

CUNA Idaho
**MEMBERSHIP BENEFITS
REPORT**

Idaho

The Benefits of Membership

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

The Credit Union National Association (CUNA) estimates that Idaho credit unions provided \$72,913,047 in direct financial benefits to the state's 868,952 members during the twelve months ending December 2018.

These benefits are equivalent to \$84 per member or \$176 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 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 \$34 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.

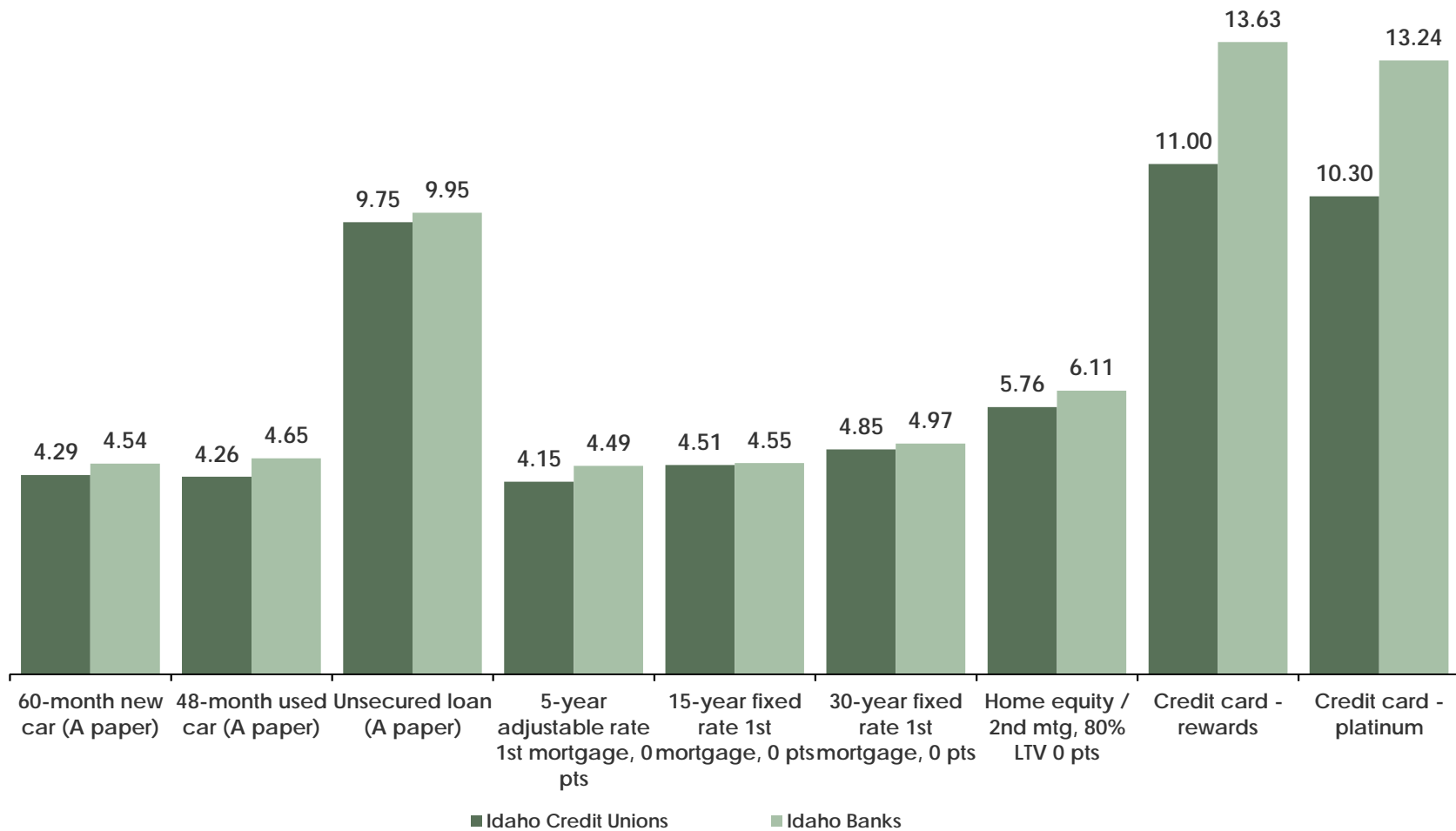
Idaho credit unions excel in providing member benefits on many loan and savings products. In particular, Idaho credit unions offer lower average loan rates on the following accounts: new car loans, used car loans, personal unsecured loans, first mortgage-fixed rate, first mortgage-adjustable rate, home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



