

# ***The Benefits of Membership***

*Customized Analysis of Member Benefits For:*

**New Jersey**

***June 2008***

*Prepared by:*

***Credit Union National Association  
Economics and Statistics Department***



## **About The Membership Benefits Report**

The Membership Benefits report communicates the financial value of credit union membership to credit union staff, members, potential members, community leaders and policy makers. The report compares credit union dividend rates, loan rates, and fees to those of banking institutions in the state<sup>1</sup>. It combines those comparisons with the state call report data to develop an overall estimate of the annual financial benefits provided to members.

It is important to remember that the report gives a *conservative* estimate of benefits. For example, it does not consider non-financial benefits such as access to a large ATM network, financial counseling, or auto buying services.

When interpreting the report, remember that any benefit above \$0 means credit unions are delivering financial benefits compared to the average banking institution.

Not all credit unions will deliver lofty financial benefits. Greater financial benefits tend to be found among credit unions that offer a greater variety of services and those with lower operating expense ratios (i.e., higher economies of scale). On the other hand, higher operating expense ratios tend to be associated with other non-financial benefits, such as personalized “high-touch” services.

The report measures benefits at one distinct point in time. Operational and strategic decisions – building new branches, expanding fields of membership, introducing new products – will undoubtedly be reflected in credit union pricing decisions (and estimated benefit levels).

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<sup>1</sup> The source for banking institution interest rate and fee data is Datatrac. Datatrac is the nation’s leading rate survey firm and tracks interest rates at over 15,000 institutions nationally.

# New Jersey

## *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 New Jersey credit unions provided \$112,964,634 in direct financial benefits to the state's 1,148,456 members during the twelve months ending June 2008.

**These benefits are equivalent to \$98 per member or \$187 per member household <sup>(1)</sup>.**

The per-member and per-household benefits delivered by New Jersey 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 Jersey credit unions.

Consider this:

**Financing a \$25,000 new automobile for 60 months at a New Jersey credit union will save members an average \$102 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 Jersey credit unions excel in providing member benefits on many loan and saving products. In particular, New Jersey credit unions offer lower average loan rates on the following accounts: new car loans, used car loans, personal unsecured loans, first mortgage-adjustable rate, home equity loans, credit cards loans.

New Jersey credit unions also pay members higher average dividends on the following accounts: regular savings, money market accounts, certificate accounts, IRAs.

