

The Benefits of Membership

Customized Analysis of Member Benefits For:

Idaho

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Prepared by:

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About The Membership Benefits Report

The Membership Benefits report communicates the financial value of credit union membership to credit union staff, members, potential members, community leaders and policy makers. The report compares credit union dividend rates, loan rates, and fees to those of banking institutions in the state¹. It combines those comparisons with the state call report data to develop an overall estimate of the annual financial benefits provided to members.

It is important to remember that the report gives a *conservative* estimate of benefits. For example, it does not consider non-financial benefits such as access to a large ATM network, financial counseling, or auto buying services.

When interpreting the report, remember that any benefit above \$0 means credit unions are delivering financial benefits compared to the average banking institution.

Not all credit unions will deliver lofty financial benefits. Greater financial benefits tend to be found among credit unions that offer a greater variety of services and those with lower operating expense ratios (i.e., higher economies of scale). On the other hand, higher operating expense ratios tend to be associated with other non-financial benefits, such as personalized “high-touch” services.

The report measures benefits at one distinct point in time. Operational and strategic decisions – building new branches, expanding fields of membership, introducing new products – will undoubtedly be reflected in credit union pricing decisions (and estimated benefit levels).

¹ The source for banking institution interest rate and fee data is Datatrac. Datatrac is the nation’s leading rate survey firm and tracks interest rates at over 15,000 institutions nationally.

Idaho

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 Idaho credit unions provided \$56,294,821 in direct financial benefits to the state's 507,184 members during the twelve months ending December 2008.

These benefits are equivalent to \$111 per member or \$211 per member household ⁽¹⁾.

The per-member and per-household benefits delivered by Idaho 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 Idaho credit unions.

Consider this:

Financing a \$25,000 new automobile for 60 months at a Idaho credit union will save members an average \$188 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.

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

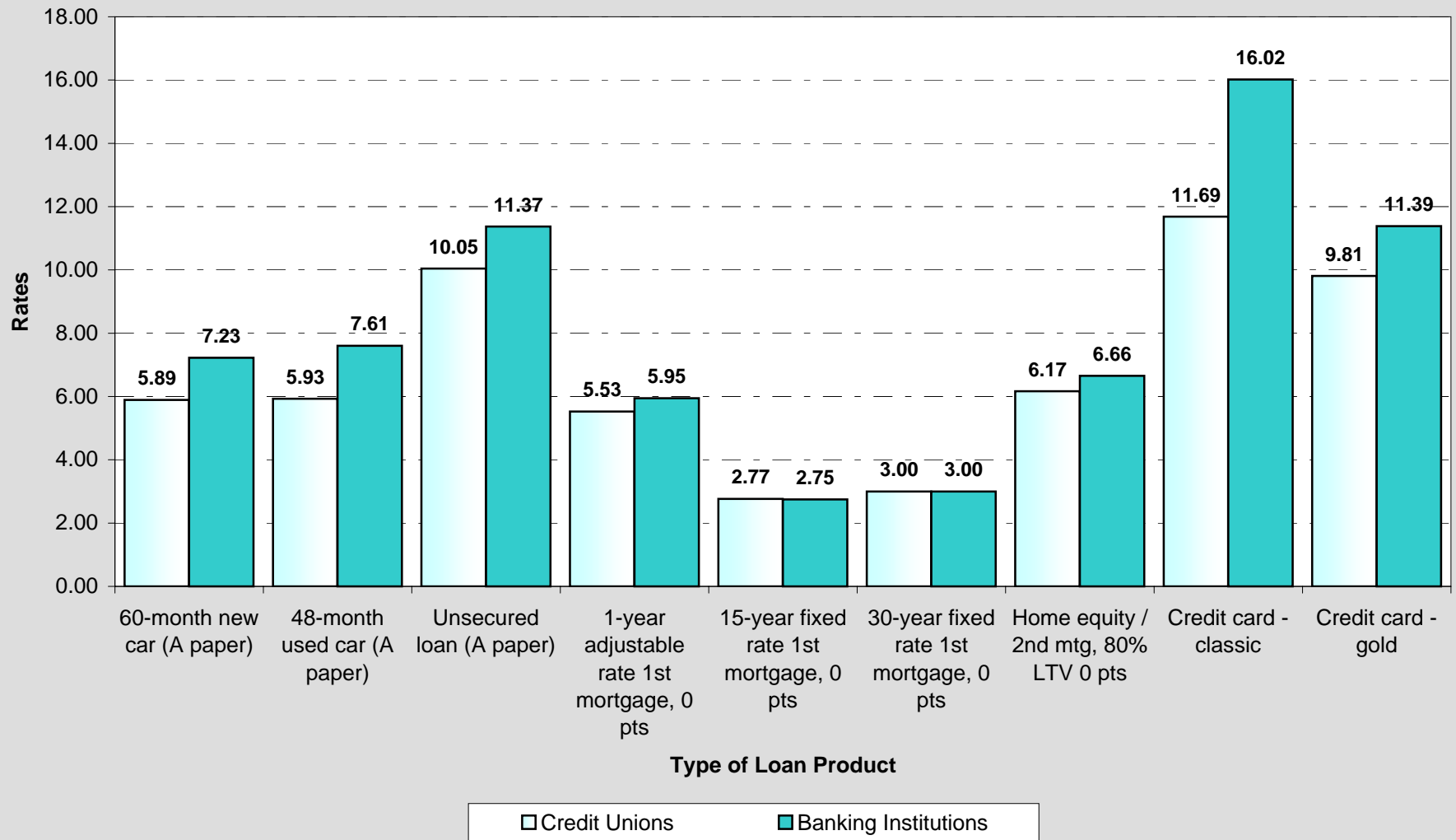
Idaho credit unions also pay members higher average dividends on the following accounts: regular savings, share draft checking, money market accounts, certificate accounts, IRAs.



