

CUNA Florida
**MEMBERSHIP BENEFITS
REPORT**



Florida

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 Florida credit unions provided \$635,867,355 in direct financial benefits to the state's 6,079,316 members during the twelve months ending June 2020.

These benefits are equivalent to \$105 per member or \$220 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 Florida 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 Florida credit unions.

Consider this:

Financing a \$25,000 new automobile for 60 months at a Florida credit union will save members an average \$222 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.

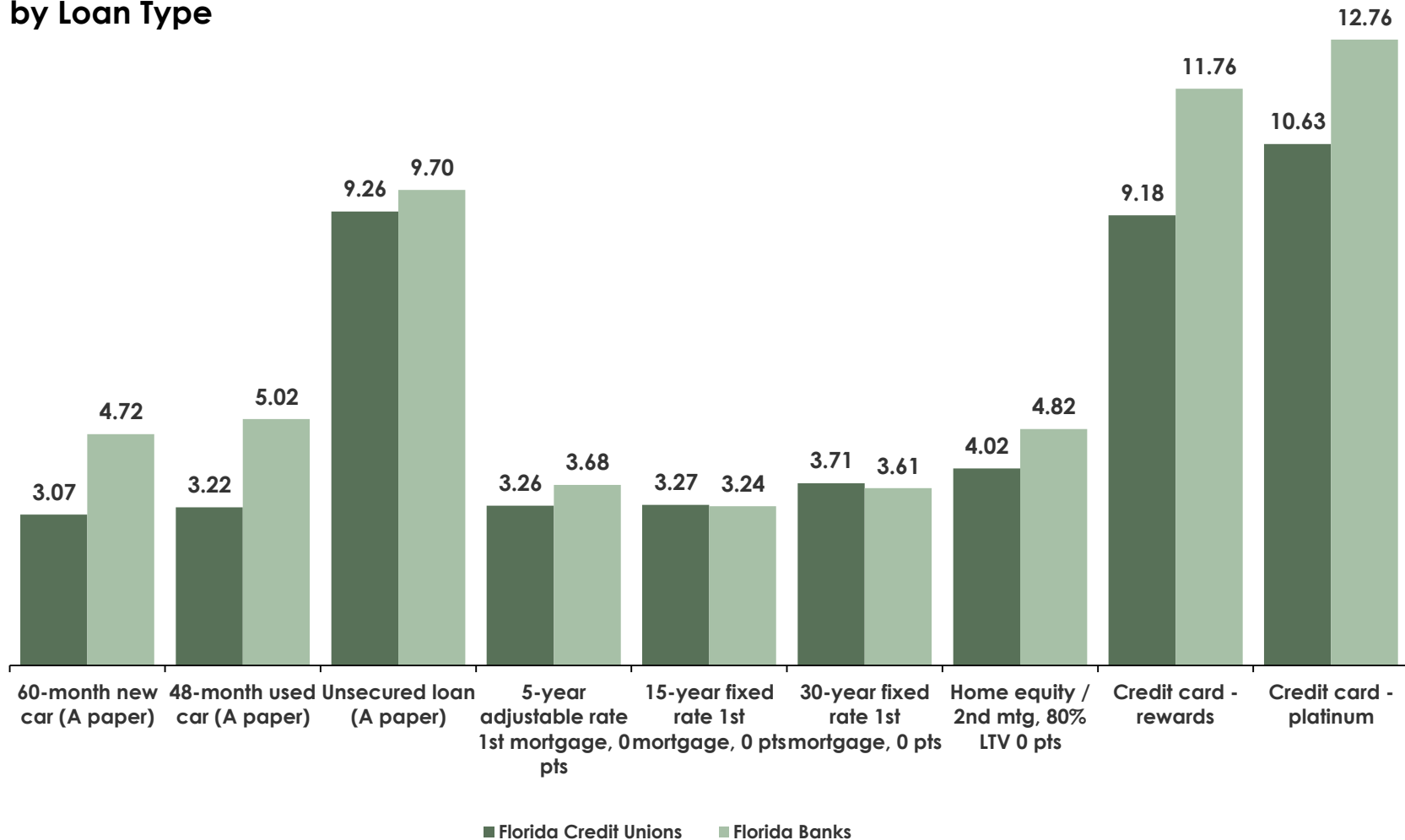
Florida credit unions excel in providing member benefits on many loan and savings products. In particular, Florida credit unions offer lower average loan rates on the following accounts: new car loans, used car loans, personal unsecured loans, first mortgage-adjustable rate, home equity loans, credit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