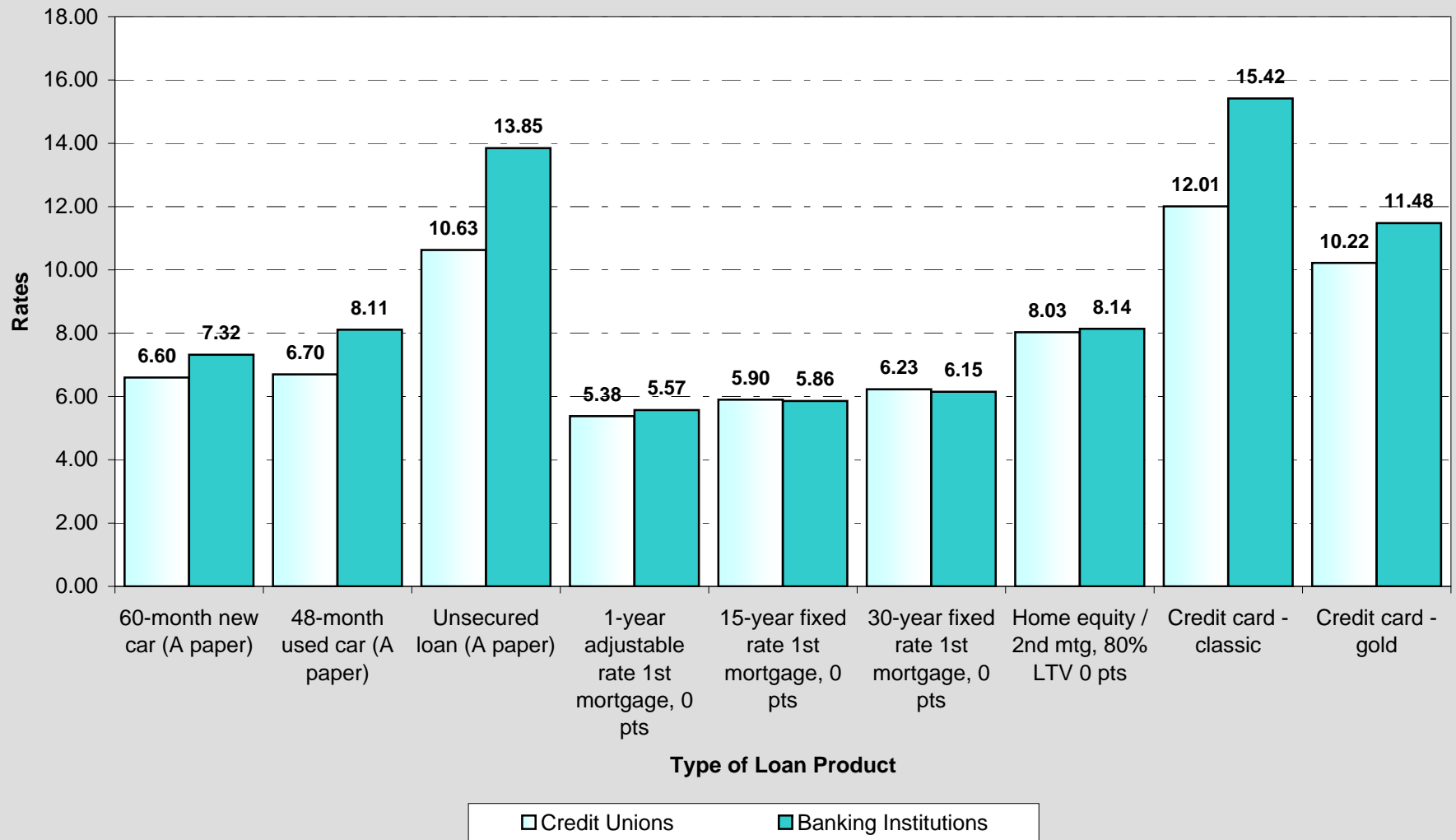


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