

CUNA Orange County's Credit Union

MEMBERSHIP BENEFITS REPORT

Orange County's Credit Union

The Benefits of Membership

Credit unions generally provide financial benefits to members through lower loan rates, higher savings rates, and fewer fees than banking institutions.

The Credit Union National Association (CUNA) estimates that Orange County's Credit Union provided \$22,982,505 in direct financial benefits to its 117,603 members during the twelve months ending December 2020 ⁽¹⁾.

These benefits are equivalent to \$195 per member or \$410 per member household ⁽²⁾.

The per-member and per-household member benefits delivered by Orange County's Credit Union are substantial. But, these benefits are reported as *averages*. Mathematically, that means the total benefits you provide are divided across all members (or all member households) - even those who conduct very little financial business with the credit union.

For example, financing a \$30,000 new automobile for 60 months at Orange County's Credit Union will save members an average \$391 per year in interest expense compared to what they would pay at a banking institution in the state. That's approximately \$1,955 in savings over 5 years.

Further, loyal members⁽³⁾ - those who use the credit union extensively - often receive total financial benefits that are much greater than the average.

CUNA estimates that Orange County's Credit Union provided loyal high-use member households \$1718 in direct financial benefits during the twelve month period.

Orange County's Credit Union excels in providing member benefits in many loan and savings products. In particular, Orange County's Credit Union offers lower 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.

Orange County's Credit Union also pays its members higher dividends on the following accounts: regular savings, .



Member Benefit Marketing Toolkit

Show members how much you save them!

www.datatrac.net/memberbenefits

Website Widgets • Facebook App
Digital Lobby Graphics • Member Handouts



Source: Datatrac, NCUA, and CUNA.

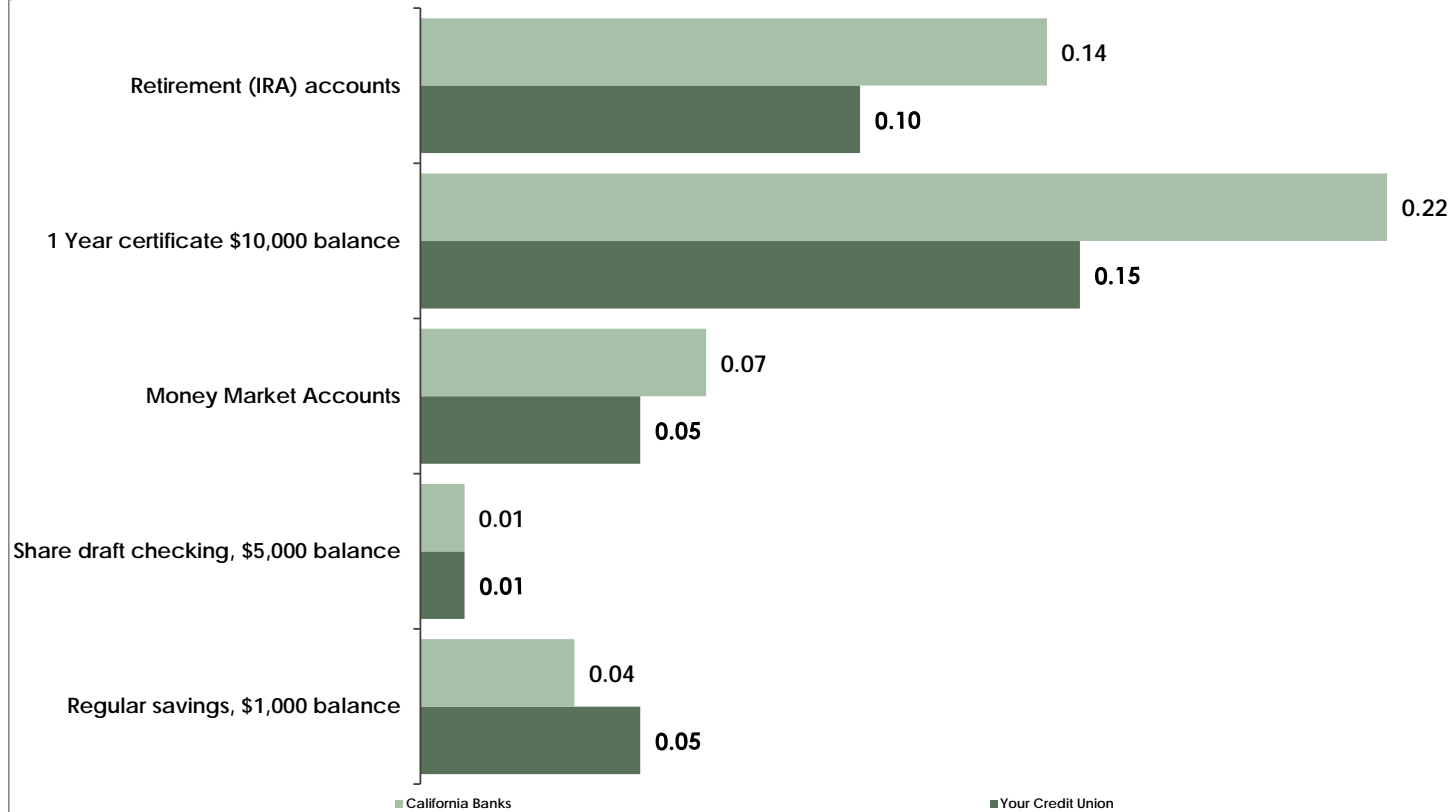
(1) Rates and fees as of 6/9/2021.