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



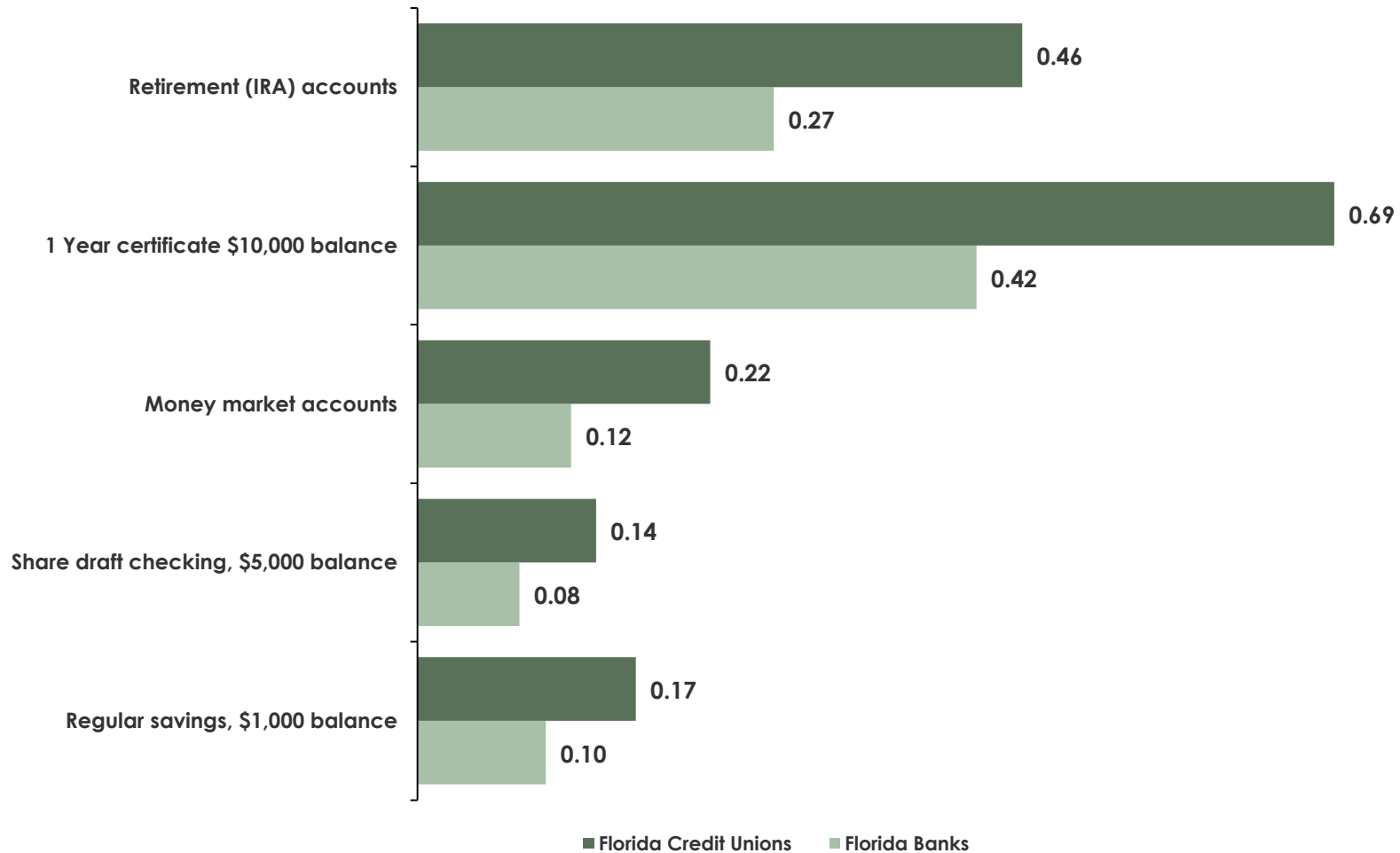
Loan Product Comparative Interest Rates (%)

