

The Benefits of Membership

Customized Analysis of Member Benefits For:

Georgia

June 2011

Prepared by:

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Georgia

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 Georgia credit unions provided \$114,616,089 in direct financial benefits to the state's 1,833,856 members during the twelve months ending June 2011.

These benefits are equivalent to \$63 per member or \$119 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 Georgia 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 Georgia credit unions.

Consider this:

Financing a \$25,000 new automobile for 60 months at a Georgia credit union will save members an average \$151 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.

Georgia credit unions excel in providing member benefits on many loan and saving products. In particular, Georgia credit unions offer lower average loan rates on the following accounts: new car loans, used car loans, personal unsecured loans, home equity loans, credit cards loans.

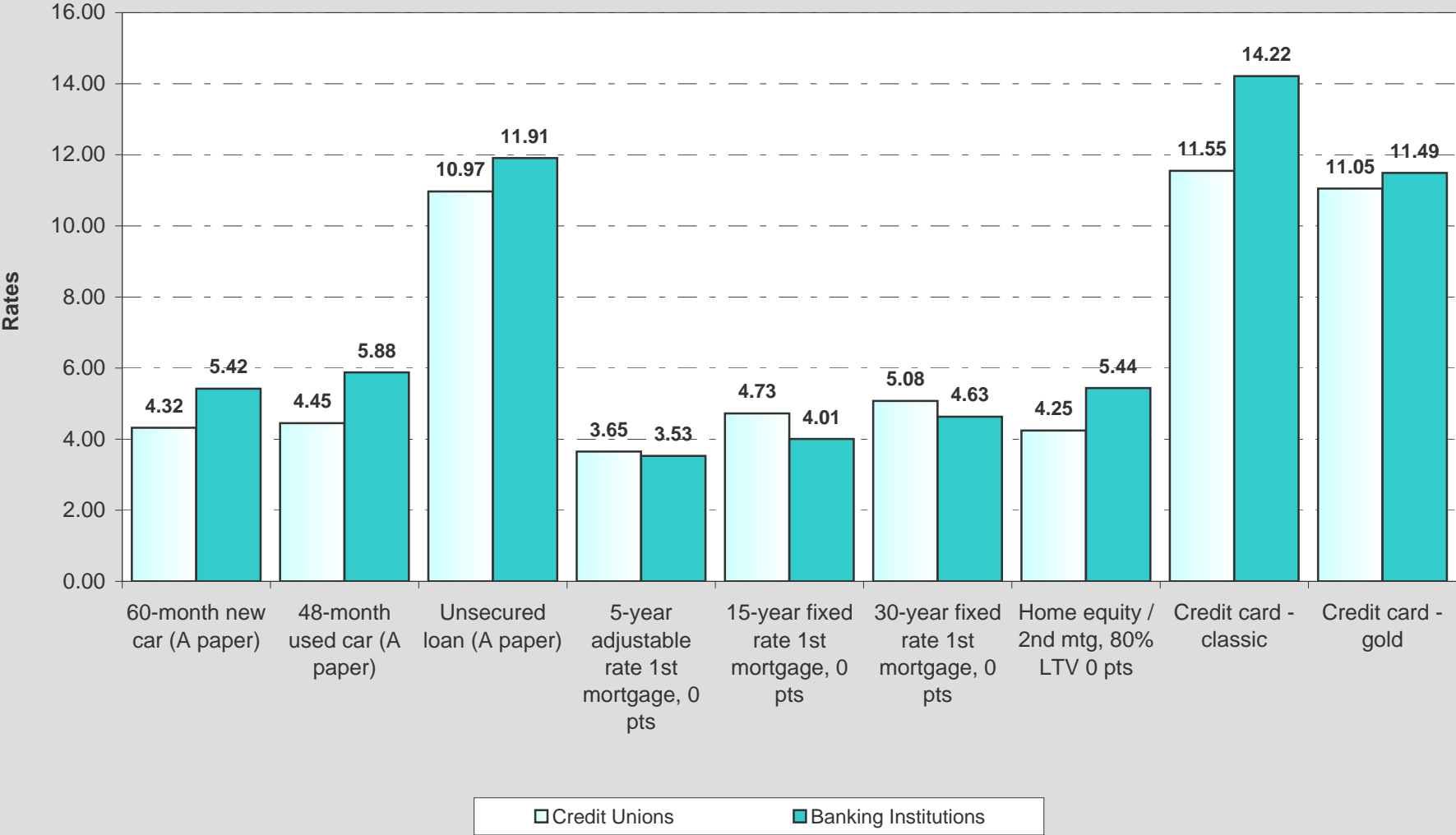
Georgia credit unions also pay members higher average dividends on the following accounts: regular savings, share draft checking, money market accounts, certificate accounts, IRAs.



