



# Dollars & Sense

WINTER 2020/2021

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Night Depository, 24-hour Telephone Access, 24/7 Contact Center, Automated Teller Machine, Mobile App, and Mobicint (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.

## Clear Creek Crossing Branch

### Ground Breaking!

2020 brought some exciting new developments and growth to Foothills Credit Union. We opened a new location in Loveland with upgraded services and technology to better serve our members.

We also updated our brand to more accurately

represent our community.

As the year quickly came to a close, we had one more exciting surprise up our sleeve! On Friday, November 13th, we officially broke ground on our new Clear Creek Crossing location in Wheat Ridge, on the boarder of Applewood!

When finished, this location will be the new home to our

corporate headquarters, and a new branch. However, the Clear Creek Crossing branch will not be replacing our current Lakewood branch. But instead, will be an addition to our two current locations!

Follow us on Facebook, Instagram, and LinkedIn to get the most recent progress updates!



# Employee of the Quarter



## Congratulations Amber Sonnenburg!

Amber is the Branch Manager at our Loveland location and has been with the Foothills CU team for 19 years now.

Over the past year, Amber played an integral role in

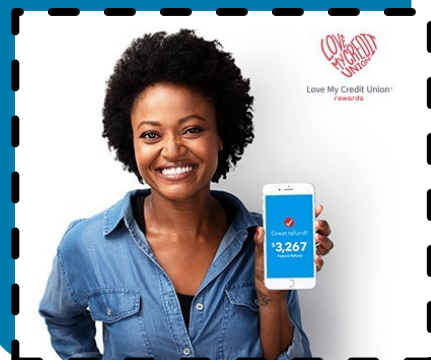
planning and organizing the move to our new Loveland location. She is a wonderful manager, always leading her team by example.

In her free time, Amber loves spending time with her family, working on crafts at home, and attending motorcycle races.

Amber says that what she enjoys most about working at the credit union has been the relationships that she has made with our members and staff over the past 19 years. Thank you, Amber, for all that you do for our team!

## 75TH ANNUAL MEMBER MEETING

The 2021 Annual Member Meeting will likely be held virtually again this year. We haven't set a date for the Member Meeting at this time. But please watch for updated information in our lobbies, on our website, as well as on our social media platforms.



## Community Corner

### Giving Back

This year, Foothills CU wanted to help give back and strengthen our communities. Both branches held a Holiday Donation Drive, collecting non-perishable goods to donate to local non-profits. Our Loveland location also participated in a Giving Tree benefiting the Foster and Adoptive Families of Larimer County non-profit.

In the 4th Quarter of 2020 Foothills CU was involved in various community events:



### Lakewood Area

- West Metro Chamber's Women's Summit of the Rockies

### Loveland Area

- Thompson Education Foundation Trick-or-Treat Experience

(Left: Our Holiday Donation Drive table located in the lobby of our Lakewood branch.)

## TurboTax Member Discount

### Get A Special Savings & Maximum Refund

Getting your biggest possible tax refund has never been easier. From simple to complex taxes, TurboTax® has you covered. Foothills Credit Union members **save up to \$15** on TurboTax products this season through our I Love My Credit Union reward program. Visit our website for more information on this discount and how to take advantage of it!

### Taxes Made Easy.

Just answer questions about your year, anytime, from any device, and TurboTax fills in all the right forms for you.

### Real Experts Standing By.

With TurboTax Live, get unlimited advice from tax experts as you do your taxes -- or have everything done for you, start to finish.

### Done Right, Guaranteed.

TurboTax guarantees 100% accurate calculations, so you can be confident your taxes are done right.



