

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 \$57,115,886 in direct financial benefits to the state's 963,694 members during the twelve months ending December 2020.

These benefits are equivalent to \$59 per member or \$124 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 \$172 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.

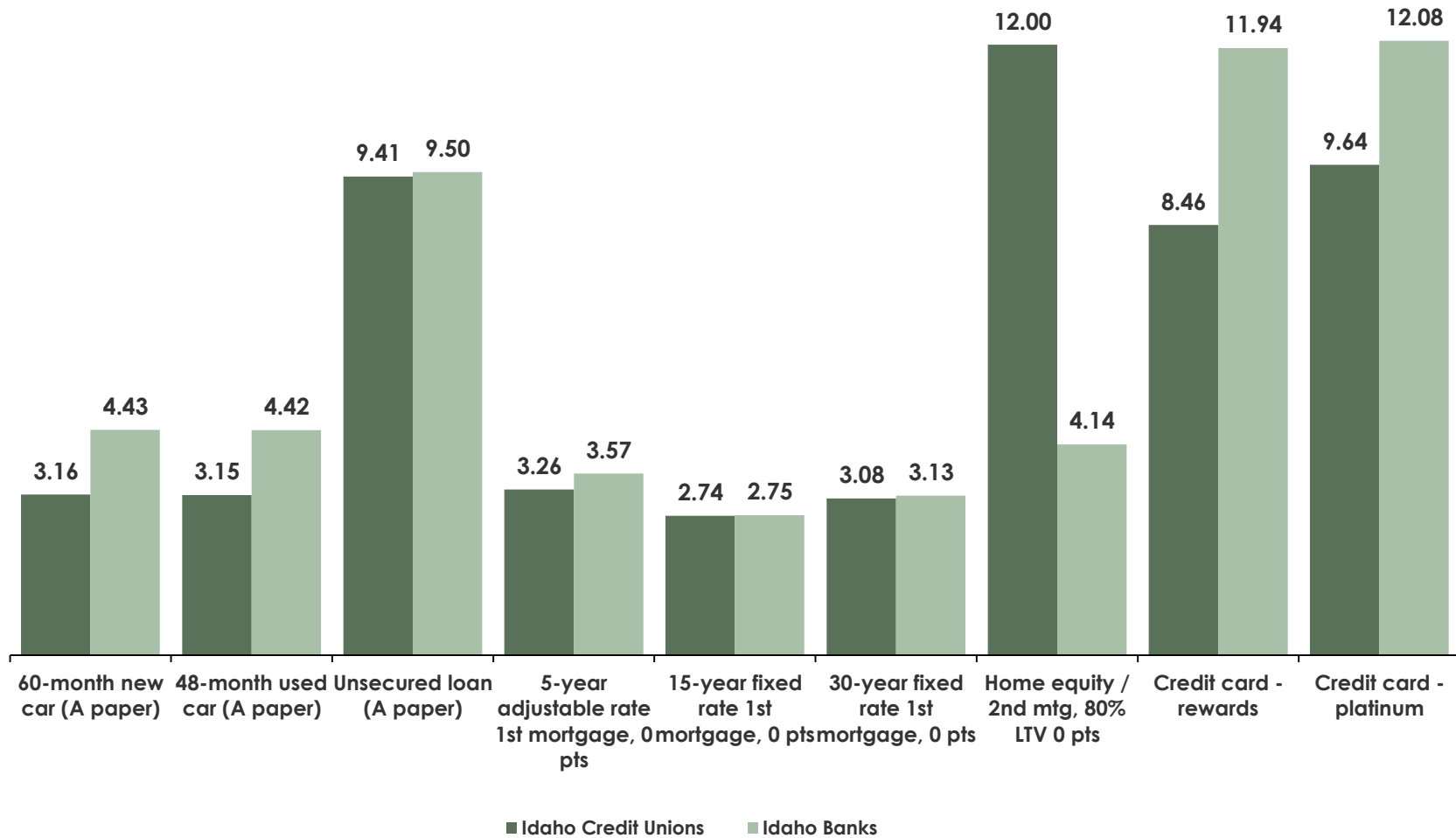
Idaho credit unions excel in providing member benefits on many loan and savings products. In particular, Idaho credit unions offer lower average loan rates on the following accounts: new car loans, used car loans, personal unsecured loans, first mortgage-fixed rate, first mortgage-adjustable rate, credit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



