

CUNA Delaware  
**MEMBERSHIP BENEFITS  
REPORT**



## Delaware

### *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 Delaware credit unions provided \$21,489,948 in direct financial benefits to the state's 255,691 members during the twelve months ending March 2023.

**These benefits are equivalent to \$84 per member or \$176 per member household <sup>(1)</sup>.**

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 Delaware 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 Delaware credit unions.

Consider this:

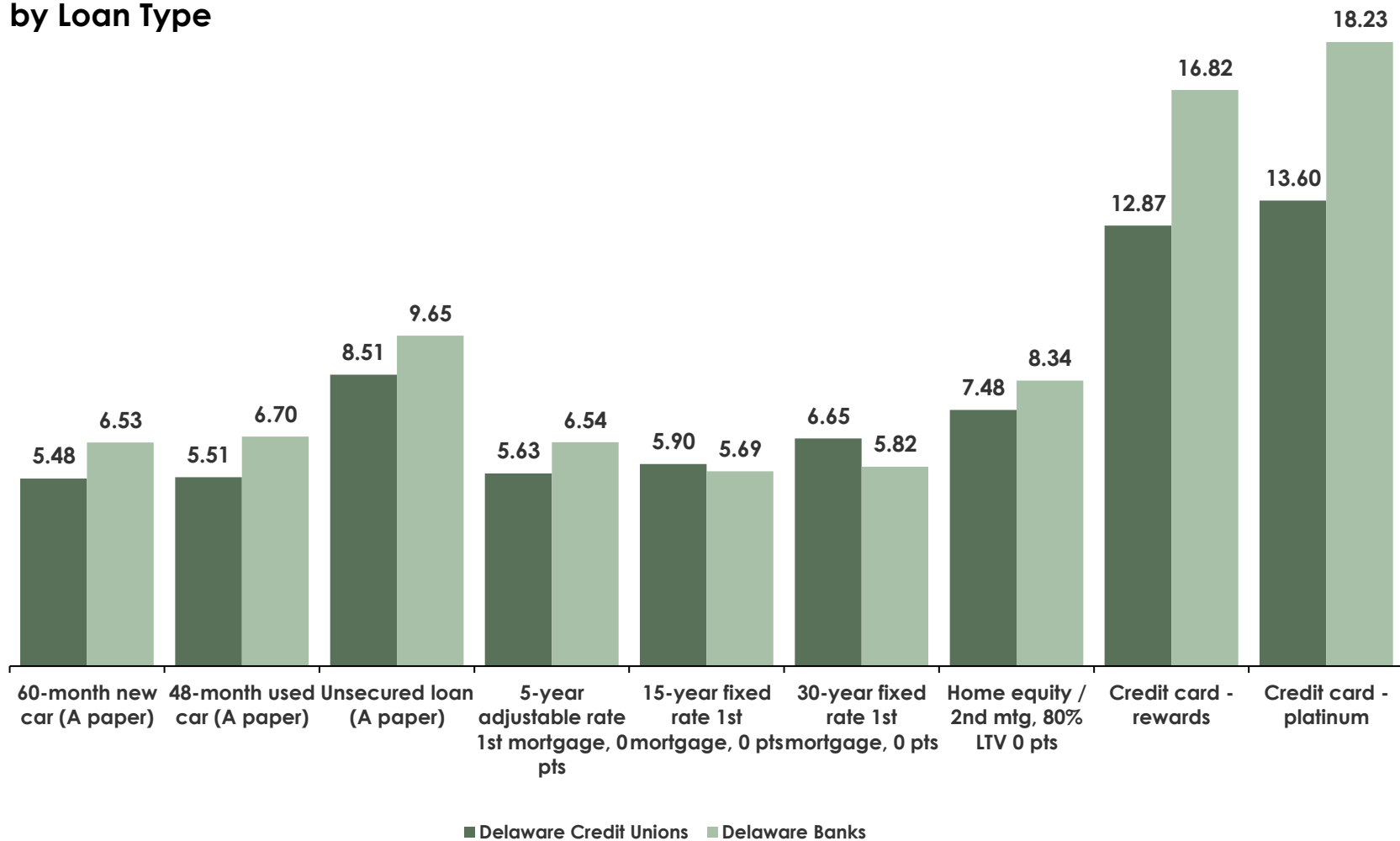
**Financing a \$25,000 new automobile for 60 months at a Delaware credit union will save members an average \$147 per year in interest expense compared to what they would pay at a banking institution in the state.**

Further, loyal members - those who use the credit union extensively - often receive total financial benefits that are much greater than the average.

