

The Benefits of Membership

Customized Analysis of Member Benefits For:

Missouri

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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.

Missouri

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 Missouri credit unions provided \$123,847,505 in direct financial benefits to the state's 1,271,618 members during the twelve months ending December 2007.

These benefits are equivalent to \$97 per member or \$185 per member household ⁽¹⁾.

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

Consider this:

Financing a \$25,000 new automobile for 60 months at a Missouri credit union will save members an average \$171 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.

Missouri credit unions excel in providing member benefits on many loan and saving products. In particular, Missouri 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.

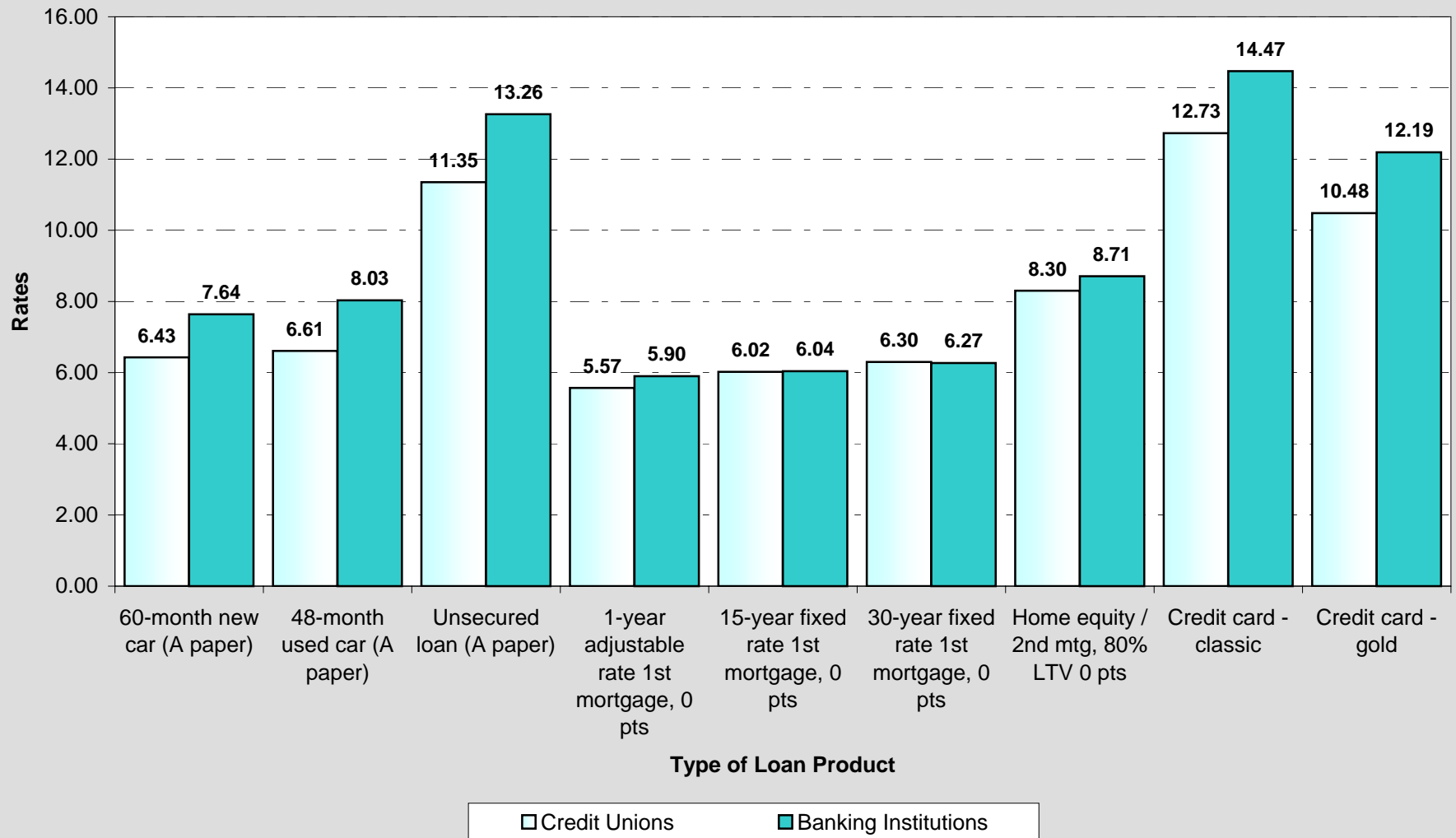
Missouri credit unions also pay members higher average dividends on the following accounts: regular savings, money market accounts, certificate accounts, IRAs.



