

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 \$473,818,877 in direct financial benefits to the state's 5,723,644 members during the twelve months ending December 2021.

These benefits are equivalent to \$83 per member or \$174 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 \$162 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.

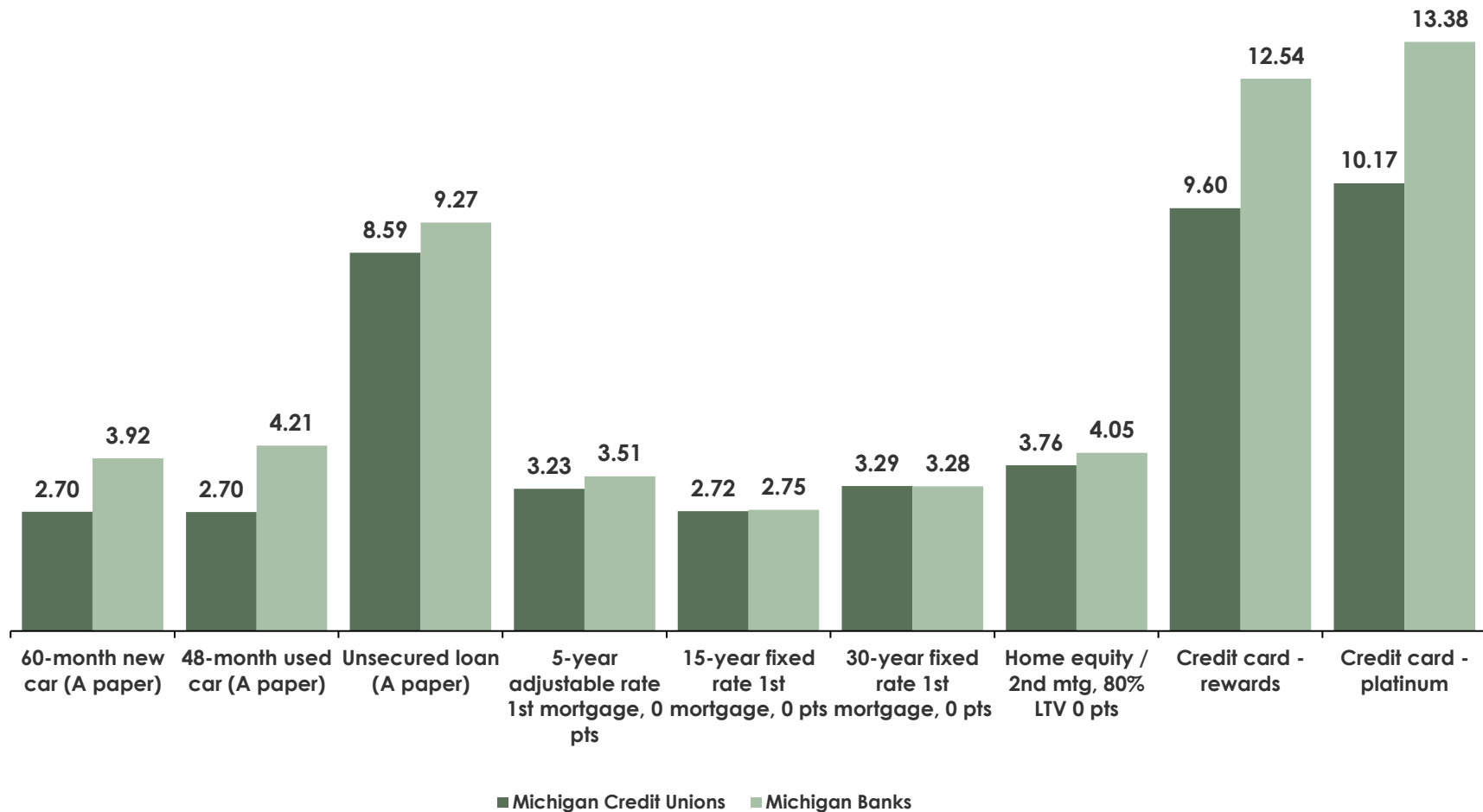
Michigan credit unions excel in providing member benefits on many loan and savings products. In particular, Michigan credit unions offer lower average loan rates on the following accounts: new car loans, used car loans, personal unsecured loans, first mortgage-fixed rate, first mortgage-adjustable rate,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