(2) Assumes 2.1 credit union members per household.

(3) A "loyal member" is assumed to have a \$30,000, 60-month new auto loan, a classic credit card with an average balance of \$5,000, a \$200,000, 30-year fixed rate mortgage (a 30-year fixed rate mortgage is replaced with a 5-year adjustable rate mortgage if it yields a greater benefit as it is assumed more in demand), \$5,000 in an interest-bearing checking account, \$10,000 in a one-year certificate account, and \$2,500 in a money market account.

Savings Product Comparative Interest Rates (%)

by Savings Account Type

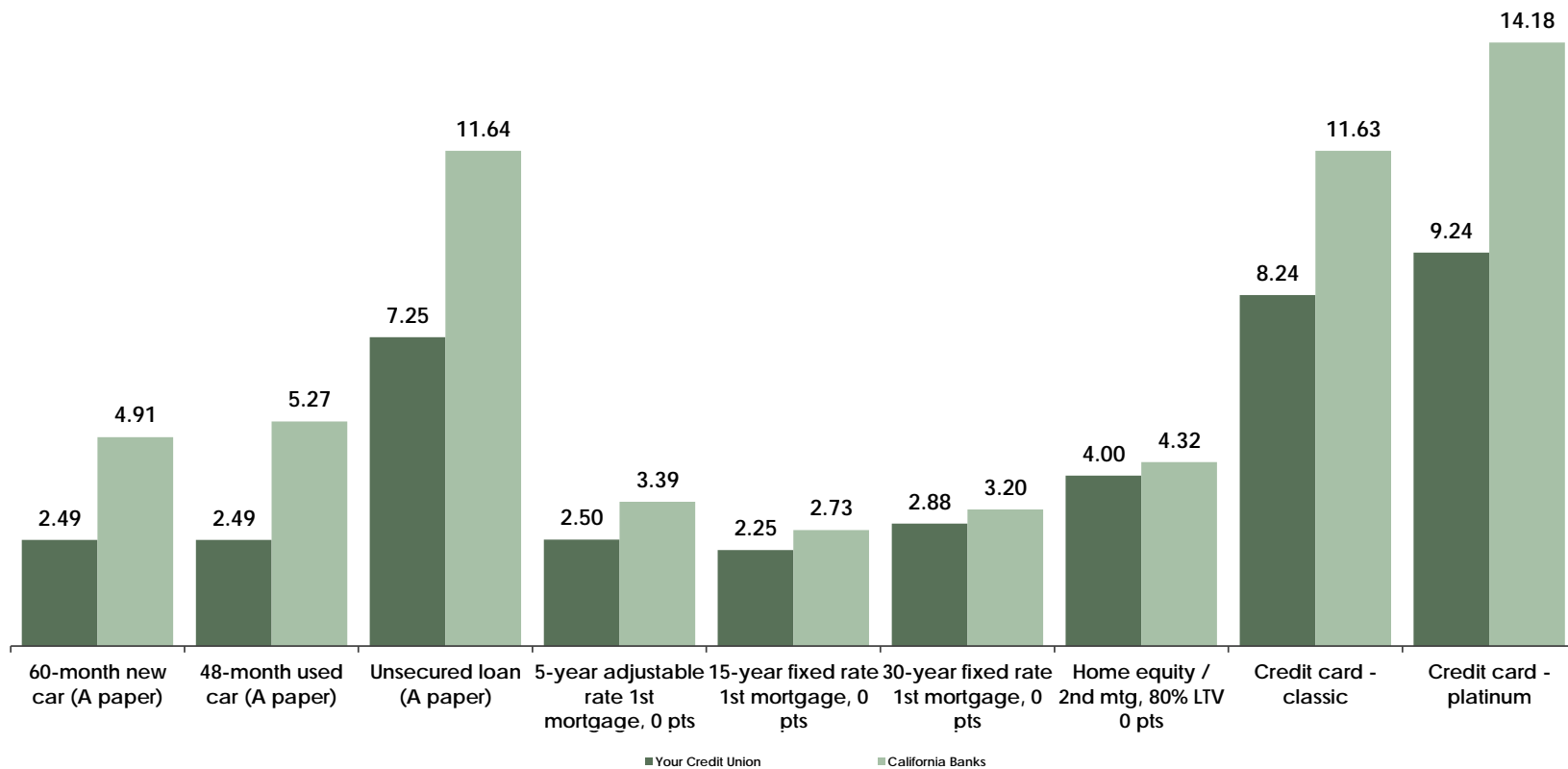


Membership Benefits Report

CUNA Economics and Statistics

Loan Product Comparative Interest Rates (%)

