

CUNA New York
**MEMBERSHIP BENEFITS
REPORT**



New York

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 New York credit unions provided \$535,854,089 in direct financial benefits to the state's 5,713,052 members during the twelve months ending December 2018.

These benefits are equivalent to \$94 per member or \$197 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 New York 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 New York credit unions.

Consider this:

Financing a \$25,000 new automobile for 60 months at a New York credit union will save members an average \$242 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.

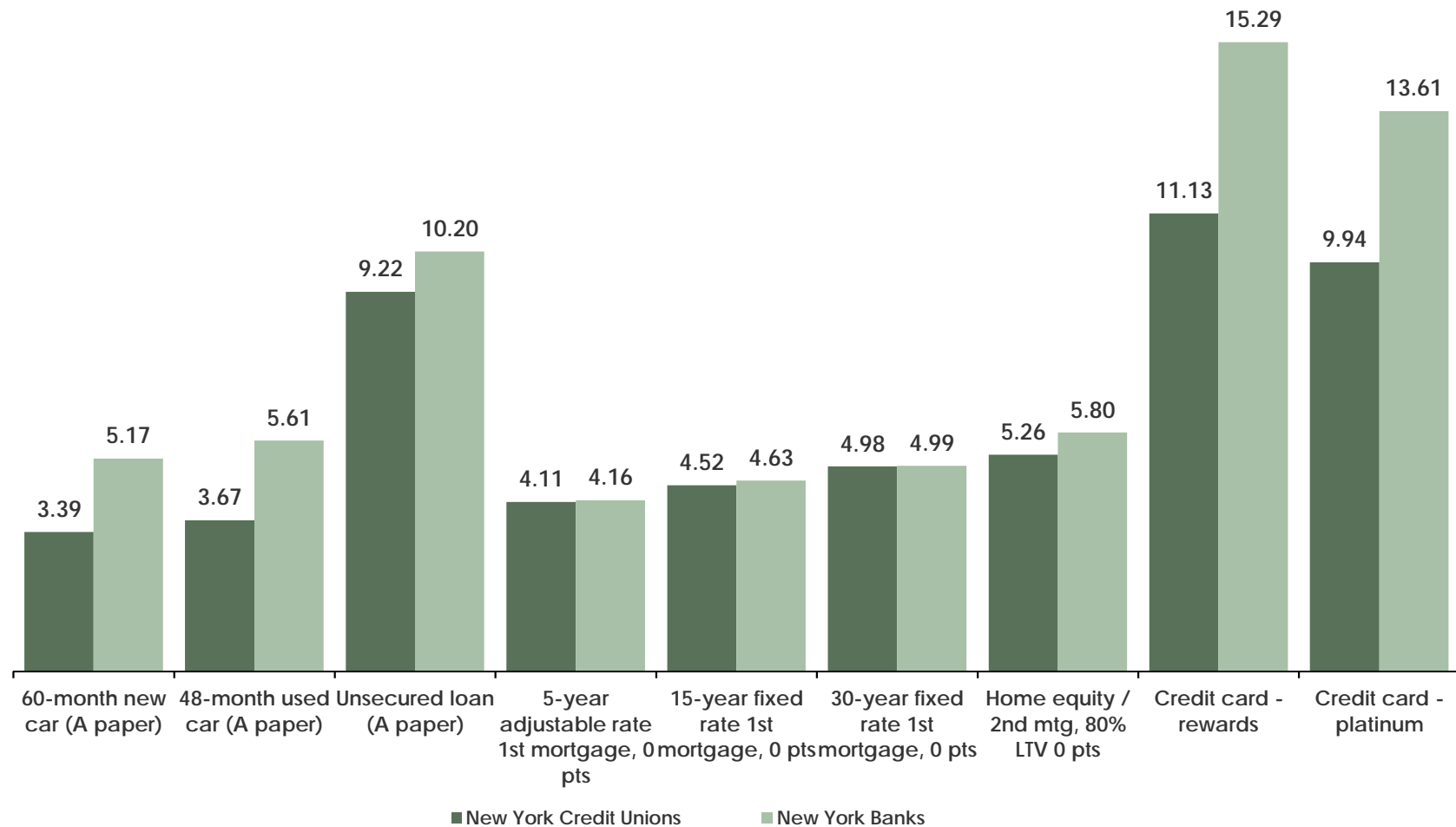
New York credit unions excel in providing member benefits on many loan and savings products. In particular, New York credit unions offer lower average loan rates on the following accounts: new car loans, used car loans, personal unsecured loans, first mortgage-fixed rate, first mortgage-adjustable rate,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