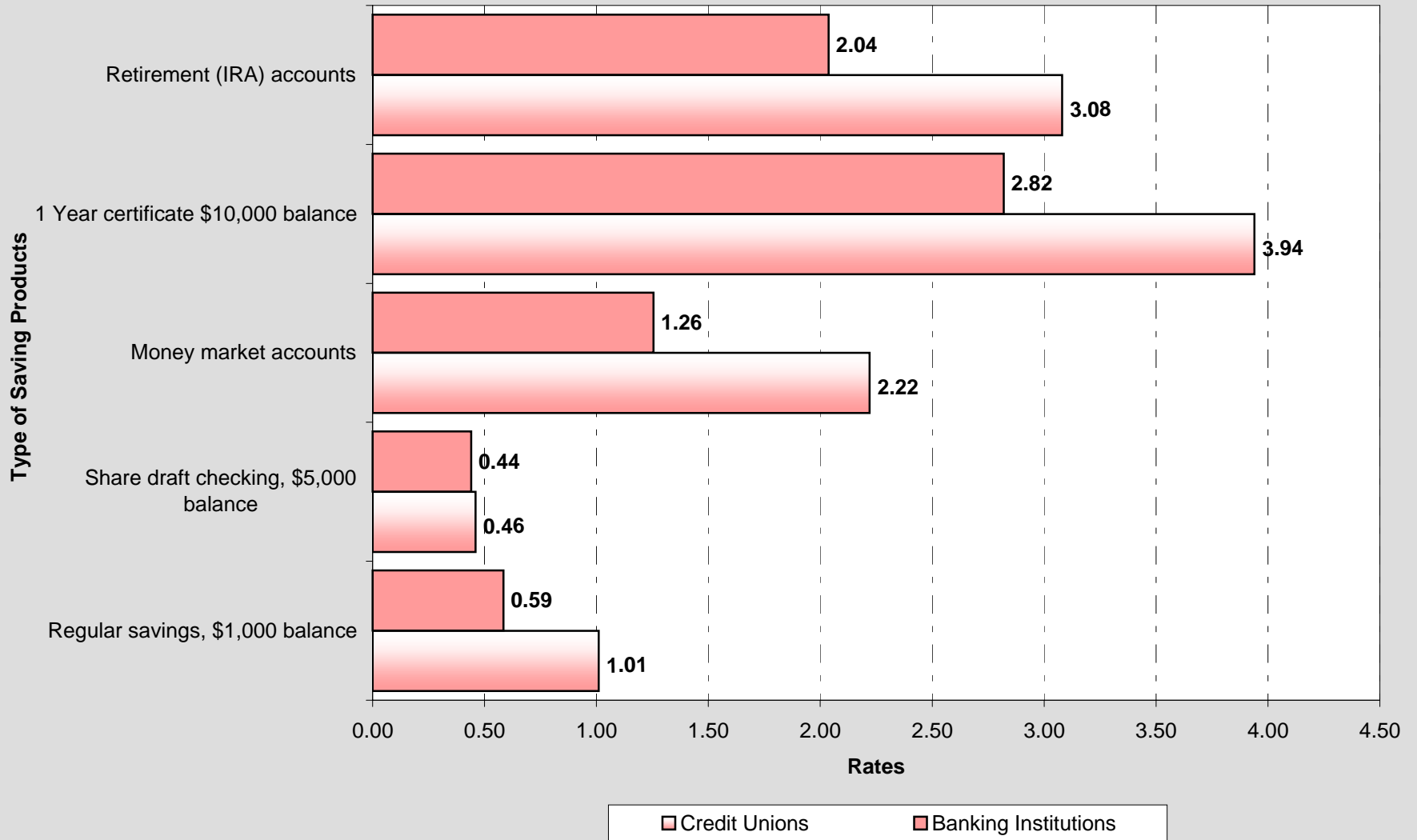
Source: Datatrac, NCUA, and CUNA.

