



# Dollars & Sense

SPRING 2023/2024

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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.

## Wise Ways To Spend Your Tax Refunds

### Make The Most of Your Money

It's tax season again, have you filed your return? In 2023, the average tax refund was \$2,753, and many are seeing higher returns this year due to changes the IRS made to counteract inflation. Not sure how to optimize your return? Here are a few suggestions for you to invest wisely!

### Tackle Debt

While this may be a less exciting alternative to booking a weekend vacation, paying off credit card debt is a crucial step towards creating a healthy financial picture. Put your refund towards the credit card balance with the highest interest rate - this is the card costing you the most in the long run. The benefits of paying down debt are twofold: freeing up funds that would normally go towards high interest and giving your credit score a boost.

### Fund Emergency Savings

How prepared would you be in an emergency? If the mere thought is stress-inducing, you are not alone. 57% of Americans are unable to handle a \$1,000 unexpected expense, and 81% of Americans did not increase their emergency fund last year at all.

When creating an emergency fund (or even just saving money for a rainy day), you can deposit a percentage of your tax refund into a designated savings account and then set up automated weekly or monthly deposits. Even regular contributions between \$50 and \$100 add up over time, and when the unexpected happens, you will be less likely to rely on credit cards.

### Plan For The Future

What are your long-term financial goals? Do you want to build your retirement fund or save up for your children's future education? It is never too late to start savings, and your tax refund deposit can be a great building block to get you started or a lump sum contribution if you have already laid the groundwork with an IRA or 529 plan.

### Up Grade Your Home

A little investment into your living space can go a long way. Are there any home upgrades that might decrease your monthly energy bills (for example switching to a smart thermostat or installing solar panels)? Might this be the time to replace an outdated appliance or upgrade fixtures in the bathroom? In addition to improving the functionality and aesthetic of your home, you will increase the resale value of your property.



# Employee of the Quarter



## Congratulations Suki Kim!

Suki is a Teller at our Lakewood branch and has been with Foothills CU for just 9 months. Suki is originally from South Korea. She grew up in Daegu, a city which is located in the south and is hot and humid.

Suki describes herself as being an introvert and an extrovert. She is a shy person, but always likes to meet new people and learn new things. She is always pushing herself out of her comfort zone to do the things she loves. She recently picked up a new

hobby and is learning how to play the guitar.

"I love to work with our team. We always help each other and make our place a fun working place. I think work environment is important for the quality of service for our members." - Suki Kim

## Financial Planning *at every stage*

### PARENTS WITH TEENAGERS

#### Converse Candidly

Involve teens in talking about budgeting, savings, and investing.

#### Encourage Part-Time Work

Fosters understanding of money management and savings.

#### Strategize Education

##### Expenses

Explore aid opportunities & strategies to lessen loan debt.



## Community Corner

### FCU In The Community

Foothills Credit Union supports many organizations within our communities. Below is a list of some organizations and events we supported in the 1st Quarter:

#### Jefferson County

- *The City of Lakewood Benefits Fair*
- *Ralston House 240 Union Fundraiser*
- *Spay Today World Spay Day*
- *Lakewood Head Start Financial Literacy Seminars*
- *City of Lakewood Economic Development Tactical Advance*

(Our CMO participating in the Lakewood Economic Development Tactical Advance)

#### Larimer County

- *Thompson Career Campus 8th Grade Career Expo*
- *Thompson Career Campus Open House*



## Save Big - Score With T-Mobile!

### File Now and Save Big Today!

Foothills Credit Union members - make a simple switch and save BIG with T-Mobile. Call (877) 520-1160 now for your limited - time offer! Switching over has never been easier. Don't miss out on these benefits tailored just for credit union members.

As a credit union member, you have access to a dedicated call center to make the switch easy:

- Call (877) 520-1160 to speak to a Mobile Expert
- Monday to Friday: 8 AM - 7 PM CT

- Saturday: 9 AM - 5 PM CT
- Sunday: 12 PM - 5 PM CT
- Or make an appointment for a Mobile Expert to call you at a convenient time.