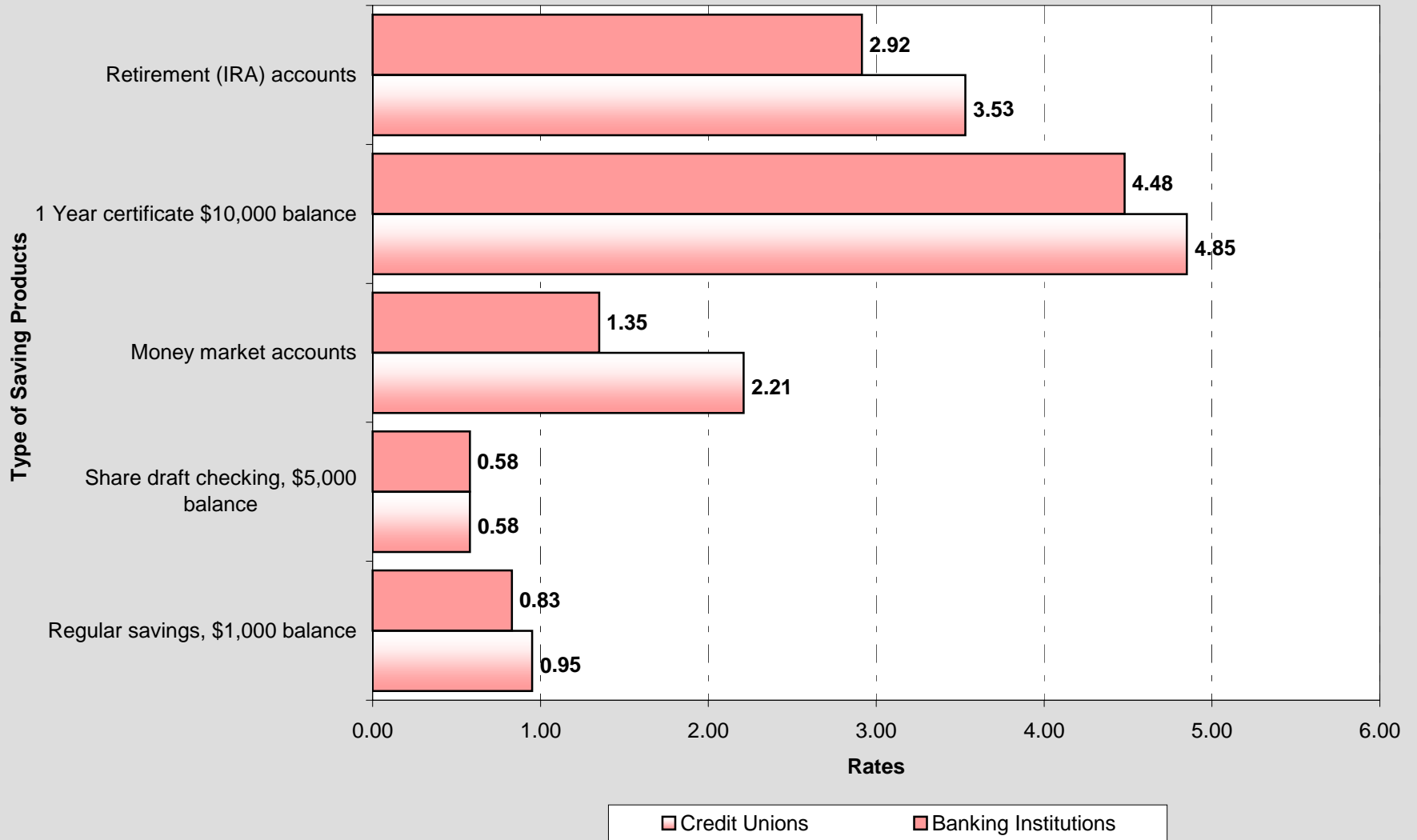
Source: Datatrac, NCUA, and CUNA.

(1) Assumes 1.9 credit union members per household.

