

DOLLARS & SENSE

SPRING 2018

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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

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.

Remote Control Cards

Card Security in Your Hands

The credit union updated its online & mobile banking services last December. A new feature that was added to both mobile and online banking was Remote Control Debit/Credit Cards.

Remote Control Cards give our members the opportunity for real-time card management. If you have a debit or credit card with the credit union you will have the ability to set cards as Active, Disabled, Lost or Stolen.

Active - When your card is set to *Active* it is live & functional and you can use it to make purchases.

Disabled - When your card is set to *Disabled* it is temporarily locked and if you try to use the card or if someone has stolen your card information and try to use it, the card will be declined at the point of sale.

Lost or Stolen - When your card is set to *Lost or Stolen* it is locked and if someone try's to use the card it will be declined at the point of sale.

The biggest difference between the *Disabled* feature and the *Lost or Stolen* features, is that you can switch your card from *Disabled* to *Active* or *Active* to *Disabled* on your own through our mobile and online banking systems. Essentially, you can turn your card on and off yourself. If you set your card to *Lost or Stolen* you are unable to make the card *Active* again yourself, and you will have to contact the credit union to turn the card back on if it was lost and you found it, or to order a new card if it was stolen or you could not find the lost card.

You can find this feature in the mobile app and online banking system, by pulling up the menu options and selecting 'Remote Control Cards', then follow the prompts.

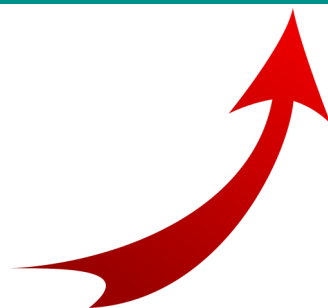


Certificate of Deposits Going Up

Dividend Rates Increased

The credit union has raised dividend rates on 5 certificate of deposit (CD) options: 12 months, 18 months, 24 months, 48 months, and 60 month terms.

This means that the credit union now pays you more to keep your money in these 5 CD options. Contact the credit union to set up a CD today! Minimum deposit = \$1000.



The Official Newsletter of:



Employee of The Quarter

Congratulations Susan Dean

Susan is the Employee of the Quarter. This was voted on by staff in the 4th quarter of 2017. Susan is a Loan Service Representative.

Below are some reasons Susan's peers voted for her:

- *Great co-worker.
- *Helps with many areas in the Loan Department.
- *Very detailed & thorough with her work.
- *She is very pleasant with members & nice to work with.
- *Always willing to help out a member or co-worker.

Below are 4 questions to find out more about Susan.

1. What's your favorite hobby?
 - Photography & Oil Painting
2. Three words that best describe Susan?
 - Hard Working, Dedicated, Reliable
3. What do you like most about working at the credit union?
 - I work with awesome people, which makes it a pleasure to come to work.
4. How long have you worked at Foothills CU?
 - 28 years



Tax Refund Season!!!

What Will You Do With Your Refund?

Did you get a tax refund this year? Have you thought about how you are going to spend the refund? You should take some things into consideration before using that refund. The credit union can help grow that refund. Below are some different ideas on how to grow your refund and set up a 'rainy day' fund for the future.

- ✓ **Emergency Fund:** Start or add to an emergency fund. Just one unexpected financial obligation can send you into a debt spiral. Most experts say to save 6 to 8 months of your usual expenses in a accessible account (i.e. savings account). Saving that much can take time, use your refund to make a significant deposit in this fund.
- ✓ **Pay Off High-Interest Debt:** After establishing an emergency fund, the next best thing to do with a tax refund is to pay down/off debt. If you have a lot of debt, just putting money in your savings account is like borrowing

money from yourself. Instead, pay down your loans or credit cards.

- ✓ **Retirement Fund:** Fund your retirement account (IRA, 401k, etc). You can never put away too much for your retirement. Let compound interest work for you.
- ✓ **Refinance Your Mortgage:** Mortgage rates are still low so now is a great time to refinance and save on your monthly payments. A refinance will include closing costs and fees, so use your refund to cover these costs.
- ✓ **Make Home Improvements:** Improvements to the house can increase the value of the home, and can help save money on utility bills.
- ✓ **Do You Have Children?:** School tuition keeps going up. Have you thought about how you will pay for this education. Set up a 529 college savings plan.

