



Dollars & Sense

SPRING 2023

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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.

Limited Time CD Special!

Unlock The Best Savings With These Dividend Rates!

Are you looking for a risk-free place to invest your money short-term? Our Certificate of Deposit accounts are a strong option to earn superior interest on your savings. Certificate of Deposits have been paying very low rates for years, but that has changed recently as the Federal Reserve raises interest rates. Foothills CU has not had CD dividend rates this high in over two decades!

9 Month CD Special



Earn **4.31%** APY*

13 Month CD Special

Earn **5.09%** APY*

*APY = Annual Percentage Rate.

TERMS & CONDITIONS

*APY = Annual Percentage Rate. Early withdrawal or account closure is subject to penalty. The two rate and term options are 9 month – 4.25% Rate, 4.31% APY and 13 month – 5.00% rate, 5.09% APY. The minimum investment to open one of these accounts is \$10,000. These specials are for new money only. Meaning funds coming from another financial institution or funds coming from the Members' savings or money market accounts. There is no end date set for these specials, when we have reached our quota we will end these special rates.

Employee of the Quarter



Congratulations Bryanna Sayer!

Bryanna is a Teller at our Wheat Ridge branch. She has been with Foothills CU for 6 months and is currently training to become a Member Service Consultant.

Bryanna has been a wonderful addition to the credit union. She is always eager to take on new projects and is a joy to have on the teller line. Her patience and positive attitude make Bryanna an invaluable employee.

Bryanna is originally from Sunfield, a small farming town in Michigan. In her free time she enjoys painting, writing, horseback riding, and baking.

Thank you, Bryanna for your hard work and all that you have brought to our team!

College Planning Workshop

WHEN: Thursday,
April 20th, 2023
at 6:00pm

WHERE: Lakewood
Branch - 7990 W
Alameda Avenue,
Lakewood, CO 80226

Foothills Credit Union and Complete Spectrum Financial Services are teaming up to bring our members a free College Planning Workshop!

This 60-minute seminar will educate you on how to get free money from colleges and the federal government. You will learn little known strategies that might help you receive grants, scholarships, and college aide, even if you earn a lot of money and have many assets.

This class is a must if you have children or grandchildren in high school or who are college bound!

**Visit our website to
register today!**

Community Corner

FCU In The Community

FCU supports many organizations within our communities. Below is a list of some organizations & events we were involved with in the 1st Quarter:

Loveland Area

- *TEF Trailblazing Thompson Educator Awards Event*
- *Thompson Career Campus Open House*
- *Thompson School District Professional Development Day*
- *Thompson School District 8th Grade Career Expo*

Lakewood Area

- *Ralston House 240 Union Fundraiser*
- *The City of Lakewood Benefits Fair*
- *Complete Spectrum / FCU Financial Literacy Seminars*

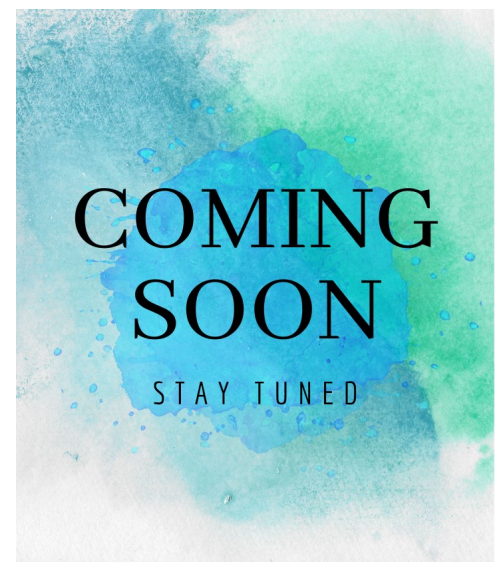


(Staff at the TEF Educator breakfast with award winners)

Coming Soon: FCU Rewards!

Earn Rewards For Using Your Debit Card!

We will soon be implementing a rewards program! Foothills Credit Union Rewards is a program that rewards you for using your debit card and for referring your friends! It's easy, we'll give you points for simply making purchases with your FCU debit card. Then, you can redeem your points and receive great gifts like gift cards, jewelry, electronics, and even vacations! Also, you can earn \$25 gift cards for referring friends who open a checking account!