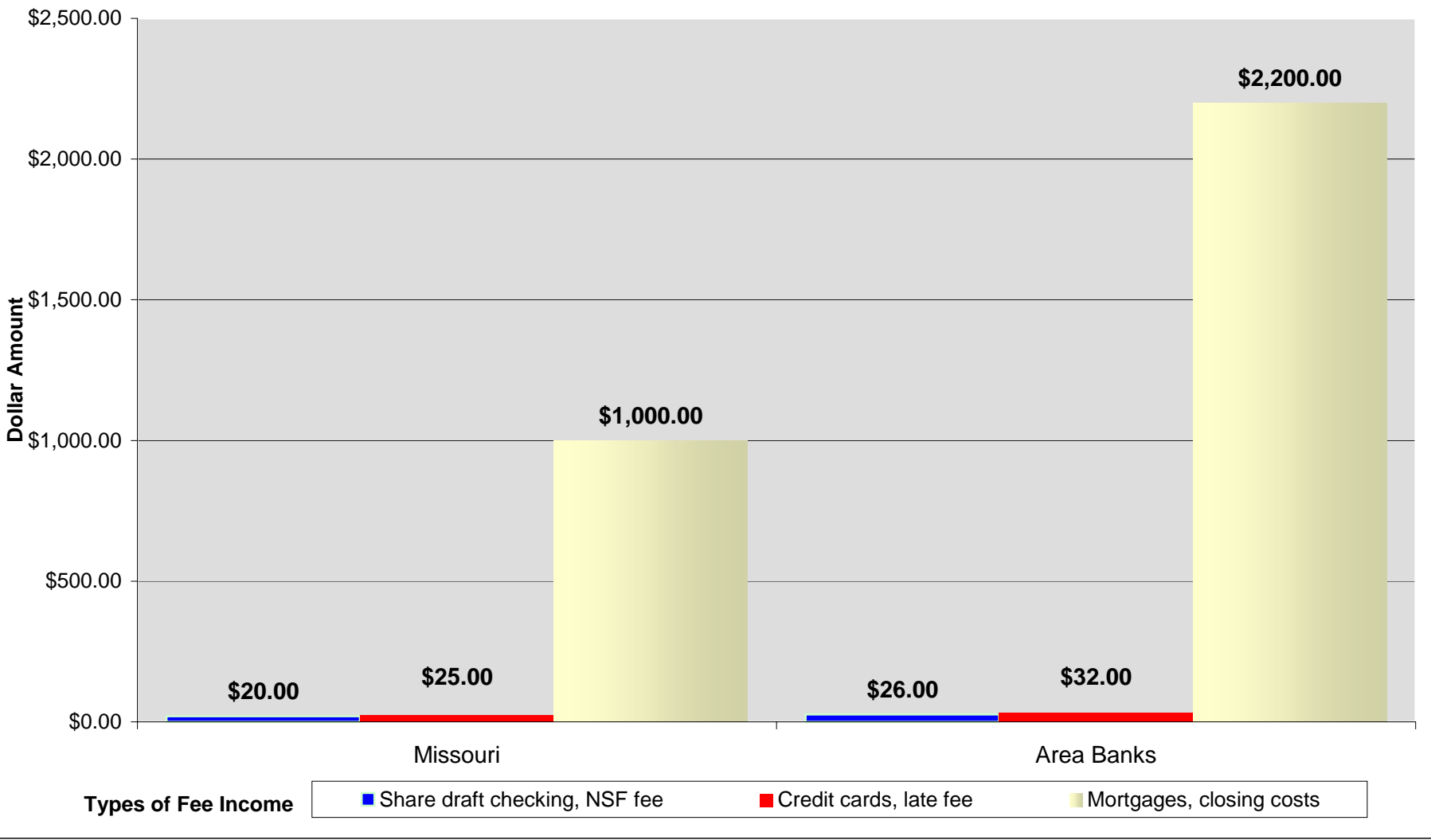
Recent Comparative Interest Rates for Loan Products Credit Unions vs. Banking Institutions



