Los Poblanos Historic Inn & Organic Farm, located in Los Ranchos de Albuquerque, NM, was originally founded in 1934. In 1976, owners Penny and Armin Rembe purchased half of the original headquarters of the property. In 1999, they purchased the second half and with their family developed a preservation plan to maintain the historic architecture, gardens, and farmland in perpetuity. Today Los Poblanos encompasses a working organic farm; Campo, a field-to-fork restaurant; a lavender bath and body goods business based on recipes developed by Penny; a retail shop; and a 50-room boutique inn. Three generations of the Rembe family have owned and operated Los Poblanos. Since 2009 they have worked with SLFCU to help develop the farm and business.

Jay Rembe, Board Chairman of Los Poblanos and CEO/Founder of Rembe Urban Design + Development, says he prefers working with a financial partner in the community. “At any big bank now, none of the underwriting is done locally. They have less interest in relationships and track records with the client, and often have their hands tied with decision making. With SLFCU, it’s relationship banking – you’re working with local people, and SLFCU is very competitive, flexible, and seamless.”

SLFCU helped Los Poblanos with financing for their first expansion in 2011. This renovation added 19 additional rooms to the inn, renovated parts of the property, and added landscaping and infrastructure. “When we did our first expansion,” Jay says, “not many lenders were willing to help with a large renovation. SLFCU came in, looked at the numbers, our performance, and the strength of the borrowers, and then jumped right in to help.”

Continued Growth at Los Poblanos

By 2017 Los Poblanos was experiencing significant success. The Rembe family decided to take the next step to expand the business while maintaining their mission of sustainable agriculture and authentic preservation of the property and buildings. “Through a lot of hard work we added another 28 rooms; renovated and repurposed these great old barn buildings; brought in the restaurant, a state-of-the-art kitchen, and more dining space; and really expanded the wholesale and retail operations.”

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Jay appreciates that SLFCU finances unique projects. “The 2017 expansion wasn’t typical, and projects like this can be hard to finance. SLFCU offered great financing that allowed us to take the next step to create what we think is a great asset for the community.

“SLFCU has been with us from one phase to another,” Jay says, “and if it wasn’t for SLFCU, Los Poblanos wouldn’t be here today. You have great individuals working there who really, truly care. They go the extra mile to help you – and understand real estate which is helpful, too. I think they’re the best at what they do.”

All photographs on this page: Atkin Oslin Schade Architects / Kate Russell Photography.
When you register with the HomeAdvantage® program, you can take advantage of many home buying benefits. Work with knowledgeable real estate agents, access the same database of property listings used by agents, and earn a cash reward* equal to 20% of a real estate agent’s commission by using a HomeAdvantage agent to buy or sell your home. The average savings is more than $1,500 per member.

If you’re selling a home, use the HomeAdvantage website to evaluate your home’s worth by seeing how similar properties in your neighborhood are priced. You can also request a market analysis from your agent, evaluate the condition of your home, and learn how you can sell your home faster and for a higher price with simple improvements.

If you’re shopping for a new home, enter your price range, basic requirements such as the number of bedrooms and baths and your desired neighborhood to browse a wealth of data.

Click on a property for additional details, including:
- Lot size, year built, heating and cooling systems, etc.
- Neighborhood demographics such as home values and appreciation, age and education level, crime, average commuting times, and what’s within walking distance
- Data about area schools
- Mortgage calculators and monthly payment estimates

You can request more information, schedule a showing, or save favorite listings so you can easily locate them again.

Properties in New Mexico, California, and most other states are included.

When you’re ready to look at homes, pick a trustworthy real estate agent from the HomeAdvantage network. These agents are committed to helping you find your home while delivering exceptional service. Share your wish list with them, and let them help you navigate through the process.