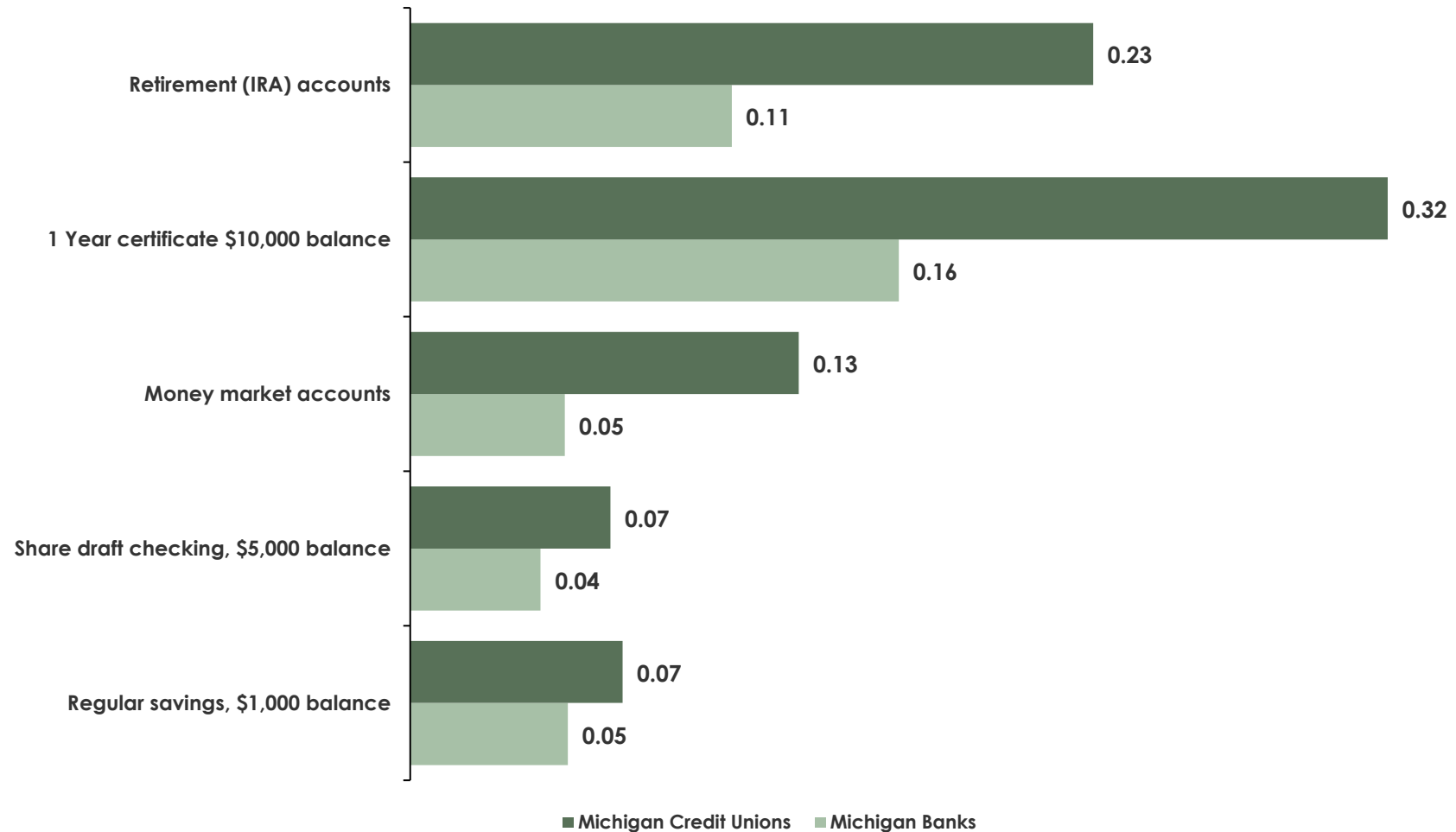
Loan Product Comparative Interest Rates (%)

