



# Dollars & Sense

SPRING 2022

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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, through the CO-OP Shared Branch Network.

(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 NOW OPEN!

Our Clear Creek Crossing branch located at 3550 Clear Creek Drive, Wheat Ridge, CO 80401 is now open & serving members! Clear Creek Crossing is an addition to our Lakewood & Loveland branches. It has not replaced either of these branches. This location is now home to our corporate headquarters, which were previously located at the Lakewood branch. We're excited to share this new development with our current members & to extend our services to our new neighbors in the area. Stop by the new branch today to take advantage of special offers exclusive to this new branch!



# Employee of the Quarter



## **Congratulations Heidi Shannahan!**

Heidi, a Loan Officer at our Lakewood branch, is a long time employee of Foothills Credit Union. Having started with us in 2001, she has been a dedicated employee for 21 years! Our members and staff alike

enjoy her easy-going attitude and work ethic.

While Heidi was born in St. Paul, Minnesota, she moved to Colorado when she was just 7 years old and grew up in Arvada. She enjoys spending her free time with her family.

Heidi would describe herself as caring, friendly, helpful and hardworking. And we couldn't agree more! Heidi is a dependable employee and a caring co-worker & friend. We are lucky to have her as part of our team!

## **Overdraft Protection**

Have you ever had funds run low in your checking account and thought "I wish I had a little extra money to help me out until my next payday"? If so, we can help you with an Overdraft Line of Credit!

With a line of credit, you can rest easy if you have an unexpected expense or funds are running low. Your line of credit will cover charges beyond what's in your checking & help you avoid costly fees or being denied a purchase at point of sale.

An overdraft line of credit is an unsecured loan that acts as a safety net for your checking account & protects against overdrafts.

If you overdraw, funds are automatically transferred from your overdraft line of credit to your checking to cover the expense, up to your approved credit. Visit our website to learn more and to apply today!

## Community Corner

### **FCU In The Community**

Foothills Credit Union supports many organizations in the Lakewood & Loveland communities. Here are some events we will be sponsoring in the 2nd Quarter:

#### **Lakewood Area**

- *City of Lakewood Earth Day*
- *City of Lakewood Inspire Arts Week*
- *City of Lakewood Rockin' Block Party*



#### **Loveland Area**

- *Loveland Classic 5k*
- *TEF Educator Appreciation Breakfast*

## Save on TurboTax® & H&R Block®

### **Credit Union Members Get Special Savings!**

**TurboTax** - File with the best-selling tax software, to help you get your taxes done right, and get your maximum refund. As a credit union member you can save up to \$15 when you file with TurboTax. **Scan the code below!**

**H&R Block** – Whether you want to meet with a tax pro in-office, via drop off, or send your documents virtually, let the tax pros do the rest. H&R Block will

always get your biggest possible refund. Plus, credit union member first-time filers will receive \$25 off their expert tax prep, and returning customers get the Tax Identity Shield® add-on. **Scan the code below!**



# Loan Rates

Updated 03/01/2022

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+	2.59%	2.61%
A++ Super Prime	780 - 799	2.59%	2.61%
A+ Super Prime	760 - 779	2.59%	2.61%
A+	740 - 759	2.99%	3.02%
A	720 - 739	2.99%	3.02%
B+	700 - 719	3.74%	3.77%
B	680 - 699	4.59%	4.62%
C+	660 - 679	7.49%	7.32%
C	620 - 659	11.25%	11.29%
D	<=619	15.25%	15.29%

## Recreational Vehicles - 2021 & 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 - 2021 & 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 03/01/2022

<u>SHARE ACCOUNTS</u>	<u>Minimum Balance</u>	<u>Dividend Rate</u>	<u>Annual Percentage Yield (APY)</u>
Share Savings\$	100	.10%	.10%
Money Market Share	\$1,000 - 10,000	.15%	.15%
	\$10,001 - 25,000	.20%	.20%
	\$25,001 - 50,000	.25%	.25%
	\$50,001 and over	.30%	.30%
Share Draft Checking	\$500	.15%	.15%
IRA Share	\$100	.20%	.20%

## CERTIFICATE OF DEPOSIT (CD)

6 month	\$1000	.20%	.20%
9 month	\$1000	.27%	.27%
12 month	\$1000	.30%	.30%
18 month	\$1000	.40%	.40%
24 month	\$1000	.40%	.40%
36 month	\$1000	.50%	.50%
48 month	\$1000	.60%	.60%
60 month	\$1000	.70%	.70%
12 month IRA	\$1000	.30%	.30%
New: Starter CD*	\$200	.30%	.30%

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

## RATES QUOTED ARE SUBJECT TO CHANGE

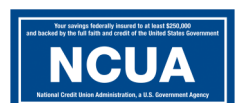
Dividends are not payable (on Share accounts) until declared and unless current and undivided earnings are available after required transfers to reserves at the close of a dividend period. Dividend rates will be adjusted at the discretion of the Board of the Credit Union and can be adjusted at any time. 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 - January 2022

MEMBERS .....	10,214
LOANS .....	\$92,748,087
SAVINGS .....	\$129,519,056
TOTAL ASSETS .....	\$143,286,093

Overdraft Protection - 16.00% APR

Visa® Credit Card - 10.99% APR





## Holiday Closures

### **Memorial Day**

Saturday, May 28th &  
Monday, May 30th

### **Independence Day**

Monday, July 4th &  
Saturday, July 2nd

## Lakewood

7990 W. Alameda Ave.  
Lakewood, CO 80226  
Phone: 720.962.8200

## Loveland

3875 Mountain Lion Dr.  
Loveland, CO 80537  
Phone: 970.669.4747

## Wheat Ridge

3550 Clear Creek Dr.  
Wheat Ridge, CO 80401  
Phone: 720.962.8200  
foothills-cu.com

# Home Equity Loan Promo!

## The Right Tool Part II

Due to the popularity of "The Right Tool" promo we offered at the end of 2021 we have decided to offer another HELOC promo. The easiest decision you will make with your spring home renovation projects is how to finance them with Foothills Credit Union's Home Equity Line of Credit spring promotion. You can use your HELOC on anything you need money for including: energy efficient appliances, painting your house, a kitchen remodel, or even a family vacation.

**HELOC Rates As Low  
As 3.99% APR\* &  
ONLY \$249 in Closing  
Costs and Fees!**

**Offer Available  
Through June 30,  
2022**



\*APR = Annual Percentage Rate. Displayed rate is dependent on standard credit qualifications, WAC. Some restrictions and conditions may apply. Rates and terms subject to change without notice. The APR is a variable annual percentage rate (VAPR) and will vary based on the prime rate as published in the Wall Street Journal. The best rate is 1.0% ("Margin") below Wall Street Journal Prime Rate ("Index") subject to a floor rate of 3.99% and a ceiling rate of 18.00%. No closing costs or fees. The 3.99% VAPR offer is good on new Home Equity Line of Credit (HELOC) loans opened or applications received by June 30, 2022. The 3.99% VAPR is not to exceed a Combined Loan to Value (CLTV) of 80%. HELOCs have a 20-year term; with a 10-year draw & 10-year repayment period. As of March 1, 2022, the VAPR for a HELOC is 3.99% - 4.75%. Please consult your tax advisor regarding the deductibility of interest. This offer is good for new loans with Foothills Credit Union. Not available on refinance of current Foothills Credit Union HELOC loans. Owner occupied and Colorado properties only. Contact the loan department for more details. Offer good through June 30, 2022. Foothills Credit Union membership required.

## 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 03/01/2022, 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