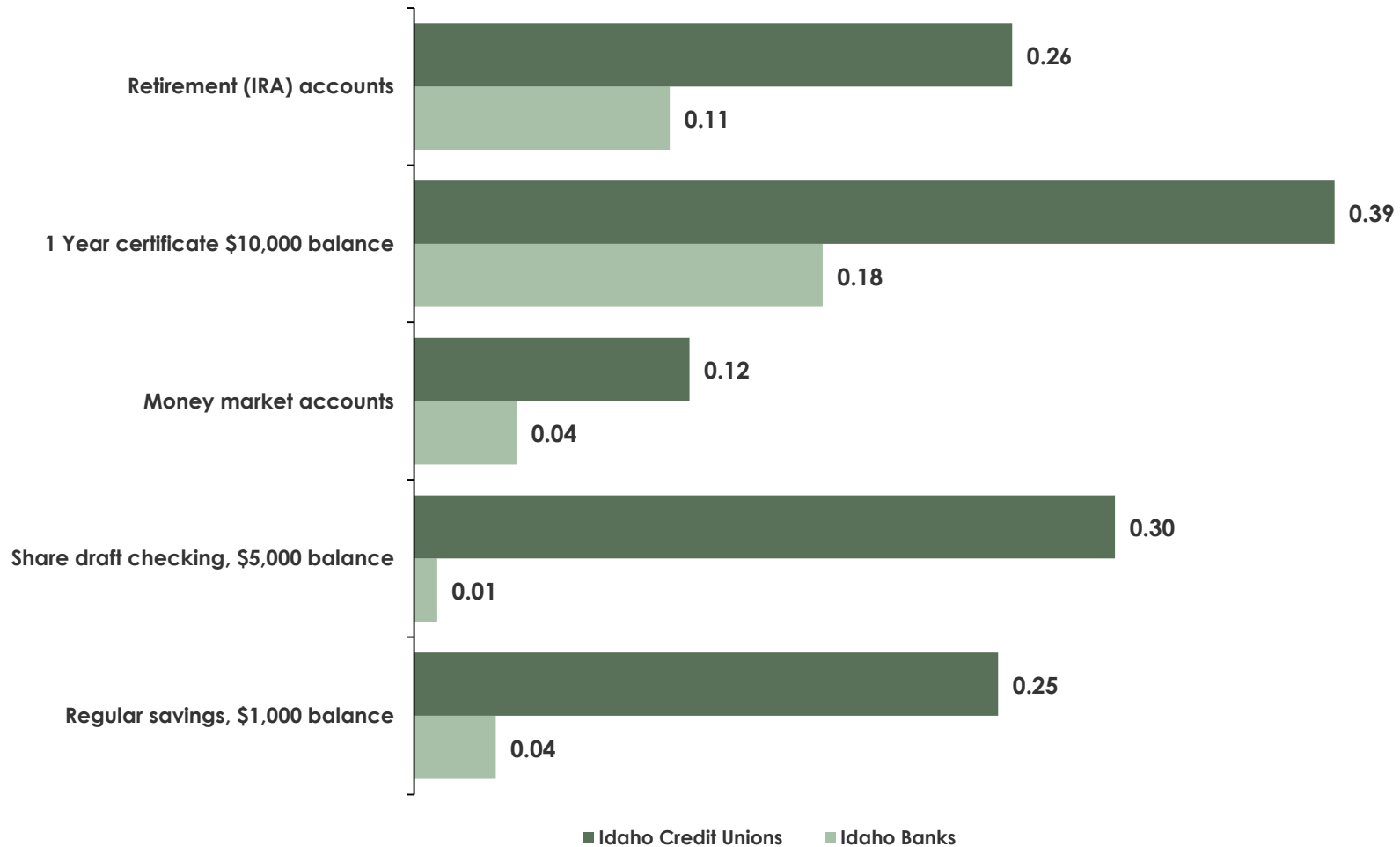
Loan Product Comparative Interest Rates (%)

