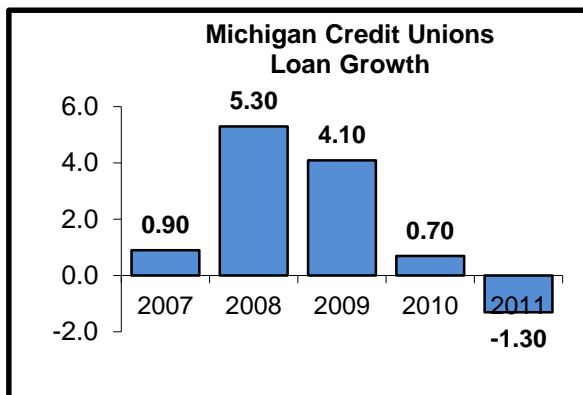


# Michigan Profile

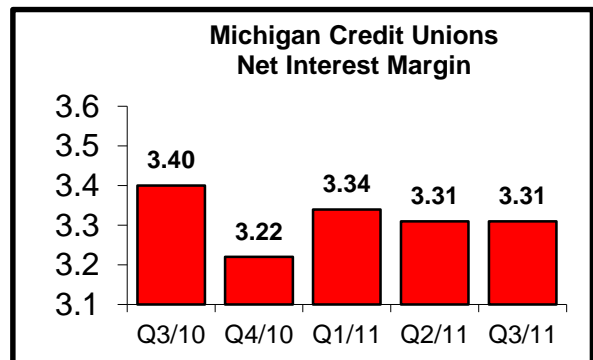
Third Quarter 2011

- Michigan credit unions reported stable net interest margins in the third quarter, along with better credit quality numbers and falling provisions for loan losses. A strengthening economy nationwide and in Michigan should bode well for the credit union movement going forward.
- Michigan credit unions reported slower loan growth in the 12 months ending in September 2011, falling 1.3 percent, as compared to all of 2010 when loan balances increased 0.7 percent. Michigan credit union member business loan balances rose 12.6 percent over the last 12 months, the fastest growing loan category. This was more than twice as fast as the national member business loan growth rate of 4.3 percent.
- Used-auto loan balances rose 6.4 percent and first mortgage loan balances rose 2.3 percent at Michigan credit unions over the last 12 months, the second and third fastest growing loan categories. Home equity and new auto loan balances declined by 10 percent and 19.2 percent, respectively.

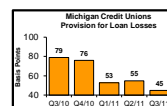


- Michigan credit unions are performing relatively better than Michigan banks who reported a 3.6 percent decline in loan balances over the last 12 months. Improving job growth, consumer confidence and household balance sheets will increase credit union loan growth in 2012.

- Michigan credit union net interest margins stabilized at 3.31 percent as cost of funds and asset yields both fell 4 basis points in the third quarter. Net interest margins are down 9 basis points from a year earlier as asset yields fell faster than funding costs.



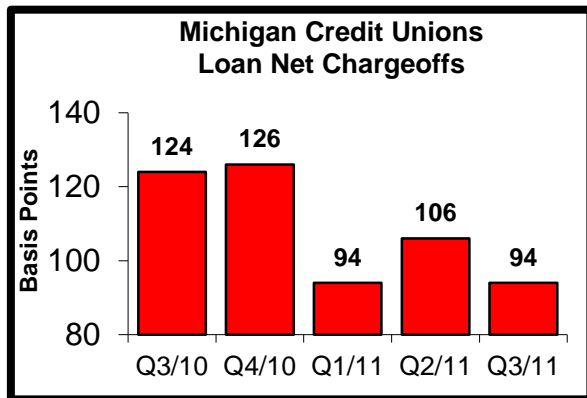
- After falling quickly for the last few years, asset yields slowed their descent in the third quarter because of the following factors. First, loan growth exceeded asset growth in the third quarter, pushing up the loan-to-asset ratio. Second, a falling loan delinquency rate implies a greater percentage of loans are performing. Third, credit unions are taking on more credit and interest rate risk to offset lower market interest rates.
- Provision for loan losses (as a percent of average assets) fell in the third quarter to 45 basis points from 55 basis points. This is below the national average of 49 basis points. Most credit unions have now sufficiently funded their allowance for loan loss reserve account.



