The Benefits of Membership

Customized Analysis of Member Benefits For:

Iowa

June 2013

Prepared by:

Credit Union National Association
Economics and Statistics Department

AMERICA'S CREDIT UNIONS™

Iowa

The Benefits of Membership

Credit unions generally provide financial benefits to members through lower loan rates, high saving rates, and fewer fees than banking institutions.

The Credit Union National Association (CUNA) estimates that Iowa credit unions provided $88,700,278 in direct financial benefits to the state's 1,037,412 members during the twelve months ending June 2013.

These benefits are equivalent to $86 per member or $162 per member household [1].

Estimated total benefits of credit union membership are calculated by accounting for differences in credit union and bank pricing. Specifically, average credit union savings account yields, loan interest rates and fees are compared to average bank savings account yields, loan interest rates and fees. The interest rate differences are then applied to respective average credit union loan and savings balances. Fee differences are weighted and applied to credit union non-interest income to obtain the total estimated benefits arising from fees.

The per-member and per-household benefits delivered by Iowa credit unions are substantial. But, these benefits are *averages*. Mathematically, that means the total benefits provided are divided across all members (or all member households) - even those who conduct very little financial business with Iowa credit unions.

Consider this:

Financing a $25,000 new automobile for 60 months at a Iowa credit union will save members an average $232 per year in interest expense compared to what they would pay at a banking institution in the state.

Further, loyal members - those who use the credit union extensively - often receive total financial benefits that are much greater than the average.

Iowa credit unions excel in providing member benefits on many loan and saving products. In particular, Iowa credit unions offer lower average loan rates on the following accounts: new car loans, used car loans, first mortgage-fixed rate, first mortgage-adjustable rate, home equity loans, credit cards loans.

Iowa credit unions also pay members higher average dividends on the following accounts: regular savings, share draft checking, money market accounts, certificate accounts, IRAs.

