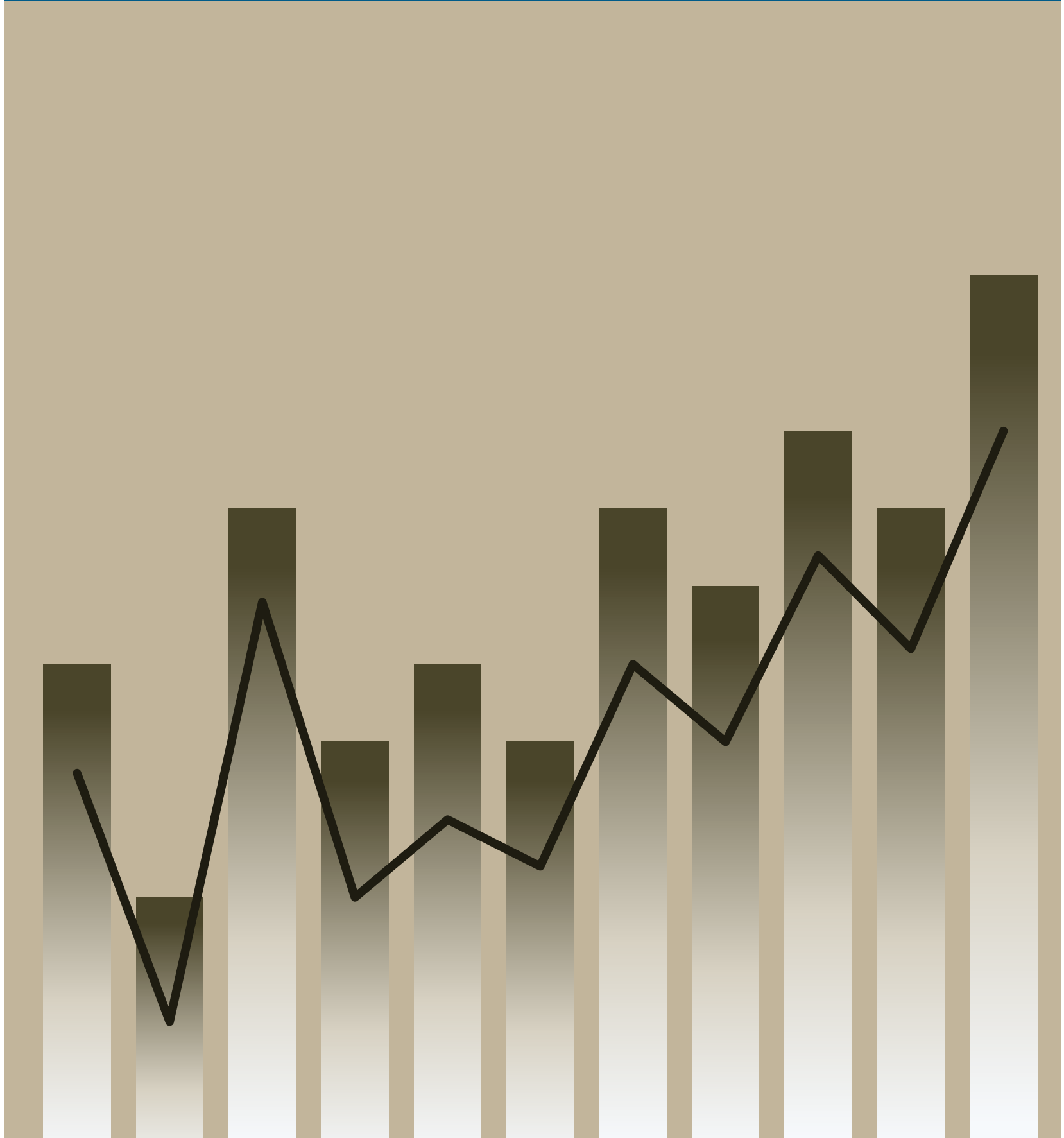


# Michigan Credit Union Profile

Mid Year 2016

CUNA Economics & Statistics



# Michigan Credit Union Profile

Mid Year 2016

## Overview by Year

	U.S. CUs	Michigan CUs
<b>Demographic Information</b>		
	Jun 16	Jun 16
Number of CUs	6,009	248
Assets per CU (\$ mil)	211.4	220.5
Median assets (\$ mil)	28.2	68.9
Total assets (\$ mil)	1,270,323	54,679
Total loans (\$ mil)	837,854	33,792
Total surplus funds (\$ mil)	378,275	18,449
Total savings (\$ mil)	1,072,747	46,372
Total memberships (thousands)	106,150	4,961
<b>Growth Rates (%)</b>		
Total assets	7.4	7.8
Total loans	10.5	11.1
Total surplus funds	0.6	1.8
Total savings	7.3	7.6
Total memberships	3.8	3.1
% CUs with increasing assets	73.6	87.9
<b>Earnings - Basis Pts.</b>		
Yield on total assets	338	339
Dividend/interest cost of assets	51	39
Net interest margin	287	300
Fee & other income *	134	155
Operating expense	308	338
Loss Provisions	36	28
Net Income (ROA) with Stab Exp	77	88
Net Income (ROA) without Stab Exp	77	88
% CUs with positive ROA	79.0	84.3
<b>Capital Adequacy (%)</b>		
Net worth/assets	10.9	11.5
% CUs with NW > 7% of assets	97.4	98.0
<b>Asset Quality</b>		
Delinquencies (60+ day \$)/loans (%)	0.75	0.68
Net chargeoffs/average loans (%)	0.51	0.44
Total borrower-bankruptcies	176,484	9,310
Bankruptcies per CU	29.4	37.5
Bankruptcies per 1000 members	1.7	1.9
<b>Asset/Liability Management</b>		
Loans/savings	78.1	72.9
Loans/assets	66.0	61.8
Net Long-term assets/assets	32.3	37.5
Liquid assets/assets	14.0	11.2
Core deposits/shares & borrowings	49.2	44.0
<b>Productivity</b>		
Members/potential members (%)	4	2
Borrowers/members (%)	56	59
Members/FTE	383	353
Average shares/member (\$)	10,106	9,347
Average loan balance (\$)	14,024	11,579
Employees per million in assets	0.22	0.26
<b>Structure (%)</b>		
Fed CUs w/ single-sponsor	12.2	2.8
Fed CUs w/ community charter	17.6	20.6
Other Fed CUs	31.4	14.1
CUs state chartered	38.8	62.5

*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 5300 Call Report file.*

*Source: NCUA and CUNA E&S.*

# Michigan Credit Union Profile

Mid Year 2016

## Overview: State Trends

	U.S.	Michigan Credit Unions						
	Jun 16	Jun 16	2015	2014	2013	2012	2011	2010
<b>Demographic Information</b>								
Number of CUs	6,009	248	254	274	293	306	313	323
Assets per CU (\$ mil)	211.4	220.5	205.4	177.9	157.9	145.0	133.8	123.8
Median assets (\$ mil)	28.2	68.9	65.1	58.2	52.2	48.5	44.7	39.1
Total assets (\$ mil)	1,270,323	54,679	52,177	48,751	46,275	44,359	41,873	39,987
Total loans (\$ mil)	837,854	33,792	32,021	28,926	26,176	24,337	23,446	23,429
Total surplus funds (\$ mil)	378,275	18,449	17,803	17,688	18,095	18,093	16,598	14,842
Total savings (\$ mil)	1,072,747	46,372	44,232	41,319	39,713	38,192	36,110	34,455
Total memberships (thousands)	106,150	4,961	4,876	4,751	4,629	4,550	4,474	4,471
<b>Growth Rates (%)</b>								
Total assets	7.4	7.8	7.0	5.4	4.3	5.9	4.7	4.6
Total loans	10.5	11.1	10.7	10.5	7.6	3.8	0.1	0.7
Total surplus funds	0.6	1.8	0.7	-2.3	0.0	9.0	11.8	11.6
Total savings	7.3	7.6	7.0	4.0	4.0	5.8	4.8	5.9
Total memberships	3.8	3.1	2.6	2.6	1.7	1.7	0.1	0.8
% CUs with increasing assets	73.6	87.9	83.9	75.2	70.3	81.7	80.5	68.4
<b>Earnings - Basis Pts.</b>								
Yield on total assets	338	339	338	338	337	359	403	439
Dividend/interest cost of assets	51	39	43	44	48	58	76	107
Net interest margin	287	300	295	294	289	302	326	333
Fee & other income *	134	155	160	153	157	162	139	140
Operating expense	308	338	343	338	337	339	369	358
Loss Provisions	36	28	27	26	27	34	53	79
Net Income (ROA) with Stab Exp	77	88	84	83	82	90	44	36
Net Income (ROA) without Stab Exp	77	88	84	83	87	97	62	47
% CUs with positive ROA	79.0	84.3	85.0	81.8	76.1	79.1	73.8	62.8
<b>Capital Adequacy (%)</b>								
Net worth/assets	10.9	11.5	11.7	11.6	11.4	11.1	10.9	10.8
% CUs with NW > 7% of assets	97.4	98.0	98.4	99.3	97.6	97.4	96.8	95.7
<b>Asset Quality</b>								
Delinquencies (60+ day \$)/loans (%)	0.75	0.68	0.81	0.88	1.02	1.07	1.46	1.71
Net chargeoffs/average loans (%)	0.51	0.44	0.47	0.51	0.58	0.77	0.97	1.20
Total borrower-bankruptcies	176,484	9,310	8,735	8,766	9,785	11,295	13,613	18,023
Bankruptcies per CU	29.4	37.5	34.4	32.0	33.4	36.9	43.5	55.8
Bankruptcies per 1000 members	1.7	1.9	1.8	1.8	2.1	2.5	3.0	4.0
<b>Asset/Liability Management</b>								
Loans/savings	78.1	72.9	72.4	70.0	65.9	63.7	64.9	68.0
Loans/assets	66.0	61.8	61.4	59.3	56.6	54.9	56.0	58.6
Net Long-term assets/assets	32.3	37.5	37.8	39.3	41.9	36.0	34.1	34.6
Liquid assets/assets	14.0	11.2	11.2	10.8	11.6	14.9	15.4	14.9
Core deposits/shares & borrowings	49.2	44.0	43.9	41.6	40.1	39.2	37.4	35.5
<b>Productivity</b>								
Members/potential members (%)	4	2	2	3	4	4	4	5
Borrowers/members (%)	56	59	58	56	54	52	50	50
Members/FTE	383	353	357	361	365	375	378	386
Average shares/member (\$)	10,106	9,347	9,071	8,697	8,580	8,394	8,071	7,705
Average loan balance (\$)	14,024	11,579	11,406	10,781	10,464	10,312	10,450	10,559
Employees per million in assets	0.22	0.26	0.26	0.27	0.27	0.27	0.28	0.29
<b>Structure (%)</b>								
Fed CUs w/ single-sponsor	12.2	2.8	2.8	2.6	2.4	2.6	2.6	2.8
Fed CUs w/ community charter	17.6	20.6	20.5	20.1	19.5	19.3	19.8	18.9
Other Fed CUs	31.4	14.1	13.8	13.9	14.7	15.4	15.7	16.1
CUs state chartered	38.8	62.5	63.0	63.5	63.5	62.7	62.0	62.2