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.

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

In the 1st Quarter of 2018 the credit union was involved in various community events:

Lakewood Area

- Lakewood State of the City
- Ralston House 240 Union Fundraiser

Loveland Area

- Denim & Diamonds Gala (Loveland Chamber Annual Investors Dinner)
- Thompson Education Foundation Educators Appreciation Breakfast
- Loveland Fire & Ice Festival

To the right is a picture of the table the credit union sponsored & decorated at the Denim & Diamonds Gala.

Upcoming Events

Some events the Credit Union will be sponsoring in the 2nd Quarter of 2018:

Lakewood:

- Bobcat Boogie 5k Fundraiser Race
- Lakewood Arts Week
- Lakewood Rockin' Block Party

Loveland:

- Thompson Education Foundation Loveland Classic 5k/10k Race
- Sierra's Race Against Meningitis



LOAN RATES

Updated 3/01/2018

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+	3.14%	3.16%
A++ Super Prime	780 - 799	3.14%	3.16%
A+ Super Prime	760 - 779	3.14%	3.16%
A+	740 - 759	3.14%	3.16%
A	720 - 739	3.49%	3.51%
B+	700 - 719	4.49%	4.31%
B	680 - 699	5.49%	5.51%
C+	660 - 679	7.49%	7.51%
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 3/01/2018

<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	.75%	.752%
18 month	\$1000	.80%	.802%
24 month	\$1000	.95%	.953%
36 month	\$1000	1.10%	1.105%
48 month	\$1000	1.50%	1.508%
60 month	\$1000	2.00%	2.015%
12 month IRA	\$1000	.75%	.752%

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 2018

MEMBERS 9,978

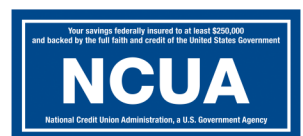
LOANS \$ 74,676,888

SAVINGS \$ 88,684,222

TOTAL ASSETS \$ 99,558,755

- 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 3/01/2018, Prime Rate is 4.5%.

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

Make Saving A Habit

Do You Have an Emergency Fund?

When was the last time something unexpected happened in your life that required funds you did not have, like a medical emergency, repair bill for your home or vehicle, or you lost a job? When something like this occurred, did you have an emergency fund to help you? Issues always seem to arise when you least expect it or are prepared for it, and you wish that you had an emergency fund (savings account) to help weather the storm.

At the credit union we encourage you to **MAKE SAVING A HABIT**, so when the unexpected happens you are prepared. The best way to make saving a habit is to set it up where you do not have to even think about saving and it is done automatically for you. Also, you want to pay yourself first (not last), this means when you get paid each month you set some funds aside for savings before you spend money on anything else.

Here is how you can make saving a habit and not have to think about it:

First, you want to set up direct deposit into your credit union account, and you would do this through your employers payroll administrator or your benefits organization.

Second, you will utilize your savings account at the credit union as your emergency fund (you can have multiple savings set up under one account number).

Lastly, contact the credit union and set up automatic transfers in your account. With automatic transfer you are telling the credit union where to put your funds in the account on a certain date. So on the date you pick, funds will be moved to certain areas of your account without you having to think about it or do it yourself.

For example, you have your paycheck deposited into your checking, and with automatic transfers set up you then have a portion of that paycheck moved into 1 or more savings accounts automatically. Now you are moving money into savings without having to think about it or do it yourself, and soon you will have a good amount of funds set aside as a rainy day fund for those unexpected expenses.

You may ask yourself, this sounds good but how much a month should I set aside for savings. We say set aside what ever amount you are comfortable with whether it is \$5 or \$100 a month it does not matter as long as you are putting money aside and **MAKING SAVING A HABIT!** Contact the credit union today to discuss direct deposit, automatic transfers, and/or setting up additional savings accounts.



CERTIFICATE OF DEPOSIT RATES INCREASED

We recently raised our
dividend rates on some
Certificate of Deposits!

Holiday Closures

Saturday, May 26 & Monday, May 28 - Memorial Day

Wednesday, July 4 - Independence Day