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



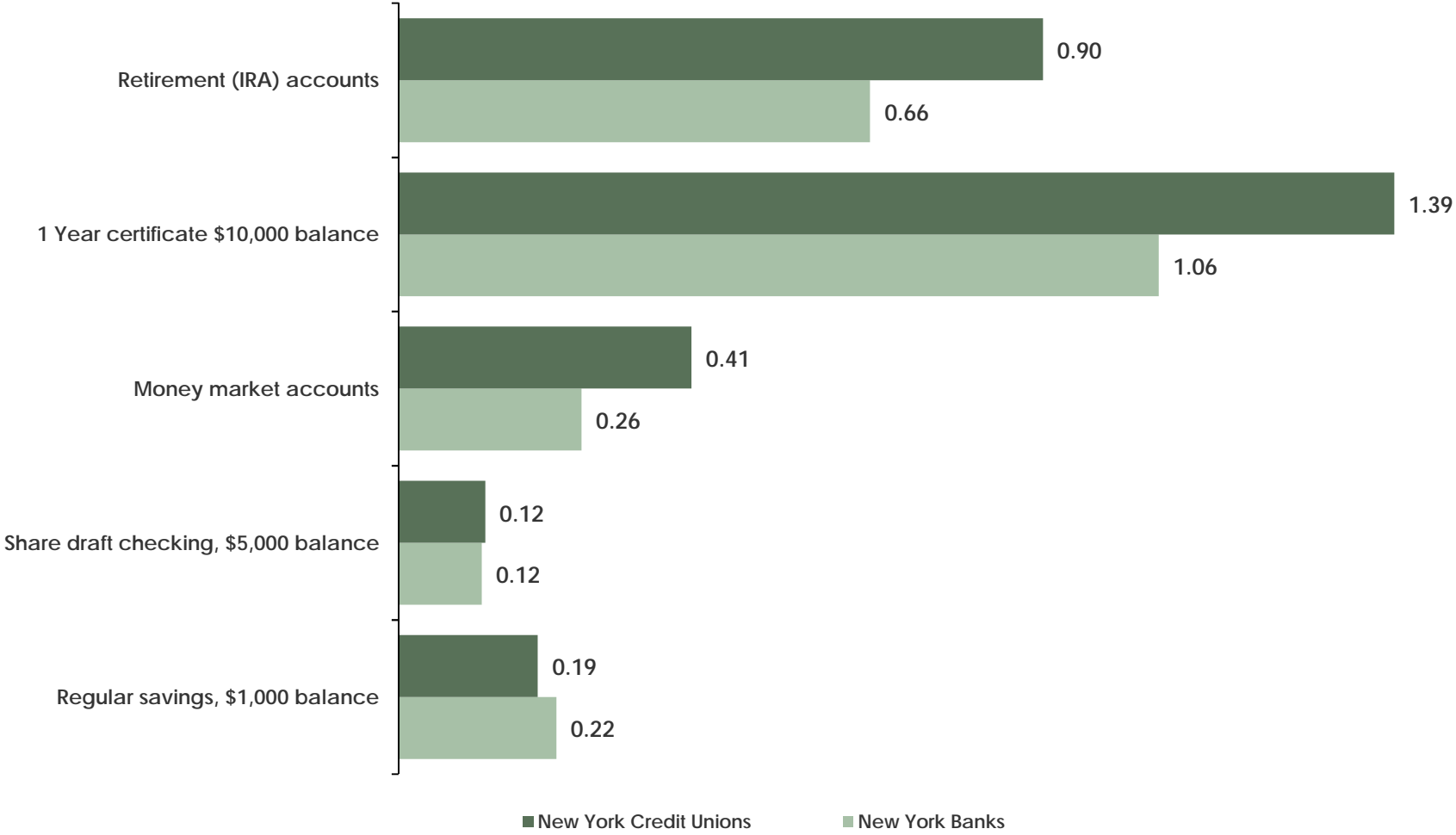
Loan Product Comparative Interest Rates (%)

