



Member Benefits Analysis

Conducted by Credit Union National Association

Economics and Statistics Department

Sources: DataTrac, NCUA. . For the twelve months end September 30, 2012

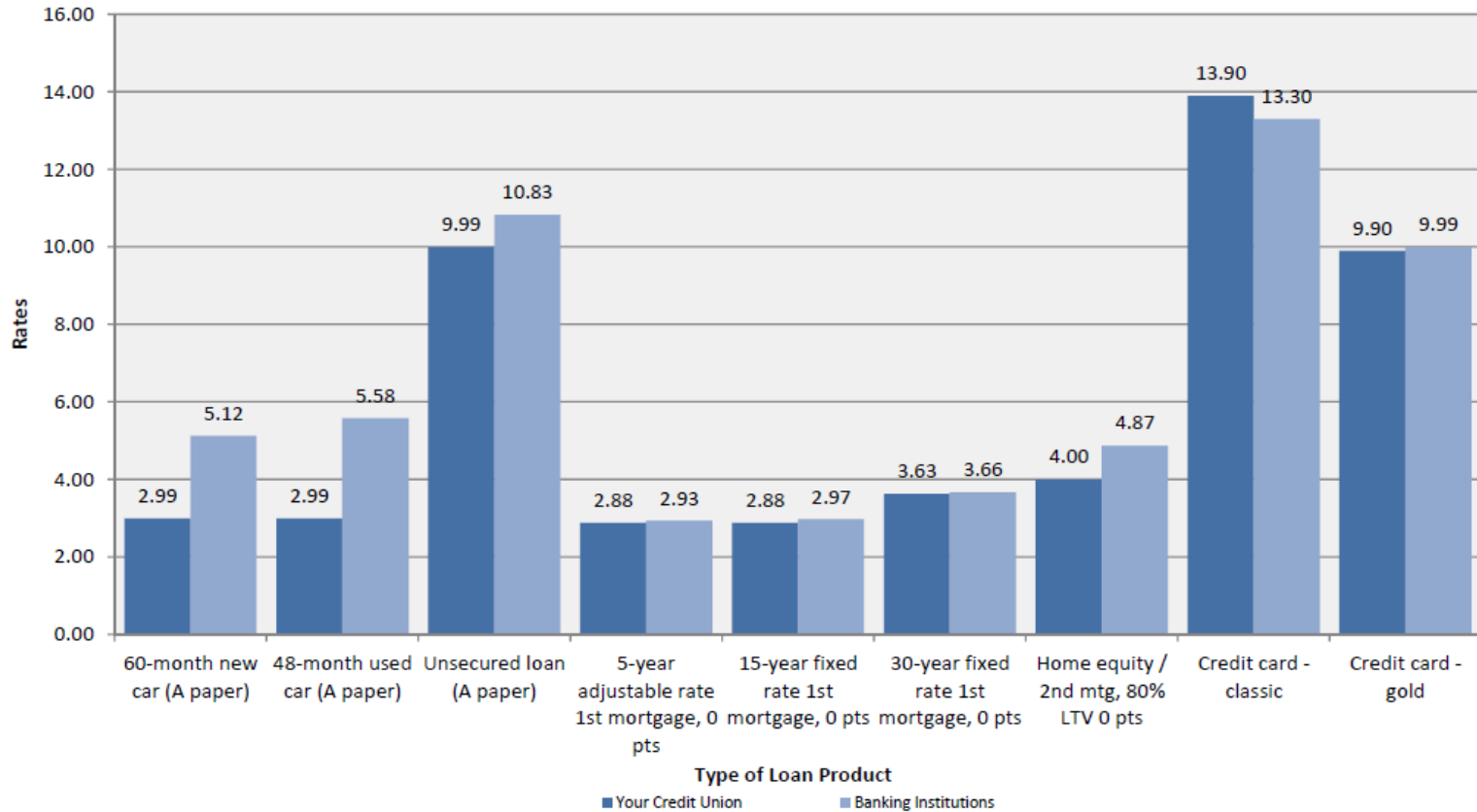


Superior Financial Value for Members

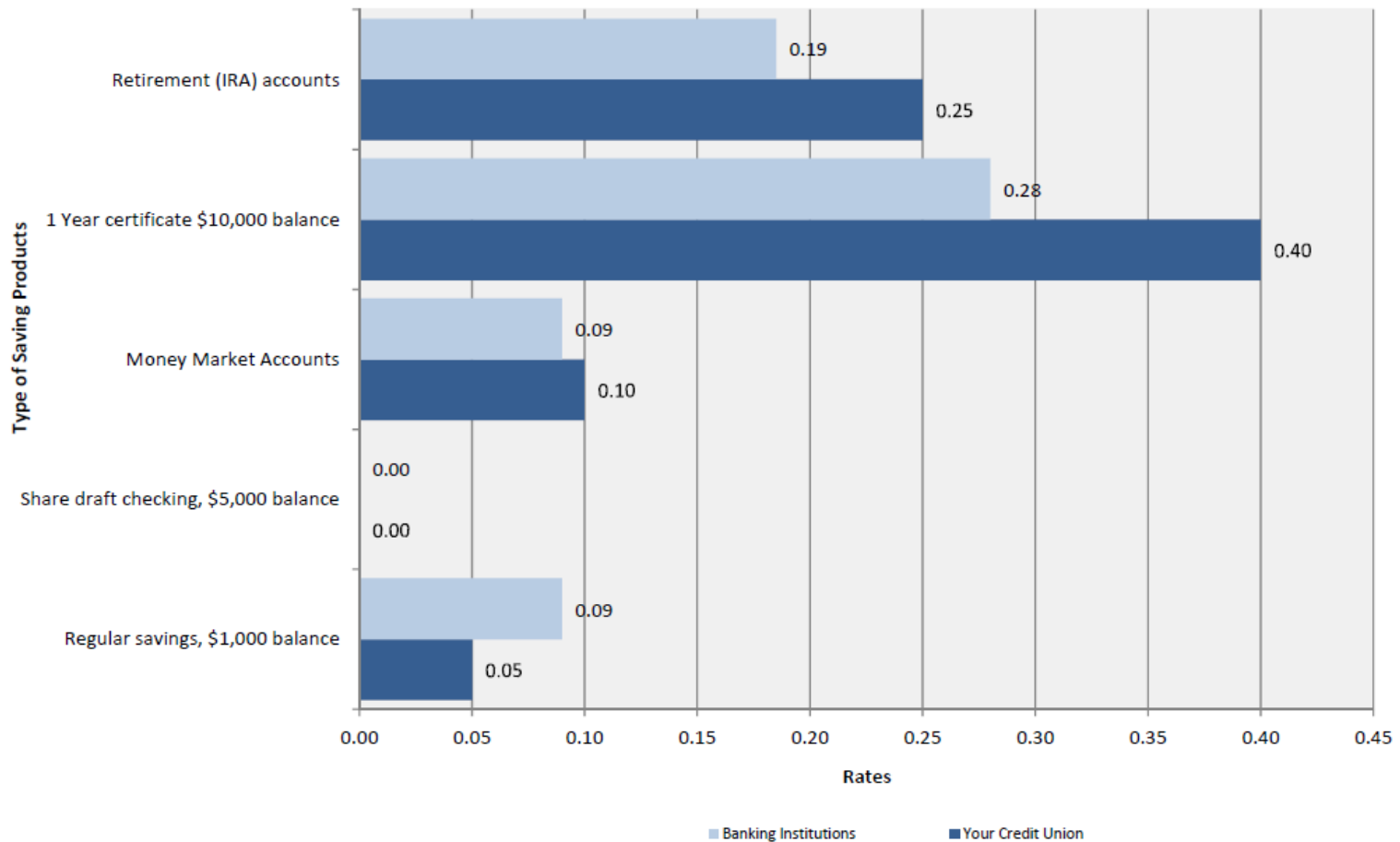
- Westerra returned \$7.1 million more to members through competitive interest rates on loans and savings products in 2012 compared to other Colorado banking institutions.
 - \$6.9 million in lower loan rates
 - \$416,000 in higher dividends
- Members who financed their 60-month new car loan with Westerra are saving \$346 a year compared to other Colorado banking institutions.*
 - \$30,000 new car loan
- Members who financed their Home Equity loan with Westerra are saving \$237 annually compared to other Colorado banking institutions.
 - \$50,000 home equity loan
- Westerra members earned \$415,870 more on savings products over other Colorado banking institutions in 2012 due to Westerra's higher interest rates on savings products.