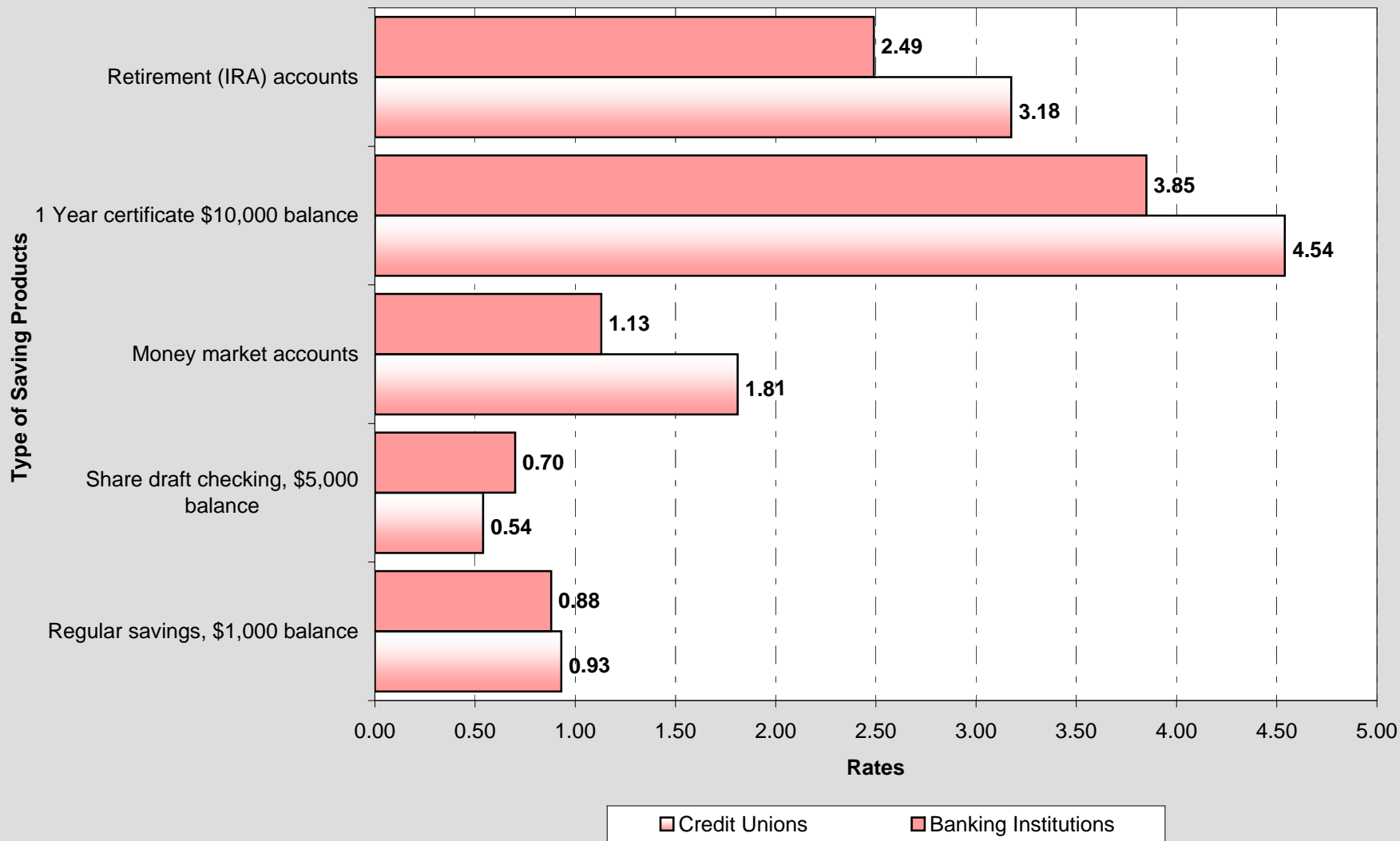
Source: Datatrac, NCUA, and CUNA.

(1) Assumes 1.9 credit union members per household.