by Loan Type



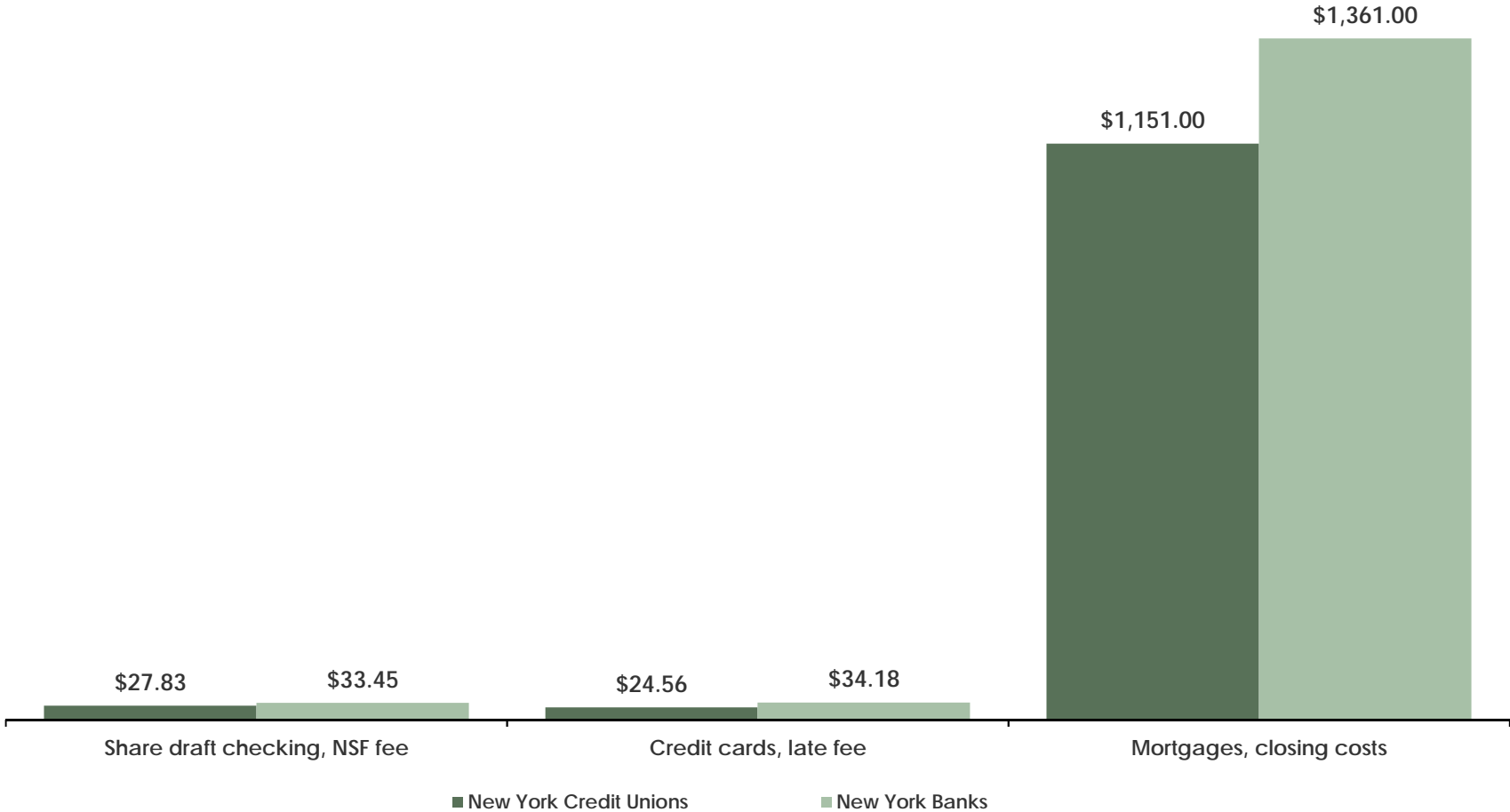
Savings Product Comparative Interest Rates (%)