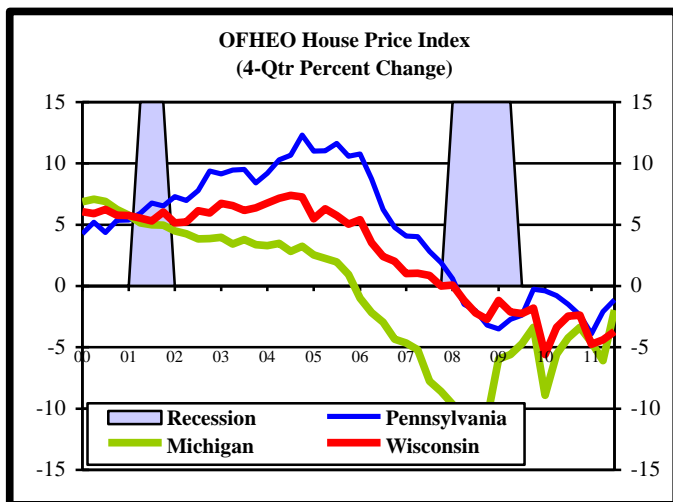
# Michigan Profile

Third Quarter 2011

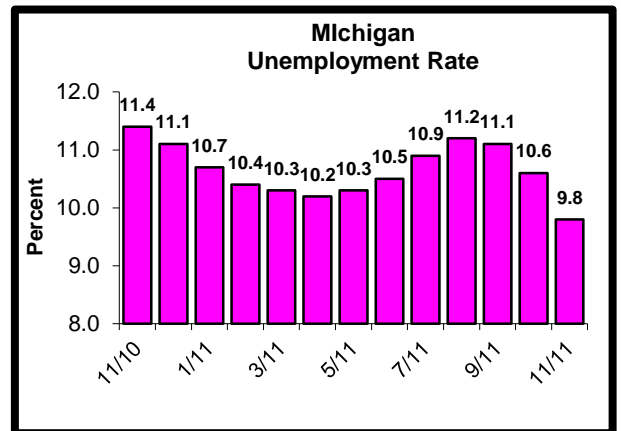
- Michigan credit union credit quality indicators showed signs of improvement in the third quarter as loan delinquency rates fell to 1.48 percent from 1.53 percent and net loan charge-offs (as a percent of average loans) fell to 0.94 percent from 1.06 percent.



- Michigan credit union loan delinquency rates are now lower than nationwide loan delinquency rates, 1.48 percent versus 1.60 percent nationwide, but the loan charge-off rate is higher, 0.94 percent versus 0.86 percent nationwide.
- Michigan home prices fell 2 percent over the year ending in the third quarter of 2011, the 23rd consecutive quarter of home price declines, according to the Office of Federal Housing Enterprise Oversight's Home Price Index. Home prices are expected to fall 5% nationwide in 2011 before stabilizing in 2012 as housing inventories return to normal levels.



- The housing market is approaching a bottom and should stabilize in 2012 as the economy grows around 2.5 percent. This should increase the demand for homes and increase home sales. The stronger economy should also improve consumers' credit situation and increase access to home-loan financing.
- Distressed home sales, however, will weigh on home prices through the first half of 2012. Another wave of foreclosures will hit the housing market in the next few months as state and bank imposed foreclosure moratoriums are lifted.
- Michigan's unemployment rate stabilized around the 11 percent range in the third quarter before falling to 9.8 percent in November. This is still, however, significantly above the national average unemployment rate of 8.6 percent.



- During the 12 months ending in November 2011, the number of employed in Michigan fell by 12 thousand and the number of unemployed fell by 84 thousand. This caused the Michigan labor force to fall by 96 thousand. This indicates that many individuals have become discouraged and have given up looking for work in Michigan.
- Michigan's unemployment rate should continue to fall through 2012 as the economy in general and manufacturing in particular experience a rebound. This will improve Michigan credit union's credit quality, reduce loan loss provisions and boost net income in 2012.