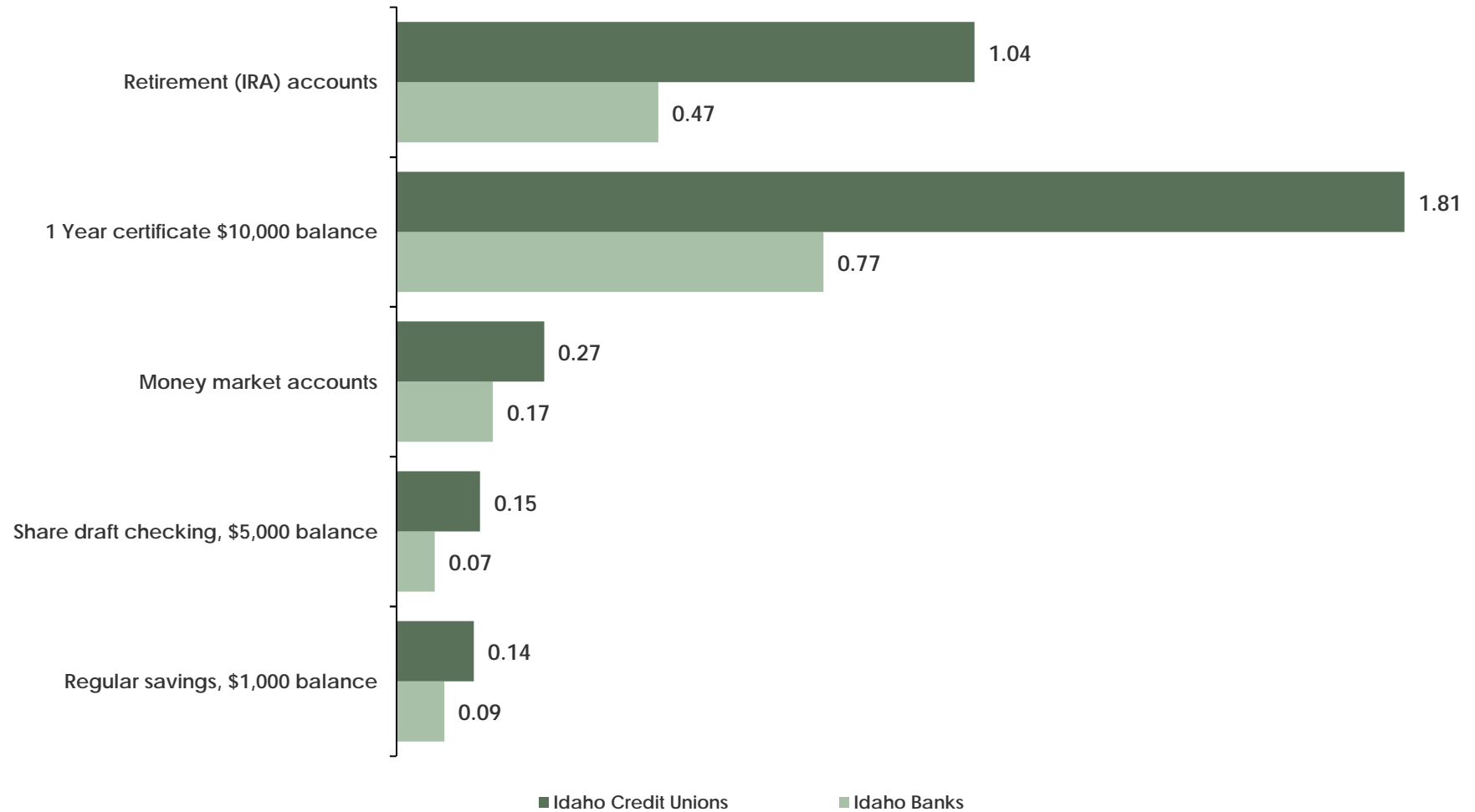
Loan Product Comparative Interest Rates (%)