by Loan Type



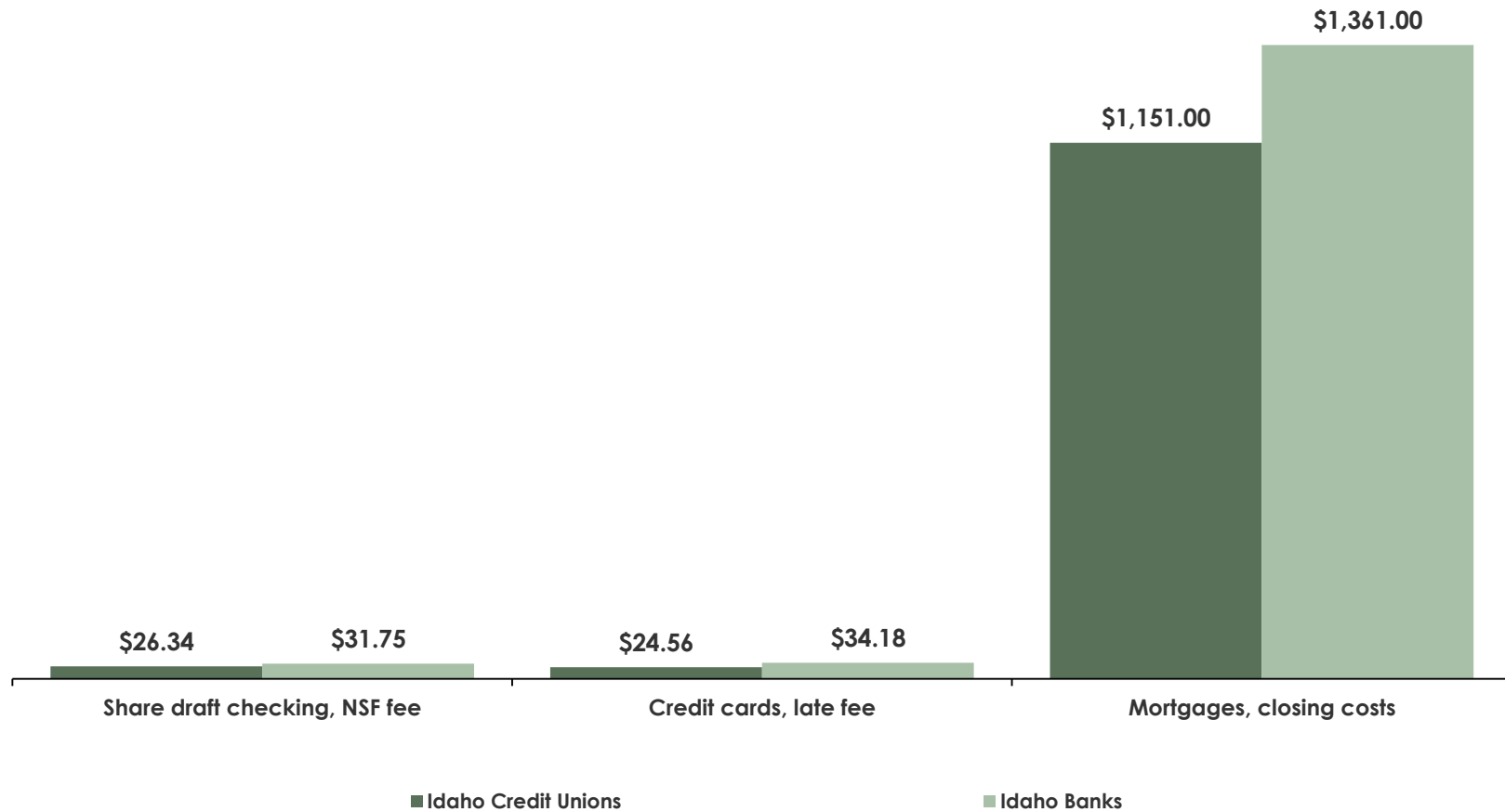
Savings Product Comparative Interest Rates (%)

