

CUNA Michigan
**MEMBERSHIP BENEFITS
REPORT**



Michigan

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 Michigan credit unions provided \$485,443,225 in direct financial benefits to the state's 5,811,298 members during the twelve months ending September 2022.

These benefits are equivalent to \$84 per member or \$175 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 Michigan 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 Michigan credit unions.

Consider this:

Financing a \$25,000 new automobile for 60 months at a Michigan credit union will save members an average \$90 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.

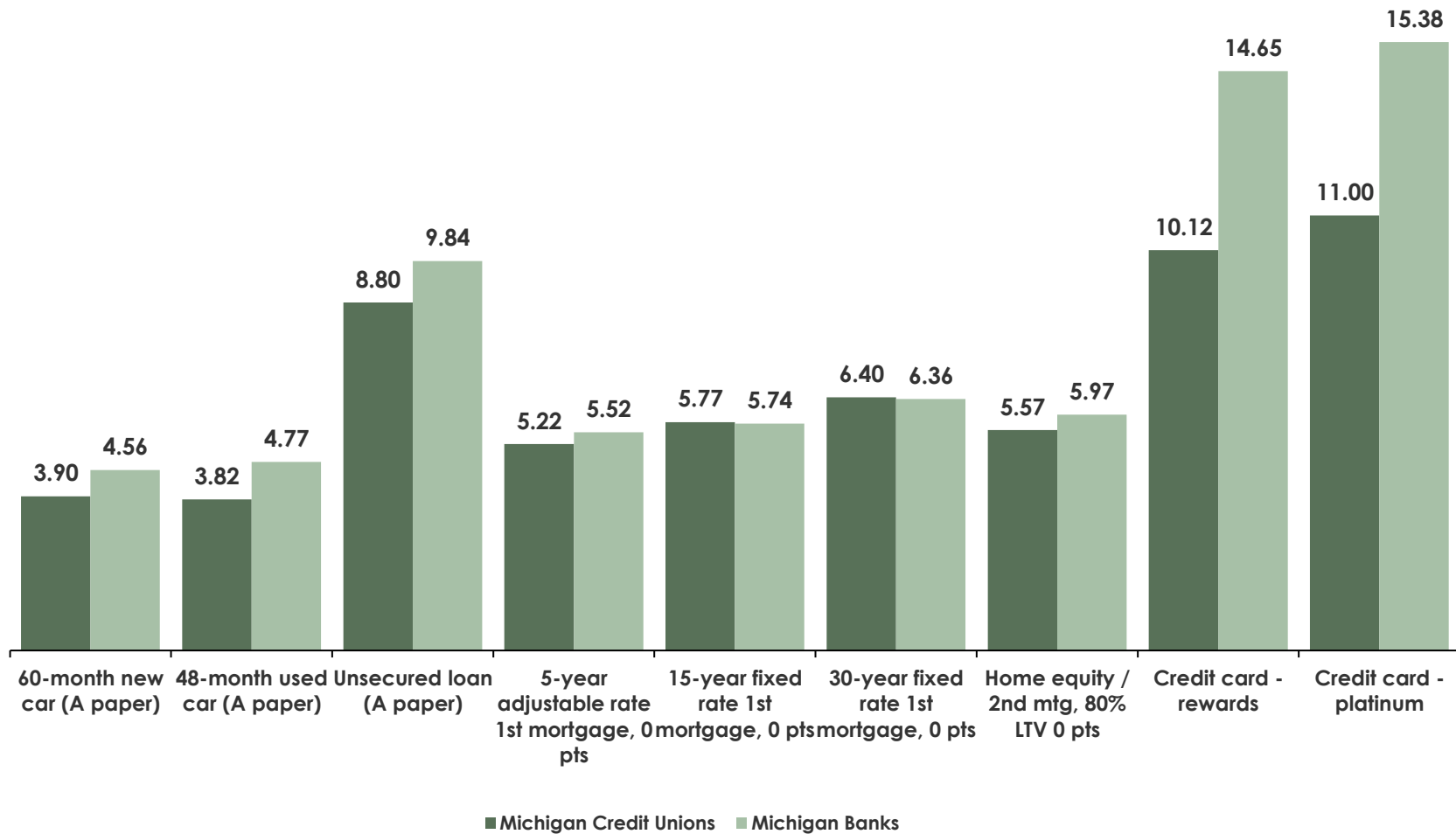
Michigan credit unions excel in providing member benefits on many loan and savings products. In particular, Michigan credit unions offer lower average loan rates on the following accounts: new car loans, used car loans, personal unsecured loans, first mortgage-adjustable rate, home equity loans, credit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