by Loan Type



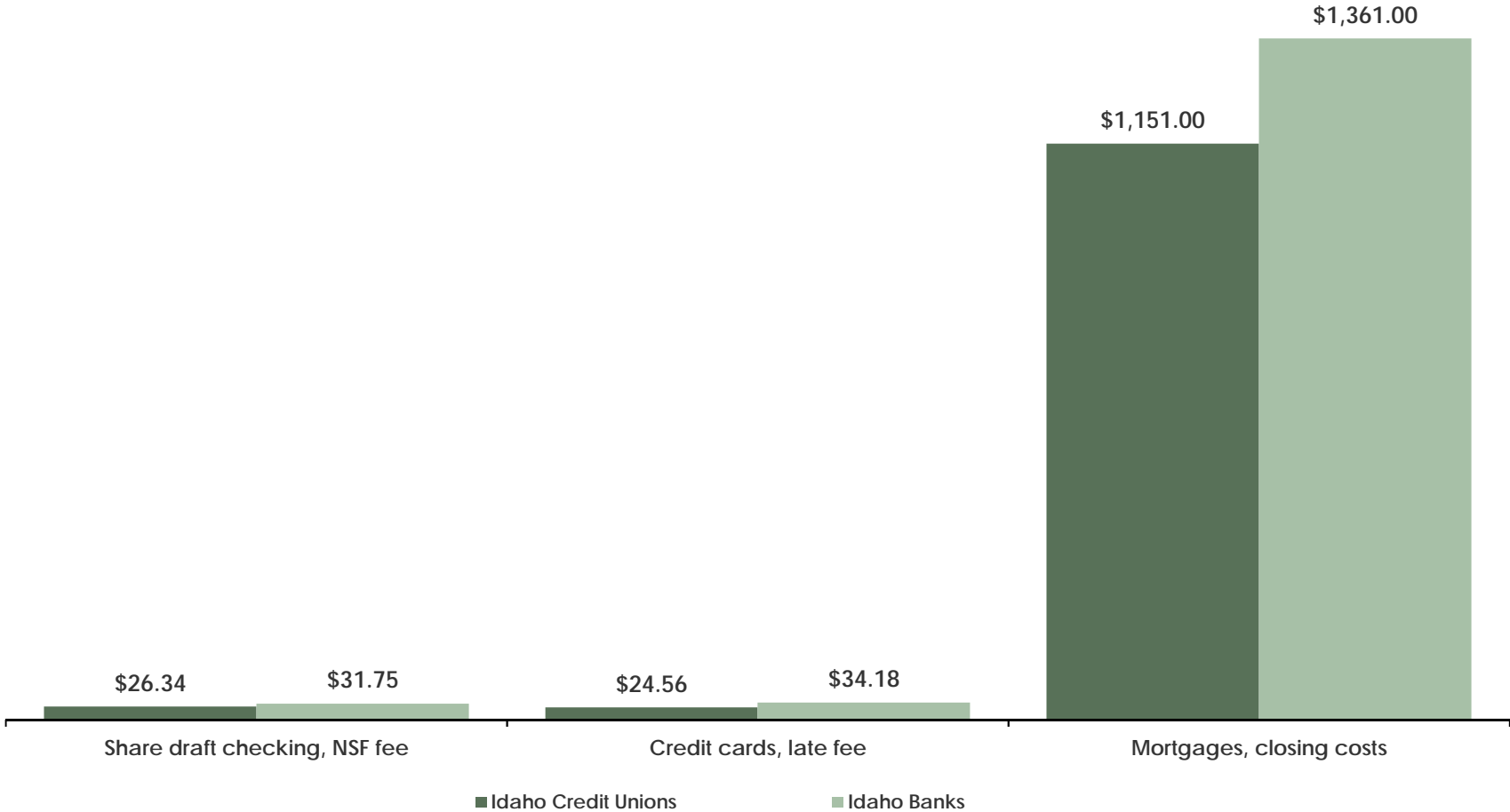
Savings Product Comparative Interest Rates (%)