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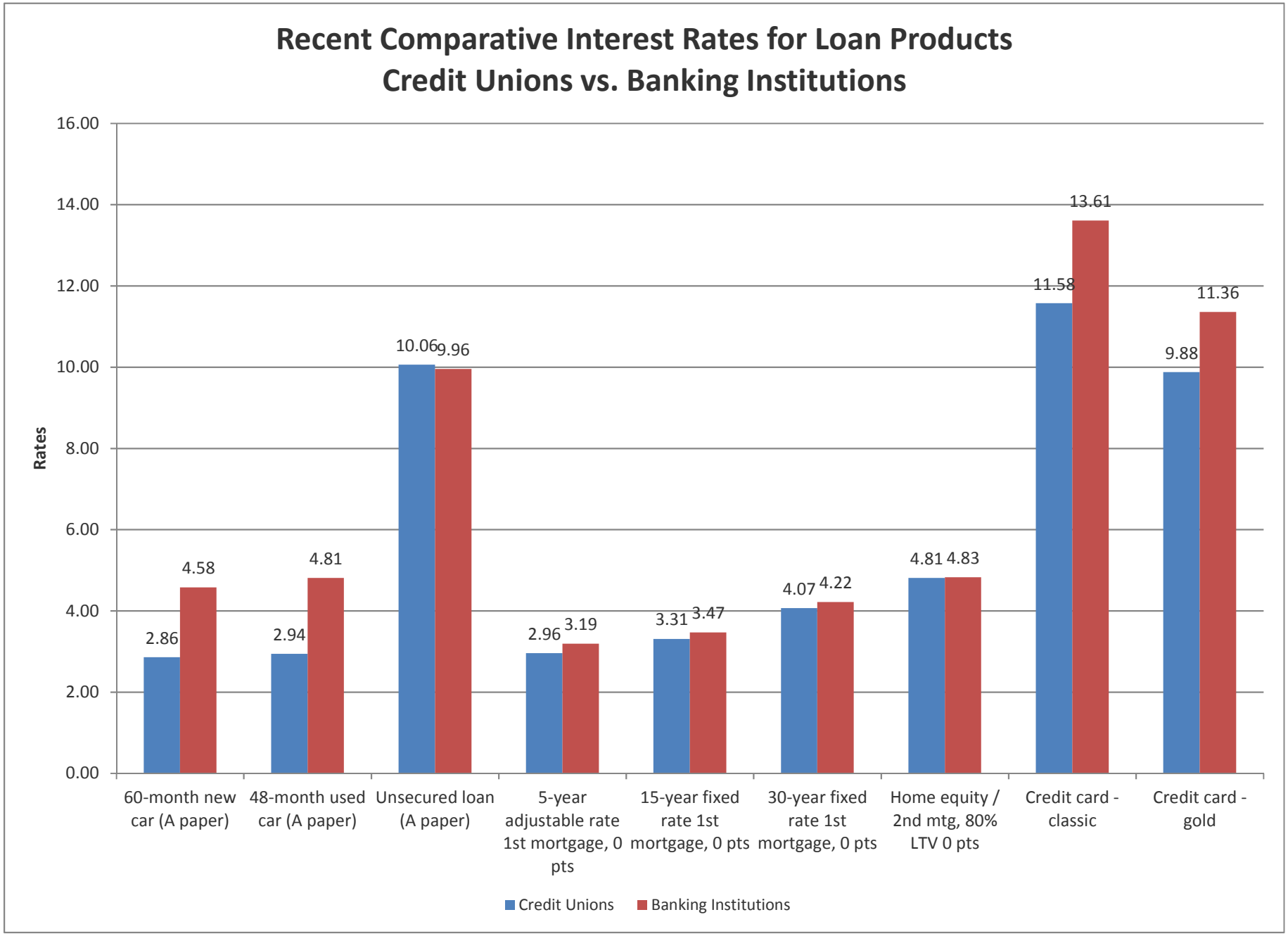