Call today or visit

<https://tinyurl.com/awucu4ff>



# Loan Rates

Updated 04/01/2024

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

## Vehicle Loans - New/Used Maximum 72 Month Term

	Score	Rate	APR
A+++ Super Prime	800+	6.99%	7.01%
A++ Super Prime	780 - 799	6.99%	7.01%
A+ Super Prime	760 - 779	6.99%	7.01%
A+	740 - 759	7.39%	7.41%
A	720 - 739	7.39%	7.41%
B+	700 - 719	8.14%	8.16%
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+	7.50 - 8.25%	7.53%*
B	660 - 699	9.75 - 10.00%	9.28%*
C	620 - 659	12.50 - 14.00%	12.53%*

\*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+	8.50%	8.53%
B	660 - 699	9.75%	9.78%
C	620 - 659	12.50%	12.53%
D	</=619	16.00%	16.03%

## Other Secured Collateral - Used (i.e. boat, camper, atv, trailers etc)

### Maximum 60 Month Term

	Score	Rate	APR
A	700+	9.00%	9.03%
B	660 - 699	10.25%	10.28%
C	620 - 659	13.25%	13.28%
D	</=619	16.25%	16.28%

## Secured Loans

- ◆ Shared Secured - 3.50% APR
- ◆ CD Secured - 2.00% above CD rate, minimum of 4.0%

## Unsecured Loans (Maximum 60 Month Term)

	Score	Rate	APR
A	700+	11.99%	12.00%
B	660 - 699	12.99%	13.00%
C	620 - 659	14.99%	15.00%
D	</= 619	16.99%	17.00%

# Share & CD Rates

Updated 04/01/2024

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)

6 month	\$1000	2.96%	3.00%
9 month	\$1000	4.42%	4.50%
12 month	\$1000	4.90%	5.00%
18 month	\$1000	3.81%	3.87%
24 month	\$1000	3.50%	3.55%
36 month	\$1000	3.45%	3.50%
48 month	\$1000	3.30%	3.35%
60 month	\$1000	3.06%	3.10%
12 month IRA	\$1000	3.40%	3.45%
<b>New: Starter CD*</b>	<b>\$200</b>	<b>3.81%</b>	<b>3.87%</b>

\*(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 2024

MEMBERS	11,483
LOANS	\$109,329,700
SAVINGS	\$141,431,753
<b>TOTAL ASSETS</b>	<b>\$155,425,522</b>

Overdraft Protection - 16.00% APR

Visa® Credit Card - 12.99% APR



## Holiday Closures

### Memorial Day

Saturday, May 25th  
& Monday, May 27th

### Juneteenth

Wednesday, June 19th

### Independence Day

Thursday, 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

# How To Stay Away From Scams

## Scam Alert!

Running a scam or a fraud is a time-tested method for identity thieves. They may contact you in person, by phone/robocall, postal mail, email, or through the Internet (including social media) to try to trick you into giving out personal information. Follow these tips to help you stay safe.

- Stay aware of current scams. Watch or read the news. The nation's consumer protection agency, The Federal Trade Commission (FTC), offers information and tips on current scams. Go to [consumer.ftc.gov](https://consumer.ftc.gov) and click on "Scams." The FBI offers information about common scams and how to avoid being victimized at [fbi.gov/scams-and-safety](https://fbi.gov/scams-and-safety).
- Before divulging personal information to anyone, know who you are dealing with. Independently verify any information provided. Find the physical address and phone number of who contacted you by yourself. Don't trust email addresses given by unknown people. Search online for a company's name and website. Read through the site, and read any online reviews of the person or business.
- Never reply to messages asking for personal information, whether the message was sent over the phone or by email, text message, or through an ad. Do not call phone numbers or click on links contained in these messages. You could be a target of phishing.
- Be wary of "imposter" scams in which a scammer pretends to be someone close to you or an entity you're unlikely to question. Imposter scams topped the FTC's list of consumer complaints in 2020. Fraudsters pretend to be family members, friends, love interests, government agencies or companies, often trying to get personal information.

### To report a scam or fraud contact:

- Your local police department and state attorney general's office
- The Federal Trade Commission at [reportfraud.ftc.gov/#/](https://reportfraud.ftc.gov/#/) or 1.877.FTC.HELP
- The Internet Crime Complaint Center (if Internet related) at [ic3.gov](https://ic3.gov)
- The U.S. Postal Inspection Service (if mail related) at [postalinspectors.upsis.gov](https://postalinspectors.upsis.gov) or 1.877.876.2455

## 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
5 year	6.00%	6.41%*
10 year	7.25%	7.47%*
15 year	8.25%	8.41%*

\*Assumes a \$25,000.00 loan request.

### Home Equity Line of Credit (HELOC)

Rate and payment may change quarterly. Effective 08/02/2023 Prime Rate is 8.50%.

**Platinum Program** = Prime Rate minus 1%\*\*

Combined Loan to Value = 75%

**Gold Program** = Prime Rate\*\*

Combined Loan to Value = 80%

\*MINIMUM FLOOR LIMIT 4.75%

**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