

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 \$99,983,198 in direct financial benefits to the state's 1,004,230 members during the twelve months ending June 2021.

These benefits are equivalent to \$100 per member or \$209 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 \$155 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.

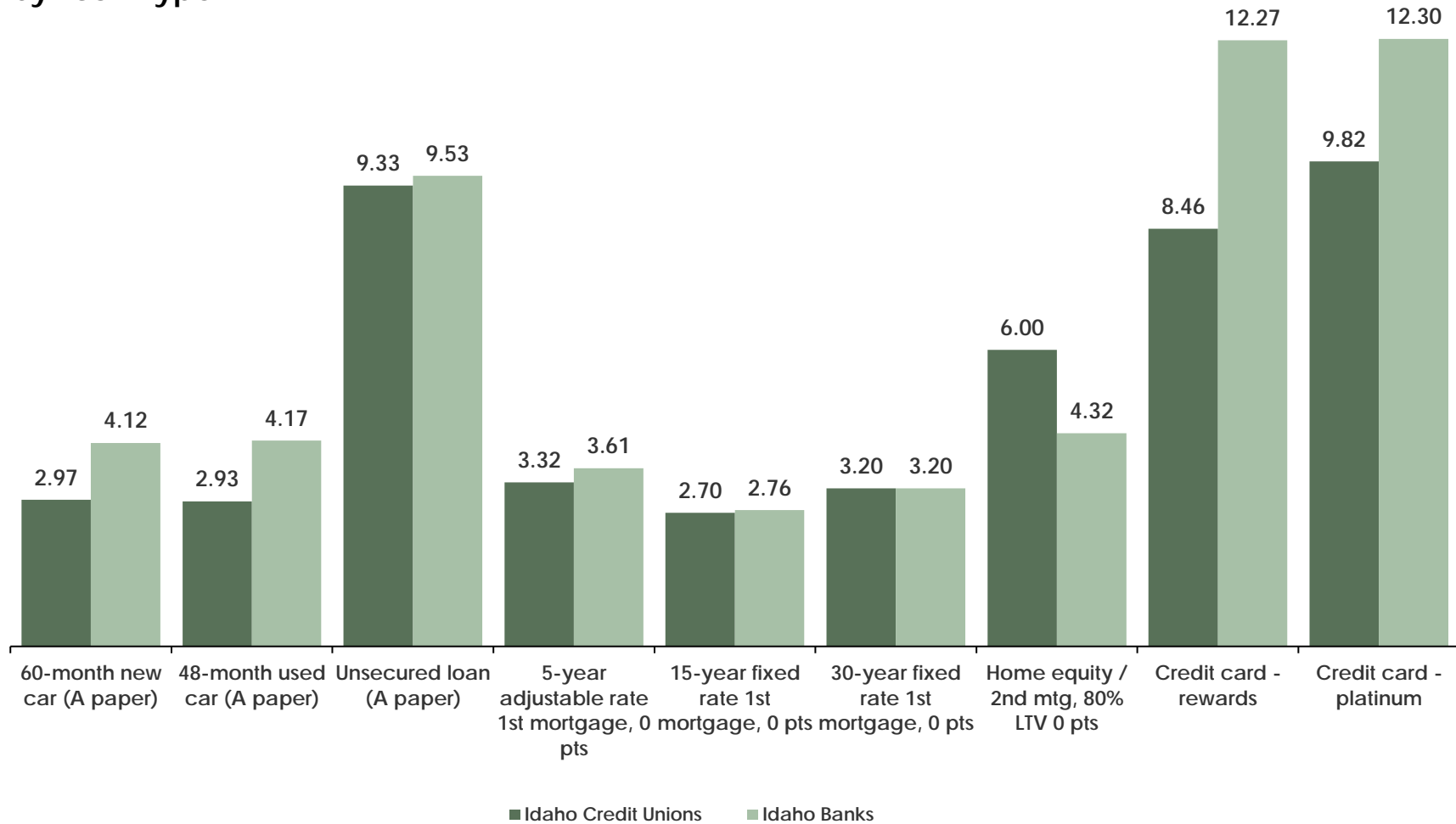
Idaho credit unions excel in providing member benefits on many loan and savings products. In particular, Idaho credit unions offer lower average loan rates on the following accounts: new car loans, used car loans, personal unsecured loans, first mortgage-fixed rate, first mortgage-adjustable rate, credit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