(1) Assumes 1.9 credit union members per household.

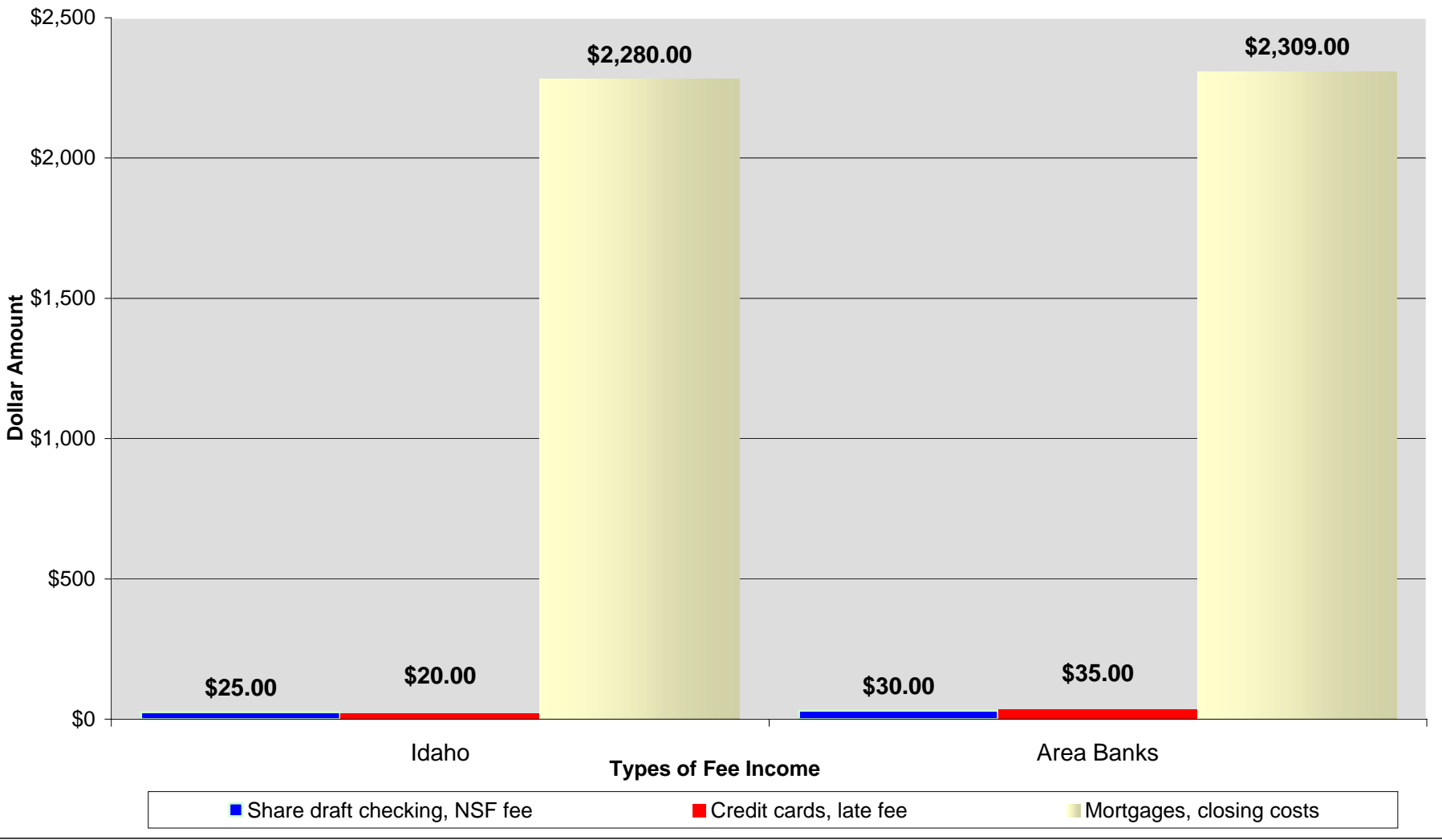
Recent Comparative Interest Rates for Loan Products Credit Unions vs. Banking Institutions