*Cash Rewards are awarded through the HomeAdvantage program to buyers and sellers who select and use a real estate agent in the HomeAdvantage network. Home buyers or sellers are not eligible for Cash Rewards if they use an agent outside this network. Cash Rewards amounts are dependent on the commissions paid to the HomeAdvantage network agent. Obtaining a mortgage or use of any specific lending institution is not a requirement to earn Cash Rewards. If you are obtaining a mortgage, your lender may have specific rules on how Cash Rewards can be paid out. Cash Rewards are available in most states; however, they are void where prohibited by law or by the lender. Please consult with your lender for details that may affect you.
Five Great Times to Buy a Vehicle

If you’re planning to buy a new vehicle, carefully timing your shopping may help you secure the best deal. Visiting dealers when they are most willing to negotiate could save you hundreds if not thousands of dollars. Here are some good times to consider as you shop for your new car or truck:

1. **When the dealership isn’t busy:** Demand is lower when it’s raining or snowing and early in the week rather than near or on weekends. Salespeople will be able to give you more attention.

2. **End of the day:** If you are committed to buying on that day, the salesperson may be more willing to negotiate in order to close a sale and head home.

3. **End of the month or quarter:** A salesperson may be trying to meet sales goals or earn a bonus.

4. **Late summer:** Dealerships are introducing new model year vehicles to their lot, so they create space by reducing prices on the previous year’s models.

5. **End of the calendar year:** You’re more likely to get the best price as dealerships are trying to reduce overall inventory before the new year.

Follow these tips and learn as much as possible about your desired vehicle. Getting pre-approved for your auto loan could give you even more negotiating power at the dealership. Visit slfcu.org/AutoBuying for more research tools or to get pre-approved for a loan.

Achieve Your Savings Goals with SLFCU

SLFCU members can create savings goals in online banking. Goals can be created for different categories including buying a home, planning a wedding, making charitable donations, or installing a swimming pool. With so many options, what are SLFCU members saving for?

**Emergency Savings**

It’s important to be prepared for life’s unexpected expenses. Most financial experts advise having an amount equal to six months of your monthly expenses in an emergency savings account.

**Trip or Vacation**

Dreaming of relaxing on a beach, exploring Europe, or visiting family? Creating a savings goal for your vacation is a great first step in turning those dreams into reality. Using the savings goals widget you can also customize any goal with a meaningful name or photo to give yourself motivation for consistent contributions to your goal.

**Auto Purchase**

If your goal is to save a down payment for a new car or to purchase your next car in full, you are in good company. This is a popular savings goal among SLFCU members.

**Home Purchase**

Buying a home takes planning, research, and preparation. Having money saved for a down payment, closing costs, and moving expenses is helpful when you’re ready to buy a home.

**Gifts and Shopping**

Setting money aside for items like new shoes or clothing can help keep your finances on track. Creating a shopping savings goal can also help you prepare for the holiday season and make gift buying more enjoyable.

If you’re ready to create your own savings goals and begin progress toward achieving them, log in to online banking from a computer, laptop, or tablet and click on the savings goals widget. You only need to know the amount you’d like to save and the date you’d like to reach your goal. The online banking system will tell you how much you need to save each month and will also track your progress. Once your goal is created, you will be able to view it in online banking and the mobile app.
Help Teens Prepare for Financial Success

The teenage years are an ideal time to introduce young people to hands-on financial experiences. Earning money from part-time and summer jobs and developing smart money habits go hand in hand.

Credit unions are a great place to teach your teens how to manage their money. SLFCU offers the same products and services as banks, but because members are our first priority, we focus on service and financial education, better rates, and lower fees.

Savings Accounts
Your teen can become an SLFCU member by opening a primary savings account in their own name with just $5. Although not required, joint owners can help oversee their funds and provide guidance.

Members 15 and younger earn dividends on any balance; starting at age 16, a $100 balance is required to earn dividends. For balances of at least $1,000, consider opening a term certificate to earn higher dividends. While access to cash in a certificate is limited, it is a useful tool for demonstrating how interest compounds.

Spending Accounts
SLFCU’s checking accounts have no minimum deposit requirement and no monthly fees. Teens 15 and younger may open a checking account with a parent or guardian as a joint owner. At ages 16 and 17, teens are not required to have a joint owner on their checking account, although a parent or guardian joint owner is necessary for them to receive a debit card.

