

# ***The Benefits of Membership***

*Customized Analysis of Member Benefits For:*

**Virginia**

***December 2008***

*Prepared by:*

***Credit Union National Association  
Economics and Statistics Department***



## **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 state<sup>1</sup>. 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).

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<sup>1</sup> 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.

# Virginia

## *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 Virginia credit unions provided \$869,210,998 in direct financial benefits to the state's 6,057,216 members during the twelve months ending December 2008.

**These benefits are equivalent to \$144 per member or \$273 per member household <sup>(1)</sup>.**

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

Consider this:

**Financing a \$25,000 new automobile for 60 months at a Virginia credit union will save members an average \$251 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.

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

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

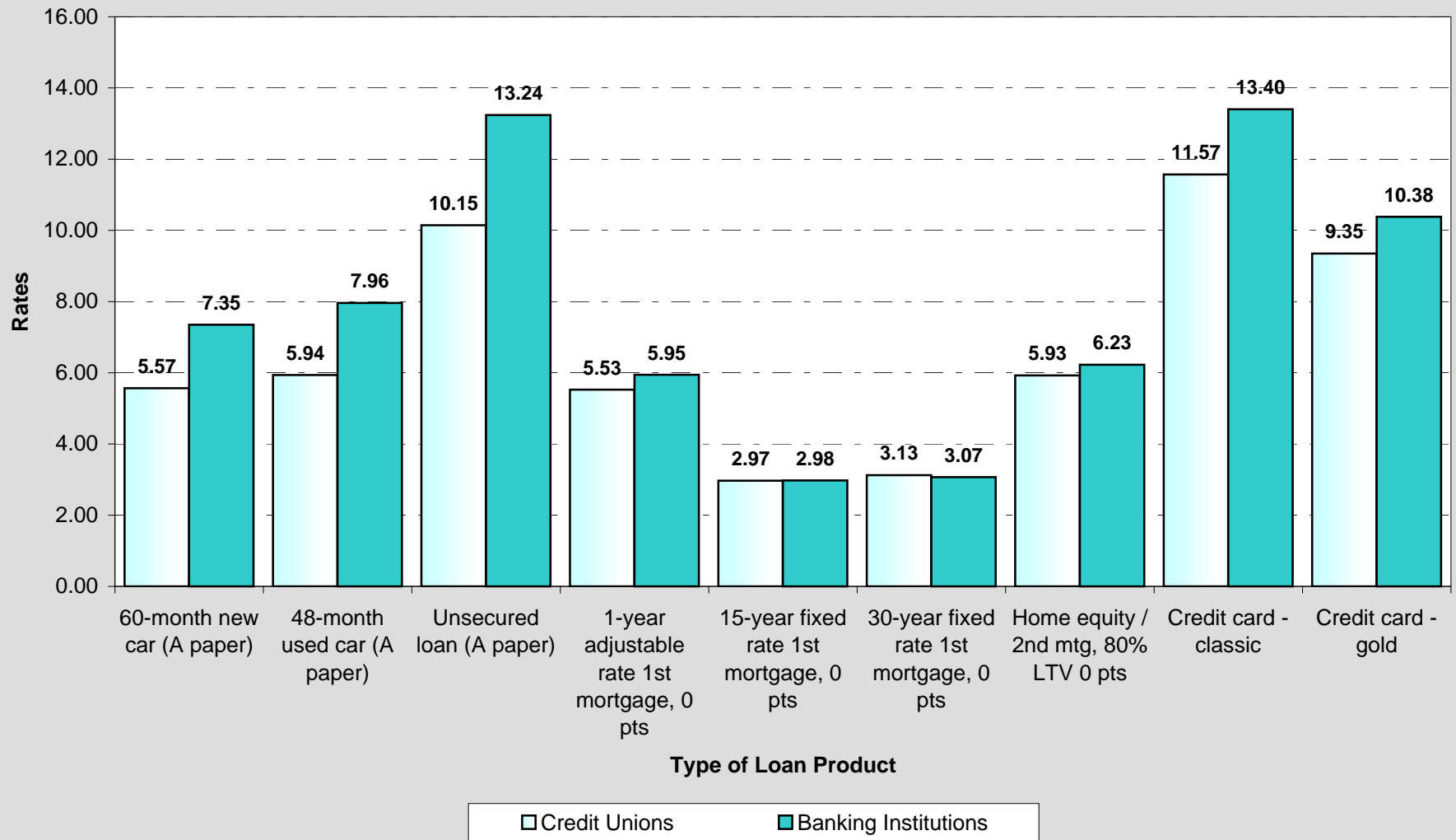


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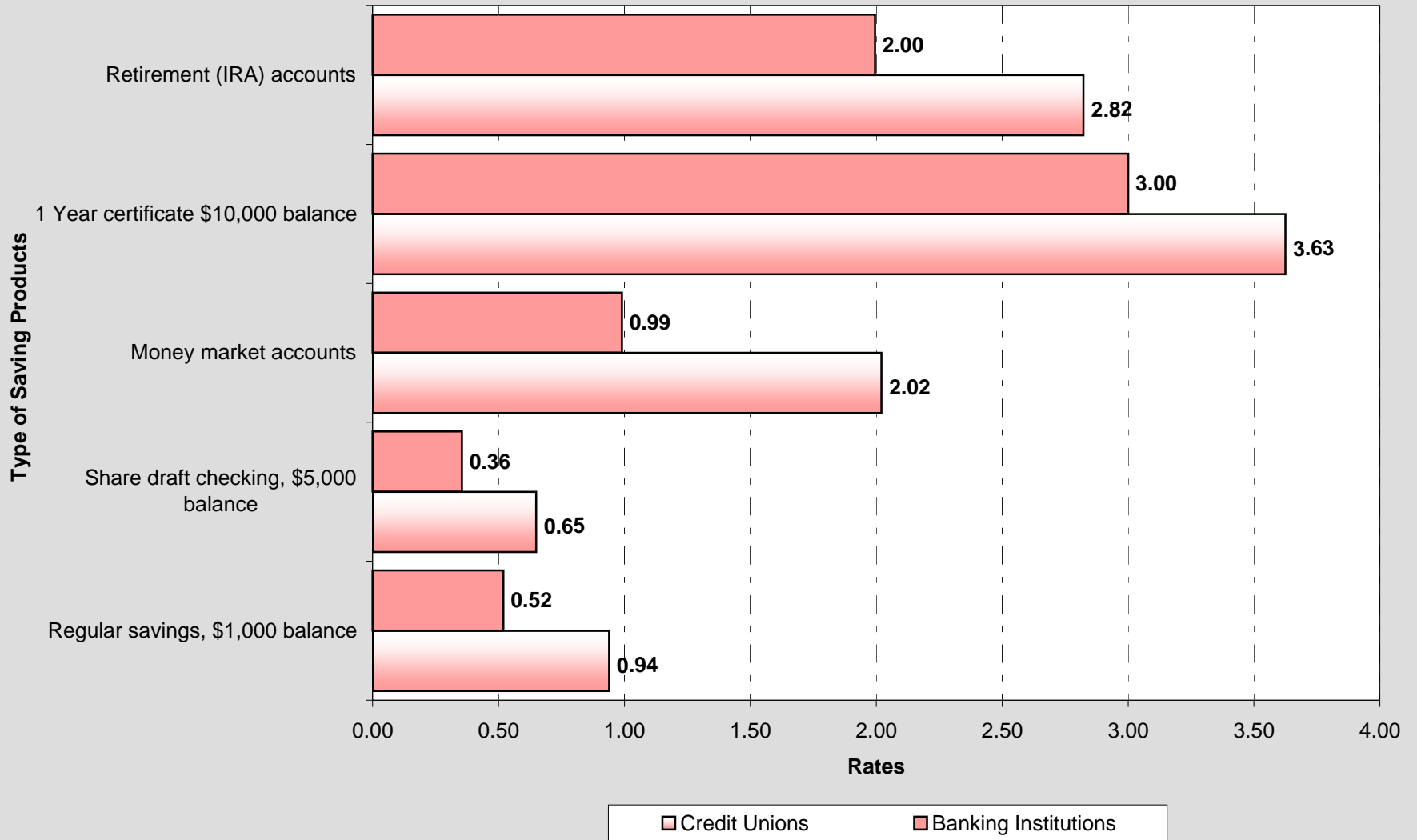
Source: Datatrac, NCUA, and CUNA.