# Loan Rates

Updated 12/01/2020

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

## Vehicle Loans - New/Used

Maximum 72 Month Term

	<u>Score</u>	<u>Rate</u>	<u>APR</u>
A+++ Super Prime	800+	3.24%	3.27%
A++ Super Prime	780 - 799	3.24%	3.27%
A+ Super Prime	760 - 779	3.24%	3.27%
A+	740 - 759	3.44%	3.47%
A	720 - 739	3.44%	3.47%
B+	700 - 719	4.19%	4.22%
B	680 - 699	5.04%	5.07%
C+	660 - 679	7.74%	7.77%
C	620 - 659	11.25%	11.29%
D	<=619	15.25%	15.29%

## Recreational Vehicles - 2019 & 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%	12.04%

## 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%	10.04%
C	620 - 659	13.75%	13.79%

## 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%	5.02%*
B	660 - 699	6.00 - 6.75%	6.03%*
C	620 - 659	8.85 - 10.25%	8.88%*

\*APR is for lowest rate listed in each tier

## Other Secured Collateral - 2019 & 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%	7.28%
B	660 - 699	8.00%	8.03%
C	620 - 659	11.00%	11.04%
D	<=619	15.00%	15.04%

## 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%	8.03%
B	660 - 699	8.50%	8.53%
C	620 - 659	11.25%	11.29%
D	<=619	15.25%	15.29%

## 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%	11.03%

# Share & CD Rates

Updated 12/01/2020

<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%	.20%
	\$10,001 - 25,000	.30%	.30%
	\$25,001 - 50,000	.35%	.35%
	\$50,001 and over	.40%	.40%
Share Draft Checking	\$500	.15%	.15%
IRA Share	\$100	.30%	.30%

## CERTIFICATE OF DEPOSIT (CD)

6 month	\$1000	.35%	.35%
9 month	\$1000	.50%	.50%
12 month	\$1000	.50%	.50%
18 month	\$1000	.55%	.55%
24 month	\$1000	.60%	.60%
36 month	\$1000	.75%	.75%
48 month	\$1000	.80%	.80%
60 month	\$1000	.90%	.90%
12 month IRA	\$1000	.50%	.50%
New: Starter CD*	\$200	.65%	.65%

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

## RATES QUOTED ARE SUBJECT TO CHANGE

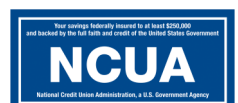
Dividends are not payable (on Share accounts) until declared and unless current and undivided earnings are available after required transfers to reserves at the close of a dividend period. Dividend rates will be adjusted at the discretion of the Board of the Credit Union and can be adjusted at any time. 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 - October 2020

MEMBERS .....	10,273
LOANS .....	\$92,884,238
SAVINGS .....	\$110,953,166
TOTAL ASSETS .....	\$124,352,799

Overdraft Protection - 16.00% APR

Visa® Credit Card - 10.99% APR



# Financial New Year Resolutions

## Holiday Closures

**Martin Luther**

**King Jr. Day**

Monday, January 18th

**President's Day**

Saturday, February 13th  
& Monday, February 15th

## Lakewood Office

7990 W. Alameda Ave.

Lakewood, CO 80226

Phone: 720.962.8200

## Loveland Office

3875 Mountain Lion Dr.

Loveland, CO 80537

Phone: 970.669.4747

## Starting 2021 On The Right Foot

In 2020, we faced unexpected challenges, uncertainty, and for many of us, financial hardships. Even so, January is the perfect opportunity to refocus your finances. With these few basic steps, you can get back on the right track.

Reassess your budget to ensure your money is working for you, not against you. Reevaluate your income, expenses, and spending habits. Is it time to reallocate funds to new line items? Can you save by canceling subscriptions or renegotiating bills?

Overcome your credit card debt. Having a fresh look at your finances can free up some money to allocate toward credit cards. Call your creditors to see if you qualify for a hardship plan. Or for an action plan and personalized budget, try a credit counseling session with GreenPath - see the below article.

Aim to rebuild your emergency fund. Start by making small cuts to monthly spending and divert those funds to your savings. Throughout the year, set aside any extra cash you receive and aim to save 3-6 months worth of expenses in your emergency fund.

There is no one-size-fits-all solution to your unique financial journey. But if you focus on what you can control, you can start working on new financial strategies and growth.



## GreenPath Financial Wellness

### Reach Your Financial Goals!

GreenPath Financial Wellness is a financial counseling service and partner of Foothills Credit Union. Their professional counselors support your individual needs & help you create a personalized budget to build a foundation of financial health. They offer, debt counseling, debt management, bankruptcy support, and student debt counseling. It all starts with a phone call. It's free, no-pressure, and 100% confidential. Visit our website or talk with a credit union employee today to get more information.

## 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 6/16/2020, Prime Rate is 3.25%.

**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