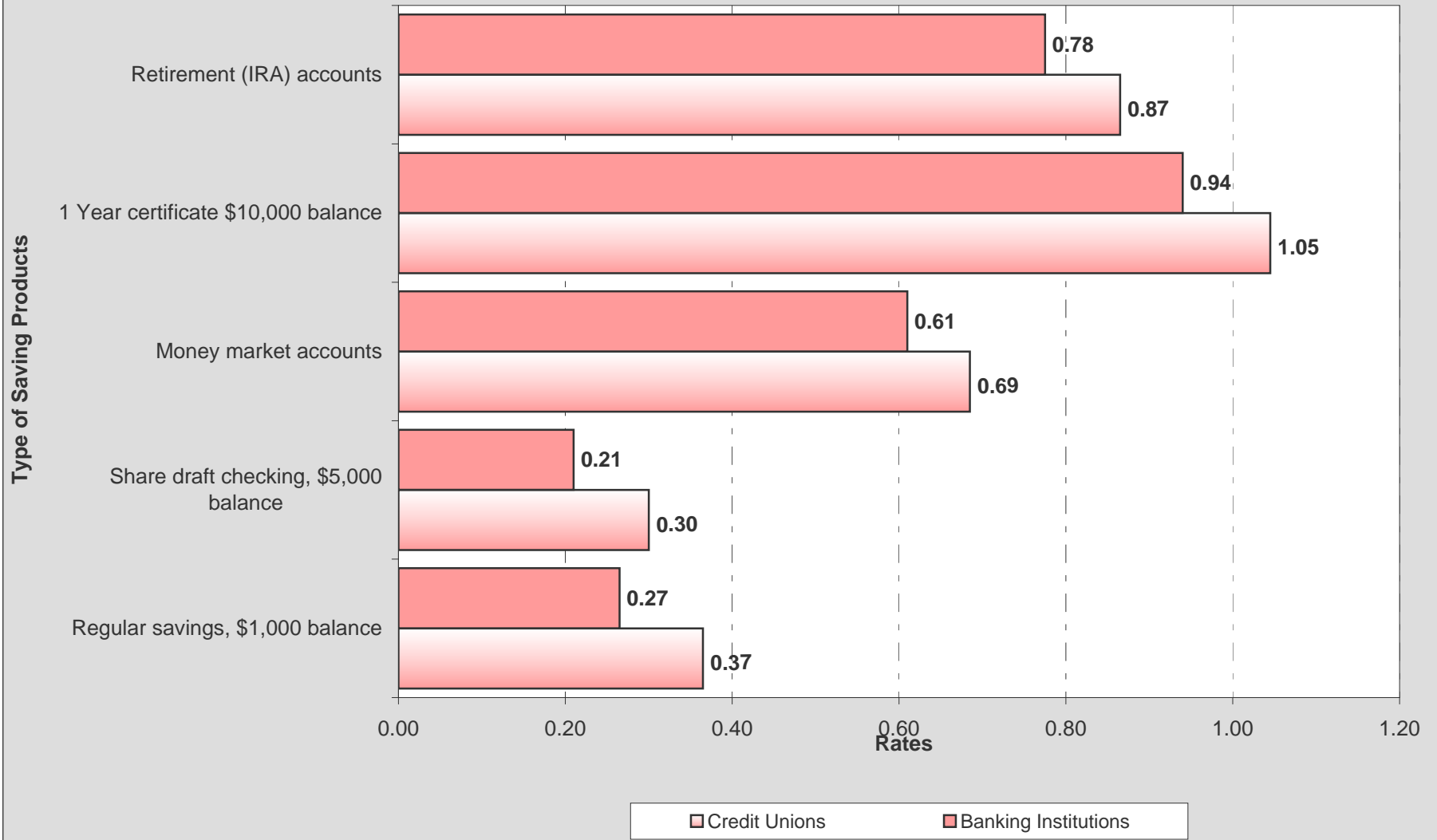
Source: Datatrac, NCUA, and CUNA.