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



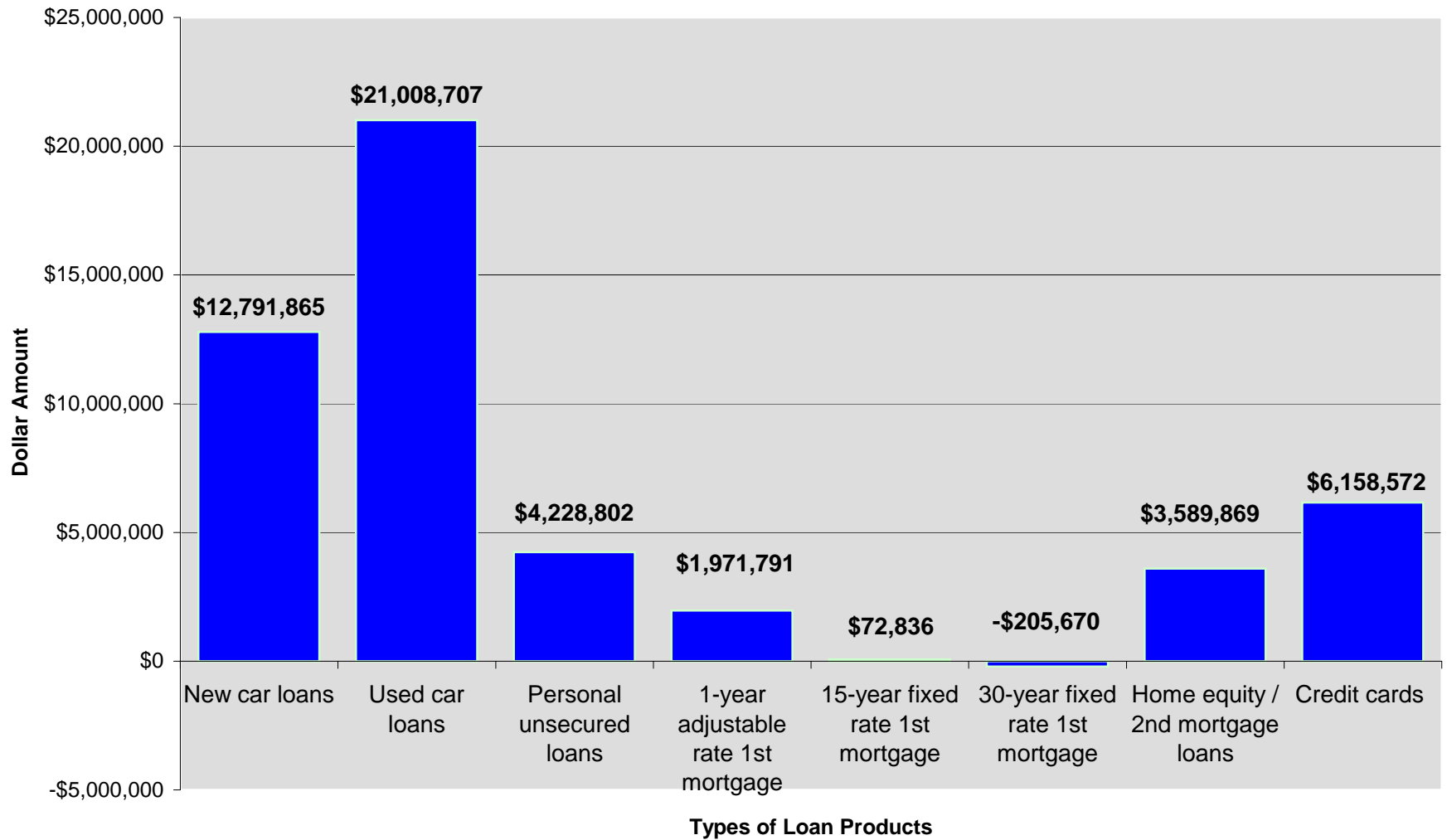
Selected Credit Union Fees compared to Banking Institutions