(1) Assumes 1.9 credit union members per household.

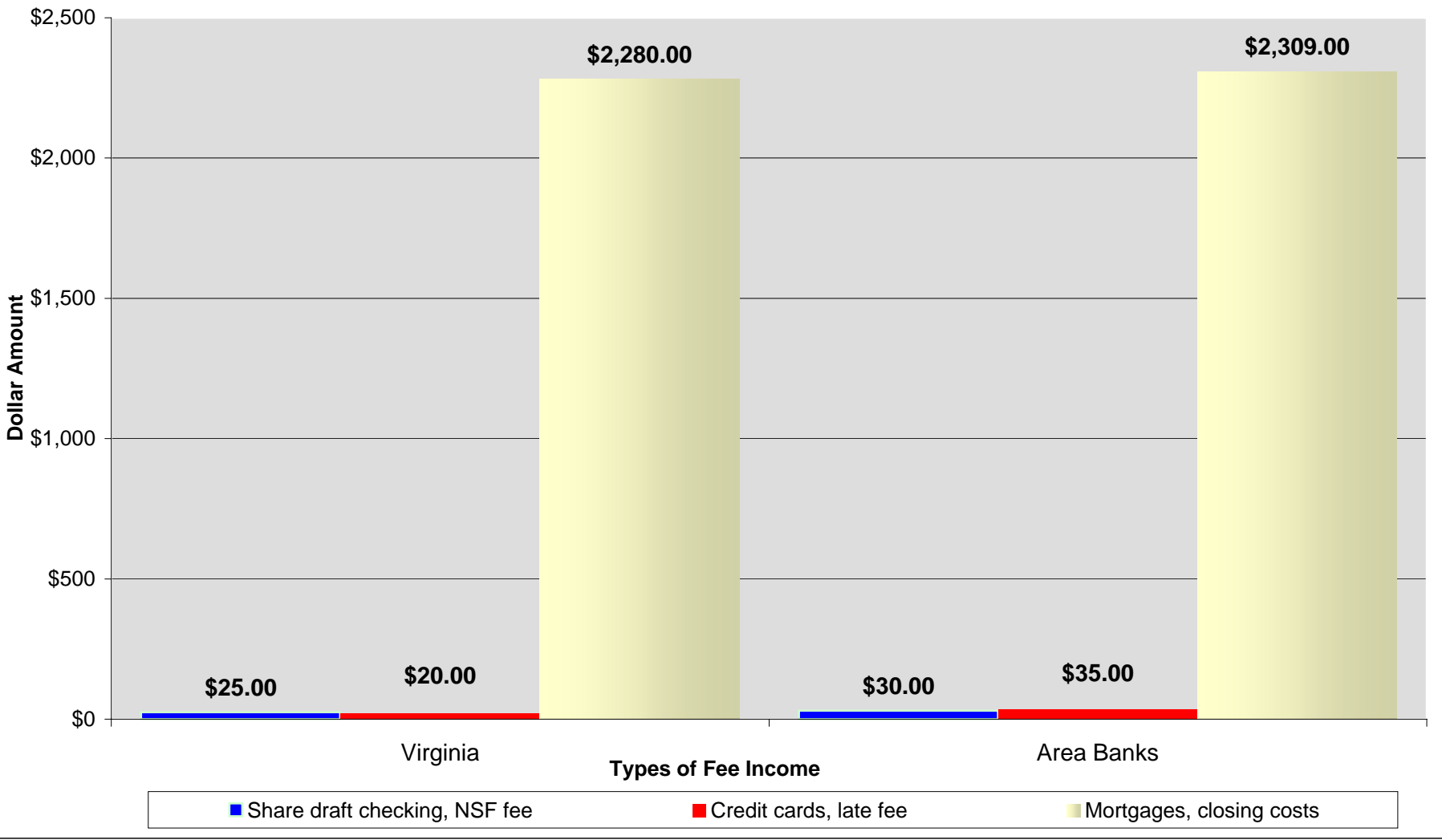
## Recent Comparative Interest Rates for Loan Products Credit Unions vs. Banking Institutions



