

Serving all people living, working, attending church, or school in Blue Earth, Brown, Carver, Cottonwood, Faribault, Kandiyohi, Le Sueur, Lyon, Martin, McLeod, Meeker, Murray, Nicollet, Redwood, Renville, Sibley, and Watonwan Counties in Minnesota



## Countdown to Hutchinson Branch

by Troy Diedrich, Vice President of Marketing and Development

Construction for the new Hutchinson branch is underway on S. Highway 15. We expect the full-service branch to open late this summer. The location will provide consumer and home mortgage lending, deposit, business services and Investment Advisory services.

Branch President Megan Karg, a seasoned banking professional and Hutchinson native, will be developing our growing membership base in and around Hutchinson. Working closely with Megan will be Joe Tauer,

currently serving the home mortgage and Investment Advisory needs of members in our North Mankato office. Additional staff are being hired and trained at this time to round out the member service team.

Hutchinson will be the sixth SouthPoint Financial branch location.



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## CALENDAR

Labor Day - CLOSED  
September 4, 2017

Hutchinson Grand Opening Week  
September 11-15, 2017

Member Appreciation Event  
September 21, 2017

Columbus Day - OPEN  
October 9, 2017

Veterans Day - OPEN  
November 11, 2017

Thanksgiving - CLOSED  
November 23, 2017

## CONGRATULATIONS, GRAD!

Please accept this coupon as our gift for your accomplishment! Simply bring to any of our branch locations and we will deposit \$10 into your new or existing SouthPoint Financial Checking Account.

GOOD THROUGH AUGUST 31, 2017 | LIMIT 1 PER PERSON





## Community Involvement

by Maxine Meine, Springfield Branch President

One of my favorite parts of being in the role of Branch President is getting involved in and supporting my community. Each Branch President takes pride in being involved in community programs such as the Chamber Boards, Rotary, Lions Club, Auxiliary Board, Brown County Pork Producers, HUB Club, Church Boards and several other organizations.

We take the credit union motto, “people helping people” to heart and see the importance of giving back to our communities through volunteering our personal and professional time and talents.

One of the ways in which we give back is through financial education seminars. We do “Lunch and Learns” for employees and also speak to organizations during their monthly meetings. We have done free seminars about Identity Theft, Understanding your Credit Score, Finding Room in your Budget, along with several other topics to help individuals be successful in their financial future.

Whether you’re a business owner or an employee, we welcome the opportunity to speak to your organization on any one of these topics. Simply give us a call at 877-794-6712 and ask to speak with your nearest Branch President and we will be happy to provide one of our free seminars to your organization or businesses.

Now is also the time to like us on Facebook if you haven’t done so already to stay up to date on all that we’re doing in your community.



## Effects on Grain Prices

by Randy Reinarts, Sleepy Eye Branch President

This past Spring, one of our members shared with me material that was presented at a grain marketing seminar they attended. Looking through the material made me realize all of the reports, news, and outside forces that can affect grain prices.

With the constant stream of market news, it is easy to hit information overload. One such report is the USDA’s monthly WASDE report, which stands for World Agricultural Supply and Demand Estimates. For those of you that follow the report you know what I mean by information overload. Other news and reports include crop progress, Brazil’s corn and soybean crop, managed money funds, value of the dollar versus foreign currencies, and the weather. At the time of writing this article, grain prices have not yet reached estimated break even prices for 2017 - corn and soybeans of \$3.69 a bushel for corn and \$9.60 a bushel for soybeans.

So before the next WADSE report, which tends to move prices one way or the other, marketing analysts suggest you take time and develop a marketing plan if you have not already done so. A couple of years ago, SouthPoint sponsored a grain marketing



## 3 Things to Consider Before Buying a Home

by Jenny Mude, Loan Manager

Whether you’re buying your first home or want to move into a new one, here are a few things to ponder before you start shopping for that perfect new house.