(1)Assumes 1.9 credit union members per household.

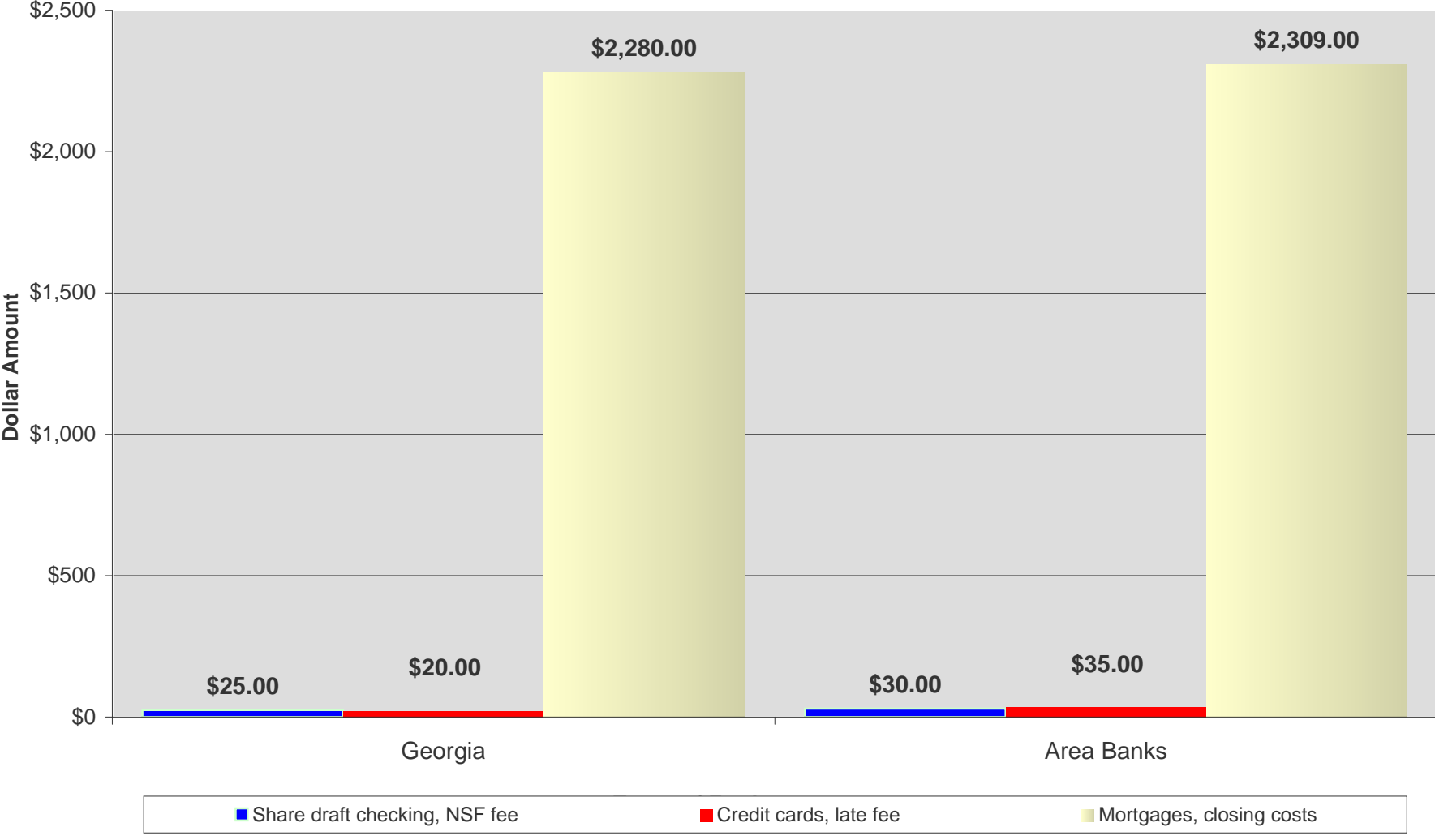
Recent Comparative Interest Rates for Loan Products Credit Unions vs. Banking Institutions