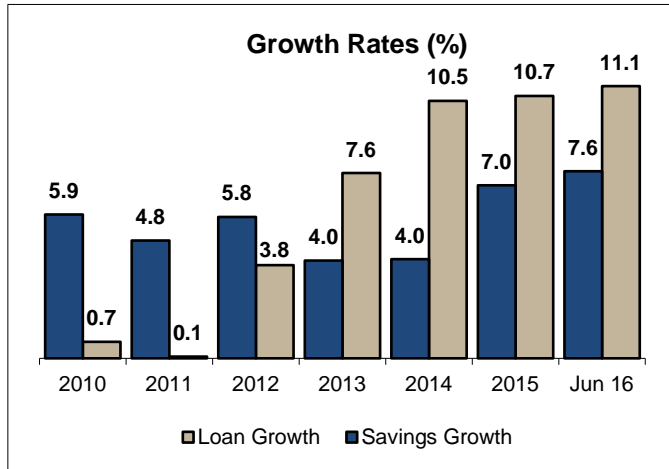
Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.

Source: NCUA and CUNA E&S.

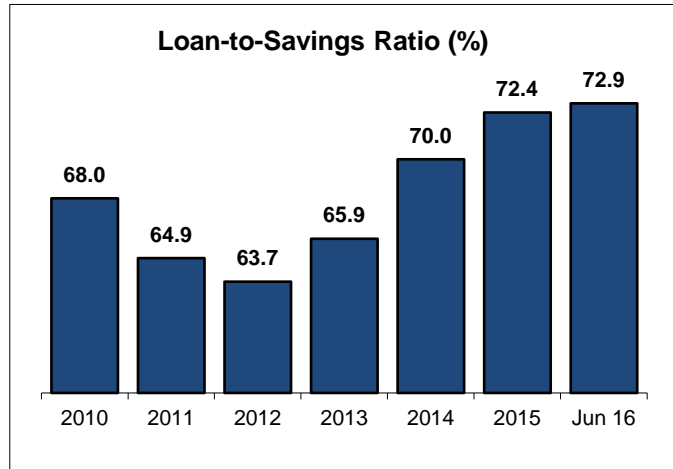
# Michigan Credit Union Profile

Mid Year 2016

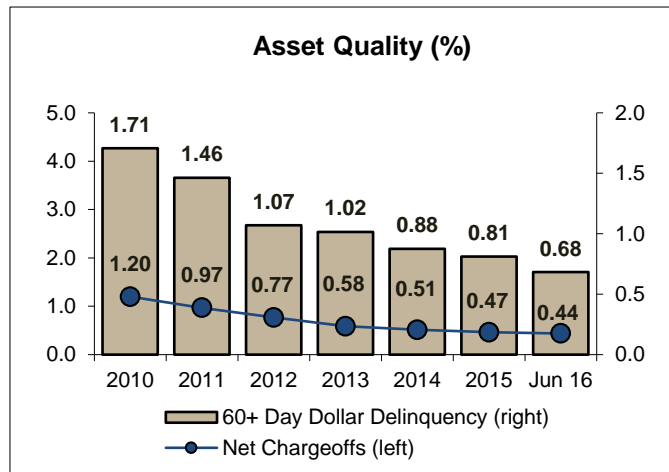
## Loan and Savings Growth Trends



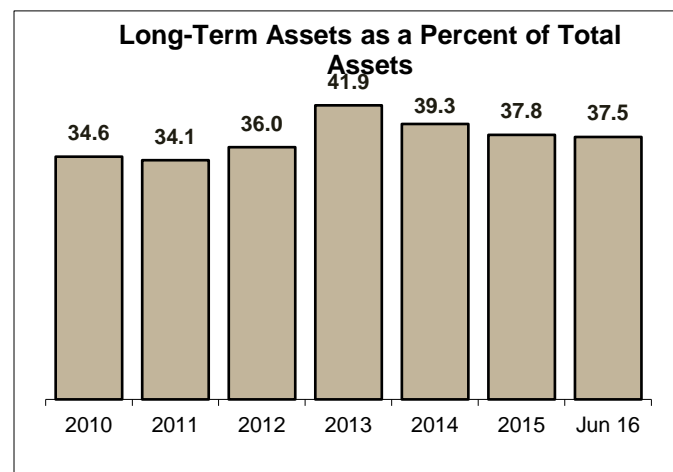
## Liquidity Trends



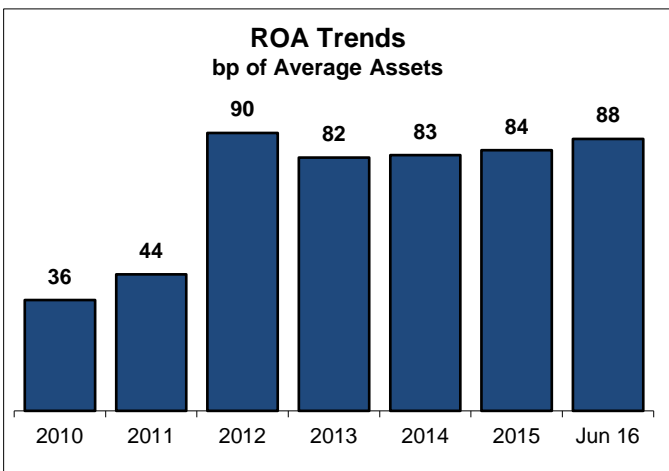
## Credit Risk Trends



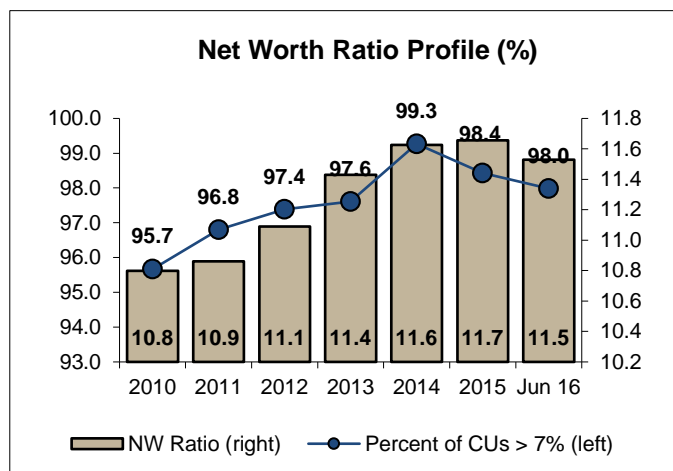
## Interest Rate Risk Trends



## Earnings Trends



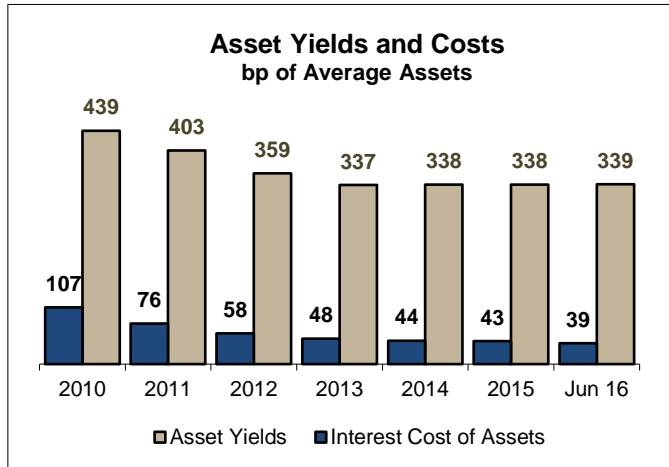
## Solvency Trends



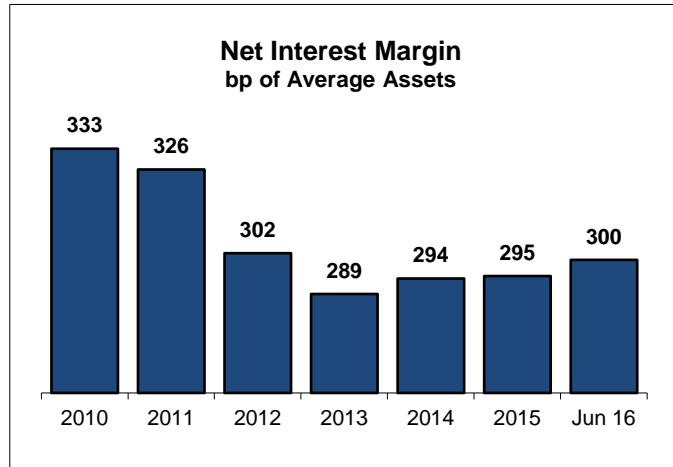
# Michigan Credit Union Profile

Mid Year 2016

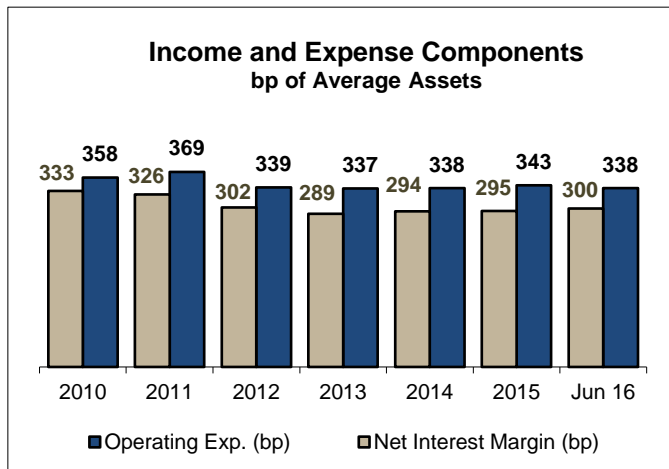
## Asset Yields and Funding Costs



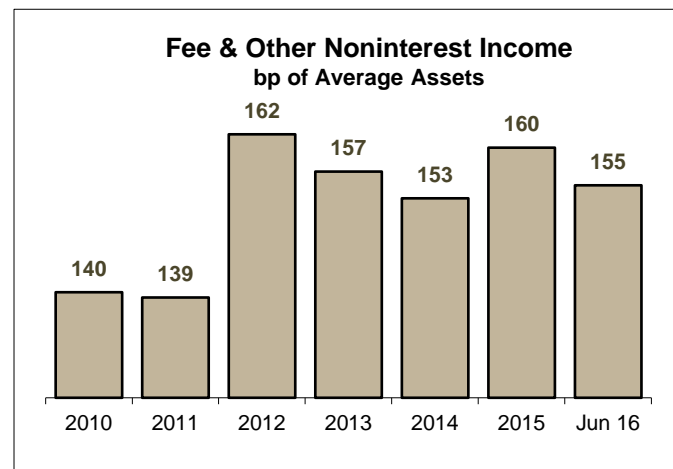
## Interest Margins



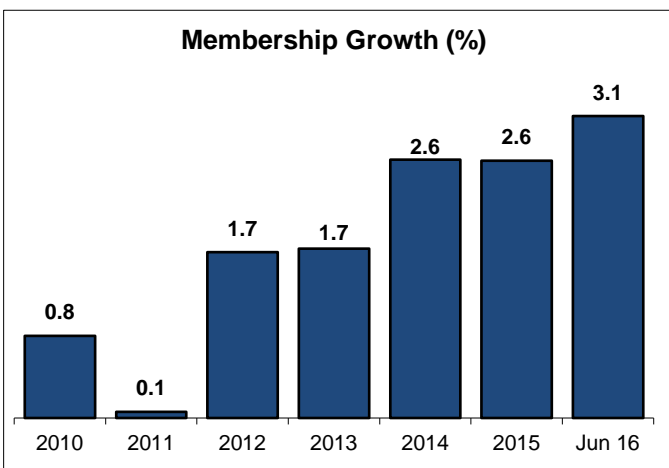
## Interest Margins & Overhead



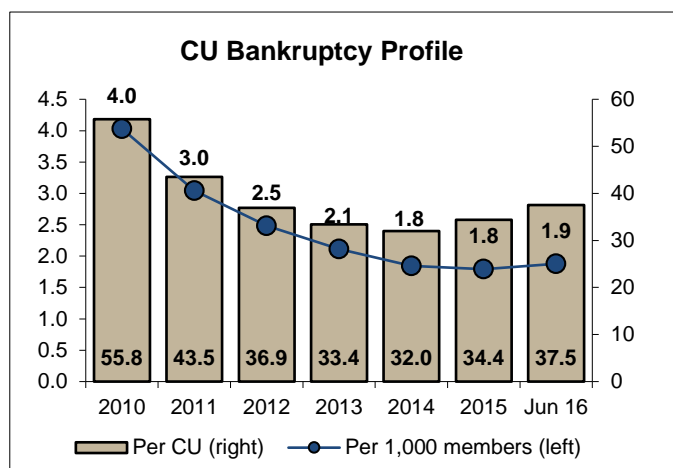
## Noninterest Income



## Membership Growth Trends



## Borrower Bankruptcies



# Michigan Credit Union Profile

Mid Year 2016

## Overview: State Results by Asset Size

	MI	Michigan Credit Union Asset Groups - 2016						
	Jun 16	< \$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	> \$1 Bil
<b>Demographic Information</b>								
Number of CUs	248	55	51	42	52	26	12	10
Assets per CU (\$ mil)	220.5	9.7	32.7	73.8	147.3	381.9	693.6	2,346.4
Median assets (\$ mil)	68.9	9.2	31.4	71.6	137.0	390.5	714.1	1,928.0
Total assets (\$ mil)	54,679	531	1,668	3,100	7,662	9,931	8,323	23,464
Total loans (\$ mil)	33,792	252	836	1,557	4,401	6,285	5,664	14,797
Total surplus funds (\$ mil)	18,449	266	773	1,409	2,898	3,155	2,241	7,706
Total savings (\$ mil)	46,372	465	1,468	2,721	6,704	8,508	6,970	19,537
Total memberships (thousands)	4,961	83	213	355	843	1,017	794	1,657
<b>Growth Rates (%)</b>								
Total assets	7.8	2.5	4.6	4.2	7.0	7.0	9.6	10.4
Total loans	11.1	5.1	5.8	7.0	9.6	13.0	15.0	11.2
Total surplus funds	1.8	0.4	3.3	1.3	2.9	-4.0	-2.7	8.7
Total savings	7.6	2.1	4.9	4.2	6.9	6.3	9.6	10.7
Total memberships	3.1	-3.7	-1.2	1.7	2.6	2.5	7.2	6.0