### 1. Look at your budget and determine what you can afford.

Make sure you take into account property taxes and homeowners insurance. Our mortgage calculator is a great tool to help you determine what your maximum loan amount can be based on the monthly payment that you’re comfortable with.

### 2. Know your credit score.

Your credit score is a number that represents your creditworthiness – how well you managed past credit accounts and if you’re paying your current credit obligations on time. A high credit score denotes a lower risk to lenders and can also help you qualify for lower interest rates.

### 3. Before you begin shopping, take the time to get pre-approved.

Having a pre-approval letter or commitment from a lender can make your shopping experience easier and can make an offer on a new home more attractive to sellers.

Visit [bit.ly/southpointfcuhomeloans](http://bit.ly/southpointfcuhomeloans) to apply for a home loan with SouthPoint Financial Credit Union today and get pre-approved just in time to find that perfect new home.

workshop presented by Ed Usset from the Center for Farm Financial Management. One thing he shared was by having a plan and making an extra dime per bushel can be the difference between a profit and a loss. To see some examples of marketing plans visit [cffm.umn.edu/grainmarketing/Tools.aspx](http://cffm.umn.edu/grainmarketing/Tools.aspx). There you can also find some Celebrity Grain Marketing Plans that he shared with us at the workshop. Dr. David Kohl, who writes articles for the Corn and Soybean digest, recently wrote that one of the most detrimental mistakes in today’s ag environment is producers’ lack of planning, executing, and monitoring a marketing plan.

We all know the effects that weather can have on commodity prices. Recently I got to hear Dr. Kohl speak and he mentioned one of his most reliable sources for weather information is a gentleman by the name of Eric Snodgrass. Snodgrass is the Director of Undergraduate Studies for the Department of Atmospheric Sciences at the University of Illinois at Urbana-Champaign. If you are looking for weather forecasts and other valuable weather information I encourage you to check out his website at [www.atmos.illinois.edu/snodgrass](http://www.atmos.illinois.edu/snodgrass). An example I came across on his site was an irrigation investment calculator and much more relating to agriculture production.

As always if you would like more information on any of these topics, please feel free to call me at 877-794-6712 or email me at [randy.reinarts@southpointfinancial.com](mailto:randy.reinarts@southpointfinancial.com).



## My Point of View

*“Without continual growth and progress, such words as improvement, achievement, and success have no meaning - Benjamin Franklin.”*

As one of the Founding Fathers of the United States, President Benjamin Franklin knew a thing or two about growth and progress. Whether it's growing a nation or an institution, we must be open to the idea of progression in order to achieve success.

As we prepare to open our sixth branch location in Hutchinson next month, I reflect on the exponential growth that SouthPoint has experienced over the years. Since forming St. Mary's Parish Sleepy Eye Credit Union in April of 1936, we've gone through four name changes, two charter changes, and several field of membership expansions. Those milestones have enabled us to add additional branches in 2004, 2006, 2015, and two in 2017.

Each advancement has been meticulously pondered and sanctioned by our Board of Directors with the goal of evolving to meet the needs of both existing and potential members. Industry regulations necessitate continued growth and efficiency to ensure that we are able to provide relevant products and services. As we expand our physical footprint into the Hutchinson market, we're able to meet more people where they're at and empower more members to achieve their financial goals and dreams.

Thank you to those who have remained loyal through the years and also to those who have recently chosen to become a member of SouthPoint, because here, your financial future is the point.



*Dick Nesvold*  
CEO

## SouthPoint Members Get Exclusive Discounts from Love My Credit Union Rewards

Everyone loves to save, especially on products and services you use every day.



LOVE MY  
CREDIT UNION  
REWARDS

That's what Love My Credit Union Rewards is all about.