Delaware credit unions excel in providing member benefits on many loan and savings products. In particular, Delaware 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.

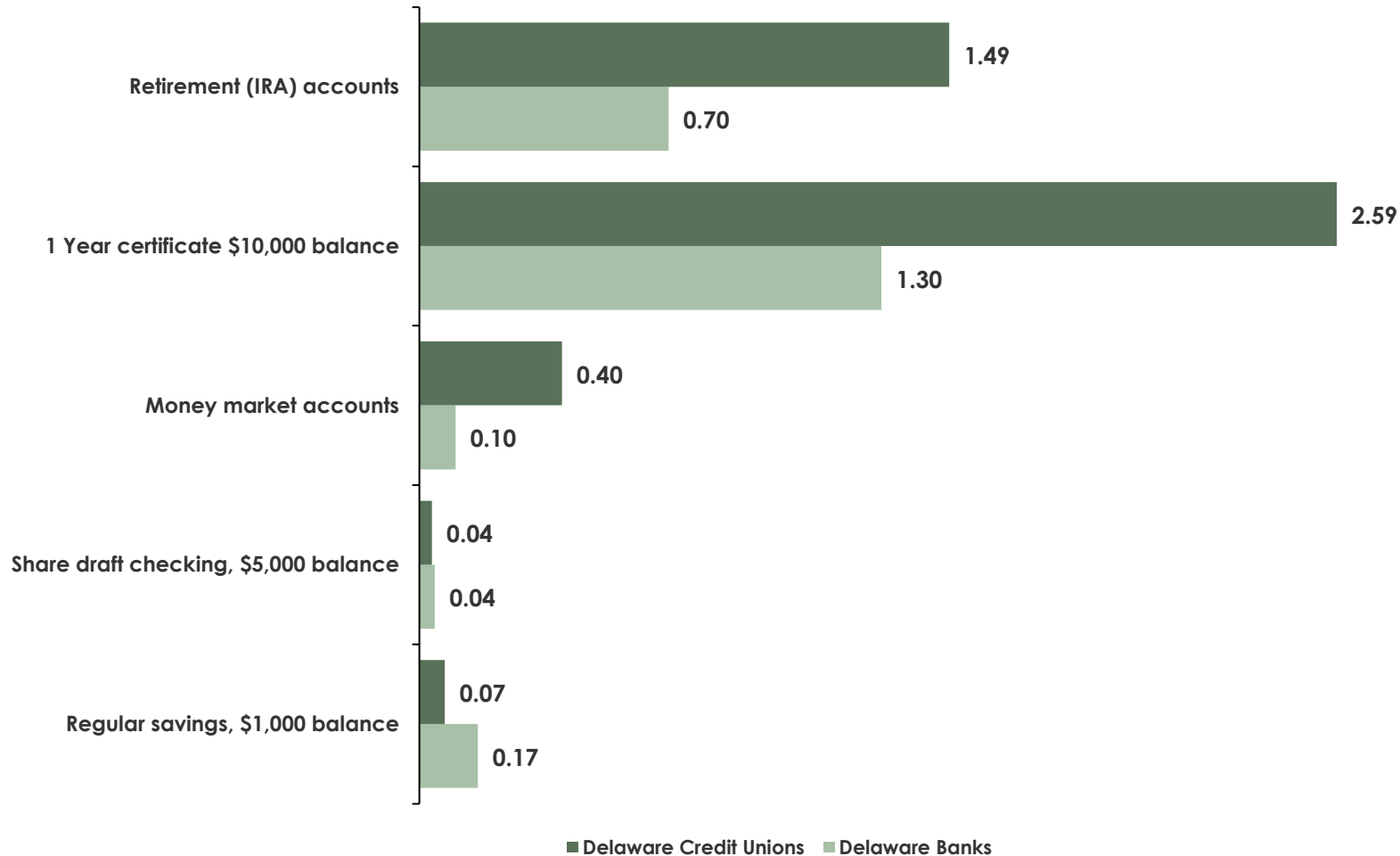
## Loan Product Comparative Interest Rates (%)