# Michigan Profile

Third Quarter 2011

	US		Michigan Credit Unions				Asset Groups - September 2011			
	Sep 11	Sep 11	2010	2009	2008	2007	< \$5Mil	\$5-\$20	\$20-\$100	> \$100 Mil
<b>Demographic Information</b>										
1 Number of CUs	7,319	317	322	333	344	360	35	68	127	87
2 Assets per CU (\$ mil)	131.6	130.9	124.2	114.8	100.2	90.3	1.7	12.1	52.0	390.8
3 Median assets (\$ mil)	19.0	43.4	39.9	38.5	32.2	27.9	1.3	12.8	47.9	222.1
4 Total assets (\$ mil)	963,371	41,488	39,986	38,244	34,467	32,518	61	821	6,606	34,001
5 Total loans (\$ mil)	577,321	23,159	23,429	23,274	22,363	21,231	22	380	3,406	19,351
6 Total surplus funds (\$ mil)	351,519	16,543	14,842	13,294	10,452	9,675	38	411	2,929	13,165
7 Total savings (\$ mil)	830,081	35,807	34,455	32,545	29,016	27,292	51	719	5,808	29,229
8 Total members (thousands)	92,652	4,449	4,471	4,434	4,397	4,400	18	156	926	3,349
<b>Growth Rates</b>										
9 Total assets	4.7	5.0	4.6	11.0	6.0	2.8	-16.0	-5.3	-0.3	6.5
10 Total loans	-0.1	-1.3	0.7	4.1	5.3	0.9	-24.1	-11.1	-6.0	-0.2
11 Total surplus funds	14.3	15.4	11.6	27.2	8.0	6.1	-10.9	0.4	7.3	18.1
12 Total savings	5.0	5.6	5.9	12.2	6.3	3.1	-15.4	-4.6	0.2	7.1
13 Total members	0.7	-0.9	0.8	0.8	-0.1	0.0	-16.7	-10.3	-6.0	1.3
14 % CUs with increasing assets	71.2	83.6	68.6	86.8	78.2	57.2	57.1	86.8	84.3	90.8
<b>Earnings - Basis Pts.</b>										
15 Yield on total assets	408	406	439	491	555	580	331	386	400	408
16 Dividend/interest cost of assets	94	74	107	159	218	250	75	44	63	77
17 Fee & other income *	129	140	140	135	141	146	65	300	119	140
18 Operating expense	328	356	358	354	381	377	472	629	396	341
19 Loss Provisions	50	51	79	96	71	45	23	35	33	54
20 Net Income (ROA) without Stab Exp	88	89	47	13	26	54	-150	-4	48	100
Net Income (ROA) with Stab Exp	65	65	36	17	26	54	-173	-22	27	75
21 % CUs with positive ROA	76.6	75.1	63.0	63.4	72.4	87.5	40.0	57.4	81.9	93.1
<b>Capital adequacy</b>										
22 Net worth/assets	10.2	10.8	10.8	10.9	12.1	12.6	16.4	11.6	11.2	10.7
23 % CUs with NW > 7% of assets	94.6	95.9	95.7	95.5	98.3	98.6	97.1	94.1	96.9	95.4
<b>Asset quality</b>										
24 Delinquencies (60+ day \$)/loans (%)	1.59	1.47	1.71	1.91	1.66	1.35	3.14	1.60	1.39	1.48
25 Net chargeoffs/average loans	0.92	0.97	1.20	1.15	0.82	0.61	0.74	0.77	0.74	1.01
26 Total borrower-bankruptcies	300,746	14,512	18,023	18,850	15,675	11,465	9	272	2,329	11,902
27 Bankruptcies per CU	41.1	45.8	56.0	56.6	45.6	31.8	0.3	4.0	18.3	136.8
28 Bankruptcies per 1000 members	3.2	3.3	4.0	4.3	3.6	2.6	0.5	1.7	2.5	3.6
<b>Asset/Liability Management</b>										
29 Loans/savings	69.5	64.7	68.0	71.5	77.1	77.8	43.3	52.9	58.7	66.2
30 Loans/assets	59.9	55.8	58.6	60.9	64.9	65.3	36.1	46.4	51.6	56.9
31 Net Long-term assets/assets	33.3	34.7	34.6	33.6	35.9	31.1	8.2	21.0	28.0	36.4
32 Liquid assets/assets	17.1	15.9	14.9	16.3	13.7	16.6	42.6	27.3	21.4	14.5
33 Core deposits/shares & borrowings	41.0	37.1	35.5	34.5	34.7	35.7	85.2	59.7	46.2	34.7
<b>Productivity</b>										
34 Members/potential members	6	4	5	5	6	7	38	5	5	4
35 Borrowers/members	49	49	50	51	50	50	23	37	44	51
36 Members/FTE	389	377	386	383	379	386	378	418	389	372
37 Average shares/member (\$)	8,959	8,049	7,706	7,340	6,599	6,203	2,742	4,615	6,275	8,728
38 Average loan balance (\$)	12,639	10,545	10,559	10,386	10,176	9,611	5,271	6,574	8,303	11,225
39 Employees per million in assets	0.25	0.28	0.29	0.30	0.34	0.35	0.80	0.45	0.36	0.26
<b>Structure</b>										
40 Fed CUs w/ single-sponsor	13.4	2.8	2.8	3.3	3.5	3.6	11.4	4.4	1.6	0.0
41 Fed CUs w/ community charter	16.0	19.9	18.6	17.7	16.9	17.2	8.6	26.5	20.5	18.4
42 Other Fed CUs	32.1	15.8	16.1	15.9	16.6	17.5	25.7	11.8	17.3	12.6
43 CUs state chartered	38.6	61.5	62.4	63.1	63.1	61.7	54.3	57.4	60.6	69.0