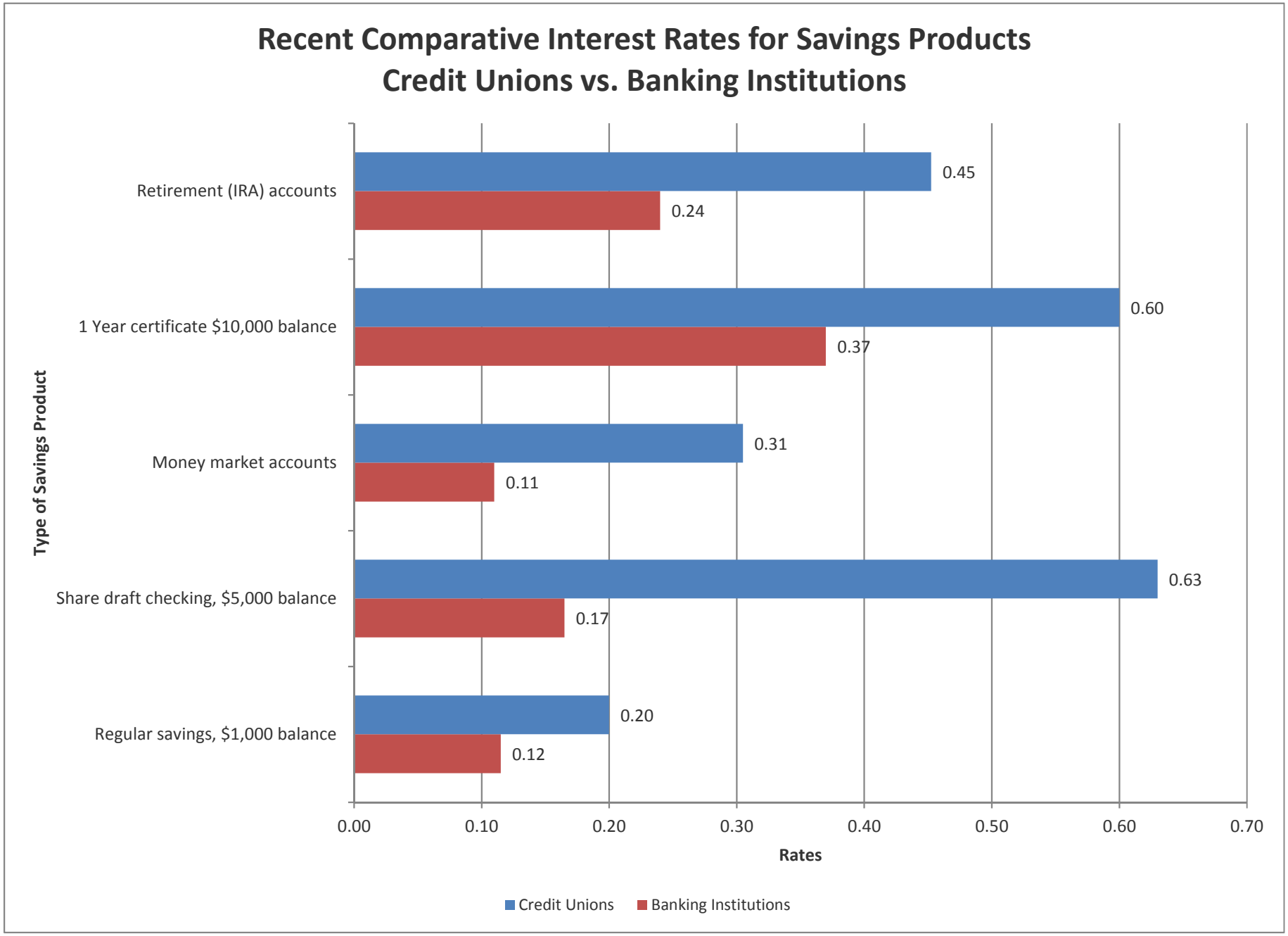
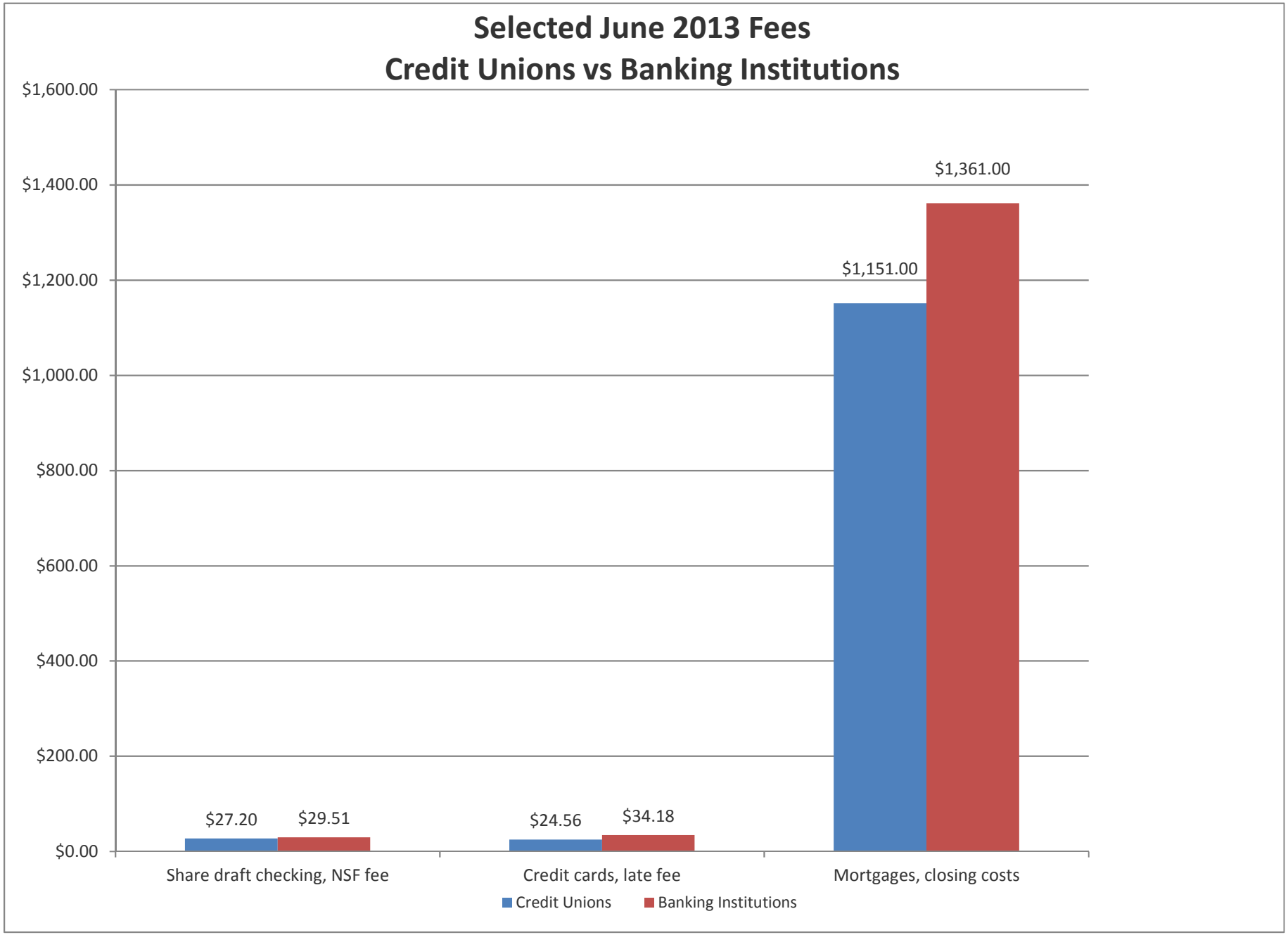
Source: Datatrac, NCUA, and CUNA.
(1)Assumes 1.9 credit union members per household.