by Loan Type

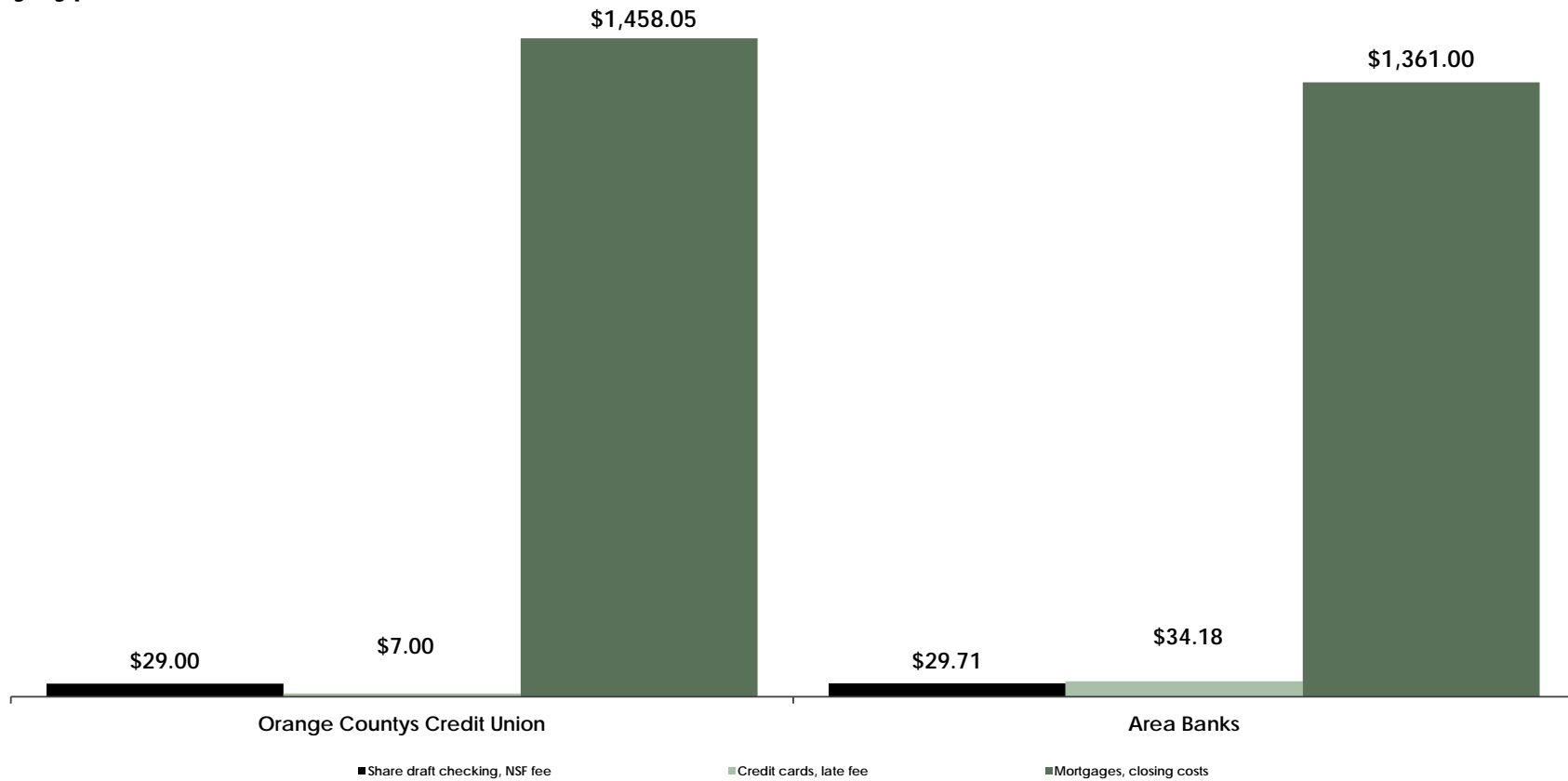


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CUNA Economics and Statistics