by Savings Account Type



Comparative Fees

by Type



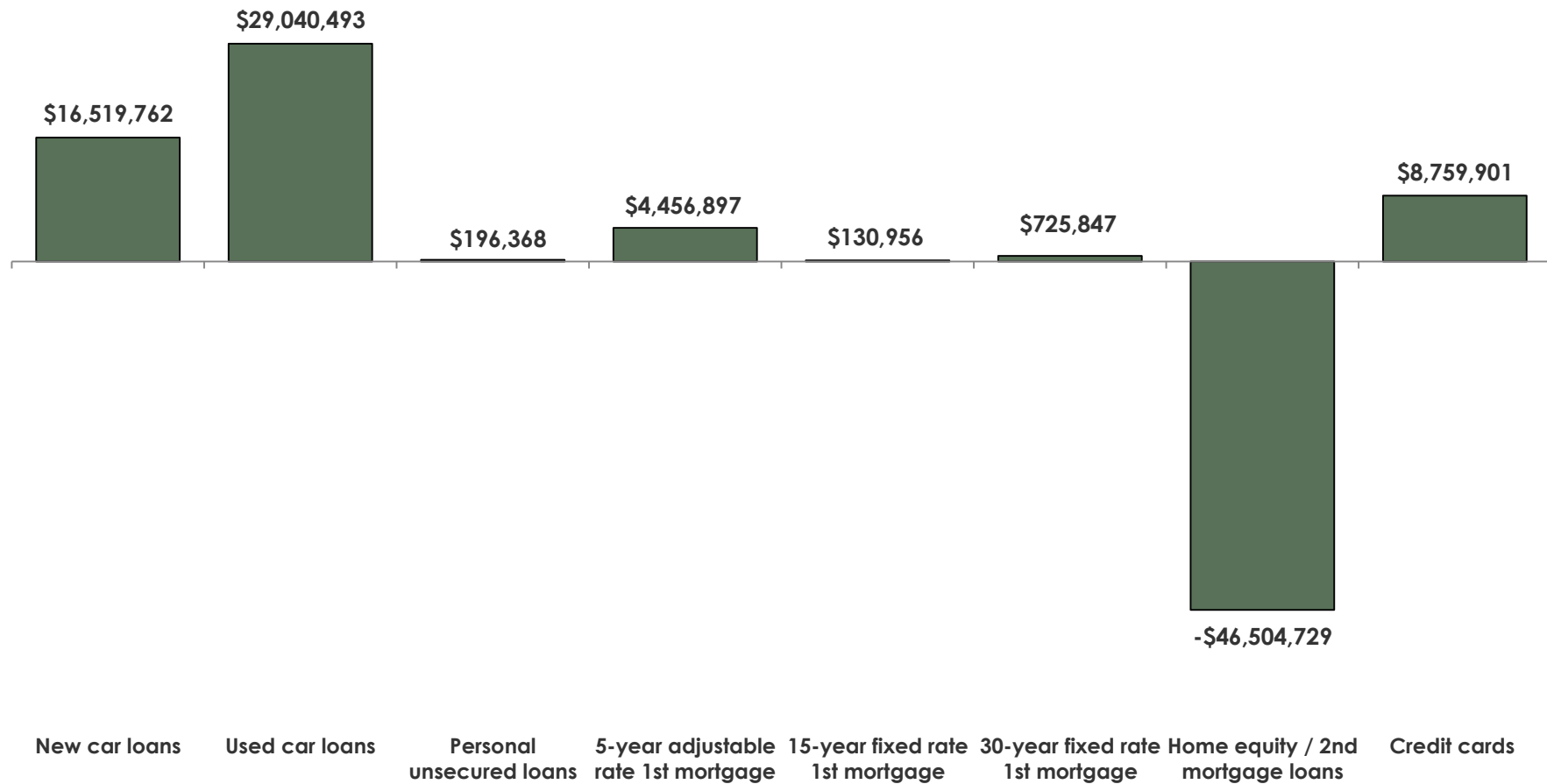
Idaho Credit Union and Banking Institution December 2020 Average Interest Rates and Fees

