

# DOLLARS & SENSE

AUTUMN 2019

## INSIDE THIS ISSUE:

Mobile Wallet Options	1
Social Media Upgrade	1
Instant Issuance Debit Cards	2
Community Corner	2
Employee of the Quarter	2
Loan & Investment Rates	3
Shop Insurance: The Smart Way	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](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.

## Mobile Wallet Options

*A Convenient Way to Make Purchases*

## Apple Pay® & Samsung Pay®

# COMING SOON!!!

Coming very soon, Foothills Credit Union will be providing another convenient and secure way to make purchases with our debit and credit cards by offering access to Apple Pay & Samsung Pay! Members will be able to link their debit and credit cards to these mobile wallet applications, and will then have the ability to make purchases in person, online, and in apps with their smartphone, smartwatch, or tablet.

A mobile wallet is a way for someone to carry their debit and credit card information in their mobile device. Then instead of using your actual card to make purchases you can use your mobile device to make purchases at millions of places!

Foothills Credit Union is excited to offer these 2 options to members in the near future. More information and details on the official launch date of these products will be on our website soon!

## Social Media Upgrade

*Find & Connect With Us Online*

Recently, Foothills Credit Union did a complete social media overhaul and became active on Facebook & Instagram. We did this to connect more with our Members and to share what we are doing at the credit union in regards to products & services, and all community outreach & support we are involved in.

We would love for you to like us on our Facebook page & find us on Instagram. In

addition, we would like to hear your feedback through these pages and, provide us a review on your credit union experience!



The Official Newsletter of:

**Foothills**  
Credit Union

## Employee of The Quarter

### Congratulations Robert Newton

Robert is the Employee of the Quarter. This was voted on by staff in the 2nd quarter of 2019. Robert is a Loan Officer.

Below are some reasons Roberts peers voted for him:

- \*Very hard worker
- \*Helps out other staff
- \*Has great interaction with Members
- \*Always looking out for the Members best interests
- \*Willing to volunteer time at community events the credit union sponsors
- \*He is friendly and a great co-worker

Robert has been with the Credit Union for almost 3 years and this is the second time he has earned the Employee of the Quarter award.

Robert has had a positive impact and contributed a lot to the loan department. He has also been involved in various other areas including the IT & Social Media Teams.

He always puts the Member first which is supported by member commendation letters received for Robert. The credit Union is grateful to have Robert on the Team.



## Instant Issuance Debit Cards

*Coming Soon!!!*

Foothills Credit Union is excited to announce that instant issuance debit cards are coming to the credit union in the 4th quarter of 2019.

### What does Instant Issuance Mean?

Members will now be able to get a debit card printed and produced onsite at the credit union branch, and will not have to wait for a card to come in the mail. In addition, the Member will get to pick a personalized PIN# for the card.

Now if you are opening a new checking account or adding a debit card to an existing checking account you can have it printed onsite, or if you loss your debit card you can have us print a new one for you (a fee will apply for lost card replacement).

This service is available for debit cards only, and will only be available at the Lakewood branch to start. More details about the launch of this service will be on our website soon.

# INSTANT →



## Community Corner

*Local Events in the Area*

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

The Community Corner lists some events we recently supported, and lets you know of upcoming events we will be supporting.

In the 3rd Quarter of 2019 the Credit Union was involved in various community events:

### Lakewood Area

- Big Boom Bash 4th of July Event
- Ralston House .5K Race
- Red Rocks 9/11 Stair Climb
- West Metro Family Fire Muster

### Loveland Area

- Corn Roast Festival

To the right is a picture of Betsy & Matt working at the 9/11 Stair Climb at Red Rocks!

### Upcoming Events

Some events the Credit Union will be sponsoring in the 4th Quarter of 2019:

#### Lakewood:

- Cider Day's Festival
- West Metro Chamber Women's Summit of the Rockies
- Lakewood Lights Festival

#### Loveland:

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



# LOAN RATES

Updated 9/01/2019

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: 7.25% APR: 7.29%

## Vehicle Loans - New/Used Maximum 72 Month Term

	<u>Score</u>	<u>Rate</u>	<u>APR</u>
A+++ Super Prime	800+	4.24%	4.27%
A++ Super Prime	780 - 799	4.24%	4.27%
A+ Super Prime	760 - 779	4.24%	4.27%
A+	740 - 759	4.44%	4.47%
A	720 - 739	4.44%	4.47%
B+	700 - 719	5.19%	5.22%
B	680 - 699	5.69%	5.72%
C+	660 - 679	7.74%	7.77%
C	620 - 659	11.25%	11.28%
D	<=619	15.25%	15.28%

