



Fee Savings Analysis

The Fee Savings Analysis was based upon information provided by banks operating in Colorado, as posted on their websites on May 1, 2013. Checking account fees are based upon accounts which include online banking and paper statements, and do not pay dividends. Credit card fees are based upon specific comparable credit cards, as listed in the table footnote.

To determine the total dollars Westerra members save by using Westerra products instead of bank products, the difference between the Westerra fee and the average fee charged by the five banks was multiplied by the number of Westerra members who use the service or the number of times members use the service, as appropriate. To determine individual member savings, this was then divided by the number of members who use the service. The following table shows the calculations:

How Does Your Checking Account Compare?

	Westerra	Chase	Wells Fargo	First Bank	US Bank	Key Bank	Average Bank Fee	Total Membership Annual Savings*	Average Member Annual Savings*
Debit Card	Free	Free	Free	\$10/year	Free	Free	\$2.00	\$57,126	\$2
Total Member Savings: average bank fee x number of members using debit cards = $\$2.00 \times 28,563 = \$57,126$ Individual Member Savings: total member savings ÷ number of members using debit cards = $\$57,126 \div 28,563 = \2.00									
ATMs outside network	Free	\$2.00	\$2.50	\$2.50	\$2.50	\$2.50	\$2.40	\$1,092,873	\$38
Total Member Savings: average bank fee x number of Westerra member transactions outside CO-OP Network = $\$2.40 \times 455,364 = \$1,092,873$ Individual Member Savings: total member savings ÷ number of members using debit cards = $\$1,092,873 \div 28,563 = \38.26									
Monthly Maintenance Includes online banking and paper statements	-0-	\$12	\$9	\$3	\$8.95	\$10	\$8.59	\$4,559,847	\$103
Total Member Savings: average bank fee x number of Westerra checking accounts x 12 months = $\$8.59 \times 44,236 \times 12 = \$4,559,847$ Individual Member Savings: total member savings ÷ number of Westerra checking accounts = $\$4,559,847 \div 44,236 = \103.08									
Insufficient Funds	\$28	\$34	\$35	\$34	\$35	\$32	\$34	\$251,844	\$6
Total Member Savings: average bank fee – Westerra fee x number of Westerra overdraft fees = $\$34 - \$28 \times 41,974 = \$251,844$ Individual Member Savings: total member savings ÷ number of checking accounts = $\$251,844 \div 44,236 = \5.69									
Opt-In Program** for Debit Card and ATM insufficient funds	-0-	\$34	\$35	\$34	\$35	\$39	\$35.40	\$2,980,963	\$104
Total Member Savings: average bank fee x number of Westerra member debit card and ATM transactions denied for insufficient funds = $\$35.40 \times 84,208 = \$2,980,963$ Individual Member Savings: total member savings ÷ number of members using debit cards = $\$2,980,963 \div 28,563 = \104.36									
Bill Pay-Monthly	Free	Free	\$3	\$5-if fewer than 3/month	Free	Free	\$1.60	\$103,630	\$8
Total Member Savings: average bank fee x number of Westerra members using Bill Pay 3 or more times per month x 12 months + average bank fee x number of Westerra members using Bill Pay less than 3 times per month x 12 months = $\$0.60 \times 12,601 \times 12 + \$1.60 \times 672 \times 12 = \$103,629.60$ Individual Member Savings: total member savings ÷ Westerra members using Bill Pay = $\$103,629.60 \div 13,273 = \7.81									
Total Savings								\$9,046,283	\$261

****What is an Opt-In Program?** - New federal regulations in 2010 stated financial institutions could no longer charge a fee, without your consent, if you overdraw your checking account using a debit card or an ATM. Most other financial institutions ask their customers to sign up for, or “opt-in” to, checking overdraft programs—they are asking customers permission to charge them a fee. *At Westerra, our approach is to help members better manage their accounts by not offering an “opt-in” program—if funds are not available, the transaction is simply denied and you are not charged a fee.*

How Does Your Credit Card Compare?

	Westerra	Chase	Wells Fargo	First Bank	US Bank	Key Bank	Capital One	Average Bank Rate	Total Membership Annual Savings*	Average Member Annual Savings*	
Annual Percentage Rate <small>\$7000 balance</small>	9.90%	13.99%	12.15%	15.15%	13.99%	9.99%	11.90%	12.86%	\$3,325,359	\$207	
Total Member Savings: average bank rate – Westerra rate x average national credit card balance x number of Westerra card accounts = $12.86166\% - 9.90\% \times \$7000 \times 16,040 = \$3,325,359$ Individual Member Savings: average bank rate – Westerra rate x average national credit card balance = $12.86166\% - 9.90\% \times \$7000 = \$207.20$											
Annual Fee	-0-	-0-	-0-	\$35.00	-0-	-0-	-0-	\$5.83	\$93,513	\$6	
Total Member Savings: average bank fee x number of Westerra credit card accounts = $\$5.83 \times 16,040 = \$93,513$ Individual Member Savings: total member savings + number of Westerra credit card accounts = $\$93,513 + 16,040 = \5.83											
Cash Advance Fee	2%	3%	5%	4%	4%	4%	3%	3.83%	\$13,752	\$1	
Total Member Savings: average bank fee - Westerra fee x Westerra members' total cash advances = $3.83\% - 2\% \times \$751,470 = \$13,752$ Individual Member Savings: total member savings + number of Westerra credit card accounts = $\$13,752 + 16,040 = \0.86											
Balance Transfer Fee	-0-	3%	3%	-0-	3%	3%	-0-	2%	\$95,424	\$6	
Total Member Savings: average bank fee x Westerra members' total balance transfer amount = $2\% \times \$4,771,204 = \$95,424$ Individual Member Savings: total member savings + number of Westerra credit card accounts = $\$95,424 + 16,040 = \5.95											
Late Payment	\$15	\$35	\$25	\$35	\$35	\$35	\$35	\$33.33	\$96,562	\$6	
Total Member Savings: average bank fee – Westerra fee x Westerra member late payments = $\$33.33 - \$15 \times 5,267 = \$96,562$ Individual Member Savings: total member savings + number of Westerra credit card accounts = $\$96,562 + 16,040 = \6.02											
Rewards Program	Cash, Travel, Merchandise	Cash	Cash, Travel, Merchandise	Cash, Travel	Cash, Travel, Merchandise	Cash, Travel, Merchandise	Travel				
									Total Savings	\$3,624,610	\$226

*Compared to the average rates and fees for Chase *Freedom Card*, Wells Fargo *Rewards Card*, FirstBank *CardMiles Card*, US Bank *FlexPerks Select Rewards Card*, Capital One *VentureOne Rewards Card* and Key Bank *World MasterCard* as of May 10, 2013. Westerra account totals as of April 16, 2013. Westerra transaction totals for 2012. Annual rate savings based upon the average national credit card balance of \$7,000. Members who utilize cash advances, balance transfers or penalty interest rates will save significantly more. Competitor rates and fees are for comparison only and may change without notice.