by Loan Type



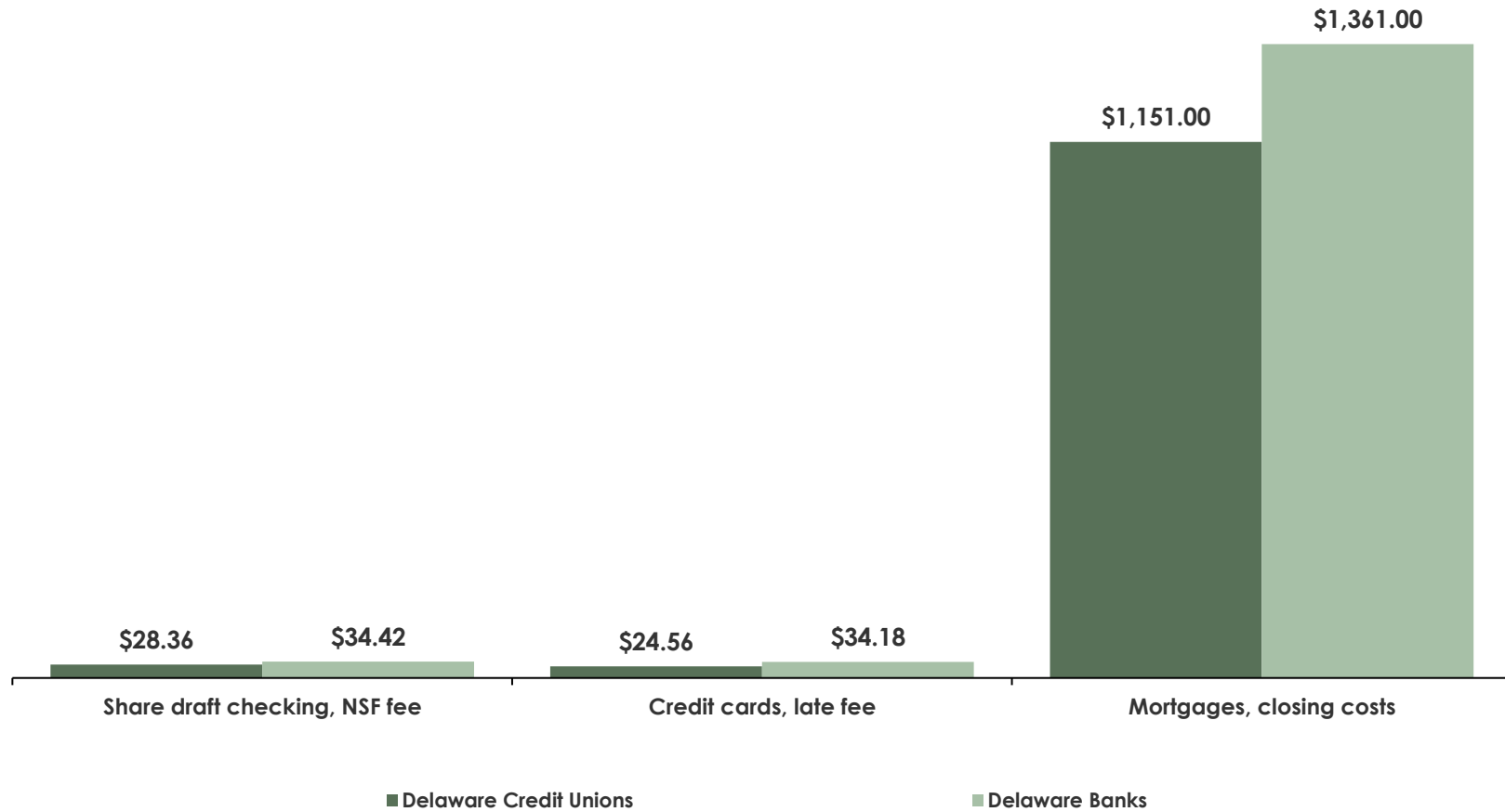
## Savings Product Comparative Interest Rates (%)