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. US Totals include only credit unions that are released on the NCUA FOIA file.



Source: NCUA and CUNA E&S.

# Michigan Profile

Third Quarter 2011

## Michigan CU Profile

	US		Michigan Credit Unions				Asset Groups - September 2011			
	Sep 11	Sep 11	2010	2009	2008	2007	< \$5Mil	\$5-\$20	\$20-\$100	> \$100 Mil
<b>Growth Rates</b>										
1 Credit cards	2.8%	-0.5%	3.3%	4.5%	2.0%	8.0%	-6.9%	-3.9%	0.2%	
2 Other unsecured loans	-1.3%	-0.2%	-1.9%	-2.1%	0.1%	4.1%	-35.9%	-8.3%	-7.0%	2.2%
3 New automobile	-10.8%	-19.2%	-16.6%	19.6%	5.1%	-1.7%	-22.0%	-22.5%	-19.1%	-19.1%
4 Used automobile	4.2%	6.4%	11.2%	12.4%	8.3%	-2.5%	-15.0%	-3.7%	0.9%	8.1%
5 First mortgage	3.4%	2.3%	2.7%	2.8%	7.6%	3.1%	-82.1%	-6.9%	-4.9%	3.6%
6 HEL & 2nd Mtg	-7.6%	-10.0%	-9.1%	-3.8%	0.1%	-0.4%	-62.0%	-20.4%	-14.9%	-8.8%
7 Member business loans	4.3%	12.6%	19.5%	18.6%	31.8%	21.3%	5.9%	19.7%	-0.4%	13.6%
8 Share drafts	14.7%	12.9%	5.1%	18.1%	2.2%	-0.3%	25.6%	1.9%	10.0%	13.8%
9 Certificates	-5.4%	-7.7%	-6.3%	-0.9%	0.2%	12.8%	-40.2%	-18.5%	-12.0%	-6.5%
10 IRAs	1.4%	-0.4%	4.9%	16.8%	11.7%	9.0%	-7.4%	-17.2%	-2.6%	0.3%
11 Money market shares	7.0%	10.2%	14.8%	26.6%	19.4%	3.0%	2.0%	-2.2%	7.2%	10.8%
12 Regular shares	11.1%	11.6%	9.5%	9.1%	3.4%	-6.2%	-15.8%	-0.5%	1.6%	16.1%
<b>Portfolio \$ Distribution</b>										
13 Credit cards/total loans	6.3%	6.2%	6.4%	6.2%	6.2%	6.4%	0.7%	6.5%	6.2%	6.2%
14 Other unsecured loans/total loans	4.4%	4.4%	4.4%	4.5%	4.8%	5.1%	16.8%	10.2%	5.4%	4.1%
15 New automobile/total loans	10.2%	7.0%	8.1%	9.7%	8.5%	8.5%	22.8%	12.4%	8.3%	6.6%
16 Used automobile/total loans	18.5%	19.5%	18.3%	16.6%	15.4%	14.9%	44.4%	27.8%	23.5%	18.6%
17 First mortgage/total loans	40.3%	44.9%	43.5%	42.7%	43.2%	42.3%	1.2%	25.7%	37.9%	46.5%
18 HEL & 2nd Mtg/total loans	14.4%	11.8%	12.6%	13.9%	15.1%	15.9%	2.6%	10.2%	12.0%	11.8%
19 Member business loans/total loans	6.9%	4.8%	4.3%	3.6%	3.2%	2.6%	0.3%	1.4%	2.2%	5.3%
20 Share drafts/total savings	12.2%	13.1%	12.8%	12.9%	12.3%	12.8%	5.8%	13.0%	12.8%	13.2%
21 Certificates/total savings	25.0%	21.2%	23.4%	26.4%	29.9%	31.8%	6.8%	13.6%	22.1%	21.2%