% CUs with increasing assets	87.9	67.3	88.2	88.1	100.0	96.2	100.0	100.0
<b>Earnings - Basis Pts.</b>								
Yield on total assets	339	323	331	315	340	363	368	322
Dividend/interest cost of assets	39	21	26	27	30	32	38	49
Net interest margin	300	302	305	288	311	331	330	273
Fee & other income *	155	121	137	133	149	175	175	146
Operating expense	338	376	381	369	369	387	400	277
Loss Provisions	28	27	16	21	29	30	28	29
Net Income (ROA) with Stab Exp	88	21	45	31	61	89	77	112
Net Income (ROA) without Stab Exp	88	21	45	31	61	89	77	112
% CUs with positive ROA	84.3	61.8	86.3	85.7	92.3	96.2	100.0	100.0
<b>Capital Adequacy (%)</b>								
Net worth/assets	11.5	11.2	11.2	11.2	11.0	12.1	12.2	11.3
% CUs with NW > 7% of assets	98.0	92.7	98.0	100.0	100.0	100.0	100.0	100.0
<b>Asset Quality</b>								
Delinquencies (60+ day \$)/loans (%)	0.68	1.15	1.15	1.06	0.85	0.82	0.76	0.47
Net chargeoffs/average loans (%)	0.44	0.54	0.42	0.40	0.43	0.52	0.45	0.40
Total borrower-bankruptcies	9,310	64	338	414	1,698	2,258	1,962	2,576
Bankruptcies per CU	37.5	1.2	6.6	9.9	32.7	86.8	163.5	257.6
Bankruptcies per 1000 members	1.9	0.8	1.6	1.2	2.0	2.2	2.5	1.6
<b>Asset/Liability Management (%)</b>								
Loans/savings	72.9	54.2	56.9	57.2	65.7	73.9	81.3	75.7
Loans/assets	61.8	47.5	50.1	50.2	57.4	63.3	68.1	63.1
Net Long-term assets/assets	37.5	19.6	25.8	29.4	31.6	36.5	39.5	41.4
Liquid assets/assets	11.2	24.8	19.5	19.0	14.4	10.9	8.9	9.0
Core deposits/shares & borrowings	44.0	67.8	56.7	57.6	51.9	49.6	48.6	33.9
<b>Productivity</b>								
Members/potential members (%)	2	2	3	2	2	2	2	3
Borrowers/members (%)	59	43	51	51	56	63	63	59
Members/FTE	353	386	366	354	357	329	355	364
Average shares/member (\$)	9,347	5,612	6,895	7,663	7,952	8,370	8,779	11,790
Average loan balance (\$)	11,579	7,049	7,725	8,580	9,329	9,781	11,299	15,139
Employees per million in assets	0.26	0.40	0.35	0.32	0.31	0.31	0.27	0.19
<b>Structure (%)</b>								
Fed CUs w/ single-sponsor	2.8	9.1	3.9	0.0	0.0	0.0	0.0	0.0
Fed CUs w/ community charter	20.6	30.9	25.5	26.2	13.5	7.7	8.3	0.0
Other Fed CUs	14.1	14.5	15.7	16.7	15.4	7.7	0.0	20.0
CUs state chartered	62.5	45.5	54.9	57.1	71.2	84.6	91.7	80.0