Recent Comparative Interest Rates for Credit Unions Saving Products Credit Unions vs. Banking Institutions



Selected 2008 Credit Union Fees compared to Banking Institutions

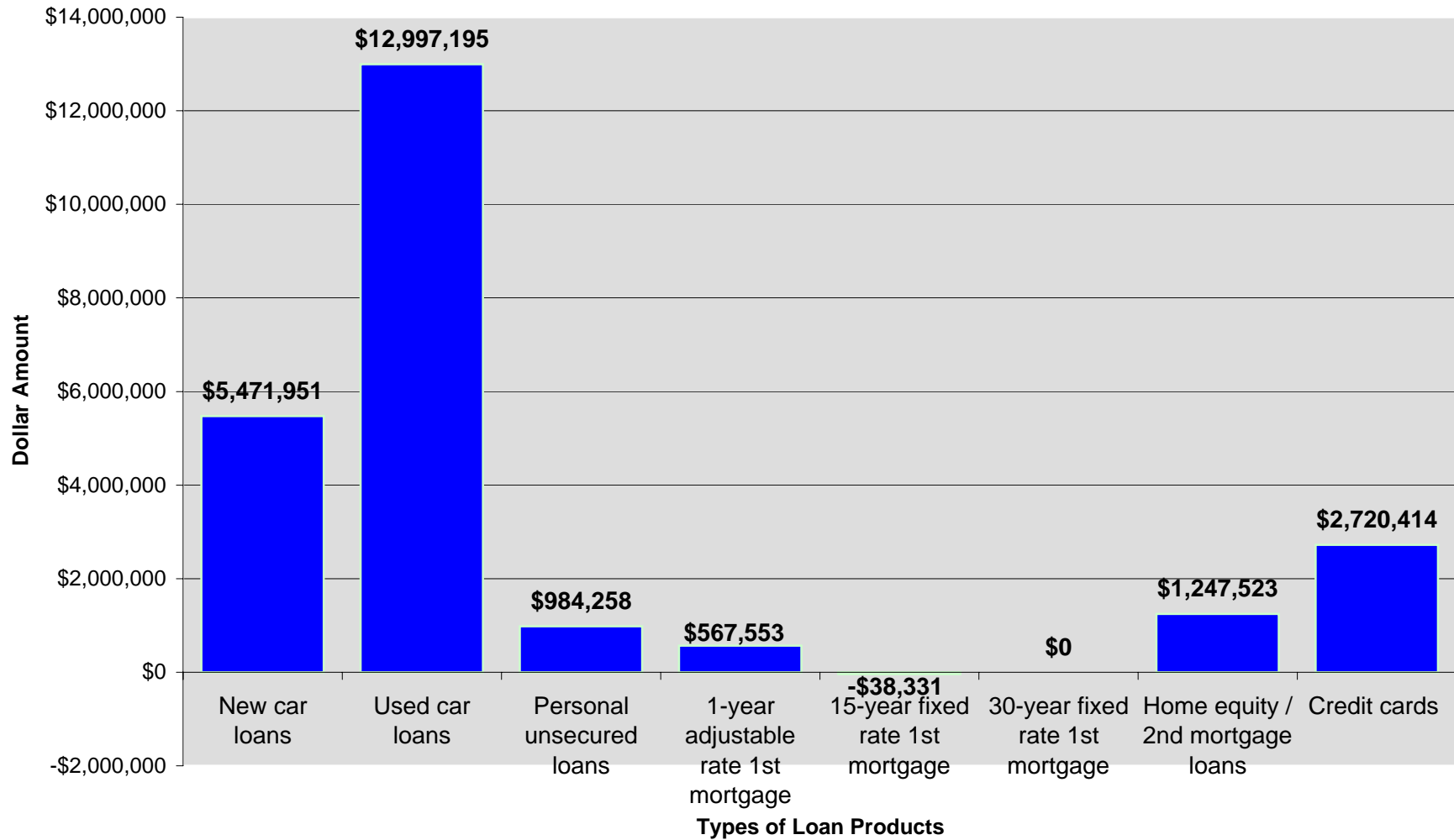


Idaho
Credit Union and Banking Institution
2008 Average Interest Rates and Fees

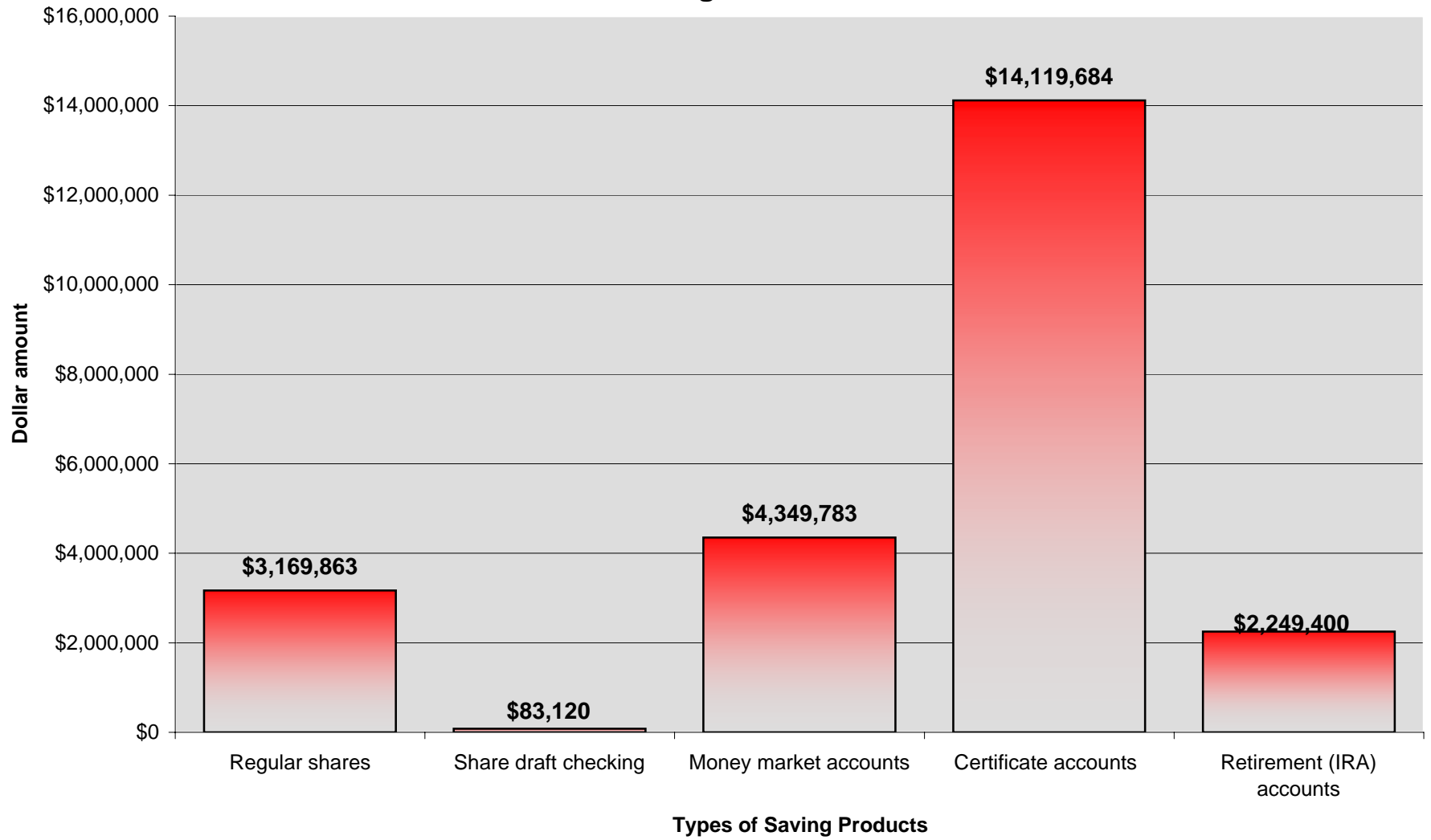
Loan Products	Average Rate at Credit Unions (%)	Average Rate at Banks (%)	Rate Difference vs. Banks (%)
60-month new car (A paper)	5.89	7.23	-1.34
48-month used car (A paper)	5.93	7.61	-1.68
Unsecured loan (A paper)	10.05	11.37	-1.33
1-year adjustable rate 1st mortgage, 0 pts	5.53	5.95	-0.42
15-year fixed rate 1st mortgage, 0 pts	2.77	2.75	0.02
30-year fixed rate 1st mortgage, 0 pts	3.00	3.00	0.00
Home equity / 2nd mtg, 80% LTV 0 pts	6.17	6.66	-0.49
Credit card - classic	11.69	16.02	-4.34
Credit card - gold	9.81	11.39	-1.58
Savings Products			
Regular savings, \$1,000 balance	1.01	0.59	0.43
Share draft checking, \$5,000 balance	0.46	0.44	0.02
Money market accounts	2.22	1.26	0.97
1 Year certificate \$10,000 balance	3.94	2.82	1.12
Retirement (IRA) accounts	3.08	2.04	1.04
Fee Income			
Share draft checking, NSF fee	\$25.00	\$30.00	-\$5.00
Credit cards, late fee	\$20.00	\$35.00	-\$15.00
Mortgages, closing costs	\$2,280.00	\$2,309.00	-\$29.00