by Loan Type



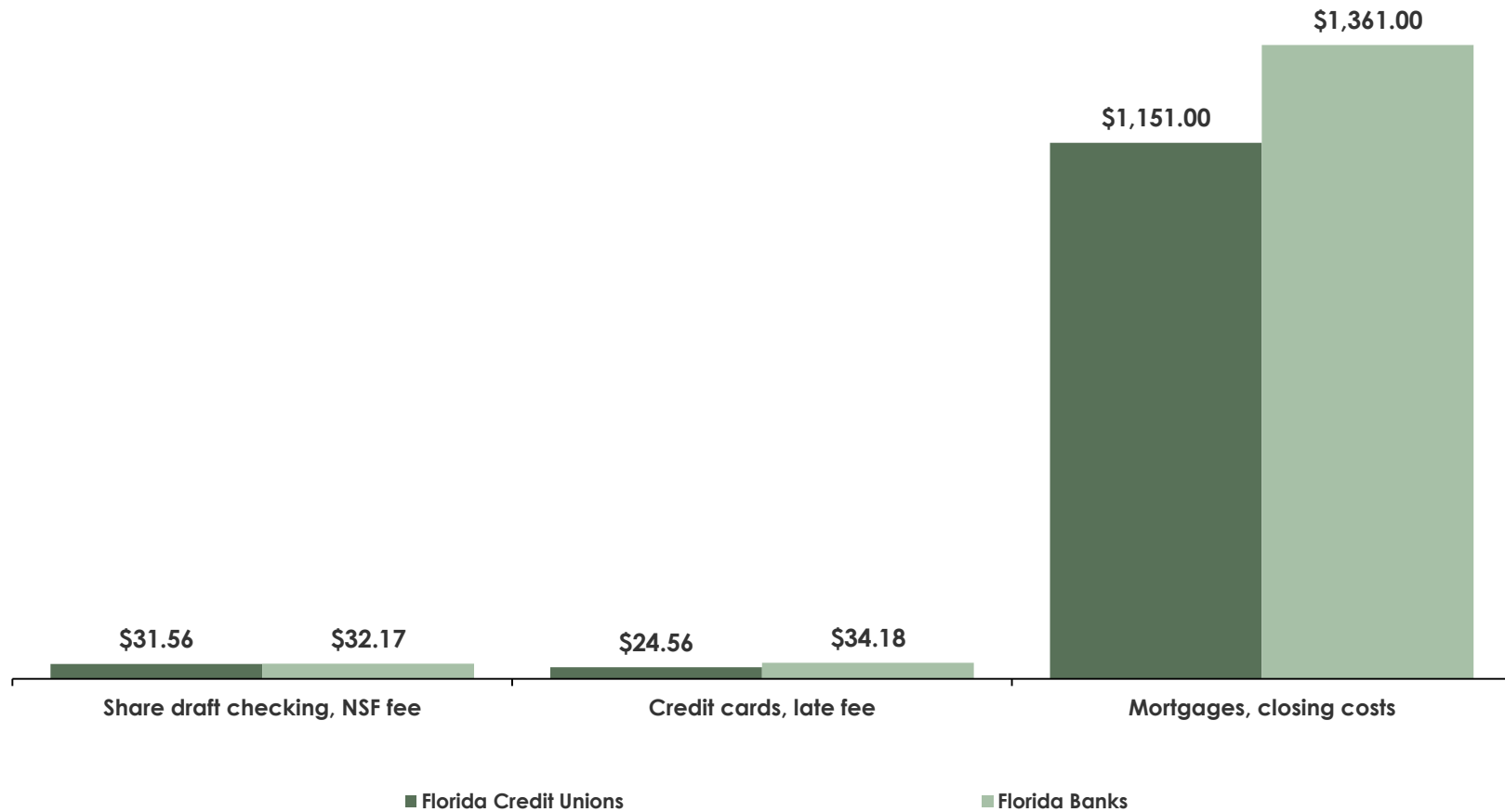
Savings Product Comparative Interest Rates (%)

