind that many students heading to college are new to credit and may have little or no credit history. Adding a cosigner, like a parent or other creditworthy person, may offer a better chance of approval and may help lower your interest rate.

For more information or to apply visit [www.salliemae.com/smartoption/foothills-cu](http://www.salliemae.com/smartoption/foothills-cu) or call 720-962-8200.

Foothills CU is not the creditor for these loans and is compensated for the referral of Smart Option Student Loan customers. This information is for borrowers attending degree-granting institutions only. Credit criteria and eligibility requirements apply. MKT1108A 07/15

## Small Business of the Year

### *Foothills Credit Union*

Foothills Credit Union was honored to receive the 2015 **Small Business of the Year Award** from the West Chamber. The credit union did not know about the nomination, so this was a very nice surprise and a great honor!

Foothills CU would not have been nominated or received this award without the hard work & excellent member service provided by our outstanding employees,

and for the support of our community partners the credit union works with on a yearly basis. We would like to give a big THANK YOU to the employees, community partners, and the West Chamber!!!

**the West**  
**CHAMBER**  
BUSINESS | ECONOMY | COMMUNITY

**2015**  
**Small Business**  
**of the Year**

The Official Newsletter of:

**Foothills**  
Credit Union

## Employee of The Quarter

### Congratulations Matt Logan!

Matt is the Employee of the Quarter. This was voted on by staff in the 4th quarter of 2015. He is the Marketing Director, and is located in the Lakewood branch.

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

- \* Works well with employees and members.
- \* Has a good attitude and works hard.
- \* Works well with community partners.
- \* Encourages and supports others around him.
- \* He is friendly & considerate of others!

Below are 4 questions asked of Matt or his peers to find out a little more about him.

1. What's your favorite hobby?
  - Snowboarding & Golf
2. Three words that best describe Matt?
  - Helpful, Imaginative, Proficient
3. What do you like most about your job?
  - Working with the community
4. How long have you worked at FCU?
  - 8 years



## Text Message & Email E-Alerts

### Manage Accounts with Custom Alerts

A great way to manage and oversee your personal bank account is to receive, *real time*, e-alerts anytime there is a change or adjustment to your account. Members have this option through the Foothills Credit Union online banking system! Whether you want to know:

- \* If your account goes over/under a certain amount
- \* If a deposit was made
- \* If a withdrawal was made
- \* If a loan payment was made
- \* And much more

Members have the ability to set up custom e-alerts through the Foothills Credit Union online banking system. Here's how:

1. Sign into your Foothills CU online banking system.
2. Look under the "Services" menu option and select *Manage E-Alerts*
3. Click "Add" and set up alerts you want to receive (can have multiple alerts)

4. Select how you want to receive the e-alert. You can choose email or by text message
5. Then click "Submit" and you're done

To select text messages click the down arrow in the "Email Address" field, select "Other", and type in your cell phone number followed by your cell service provider's email domain. For help with this set up select the "See information on receiving these alerts as texts" link.



## Refinance = Money Savings

### Foothills CU Has Lowered Rates



Do you have an auto loan at another financial institution?

Do you feel like you are paying a high rate for that auto loan, or has it been a while since you shopped other auto loan rates?

If your answer is 'yes' to the above questions then you need to talk with Foothills Credit Union about refinancing your auto loan.

Recently, Foothills Credit Union **lowered its rates** on auto loans, and there is no cost

to refinance an auto loan from another financial institution or Foothills CU.

There is also no cost to call us and go over your current situation and refinancing options. If you like what you hear you can go to the Foothills Credit Union website to access the online loan application, fill out the application, and within 24 hours you will know if you have been approved for the refinance and what rate you will receive.

Once you are approved for the refinance the credit union will take care of all the communications with your other financial institution, and will handle the roll over. So you will not need to contact the other institution.

Once the refinance is completed you will enjoy a lower monthly minimum payment, and will pay much less interest over the life of the loan. In addition, there is no prepayment penalty if you decide to payoff your loan early.

\*Your interest rate will be based on creditworthiness, and with approved credit (W.A.C.)

# LOAN RATES

Updated 3/01/2016

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+	2.79%	2.80%
A++ Super Prime	780 - 799	2.89%	2.90%
A+ Super Prime	760 - 779	2.89%	2.90%
A+	740 - 759	2.99%	3.00%
A	720 - 739	3.49%	3.51%
B+	700 - 719	3.99%	4.01%
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 - 2015 & 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 - 2015 & 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 3/01/2016

<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	.15% .25% .30% .35%	.150% .251% .301% .351%
Share Draft Checking	\$500	.15%	.15%
IRA Share	\$100	.25%	.250%

## CERTIFICATE OF DEPOSIT (CD)

6 month	\$1000	.25%	.250%
9 month	\$1000	.40%	.401%
12 month	\$1000	.45%	.451%
18 month	\$1000	.50%	.501%
24 month	\$1000	.75%	.752%
36 month	\$1000	.95%	.953%
48 month	\$1000	1.15%	1.155%
60 month	\$1000	1.30%	1.306%
12 month IRA	\$1000	.70%	.702%

## 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 - January 2016

MEMBERS ..... 9,032

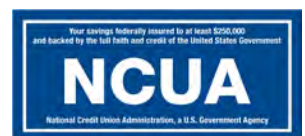
LOANS ..... \$ 63,626,841

SAVINGS ..... \$ 78,641,074

TOTAL ASSETS ..... \$ 88,057,268

- Overdraft Protection - 16.00APR

- 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 3/01/2016, Prime Rate is 3.50%.

**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

### VISA Secured Credit Card

A perfect tool to help  
**build your credit!**

## Spring into Savings

*Foothills CU & Auto Aves Team Up*

# SPRING into SAVINGS AUTO EVENT

**Foothills**  
Credit Union  
Foothills-CU.com  
720-962-8200

Offer valid through  
**May 31, 2016**

**AutoAves**  
**WE CARE**  
AutoAves.com  
303-750-500

Take  
**1 1/2% OFF**

our low  
auto loan  
rates<sup>†</sup>

Up to  
**72** mos.  
repayment  
term

**\$200** OFF  
the price of  
the vehicle\*

**\$100** Gas  
card

**FREE** Oil change from  
Auto Aves

**Buy from Auto Aves & finance with Foothills Credit Union to receive this offer!**



\*Your interest rate will be based on creditworthiness, loan term, and with approved credit (W.A.C.). Offer valid for purchases only, current Foothills Credit Union loans excluded. Vehicle must be purchased at Auto Aves and financed through Foothills Credit Union to receive the 1 1/2% off Foothills Credit Union listed rates, the \$100 gas card, Auto Aves oil change, and the \$200 price break. \*\*\$200 vehicle discount on exclusive Auto Aves inventory only, expanded inventory excluded for vehicle discount. One gas card per purchase. Membership at Foothills Credit Union required to obtain loan, new members welcomed. Cannot be combined with any other offer or promotion. Promotion valid through May 31, 2016.

## Holiday Closures

**Saturday, May 28 & Monday, May 30 - Memorial Day**  
**Saturday, July 2 & Monday, July 4 - Independence Day**