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



### Selected 2008 Credit Union Fees compared to Banking Institutions

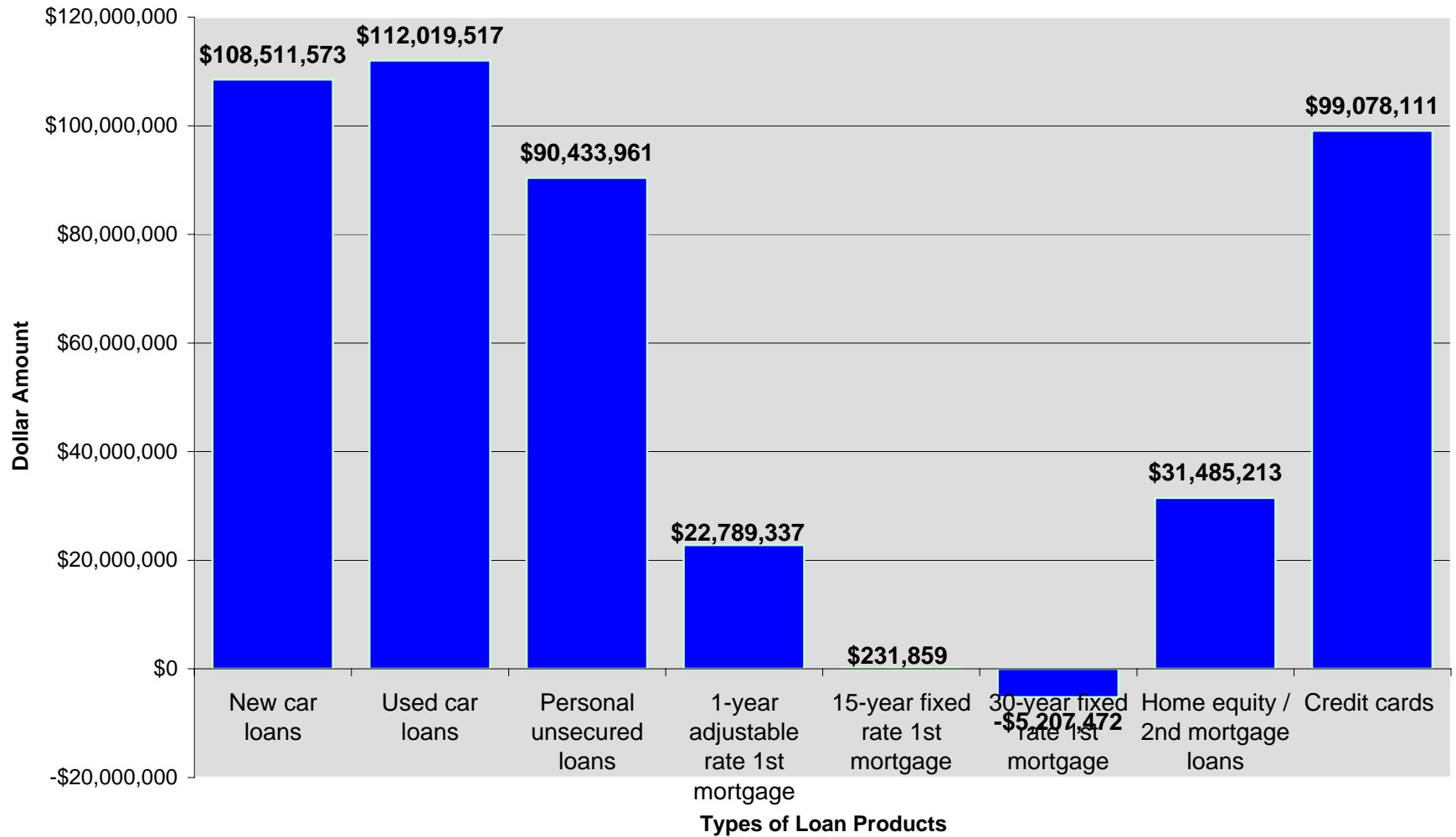


**Virginia**  
**Credit Union and Banking Institution**  
**2008 Average Interest Rates and Fees**

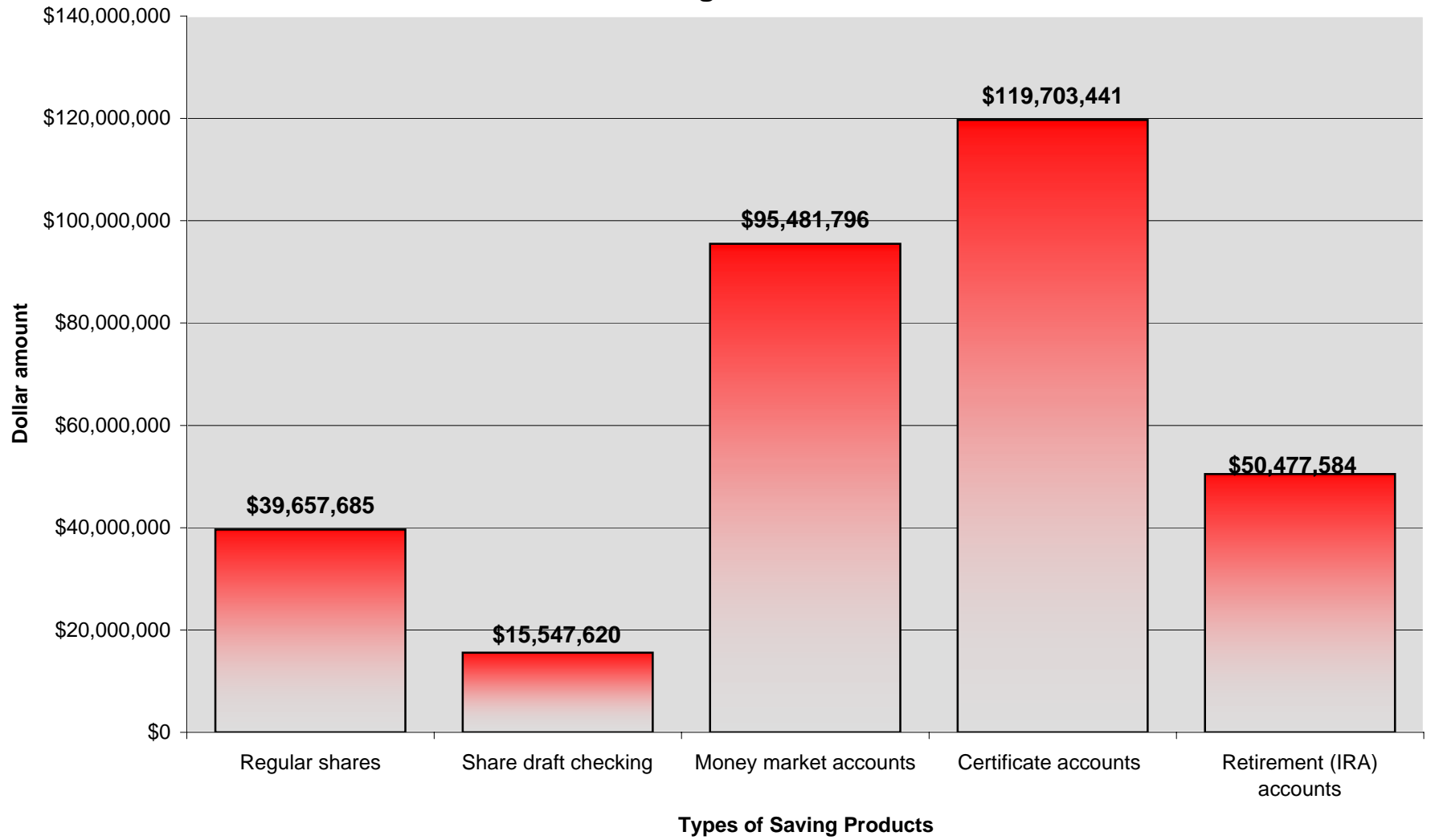
<b>Loan Products</b>	<b>Average Rate at Credit Unions (%)</b>	<b>Average Rate at Banks (%)</b>	<b>Rate Difference vs. Banks (%)</b>
60-month new car (A paper)	5.57	7.35	-1.79
48-month used car (A paper)	5.94	7.96	-2.03
Unsecured loan (A paper)	10.15	13.24	-3.10
1-year adjustable rate 1st mortgage, 0 pts	5.53	5.95	-0.42
15-year fixed rate 1st mortgage, 0 pts	2.97	2.98	0.00
30-year fixed rate 1st mortgage, 0 pts	3.13	3.07	0.06
Home equity / 2nd mtg, 80% LTV 0 pts	5.93	6.23	-0.30
Credit card - classic	11.57	13.40	-1.83
Credit card - gold	9.35	10.38	-1.03
<b>Savings Products</b>			
Regular savings, \$1,000 balance	0.94	0.52	0.42
Share draft checking, \$5,000 balance	0.65	0.36	0.30
Money market accounts	2.02	0.99	1.03
1 Year certificate \$10,000 balance	3.63	3.00	0.63
Retirement (IRA) accounts	2.82	2.00	0.83
<b>Fee Income</b>			
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 Virginia Credit Unions Financial Benefits 2008