*Source: DataTrac, CUNA

Recent Comparative Interest Rates for Loan Products Your Credit Union vs. Banking Institutions in Your State



Recent Comparative Interest Rates for Credit Union Saving Products Your Credit Union vs. Banking Institutions in Your State

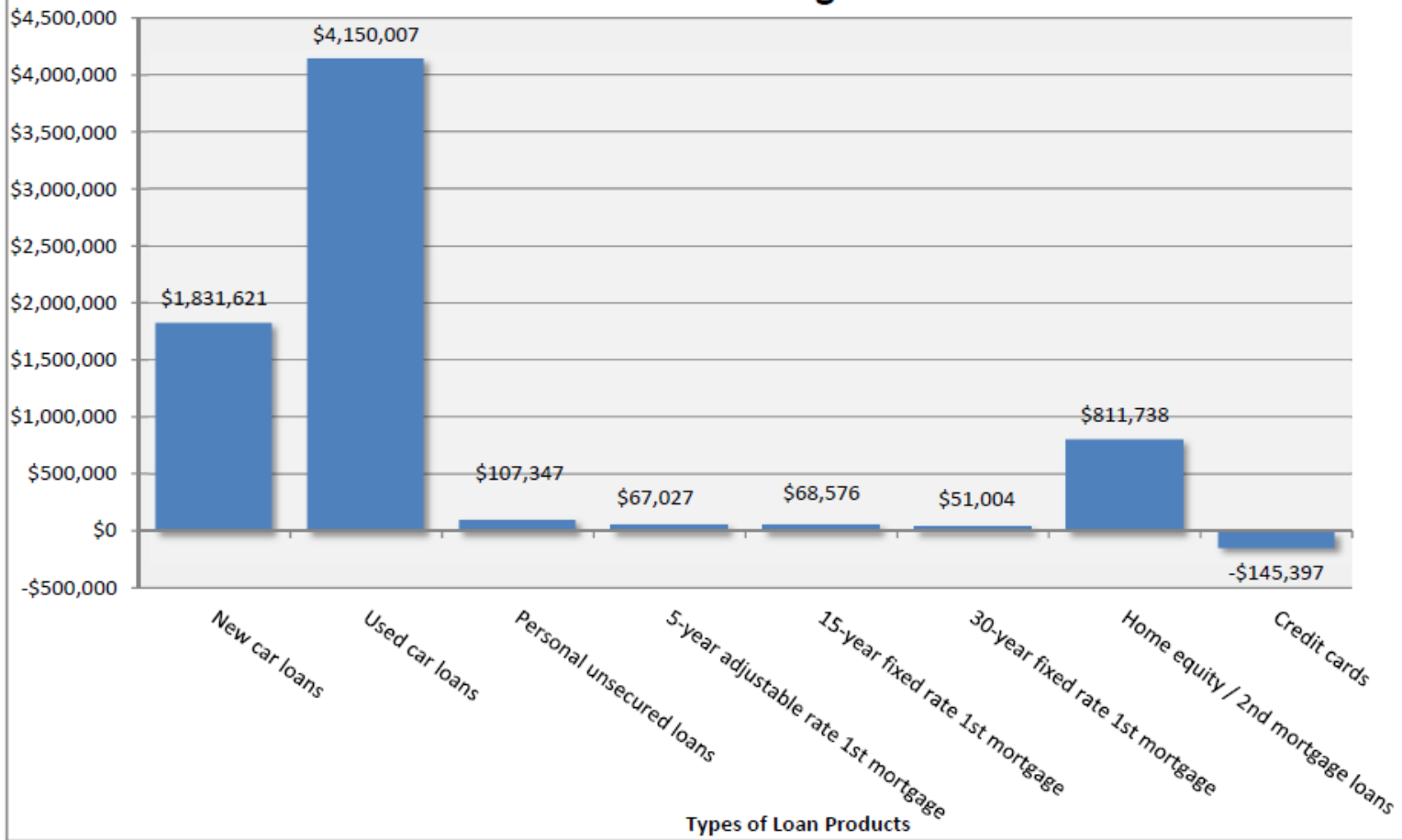


**September 2012 Interest Rates at Westerra CU
and
Banking Institutions in Colorado**

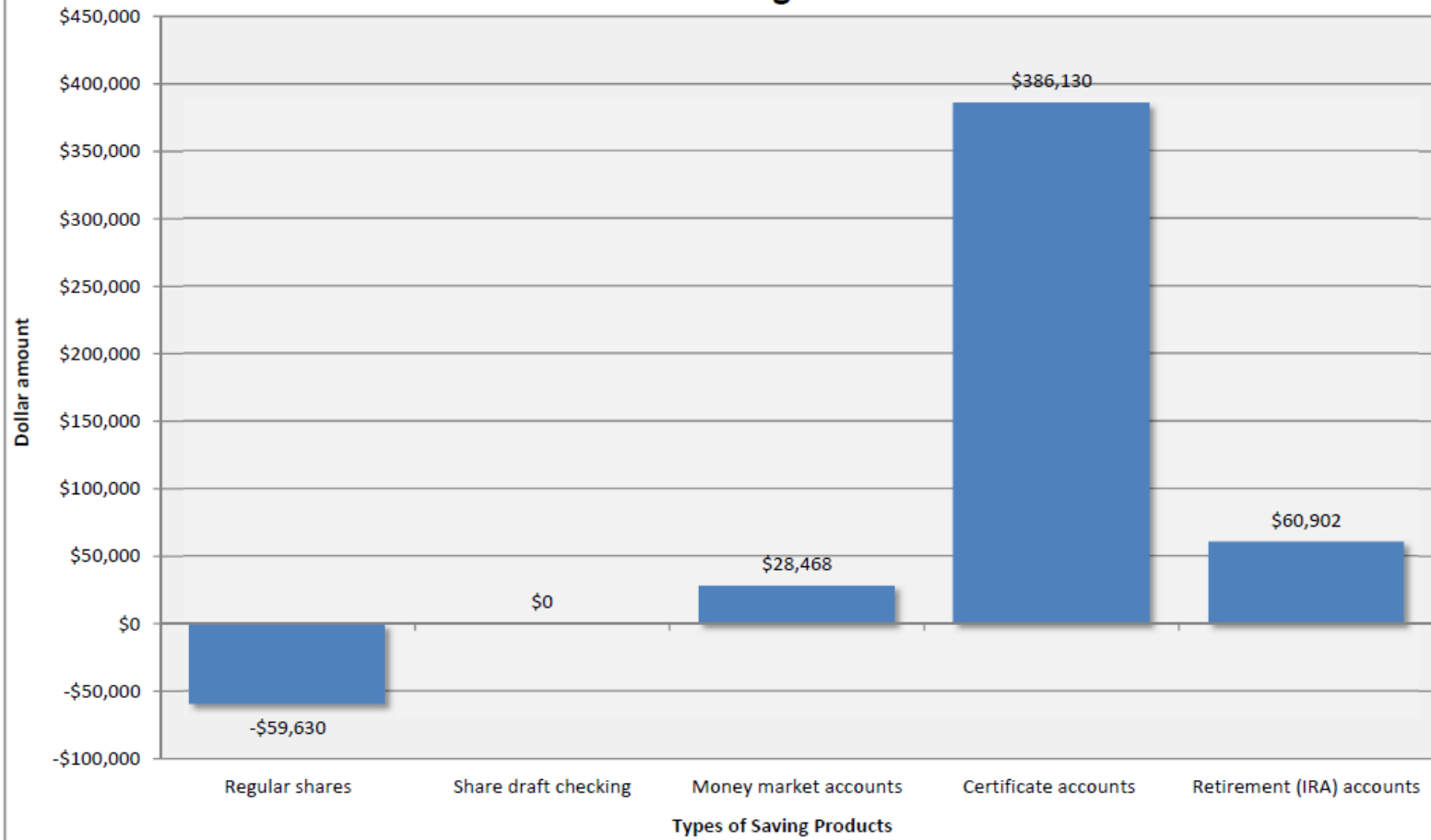
Loan Products	Rate at your Credit Union (%)	Average Rate at Banks (%)	Rate Difference vs. Banks (%)
60-month new car (A paper)	2.99	5.12	-2.13
48-month used car (A paper)	2.99	5.58	-2.59
Unsecured loan (A paper)	9.99	10.83	-0.84
5-year adjustable rate 1st mortgage, 0 pts	2.88	2.93	-0.06
15-year fixed rate 1st mortgage, 0 pts	2.88	2.97	-0.10
30-year fixed rate 1st mortgage, 0 pts	3.63	3.66	-0.04
Home equity / 2nd mtg, 80% LTV 0 pts	4.00	4.87	-0.87
Credit card - classic	13.90	13.30	0.60
Credit card - gold	9.90	9.99	-0.09
Savings Products			
Regular savings, \$1,000 balance	0.05	0.09	-0.04
Share draft checking, \$5,000 balance	0.00	0.00	0.00
Money Market Accounts	0.10	0.09	0.01
1 Year certificate \$10,000 balance	0.40	0.28	0.12
Retirement (IRA) accounts	0.25	0.19	0.07