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



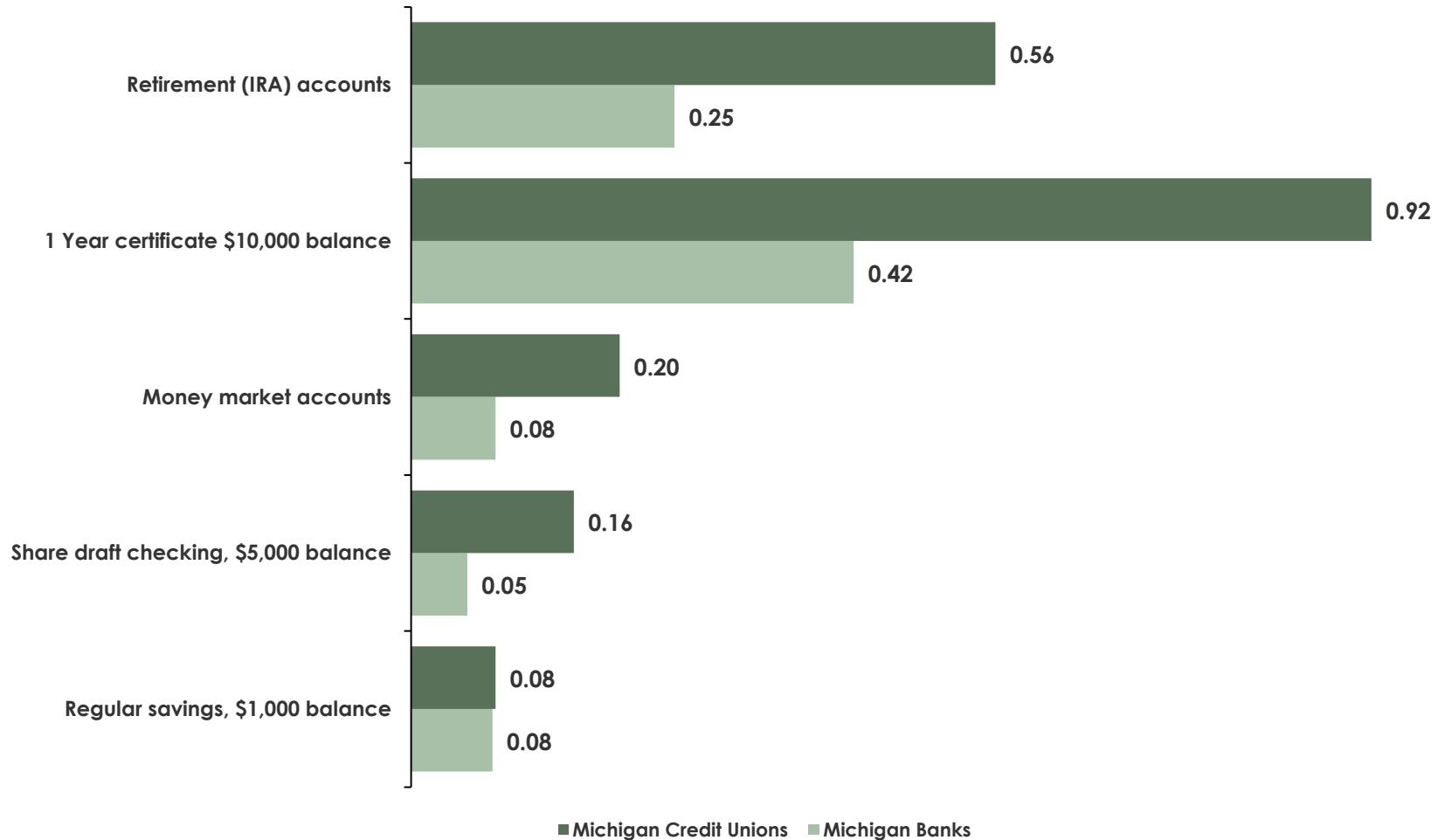
Loan Product Comparative Interest Rates (%)