<u>Loans</u>	Avg. Balance at Credit Unions (1)	Rate Difference vs. Virginia Banks (%) (2)	Total Financial Benefit to Your Members
New car loans	6,079,079,737	-1.79	\$108,511,573
Used car loans	5,531,828,007	-2.03	\$112,019,517
Personal unsecured loans	2,921,937,360	-3.10	\$90,433,961
1-year adjustable rate 1st mortgage	5,426,032,710	-0.42	\$22,789,337
15-year fixed rate 1st mortgage	4,637,187,065	0.00	\$231,859
30-year fixed rate 1st mortgage	9,468,130,907	0.06	-\$5,207,472
Home equity / 2nd mortgage loans	10,495,071,047	-0.30	\$31,485,213
Credit cards	6,078,411,691	-1.83	\$99,078,111
Interest rebates in period			\$92,929
<b>Total CU member benefits arising from lower interest rates on loan products:</b>			<b>\$459,435,029</b>
<u>Savings</u>			
Regular shares	9,442,306,017	0.42	\$39,657,685
Share draft checking	5,270,379,713	0.30	\$15,547,620
Money market accounts	9,270,077,294	1.03	\$95,481,796
Certificate accounts	19,152,550,573	0.63	\$119,703,441
Retirement (IRA) accounts	6,100,010,117	0.83	\$50,477,584
Bonus dividends in period			\$0
<b>Total CU member benefit arising from higher interest rates on saving products:</b>			<b>\$320,868,126</b>
<u>Fee Income</u>			
<b>Total CU member benefit arising from fewer/lower fees:</b>			<b>\$88,907,842</b>
<b>Total CU member benefit arising from interest rates on loan and savings products and lower fees:</b>			<b>\$869,210,998</b>
<b>Total CU member benefit / member:</b>			<b>\$144</b>
<b>Total CU member benefit / member household:</b>			<b>\$273</b>

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;

**Virginia  
Performance Profile**

<b>Demographic Information</b>	<b>Dec-08</b>	<b>Dec-07</b>
Number of branches	707	664
Total assets (\$ mil)	67,216	61,135
Total loans (\$ mil)	55,459	48,343
Total surplus funds (\$ mil)	9,336	10,392
Total savings (\$ mil)	50,614	48,204
Total members (thousands)	6,206	5,922
<b>Growth Rates</b>		
Total assets	10.0 %	16.1 %
Total loans	14.8 %	20.7 %
Total surplus funds	-10.1 %	-0.5 %
Total savings	5.1 %	11.9 %
Total members	5.0 %	5.1 %
<b>Earnings - Basis Pts.</b>		
Yield on total assets	612	612
- Dividend/interest cost of assets	291	321
+ Fee & other income	136	138
- Operating expense	283	283
- Loss Provisions	129	66
= Net Income (ROA)	45	80
<b>Capital adequacy</b>		
Net worth / assets	9.8	10.4
<b>Asset quality</b>		
Delinquencies / loans	1.0	0.7
Net chargeoffs / average loans	1.0	0.6
Total borrower-bankruptcies	123	71
Bankruptcies per 1000 members	3.9	2.4
<b>Asset/Liability Management</b>		
Loans / savings	109.6	100.3
Loans / assets	82.5	79.1
Long-term assets / assets	41.5	35.6
Core deposits/shares & borrowings	29.2	29.2
<b>Productivity</b>		
Members/potential members	15.8	19.3
Borrowers/members	63.5	63.6
Members/FTE	455	443
Average shares/members (\$)	8,156	8,139
Average loan balances (\$)	14,064	12,828
Salary & Benefits/FTE	63,723	60,381