Loan Products	Average Rate at Credit Unions (%)	Average Rate at Banks (%)	Rate Difference vs. Banks (%)
60-month new car (A paper)	3.16	4.43	-1.27
48-month used car (A paper)	3.15	4.42	-1.28
Unsecured loan (A paper)	9.41	9.50	-0.09
5-year adjustable rate 1st mortgage, 0 pts	3.26	3.57	-0.31
15-year fixed rate 1st mortgage, 0 pts	2.74	2.75	-0.01
30-year fixed rate 1st mortgage, 0 pts	3.08	3.13	-0.05
Home equity / 2nd mtg, 80% LTV 0 pts	12.00	4.14	7.86
Credit card - rewards	8.46	11.94	-3.48
Credit card - platinum	9.64	12.08	-2.44
Savings Products			
Regular savings, \$1,000 balance	0.25	0.04	0.22
Share draft checking, \$5,000 balance	0.30	0.01	0.29
Money market accounts	0.12	0.04	0.07
1 Year certificate \$10,000 balance	0.39	0.18	0.22
Retirement (IRA) accounts	0.26	0.11	0.15
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

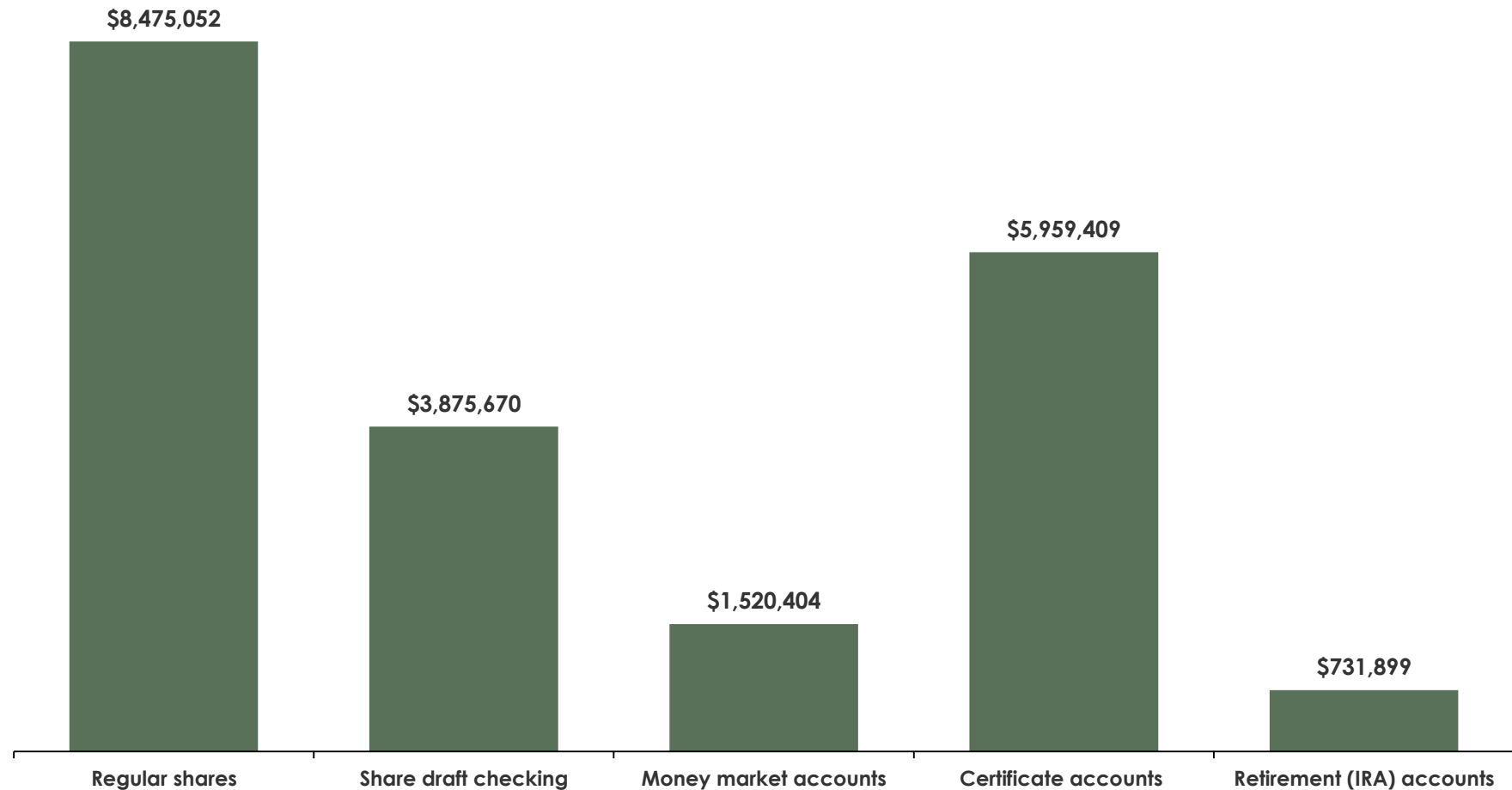
Estimated Credit Union Loan Benefits

Compared to State Banking Institutions
by Loan Type



Estimated Credit Union Savings Dividend Benefits

Compared to State Banking Institutions by Account Type



Estimated Financial Benefits for Idaho Credit Unions December 2020

Loans	Avg. Balance at Credit Unions (1)	Rate Difference vs. Idaho Banks (%) (2)	Total Financial Benefit to Your Members
New car loans	1,297,703,242	-1.27	\$16,519,762
Used car loans	2,275,900,741	-1.28	\$29,040,493