### by Savings Account Type



## Comparative Fees

by Type



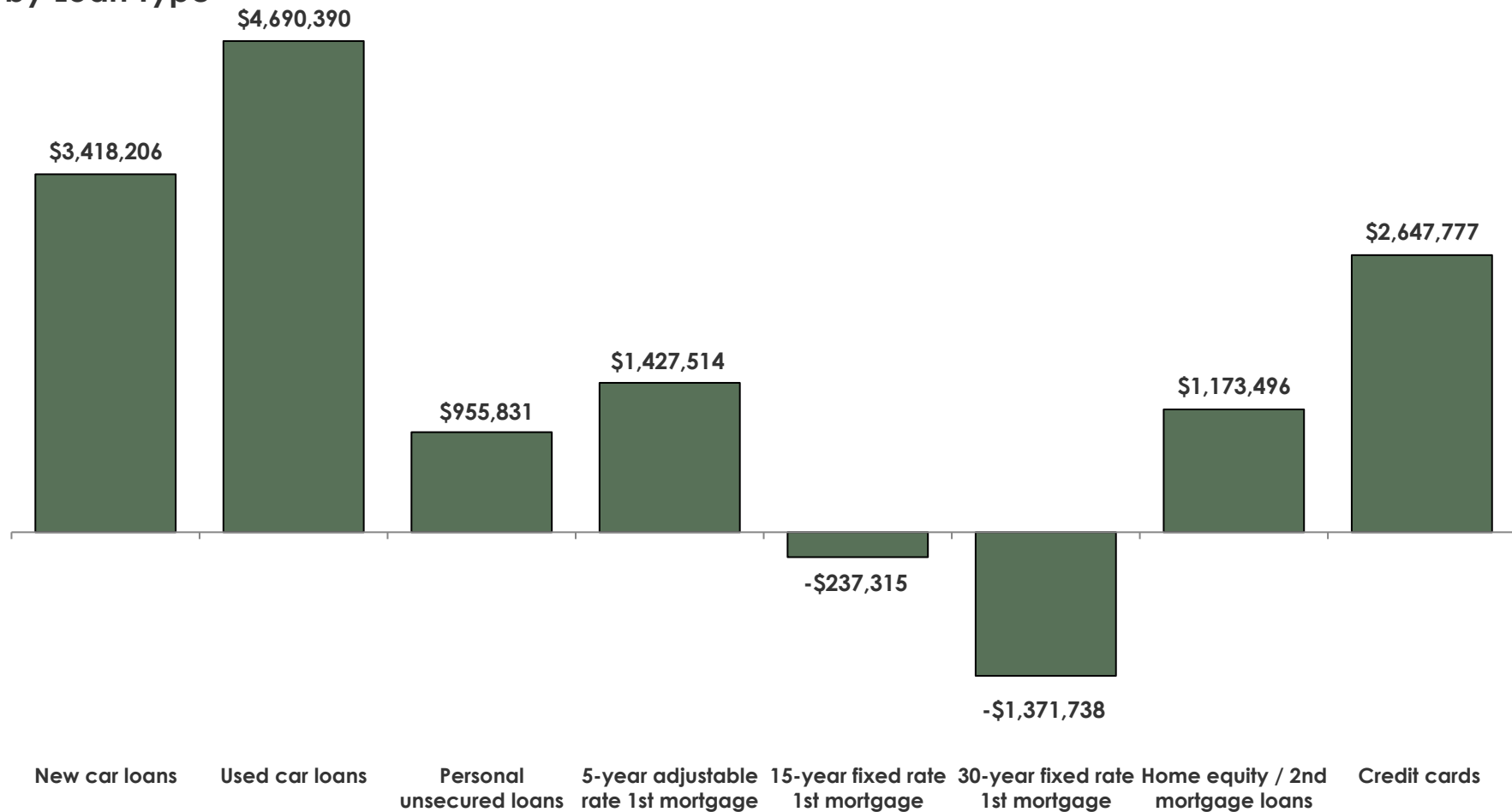
## Delaware Credit Union and Banking Institution March 2023 Average Interest Rates and Fees