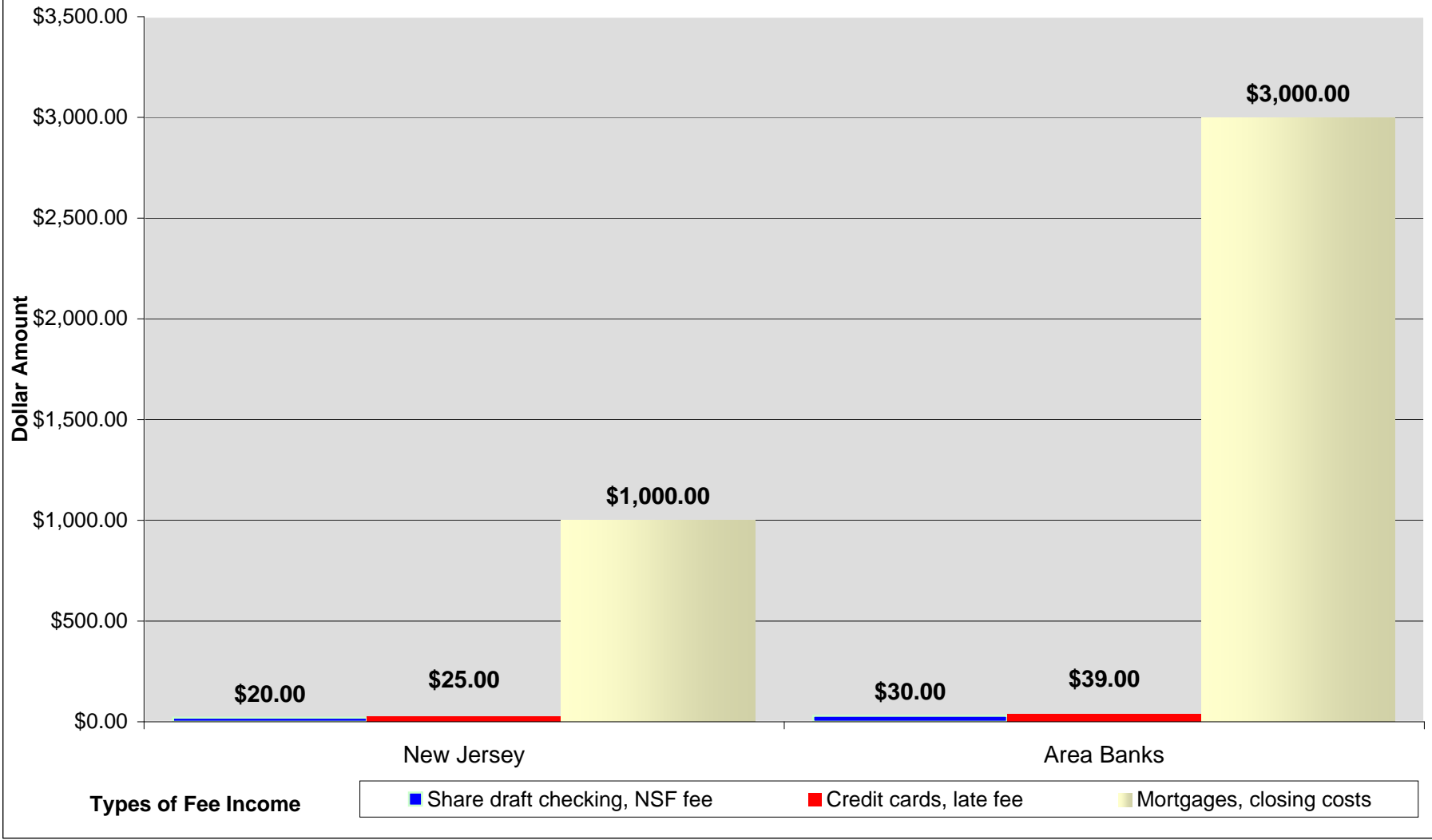
## Recent Comparative Interest Rates for Loan Products Credit Unions vs. Banking Institutions