by Savings Account Type



Comparative Fees

by Type



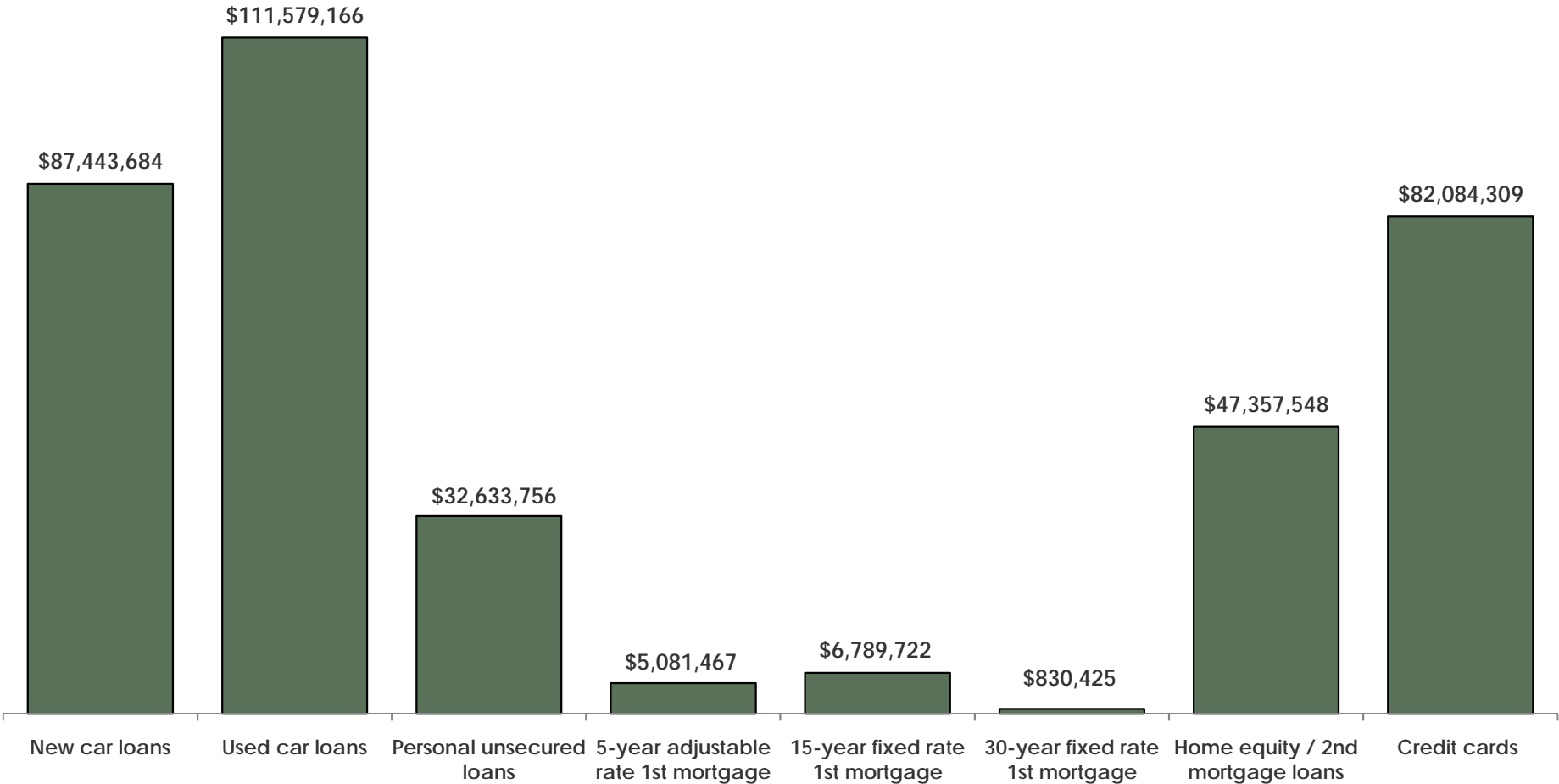
New York Credit Union and Banking Institution December 2018 Average Interest Rates and Fees