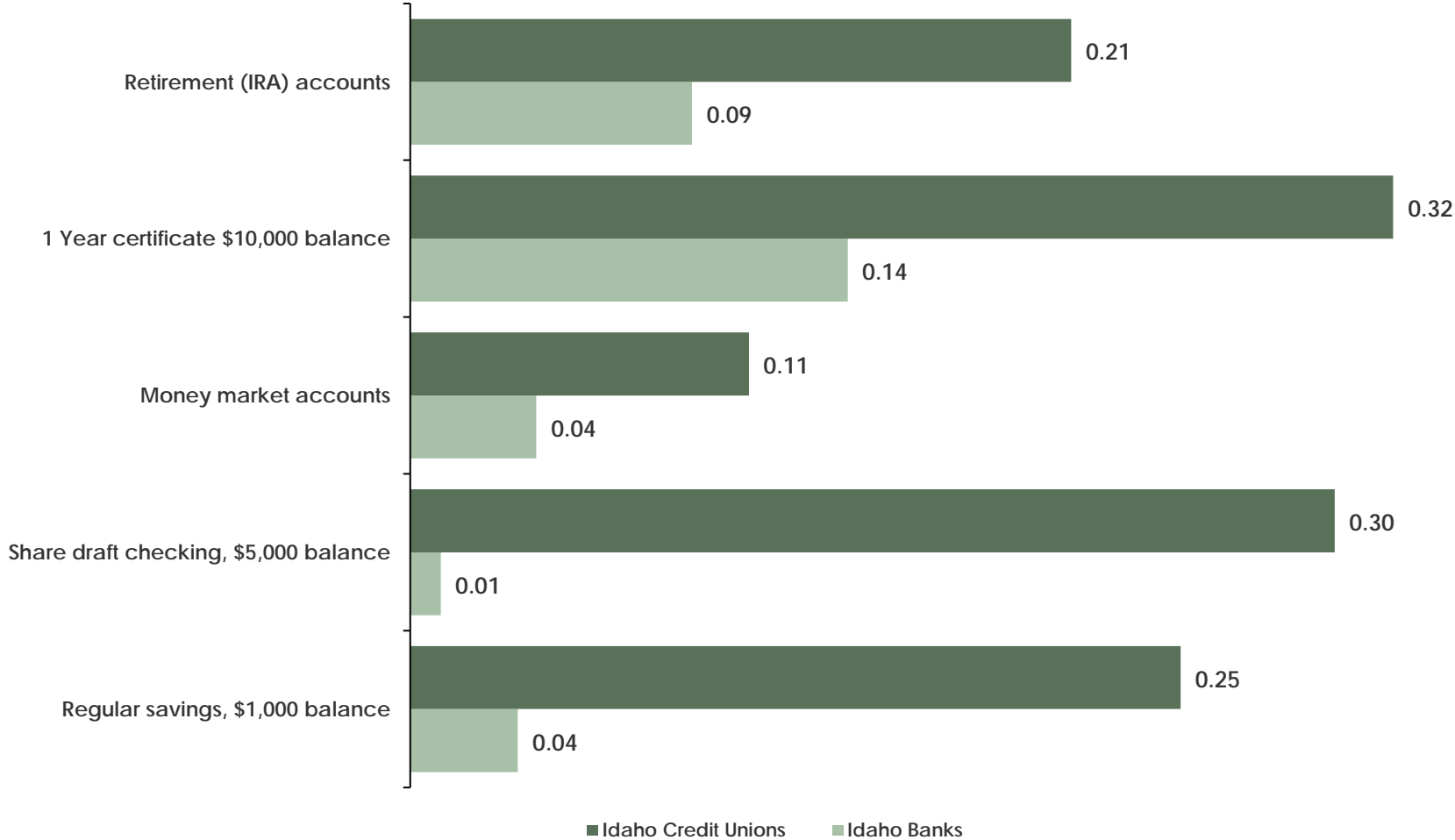
Loan Product Comparative Interest Rates (%)