Loan Products	Average Rate at Credit Unions (%)	Average Rate at Banks (%)	Rate Difference vs. Banks (%)
60-month new car (A paper)	5.48	6.53	-1.05
48-month used car (A paper)	5.51	6.70	-1.19
Unsecured loan (A paper)	8.51	9.65	-1.15
5-year adjustable rate 1st mortgage, 0 pts	5.63	6.54	-0.91
15-year fixed rate 1st mortgage, 0 pts	5.90	5.69	0.21
30-year fixed rate 1st mortgage, 0 pts	6.65	5.82	0.83
Home equity / 2nd mtg, 80% LTV 0 pts	7.48	8.34	-0.86
Credit card - rewards	12.87	16.82	-3.96
Credit card - platinum	13.60	18.23	-4.63
Savings Products			
Regular savings, \$1,000 balance	0.07	0.17	-0.09
Share draft checking, \$5,000 balance	0.04	0.04	-0.01
Money market accounts	0.40	0.10	0.30
1 Year certificate \$10,000 balance	2.59	1.30	1.28
Retirement (IRA) accounts	1.49	0.70	0.79
Fee Income			
Share draft checking, NSF fee	\$28.36	\$34.42	-\$6.06
Credit cards, late fee	\$24.56	\$34.18	-\$9.62
Mortgages, closing costs	\$1,151.00	\$1,361.00	-\$210.00