Members have saved nearly \$2 billion in discounts from valued partners through Love My Credit Union Rewards. You can save too with valuable discounts from these partners:

- ♥ \$100 cash reward with every new line switched to **Sprint!** Current customers will receive \$50 for every line transferred. Plus, a \$50 loyalty reward every year for every line!\*
- ♥ Save up to \$15 on **TurboTax** federal products!
- ♥ Get an exclusive smoke communicator and a \$100 gift card with a new ADT monitored home security system.
- ♥ Get trusted protection at true savings with **TruStage Auto & Home Insurance Program.**
- ♥ Shop and get cash back at over 1,500 online retailers with **Love to Shop.**

To find out more and learn about other valuable discounts, visit [LoveMyCreditUnion.org](http://LoveMyCreditUnion.org). You get all these offers and discounts just for being a member of SouthPoint.

\*Activ. Fee: Up to \$30/line. Credit approval req. Sprint Credit Union Member Cash Rewards Offer: Offer Ends 12/31/2017. Avail. for eligible credit union members and member employees (ongoing verification). Tax ID req. to establish business acct. Switch to Sprint and receive a \$100 cash reward for each new smartphone line activation. Reqs. port-in from an active number (wireless or landline). Existing customers receive a \$100 cash reward for each new smartphone line activation and/or a \$50 cash reward for each smartphone line transferred to program. New lines req. activation at point of sale. Max 15 lines. Sprint acct must remain active and in good standing for 31 days to receive Cash Reward. Excludes MBB devices, tablets and Sprint Phone Connect, upgrades, replacements and ports made between Sprint entities or providers associated with Sprint (i.e. Virgin Mobile USA, Boost Mobile, Common Cents Mobile and Assurance.) May not be combinable with other offers. \$50 Loyalty Cash Reward: Members can earn one \$50 cash reward annually when Sprint acct remains active and in good standing for 1 year. Max 15 lines. Cash Reward: Cash Reward issued by CU Solutions Group. Allow 6-8 wks for Cash Reward to be deposited to your Credit Union acct. If the Cash Reward does not appear after 8 wks, visit [lovemycreditunion.org/sprintrewards](http://lovemycreditunion.org/sprintrewards). Other Terms: Offers/coverage not avail. everywhere or for all phones/networks. May not be combinable with other offers. Offer, terms, restrictions, and options subject to change and may be modified, discontinued, or terminated at any time without notice. Restrictions apply. © 2016 Sprint. All rights reserved. Sprint and the logo are trademarks of Sprint. Other marks are the property of their respective owners.

# SAVE THE DATE



**Member Appreciation Event**  
**Thursday, September 21<sup>st</sup>**  
**5:00pm - 7:00pm**

Watch for details at [southpointfinancial.com](http://southpointfinancial.com)



## Why Retirees Need Good Credit Scores

Careers & businesses end, but the need to borrow remains.

Bob Skillings  
Financial Advisor

Joe Tauer  
Financial Advisor

We spend much of our adult lives working, borrowing, and buying. A good credit score is our ally along the way. It retains its importance when we retire.

**Retirees should do everything they can to maintain their credit rating.** A FICO score of 700 or higher is useful whether an individual works or not.

**For example, some retirees will decide to refinance their home loans.** A recently published study from the Center for Retirement Research at Boston College noted that in 2013, 50% of homeowners older than 55 carried some form of housing debt. In 2017, it is probable that picture is unchanged. Arranging a lower interest rate on any remaining mortgage payments could bring income-challenged retirees more money each month. A strong FICO score will help them do that; a substandard one will not.<sup>1</sup>

**Most retirees will want to buy a car at some point.** Perhaps buying a recreational vehicle is on their to-do list. Very few car, truck, or RV purchases are all cash. A good credit score can help a retiree line up an auto loan with lower interest payments.