by Savings Account Type



Comparative Fees

by Type



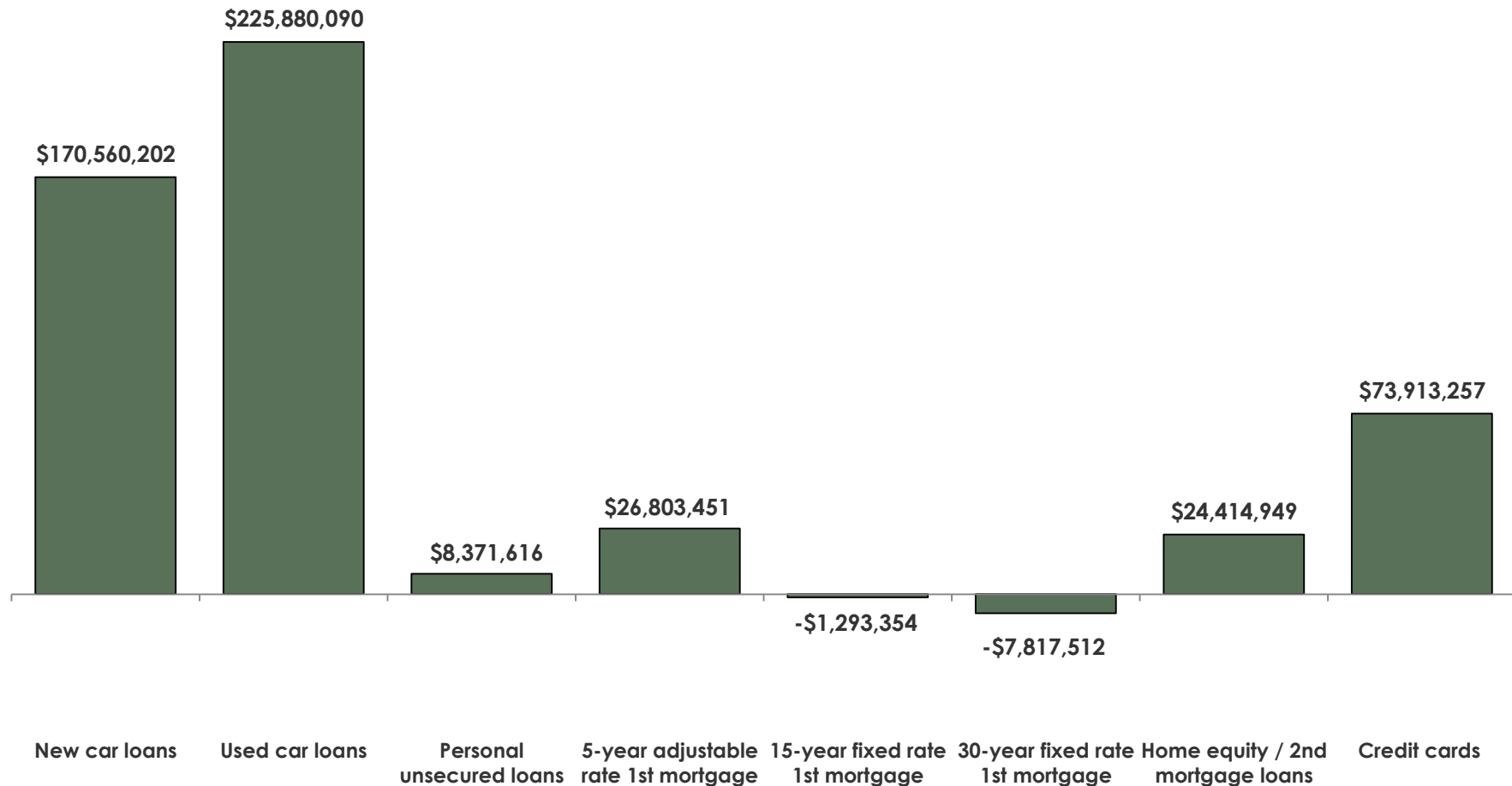
Florida Credit Union and Banking Institution June 2020 Average Interest Rates and Fees