Source: Datatrac

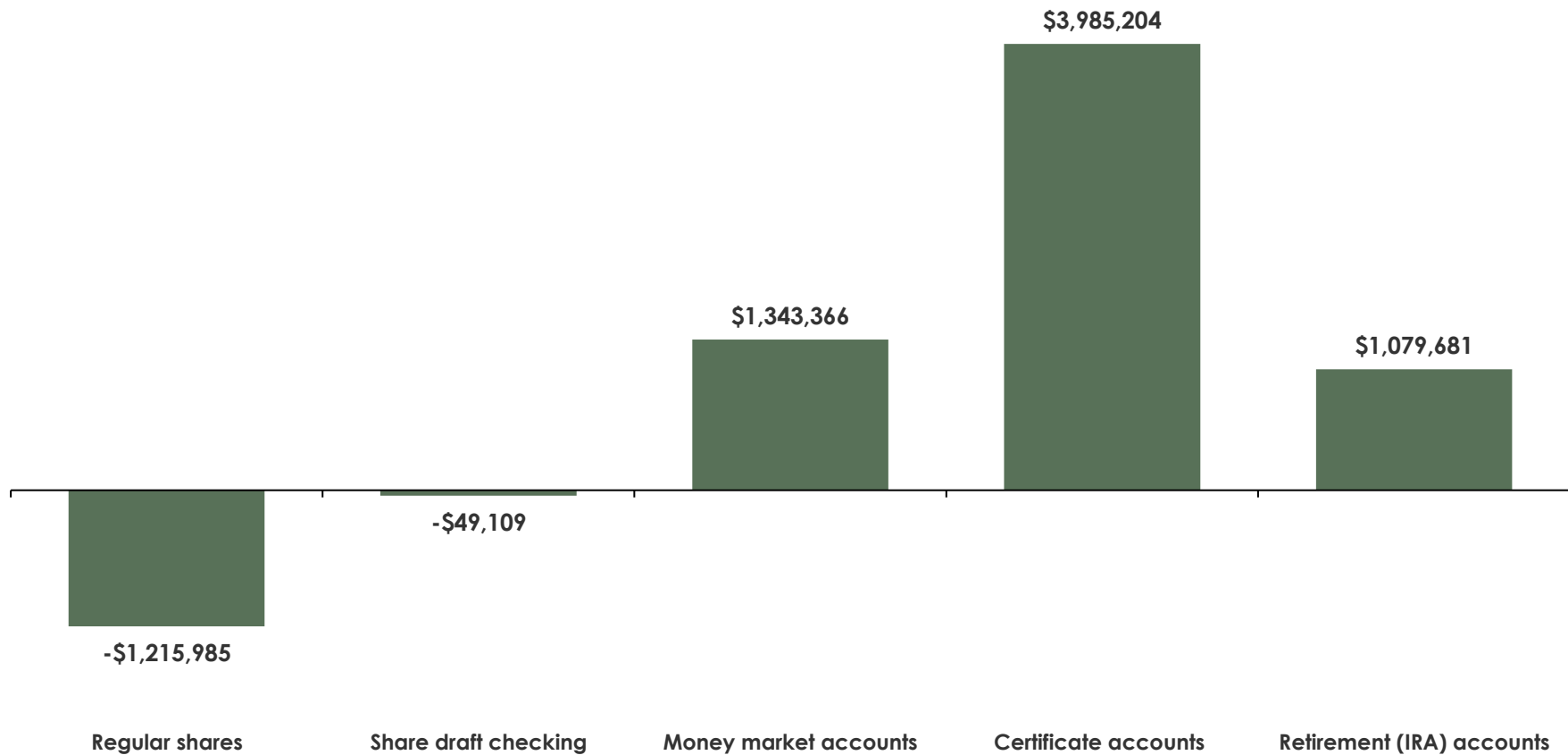
## Estimated Credit Union Loan Benefits

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 Delaware Credit Unions March 2023

<b>Loans</b>	<b>Avg. Balance at Credit Unions (1)</b>	<b>Rate Difference vs. Delaware Banks (%) (2)</b>	<b>Total Financial Benefit to Your Members</b>
New car loans	324,924,507	-1.05	\$3,418,206
Used car loans	393,819,453	-1.19	\$4,690,390
Personal unsecured loans	83,478,698	-1.15	\$955,831
5-year adjustable rate 1st mortgage	157,388,586	-0.91	\$1,427,514
15-year fixed rate 1st mortgage	111,415,655	0.21	-\$237,315
30-year fixed rate 1st mortgage	165,668,814	0.83	-\$1,371,738
Home equity / 2nd mortgage loans	137,090,667	-0.86	\$1,173,496
Credit cards	64,165,208	-3.96	\$2,647,777
Interest rebates			\$0
<b>Total CU member benefits arising from lower interest rates on loan products:</b>			<b>\$12,704,161</b>
<b>Savings</b>			
Regular shares	1,307,510,655	-0.09	-\$1,215,985
Share draft checking	613,867,846	-0.01	-\$49,109
Money market accounts	449,286,196	0.30	\$1,343,366
Certificate accounts	310,616,064	1.28	\$3,985,204
Retirement (IRA) accounts	136,495,673	0.79	\$1,079,681
Bonus dividends in period			\$0
<b>Total CU member benefit arising from higher interest rates on savings products:</b>			<b>\$5,143,156</b>
<b>Fee Income</b>			
<b>Total CU member benefit arising from fewer / lower fees:</b>			<b>\$3,642,631</b>
<b>Total CU member benefit arising from interest rates on loans, savings products and lower fees:</b>			<b>\$21,489,948</b>
<b>Total CU member benefit / member:</b>			<b>\$84</b>
<b>Total CU member benefit / member household:</b>			<b>\$176</b>

Source: Datatrac, NCUA, and CUNA

(1) Average balance as of March 2023 and March 2022, according to the NCUA call report.; (2) Source for rates: Datatrac;

## Delaware Credit Union Performance Profile

Demographic Information	Mar 23	Mar 22
Number of branches	66	65
Total assets (\$ mil)	3,064	3,136
Total loans (\$ mil)	1,730	1,498
Total surplus funds (\$ mil)	1,185	1,467
Total savings (\$ mil)	2,804	2,875
Total members (thousands)	258	253
Growth Rates (Trailing 12 months) *		
Total assets	-2.3 %	5.1 %
Total loans	15.4 %	3.4 %
Total surplus funds	-19.2 %	5.8 %
Total savings	-2.5 %	6.5 %
Total members	2.0 %	-0.5 %
Earnings - Basis Pts. *		
Yield on total assets	354	258
Dividend / interest cost of assets	55	24
Fee & other income	128	136
Operating expense	339	318
Loss Provisions	25	3
Net Income (ROA) after stabilization exp	64	50
Capital Adequacy		
Net worth / assets	10.1	9.3
Asset Quality *		
Delinquencies / loans	0.5	0.5
Net chargeoffs / average loans	0.4	0.2
Asset/Liability Management		
Loans / savings	61.7	52.1
Loans / assets	56.5	47.8
Long-term assets / assets	42.5	37.4
Core deposits/shares & borrowings	67.5	67.8
Productivity		
Members / potential members	4.0	5.4
Borrowers / members	42.4	43.8
Members / FTE	462	454
Average shares / members (\$)	10,859	11,356
Average loan balances (\$)	15,799	13,514
Salary & Benefits / FTE	81,750	74,135

\* 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