SLFCU’s no-fee Mastercard® debit card can be used to make purchases anywhere Mastercard is accepted and to withdraw cash at 28,000 surcharge-free ATMs nationwide. Teens can use it with Apple Pay® and set controls with the CardNav℠ app.

Mastercard Zero Liability means they won’t be responsible for any fraudulent activity on a lost or stolen debit card if it’s reported to SLFCU promptly. Being an SLFCU debit cardholder also means they can take advantage of Mastercard’s Identity Theft Alert program. This service monitors more than just financial accounts – it also watches for fraud on information such as social security numbers, driver’s license numbers, and medical information. Visit slfcu.org/DebitCard to learn more.

Online Banking
SLFCU teens can keep an eye on their money and set up savings goals and budgets in online banking. They can request account alerts sent by email, text message, or push notification when a deposit or withdrawal occurs, their balance drops below a predetermined amount, they’ve exceeded a budget category, and more. See all of the options in online banking at Settings > Notifications.

Extra Cash for Teens
SLFCU invites members age 13-17 to share their money experiences with other teens. They may submit an article on a financial topic to be considered for publication in our Dollars & Sense newsletter and at slfcu.org. SLFCU will award teens $100 for published articles. Get the details at slfcu.org/TeenArticles.

SLFCU also provides scholarships to college-bound teens. In 2018, we will award a total of $10,000 with a top prize of $3,000. Watch slfcu.org and the Dollars & Sense newsletter next spring for information about our 2019 scholarship.

Getting Started with SLFCU
To open a teen savings or checking account, visit slfcu.org and click the Apply Now button in the Savings & Checking menu. Or call 505.293.0500 or 800.947.5328 or visit any branch.

You will need to provide:
• The teen’s name, social security card, date of birth, and address.
• A photo ID for teens 16 and older
• For teens under 16, a photo ID for the parent or guardian
• To establish a parent or guardian as a joint owner: name, social security number, date of birth, and address of the joint owner. (Verification may be required.)

To use SLFCU’s online banking, enroll at slfcu.org or download the app at slfcu.org/MobileApp.

SLFCU was proud to support the Greater Albuquerque Habitat for Humanity Sandia Retirees and Friends House and to take part in the dedication ceremony in June. From left: Lois Hall, Habitat Board Member Mark Rickert, new homeowner Crista, SLFCU President/CEO Robert Chavez, and John Stichman. Front: Irv Hall. The Halls and John Stichman are Sandia National Laboratories retirees and long-time Habitat volunteers.
Imagine an income stream you cannot outlive. If you are interested in a steady retirement income (and the potential to defer taxes), you might want to look at the potential offered by annuities. Before making changes to your retirement plan, you must understand how they work.

What is an annuity? An annuity is an income contract you arrange with an insurance company. You provide a lump sum or continuing contributions to fund the contract; in return, the insurer agrees to pay you a specific amount of money in the future, usually per month. If you are skittish about stocks and searching for a low-risk alternative, annuities may appear very attractive. While there are different kinds of annuities available with countless riders and options that can be attached, the basic annuity choices are easily explained.2

Annuities can be immediate or deferred. With an immediate annuity, payments to you begin shortly after the inception of the income contract. With a deferred annuity, you make regular contributions to the annuity, which accumulate on a tax-deferred basis for a set number of years (called the accumulation phase) before you begin to receive payments.1,3

Annuities can be fixed or variable. Fixed annuities pay out a fixed amount on a recurring basis. With variable annuities, the payment can vary because these investments are impacted by the stock market. The insurer places some of the money you direct into the annuity in stocks, attempting to capture some positive market trends, while promising to preserve your capital. Some variable annuities come with a guaranteed income benefit option – a pledge from the insurer to provide a minimum level of income to you.1,5

In addition, some annuities are indexed. These annuities can be either fixed or variable; they track the performance of a stock index (often the S&P 500) and receive a credit linked to its performance. For example, if the linked index gains 8% in a year, the indexed annuity may return 4%. The return is less than the actual index return because the insurer usually makes you a trade-off – your contract states that you will get a minimum guaranteed return during the early years of the annuity contract.3