by Savings Account Type



Comparative Fees

by Type



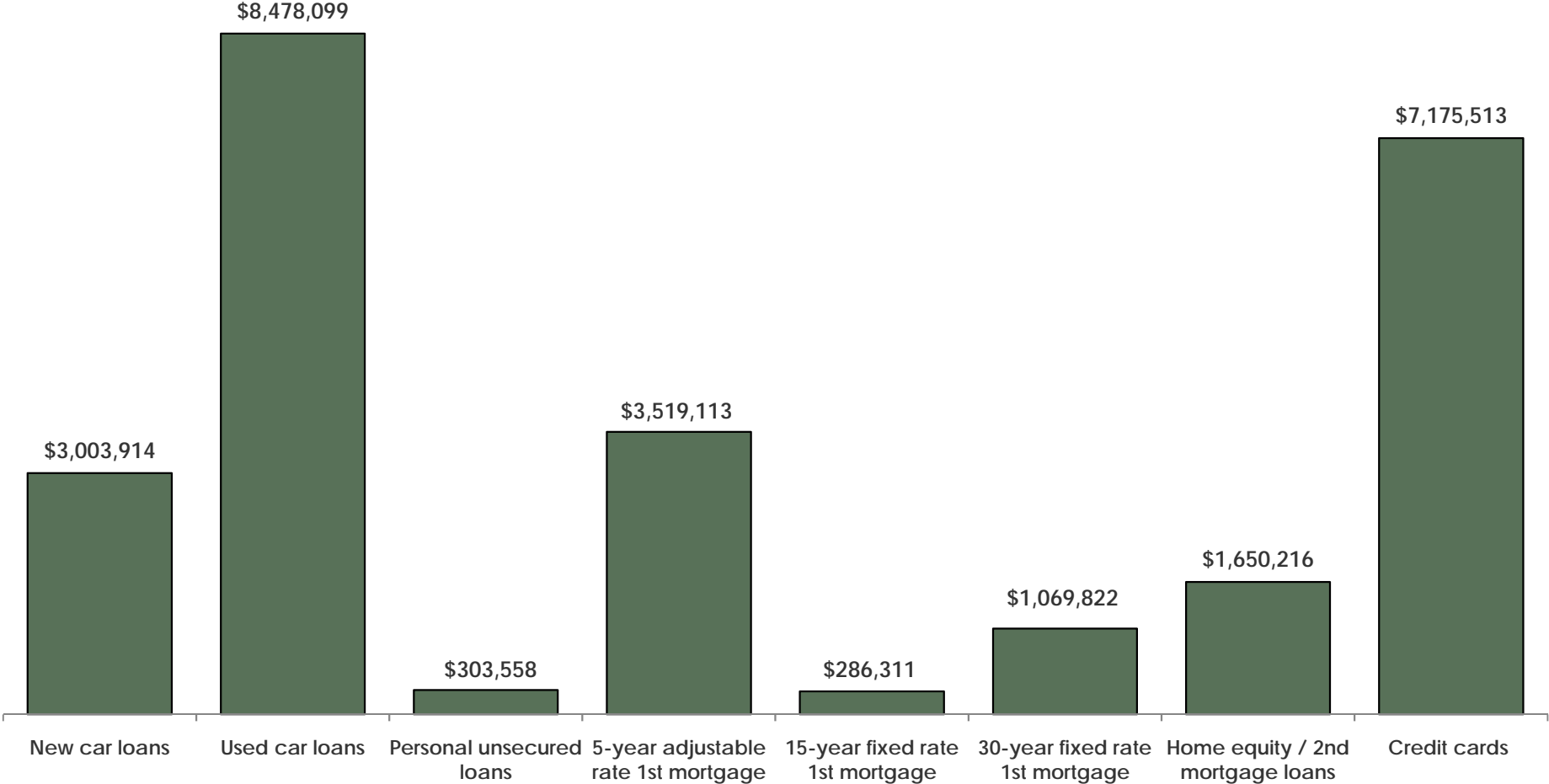
Idaho Credit Union and Banking Institution December 2018 Average Interest Rates and Fees