by Loan Type



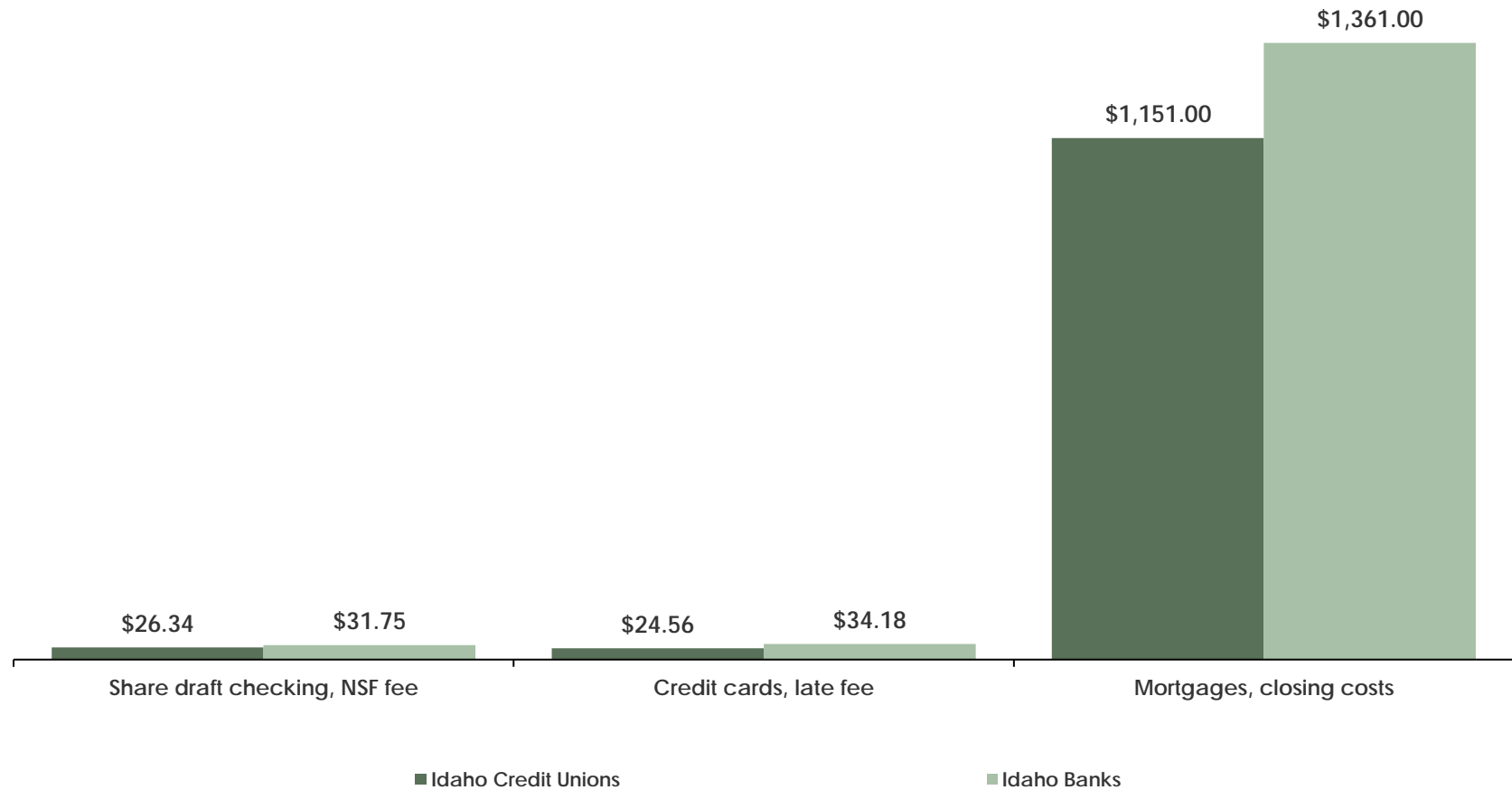
Savings Product Comparative Interest Rates (%)