Source: Datatrac

Estimated Credit Union Loan Rate Benefits vs. Banking Institutions



Estimated Credit Union Savings Dividend Benefits vs. Banking Institutions



Estimated Idaho Credit Unions Financial Benefits 2008

<u>Loans</u>	Avg. Balance at Credit Unions (1)	Rate Difference vs. Idaho Banks (%) (2)	Total Financial Benefit to Your Members
New car loans	409,883,993	-1.34	\$5,471,951
Used car loans	775,951,944	-1.68	\$12,997,195
Personal unsecured loans	74,283,646	-1.33	\$984,258
1-year adjustable rate 1st mortgage	135,131,749	-0.42	\$567,553
15-year fixed rate 1st mortgage	255,541,508	0.02	-\$38,331
30-year fixed rate 1st mortgage	329,066,776	0.00	\$0
Home equity / 2nd mortgage loans	254,596,500	-0.49	\$1,247,523
Credit cards	74,634,119	-4.34	\$2,720,414
Interest rebates in period			\$0
Total CU member benefits arising from lower interest rates on loan products:			\$23,950,563
 <u>Savings</u>			
Regular shares	745,850,152	0.43	\$3,169,863
Share draft checking	415,598,162	0.02	\$83,120
Money market accounts	450,754,670	0.97	\$4,349,783
Certificate accounts	1,260,686,080	1.12	\$14,119,684
Retirement (IRA) accounts	215,769,832	1.04	\$2,249,400
Bonus dividends in period			\$0
Total CU member benefit arising from higher interest rates on saving products:			\$23,971,850
 <u>Fee Income</u>			
Total CU member benefit arising from fewer/lower fees:			\$8,372,408
 Total CU member benefit arising from interest rates on loan and savings products and lower fees:			\$56,294,821
 Total CU member benefit / member:			\$111
Total CU member benefit / member household:			\$211

Source: Datatrac, NCUA, and CUNA

(1) Average balance as of year-end 2007 and year-end 2008, according to the NCUA call report.; (2) Source for rates and fees: Datatrac;

**Idaho
Performance Profile**

Demographic Information	Dec-08	Dec-07
Number of branches	175	165
Total assets (\$ mil)	3,721	3,380
Total loans (\$ mil)	2,698	2,446
Total surplus funds (\$ mil)	817	742
Total savings (\$ mil)	3,291	2,980
Total members (thousands)	514	501
Growth Rates		
Total assets	10.1 %	8.8 %
Total loans	10.3 %	10.3 %
Total surplus funds	10.2 %	2.5 %
Total savings	10.4 %	8.7 %
Total members	2.6 %	3.3 %
Earnings - Basis Pts.		
Yield on total assets	563	586
- Dividend/interest cost of assets	236	262
+ Fee & other income	154	155
- Operating expense	362	360
- Loss Provisions	42	23
= Net Income (ROA)	76	97
Capital adequacy		
Net worth / assets	10.4	10.6
Asset quality		
Delinquencies / loans	0.8	0.5
Net chargeoffs / average loans	0.4	0.3
Total borrower-bankruptcies	18	8
Bankruptcies per 1000 members	2.2	0.9
Asset/Liability Management		
Loans / savings	82.0	82.1
Loans / assets	72.5	72.4
Long-term assets / assets	28.2	25.6
Core deposits/shares & borrowings	35.6	38.6
Productivity		
Members/potential members	6.9	10.2
Borrowers/members	49.2	48.6
Members/FTE	331	342
Average shares/members (\$)	6,406	5,952
Average loan balances (\$)	10,671	10,049
Salary & Benefits/FTE	45,923	43,912