

# DOLLARS & SENSE

SUMMER 2019

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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

[foothills-cu.com](http://foothills-cu.com)

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

## Member Appreciation Day

*Free Food, Fun & Prizes*

### Friday, July 19

**M**ark your calendars and come on down to Foothills Credit Union to enjoy **FREE** food, fun & prizes as we thank and celebrate you, the member! This event will start at 9:00am and go until 2:00pm.

#### **FOOD:**

- ◆ 9:00am - 11:00am: Donuts & Coffee
- ◆ 11:00am - 2:00pm: Grilled hamburgers, hot dogs, chips, soda, water etc.

#### **FUN:**

- ◆ All Day: Enter a free raffle for prizes
- ◆ 11:00am - 2:00pm: Automotive Avenues will have some nice looking display cars, onsite, to check out.
- ◆ Noon - 2:00pm: Face Painting & Balloon Animals for the kids!

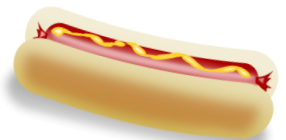
So, plan on joining us as we recognize, celebrate, and say thank you to the most important part of the credit union, you, the member. Foothills Credit Union is a strong and thriving community financial institution because of our members. THANK YOU!

*\*\*\*The listed schedule is for the Lakewood Branch only. The Loveland Branch will also have free lunch, raffle prizes, & face painting. Any other Loveland Branch activities will be announced at a later date.*



**JOIN US  
FOR  
FREE**

**FOOD  
& FUN!**



## External Accounts Update

*Change to Fee Structure*

**T**he External Account Transfer feature in our online banking system that allows Members to connect their Foothills CU account to other financial institutions and transfer funds to and from Foothills CU is still **FREE**. However, Foothills CU will be implementing an ACH Return Fee of \$30 for any returned ACH transfers (external transfers are considered ACH transfers). This means if a transfer request to pull

funds from an external account to a Foothills CU account is set up and the external account is closed or does not have sufficient funds to cover the request, causing the transfer to be cancelled, an ACH Return Fee will be charged.

This fee will be implemented on October 15, 2019. Please contact the credit union for additional information or for questions.

The Official Newsletter of:



## Employee of The Quarter

### Congratulations Mallory Fischbach

Mallory is the Employee of the Quarter, voted on by staff in the 1st quarter of 2019. Mallory is our Chief Financial Officer and is located in the Lakewood office.

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

- \* She is just AWESOME!
- \* Always willing to help out in any situation
- \* She is very knowledgeable with our banking system
- \* Very dependable
- \* Very organized and a great problem solver
- \* Has a great attitude

As you can see Mallory is well liked and is looked up to at the credit union. She has a big impact on all staff, and how the credit union functions.

Mallory started at the credit union back in 2009 while she was still in school. She has worked as a teller, compliance officer, and worked her way up to our CFO. She has been in her current position for about 5 years.

In addition, this is the 2nd time that Mallory has been voted employee of the quarter!



# Strengthen Your Retirement

## *Retirement Planning in Your 60's (part 5 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.

This write up is part 5 of 5 articles regarding retirement savings that you will see in upcoming newsletters. Take these suggestions into consideration when planning for retirement in your 60's.

- Look carefully at your estimated Social Security benefits. Understand how they are affected by factors like early or delayed retirement, certain types of earnings and pensions, or working after you retire.
- Create a retirement income plan to help determine if you're financially ready to retire. Figure out how your accumulated assets will finance your monthly income needs.

- Consider consolidating your savings into one retirement plan account to make it easier to track them and keep on eye on your assets.
- Continue to save as much money as possible.
- Protect retirement assets that you can insure, such as your home, with sufficient coverage.
- Learn about Medicare, Medigap, and long-term care insurance if you haven't already.

*\* 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 a consult.*

## 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 upcoming events we will support.

In the 2nd Quarter of 2019 the credit union was involved in various community events:

#### Lakewood Area

- Bobcat Boogie 5K Fundraiser Race
- INSPIRE Arts Week Lakewood
- Rockin' Block Party (City of Lakewood)

#### Loveland Area

- TEF Educator of the Year Awards
- Loveland Classic 5K (TEF Fundraiser)
- TEF Silent Disco Party
- Sierra's Race Against Meningitis 5K Run/Walk Fundraiser

To the right is a picture of the table the credit union had at this years Rockin' Block Party.



### Upcoming Events

Some events the Credit Union will be sponsoring in the 3rd Quarter of 2019:

#### Lakewood:

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

#### Loveland:

- Loveland Corn Roast Festival



# LOAN RATES

Updated 6/01/2019

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 - 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 6/01/2019

<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>New: Starter CD*</b>	<b>\$200</b>	<b>2.00%</b>	<b>2.02%</b>

\*(12 month term & \$25,000 max balance)

## 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.

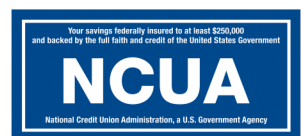
# FINANCIAL SNAPSHOT - April 2019

**MEMBERS** ..... 10,439  
**LOANS** ..... \$ 82,500,015  
**SAVINGS** ..... \$ 91,931,843

**TOTAL ASSETS** ..... \$ 103,596,565

- 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. Effective 6/12/2019, 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!

## New Starter CD Option

*A Different Kind of CD*

Have you ever had the thought:

*"I want to open a certificate of deposit (CD) so I can earn a higher dividend rate on my money, but I can't afford the minimum balance to open a CD"*

Now Foothills CU has a CD option that has a much lower minimum balance and includes other great features!!!

### INTRODUCING THE NEW:

### STARTER CD

#### Feature #1



**\$200 to open**

#### Feature #2



**12-Month Term**

#### Feature #3



**Rate = 2.02% APY\***

#### Feature #4



**Add funds as of  
often as you like  
during the term!**

\*APY = Annual Percentage Yield. Maximum balance is \$25,000. 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.



### Holiday Closures

Saturday, August 31 & Monday, September 2 - Labor Day

Monday, October 14 - Columbus Day