Annuities require a long-term commitment. Insurance companies expect annuity contracts to last for decades; they have built their business models with this assumption in mind. So if you change your mind and decide to cancel an annuity contract a few years after it begins, you may have to pay a surrender charge – in effect, a penalty. (Most insurance companies will let you withdraw 10-15% of the money you direct into the annuity in stocks, attempting to preserve your capital. Some variable annuities come with a guaranteed income benefit option – a pledge from the insurer to provide a minimum level of income to you.1,5

Deferred annuities offer great tax savings potential. The younger you are when you arrange a deferred annuity contract, the greater the possible tax savings. A deferred annuity has the quality of a tax shelter – its earnings grow without being taxed because they are only taxable once you draw an income stream from the annuity. If you start directing money into a deferred annuity when you are relatively young, that money can compound tax-free for many years. Also, your contributions to an annuity may lower your taxable income for the year(s) in which you make them. While annuity income is regular taxable income, you may find yourself in a lower tax bracket in retirement than when you were working.2

Annuities come with minimums and fees. The fee to create an annuity contract is often high when compared to the fees for establishing investment accounts – sometimes as high as 5-6%. Annuities typically call for a minimum investment of at least $5,000; realistically, an immediate annuity demands a five- or six-figure initial investment.3

No investment is risk-free, but an annuity does offer an intriguing investment choice for the risk averse. If you are seeking an income-producing investment that attempts to either limit or minimize risk, annuities may be worth considering.

MEMBERS Financial Services may be reached at 505.237.3930 or 800.947.5328 ext. 3930 or by emailing memfis@slfcu.org to schedule a no-cost, no-obligation appointment.

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Citations.
1 - investopedia.com/articles/retirement/05/063005.asp [1/2/18]
2 - forbes.com/sites/forbesfinancecouncil/2018/01/04/annuities-explained-in-plain-english/#626afc215bd6 [1/18]
3 - apps.suzoroman.com/igbase/gstemplate.cfm?SRC=MDC12&SRCN=aoedetai Isd6tnwjdG25Sna0vNFr%29kna00%2AanaolofExpertoid%1D7 [3/6/18]

Annuities for Retirement Income
Why Seniors Choose Them and What Prospective Annuity Holders Should Consider
Brought to you by the MEMBERS Financial Services Program* located at SLFCU

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Security Resources on the Federal Trade Commission Website

The Federal Trade Commission (FTC) is an independent agency of the United States government that aims to prevent fraudulent, deceptive, and unfair business practices in the marketplace.

The FTC’s website is a helpful resource for SLFCU members who are searching for information about money management, ways to avoid scams, and how to protect yourself as a consumer. You can find a link to the FTC at slfcu.org under News & Resources; just click the Resources tab and select Privacy, Identity & Security. Or you can visit the FTC directly at ftc.gov to access security information under their Tips & Advice tab.

The FTC provides information such as:

Privacy, Identity & Online Security
Learn about identity theft and what you can do to better protect your personal information. The FTC provides tips on limiting unwanted calls and emails as well as keeping your personal information, computer, and online files secure. If your children are online, you can get advice for reducing the risks.

This section also offers advice on how to protect against and recognize instances of identity theft, and the steps to take if your personal information is stolen.

Money & Credit
Learn how to recognize financial scams and fraud as well as what to do if there has been fraud on your accounts. You can also find information about saving, spending, or borrowing money that can help you make better financial decisions.

Homes & Mortgages
Learn how to identify home improvement, mortgage, and foreclosure scams that try to take advantage of homeowners. The FTC also provides information about shopping for home loans, home improvements, and saving energy.

Jobs & Making Money
Learn about your rights regarding background checks and credit checks by potential employers. Find information to help you make smart choices about education and training for future employment, working from home, and going into business.

To save on security information, visit the Federal Trade Commission’s website at ftc.gov and access security information under their Tips & Advice tab.

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Save for the future. At the speed of life.
Encourage good savings habits.
Visit slfcu.org/SavingsLaboratory.

For concerns regarding policies/procedures, conflicts of interest, or fraud:
SLFCU Supervisory Committee, PO Box 13045, Albuquerque, NM 87191

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