by Savings Account Type



Comparative Fees

by Type



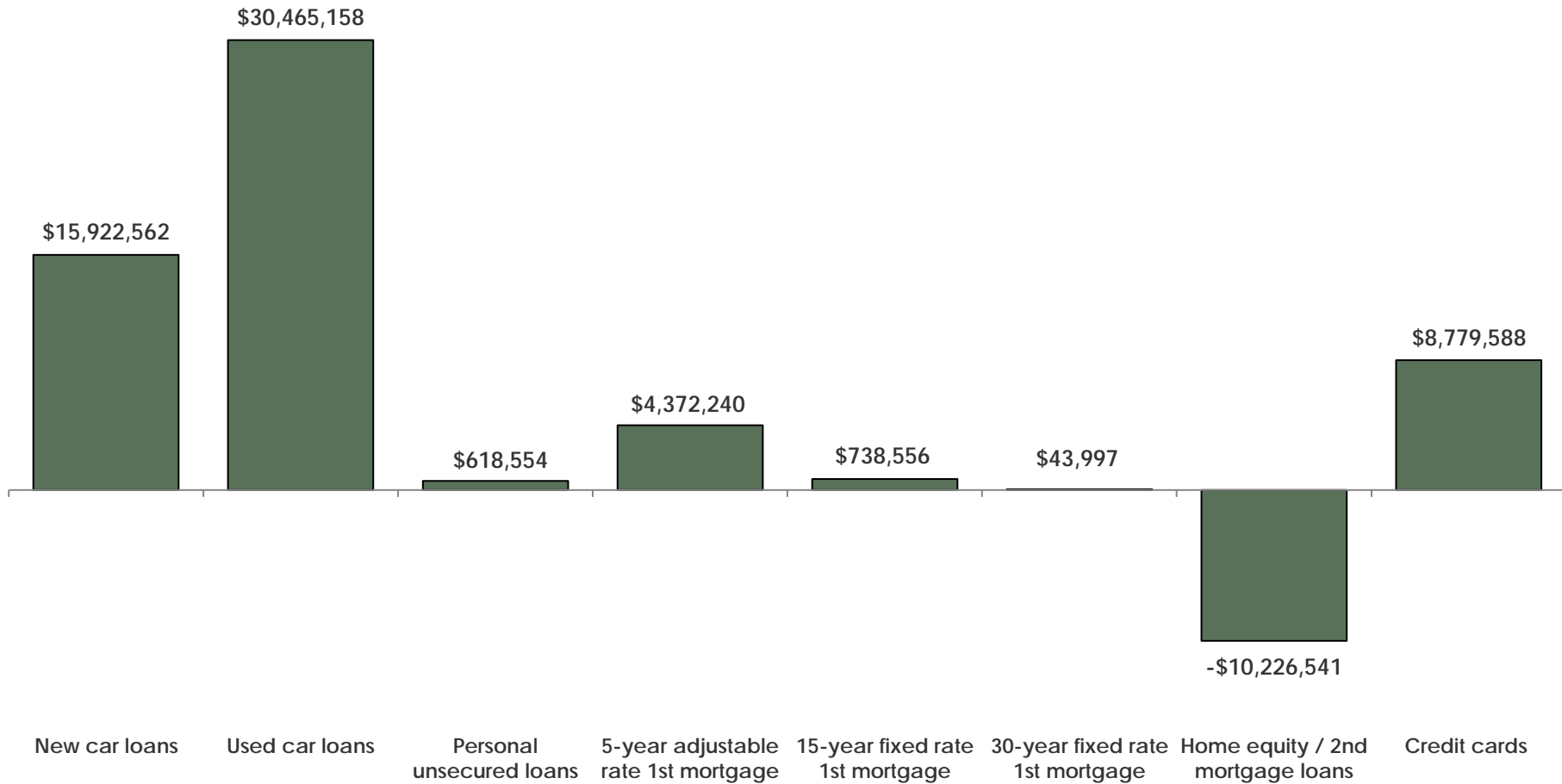
Idaho Credit Union and Banking Institution June 2021 Average Interest Rates and Fees