Loan Products	Average Rate at Credit Unions (%)	Average Rate at Banks (%)	Rate Difference vs. Banks (%)
60-month new car (A paper)	4.29	4.54	-0.25
48-month used car (A paper)	4.26	4.65	-0.40
Unsecured loan (A paper)	9.75	9.95	-0.21
5-year adjustable rate 1st mortgage, 0 pts	4.15	4.49	-0.34
15-year fixed rate 1st mortgage, 0 pts	4.51	4.55	-0.04
30-year fixed rate 1st mortgage, 0 pts	4.85	4.97	-0.12
Home equity / 2nd mtg, 80% LTV 0 pts	5.76	6.11	-0.35
Credit card - rewards	11.00	13.63	-2.63
Credit card - platinum	10.30	13.24	-2.93
Savings Products			
Regular savings, \$1,000 balance	0.14	0.09	0.05
Share draft checking, \$5,000 balance	0.15	0.07	0.08
Money market accounts	0.27	0.17	0.09
1 Year certificate \$10,000 balance	1.81	0.77	1.04
Retirement (IRA) accounts	1.04	0.47	0.57
Fee Income			
Share draft checking, NSF fee	\$26.34	\$31.75	-\$5.41
Credit cards, late fee	\$24.56	\$34.18	-\$9.62
Mortgages, closing costs	\$1,151.00	\$1,361.00	-\$210.00

Source: Datatrac

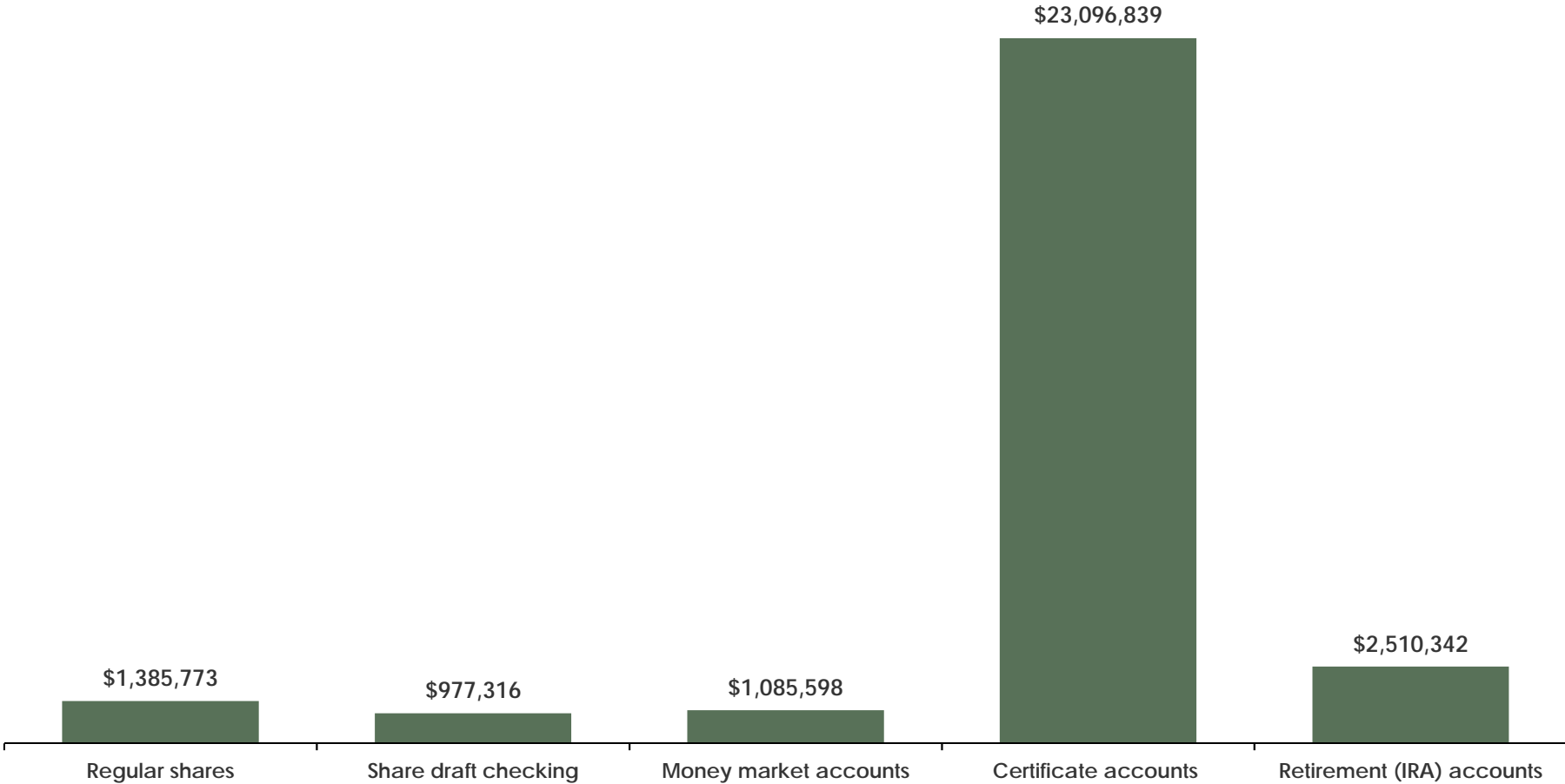
State Credit Union's Total Loan Rate Benefits