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



Selected June 2011 Credit Union Fees compared to Banking Institutions

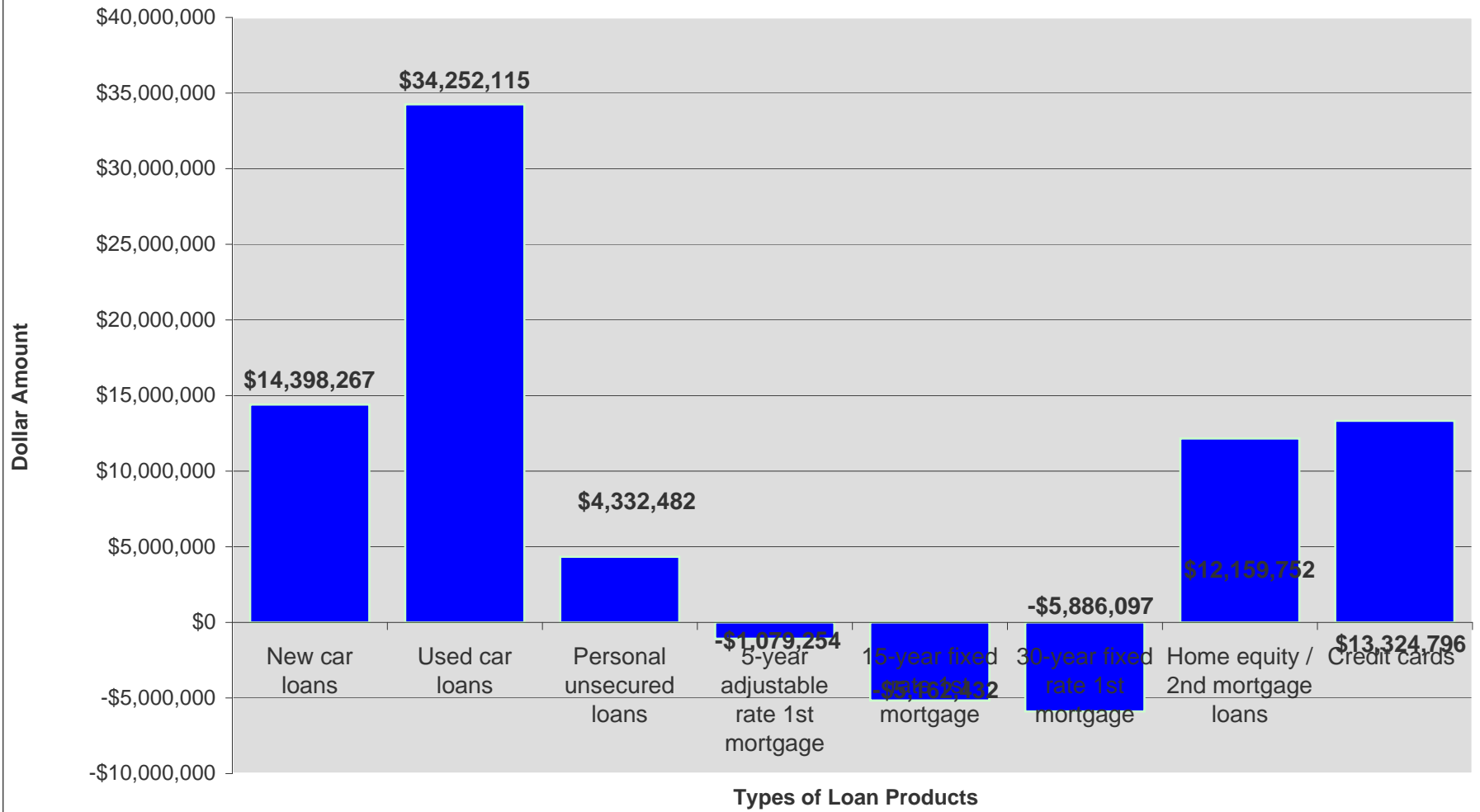


Georgia
Credit Union and Banking Institution
Mid-Year 2011 Average Interest Rates and Fees