Loan Products	Average Rate at Credit Unions (%)	Average Rate at Banks (%)	Rate Difference vs. Banks (%)
60-month new car (A paper)	2.97	4.12	-1.15
48-month used car (A paper)	2.93	4.17	-1.23
Unsecured loan (A paper)	9.33	9.53	-0.20
5-year adjustable rate 1st mortgage, 0 pts	3.32	3.61	-0.29
15-year fixed rate 1st mortgage, 0 pts	2.70	2.76	-0.06
30-year fixed rate 1st mortgage, 0 pts	3.20	3.20	0.00
Home equity / 2nd mtg, 80% LTV 0 pts	6.00	4.32	1.68
Credit card - rewards	8.46	12.27	-3.81
Credit card - platinum	9.82	12.30	-2.48
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	0.11	0.04	0.07
1 Year certificate \$10,000 balance	0.32	0.14	0.18
Retirement (IRA) accounts	0.21	0.09	0.12
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

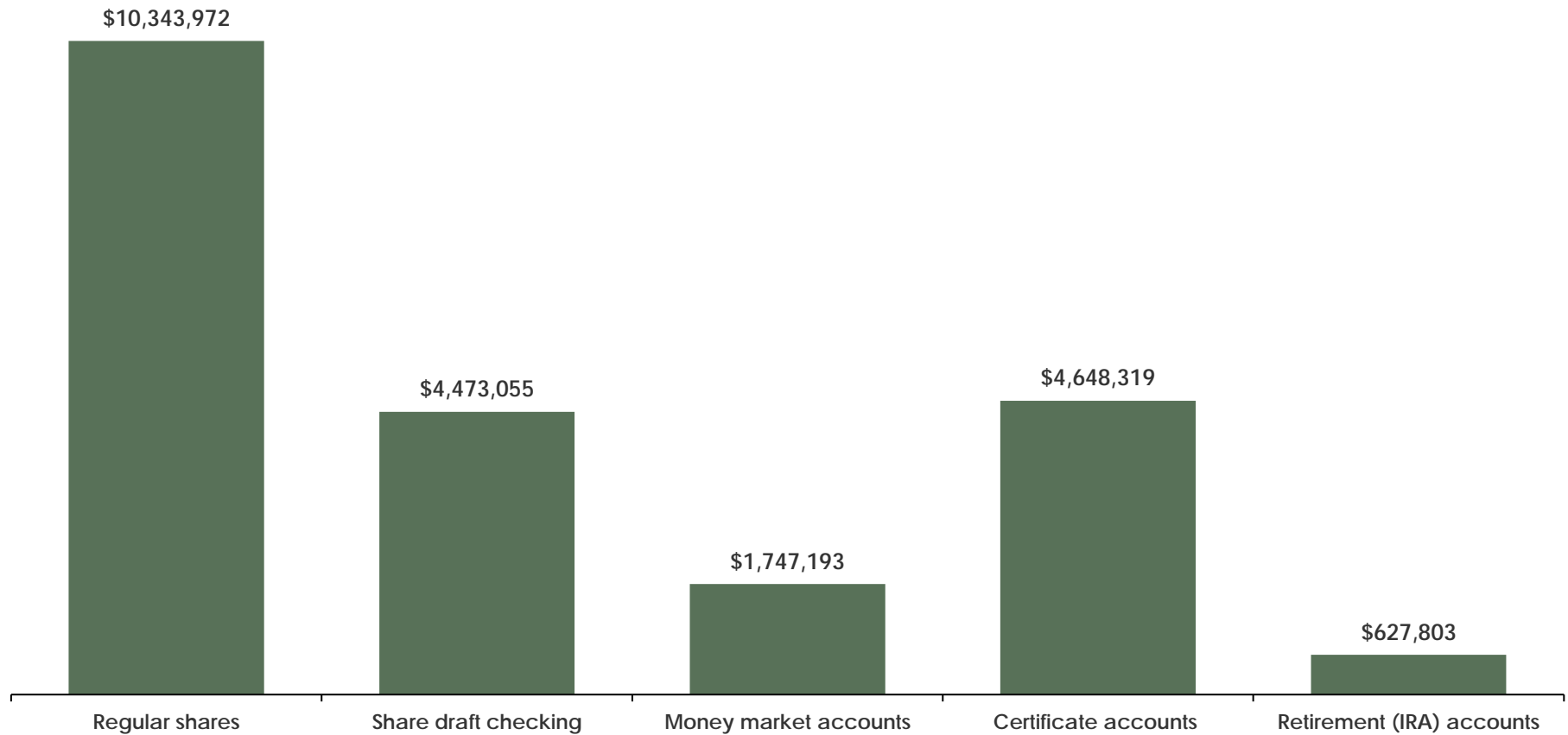
Estimated Credit Union Loan Benefits

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 June 2021

Loans	Avg. Balance at Credit Unions (1)	Rate Difference vs. Idaho Banks (%) (2)	Total Financial Benefit to Your Members
New car loans	1,383,367,699	-1.15	\$15,922,562
Used car loans	2,472,821,301	-1.23	\$30,465,158
Personal unsecured loans	312,400,765	-0.20	\$618,554
5-year adjustable rate 1st mortgage	1,518,138,947	-0.29	\$4,372,240