Compared to State Banking Institutions
by Loan Type



State Credit Union's Total Savings Dividend Benefits

Compared to State Banking Institutions
by Account Type



Estimated Financial Benefits for Idaho Credit Unions December 2018

Loans	Avg. Balance at Credit Unions (1)	Rate Difference vs. Idaho Banks (%) (2)	Total Financial Benefit to Your Members
New car loans	1,221,103,062	-0.25	\$3,003,914
Used car loans	2,130,175,723	-0.40	\$8,478,099
Personal unsecured loans	145,941,318	-0.21	\$303,558
5-year adjustable rate 1st mortgage	1,038,086,287	-0.34	\$3,519,113
15-year fixed rate 1st mortgage	753,449,607	-0.04	\$286,311
30-year fixed rate 1st mortgage	862,759,955	-0.12	\$1,069,822
Home equity / 2nd mortgage loans	466,162,701	-0.35	\$1,650,216
Credit cards	264,901,250	-2.63	\$7,175,513
Interest rebates			\$0
Total CU member benefits arising from lower interest rates on loan products:			\$25,486,545
Savings			
Regular shares	2,614,666,241	0.05	\$1,385,773
Share draft checking	1,206,562,612	0.08	\$977,316
Money market accounts	1,179,997,308	0.09	\$1,085,598
Certificate accounts	2,220,849,917	1.04	\$23,096,839
Retirement (IRA) accounts	443,523,406	0.57	\$2,510,342
Bonus dividends in period			\$0
Total CU member benefit arising from higher interest rates on savings products:			\$29,055,868
Fee Income			
Total CU member benefit arising from fewer / lower fees:			\$18,370,634
Total CU member benefit arising from interest rates on loans, savings products and lower fees:			\$72,913,047
Total CU member benefit / member:			\$84
Total CU member benefit / member household:			\$176

Source: Datatrac, NCUA, and CUNA

(1) Average balance as of December 2018 and December 2017, according to the NCUA call report.; (2) Source for rates and fees: Datatrac;