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 5300 Call Report file.

Source: NCUA and CUNA E&S.

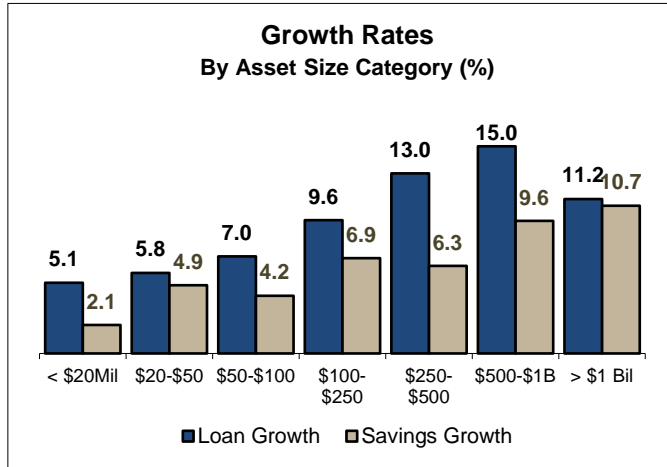


# Michigan Credit Union Profile

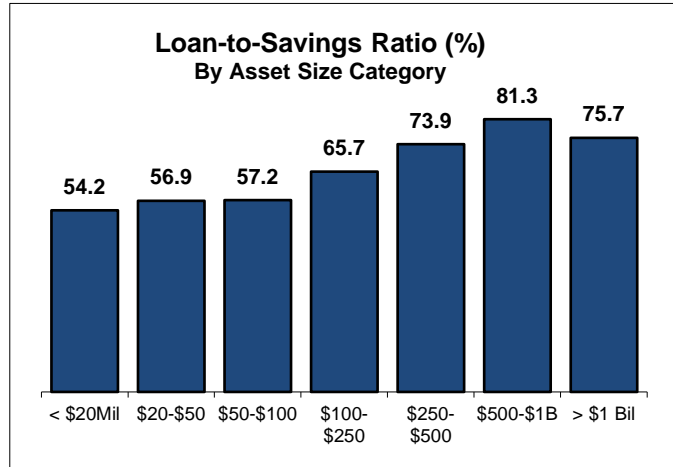
Mid Year 2016

## Results By Asset Size

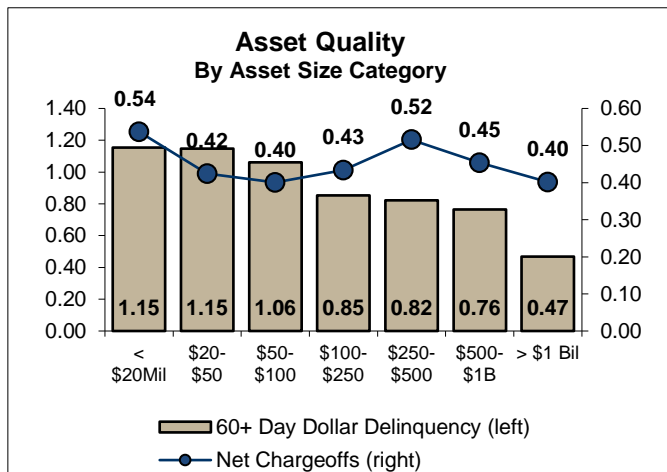
### Loan and Savings growth



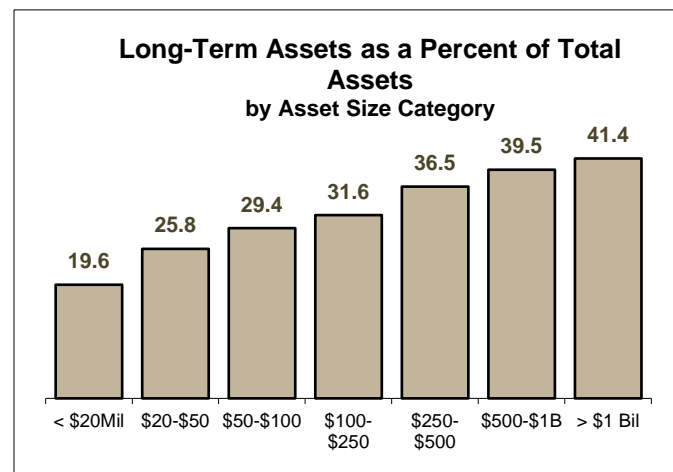
### Liquidity Risk Exposure



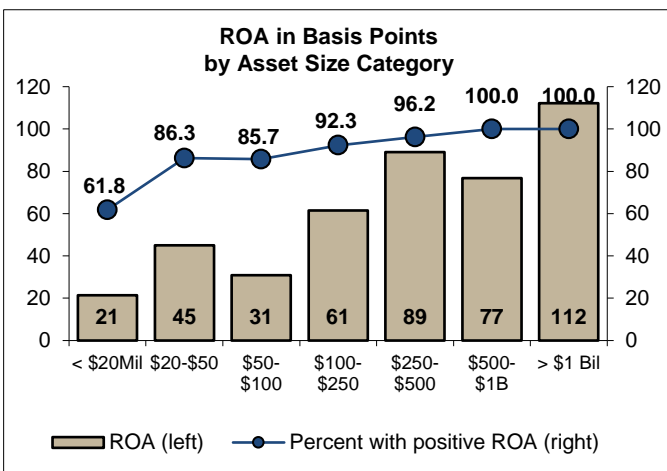
### Credit Risk Exposure



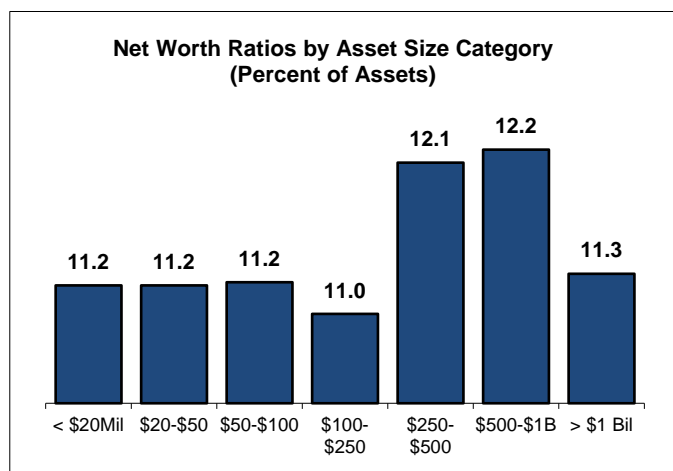
### Interest Rate Risk Exposure



### Earnings



### Solvency



# Michigan Credit Union Profile

Mid Year 2016

## Overview: National Results by Asset Size

	U.S.	All U.S. Credit Unions Asset Groups - 2016						
Demographic Information	Jun 16	< \$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	> \$1 Bil
Number of CUs	6,009	2,569	1,124	741	733	338	236	268
Assets per CU (\$ mil)	211.4	7.4	32.3	71.3	158.3	357.0	700.7	2,835.9
Median assets (\$ mil)	28.2	6.2	30.9	69.8	149.5	346.5	678.7	1,690.9
Total assets (\$ mil)	1,270,323	19,058	36,332	52,846	116,034	120,659	165,363	760,032
Total loans (\$ mil)	837,854	9,092	18,298	29,179	71,237	78,001	112,254	519,793
Total surplus funds (\$ mil)	378,275	9,541	16,770	21,335	38,962	36,478	44,983	210,206
Total savings (\$ mil)	1,072,747	16,324	31,747	46,278	101,766	104,325	141,794	630,513
Total memberships (thousands)	106,150	3,144	4,425	5,938	11,824	11,395	14,123	55,302
<b>Growth Rates (%)</b>								
Total assets	7.4	1.7	3.3	4.2	5.5	6.4	7.7	9.4
Total loans	10.5	2.8	4.3	6.2	7.4	9.8	11.4	12.3
Total surplus funds	0.6	0.7	2.1	1.2	1.7	-0.3	-0.9	2.2
Total savings	7.3	1.8	3.4	4.2	5.5	6.2	7.4	9.5
Total memberships	3.8	-1.2	-0.4	1.0	2.1	2.7	4.6	6.6
% CUs with increasing assets	73.6	56.7	77.6	82.9	90.7	95.3	96.6	98.9
<b>Earnings - Basis Pts.</b>								
Yield on total assets	338	342	325	337	340	342	340	337
Dividend/interest cost of assets	51	30	28	31	35	40	41	60
Net interest margin	287	312	297	306	306	302	298	277
Fee & other income *	134	82	106	128	139	148	146	132
Operating expense	308	353	348	367	366	360	347	275
Loss Provisions	36	20	24	24	28	33	35	40
Net Income (ROA) with Stab Exp	77	20	31	43	51	57	63	93
Net Income (ROA) without Stab Exp	77	20	31	43	51	57	63	93
% CUs with positive ROA	79.0	66.5	80.6	86.6	92.2	94.7	97.0	99.6
<b>Capital Adequacy (%)</b>								
Net worth/assets	10.9	13.9	12.1	11.4	10.8	11.0	10.9	10.7
% CUs with NW > 7% of assets	97.4	96.8	96.0	98.7	98.6	99.4	98.7	99.6
<b>Asset Quality</b>								
Delinquencies (60+ day \$)/loans (%)	0.75	1.43	1.14	0.97	0.86	0.79	0.70	0.70
Net chargeoffs/average loans (%)	0.51	0.48	0.48	0.48	0.44	0.48	0.44	0.54
Total borrower-bankruptcies	176,484	4,284	6,152	9,376	21,086	20,384	25,666	89,536
Bankruptcies per CU	29.4	1.7	5.5	12.7	28.8	60.3	108.8	334.1
Bankruptcies per 1000 members	1.7	1.4	1.4	1.6	1.8	1.8	1.8	1.6
<b>Asset/Liability Management</b>								
Loans/savings	78.1	55.7	57.6	63.1	70.0	74.8	79.2	82.4
Loans/assets	66.0	47.7	50.4	55.2	61.4	64.6	67.9	68.4
Net Long-term assets/assets	32.3	14.3	21.9	26.3	29.8	33.0	34.4	33.5
Liquid assets/assets	14.0	27.7	22.9	19.3	16.6	13.7	12.5	12.9
Core deposits/shares & borrowings	49.2	77.6	67.3	61.7	57.0	54.2	51.2	44.1
<b>Productivity</b>								
Members/potential members (%)	4	6	4	4	4	4	4	5
Borrowers/members (%)	56	41	46	51	51	54	56	60
Members/FTE	383	424	407	371	347	345	340	412
Average shares/member (\$)	10,106	5,193	7,175	7,793	8,607	9,155	10,040	11,401
Average loan balance (\$)	14,024	7,097	9,069	9,603	11,825	12,782	14,274	15,554
Employees per million in assets	0.22	0.39	0.30	0.30	0.29	0.27	0.25	0.18
<b>Structure (%)</b>								
Fed CUs w/ single-sponsor	12.2	22.5	7.9	3.8	2.7	1.8	3.0	2.2