15-year fixed rate 1st mortgage	1,318,850,614	-0.06	\$738,556
30-year fixed rate 1st mortgage	1,466,552,248	0.00	\$43,997
Home equity / 2nd mortgage loans	607,637,616	1.68	-\$10,226,541
Credit cards	252,432,097	-3.81	\$8,779,588
Interest rebates			\$0
Total CU member benefits arising from lower interest rates on loan products:			\$50,714,114
Savings			
Regular shares	4,811,149,996	0.22	\$10,343,972
Share draft checking	1,542,432,626	0.29	\$4,473,055
Money market accounts	2,532,163,398	0.07	\$1,747,193
Certificate accounts	2,626,169,081	0.18	\$4,648,319
Retirement (IRA) accounts	510,408,882	0.12	\$627,803
Bonus dividends in period			\$0
Total CU member benefit arising from higher interest rates on savings products:			\$21,840,342
Fee Income			
Total CU member benefit arising from fewer / lower fees:			\$27,428,742
Total CU member benefit arising from interest rates on loans, savings products and lower fees:			\$99,983,198
Total CU member benefit / member:			\$100
Total CU member benefit / member household:			\$209

Source: Datatrac, NCUA, and CUNA

(1) Average balance as of June 2021 and June 2020, according to the NCUA call report.; (2) Source for rates: Datatrac;