by Loan Type



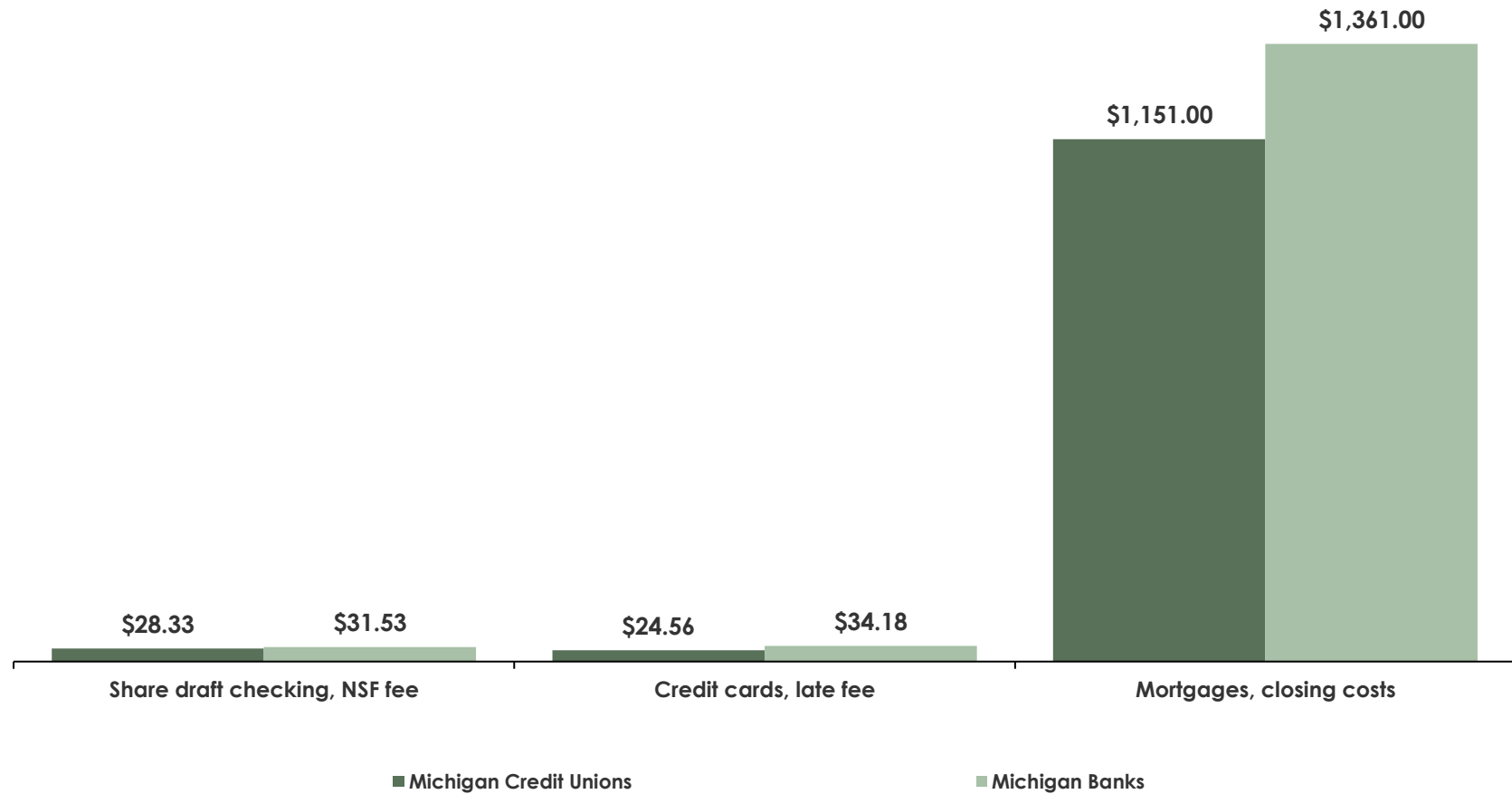
Savings Product Comparative Interest Rates (%)