22 IRAs/total savings	9.4%	8.2%	8.6%	8.6%	8.3%	7.9%	2.5%	6.1%	7.9%	8.3%
23 Money market shares/total savings	22.6%	31.7%	30.7%	28.4%	25.1%	22.4%	3.8%	17.3%	21.8%	34.1%
24 Regular shares/total savings	29.5%	24.3%	23.0%	22.2%	22.9%	23.5%	79.4%	46.7%	33.4%	21.9%
<b>Percent of CUs Offering</b>										
25 Credit cards	53.0%	77.9%	77.3%	76.0%	74.1%	72.2%	5.7%	69.1%	92.1%	93.1%
26 Other unsecured loans	98.0%	100.0%	100.0%	99.4%	99.1%	99.4%	100.0%	100.0%	100.0%	100.0%
27 New automobile	94.7%	97.2%	97.5%	97.6%	96.8%	96.4%	74.3%	100.0%	100.0%	100.0%
28 Used automobile	95.8%	98.4%	98.1%	98.2%	98.3%	98.3%	85.7%	100.0%	100.0%	100.0%
29 First mortgage	60.7%	82.0%	81.7%	79.9%	78.8%	78.1%	5.7%	72.1%	96.1%	100.0%
30 HEL & 2nd Mtg	59.1%	71.6%	72.0%	71.2%	69.8%	67.5%	5.7%	63.2%	79.5%	93.1%
31 Member business loans	30.5%	49.2%	47.2%	44.7%	42.4%	34.7%	2.9%	27.9%	52.0%	80.5%
32 Share drafts	75.5%	90.2%	90.4%	89.8%	89.0%	88.3%	22.9%	94.1%	100.0%	100.0%
33 Certificates	77.8%	85.2%	85.4%	85.9%	85.5%	85.0%	31.4%	75.0%	96.1%	98.9%
34 IRAs	65.5%	83.0%	83.2%	82.6%	82.6%	81.7%	20.0%	75.0%	92.9%	100.0%
35 Money market shares	45.0%	70.3%	69.9%	68.8%	67.2%	65.3%	2.9%	54.4%	81.9%	93.1%
<b>Penetration</b>										
36 Credit cards	14.7%	15.0%	14.9%	15.0%	15.0%	15.3%	0.8%	10.0%	13.7%	15.7%
37 Other unsecured loans	10.6%	11.5%	12.1%	12.7%	13.2%	13.5%	9.4%	10.5%	10.3%	11.9%
38 New automobile	4.5%	2.8%	3.2%	3.7%	3.2%	3.2%	2.4%	2.4%	2.3%	3.0%
39 Used automobile	11.5%	11.6%	11.1%	10.4%	9.7%	9.2%	7.2%	9.4%	10.7%	11.9%
40 First mortgage	1.9%	2.5%	2.4%	2.4%	2.4%	2.2%	0.0%	1.0%	2.0%	2.7%
41 HEL & 2nd Mtg	2.6%	2.6%	2.8%	3.0%	3.1%	3.1%	0.2%	1.1%	1.9%	2.9%
42 Member business loans	0.2%	0.2%	0.1%	0.1%	0.1%	0.1%	0.0%	0.0%	0.1%	0.2%
43 Share drafts	49.0%	50.0%	48.4%	47.4%	46.3%	46.9%	10.5%	35.3%	44.2%	52.5%
44 Certificates	11.2%	11.1%	12.0%	13.2%	13.6%	13.5%	2.1%	4.9%	9.3%	12.0%
45 IRAs	6.0%	5.0%	5.0%	5.1%	4.9%	4.9%	0.5%	2.2%	3.6%	5.5%
46 Money market shares	7.7%	16.7%	14.6%	13.8%	13.0%	9.1%	0.6%	3.8%	5.9%	20.4%

\* Current period flow statistics are trailing four quarters.

Source: NCUA and CUNA E&S.