Recent Comparative Interest Rates for Loan Products
Credit Unions vs. Banking Institutions
Rates
16.00
14.00
12.00
10.00
8.00
6.00
4.00
2.00
0.00
2.86
4.58
2.94
4.81
10.06
9.96
2.96
3.19
3.31
3.47
4.07
4.22
4.81
4.83
11.58
13.61
9.88
11.36
60-month new car (A paper)
48-month used car (A paper)
Unsecured loan (A paper)
5-year adjustable rate 1st mortgage, 0 pts
15-year fixed rate 1st mortgage, 0 pts
30-year fixed rate 1st mortgage, 0 pts
Home equity / 2nd mtg, 80% LTV 0 pts
Credit card - classic
Credit card - gold
Credit Unions
Banking Institutions

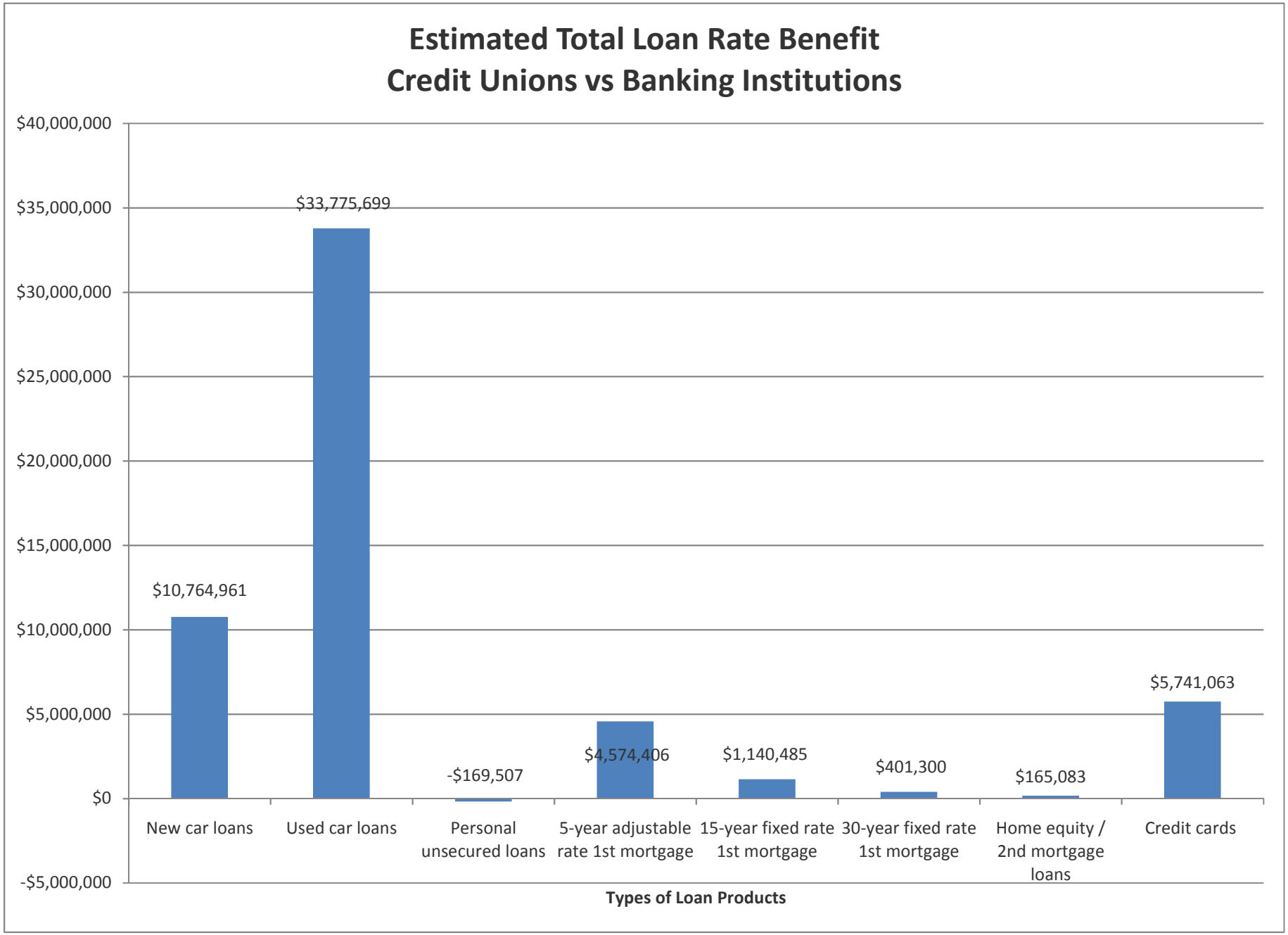

Recent Comparative Interest Rates for Savings Products
Credit Unions vs. Banking Institutions
Type of Savings Product
Retirement (IRA) accounts
1 Year certificate $10,000 balance
Money market accounts
Share draft checking, $5,000 balance
Regular savings, $1,000 balance
0.45
0.24
0.60
0.37
0.31
0.11
0.63
0.17
0.20
0.12
0.00
0.10
0.20
0.30
0.40
0.50
0.60
0.70
Rates
Credit Unions
Banking Institutions