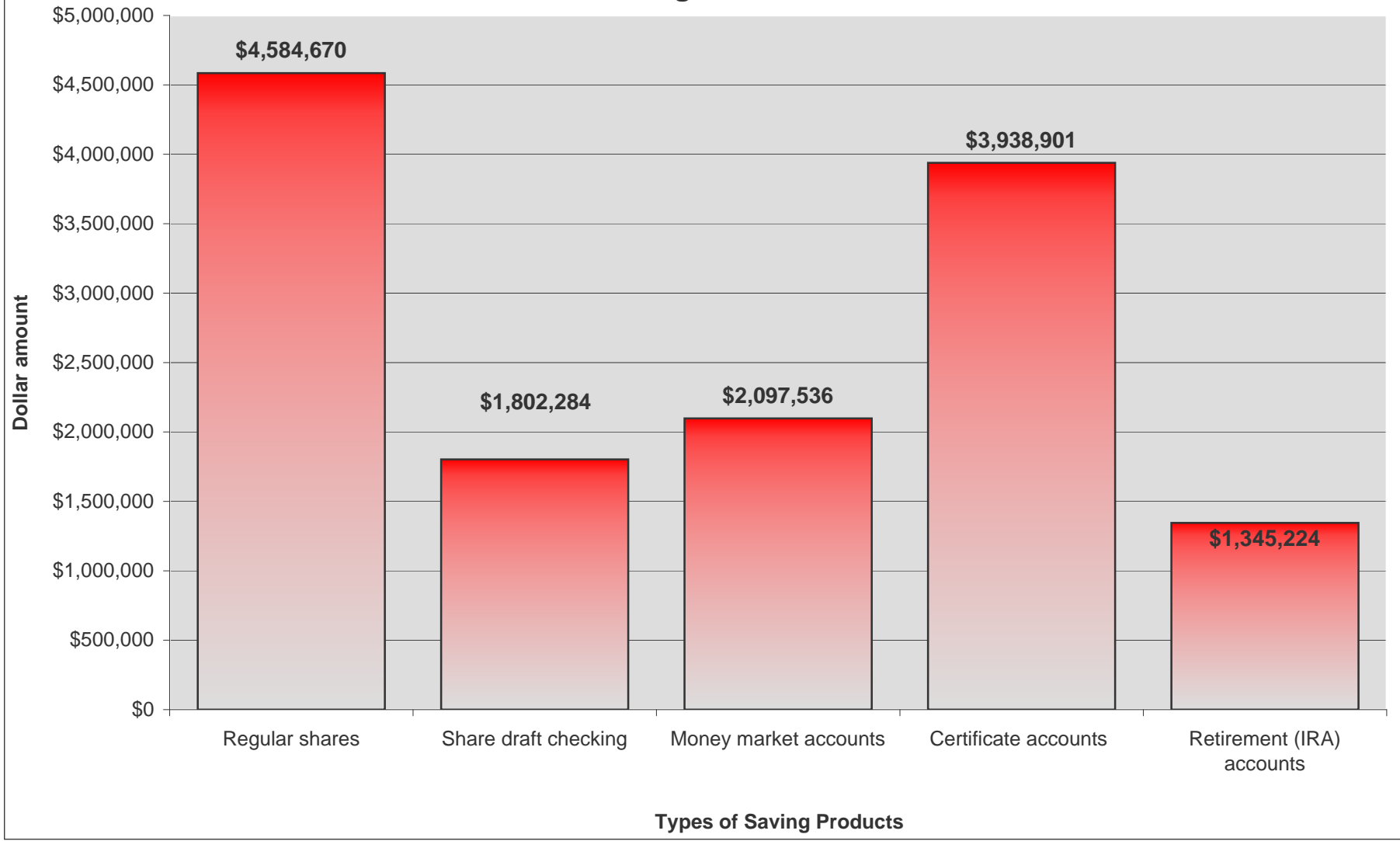
Loan Products	Average Rate at Credit Unions (%)	Average Rate at Banks (%)	Rate Difference vs. Banks (%)
60-month new car (A paper)	4.32	5.42	-1.10
48-month used car (A paper)	4.45	5.88	-1.43
Unsecured loan (A paper)	10.97	11.91	-0.94
5-year adjustable rate 1st mortgage, 0 pts	3.65	3.53	0.12
15-year fixed rate 1st mortgage, 0 pts	4.73	4.01	0.72
30-year fixed rate 1st mortgage, 0 pts	5.08	4.63	0.45
Home equity / 2nd mtg, 80% LTV 0 pts	4.25	5.44	-1.20
Credit card - classic	11.55	14.22	-2.67
Credit card - gold	11.05	11.49	-0.44
Savings Products			
Regular savings, \$1,000 balance	0.37	0.27	0.10
Share draft checking, \$5,000 balance	0.30	0.21	0.09
Money market accounts	0.69	0.61	0.08
1 Year certificate \$10,000 balance	1.05	0.94	0.11
Retirement (IRA) accounts	0.87	0.78	0.09
Fee Income			
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 Georgia Credit Unions Financial Benefits Mid-Year 2011

