

DOLLARS & SENSE

WINTER 2017/2018

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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.

New E-Services Have Arrived!

Website, Mobile App, Online Banking

You may have noticed that a lot of changes came to Foothills Credit Union e-service products in December.

On December 5 a new mobile banking app was launched. On December 18 a new website & online banking system was launched. These upgrades were made to make sure that credit union members have access to the most current ways to bank online.

With our general website there was a complete redesign of the site in order to make it easy to find information regarding the credit union, products/services, rates, and other information. In addition, we made the website a responsive design, which means that you can know easily view and navigate our website on any device like computers, laptops, tablets, and smartphones.

With the online banking and mobile banking app systems there was a new redesign and organization that makes it easier to access your account information. In addition, new features were added like remote control debit/credit cards, external account connections, single sign in bill pay access, online loan application in the mobile app, and other features.

We hope that you like the new upgrades. You can visit our website to get further details on these new features, and look for articles on these new features in upcoming newsletters.

UPGRADE
COMPLETE

72nd Annual Members Meeting

Updates, Elections, & Prizes

Foothills Credit Union will be holding the Annual Members Meeting on **Thursday, March 22, 2018**. Elections, credit union business, and a few drawings for prizes are on the agenda. Light hors d'oeuvres provided.

There are 2 Board of Director seats & 2 Supervisory Committee seats up for election. Incumbents are running for all the seats. To run for one of these seats please make a request, in writing, at the Lakewood Office, in care of the "Nominating Committee". A member of the Committee will follow up with further instructions. All nominations must be received by March 15,

2018. For information on the volunteer committees please contact Scott McNeil at (720) 962-8200, extension 101.

WHEN: Thursday, March 22, 2018

WHERE: Lakewood Police Department Training Room (445 S Allison Pkwy, Lakewood, CO)

TIME: 5pm - 6pm

COST: FREE

To attend please RSVP by 5:00pm on Friday, March 16, 2018. Call the credit union at 720-962-8200 to RSVP.

***Please note, there will not be a full meal served but light hors d'oeuvres will be provided.



The Official Newsletter of:



Employee of The Quarter

Congratulations Becky Sturms

Becky is the Employee of the Quarter. This was voted on by staff in the 3rd quarter of 2017. Becky is the Admin Assistant & Loan Support at the credit union.

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

- *Always willing to help.
- *She takes great care of our members.
- *Always happy and very pleasant to be around.
- *Answers questions very quickly.
- *Great at supporting other staff.

Below are 4 questions to find out more about Becky.

1. What's your favorite hobby?
 - Hiking, playing games with family & friends, planning my 3 daughters weddings!
2. Three words that best describe Becky?
 - Happy, Supportive, Hard Working
3. What do you like most about working at the credit union?
 - Sense of community with employees & members.
4. How long have you worked at FCU?
 - 10 years



The Basics of Budgeting

A 5-Step Spending Plan

At the start of every year people set goals for themselves. Many times these goals involve finances. One goal to consider in 2018 is setting up a basic budget for yourself or for you & your family.

A budget allows you to easily manage your money. There are many benefits of managing money which include less stress which gives you better health, achieving financial goals which gives you a sense of satisfaction, and greater control of your resources which gives you peace of mind.

Setting a budget/spending plan helps you...

- Stay on track financially
- Decide where your money goes
- Make informed choices
- Determine whether you're living within your means
- Develop a savings plan & prepare for emergencies
- Control your financial future

5 Steps to a Successful Spending Plan

1. List all income sources
2. Determine where your money goes
 - List all fixed & variable expenses
3. Balance income & expenses
4. Review income & expenses; communicate new spending plan
5. Manage your system/budget

If you follow these 5 steps you will be able to set up your budget. The credit unions online banking system can help with some of these steps, and the credit union has some documents you can use to assist with this project, like a sample cash flow statement.



Community Corner

2017 Community Support

Foothills CU supports many organizations in Lakewood, Loveland, and surrounding areas. Below is a list of some organizations supported in 2017.

Lakewood Area:

- * Metro Community Provider Network
- * Seniors' Resource Center
- * Alameda Gateway Association
- * Bethlehem Lutheran Church & School
- * Parker Lutheran High School
- * City of Lakewood (Various events/programs)
- * West Metro Fire Rescue District
- * 9/11 Memorial Stair Climb
- * Ralston House (Various events)
- * The West Chamber
- * Mile Youth Corps
- * Jeffco Business Resource Center
- * Lakewood Legacy Foundation
- * Juvenile Diabetes Foundation

Loveland Area:

- * Thompson Education Foundation
- * Loveland Chamber (Various events)
- * Loveland Downtown Partnership
- * Loveland High School Musical
- * Thompson Valley Art League
- * Swift Sprint 5K Fundraiser

In the 4th Quarter of 2017 the credit union was involved in various community events. Some of these included:

Lakewood Area

- Lakewood Cider Days Festival
- Lakewood Lights

Loveland Area

- Festival of Lights

Below is a picture of our table at the Lakewood Lights event. The credit union gave out piggy banks and candy canes to all the kids that visited Santa!