# Michigan Profile

Third Quarter 2011

## Michigan CU Profile - Quarterly Results

Demographic Information	US	Michigan Credit Unions				
	Sep 11	Sep 11	Jun 11	Mar 11	Dec 10	Mar 10
1 Number CUs	7,321	318	320	322	324	325
<b>Growth Rates (Quarterly % Change)</b>						
2 Total loans	0.7	0.8	0.4	-1.5	0.2	1.1
3 Credit cards	1.9	0.8	1.7	-5.8	4.5	1.8
4 Other unsecured loans	2.3	4.1	1.6	-5.2	0.6	2.1
5 New automobile	-1.5	-4.3	-10.1	0.2	-5.3	-3.1
6 Used automobile	2.2	3.1	5.3	-2.8	1.5	4.7
7 First mortgage	0.9	1.0	0.8	0.3	1.0	1.2
8 HEL & 2nd Mtg	-1.1	-1.5	-2.2	-3.0	-2.1	-2.1
9 Member business loans	1.4	2.8	3.8	3.2	4.7	7.9
10 Total savings	1.0	0.2	0.1	4.1	2.1	-0.3
11 Share drafts	5.2	3.4	-2.6	5.4	7.8	-0.2
12 Certificates	-0.8	-1.4	-1.5	-2.7	-1.4	-0.8
13 IRAs	0.8	0.2	-0.2	-0.2	0.4	1.6
14 Money market shares	0.7	1.0	1.7	4.6	3.2	0.7
15 Regular shares	1.0	-1.1	0.8	10.8	2.1	-1.8
16 Total members	0.7	0.3	-0.6	0.3	0.1	0.9
<b>Earnings (basis points)</b>						
17 Yield on total assets	402	401	405	413	425	440
18 Dividend/interest cost of assets	90	70	74	79	103	100
19 Fee & other income *	137	146	137	135	150	150
20 Operating expense	357	384	338	303	397	371
21 Loss Provisions	49	45	55	53	76	79
22 Net Income (ROA) *	43	48	76	70	41	44
21 % CUs with positive ROA *	65	65	70	69	56	50
<b>Capital adequacy (%)</b>						
22 Net worth/assets	10.1	10.5	10.4	10.3	10.5	10.5
23 % CUs with NW > 7% of assets	94.4	95.3	94.4	93.5	95.1	94.5
<b>Asset quality (%)</b>						
24 Loan delinquency rate - Total loans	1.60	1.48	1.53	1.60	1.72	1.79
25 Total Consumer	1.08	1.06	1.10	1.18	1.33	1.32
26 Credit Cards	1.18	1.19	1.23	1.35	1.59	1.77
27 All Other Consumer	1.06	1.04	1.08	1.15	1.29	1.24
28 Total Mortgages	2.02	1.79	1.85	1.91	2.02	2.14
29 First Mortgages	2.24	1.92	2.02	2.09	2.19	2.35
30 All Other Mortgages	1.41	1.28	1.24	1.28	1.44	1.45
31 Total MBLs	3.51	2.60	2.95	3.49	3.09	3.88
32 Ag MBLs	0.86	0.04	0.05	0.00	0.00	0.00
33 All Other MBLs	3.65	2.63	2.99	3.53	3.10	3.89
34 Net chargeoffs/average loans	0.86	0.94	1.06	0.94	1.26	1.24
35 Total Consumer	1.18	1.04	1.27	1.24	1.73	1.64
36 Credit Cards	2.81	2.42	2.66	3.01	3.12	3.95
37 All Other Consumer	0.91	0.81	1.04	0.95	1.49	1.25
38 Total Mortgages	0.60	0.87	0.90	0.71	0.91	0.93
39 First Mortgages	0.39	0.76	0.74	0.49	0.67	0.71
40 All Other Mortgages	1.18	1.29	1.46	1.49	1.71	1.68
41 Total MBLs	0.67	1.76	1.21	0.02	1.58	0.86
42 Ag MBLs	-0.09	0.00	0.00	0.00	0.00	0.00
43 All Other MBLs	0.71	1.78	1.22	0.02	1.58	0.87
<b>Asset/Liability Management</b>						
44 Loans/savings	69.2	64.4	64.0	63.8	67.4	68.7

Earnings & net chargeoffs are annualized quarterly results not seasonally adjusted. Growth rates are not annualized. Delinquency rates are 60+ day dollar delinquencies. Net chargeoffs are dollar chargeoffs net of recoveries. Totals include only credit unions that are released on the NCUA FOIA file.

Source: NCUA and CUNA E&S.