Personal unsecured loans	225,710,809	-0.09	\$196,368
5-year adjustable rate 1st mortgage	1,428,492,748	-0.31	\$4,456,897
15-year fixed rate 1st mortgage	1,091,303,986	-0.01	\$130,956
30-year fixed rate 1st mortgage	1,344,161,396	-0.05	\$725,847
Home equity / 2nd mortgage loans	591,889,125	7.86	-\$46,504,729
Credit cards	272,173,416	-3.48	\$8,759,901
Interest rebates			\$0
Total CU member benefits arising from lower interest rates on loan products:			\$13,325,498
Savings			
Regular shares	3,941,884,683	0.22	\$8,475,052
Share draft checking	1,336,437,899	0.29	\$3,875,670
Money market accounts	2,054,599,703	0.07	\$1,520,404
Certificate accounts	2,721,191,532	0.22	\$5,959,409
Retirement (IRA) accounts	499,589,885	0.15	\$731,899
Bonus dividends in period			\$0
Total CU member benefit arising from higher interest rates on savings products:			\$20,562,434
Fee Income			
Total CU member benefit arising from fewer / lower fees:			\$23,227,954
Total CU member benefit arising from interest rates on loans, savings products and lower fees:			\$57,115,886
Total CU member benefit / member:			\$59
Total CU member benefit / member household:			\$124

Source: Datatrac, NCUA, and CUNA

(1) Average balance as of December 2020 and December 2019, according to the NCUA call report.; (2) Source for rates and fees: Datatrac;