Loan Products	Average Rate at Credit Unions (%)	Average Rate at Banks (%)	Rate Difference vs. Banks (%)
60-month new car (A paper)	3.39	5.17	-1.78
48-month used car (A paper)	3.67	5.61	-1.94
Unsecured loan (A paper)	9.22	10.20	-0.98
5-year adjustable rate 1st mortgage, 0 pts	4.11	4.16	-0.04
15-year fixed rate 1st mortgage, 0 pts	4.52	4.63	-0.11
30-year fixed rate 1st mortgage, 0 pts	4.98	4.99	-0.02
Home equity / 2nd mtg, 80% LTV 0 pts	5.26	5.80	-0.54
Credit card - rewards	11.13	15.29	-4.16
Credit card - platinum	9.94	13.61	-3.67
Savings Products			
Regular savings, \$1,000 balance	0.19	0.22	-0.03
Share draft checking, \$5,000 balance	0.12	0.12	0.00
Money market accounts	0.41	0.26	0.15
1 Year certificate \$10,000 balance	1.39	1.06	0.33
Retirement (IRA) accounts	0.90	0.66	0.24
Fee Income			
Share draft checking, NSF fee	\$27.83	\$33.45	-\$5.62
Credit cards, late fee	\$24.56	\$34.18	-\$9.62
Mortgages, closing costs	\$1,151.00	\$1,361.00	-\$210.00

Source: Datatrac

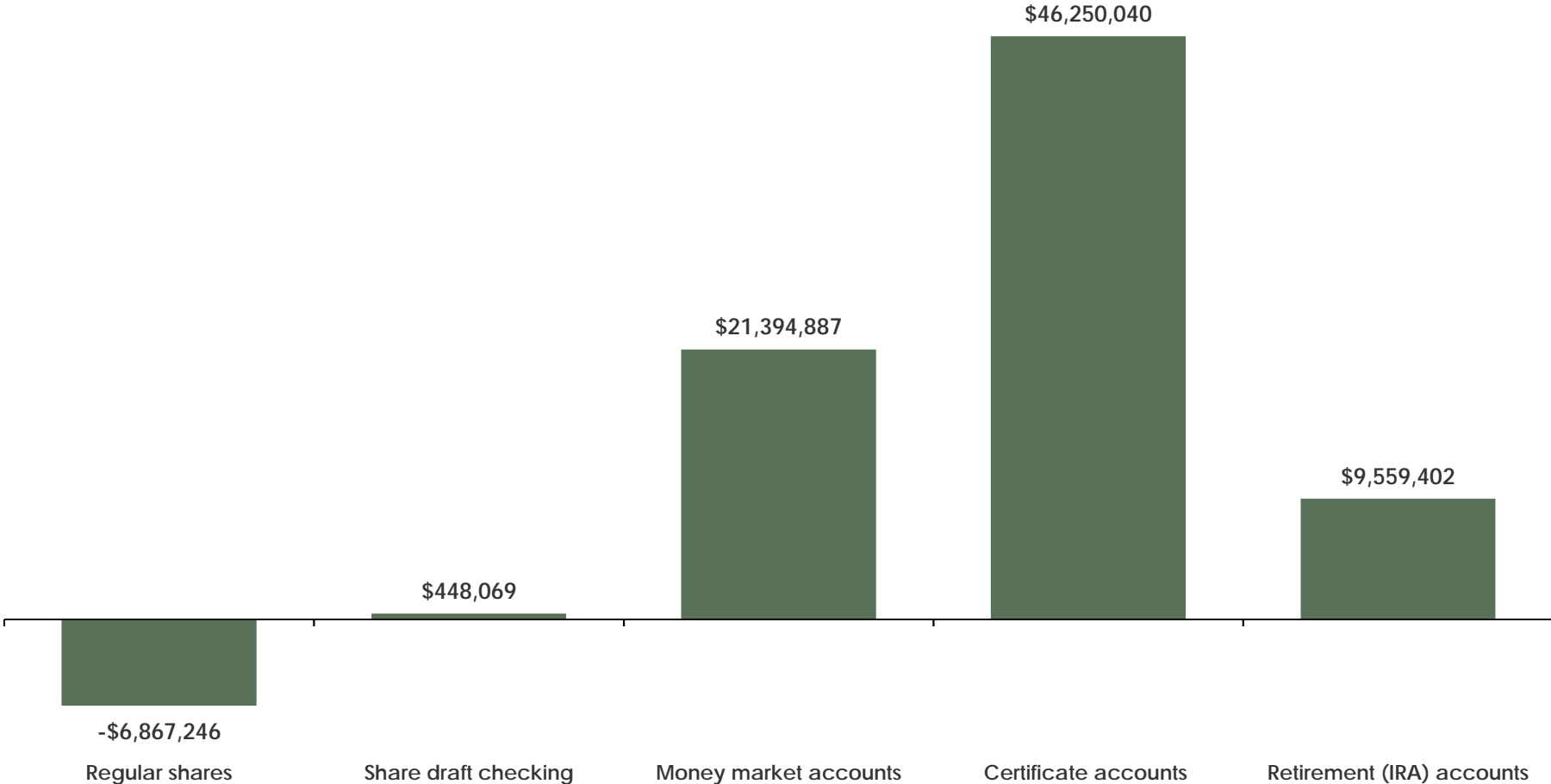
State Credit Union's Total Loan Rate Benefits