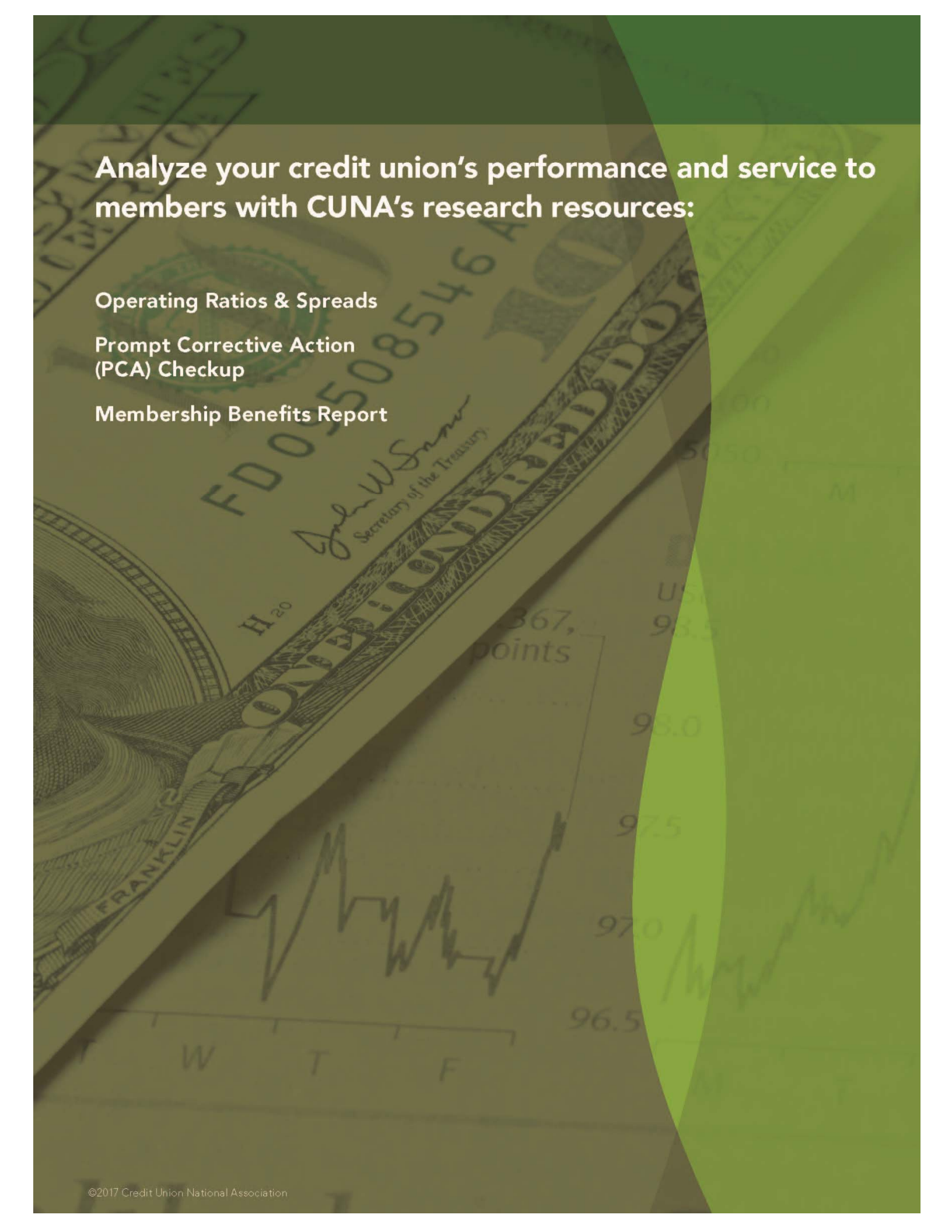
Membership Benefits Report

CUNA Economics and Statistics

Idaho Credit Union Performance Profile

Demographic Information	Jun 21	Jun 20
Number of branches	200	199
Total assets (\$ mil)	15,586	13,006
Total loans (\$ mil)	11,355	10,012
Total surplus funds (\$ mil)	3,310	2,210
Total savings (\$ mil)	13,710	11,111
Total members (thousands)	1,048	991
Growth Rates (Trailing 12 months) *		
Total assets	23.3 %	24.2 %
Total loans	16.9 %	16.6 %
Total surplus funds	53.0 %	81.1 %
Total savings	27.0 %	24.8 %
Total members	9.2 %	6.9 %
Earnings - Basis Pts. *		
Yield on total assets	300	372
Dividend / interest cost of assets	47	91
Fee & other income	218	195
Operating expense	329	337
Loss Provisions	12	34
Net Income (ROA) after stabilization exp	130	106
Capital Adequacy		
Net worth / assets	8.4	8.7
Asset Quality *		
Delinquencies / loans	0.2	0.3
Net chargeoffs / average loans	0.1	0.3
Total borrower-bankruptcies	14	22
Bankruptcies per 1000 members	0.4	0.8
Asset/Liability Management		
Loans / savings	82.8	90.1
Loans / assets	72.9	77.0
Long-term assets / assets	33.1	33.6
Core deposits/shares & borrowings	53.0	46.9
Productivity		
Members / potential members	3.0	3.7
Borrowers / members	56.7	59.6
Members / FTE	317	318
Average shares / members (\$)	13,077	11,217
Average loan balances (\$)	19,093	16,970
Salary & Benefits / FTE	82,693	78,097

* 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