Loan Products	Average Rate at Credit Unions (%)	Average Rate at Banks (%)	Rate Difference vs. Banks (%)
60-month new car (A paper)	3.07	4.72	-1.64
48-month used car (A paper)	3.22	5.02	-1.80
Unsecured loan (A paper)	9.26	9.70	-0.44
5-year adjustable rate 1st mortgage, 0 pts	3.26	3.68	-0.42
15-year fixed rate 1st mortgage, 0 pts	3.27	3.24	0.03
30-year fixed rate 1st mortgage, 0 pts	3.71	3.61	0.10
Home equity / 2nd mtg, 80% LTV 0 pts	4.02	4.82	-0.81
Credit card - rewards	9.18	11.76	-2.58
Credit card - platinum	10.63	12.76	-2.13
Savings Products			
Regular savings, \$1,000 balance	0.17	0.10	0.07
Share draft checking, \$5,000 balance	0.14	0.08	0.06
Money market accounts	0.22	0.12	0.11
1 Year certificate \$10,000 balance	0.69	0.42	0.27
Retirement (IRA) accounts	0.46	0.27	0.19
Fee Income			
Share draft checking, NSF fee	\$31.56	\$32.17	-\$0.61
Credit cards, late fee	\$24.56	\$34.18	-\$9.62
Mortgages, closing costs	\$1,151.00	\$1,361.00	-\$210.00

