

# DOLLARS & SENSE

WINTER 2018/2019

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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

[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.

## New Business Account Program *To Be Rolled Out In January*

Foothills Credit Union is excited to announce, that effective in January, we are rolling out a new Member Business Account (MBA) Program. There will be more information forthcoming to our existing member business accounts effected, but we are excited to have the ability to offer more products and services for our business account options.

### New business products include:

- ⇒ Merchant Card Services
- ⇒ VISA Debit & Credit Cards
- ⇒ Remote Deposit Capture Products

### New business services include:

- ⇒ ACH Origination
- ⇒ Online Banking and Bill Pay

We're also looking to expand our lending options in the area of business loans, and we hope to have that phase of our program implemented by June 30, 2019. There will be changes to how the deposit, checking and transactions are analyzed, but we feel like we've done a thorough analysis of our competitors and have engaged with industry leaders to roll out a comprehensive and extremely affordable account option for small businesses in our service areas and our existing members.

This is another way Foothills Credit Union is expanding our product and service offerings to meet the needs of our members in the community.

**OPEN**  
**For Business**

## 73rd Annual Members Meeting *Updates, Elections, & Prizes*

Foothills Credit Union will be holding the Annual Members Meeting on **Thursday, March 21, 2019**. Elections, credit union business, and prize drawings are on the agenda. Light hors d'oeuvres and drinks will be provided.

There are 4 Board of Director seats & 3 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 14, 2019. For information on the volunteer committees please contact Scott McNeil at (720) 962-8200, extension 101.

**WHEN:** Thursday, March 21, 2019

**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 15, 2019.** Call the credit union at 720-962-8200 to RSVP.



The Official Newsletter of:



## Employee of The Quarter

### Congratulations April Audett (Again!)

April is the Employee of the Quarter for the second quarter in a row. This is the first time that the credit union has had a back to back winner of this award. This was voted on by staff in the 3rd quarter of 2018. April is our Compliance Officer.

April has only been with the Credit Union since May of this year, but she has made a very big impact on the staff, and has quickly earned the respect and trust of everyone.

In just a short time April has been able to make our entire Compliance Department more efficient. She has also continuously reached out to staff in all areas to form a consistent communication between the Compliance Department and all other departments.

In addition, she is a very hard worker, always willing to help out, and one of the nicest people you will meet. The credit union is grateful to have April as a part of the team!



# Strengthen Your Retirement

## *Retirement Planning in Your 40's* (part 3 of 5)

**T**he more you plan for retirement, the more likely your retirement will be rewarding & less stressful. 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 get moving in the right direction and to safeguard your future financial well-being.

This write up is part 3 of 5 articles regarding retirement savings that you will see in upcoming newsletters. Take these suggestions into consideration when planning for retirement in your 40's.

- ➡ Review your current retirement plan and make any necessary adjustments for changes in your life. If you don't have a plan for your retirement, create one now.

➡ Don't rush to be too conservative in asset allocation. You still have a long-term investing horizon of 20+ years to recover any short-term losses.

➡ Work on reducing or eliminating debt so you can increase saving routines. Ask the credit union about a financial review. With this review we can identify all debit and see about options to pay it down faster.

➡ If you have a teen or a college-age child, remember: there are loans for cars and tuition, but none for retirement.

*\* The Credit Union does not have a financial advisor on staff, but we can refer you to a trusted partner if you want to discuss retirement with an expert.*

## Community Corner

### *2018 Community Support*

**F**oothills Credit Union supports many organizations in the Lakewood & Loveland communities. Below is a list of some organizations we supported in 2018.

#### 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)
- \* West Metro Fire Rescue District
- \* 9/11 Memorial Stair Climb
- \* Ralston House (Various events)
- \* The West Metro Chamber
- \* Mile Youth Corps
- \* Jeffco Business Resource Center

#### Loveland Area:

- \* Thompson Education Foundation
- \* Loveland Chamber (Various events)
- \* Loveland Downtown Partnership
- \* Loveland High School
- \* Thompson Valley Art League
- \* Sierra's Race Against Meningitis
- \* Thompson School District

*(The picture to the right is from the Lakewood Lights event where we gave out candy canes & piggy banks)*

In the 4th Quarter of 2018 the credit union was involved in various community events.

#### Lakewood Area

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

#### Loveland Area

- Festival of Lights
- Thompson Education Foundation Education is Everyone's Business Fundraiser



# LOAN RATES

Updated 12/01/2018

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: 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 12/01/2018

<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	1.00%	1.004%
9 month	\$1000	1.15%	1.153%
12 month	\$1000	1.40%	1.407%
18 month	\$1000	1.50%	1.508%
24 month	\$1000	1.60%	1.610%
36 month	\$1000	1.75%	1.762%
48 month	\$1000	2.00%	2.015%
60 month	\$1000	2.50%	2.524%
12 month IRA	\$1000	1.40%	1.407%

## 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.

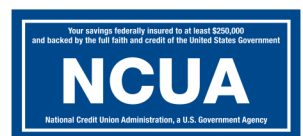
# FINANCIAL SNAPSHOT - October 2018

MEMBERS ..... 10,508  
LOANS ..... \$ 80,873,327  
SAVINGS ..... \$ 90,171,636

TOTAL ASSETS ..... \$ 101,416,757

- 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 9/27/2018, 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 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

## SAVINGS SAFARI CLUB!

Ask about our youth  
savings account.

# 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) Your 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 your 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 21 - Martin Luther King Jr Day

Saturday, February 16 & Monday, February 18 - Presidents' Day