by Loan Type



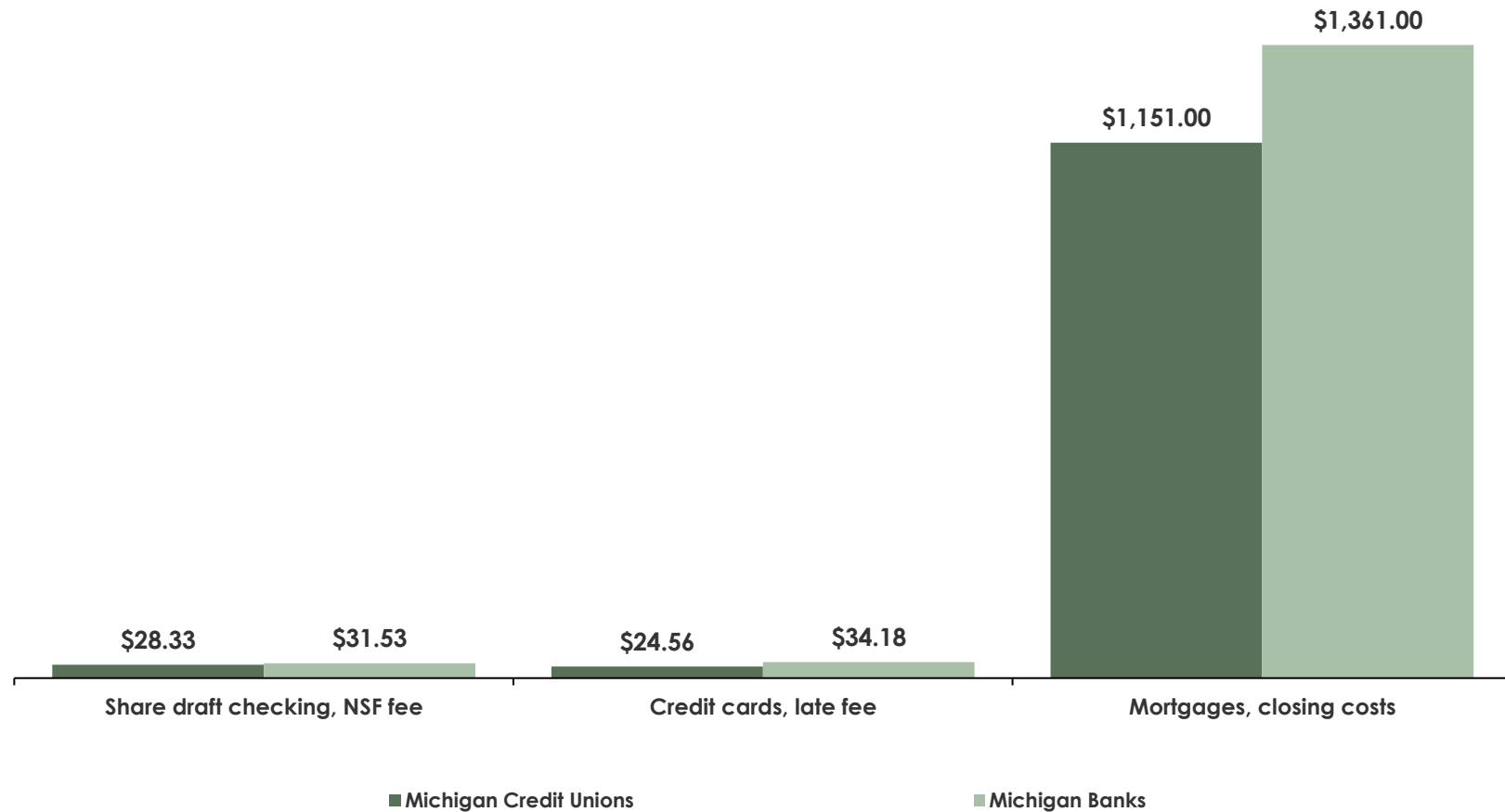
Savings Product Comparative Interest Rates (%)

