

# DOLLARS & SENSE

SPRING 2019



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## Stepping Into Retirement

*Farewell & Best Wishes Susan Dean!!!*

**B**est wishes to Susan Dean, who is retiring from Foothills Credit Union on May 24. Susan has been an outstanding, dedicated, valued, and respected staff member for almost 30 years! We have all benefited from her dedication to the credit union, the knowledge she has brought to her position, and for her kind-hearted caring personality. She will be greatly missed!

*A message from our President/CEO, Scott McNeil to Susan:*

*It's my pleasure to have worked with Susan for nearly 23 years. She has served our membership since April of 1990, and that is quite an accomplishment. Susan has many quality attributes as both an employee and as a person. She is always professional and courteous, I've never seen her have a "bad mood" day, she's a team player, and she likes to have fun. She is a dedicated wife, mother and grand-mom. She will truly be missed, and I speak for not only myself but our staff in wishing her a wonderful and enjoyable retirement for many years.*

**A farewell message from Susan to Staff & Members:**

How do I sum up almost 30 years of experiences in just a few words? I can't, so please bear with me. What stands out in my heart & mind as I look back at the past 30 years of work for Foothills Credit Union are the wonderful people that have come into my life. I have made lifelong friends that I will always cherish. I really loved my job and I enjoyed working with everyone. You have gotten to know me and my family as I have gotten to know you and yours. What a blessing to be able to say that. You have been my second family. You have been there for my family and me, in good times and bad, and I want to believe that I have been there for you, because that's what families do for each other.

Scott and Tim, I want to thank you from the bottom of my heart, I really enjoyed working for you. I would also like to thank our wonderful Board of Directors & Supervisory Committee for giving me the opportunity to work for such a wonderful organization. I am very lucky and proud to have worked with such wonderful people.

Someone once told me, everything has a beginning and an end. The timing to end this chapter seems about as right as it could be. I'm also looking forward to having the time and freedom to pursue my hobbies photography, painting, reading, travel, and just hanging out with my family & friends. I am excited to start this new chapter and see what the future brings. God bless you all.



**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

foothills-cu.com

Night Depository, 24-hour Telephone Access, Automated Teller Machine, Mobile App, and Mobi@int (online banking) 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.

## Employee of The Quarter

### Congratulations Machele Egle

Machele is the Employee of the Quarter, voted on by staff in the 4th quarter of 2018. Machele is a Teller Services Representative in Loveland.

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

- \* Member's love her!
- \* She treat's everyone with respect & kindness
- \* Willing to help out any time no matter how busy she is
- \* Always eager to learn
- \* She is constantly working to excel at her position

4 questions to find out more about Machele:

1. What's your favorite hobby?
  - Helping run Loveland Lacrosse with my family
2. Three words that best describe Machele?
  - Caring, passionate, respectful
3. What do you like most about working at the credit union?
  - Everything! Members are nice & caring, Staff is like family.
4. How long have your worked at Foothills CU?
  - 9 months



# Strengthen Your Retirement

## Retirement Planning in Your 50's (part 4 of 5)

As life goes on it is a good idea to continue to plan for retirement no matter your age. The more you plan the more rewarding & less stressful it will be when you retire. Retirement planning is an ongoing process.

Start setting aside money now. Whether you are in your 20's or you're a few years away from retirement, it is never too early or too late to safeguard your future financial well-being.

This write up is part 4 of 5 articles regarding retirement savings that you will see in upcoming newsletters. Take these suggestions into consideration when planning for retirement in your 50's.

- ➔ If you do not yet have a retirement plan in place there is still time to catch up. Hire a financial advisor, and get serious about reducing expenses and saving aggressively.

- ➔ Take a realistic look at your retirement savings so far and estimate how long they will last you. AARP.org has a nest egg retirement calculator to help.
- ➔ Review and update your plans to make sure your investment and asset allocation strategy lines up with your retirement goals.
- ➔ Take advantage of catch-up contributions, which allow people 50 and over to contribute more to common employer based plans & IRAs.