# Michigan Profile

Third Quarter 2011

## Credit Union vs Bank Profile

### Michigan

	Credit Unions				Banks			
	Sep 11	2010	2009	3 Yr Avg	Sep 11	2010	2009	3 Yr Avg
<b>Demographic Information</b>								
Number of Institutions	318	322	333	324	133	136	143	137
Assets per Institution (\$ mil)	131	124	115	123	514	501	503	506
Total assets (\$ mil)	41,490	39,986	38,244	39,907	68,360	68,129	71,910	69,466
Total loans (\$ mil)	23,160	23,429	23,274	23,288	46,734	48,338	52,439	49,170
Total surplus funds (\$ mil)	16,544	14,842	13,294	14,893	16,088	14,571	13,862	14,840
Total savings (\$ mil)	35,808	34,455	32,545	34,269	53,805	53,320	55,069	54,064
Avg number of branches (1)	3	3	3	3	11	11	10	11
<b>12 Month Growth Rates</b>								
Total assets	5.0	4.6	11.0	6.8	-0.2	-0.4	0.4	-0.1
Total loans	-1.3	0.7	4.1	1.1	-3.6	-2.6	-4.0	-3.4
Real estate loans	-0.5	-0.2	1.1	0.1	-5.9	-2.6	-3.9	-4.1
Commercial loans	12.6	19.5	18.6	16.9	7.5	0.2	-8.1	-0.1
Total consumer	-3.9	0.2	7.4	1.2	-2.4	-7.5	3.8	-2.1
Consumer credit card	-0.5	3.3	4.5	2.4	-16.2	-7.8	-1.6	-8.5
Other consumer	-4.5	-0.3	8.0	1.0	-2.4	-7.5	3.8	-2.0
Total surplus funds	15.4	11.6	27.2	18.1	7.2	9.7	15.9	10.9
Total savings	5.6	5.9	12.2	7.9	0.5	2.3	6.6	3.1
<b>YTD Earnings annualized(BP)</b>								
Yield on Total Assets	406	439	491	446	432	461	512	468
Dividend/Interest cost of assets	74	107	159	113	105	150	216	157
Fee and other income (2)	140	140	174	151	159	163	154	159
Operating expense	356	358	394	369	378	369	376	374
Loss provisions	51	79	96	75	92	203	245	180
Net income	65	36	17	39	16	-98	-171	-84
<b>Capital Adequacy</b>								
Net worth/assets	10.8	10.8	10.9	10.8	9.7	9.3	8.1	9.1
<b>Asset Quality</b>								
Delinquencies/loans (3)	1.47	1.71	1.91	1.70	6.49	6.82	6.59	6.63
Real estate loans	1.79	2.02	2.02	1.94	7.94	8.03	7.71	7.89
Consumer loans	2.56	2.99	3.32	2.96	1.80	2.64	2.85	2.43
Total consumer	0.87	1.12	1.62	1.20	0.45	0.61	0.65	0.57
Consumer credit card	1.19	1.59	2.46	1.75	0.76	0.41	0.89	0.69
Other consumer	0.80	1.03	1.47	1.10	0.45	0.61	0.65	0.57
Net chargeoffs/avg loans	0.97	1.20	1.15	1.11	1.60	2.45	2.42	2.16
Real estate loans	0.82	0.87	0.69	0.79	1.68	2.61	2.40	2.23
Commercial loans	1.13	1.06	1.03	1.07	1.36	1.71	2.48	1.85
Total consumer	1.14	1.68	1.86	1.56	0.86	1.15	1.97	1.33
Consumer credit card	2.61	3.72	3.82	3.38	1.68	4.08	3.78	3.18
Other consumer	0.86	1.30	1.49	1.22	0.85	1.14	1.96	1.32
<b>Asset Liability Management</b>								
Loans/savings	64.7	68.0	71.5	68.1	86.9	90.7	95.2	90.9
Loans/assets	55.8	58.6	60.9	58.4	66.6	69.0	70.7	68.8
Core deposits/total deposits	37.4	35.9	35.2	36.2	39.2	35.8	30.5	35.2
<b>Productivity</b>								
Employees per million assets	0.28	0.29	0.30	0.29	0.27	0.27	0.25	0.27

# Michigan Profile

Third Quarter 2011

## Michigan Credit Unions

September 2011

### Loan Penetration per 1000 Members

Credit Union Name	Total # loans/ member	Ranking among US CUs	Ranking among US CUs 03/09
1 Saginaw Medical FCU	869	116	156
2 Frankenmuth CU	813	167	160
3 First General CU	787	197	166
4 Community West CU	775	216	203
5 TBA CU	772	222	208
6 Michigan Schools & Government	763	240	239
7 Communicating Arts CU	763	241	242
8 Catholic FCU	735	289	294
9 Community Alliance CU	731	299	205
10 Bi-County PTC FCU	719	333	1,674