by Savings Account Type



Comparative Fees

by Type



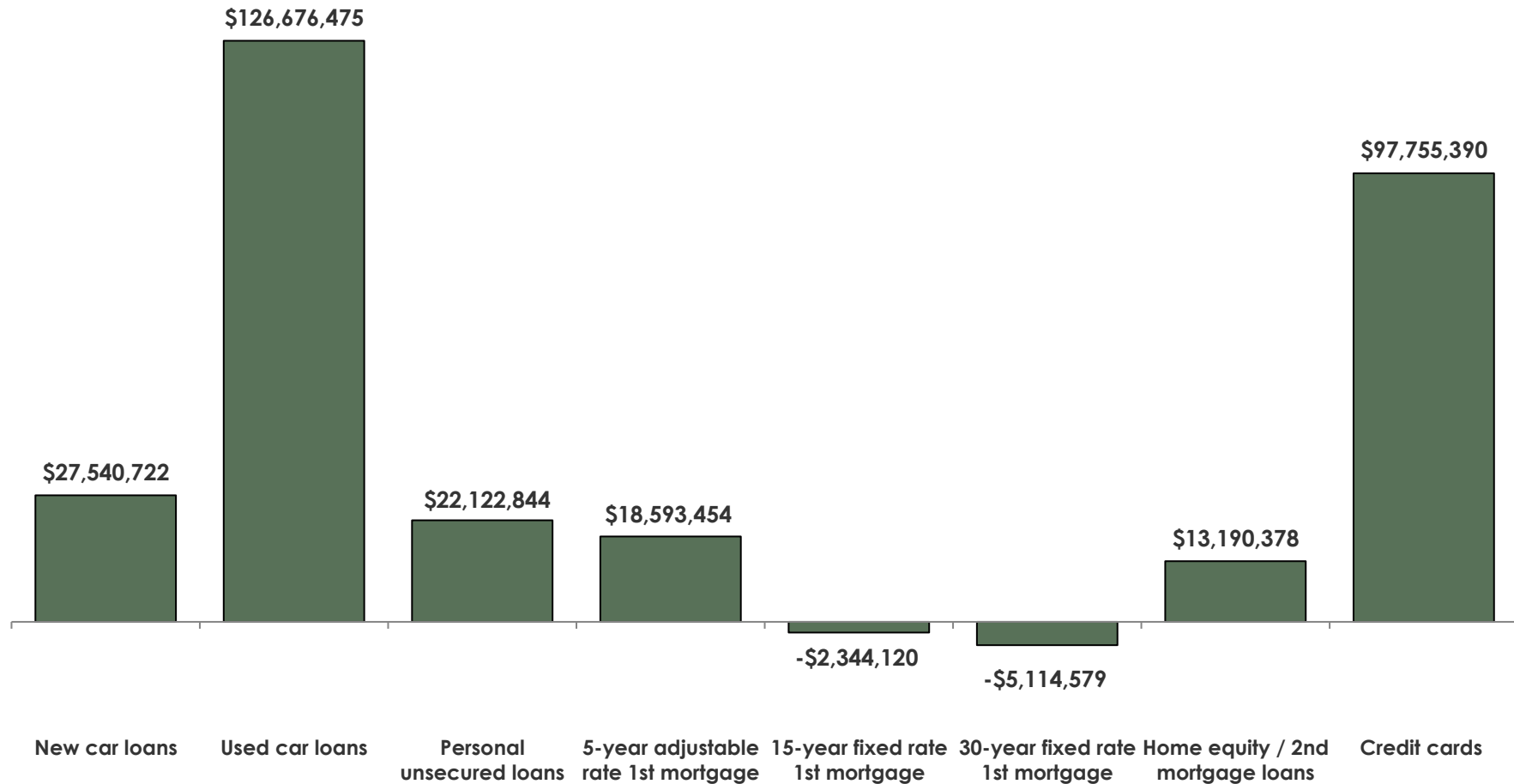
Michigan Credit Union and Banking Institution September 2022 Average Interest Rates and Fees