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



## Selected Credit Union Fees compared to Banking Institutions

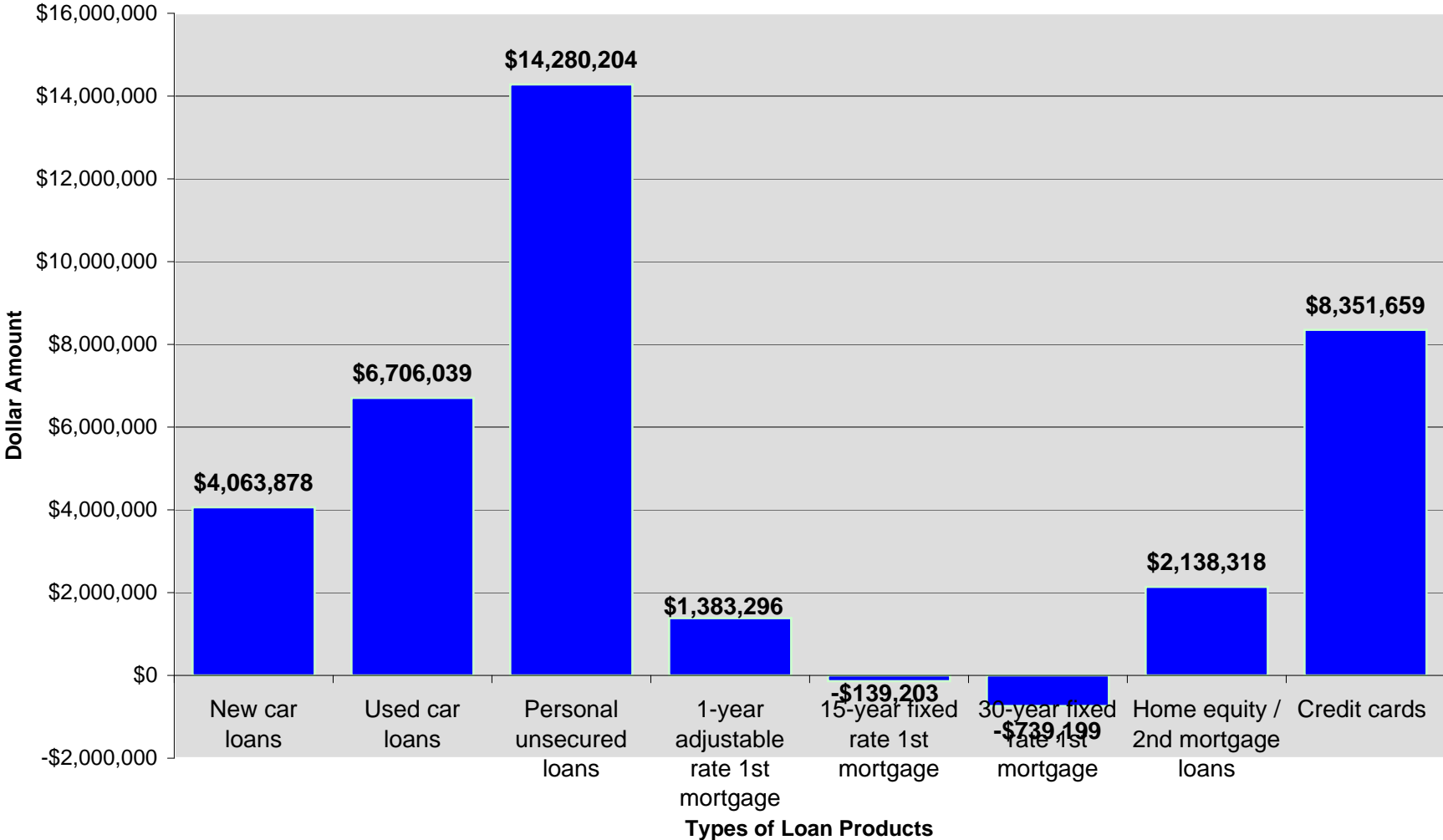


**New Jersey**  
**Credit Union and Banking Institution**  
**2007 Average Interest Rates and Fees**

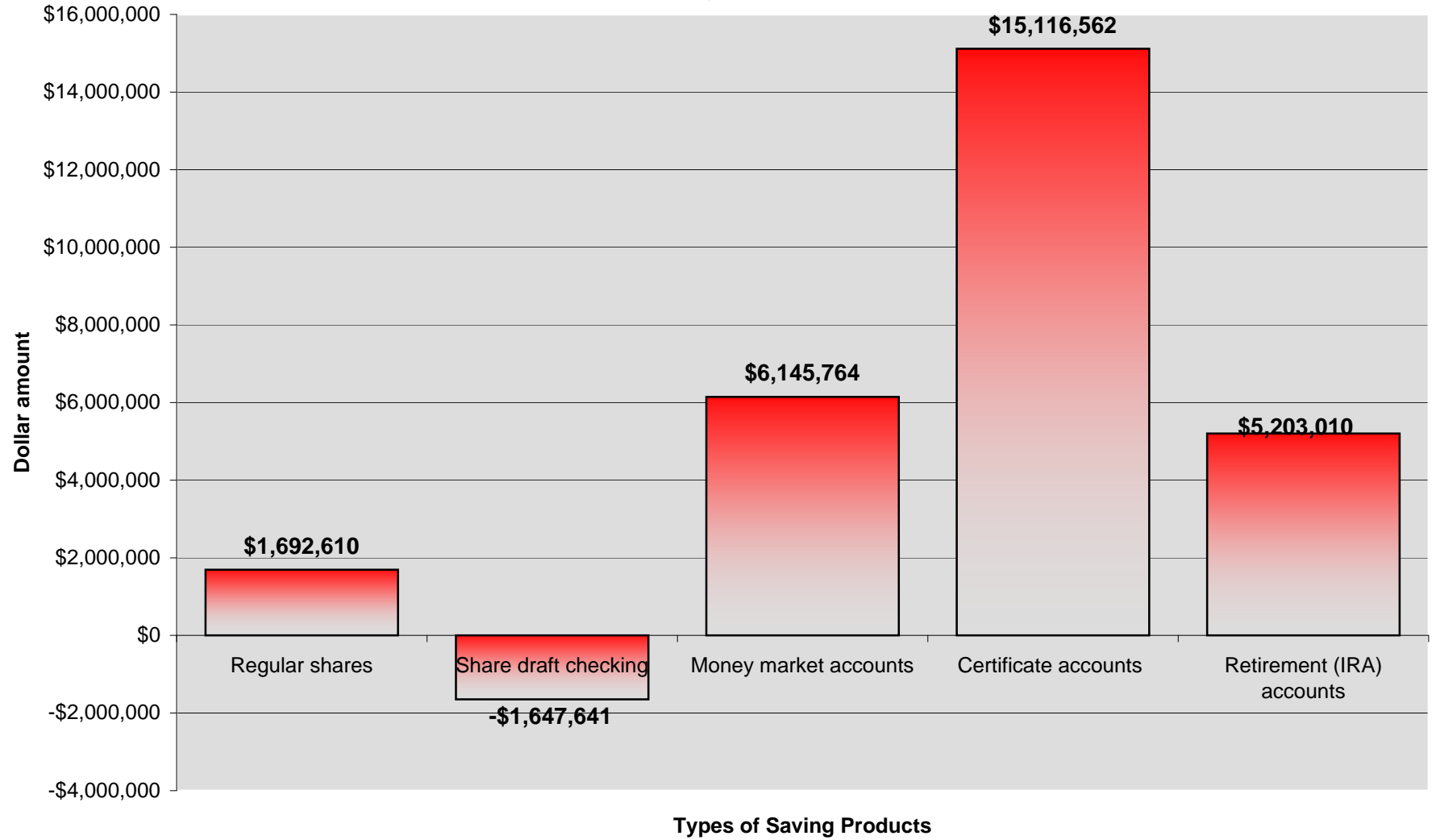
<b>Loan Products</b>	<b>Average Rate at Credit Unions (%)</b>	<b>Average Rate at Banks (%)</b>	<b>Rate Difference vs. Banks (%)</b>
60-month new car (A paper)	6.60	7.32	-0.72
48-month used car (A paper)	6.70	8.11	-1.41
Unsecured loan (A paper)	10.63	13.85	-3.22
1-year adjustable rate 1st mortgage, 0 pts	5.38	5.57	-0.19
15-year fixed rate 1st mortgage, 0 pts	5.90	5.86	0.04
30-year fixed rate 1st mortgage, 0 pts	6.23	6.15	0.08
Home equity / 2nd mtg, 80% LTV 0 pts	8.03	8.14	-0.11
Credit card - classic	12.01	15.42	-3.41
Credit card - gold	10.22	11.48	-1.26
<b>Savings Products</b>			
Regular savings, \$1,000 balance	0.93	0.88	0.05
Share draft checking, \$5,000 balance	0.54	0.70	-0.16
Money market accounts	1.81	1.13	0.68
1 Year certificate \$10,000 balance	4.54	3.85	0.69
Retirement (IRA) accounts	3.18	2.49	0.69
<b>Fee Income</b>			
Share draft checking, NSF fee	\$20.00	\$30.00	-\$10.00
Credit cards, late fee	\$25.00	\$39.00	-\$14.00
Mortgages, closing costs	\$1,000.00	\$3,000.00	-\$2,000.00