by Savings Account Type



Comparative Fees

by Type



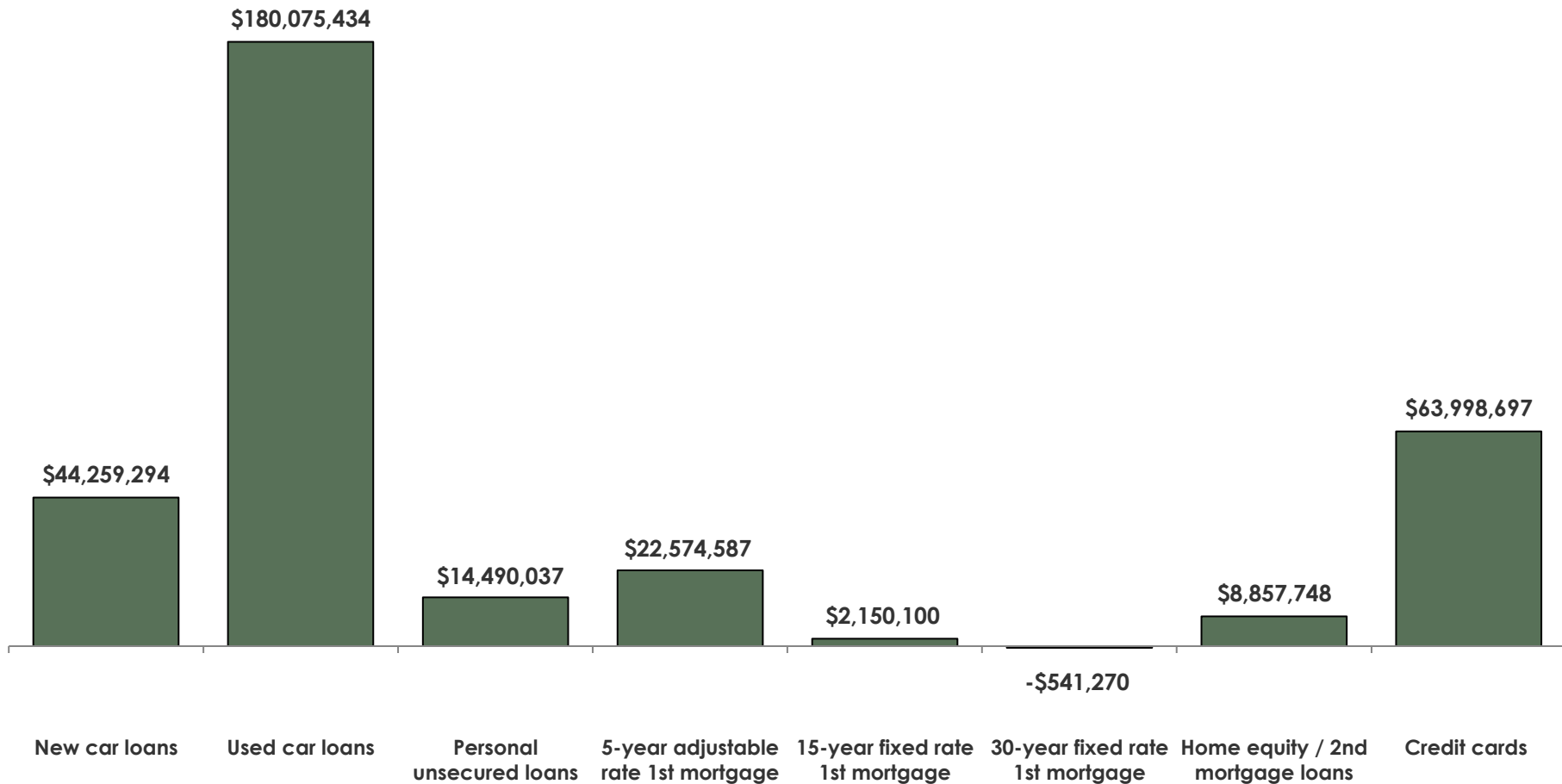
Michigan Credit Union and Banking Institution December 2021 Average Interest Rates and Fees