| Loan Products | Average Rate at Credit Unions (%) | Average Rate at Banks (%) | Rate Difference vs. Banks (%) |
|--|-----------------------------------|---------------------------|-------------------------------|
| 60-month new car (A paper) | 3.90 | 4.56 | -0.66 |
| 48-month used car (A paper) | 3.82 | 4.77 | -0.94 |
| Unsecured loan (A paper) | 8.80 | 9.84 | -1.05 |
| 5-year adjustable rate 1st mortgage, 0 pts | 5.22 | 5.52 | -0.30 |
| 15-year fixed rate 1st mortgage, 0 pts | 5.77 | 5.74 | 0.04 |
| 30-year fixed rate 1st mortgage, 0 pts | 6.40 | 6.36 | 0.04 |
| Home equity / 2nd mtg, 80% LTV 0 pts | 5.57 | 5.97 | -0.39 |
| Credit card - rewards | 10.12 | 14.65 | -4.52 |
| Credit card - platinum | 11.00 | 15.38 | -4.38 |
| Savings Products | | | |
| Regular savings, \$1,000 balance | 0.08 | 0.08 | 0.00 |
| Share draft checking, \$5,000 balance | 0.16 | 0.05 | 0.10 |
| Money market accounts | 0.20 | 0.08 | 0.12 |
| 1 Year certificate \$10,000 balance | 0.92 | 0.42 | 0.50 |
| Retirement (IRA) accounts | 0.56 | 0.25 | 0.31 |
| Fee Income | | | |
| Share draft checking, NSF fee | \$28.33 | \$31.53 | -\$3.20 |
| Credit cards, late fee | \$24.56 | \$34.18 | -\$9.62 |
| Mortgages, closing costs | \$1,151.00 | \$1,361.00 | -\$210.00 |