\* The Credit Union does not have a financial advisor on staff, but we can refer you to a trusted partner, Complete Spectrum Financial Services, if you want to discuss retirement with an expert. There is no charge for their services.

## 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 2019 the credit union was involved in various community events:

#### Lakewood Area

- Ralston House 240 Union Fundraiser

#### Loveland Area

- A Night to Glow Gala (Loveland Chamber Annual Investors Dinner)

To the right is a picture of the table the credit union sponsored & decorated at the A Night to Glow Gala.



### Upcoming Events

Some events the Credit Union will be sponsoring in the 2nd Quarter of 2019:

#### Lakewood:

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

#### Loveland:

- TEF Loveland Classic 5k/10k Race
- TEF Educator Appreciation Breakfast
- Sierra's Race Against Meningitis



# LOAN RATES

Updated 3/01/2019

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

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

"Its 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 - 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%	10.03%
C	620 - 659	13.75%	13.78%

## 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 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 3/01/2019

<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	.20%	.200%
	\$10,001 - 25,000	.30%	.300%
	\$25,001 - 50,000	.35%	.350%
	\$50,001 and over	.40%	.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%

## RATES QUOTED ARE SUBJECT TO CHANGE

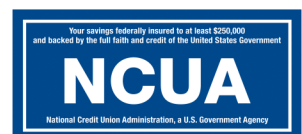
Dividends are not payable (on Share accounts) until declared and unless current and undivided earnings are available after required transfers to reserves at the close of a dividend period. Dividend rates will be adjusted at the discretion of the Board of the Credit Union and can be adjusted at any time. 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 2019

MEMBERS ..... 10,409  
LOANS ..... \$ 80,546,951  
SAVINGS ..... \$ 89,503,042

TOTAL ASSETS ..... \$ 101,061,146

- 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 based on the Wall Street Journal Prime Rate. Rate and payment may change quarterly. Effective 12/20/2018, Prime Rate is 5.50%.

**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 Rate  
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

### Merchant Card Services

Looking for an affordable card processing option for your business? Call us today!

# Do You Have a Wish List?

## Home Equity Line of Credit Special

**Wish List:**

- New energy efficient appliances
- Remodel kitchen
- Consolidate & pay off debt
- Go on dream vacation
- Pay college tuition

Make your wishes come true with a  
**HOME EQUITY LINE OF CREDIT**  
from Foothills Credit Union!

Rates as **LOW**  
as **3.50% APR\***  
and **NO** closing costs!

Introductory APR\* up to 80% CLTV\*\* and  
good until June 14, 2020

Pay bills & credit cards,  
Consolidate!

**Foothills**  
Credit Union

(720) 962-8200 • [www.foothills-cu.com](http://www.foothills-cu.com)



\* APR - Annual Percentage Rate. 3.50% & 4.50% APR are introductory rates good on a new Home Equity Line of Credit (HELOC) loans opened or applications submitted February 15, 2019 - June 1, 2019. Displayed rate is dependent on standard credit qualifications. With approved credit 3.50% APR not to exceed. \*\* Combined Loan to Value (CLTV) of 80%. 4.50% APR CLTV not to exceed 90% both with a maximum 20-year term. Introductory rates good until June 14, 2020. Variable annual percentage rate (VAPR) will apply after promotional period ends on June 14, 2020 and is based on credit worthiness at time of application. The best rate is 2.0% ("Margin") below Wall Street Journal Prime Rate ("Index") subject to the floor rate of 2.99% and ceiling rate of 18.00%. No closing costs or fees. Some restrictions and conditions may apply. Not available on refinance of current Foothills Credit Union mortgage loans. Owner occupied and Colorado properties only. Please consult your tax advisor regarding the deductibility of interest. Contact the loan department for more details.

### Holiday Closures

**Saturday, May 25 & Monday, May 27 - Memorial Day**

**Thursday, July 4 - Independence Day**