**Insurance companies also study retiree credit habits.** Since the early 1990s, credit-based insurance scores have been fundamental to underwriting. Used in all but a few states, they play a major role in determining car insurance and homeowner insurance premiums.<sup>2</sup>

The Fair Isaac Co. (FICO) generates credit-based insurance scores, which are variants of standard credit scores. Job and income data do not matter in a credit-based insurance score. Instead, insurers add up factors from a person's credit history to project the likelihood of that person having an insurance loss. When a retiree consistently makes bill and loan payments on time, that helps her or his credit-based insurance score. The score is hurt when bill or loan payments are missed or delinquent or when debt levels become excessive.<sup>2 3</sup>

**A strong credit rating can come in handy in other financial situations.** It can help a retiree qualify for another credit card, should the need arise. If a senior wants to buy a smaller home (or move into an assisted living facility), a credit score may be a make-or-break factor. If a senior co-signs a loan for children or grandchildren, a credit rating will matter.

**How can retirees boost their credit scores?** Some obvious methods come to mind as well as less obvious ones. Besides paying bills on time and keeping credit card balances low, wiping out small debts can help lower a retiree's credit utilization ratio. Asking a card issuer to raise a debt limit on a card can have the same effect, provided the monthly balance stays low and is paid off routinely.

Too few retirees review their credit reports, and about 20% of individual credit reports have errors. More retirees ought to ask the three big credit bureaus – Equifax, TransUnion, and Experian – for a free copy of their credit report. Every 12 months, they are entitled to one.<sup>4</sup>

Credit cards held for decades should be kept active, especially if they have good payment histories. The same goes for high-limit cards. Closing these accounts out can do more harm than good to a credit rating.

**Remember that good credit counts at any age.** TransUnion recently surveyed baby boomers and discovered that nearly half thought their credit scores would become less important after they turned 70. As you can see by the above examples, that is not true. A high credit score can help you buy and borrow long after your working days are done.<sup>5</sup>

For more information on retirement, contact Bob Skillings or Joe Tauer, Financial Advisors with SouthPoint Financial Services.

### Bob Skillings

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### Joe Tauer

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#### Citations.

- 1 - nytimes.com/2016/11/22/health/new-old-age-mortgage-debt.html [11/22/16]
- 2 - naic.org/cipr\_topics/topic\_credit\_based\_insurance\_score.htm [12/30/16]
- 3 - kiplinger.com/article/credit/T017-C000-S015-why-your-credit-score-matters-in-retirement.html [2/9/17]
- 4 - fool.com/retirement/general/2016/05/13/5-ways-to-boost-your-credit-score-in-retirement.aspx [5/13/16]
- 5 - kiplinger.com/article/credit/T017-C000-S002-4-reasons-for-retirees-to-maintain-strong-credit.html [7/16]



Financial  
Services

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# North Mankato Grand Opening

Thank you to all who joined us to celebrate the opening of the North Mankato branch at 1800 Commerce Drive. Special thanks to HyVee for catering the taco bar, Z99 for doing their show live on site, KidAgain for the bounce house & slide, and Red Dirt Road for the live music.



## Back to School Savings

by Michelle Friederich, Member Advisor

“Time for school!” Does it feel like forever since you have said that to your children? Well, it won't be long and you will be back in to the routine of a school schedule yet again! Are you ready? Let's talk about how you can prepare yourself for the upcoming school expenses!

In order to save some money for the school supplies that you will need for the start of the school year, check out these tips that I found on parenting.com:

1. **Try to hold off on shopping for supplies/clothing as soon as they hit the stores!** Many times you can shop end-of-summer sales and get better deals on those items, especially clothing!
2. **Stick to the list.** The supply list is usually quite overwhelming on its own. As cute and fun as some of the unlisted items may be, they will only help you overspend
3. **Before heading out for supplies, let the kids raid your cupboards for some of the items on the list!** You probably have some of the things they need right at your house!

4. **Check with friends/coworkers to see if they have items you could buy from them!** Many parents have a surplus of things that no longer fit their own child-perhaps you can swap with a few of them. Also check out the online garage sale sites on social media. Many times there are others selling things that still have tags on them.

5. **Build a savings account for things your child may need throughout the year such as lunch money.** Save even more by having your child help you make a lunch for him/her to take to school. Field trip funds and other supplies that may be necessary during the school year can also creep up unexpectedly and having some money set aside will help to ease the financial burden.