Source: Datatrac

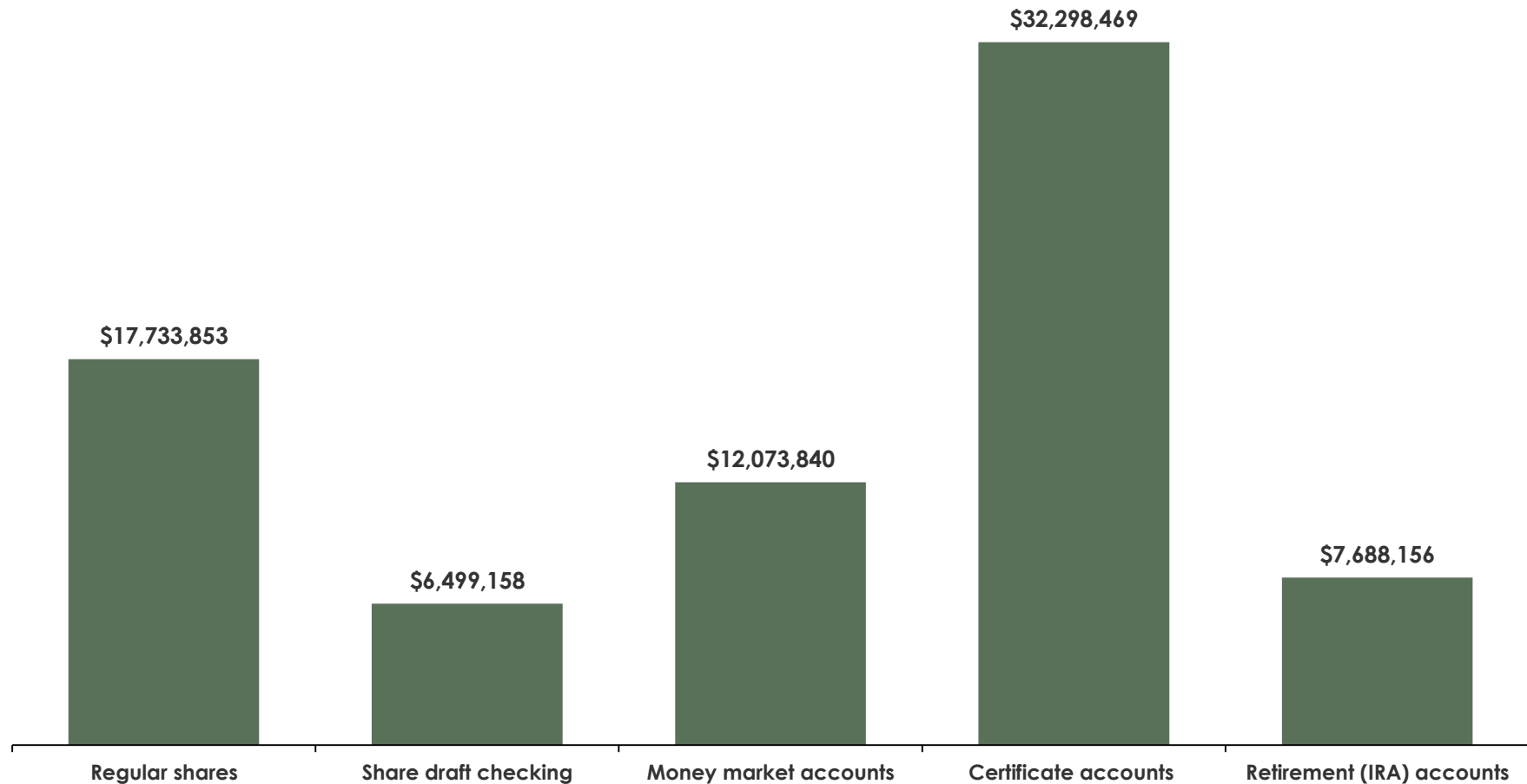
Estimated Credit Union Loan Benefits

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 Florida Credit Unions June 2020

Loans	Avg. Balance at Credit Unions (1)	Rate Difference vs. Florida Banks (%) (2)	Total Financial Benefit to Your Members
New car loans	10,393,674,720	-1.64	\$170,560,202
Used car loans	12,555,869,367	-1.80	\$225,880,090
Personal unsecured loans	1,898,325,651	-0.44	\$8,371,616
5-year adjustable rate 1st mortgage	6,336,513,273	-0.42	\$26,803,451
15-year fixed rate 1st mortgage	4,619,120,998	0.03	-\$1,293,354
30-year fixed rate 1st mortgage	7,817,512,145	0.10	-\$7,817,512
Home equity / 2nd mortgage loans	3,029,149,999	-0.81	\$24,414,949
Credit cards	2,997,901,299	-2.58	\$73,913,257
Interest rebates			\$2,284
Total CU member benefits arising from lower interest rates on loan products:			\$520,834,983
Savings			
Regular shares	26,079,195,134	0.07	\$17,733,853
Share draft checking	11,205,444,237	0.06	\$6,499,158
Money market accounts	11,498,895,043	0.11	\$12,073,840
Certificate accounts	11,962,396,077	0.27	\$32,298,469
Retirement (IRA) accounts	4,100,350,127	0.19	\$7,688,156
Bonus dividends in period			\$0
Total CU member benefit arising from higher interest rates on savings products:			\$76,293,476
Fee Income			
Total CU member benefit arising from fewer / lower fees:			\$38,738,896
Total CU member benefit arising from interest rates on loans, savings products and lower fees:			\$635,867,355
Total CU member benefit / member:			\$105
Total CU member benefit / member household:			\$220