Fed CUs w/ community charter	17.6	9.0	21.0	27.4	30.6	26.6	18.6	10.4
Other Fed CUs	31.4	35.9	33.0	27.4	23.6	24.0	22.9	31.0
CUs state chartered	38.8	32.6	38.1	41.4	43.1	47.6	55.5	56.3

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 5300 Call Report file.

Source: NCUA and CUNA E&S.



# Michigan Credit Union Profile

Mid Year 2016

## Portfolio: State Trends

	U.S.	Michigan Credit Unions						
	Jun 16	Jun 16	2015	2014	2013	2012	2011	2010
<b>Growth Rates</b>								
Credit cards	7.1%	5.7%	5.1%	4.8%	5.5%	3.0%	-0.1%	3.3%
Other unsecured loans	8.6%	8.8%	7.2%	11.2%	11.3%	8.6%	2.5%	-1.9%
New automobile	15.5%	14.0%	11.0%	15.0%	11.0%	0.2%	-17.1%	-16.6%
Used automobile	13.2%	14.8%	14.6%	15.5%	14.1%	7.8%	7.4%	11.2%
First mortgage	9.6%	7.7%	8.9%	7.7%	7.3%	4.2%	3.2%	2.7%
HEL & 2nd Mtg	4.4%	10.1%	9.0%	0.5%	-5.4%	-10.4%	-10.0%	-9.1%
Member business loans	13.7%	16.9%	17.3%	14.5%	25.9%	15.8%	14.0%	19.5%
Share drafts	12.7%	10.0%	15.0%	4.7%	6.5%	10.0%	8.0%	5.1%
Certificates	3.8%	5.2%	-1.6%	-2.8%	-3.5%	-4.9%	-6.6%	-6.3%
IRAs	1.4%	-0.3%	-2.6%	-4.6%	-1.6%	1.7%	-0.3%	4.9%
Money market shares	6.6%	7.4%	6.2%	4.2%	5.5%	7.9%	8.8%	14.8%
Regular shares	8.5%	9.6%	11.6%	10.7%	7.4%	11.1%	11.1%	9.5%
<b>Portfolio \$ Distribution</b>								
Credit cards/total loans	5.9%	5.3%	5.6%	5.9%	6.2%	6.3%	6.4%	6.4%
Other unsecured loans/total loans	4.3%	4.6%	4.8%	4.9%	4.9%	4.7%	4.5%	4.4%
New automobile/total loans	12.9%	7.2%	6.9%	6.9%	6.6%	6.4%	6.7%	8.1%
Used automobile/total loans	20.9%	23.8%	23.5%	22.7%	21.7%	20.4%	19.7%	18.3%
First mortgage/total loans	40.6%	42.4%	43.1%	43.8%	45.0%	45.1%	44.9%	43.5%
HEL & 2nd Mtg/total loans	9.1%	7.5%	7.7%	7.8%	8.6%	9.8%	11.3%	12.6%
Member business loans/total loans	7.6%	7.3%	7.1%	6.7%	6.4%	5.5%	4.9%	4.3%
Share drafts/total savings	14.6%	14.3%	15.2%	14.2%	14.1%	13.8%	13.2%	12.8%
Certificates/total savings	18.5%	15.0%	14.9%	16.3%	17.4%	18.7%	20.9%	23.4%
IRAs/total savings	7.3%	5.9%	6.2%	6.8%	7.4%	7.8%	8.1%	8.6%
Money market shares/total savings	22.7%	32.8%	32.8%	33.1%	33.0%	32.6%	31.9%	30.7%
Regular shares/total savings	35.3%	30.4%	29.4%	28.2%	26.5%	25.6%	24.4%	23.0%
<b>Percent of CUs Offering</b>								
Credit cards	59.6%	84.7%	84.3%	81.4%	80.5%	80.1%	78.6%	77.1%
Other unsecured loans	98.5%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
New automobile	95.5%	98.8%	98.8%	98.5%	97.3%	97.7%	97.4%	97.2%
Used automobile	96.6%	99.2%	99.2%	99.3%	98.6%	98.4%	98.4%	97.8%
First mortgage	66.5%	87.9%	87.8%	85.0%	83.6%	82.4%	82.4%	81.4%
HEL & 2nd Mtg	69.6%	88.3%	87.8%	86.9%	85.0%	85.0%	84.7%	84.5%
Member business loans	37.0%	59.7%	58.3%	55.8%	54.9%	53.6%	50.5%	47.1%
Share drafts	79.0%	93.1%	93.3%	92.0%	91.8%	91.5%	91.1%	90.1%
Certificates	79.9%	89.5%	90.6%	87.6%	87.4%	87.3%	86.3%	85.1%
IRAs	67.5%	87.5%	87.8%	85.0%	84.3%	84.0%	83.7%	83.0%
Money market shares	49.4%	76.6%	76.4%	75.2%	74.1%	72.2%	70.9%	69.7%
<b>Number of Loans as a Percent of Members in Offering CUs</b>								
Credit cards	18.9%	18.9%	18.1%	17.9%	17.3%	16.5%	16.0%	15.8%
Other unsecured loans	12.0%	13.4%	13.2%	13.8%	13.5%	13.1%	12.3%	12.1%
New automobile	5.2%	2.7%	2.7%	2.7%	2.5%	2.5%	2.7%	3.2%
Used automobile	13.8%	15.5%	15.2%	14.3%	13.3%	12.4%	11.7%	11.1%
First mortgage	2.4%	2.8%	2.8%	2.8%	2.7%	2.6%	2.5%	2.5%
HEL & 2nd Mtg	2.1%	2.1%	2.1%	2.1%	2.2%	2.4%	2.6%	2.8%
Member business loans	0.3%	0.3%	0.3%	0.3%	0.2%	0.2%	0.2%	0.2%
Share drafts	56.1%	57.9%	57.5%	57.1%	55.3%	53.5%	49.9%	48.5%
Certificates	8.0%	7.5%	7.6%	8.2%	9.0%	9.9%	11.1%	12.2%
IRAs	4.7%	3.9%	4.0%	4.3%	4.6%	5.2%	4.9%	5.1%
Money market shares	7.3%	9.5%	9.6%	9.9%	10.0%	10.3%	17.7%	15.8%

\* Current period flow statistics are trailing four quarters.