Loan Rates

Updated 04/01/2023

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

Vehicle Loans - New/Used Maximum 72 Month Term

	Score	Rate	APR
A+++ Super Prime	800+	7.24%	7.27%
A++ Super Prime	780 - 799	7.24%	7.27%
A+ Super Prime	760 - 779	7.24%	7.27%
A+	740 - 759	7.64%	7.67%
A	720 - 739	7.64%	7.67%
B+	700 - 719	8.39%	8.42%
B	680 - 699	9.24%	9.27%
C+	660 - 679	11.85%	11.88%
C	620 - 659	12.50%	12.53%
D	</=619	16.00%	16.03%

Recreational Vehicles - 2022 & Newer Maximum 120 Month Term

	Score	Rate	APR
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

	Score	Rate	APR
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)

	Score	Rate	APR
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 - 2022 & Newer (i.e. boat, camper, atv, trailers etc) Maximum 60 Month Term

	Score	Rate	APR
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

	Score	Rate	APR
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)

	Score	Rate	APR
A	700+	9.99%	10.02%
B	660 - 699	10.99%	11.03%
C	620 - 659	11.99%	12.03%
D	</= 619	15.99%	16.03%

Share & CD Rates

Updated 04/01/2023

SHARE ACCOUNTS	Minimum Balance	Dividend Rate	Annual Percentage Yield (APY)
Share Savings	\$100	.10%	.10%
Money Market Share	\$1,000 - 10,000	.20%	.20%
	\$10,001 - 25,000	.45%	.45%
	\$25,001 - 50,000	.50%	.50%
	\$50,001 and over	.55%	.55%
Share Draft Checking	\$500	.15%	.15%
IRA Share	\$100	.35%	.35%

CERTIFICATE OF DEPOSIT (CD)

*** Special CD Rates—For A Limited Time Only ***

9 month	\$10,000	4.25%	4.31%
12 month	\$10,000	5.00%	5.09%

6 month	\$1000	2.30%	2.32%
9 month	\$1000	2.80%	2.83%
12 month	\$1000	3.55%	3.59%
18 month	\$1000	3.55%	3.59%
24 month	\$1000	3.55%	3.59%
36 month	\$1000	3.20%	3.23%
48 month	\$1000	3.35%	3.39%
60 month	\$1000	3.51%	3.55%
12 month IRA	\$1000	3.55%	3.59%
New: Starter CD*	\$200	3.55%	3.59%

*(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 2023

MEMBERS	11,265
LOANS	\$107,768,783
SAVINGS	\$128,479,037
TOTAL ASSETS	\$149,733,567

Overdraft Protection - 16.00% APR

Visa® Credit Card - 10.99% APR



Financial Literacy For Kids

Holiday Closures

Memorial Day

Saturday, May 27th &
Monday, May 29th

Juneteenth

Monday, June 19th

Independence Day

Tuesday, July 4th

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

April Is National Credit Union Youth Month!

In celebration of National Youth Month in April, we're talking about educating children on finances. Good skills, that are learned at an early age, can have a lasting impact for the rest of your child's life. Here are some great ways to teach your kids about money.

Make a Wish List With Your Child

We can't have everything we want all at once, but if we plan ahead, we can hit our goals over time. Sit down with your child and have them list and rank 10 things they want from most important to least important. Once the list is created, strategize with your child about how they can achieve their wishes.

Teach While You Shop

Take your child shopping and actively explain your decision making process. Tell your child how much money you have to spend and what your priorities are. Show them why you're picking one item over another and explain things like discounts and coupons. They'll learn the importance of spending with a limited budget.

Link Allowance to Chores

To teach your child that money is earned through work, make sure the connection between allowance and chores is clear. You can do this by only giving your child an allowance after his or her chores are completed. This will instill the lesson that you have to earn money—it isn't owed to you.

Get Your Child Interested in Savings!

There are many benefits of opening a savings account for your child such as, helping them learn to plan ahead, teaching them to save for things they want or giving them hands on experience with banking in branch as well as online. At Foothills Credit Union, we have our Savings Safari Club for kids ages 0-13. Children will enjoy learning about savings with stimulating activities, colorful materials, and the Safari Savings Club animals!

In short, teaching children about finances can be easier than it might seem. It just takes a bit of forethought, a little patience, and some creativity.

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 03/23/2023, Prime Rate is 8.00%.

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