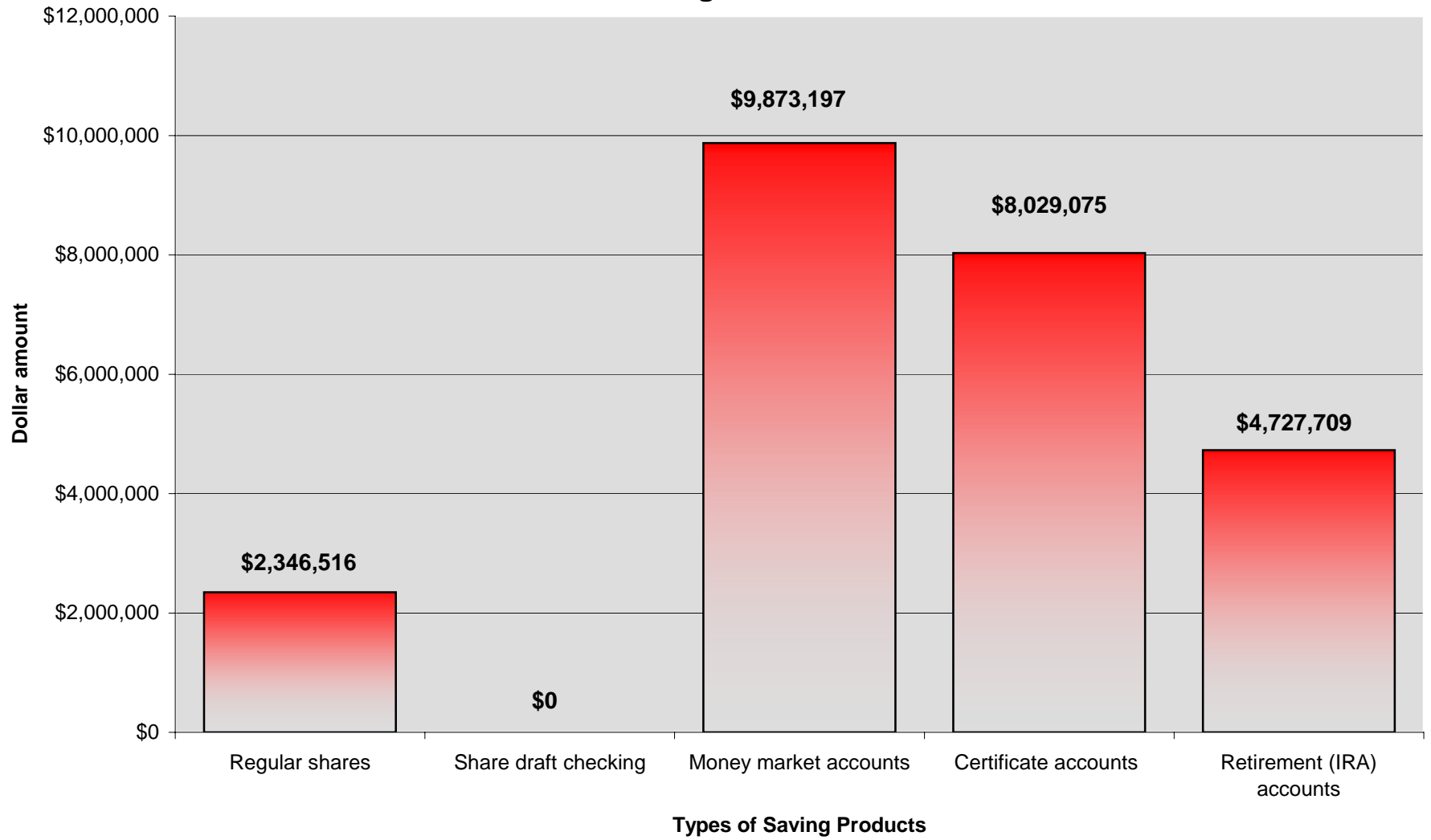
**Recent Interest Rates at Credit Unions
and
Banking Institutions in Missouri**

Loan Products	Average Rate at Credit Unions (%)	Average Rate at Banks (%)	Rate Difference vs. Banks (%)
60-month new car (A paper)	6.43	7.64	-1.21
48-month used car (A paper)	6.61	8.03	-1.42
Unsecured loan (A paper)	11.35	13.26	-1.91
1-year adjustable rate 1st mortgage, 0 pts	5.57	5.90	-0.33
15-year fixed rate 1st mortgage, 0 pts	6.02	6.04	-0.02
30-year fixed rate 1st mortgage, 0 pts	6.30	6.27	0.03
Home equity / 2nd mtg, 80% LTV 0 pts	8.30	8.71	-0.41
Credit card - classic	12.73	14.47	-1.74
Credit card - gold	10.48	12.19	-1.71
Savings Products			
Regular savings, \$1,000 balance	0.95	0.83	0.12
Share draft checking, \$5,000 balance	0.58	0.58	0.00
Money market accounts	2.21	1.35	0.86
1 Year certificate \$10,000 balance	4.85	4.48	0.37
Retirement (IRA) accounts	3.53	2.92	0.62
Fee Income			
Share draft checking, NSF fee	\$20.00	\$26.00	-\$6.00
Credit cards, late fee	\$25.00	\$32.00	-\$7.00
Mortgages, closing costs	\$1,000.00	\$2,200.00	-\$1,200.00