Source: NCUA and CUNA E&S.

### Portfolio Detail: State Results by Asset Size

	MI	Michigan Credit Union Asset Groups - 2016						
	Jun 16	< \$20 Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1Bil	> \$1Bil
<b>Growth Rates</b>								
Credit cards	5.7%	2.7%	1.5%	4.3%	6.9%	6.4%	9.7%	5.1%
Other unsecured loans	8.8%	3.2%	5.6%	9.3%	-0.6%	7.5%	8.1%	18.1%
New automobile	14.0%	5.6%	3.4%	6.7%	11.1%	13.3%	22.8%	15.9%
Used automobile	14.8%	8.2%	10.4%	11.3%	14.5%	17.3%	27.3%	10.6%
First mortgage	7.7%	2.1%	5.0%	1.9%	4.5%	9.2%	8.9%	8.8%
HEL & 2nd Mtg	10.1%	-1.2%	-5.9%	4.6%	4.4%	8.4%	8.3%	17.4%
Member business loans	16.9%	33.4%	8.7%	8.0%	25.9%	24.0%	21.8%	11.0%
Share drafts	10.0%	11.9%	7.5%	10.3%	11.0%	8.0%	11.6%	12.5%
Certificates	5.2%	-9.2%	-5.0%	-7.9%	-1.2%	0.2%	8.5%	12.8%
IRAs	-0.3%	-3.5%	0.1%	-2.2%	-0.8%	-3.3%	1.0%	3.0%
Money market shares	7.4%	-1.4%	2.6%	2.5%	5.5%	5.3%	7.8%	10.0%
Regular shares	9.6%	2.9%	8.9%	7.8%	10.9%	11.5%	10.5%	11.9%
<b>Portfolio \$ Distribution</b>								
Credit cards/total loans	5.3%	5.0%	6.1%	5.2%	4.7%	7.0%	5.6%	4.5%
Other unsecured loans/total loans	4.6%	10.5%	7.2%	6.2%	5.8%	5.2%	4.3%	3.8%
New automobile/total loans	7.2%	11.8%	8.3%	7.4%	7.9%	7.2%	8.1%	6.4%
Used automobile/total loans	23.8%	35.1%	26.1%	26.7%	28.6%	25.9%	25.1%	20.3%
First mortgage/total loans	42.4%	20.2%	38.7%	37.5%	35.7%	39.2%	39.0%	48.1%
HEL & 2nd Mtg/total loans	7.5%	8.1%	5.2%	7.0%	7.4%	6.3%	10.2%	7.2%
Member business loans/total loans	7.3%	2.1%	2.5%	3.0%	5.8%	9.1%	8.0%	7.6%
Share drafts/total savings	14.3%	14.4%	15.8%	15.4%	15.3%	16.8%	17.7%	11.5%
Certificates/total savings	15.0%	7.8%	13.3%	12.4%	15.5%	13.6%	16.6%	15.6%
IRAs/total savings	5.9%	3.8%	6.4%	7.2%	6.4%	6.5%	5.1%	5.7%
Money market shares/total savings	32.8%	18.0%	20.8%	20.6%	23.2%	27.0%	26.8%	43.7%
Regular shares/total savings	30.4%	53.5%	40.9%	42.2%	36.8%	33.4%	32.2%	23.2%
<b>Percent of CUs Offering</b>								
Credit cards	84.7%	47.3%	92.2%	100.0%	92.3%	100.0%	100.0%	90.0%
Other unsecured loans	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
New automobile	98.8%	94.5%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Used automobile	99.2%	96.4%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
First mortgage	87.9%	47.3%	98.0%	100.0%	100.0%	100.0%	100.0%	100.0%
HEL & 2nd Mtg	88.3%	56.4%	94.1%	95.2%	100.0%	100.0%	100.0%	100.0%
Member business loans	59.7%	12.7%	49.0%	59.5%	92.3%	88.5%	91.7%	90.0%
Share drafts	93.1%	69.1%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Certificates	89.5%	60.0%	96.1%	95.2%	100.0%	100.0%	100.0%	100.0%
IRAs	87.5%	54.5%	94.1%	95.2%	100.0%	100.0%	100.0%	90.0%
Money market shares	76.6%	40.0%	78.4%	78.6%	94.2%	96.2%	91.7%	100.0%
<b>Number of Loans as a Percent of Members in Offering CUs</b>								
Credit cards	18.9%	15.4%	16.5%	14.6%	15.6%	21.2%	20.6%	19.6%
Other unsecured loans	13.4%	13.4%	14.7%	13.0%	15.1%	14.7%	13.5%	11.6%
New automobile	2.7%	2.1%	1.8%	2.0%	2.5%	2.4%	3.1%	3.2%
Used automobile	15.5%	12.3%	11.3%	13.1%	15.4%	16.0%	15.5%	16.5%
First mortgage	2.8%	1.5%	2.5%	2.6%	2.5%	2.8%	2.6%	3.3%
HEL & 2nd Mtg	2.1%	1.2%	1.0%	1.4%	1.6%	1.7%	2.6%	2.7%
Member business loans	0.3%	0.3%	0.2%	0.2%	0.2%	0.4%	0.4%	0.2%
Share drafts	57.9%	42.7%	49.2%	50.8%	53.3%	55.4%	62.2%	63.1%
Certificates	7.5%	4.0%	6.2%	5.6%	7.7%	6.6%	6.9%	8.8%
IRAs	3.9%	2.1%	3.2%	3.6%	3.5%	3.6%	3.3%	4.9%
Money market shares	9.5%	6.8%	5.5%	6.6%	6.8%	8.3%	9.2%	12.6%

\* Current period flow statistics are trailing four quarters.

Source: NCUA and CUNA E&S.