<u>Loans</u>	Avg. Balance at Credit Unions (1)	Rate Difference vs. Georgia Banks (%) (2)	Total Financial Benefit to Your Members
New car loans	1,308,933,325	-1.10	\$14,398,267
Used car loans	2,395,252,820	-1.43	\$34,252,115
Personal unsecured loans	460,902,379	-0.94	\$4,332,482
5-year adjustable rate 1st mortgage	899,378,654	0.12	-\$1,079,254
15-year fixed rate 1st mortgage	717,004,430	0.72	-\$5,162,432
30-year fixed rate 1st mortgage	1,322,718,366	0.45	-\$5,886,097
Home equity / 2nd mortgage loans	1,017,552,509	-1.20	\$12,159,752
Credit cards	631,881,241	-2.67	\$13,324,796
Interest rebates in period			\$21,063
Total CU member benefits arising from lower interest rates on loan products:			\$66,360,692
 <u>Savings</u>			
Regular shares	4,584,670,185	0.10	\$4,584,670
Share draft checking	2,002,537,541	0.09	\$1,802,284
Money market accounts	2,796,714,829	0.08	\$2,097,536
Certificate accounts	3,751,333,903	0.11	\$3,938,901
Retirement (IRA) accounts	1,494,693,671	0.09	\$1,345,224
Bonus dividends in period			\$0
Total CU member benefit arising from higher interest rates on saving products:			\$13,768,615
 <u>Fee Income</u>			
Total CU member benefit arising from fewer/lower fees:			\$34,486,781
 Total CU member benefit arising from interest rates on loan and savings products and lower fees:			\$114,616,089
 Total CU member benefit / member:			\$63
Total CU member benefit / member household:			\$119

Source: Datatrac, NCUA, and CUNA

(1) Average balance as of June 2011 and June 2010, according to the NCUA call report.; (2) Source for rates and fees: Datatrac;

Georgia
Performance Profile

Demographic Information	June 11	June 10
Number of branches	421	423
Total assets (\$ mil)	17,416	16,251
Total loans (\$ mil)	9,472	9,174
Total surplus funds (\$ mil)	7,313	6,469
Total savings (\$ mil)	15,229	14,157
Total members (thousands)	1,856	1,812
Growth Rates (Trailing 12 months) *		
Total assets	7.2 %	4.1 %
Total loans	3.2 %	6.9 %
Total surplus funds	13.0 %	2.2 %
Total savings	7.6 %	9.6 %
Total members	2.4 %	1.4 %
Earnings - Basis Pts. *		
Yield on total assets	384	415
Dividend/interest cost of assets	91	123
Fee & other income	131	130
Operating expense	323	310
Loss Provisions	51	61
Net Income (ROA) after stabilization exp	51	29
Capital adequacy		
Net worth / assets	11.2	11.5
Asset quality *		
Delinquencies / loans	1.2	1.1
Net chargeoffs / average loans	0.8	1.0
Total borrower-bankruptcies	7,564	8,388
Bankruptcies per 1000 members	4.1	4.6
Asset/Liability Management		
Loans / savings	62.2	64.8
Loans / assets	54.4	56.5
Long-term assets / assets	29.8	26.7
Core deposits/shares & borrowings	45.5	44.1
Productivity		
Members/potential members	9.5	9.6
Borrowers/members	50.6	51.4
Members/FTE	432	428
Average shares/members (\$)	8,207	7,812
Average loan balances (\$)	10,090	9,850
Salary & Benefits/FTE	60,564	59,303

* 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.