Do you have a budget? If not, now is the time to start using one! Visit the Financial Counseling page on our website at <http://bit.ly/SouthPointFinancialCounseling> to utilize our Savvy Money budgeting tool or contact LSS Financial Counseling Services.





924 East Main Street  
Sleepy Eye, MN 56085

**Savings Rates: Effective Date: 7/1/2017**

Type of Account	Annual Percentage Yield (APY)*
Share Savings	.25%
EzStart/Ez\$ (up to \$5,000)	2.53%
EzStart/Ez\$ (exceeds \$5,000)	.40%
Money Market	.25% - .70%
Holiday Club (max balance \$5,000)	.40%
IRA (\$1,000 minimum deposit)	.75%
Share Certificates	
3 Month	.30%
6 Month	.60%
12 Month	.85%
18 Month	1.00%
24 Month	1.00%
36 Month	1.00%
Step Up Certificate (\$1,000 minimum deposit)	
24 Month	1.10%
36 Month	1.25%
IRA Certificate (\$2,500 minimum deposit)	
24 Month	.85%
IRA Step Up Certificate (\$2,500 minimum deposit)	
24 Month	.80%

**Loan Rates: Effective Date: 7/1/2017**

Type of Loan	Annual Percentage Rate (APR)**
VISA (as low as)	7.00%
New Car (as low as)	2.99%
Used Car (as low as)	2.99%
Camper (as low as)	3.99%
Ag Operat. (as low as)	4.25%
Ag Real Estate (as low as)	4.00%
Ag Resid. Rental (as low as)	4.25%
Ag Building (as low as)	4.75%
Ag Mach/Equip (as low as)	4.00%
Member Loan (as low as)	6.99%
Share Savings Secured (as low as)	3.75%
Ready Reserve	15.00%
Mortgage Loans	
15 Year, 30 Year Fixed Rate and other programs available.	
Home Equity Line of Credit (as low as)	1.99%

\*APY = Annual Percentage Yield  
 \*\*APR = Annual Percentage Rate  
 \*\*\*Interest rates are subject to change based on the type of loan, the collateral, loan to value, borrower's credit history, account relationship, and automatic payments. Rates disclosed are the lowest rates available at SouthPoint Financial. Other conditions may apply.

All rates are subject to change. All rates quoted are listed in percent. Payment Examples: Consumer Loan: \$1,000.00 borrowed for 12 months with an APR of 6.00% would have a monthly payments of \$86.07. Mortgage Loan: \$100,000 borrowed for 360 months (30 years) with an APR of 6.00% would have a monthly payment of \$599.55. The payment example does not include amounts for taxes and insurance premium, if applicable, and that the actual payment obligation will be greater. The terms listed are the maximum term available for qualified borrowers.

**Sleepy Eye**

920 East Main St.  
Sleepy Eye, MN 56085

**Springfield**

975 West Central St.  
PO Box 80  
Springfield, MN 56087

**New Ulm**

706 North German St.  
New Ulm, MN 56073

**North Mankato**

1800 Commerce Dr  
Suite A  
North Mankato, MN 56003

**Lobby Hours:**

M-F 8:30am - 4:30pm  
S 8:30am - Noon

**Drive-Up Hours:**

M-F 8am - 5pm  
S 8am - Noon

**St. Peter**

105 South Third St.  
Suite #100  
St. Peter, MN 56082

**Lobby Hours**

M-Th 8:30am - 5pm  
F 8:30am - 5:30pm

**Member Solutions**

M-F 8am - 6:30pm  
S 8am - Noon  
membersolutions@  
southpointfinancial.com

**Office Numbers**

877-794-6712 - Toll Free  
507-794-5540 - Fax  
Call 24 (24hr Banking)  
877-794-5355

To report a lost/stolen debit card, call main office during business hours or 800-554-8969 after hours.

To report a lost or stolen credit card, call 877-221-6947