### Portfolio Detail: National Results by Asset Size

	U.S.	All U.S. Credit Unions Asset Groups - 2016						
	Jun 16	< \$20 Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1Bil	> \$1Bil
<b>Growth Rates</b>								
Credit cards	7.1%	0.8%	-0.1%	1.3%	2.5%	4.6%	5.6%	8.9%
Other unsecured loans	8.6%	1.7%	3.1%	5.5%	5.9%	8.7%	11.2%	11.3%
New automobile	15.5%	3.2%	5.5%	10.1%	10.4%	15.6%	17.3%	17.6%
Used automobile	13.2%	4.3%	6.6%	8.5%	10.7%	13.5%	14.4%	15.5%
First mortgage	9.6%	1.5%	2.8%	4.4%	6.2%	7.8%	9.6%	11.2%
HEL & 2nd Mtg	4.4%	-3.1%	0.6%	1.4%	0.2%	4.7%	5.0%	6.3%
Member business loans	13.7%	6.2%	10.9%	10.7%	11.2%	12.4%	12.6%	15.8%
Share drafts	12.7%	7.3%	8.8%	8.4%	9.8%	10.4%	12.1%	16.1%
Certificates	3.8%	-3.4%	-4.9%	-3.0%	-1.0%	1.1%	2.0%	7.0%
IRAs	1.4%	-1.5%	-0.8%	-0.9%	-0.2%	0.7%	1.6%	2.8%
Money market shares	6.6%	0.2%	1.9%	2.4%	3.6%	4.0%	6.5%	8.1%
Regular shares	8.5%	2.2%	5.1%	6.6%	8.1%	8.5%	9.5%	10.7%
<b>Portfolio \$ Distribution</b>								
Credit cards/total loans	5.9%	3.1%	4.4%	4.4%	4.1%	4.9%	4.6%	6.8%
Other unsecured loans/total loans	4.3%	15.7%	8.7%	6.8%	5.2%	4.8%	3.7%	3.7%
New automobile/total loans	12.9%	18.6%	13.3%	11.9%	11.0%	11.7%	12.7%	13.3%
Used automobile/total loans	20.9%	33.9%	29.0%	27.8%	26.0%	24.4%	24.4%	17.9%
First mortgage/total loans	40.6%	12.8%	26.0%	30.2%	34.9%	36.7%	38.0%	44.2%
HEL & 2nd Mtg/total loans	9.1%	6.5%	10.2%	10.2%	10.3%	10.2%	8.9%	8.8%
Member business loans/total loans	7.6%	1.2%	2.6%	4.5%	7.0%	8.4%	10.0%	7.5%
Share drafts/total savings	14.6%	9.3%	13.7%	15.9%	17.2%	18.2%	17.6%	13.1%
Certificates/total savings	18.5%	11.9%	14.2%	15.6%	17.0%	17.3%	18.3%	19.5%
IRAs/total savings	7.3%	3.8%	6.3%	7.0%	7.0%	6.8%	6.8%	7.7%
Money market shares/total savings	22.7%	4.5%	10.2%	13.8%	16.9%	19.1%	21.9%	26.1%
Regular shares/total savings	35.3%	68.3%	53.6%	45.9%	40.1%	36.5%	34.2%	32.0%
<b>Percent of CUs Offering</b>								
Credit cards	59.6%	26.8%	75.9%	85.0%	86.5%	93.5%	90.7%	92.5%
Other unsecured loans	98.5%	96.7%	99.6%	100.0%	100.0%	100.0%	100.0%	100.0%
New automobile	95.5%	89.6%	99.9%	99.9%	99.9%	100.0%	100.0%	99.6%
Used automobile	96.6%	92.3%	99.7%	99.9%	99.7%	100.0%	99.6%	99.6%
First mortgage	66.5%	30.1%	83.8%	95.8%	99.3%	100.0%	100.0%	99.6%
HEL & 2nd Mtg	69.6%	36.4%	87.2%	95.5%	98.4%	99.4%	100.0%	100.0%
Member business loans	37.0%	6.7%	31.8%	52.5%	75.2%	82.8%	91.5%	95.9%
Share drafts	79.0%	52.7%	96.6%	99.2%	99.5%	100.0%	100.0%	99.3%
Certificates	79.9%	57.5%	92.9%	97.3%	98.8%	99.4%	99.2%	98.5%
IRAs	67.5%	33.6%	83.8%	94.2%	98.0%	98.5%	99.6%	99.3%
Money market shares	49.4%	13.9%	55.7%	75.7%	87.2%	91.1%	93.6%	94.4%
<b>Number of Loans as a Percent of Members in Offering CUs</b>								
Credit cards	18.9%	13.2%	13.3%	14.2%	15.0%	16.4%	17.4%	21.5%
Other unsecured loans	12.0%	16.7%	13.2%	12.3%	11.4%	11.5%	11.4%	12.1%
New automobile	5.2%	3.2%	3.1%	3.4%	3.6%	3.9%	4.8%	6.3%
Used automobile	13.8%	10.7%	12.0%	13.0%	14.2%	14.3%	15.3%	13.6%
First mortgage	2.4%	1.4%	1.8%	2.2%	2.4%	2.3%	2.3%	2.5%
HEL & 2nd Mtg	2.1%	1.4%	1.5%	1.6%	2.0%	2.1%	2.1%	2.3%
Member business loans	0.3%	0.6%	0.5%	0.4%	0.4%	0.4%	0.4%	0.2%
Share drafts	56.1%	32.0%	41.3%	46.6%	51.0%	54.5%	57.5%	60.5%
Certificates	8.0%	5.2%	5.7%	6.1%	6.9%	7.1%	7.4%	9.0%
IRAs	4.7%	2.7%	3.2%	3.6%	3.9%	4.1%	4.3%	5.4%
Money market shares	7.3%	4.1%	3.8%	4.3%	4.8%	6.0%	6.5%	8.7%

\* Current period flow statistics are trailing four quarters.

Source: NCUA and CUNA E&S.



# Michigan Credit Union Profile

Mid Year 2016

## Michigan CU Profile - Quarterly Trends

	U.S.	Michigan Credit Unions				
Demographic Information	Jun 16	Jun 16	Mar 16	Dec 15	Sep 15	Jun 15
Number CUs	6,009	248	250	254	256	261
<b>Growth Rates (Quarterly % Change)</b>						
Total loans	3.1	3.9	1.7	1.8	3.7	4.1
Credit cards	2.7	3.0	-2.8	3.5	2.6	3.1
Other unsecured loans	3.6	4.5	-1.4	1.6	4.5	4.8
New automobile	4.3	5.4	4.1	-0.5	5.2	3.7
Used automobile	3.9	4.5	2.5	2.8	4.6	4.3
First mortgage	2.5	2.5	1.4	1.3	2.5	3.3
HEL & 2nd Mtg	1.6	2.1	1.3	2.4	4.7	2.5
Member business loans	3.4	4.1	5.4	5.4	1.2	5.3
Total savings	0.9	1.2	4.0	3.3	-0.3	0.9
Share drafts	-0.2	-1.3	0.4	13.8	-1.8	-1.4
Certificates	1.3	2.0	3.8	0.1	-0.2	-0.1
IRAs	1.0	0.7	0.4	-0.5	-0.2	-0.2
Money market shares	1.2	1.4	3.5	2.1	0.8	1.0
Regular shares	0.9	1.5	7.4	2.6	-1.0	2.8
Total memberships	1.3	1.0	1.3	0.6	1.0	1.3
<b>Earnings (Basis Points)</b>						
Yield on total assets	337	340	338	337	343	336
Dividend/interest cost of assets	51	40	39	55	39	39
Fee & other income *	138	163	146	171	168	165
Operating expense	309	339	338	352	343	339
Loss Provisions	37	29	27	28	30	24
Net Income (ROA) *	79	95	80	68	92	98
% CUs with positive ROA *	79	84	82	85	84	79
<b>Capital Adequacy (%)</b>						
Net worth/assets	10.8	11.5	11.5	11.7	11.8	11.6
% CUs with NW > 7% of assets	97.4	98.0	98.0	98.4	98.8	98.5
<b>Asset Quality (%)</b>						
Loan delinquency rate - Total loans	0.75	0.69	0.67	0.82	0.78	0.76
Total Consumer	0.85	0.82	0.83	0.99	0.89	0.83
Credit Cards	0.93	0.72	0.71	0.82	0.78	0.72
All Other Consumer	0.84	0.84	0.84	1.01	0.91	0.84
Total Mortgages	0.65	0.55	0.51	0.65	0.66	0.70
First Mortgages	0.65	0.57	0.53	0.68	0.70	0.73
All Other Mortgages	0.66	0.44	0.42	0.49	0.47	0.51
Total MBLs	1.45	0.51	0.51	0.65	0.46	0.00
Ag MBLs	1.05	0.00	0.00	0.00	0.00	0.00
All Other MBLs	1.47	0.52	0.52	0.65	0.46	0.00
Net chargeoffs/average loans	0.50	0.42	0.46	0.49	0.45	0.46
Total Consumer	0.94	0.77	0.84	0.91	0.81	0.78
Credit Cards	2.19	1.42	1.47	1.44	1.23	1.51
All Other Consumer	0.77	0.69	0.76	0.84	0.76	0.69
Total Mortgages	0.06	0.08	0.09	0.08	0.11	0.16
First Mortgages	0.05	0.07	0.09	0.07	0.09	0.13
All Other Mortgages	0.08	0.12	0.10	0.10	0.21	0.33
Total MBLs	0.47	0.01	0.02	0.33	0.38	0.00
Ag MBLs	0.03	0.00	0.00	0.00	0.00	0.00
All Other MBLs	0.60	0.02	0.03	0.41	0.48	0.00
<b>Asset/Liability Management</b>						
Loans/savings	77.7	72.5	70.5	72.1	73.2	70.2

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 5300 Call Report file.

Source: NCUA and CUNA E&S.