Loan Products	Average Rate at Credit Unions (%)	Average Rate at Banks (%)	Rate Difference vs. Banks (%)
60-month new car (A paper)	2.70	3.92	-1.21
48-month used car (A paper)	2.70	4.21	-1.51
Unsecured loan (A paper)	8.59	9.27	-0.69
5-year adjustable rate 1st mortgage, 0 pts	3.23	3.51	-0.29
15-year fixed rate 1st mortgage, 0 pts	2.72	2.75	-0.03
30-year fixed rate 1st mortgage, 0 pts	3.29	3.28	0.00
Home equity / 2nd mtg, 80% LTV 0 pts	3.76	4.05	-0.29
Credit card - rewards	9.60	12.54	-2.94
Credit card - platinum	10.17	13.38	-3.21
Savings Products			
Regular savings, \$1,000 balance	0.07	0.05	0.02
Share draft checking, \$5,000 balance	0.07	0.04	0.02
Money market accounts	0.13	0.05	0.08
1 Year certificate \$10,000 balance	0.32	0.16	0.16
Retirement (IRA) accounts	0.23	0.11	0.12
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

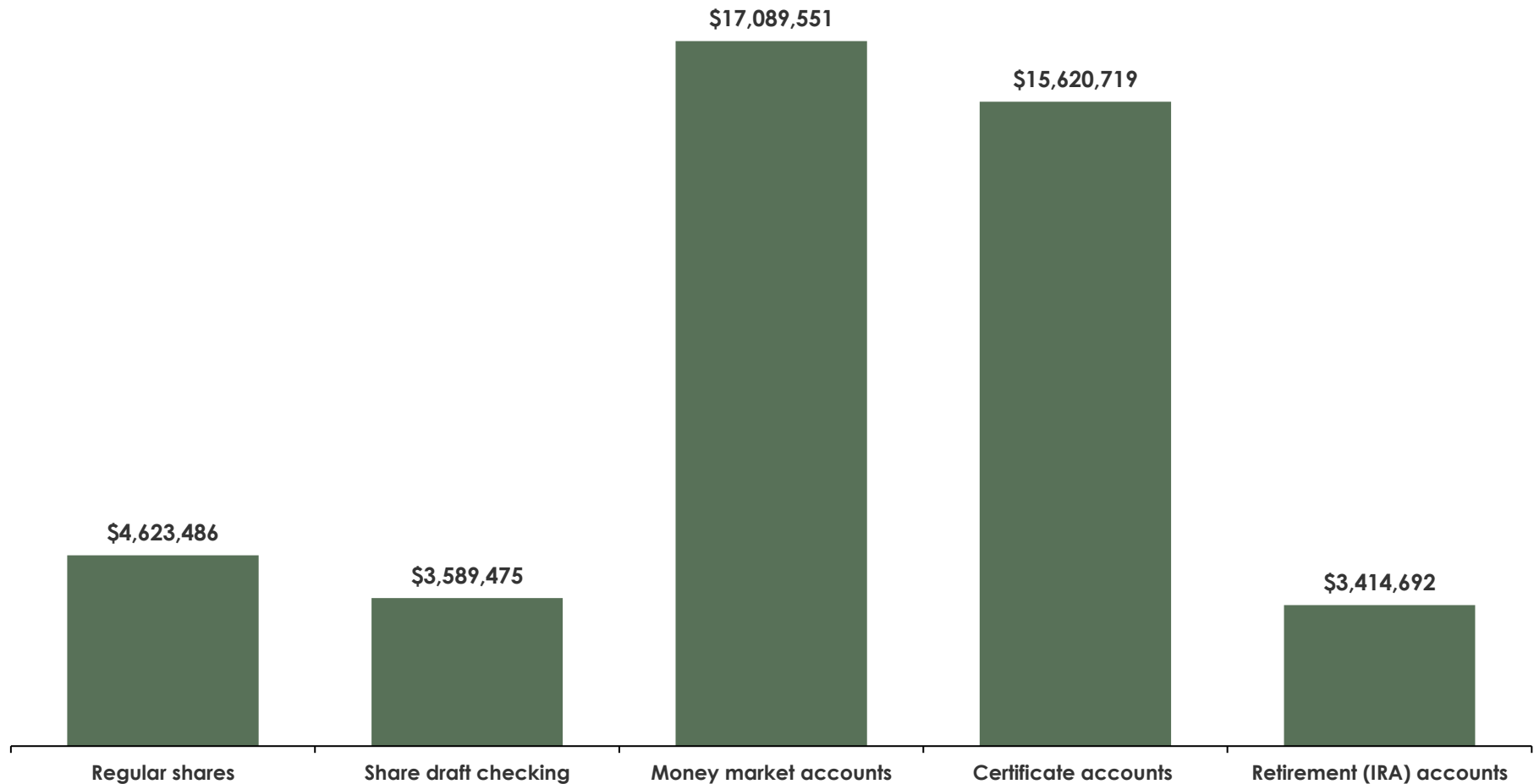
Estimated Credit Union Loan Benefits

Compared to State Banking Institutions
by Loan Type



Estimated Credit Union Savings Dividend Benefits

Compared to State Banking Institutions by Account Type



Membership Benefits Report

CUNA Economics and Statistics

Estimated Financial Benefits for Michigan Credit Unions December 2021

	Avg. Balance at Credit Unions (1)	Rate Difference vs. Michigan Banks (%) (2)	Total Financial Benefit to Your Members
Loans			
New car loans	3,648,746,449	-1.21	\$44,259,294
Used car loans	11,957,200,134	-1.51	\$180,075,434
Personal unsecured loans	2,115,333,892	-0.69	\$14,490,037
5-year adjustable rate 1st mortgage	7,920,907,753	-0.29	\$22,574,587
15-year fixed rate 1st mortgage	6,719,062,410	-0.03	\$2,150,100
30-year fixed rate 1st mortgage	10,825,391,271	0.00	-\$541,270
Home equity / 2nd mortgage loans	3,075,606,810	-0.29	\$8,857,748
Credit cards	2,128,677,763	-2.94	\$63,998,697
Interest rebates			\$20,878,078
Total CU member benefits arising from lower interest rates on loan products:			\$356,742,706
Savings			
Regular shares	25,686,032,311	0.02	\$4,623,486
Share draft checking	15,606,413,865	0.02	\$3,589,475
Money market accounts	22,194,222,233	0.08	\$17,089,551
Certificate accounts	9,702,309,990	0.16	\$15,620,719
Retirement (IRA) accounts	2,869,488,946	0.12	\$3,414,692