### Auto Loan Penetration per 1000 Members

Credit Union Name	Total # auto loans/ member	Ranking among US CUs	Ranking among US CUs 03/09
1 First General CU	406	71	63
2 TBA CU	395	84	73
3 Michigan One Community CU	394	88	85
4 Astera CU	355	142	154
5 Muskegon Co-op FCU	325	216	250
6 Financial Plus FCU	291	361	346
7 Lenco Credit Union	269	496	463
8 United FCU	267	510	516
9 Family First CU	264	539	656
10 Bay Winds Federal Credit Union	255	619	643

### 1st Mortgage Loans per 1000 Members

Credit Union Name	Total # FM loans/ member	Ranking among US CUs	Ranking among US CUs 03/09
1 Country Heritage CU	113	21	19
2 PAC Federal Credit Union	112	25	26
3 Detour Drummond Comm CU	93	37	38
4 Ukrainian Selfreliance Michigar	89	47	42
5 Marshall Community CU	85	55	54
6 HPC CU	78	75	77
7 Limestone FCU	77	76	74
8 Ukrainian Future CU	68	120	114
9 Honor CU	61	154	170
10 Forest Area FCU	60	172	173

### Home Equity Penetration per 1000 Members

Credit Union Name	Total # HE loans/ member	Ranking among US CUs	Ranking among US CUs 03/09
1 United Educational CU	53	73	77
2 Lapeer County School ECU	46	122	125
3 Community Financial Members F	46	125	127
4 Ishpeming Community FCU	42	182	190
5 Marshall Community CU	40	205	193
6 UP Catholic CU	37	260	250
7 BestSource CU	36	271	299
8 U P State CU	36	277	274
9 Dow Chemical ECU	36	294	285
10 Allegis CU	35	318	316

### Average Savings Balance

Credit Union Name	Average Savings/ Member	Ranking among US CUs	Ranking among US CUs 03/09
1 Ukrainian Selfreliance Michigan FC	\$22,326	60	56
2 Dow Chemical ECU	\$20,755	72	65
3 Sterling-Van Dyke CU	\$19,132	94	96
4 Detroit Metropolitan CU	\$17,172	135	124
5 Wildfire CU	\$15,705	189	179
6 Country Heritage CU	\$14,685	241	226
7 Michigan Schools & Government C	\$14,538	252	232
8 Marshall Community CU	\$13,722	297	271
9 Flint Area School ECU	\$13,687	300	284
10 Detour Drummond Comm CU	\$12,885	357	352

### Share Draft Penetration per 1000 Members

Credit Union Name	# SD/ Member	Ranking among US cus	Ranking among US CUs 03/09
1 My Personal CU	1,117	6	8
2 Michigan First CU	743	70	592
3 Michigan State University FCU	685	124	130
4 MemberFocus Community CU	668	158	140
5 Genisys CU	663	166	157
6 FM Financial CU	656	178	203
7 University of Michigan CU	652	191	196
8 Community Choice Credit Union	649	204	162
9 Dow Chemical ECU	644	219	217
10 Consumers CU	641	234	238

## Michigan Credit Unions Milestones

September 2011

### Assets

Credit Union Name	Current Assets	Three months prior	% Chg
<b>Exceeded \$100 Million</b>			
Chief Financial FCU	\$102.70	\$97.09	5.8%
<b>Exceeded \$250 Million</b>			
Alpena Alcona Area CU	\$252.63	\$248.35	1.7%

### Members

Credit Union Name	Current Members	Three months prior	% Chg
<b>Exceeded 10,000 Members</b>			
Preferred Federal Credit Union	10,128	9,937	1.9%

### Loans

Credit Union Name	Current Loans	Three months prior	% Chg
<b>Exceeded \$10 Million</b>			
Family Community CU	\$10.26	\$9.60	6.9%
<b>Exceeded \$25 Million</b>			
Limestone FCU	\$25.13	\$24.67	1.9%
Marquette Community FCU	\$25.48	\$24.37	4.6%
MemberFocus Community CU	\$25.81	\$24.63	4.8%
<b>Exceeded \$100 Million</b>			
CASE Credit Union	\$105.35	\$93.26	13.0%