Source: Datatrac

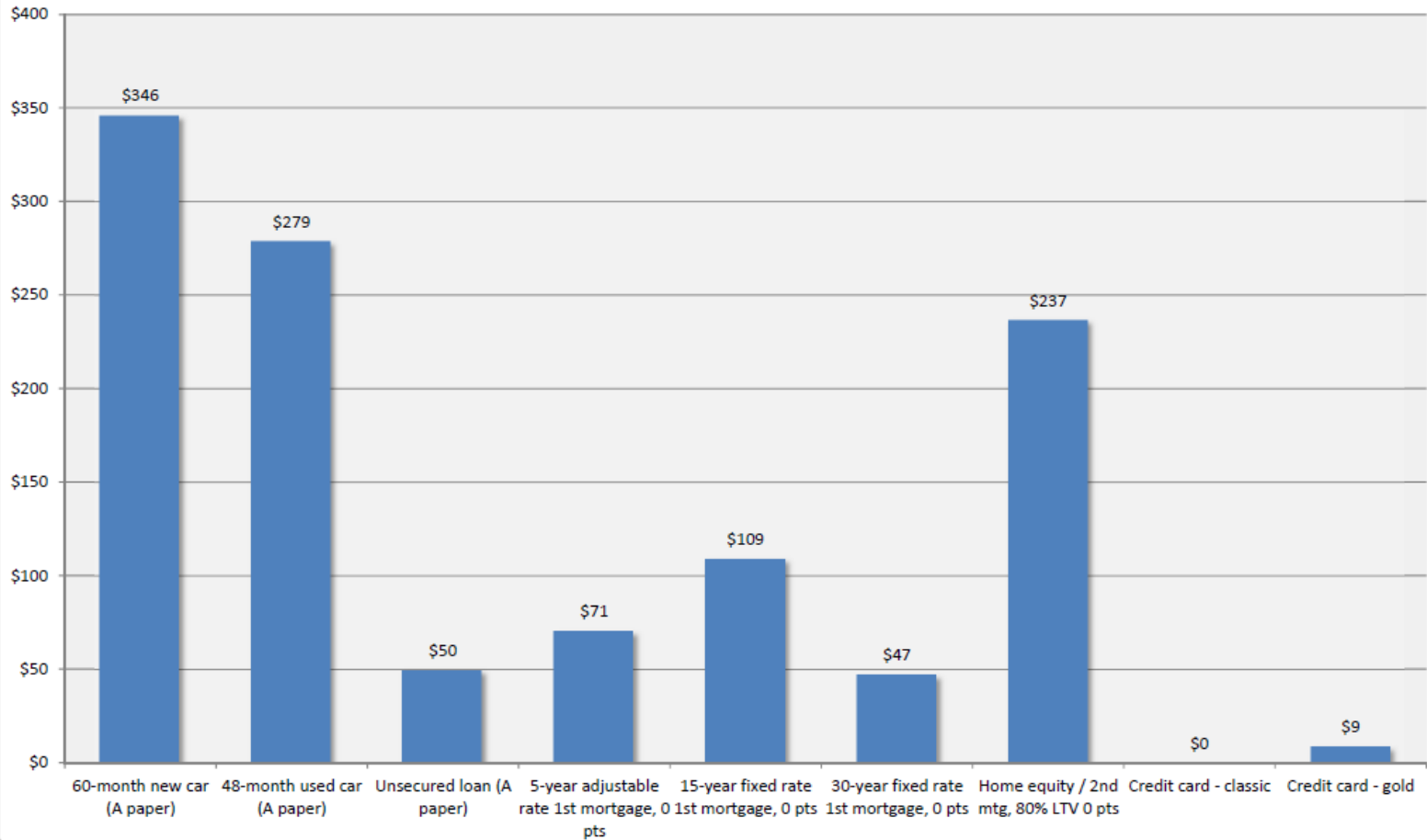
Estimated Credit Union Loan Rate Benefits Your Credit Union vs. Banking Institutions in Your State



Estimated Credit Union Savings Dividend Benefits Your Credit Union vs. Banking Institutions in Your State



Annual Member Benefit on Loan Products w Various Terms



Terms on loan products include are as follows:

New Car: \$30,000; Used Car: \$20,000; Unsecured Loan: \$10,000 (5 years)

5 Year Adj: \$200,000; 15 Year Fixed: \$200,000; 30 Year Fixed: \$200,000

Home Equity: \$50,000; Classic Credit Card: \$10,000; Gold Credit Card: \$10,000

Estimated Westerra CU Financial Benefits September 2012

	Avg. Balance at Your Credit Union (1)	Rate Difference vs. Colorado Banks (%) (2)	Financial Benefit to Your Members
<u>Loans</u>			
New car loans	85,991,610	-2.13	\$1,831,621
Used car loans	160,231,926	-2.59	\$4,150,007
Personal unsecured loans	12,779,414	-0.84	\$107,347
5-year adjustable rate 1st mortgage	121,867,473	-0.06	\$67,027
15-year fixed rate 1st mortgage	72,185,239	-0.10	\$68,576
30-year fixed rate 1st mortgage	145,724,325	-0.04	\$51,004
Home equity / 2nd mortgage loans	93,303,218	-0.87	\$811,738
Credit cards	34,011,056	0.60	-\$145,397
Interest rebates in period			\$0
Total CU member benefits arising from lower interest rates on loan products:			\$6,941,923
<u>Savings</u>			
Regular shares	149,075,587	-0.04	-\$59,630
Share draft checking	131,061,377	0.00	\$0
Money market accounts	284,680,927	0.01	\$28,468
Certificate accounts	321,775,315	0.12	\$386,130
Retirement (IRA) accounts	93,695,045	0.07	\$60,902
Bonus dividends in period			\$0
Total CU member benefit arising from higher interest rates on saving products:			\$415,870

Source: DataFrac, NCUA, and CUNA