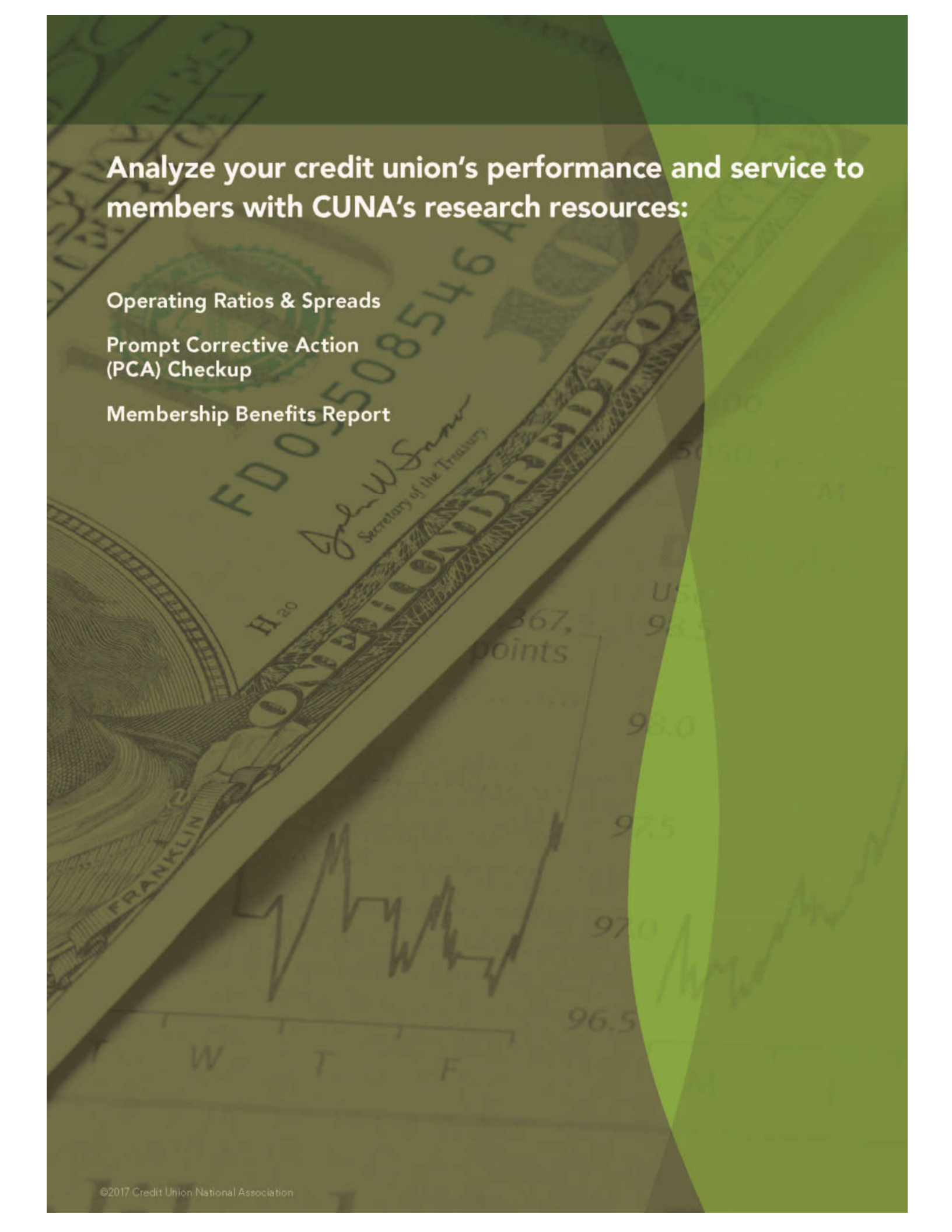
Membership Benefits Report

CUNA Economics and Statistics

Idaho Credit Union Performance Profile

Demographic Information	Dec 20	Dec 19
Number of branches	194	192
Total assets (\$ mil)	13,969	11,321
Total loans (\$ mil)	10,233	9,258
Total surplus funds (\$ mil)	2,892	1,327
Total savings (\$ mil)	12,141	9,656
Total members (thousands)	999	957
Growth Rates (Trailing 12 months) *		
Total assets	27.3 %	13.4 %
Total loans	14.0 %	12.0 %
Total surplus funds	125.3 %	23.5 %
Total savings	29.7 %	15.1 %
Total members	7.7 %	7.2 %
Earnings - Basis Pts. *		
Yield on total assets	353	408
Dividend / interest cost of assets	79	94
Fee & other income	227	189
Operating expense	340	346
Loss Provisions	25	40
Net Income (ROA) after stabilization exp	136	116
Capital Adequacy		
Net worth / assets	8.6	9.4
Asset Quality *		
Delinquencies / loans	0.3	0.4
Net chargeoffs / average loans	0.3	0.4
Total borrower-bankruptcies	42	54
Bankruptcies per 1000 members	1.3	1.9
Asset/Liability Management		
Loans / savings	84.3	95.9
Loans / assets	73.3	81.8
Long-term assets / assets	32.7	35.2
Core deposits/shares & borrowings	50.0	44.6
Productivity		
Members / potential members	3.2	3.7
Borrowers / members	57.6	61.3
Members / FTE	315	322
Average shares / members (\$)	12,149	10,089
Average loan balances (\$)	17,780	15,790
Salary & Benefits / FTE	78,315	70,327

* 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