Bonus dividends in period			\$0
Total CU member benefit arising from higher interest rates on savings products:			\$44,337,923
Fee Income			
Total CU member benefit arising from fewer / lower fees:			\$72,738,248
Total CU member benefit arising from interest rates on loans, savings products and lower fees:			\$473,818,877
Total CU member benefit / member:			\$83
Total CU member benefit / member household:			\$174

Source: Datatrac, NCUA, and CUNA

(1) Average balance as of December 2021 and December 2020, according to the NCUA call report.; (2) Source for rates: Datatrac;

Membership Benefits Report

CUNA Economics and Statistics

Michigan Credit Union Performance Profile

Demographic Information	Dec 21	Dec 20
Number of branches	1,150	1,137
Total assets (\$ mil)	94,918	83,344
Total loans (\$ mil)	55,977	50,780
Total surplus funds (\$ mil)	34,588	28,717
Total savings (\$ mil)	82,688	71,506
Total members (thousands)	5,818	5,651
Growth Rates (Trailing 12 months) *		
Total assets	14.1 %	21.7 %
Total loans	10.4 %	7.9 %
Total surplus funds	20.8 %	59.2 %
Total savings	15.9 %	24.2 %
Total members	3.3 %	2.7 %
Earnings - Basis Pts. *		
Yield on total assets	296	348
Dividend / interest cost of assets	41	63
Fee & other income	157	168
Operating expense	296	325
Loss Provisions	5	31
Net Income (ROA) after stabilization exp	112	97
Capital Adequacy		
Net worth / assets	10.6	10.9
Asset Quality *		
Delinquencies / loans	0.4	0.4
Net chargeoffs / average loans	0.1	0.3
Total borrower-bankruptcies	23	35
Bankruptcies per 1000 members	0.8	1.3
Asset/Liability Management		
Loans / savings	67.7	71.0
Loans / assets	59.0	60.9
Long-term assets / assets	43.1	38.1
Core deposits/shares & borrowings	57.4	47.6
Productivity		
Members / potential members	1.2	1.2
Borrowers / members	59.5	60.0
Members / FTE	344	348
Average shares / members (\$)	14,212	12,654
Average loan balances (\$)	16,177	14,979
Salary & Benefits / FTE	81,280	80,602

* 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.



Analyze your credit union's performance and service to members with CUNA's research resources:

Operating Ratios & Spreads

Prompt Corrective Action
(PCA) Checkup

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