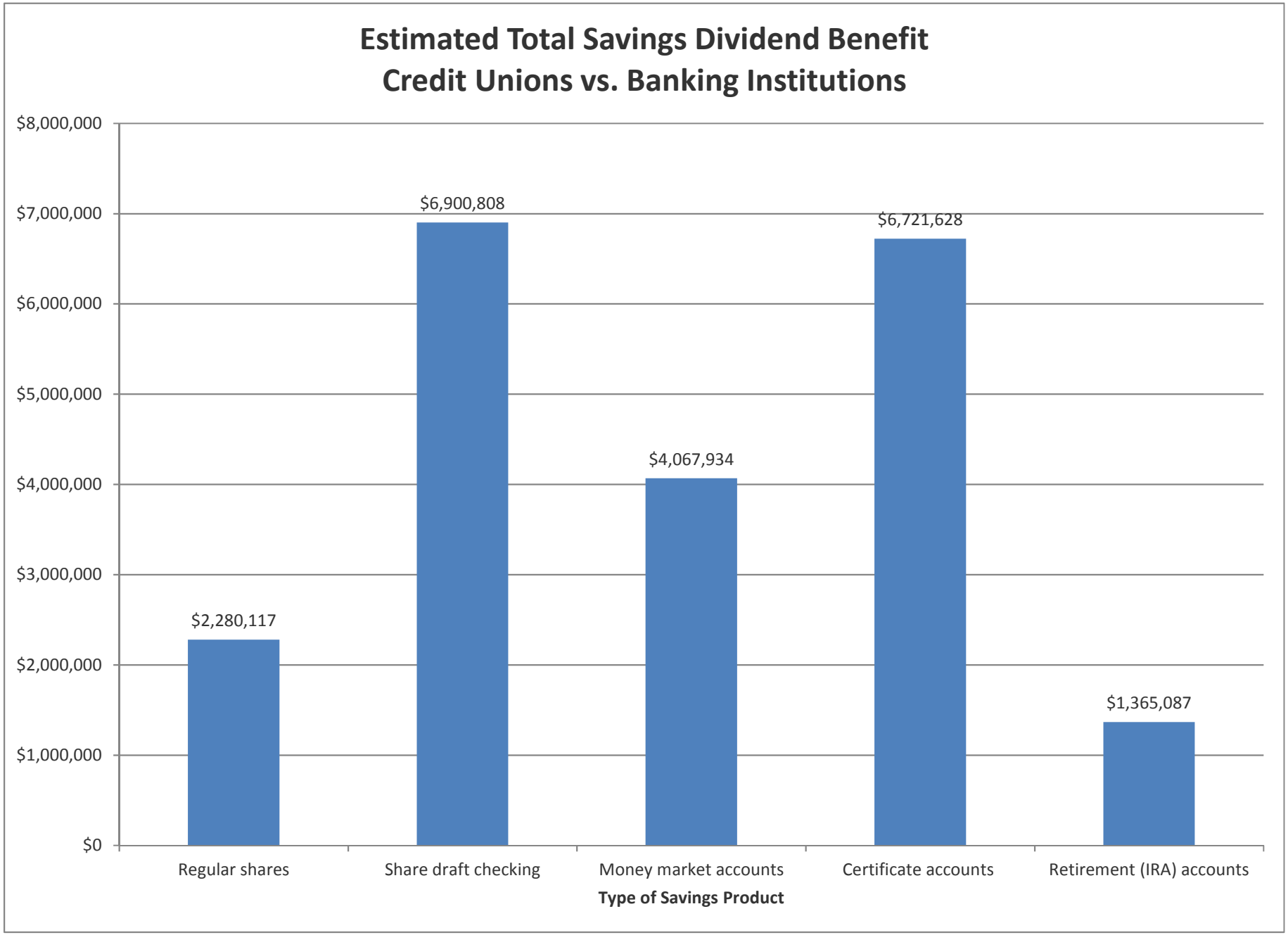

Selected June 2013 Fees
Credit Unions vs Banking Institutions
$1,600.00
$1,400.00
$1,200.00
$1,000.00
$800.00
$600.00
$400.00
$200.00
$0.00
$27.20
$29.51
$24.56
$34.18
$1,151.00
$1,361.00
Share draft checking, NSF fee
Credit cards, late fee
Mortgages, closing costs
Credit Unions
Banking Institutions

Iowa
Credit Union and Banking Instituion
Mid-Year 2013 Average Interest Rates and Fees

Loan Products	***Average Rate at Credit Unions (%)***	***Average Rate at Banks (%)***	***Rate Difference vs. Banks (%)***
60-month new car (A paper)	2.86	4.58	-1.72
48-month used car (A paper)	2.94	4.81	-1.87
Unsecured loan (A paper)	10.06	9.96	0.11
5-year adjustable rate 1st mortgage, 0 pts	2.96	3.19	-0.23
15-year fixed rate 1st mortgage, 0 pts	3.31	3.47	-0.16
30-year fixed rate 1st mortgage, 0 pts	4.07	4.22	-0.15
Home equity / 2nd mtg, 80% LTV 0 pts	4.81	4.83	-0.01
Credit card - classic	11.58	13.61	-2.04
Credit card - gold	9.88	11.36	-1.49
Savings Products			
Regular savings, $1,000 balance	0.20	0.12	0.09
Share draft checking, $5,000 balance	0.63	0.17	0.47
Money market accounts	0.31	0.11	0.20
1 Year certificate $10,000 balance	0.60	0.37	0.23
Retirement (IRA) accounts	0.45	0.24	0.21
Fee Income			
Share draft checking, NSF fee	$27.20	$29.51	-$2.31
Credit cards, late fee	$24.56	$34.18	-$9.62
Mortgages, closing costs	$1,151.00	$1,361.00	-$210.00

Source: Datatrac


Estimated Total Loan Rate Benefit
Credit Unions vs Banking Institutions
$40,000,000
$35,000,000
$30,000,000
$25,000,000
$20,000,000
$15,000,000
$10,000,000
$5,000,000
$0
-$5,000,000
$10,764,961
$33,775,699
-$169,507
$4,574,406
$1,140,485
$401,300
$165,083
$5,741,063
New car loans
Used car loans
Personal unsecured loans
5-year adjustable rate 1st mortgage
15-year fixed rate 1st mortgage
30-year fixed rate 1st mortgage
Home equity / 2nd mortgage loans
Credit cards
Types of Loan Products