Source: Datatrac

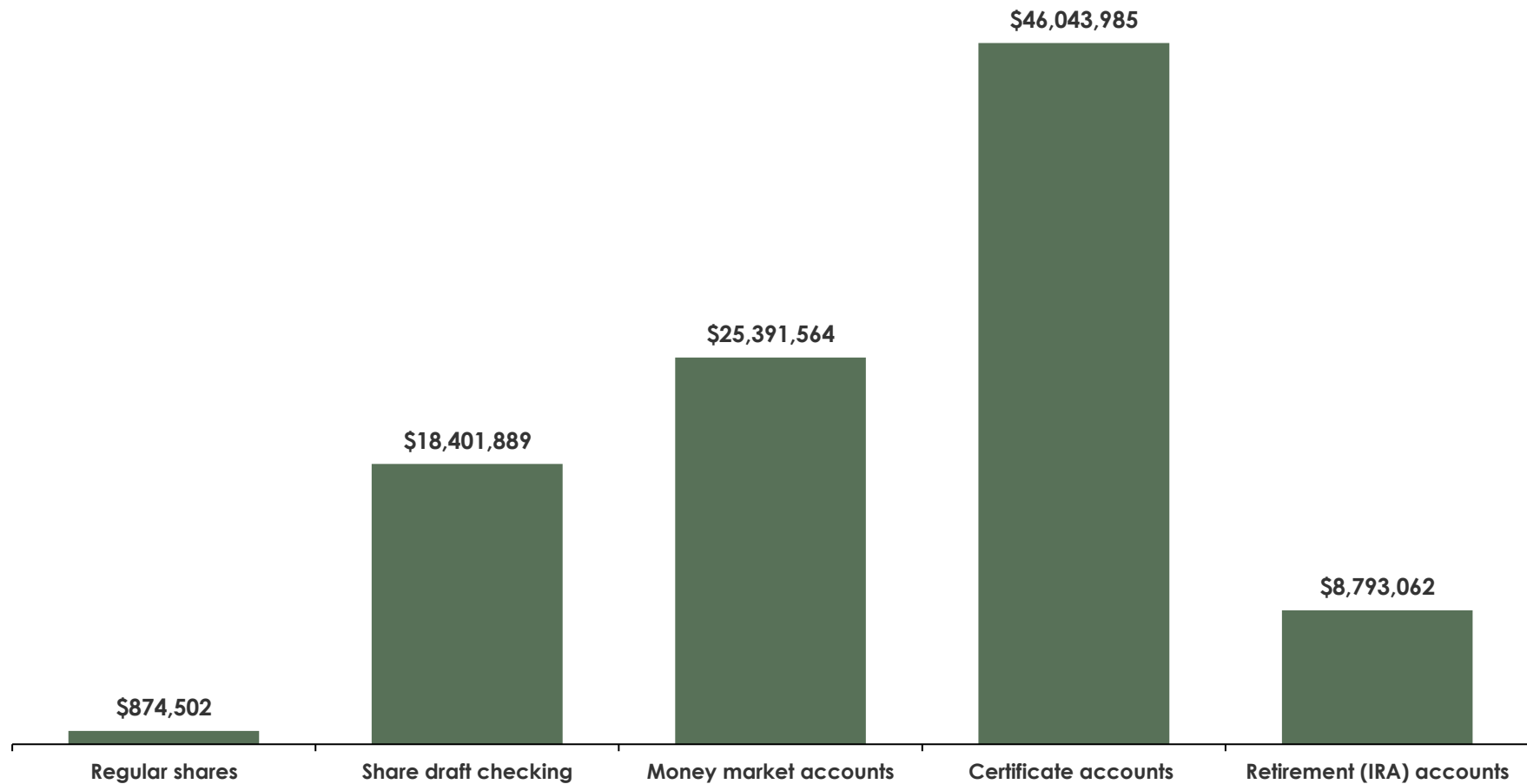
Estimated Credit Union Loan Benefits

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 Michigan Credit Unions September 2022

| Loans | Avg. Balance at Credit Unions (1) | Rate Difference vs. Michigan Banks (%) (2) | Total Financial Benefit to Your Members |
|---|-----------------------------------|--|---|
| New car loans | 4,147,699,082 | -0.66 | \$27,540,722 |
| Used car loans | 13,433,348,307 | -0.94 | \$126,676,475 |
| Personal unsecured loans | 2,112,974,638 | -1.05 | \$22,122,844 |
| 5-year adjustable rate 1st mortgage | 6,260,422,298 | -0.30 | \$18,593,454 |
| 15-year fixed rate 1st mortgage | 6,697,486,799 | 0.04 | -\$2,344,120 |
| 30-year fixed rate 1st mortgage | 12,177,568,706 | 0.04 | -\$5,114,579 |
| Home equity / 2nd mortgage loans | 3,356,330,385 | -0.39 | \$13,190,378 |
| Credit cards | 2,177,786,466 | -4.52 | \$97,755,390 |
| Interest rebates | | | \$9,823,534 |
| Total CU member benefits arising from lower interest rates on loan products: | | | \$308,244,098 |
| Savings | | | |
| Regular shares | 29,150,071,314 | 0.00 | \$874,502 |
| Share draft checking | 18,041,067,363 | 0.10 | \$18,401,889 |
| Money market accounts | 21,337,448,781 | 0.12 | \$25,391,564 |
| Certificate accounts | 9,283,061,490 | 0.50 | \$46,043,985 |
| Retirement (IRA) accounts | 2,859,532,259 | 0.31 | \$8,793,062 |
| Bonus dividends in period | | | \$0 |
| Total CU member benefit arising from higher interest rates on savings products: | | | \$99,505,002 |
| Fee Income | | | |
| Total CU member benefit arising from fewer / lower fees: | | | \$77,694,125 |
| Total CU member benefit arising from interest rates on loans, savings products and lower fees: | | | \$485,443,225 |
| Total CU member benefit / member: | | | \$84 |
| Total CU member benefit / member household: | | | \$175 |

Source: Datatrac, NCUA, and CUNA

(1) Average balance as of September 2022 and September 2021, according to the NCUA call report.; (2) Source for rates: Datatrac;