LOAN RATES

Updated 12/01/2017

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+	2.99%	3.00%
A++ Super Prime	780 - 799	3.09%	3.10%
A+ Super Prime	760 - 779	3.09%	3.10%
A+	740 - 759	3.09%	3.10%
A	720 - 739	3.49%	3.51%
B+	700 - 719	4.29%	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 12/01/2017

<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	.55%	.551%
18 month	\$1000	.60%	.601%
24 month	\$1000	.85%	.853%
36 month	\$1000	1.10%	1.105%
48 month	\$1000	1.30%	1.306%
60 month	\$1000	1.60%	1.610%
12 month IRA	\$1000	.55%	.551%

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.

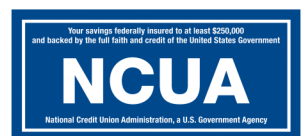
FINANCIAL SNAPSHOT - October 2017

MEMBERS 9,234
LOANS \$ 72,644,143
SAVINGS \$ 88,701,965

TOTAL ASSETS \$ 99,112,836

- 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 12/01/2017, Prime Rate is 4.25%.

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

LOW RATE CREDIT CARD

Check out our non-variable low rate credit card option

Your Billing Rights

Your Rights & Responsibilities

YOUR BILLING RIGHTS - KEEP THIS NOTICE FOR FUTURE USE

This notice contains important information about your rights and our responsibilities under the Fair Credit Billing Act.

Notify Us In Case of Errors or Questions about your statement.

If you think your statement is wrong or if you need more information about a transaction on your statement, write us on a separate sheet at the address listed on your statement. Write to us as soon as possible. We must hear from you no later than 60 days after we sent you the first statement on which the error or problem appeared. You can telephone us, but doing so will not preserve your rights. In your letter, give us the following information:

- ◆ Your name and account number
- ◆ The dollar amount of the suspected error
- ◆ Describe the error and explain, if you can, why you believe there is an error. If you need more information, describe the item you are not sure about.

Your Rights and Our Responsibilities After We Receive Your Written Notice.

We must acknowledge your letter within 30 days, unless we have corrected the error by then. Within 90 days we must either correct or explain why we believe the statement was correct. After we receive your letter, we cannot try to collect any amount you question, or report you as delinquent. We can continue to send statements to you for the amount your question, including finance charges, and we can apply any unpaid amount against your credit limit. You do not have to pay any questioned amount while we are investigating, but you are still obligated to pay the parts of your statement that are not in question. If we find that we made a mistake on your statement, you will not have to pay any finance charges related to any questioned amount. If we didn't make a mistake, you may have to pay finance charges, and you will have to make up any missed payments on the questioned amount. In either case, we will send you a statement of the amount you owe and the date that it is due. If you fail to pay the amount that we think you owe, we may report you as delinquent. However, if our explanation does not satisfy you and you write to us within ten days telling us that you still refuse to pay, we must tell anyone that we report you to that you have a question about your statement. And we must tell you the name of anyone we reported you to. We must tell anyone that we report you to that the matter has been settled between us when it finally is. If we don't follow these rules, we can't collect the first \$50 of the questioned amount, even if your statement was correct.

Special Rule For Credit Cards

If you have a problem with the quality of property or services that you purchased with a credit card, and you have tried in good faith to correct the problem with the merchant, you may have the right not to pay the remaining amount due on the property or services. There are 3 limitations on this right (a) You must have made the purchase in your home state within 100 miles of your current mailing address, and the purchase price must have been more than \$50. These limitations do not apply if we own or operate the merchant, or if we mailed you the advertisement for the property or services. (b) You must have used your credit card for the purchase. Purchases made with cash advances from an ATM or with a check that accesses your credit card account do not qualify. (c) You must not have fully paid for the purchase.

In Case of Errors or Questions About Your Electronic Transfers

Call or write us at the telephone number or address listed on your statement as soon as you can if you think your statement or receipt is wrong, or if you need more information about a transfer on the statement or receipt. We must hear from you no later than 60 days after we sent you the first statement on which the error or problem appeared.

1. Tell us your name and account number
2. Describe the error or the transfer you are unsure about, and explain as clearly as you can why you believe there is an error or why you need more information.
3. Tell us the dollar amount of the suspected error.

We will investigate your complaint and will correct any error promptly. If we take more than 10 business days to do this, we will re-credit your account for the amount you think is in error so that you will have use of the money during the time it takes us to complete our investigation.

Holiday Closures

Monday, January 15 - Martin Luther King Jr Day

Saturday, February 17 & Monday, February 19 - Presidents' Day