## Recreational Vehicles - 2018 & 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 - 2018 & Newer (i.e. boat, camper, atv, trailers etc)

### Maximum 60 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 60 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 9/01/2019

<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	1.30%	1.31%
9 month	\$1000	1.65%	1.66%
12 month	\$1000	2.00%	2.02%
18 month	\$1000	2.15%	2.17%
24 month	\$1000	2.30%	2.32%
36 month	\$1000	2.40%	2.42%
48 month	\$1000	2.50%	2.52%
60 month	\$1000	2.85%	2.88%
12 month IRA	\$1000	2.00%	2.02%
<b>Starter CD</b>	<b>\$200</b>	<b>2.00%</b>	<b>2.02%</b>

## 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.

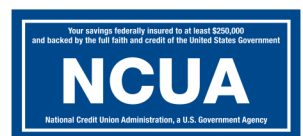
# FINANCIAL SNAPSHOT - July 2019

MEMBERS ..... 10,445  
LOANS ..... \$ 84,675,293  
SAVINGS ..... \$ 91,032,958

TOTAL ASSETS ..... \$ 105,555,137

- 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	4.75%	4.97%*
15 year	5.00%	5.15%*

\*Assumes a \$25,000.00 loan request

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

Rate based on the Wall Street Journal Prime Rate. Rate and payment may change quarterly. As of 9/01/2019, Prime Rate is 5.25%.

**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

### STARTER CD

Only \$200 to Open, 2% APY\*,  
ability to **ADD FUNDS!!!**

APY = Annual Percentage Yield

## Shopping for Insurance

### *The Smart Way*

Insurance prices & policy options fluctuate continuously. According to a ValuePenguin article, insurance companies update policies almost every year in order to “tighten their profit margins”. Because of this, consumers who purchased the best policy for themselves years ago, may find they’re no longer receiving the same value today.

That trend is evident in the rising average costs of car insurance in the United States. According to the 2019 State of Auto Insurance published by Zebra, the average American annual car insurance premium is \$1,470. That’s an increase of 23% since 2011. Coloradans pay even higher rates than the average American. Colorado has the 11th highest average auto insurance rate in the country with Coloradans currently paying average insurance premiums of \$1,682.

According to the ValuePenguin article, the average consumer can save \$417 each year by reviewing policies and shopping for auto insurance and \$363 - \$2,182 by shopping for homeowners insurance.

Despite that reality, according to the ValuePenguin article, one-third of Americans have never re-shopped for a new policy for homeowners or car insurance. Shopping around isn’t all about finding the lowest price – it’s about finding the best value. It’s important to understand the nature of your current coverage as well as the kind of coverage that best serves your evolving needs.

### Tips to Effectively Shop for Insurance

**Use technology to compare.** It is easy to compare options with comparison sites. [The Balance](#) suggests using [NetQuote](#), [CoverHound](#) or [Compare.com](#).

**Partner with a reputable company.** Understand your insurance company’s history and reputation. The Balance suggests utilizing rating organizations like [Weiss Ratings](#), [Standard & Poors](#), [Fitch Ratings](#) and [Demotech, Inc.](#)

**Ask about discounts.** Sometimes, discounts on insurance policies are “hidden”, and are not readily found on a website and an agent won’t tell you about them unprovoked. Ask your agent about all discounts you are qualified for.

**Ask for the best offer.** If the “final price” offered isn’t quite good enough, speak up. The agent may be able to go back to the insurance company and get a lower rate.

**Re-evaluate your coverage consistently.** Try to shop for insurance once a year. It’s also beneficial to re-evaluate your different insurance policies any time you experience a significant life event like a marriage, divorce, birth, and/or a move.

**Do you know Foothills Credit Union offers discounts on auto & homeowners insurance options with its partnership with TruStage Insurance? Just for being a Credit Union Member you get a discount on auto & homeowners insurance with this program. Contact the Credit Union or visit our website to find out how to get a free quote.**



### Holiday Closures

Monday, November 11 - Veterans Day

Thursday, November 28 - Thanksgiving

Wednesday, December 25 - Christmas

Wednesday, January 1 - New Year's Day

\*\*\*We will be closing at 12pm on Tuesday, December 24 & December 31\*\*\*