Source: Datatrac, NCUA, and CUNA

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

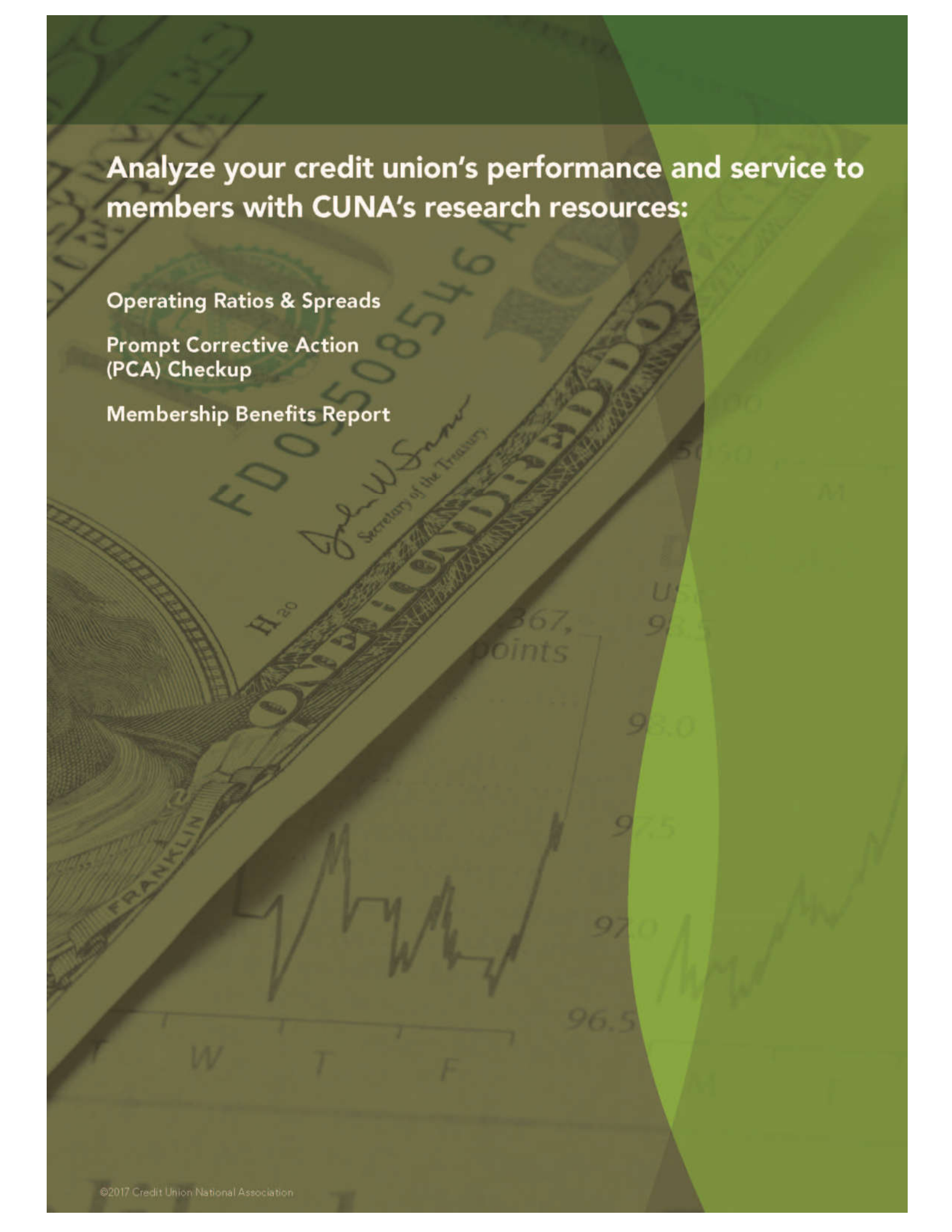
Membership Benefits Report

CUNA Economics and Statistics

Florida Credit Union Performance Profile

Demographic Information	Jun 20	Jun 19
Number of branches	1,019	978
Total assets (\$ mil)	82,452	71,335
Total loans (\$ mil)	55,204	49,009
Total surplus funds (\$ mil)	23,416	18,985
Total savings (\$ mil)	72,193	60,611
Total members (thousands)	6,207	5,961
Growth Rates (Trailing 12 months) *		
Total assets	15.8 %	9.1 %
Total loans	12.8 %	9.4 %
Total surplus funds	23.5 %	8.4 %
Total savings	19.3 %	8.9 %
Total members	4.3 %	4.3 %
Earnings - Basis Pts. *		
Yield on total assets	350	379
Dividend / interest cost of assets	68	71
Fee & other income	147	171
Operating expense	318	334
Loss Provisions	56	38
Net Income (ROA) after stabilization exp	54	107
Capital Adequacy		
Net worth / assets	10.0	10.9
Asset Quality *		
Delinquencies / loans	0.4	0.4
Net chargeoffs / average loans	0.5	0.5
Total borrower-bankruptcies	34	36
Bankruptcies per 1000 members	0.7	0.8
Asset/Liability Management		
Loans / savings	76.5	80.9
Loans / assets	67.0	68.7
Long-term assets / assets	30.1	27.5
Core deposits/shares & borrowings	57.0	54.9
Productivity		
Members / potential members	2.3	2.3
Borrowers / members	57.5	57.7
Members / FTE	378	377
Average shares / members (\$)	11,630	10,169
Average loan balances (\$)	15,464	14,254
Salary & Benefits / FTE	79,021	73,483

* 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