Estimated Credit Union Loan Rate Benefits vs. Banking Institutions



Estimated Credit Union Savings Dividend Benefits vs. Banking Institutions



Estimated Missouri Credit Unions Financial Benefits Year-End 2007

<u>Loans</u>	Avg. Balance at Credit Unions (1)	Rate Difference vs. Missouri Banks (%) (2)	Total Financial Benefit to Your Members
New car loans	1,057,178,926	-1.21	\$12,791,865
Used car loans	1,479,486,391	-1.42	\$21,008,707
Personal unsecured loans	221,403,247	-1.91	\$4,228,802
1-year adjustable rate 1st mortgage	597,512,429	-0.33	\$1,971,791
15-year fixed rate 1st mortgage	364,178,914	-0.02	\$72,836
30-year fixed rate 1st mortgage	685,567,849	0.03	-\$205,670
Home equity / 2nd mortgage loans	875,577,750	-0.41	\$3,589,869
Credit cards	355,473,147	-1.74	\$6,158,572
Interest rebates in period			\$1,484,077
Total CU member benefits arising from lower interest rates on loan products:			\$51,100,848
<u>Savings</u>			
Regular shares	1,955,429,932	0.12	\$2,346,516
Share draft checking	939,535,773	0.00	\$0
Money market accounts	1,148,046,178	0.86	\$9,873,197
Certificate accounts	2,170,020,140	0.37	\$8,029,075
Retirement (IRA) accounts	768,733,106	0.62	\$4,727,709
Bonus dividends in period			\$0
Total CU member benefit arising from higher interest rates on saving products:			\$24,976,496
<u>Fee Income</u>			
Total CU member benefit arising from fewer/lower fees:			\$47,770,160
Total CU member benefit arising from interest rates on loan and savings products and lower fees:			\$123,847,505
Total CU member benefit / member:			\$97
Total CU member benefit / member household:			\$185

Source: Datatrac, NCUA, and CUNA

(1) Average balance as of year-end 2005 and year-end 2004, according to the NCUA call report.; (2) Credit union rates provided by individual credit union, bank rates provided by Datatrac;

**Missouri
Performance Profile**

Demographic Information	Dec-07	Dec-06
Number of branches	364	359
Total assets (\$ mil)	8,705,738,532	8,326,586,661
Total loans (\$ mil)	6,068,607,146	5,864,793,036
Total surplus funds (\$ mil)	2,226,172,962	2,058,088,697
Total savings (\$ mil)	7,240,307,392	6,932,717,997
Total members (thousands)	1,302,638	1,282,477
Growth Rates		
Total assets	7.0 %	4.2 %
Total loans	6.0 %	4.0 %
Total surplus funds	10.1 %	3.1 %
Total savings	6.8 %	3.5 %
Total members	5.0 %	2.7 %
Earnings - Basis Pts.		
Yield on total assets	608	569
- Dividend/interest cost of assets	284	238
+ Fee & other income	180	174
- Operating expense	417	400
- Loss Provisions	51	42
= Net Income (ROA)	35	63
Capital adequacy		
Net worth / assets	11.8	11.9
Asset quality		
Delinquencies / loans	0.9	0.9
Net chargeoffs / average loans	0.7	0.5
Total borrower-bankruptcies	19	13
Bankruptcies per 1000 members	2.3	1.7
Asset/Liability Management		
Loans / savings	83.8	84.6
Loans / assets	69.7	70.4
Long-term assets / assets	28.2	22.9
Core deposits/shares & borrowings	37.9	41.5
Productivity		
Members/potential members	4.7	5.2
Borrowers/members	47.2	49.0
Members/FTE	378	382
Average shares/members (\$)	5,558	5,406
Average loan balances (\$)	9,870	9,337
Salary & Benefits/FTE	48,384	45,963