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 New York Credit Unions December 2018

Loans	Avg. Balance at Credit Unions (1)	Rate Difference vs. New York Banks (%) (2)	Total Financial Benefit to Your Members
New car loans	4,904,300,868	-1.78	\$87,443,684
Used car loans	5,754,469,599	-1.94	\$111,579,166
Personal unsecured loans	3,323,193,058	-0.98	\$32,633,756
5-year adjustable rate 1st mortgage	12,098,731,566	-0.04	\$5,081,467
15-year fixed rate 1st mortgage	6,008,603,387	-0.11	\$6,789,722
30-year fixed rate 1st mortgage	5,536,165,832	-0.02	\$830,425
Home equity / 2nd mortgage loans	8,818,910,187	-0.54	\$47,357,548
Credit cards	2,033,677,518	-4.16	\$82,084,309
Interest rebates			\$127,248
Total CU member benefits arising from lower interest rates on loan products:			\$373,927,324
<i>Savings</i>			
Regular shares	26,412,486,411	-0.03	-\$6,867,246
Share draft checking	8,961,371,681	0.00	\$448,069
Money market accounts	13,983,586,038	0.15	\$21,394,887
Certificate accounts	14,100,621,805	0.33	\$46,250,040
Retirement (IRA) accounts	3,974,803,302	0.24	\$9,559,402
Bonus dividends in period			\$0
Total CU member benefit arising from higher interest rates on savings products:			\$70,785,150
<i>Fee Income</i>			
Total CU member benefit arising from fewer / lower fees:			\$91,141,614
Total CU member benefit arising from interest rates on loans, savings products and lower fees:			\$535,854,089
Total CU member benefit / member:			\$94
Total CU member benefit / member household:			\$197

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;