Source: Datatrac

### Estimated Credit Union Loan Rate Benefits vs. Banking Institutions



### Estimated Credit Union Savings Dividend Benefits vs. Banking Institutions



## Estimated New Jersey Credit Unions Financial Benefits Mid-Year 2008

<u>Loans</u>	Avg. Balance at Credit Unions (1)	Rate Difference vs. New Jersey Banks (%) (2)	Total Financial Benefit to Your Members
New car loans	564,427,552	-0.72	\$4,063,878
Used car loans	475,605,579	-1.41	\$6,706,039
Personal unsecured loans	443,484,589	-3.22	\$14,280,204
1-year adjustable rate 1st mortgage	728,050,404	-0.19	\$1,383,296
15-year fixed rate 1st mortgage	348,008,329	0.04	-\$139,203
30-year fixed rate 1st mortgage	923,998,292	0.08	-\$739,199
Home equity / 2nd mortgage loans	1,943,925,625	-0.11	\$2,138,318
Credit cards	290,745,294	-3.41	\$8,351,659
Interest rebates in period			\$15,435
<b>Total CU member benefits arising from lower interest rates on loan products:</b>			<b>\$36,060,426</b>
<u>Savings</u>			
Regular shares	3,385,219,929	0.05	\$1,692,610
Share draft checking	1,029,775,531	-0.16	-\$1,647,641
Money market accounts	903,788,834	0.68	\$6,145,764
Certificate accounts	2,190,806,135	0.69	\$15,116,562
Retirement (IRA) accounts	759,563,521	0.69	\$5,203,010
Bonus dividends in period			\$0
<b>Total CU member benefit arising from higher interest rates on saving products:</b>			<b>\$26,510,306</b>
<u>Fee Income</u>			
<b>Total CU member benefit arising from fewer/lower fees:</b>			<b>\$50,393,902</b>
<b>Total CU member benefit arising from interest rates on loan and savings products and lower fees:</b>			<b>\$112,964,634</b>
<b>Total CU member benefit / member:</b>			<b>\$98</b>
<b>Total CU member benefit / member household:</b>			<b>\$187</b>

Source: Datatrac, NCUA, and CUNA

(1) Average balance as of mid-year 2008 and mid-year 2008, according to the NCUA call report.; (2) Source for rates and fees: Datatrac;

**New Jersey  
Performance Profile**

<b>Demographic Information</b>	<b>Jun-08</b>	<b>Jun-07</b>
Number of branches	428	417
Total assets (\$ mil)	10,221	9,690
Total loans (\$ mil)	6,077	5,787
Total surplus funds (\$ mil)	3,798	3,597
Total savings (\$ mil)	8,675	8,361
Total members (thousands)	1,142	1,166
<b>Growth Rates</b>		
Total assets	13.3 %	4.6 %
Total loans	4.0 %	0.5 %
Total surplus funds	29.0 %	11.6 %
Total savings	13.0 %	5.0 %
Total members	0.2 %	-3.8 %
<b>Earnings - Basis Pts.</b>		
Yield on total assets	542	567
- Dividend/interest cost of assets	228	232
+ Fee & other income	109	102
- Operating expense	356	352
- Loss Provisions	28	30
= Net Income (ROA)	40	54
<b>Capital adequacy</b>		
Net worth / assets	11.8	12.1
<b>Asset quality</b>		
Delinquencies / loans	1.2	0.9
Net chargeoffs / average loans	0.4	0.4
Total borrower-bankruptcies	4	2
Bankruptcies per 1000 members	0.7	0.5
<b>Asset/Liability Management</b>		
Loans / savings	70.1	69.2
Loans / assets	59.5	59.7
Long-term assets / assets	36.5	32.6
Core deposits/shares & borrowings	50.6	53.2
<b>Productivity</b>		
Members/potential members	7.8	8.2
Borrowers/members	37.3	36.4
Members/FTE	403	414
Average shares/members (\$)	7,598	7,171
Average loan balances (\$)	14,289	13,628
Salary & Benefits/FTE	62,986	59,283