Estimated Total Savings Dividend Benefit
Credit Unions vs. Banking Institutions
$8,000,000
$7,000,000
$6,000,000
$5,000,000
$4,000,000
$3,000,000
$2,000,000
$1,000,000
$0
$2,280,117
$6,900,808
$4,067,934
$6,721,628
$1,365,087
Regular shares
Share draft checking
Money market accounts
Certificate accounts
Retirement (IRA) accounts
Type of Savings Product

Estimated Iowa Credit Unions Financial Benefits

Mid-Year 2013

Loans	Avg. Balance at Credit Unions (1)	Rate Difference vs. Iowa Banks (%) (2)	Total Financial Benefit to Your Members
New car loans	625,869,837	-1.72	$10,764,961
Used car loans	1,806,187,116	-1.87	$33,775,699
Personal unsecured loans	161,435,001	0.11	-$169,507
5-year adjustable rate 1st mortgage	1,988,871,982	-0.23	$4,574,406
15-year fixed rate 1st mortgage	712,802,957	-0.16	$1,140,485
30-year fixed rate 1st mortgage	267,533,662	-0.15	$401,300
Home equity / 2nd mortgage loans	1,100,555,602	-0.01	$165,083
Credit cards	302,559,332	-2.04	$5,741,063
Interest rebates in period			$1,607
Total CU member benefits arising from lower interest rates on loan products:			$56,395,098
Savings			
Regular shares	2,682,490,777	0.09	$2,280,117
Share draft checking	1,484,044,705	0.47	$6,900,808
Money market accounts	2,086,120,217	0.20	$4,067,934
Certificate accounts	2,922,447,042	0.23	$6,721,628
Retirement (IRA) accounts	642,394,026	0.21	$1,365,087
Bonus dividends in period			$0
Total CU member benefit arising from higher interest rates on saving products:			$21,335,575
Fee Income			
Total CU member benefit arising from fewer/lower fees:			$10,969,605
Total CU member benefit arising from interest rates on loan and savings products and lower fees:			$88,700,278
Total CU member benefit / member:			$86
Total CU member benefit / member household:			$162

Source: Datatrac, NCUA, and CUNA

(1) Average balance as of September 2012 and September 2011, according to the NCUA call report.; (2) Source for rates and fees: Datatrac;

Iowa
Performance Profile

Demographic Information	Jun 13	Jun 12
Number of branches	277	291
Total assets ($ mil)	12,005	10,630
Total loans ($ mil)	7,837	6,932
Total surplus funds ($ mil)	3,658	3,287
Total savings ($ mil)	10,419	9,139
Total members (thousands)	1,051	992
Growth Rates (Trailing 12 months) *		
Total assets	9.6 %	12.5 %
Total loans	10.1 %	10.1 %
Total surplus funds	7.0 %	18.6 %
Total savings	10.5 %	12.1 %
Total members	2.1 %	3.0 %
Earnings - Basis Pts. *		
Yield on total assets	369	410
Dividend/interest cost of assets	83	102
Fee & other income	137	146
Operating expense	304	313
Loss Provisions	22	25
Net Income (ROA) after stabilization exp	97	115
Capital adequancy		
Net worth / assets	9.9	9.9
Asset quality *		
Delinquencies / loans	0.9	0.9
Net chargeoffs / average loans	0.4	0.4
Total borrower-bankruptcies	7	7
Bankruptcies per 1000 members	0.8	0.9
Asset/Liability Management		
Loans / savings	75.2	75.9
Loans / assets	65.3	65.2
Long-term assets / assets	36.7	34.1
Core deposits/shares & borrowings	41.4	40.4
Productivity		
Members/potentional members	5.3	5.4
Borrowers/members	58.8	57.2
Members/FTE	347	348
Average shares/members ($)	9,914	9,211
Average loan balances ($)	12,692	12,214
Salary & Benefits/FTE	59,952	57,769

*** Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months.**