# Michigan Credit Union Profile

Mid Year 2016

## Bank Comparisons

	MI Credit Unions				MI Banks			
	Jun 16	2015	2014	3 Yr Avg	Jun 16	2015	2014	3 Yr Avg
<b>Demographic Information</b>								
Number of Institutions	248	254	274	259	108	110	118	112
Assets per Institution (\$ mil)	220	205	178	201	632	603	501	579
Total assets (\$ mil)	54,679	52,177	48,751	51,869	68,251	66,348	59,097	64,566
Total loans (\$ mil)	33,792	32,021	28,926	31,580	49,111	46,956	41,171	45,746
Total surplus funds (\$ mil)	18,449	17,803	17,688	17,980	14,394	14,993	13,622	14,336
Total savings (\$ mil)	46,372	44,232	41,319	43,974	53,047	51,270	47,958	50,758
Avg number of branches (1)	4	4	4	4	10	10	10	10
<b>12 Month Growth Rates (%)</b>								
Total assets	7.8	7.0	5.4	6.7	13.2	18.3	16.3	15.9
Total loans	11.1	10.7	10.5	10.8	16.6	20.5	18.3	18.4
Real estate loans	8.0	8.9	6.6	7.8	15.1	19.3	14.7	16.4
Commercial loans	16.9	17.3	14.5	16.2	19.3	20.1	27.9	22.4
Total consumer	13.9	11.9	15.1	13.6	13.3	7.2	33.2	17.9
Consumer credit card	5.7	5.1	4.8	5.2	5.2	-11.0	1.5	-1.4
Other consumer	15.1	13.0	17.0	15.1	13.3	7.2	33.3	18.0
Total surplus funds	1.8	0.7	-2.3	0.1	3.4	15.3	11.5	10.1
Total savings	7.6	7.0	4.0	6.2	11.7	12.7	16.5	13.6
<b>YTD Earnings Annualized (BP)</b>								
Yield on Total Assets	339	338	338	338	367	374	387	376
Dividend/Interest cost of assets	39	43	44	42	40	38	38	39
Net Interest Margin	300	295	294	296	327	336	349	337
Fee and other income (2)	155	160	153	156	164	180	167	170
Operating expense	338	343	338	340	375	404	416	398
Loss provisions	28	27	26	27	1	-3	28	9
Net income	88	84	83	85	114	115	71	100
<b>Capital Adequacy (%)</b>								
Net worth/assets	11.5	11.7	11.6	11.6	11.5	11.3	11.9	11.6
<b>Asset Quality (%)</b>								
Delinquencies/loans (3)	0.68	0.81	0.88	0.79	1.46	1.78	3.24	2.16
Real estate loans	0.55	0.65	0.79	0.66	1.78	2.15	4.03	2.66
Consumer loans	0.50	0.60	0.47	0.52	0.87	1.03	1.01	0.97
Total consumer	0.87	1.04	1.05	0.99	0.16	0.20	0.21	0.19
Consumer credit card	0.72	0.82	0.84	0.79	0.32	0.37	0.29	0.33
Other consumer	0.89	1.08	1.08	1.02	0.16	0.20	0.21	0.19
Net chargeoffs/avg loans	0.44	0.47	0.51	0.47	0.16	0.26	0.26	0.23
Real estate loans	0.08	0.12	0.20	0.13	0.12	0.29	0.27	0.23
Commercial loans	0.01	0.09	0.37	0.15	0.33	0.09	0.19	0.20
Total consumer	0.93	0.96	0.93	0.94	0.21	0.29	0.23	0.24
Consumer credit card	1.42	1.36	1.43	1.41	0.86	0.72	0.92	0.83
Other consumer	0.85	0.89	0.85	0.86	0.21	0.29	0.22	0.24
<b>Asset Liability Management (%)</b>								
Loans/savings	72.9	72.4	70.0	71.8	92.6	91.6	85.8	90.0
Loans/assets	61.8	61.4	59.3	60.8	71.1	69.8	68.3	69.7
Core deposits/total deposits	44.7	44.6	42.3	43.9	54.0	52.7	51.8	52.8
<b>Productivity</b>								
Employees per million assets	0.26	0.26	0.27	0.26	0.24	0.24	0.27	0.25

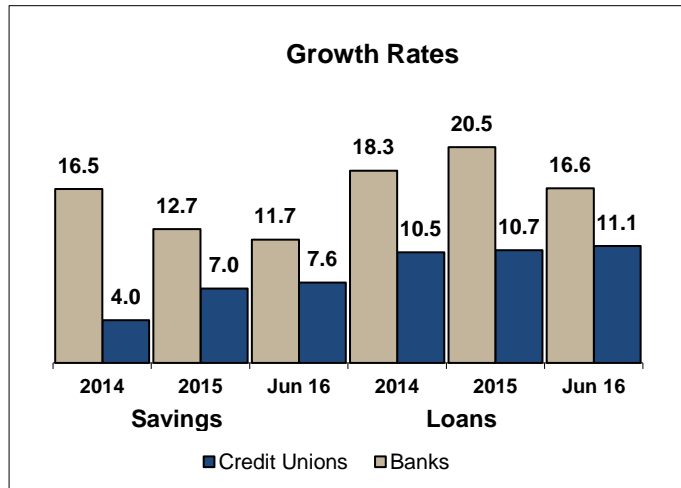
Source: FDIC, NCUA and CUNA E&S

# Michigan Credit Union Profile

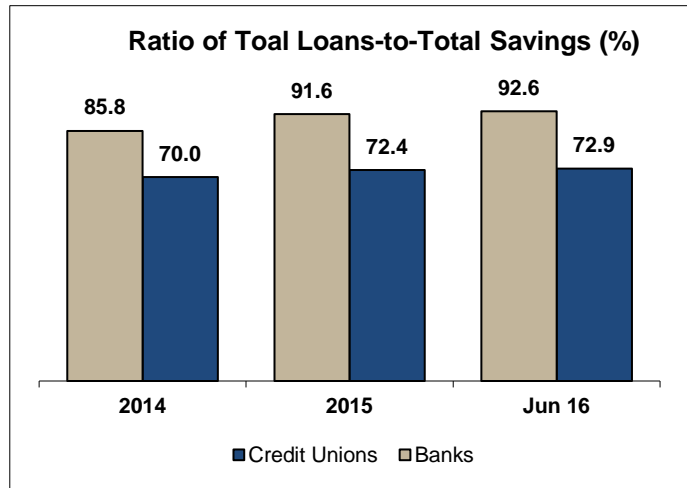
Mid Year 2016

## Credit Union and Bank Comparisons

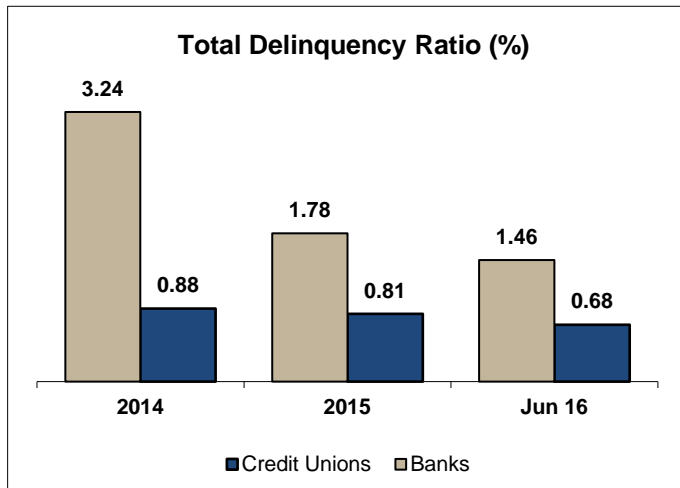
### Loan and Savings Growth Trends



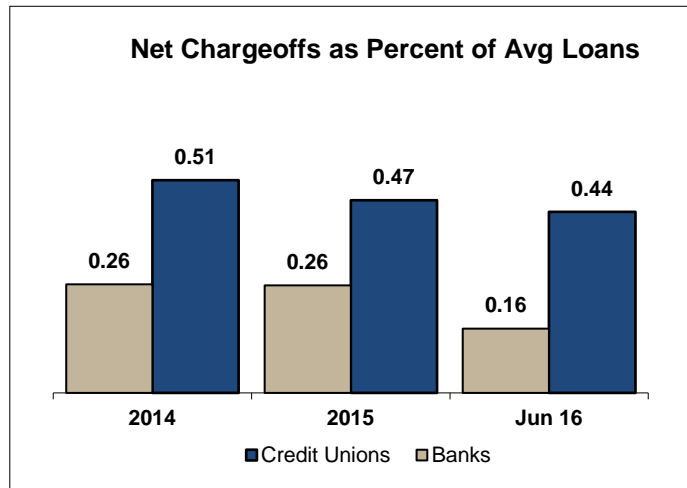
### Liquidity Risk Trends



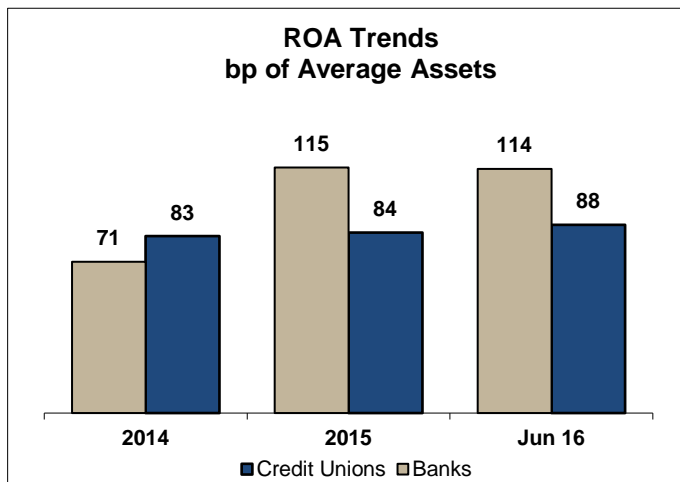
### Credit Risk Trends



### Credit Risk Trends



### Earnings Trends



### Solvency Trends