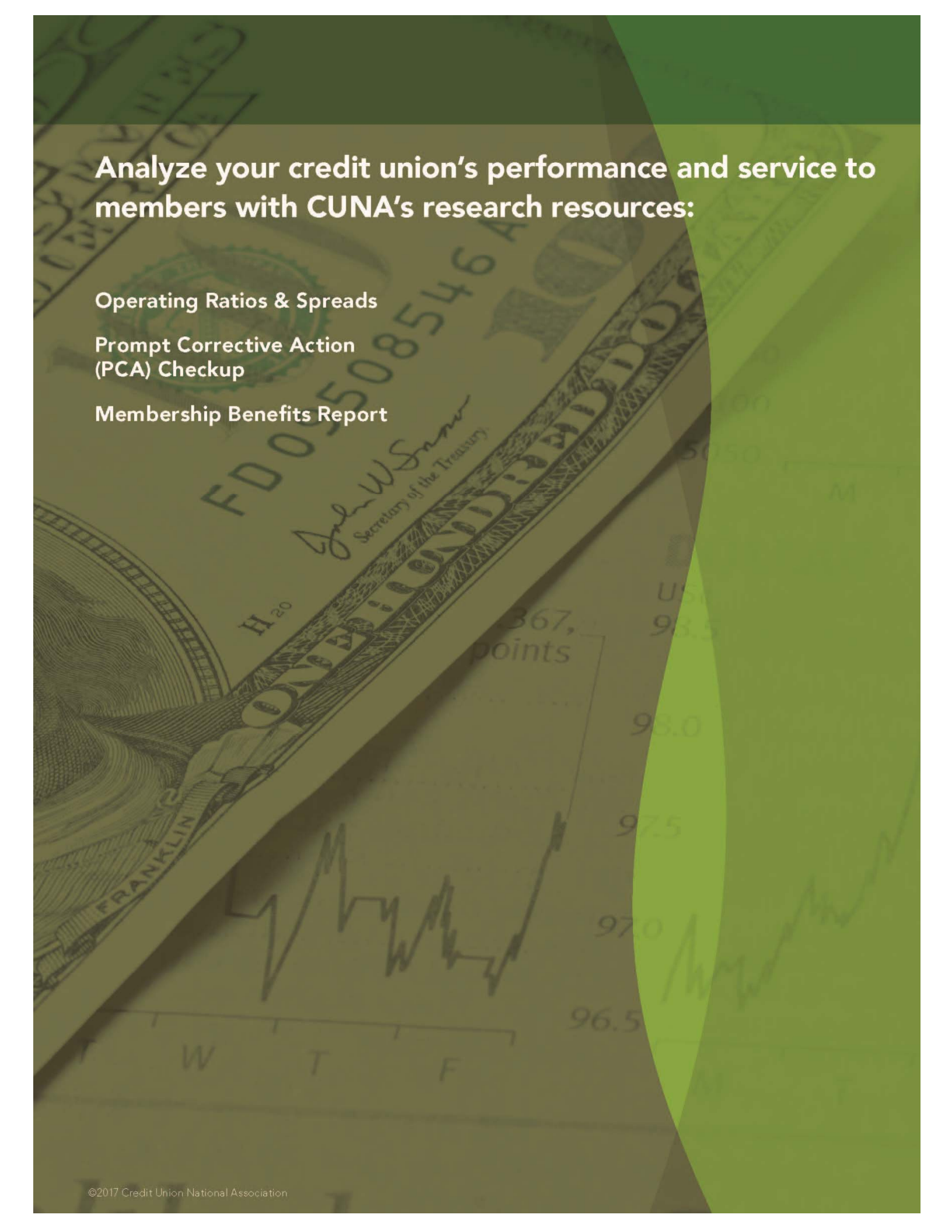
Membership Benefits Report

CUNA Economics and Statistics

Idaho Credit Union Performance Profile

Demographic Information	Dec 18	Dec 17
Number of branches	189	184
Total assets (\$ mil)	9,983	8,813
Total loans (\$ mil)	8,265	7,471
Total surplus funds (\$ mil)	1,075	812
Total savings (\$ mil)	8,389	7,454
Total members (thousands)	893	846
Growth Rates (Trailing 12 months) *		
Total assets	13.4 %	15.6 %
Total loans	10.7 %	18.9 %
Total surplus funds	32.9 %	-7.3 %
Total savings	12.7 %	10.7 %
Total members	5.6 %	9.0 %
Earnings - Basis Pts. *		
Yield on total assets	385	351
Dividend / interest cost of assets	73	59
Fee & other income	187	188
Operating expense	334	338
Loss Provisions	46	40
Net Income (ROA) after stabilization exp	119	102
Capital Adequacy		
Net worth / assets	9.4	9.4
Asset Quality *		
Delinquencies / loans	0.5	0.6
Net chargeoffs / average loans	0.4	0.4
Total borrower-bankruptcies	47	39
Bankruptcies per 1000 members	1.8	1.6
Asset/Liability Management		
Loans / savings	98.5	100.2
Loans / assets	82.8	84.8
Long-term assets / assets	31.0	29.6
Core deposits/shares & borrowings	47.2	46.8
Productivity		
Members / potential members	8.1	7.8
Borrowers / members	64.2	63.7
Members / FTE	325	331
Average shares / members (\$)	9,398	8,805
Average loan balances (\$)	14,424	13,863
Salary & Benefits / FTE	64,037	60,996

* 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.



Analyze your credit union's performance and service to members with CUNA's research resources:

Operating Ratios & Spreads

Prompt Corrective Action
(PCA) Checkup

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