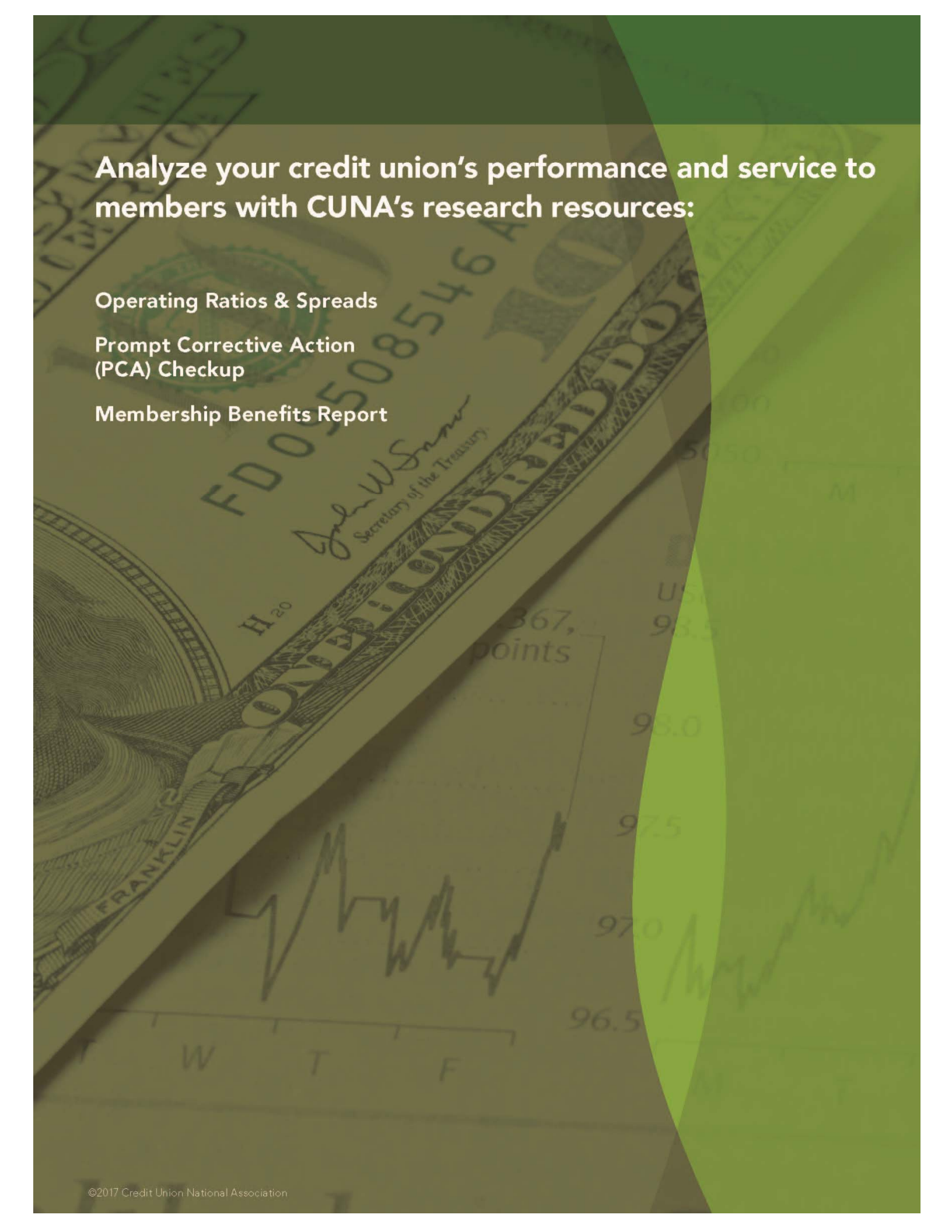
Membership Benefits Report

CUNA Economics and Statistics

New York Credit Union Performance Profile

Demographic Information	Dec 18	Dec 17
Number of branches	1,066	1,047
Total assets (\$ mil)	83,906	80,885
Total loans (\$ mil)	55,460	52,376
Total surplus funds (\$ mil)	25,644	25,958
Total savings (\$ mil)	71,253	68,320
Total members (thousands)	5,892	5,584
Growth Rates (Trailing 12 months) *		
Total assets	6.1 %	5.5 %
Total loans	9.6 %	8.1 %
Total surplus funds	-0.5 %	1.0 %
Total savings	7.2 %	4.8 %
Total members	6.3 %	4.0 %
Earnings - Basis Pts. *		
Yield on total assets	357	335
Dividend / interest cost of assets	73	57
Fee & other income	114	105
Operating expense	287	279
Loss Provisions	49	92
Net Income (ROA) after stabilization exp	63	12
Capital Adequacy		
Net worth / assets	10.7	10.2
Asset Quality *		
Delinquencies / loans	1.1	2.1
Net chargeoffs / average loans	0.6	1.0
Total borrower-bankruptcies	19	18
Bankruptcies per 1000 members	1.1	1.1
Asset/Liability Management		
Loans / savings	77.8	76.7
Loans / assets	66.1	64.8
Long-term assets / assets	37.2	37.7
Core deposits/shares & borrowings	49.5	49.2
Productivity		
Members / potential members	0.8	1.4
Borrowers / members	52.9	52.7
Members / FTE	413	408
Average shares / members (\$)	12,093	12,236
Average loan balances (\$)	17,786	17,808
Salary & Benefits / FTE	81,308	81,343

* 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

Membership Benefits Report