Comparative Fees

by Type



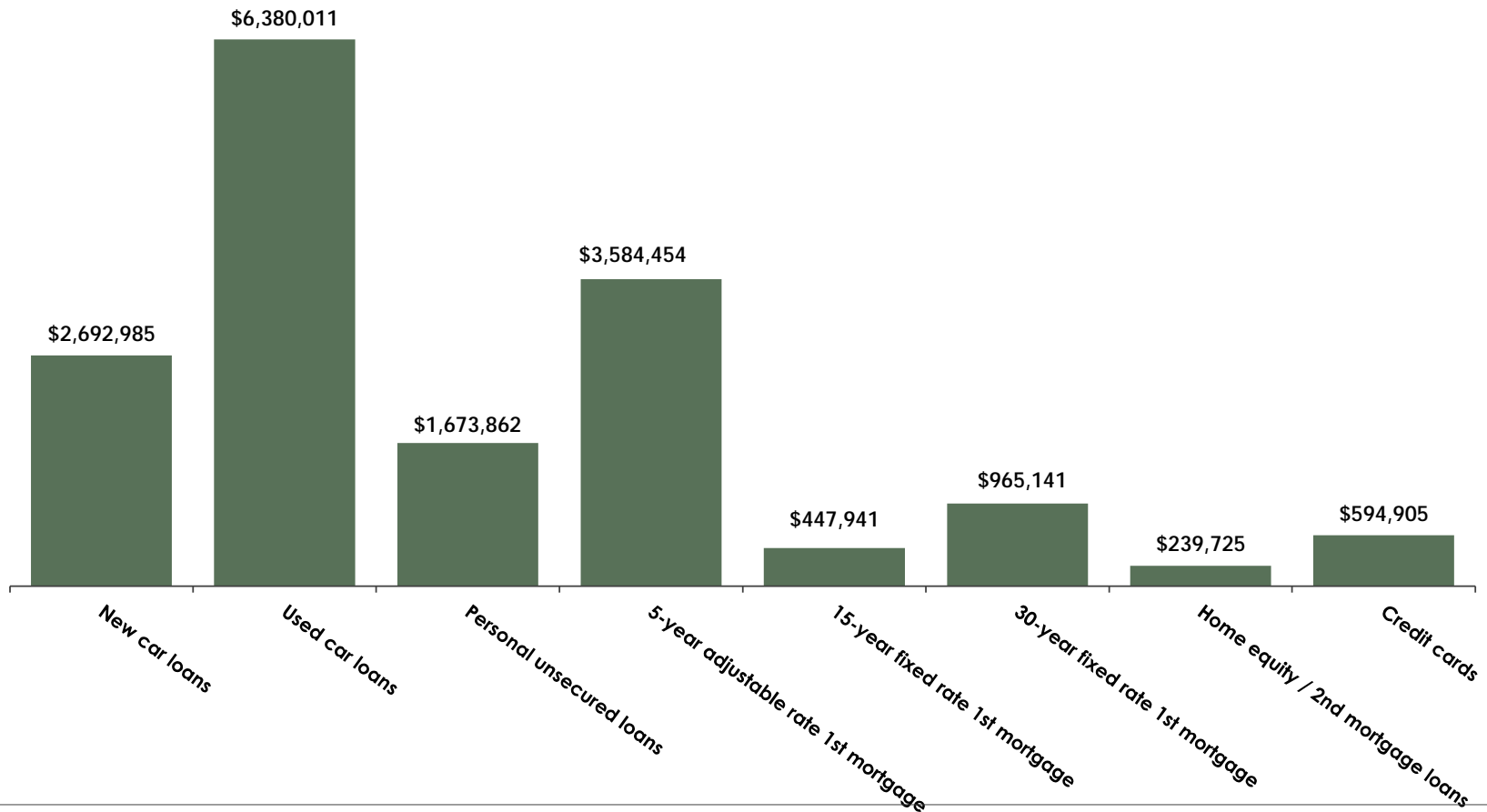
Interest Rates at Orange Countys Credit Union and Banking Institutions in California

Loan Products	Rate at your Credit Union (%) *	Average Rate at Banks (%) *	Rate Difference vs. Banks (%)
60-month new car (A paper)	2.49	4.91	-2.42
48-month used car (A paper)	2.49	5.27	-2.78
Unsecured loan (A paper)	7.25	11.64	-4.39
5-year adjustable rate 1st mortgage, 0 pts	2.50	3.39	-0.89
15-year fixed rate 1st mortgage, 0 pts	2.25	2.73	-0.48
30-year fixed rate 1st mortgage, 0 pts	2.88	3.20	-0.33
Home equity / 2nd mtg, 80% LTV 0 pts	4.00	4.32	-0.32
Credit card - classic	8.24	11.63	-3.39
Credit card - platinum	9.24	14.18	-4.94
Savings Products			
Regular savings, \$1,000 balance	0.05	0.04	0.02
Share draft checking, \$5,000 balance	0.01	0.01	0.00
Money Market Accounts	0.05	0.07	-0.02
1 Year certificate \$10,000 balance	0.15	0.22	-0.07
Retirement (IRA) accounts	0.10	0.14	-0.04
Fee Income			
Share draft checking, NSF fee	\$29.00	\$29.71	-\$0.71
Credit cards, late fee	\$7.00	\$34.18	-\$27.18
Mortgages, closing costs	\$1,458.05	\$1,361.00	\$97.05

*Rates and fees as of 6/9/2021. Credit union rates provided by individual credit union, bank rates provided by Datatrac.

Your Credit Union's Total Loan Rate Benefits

by Loan Type

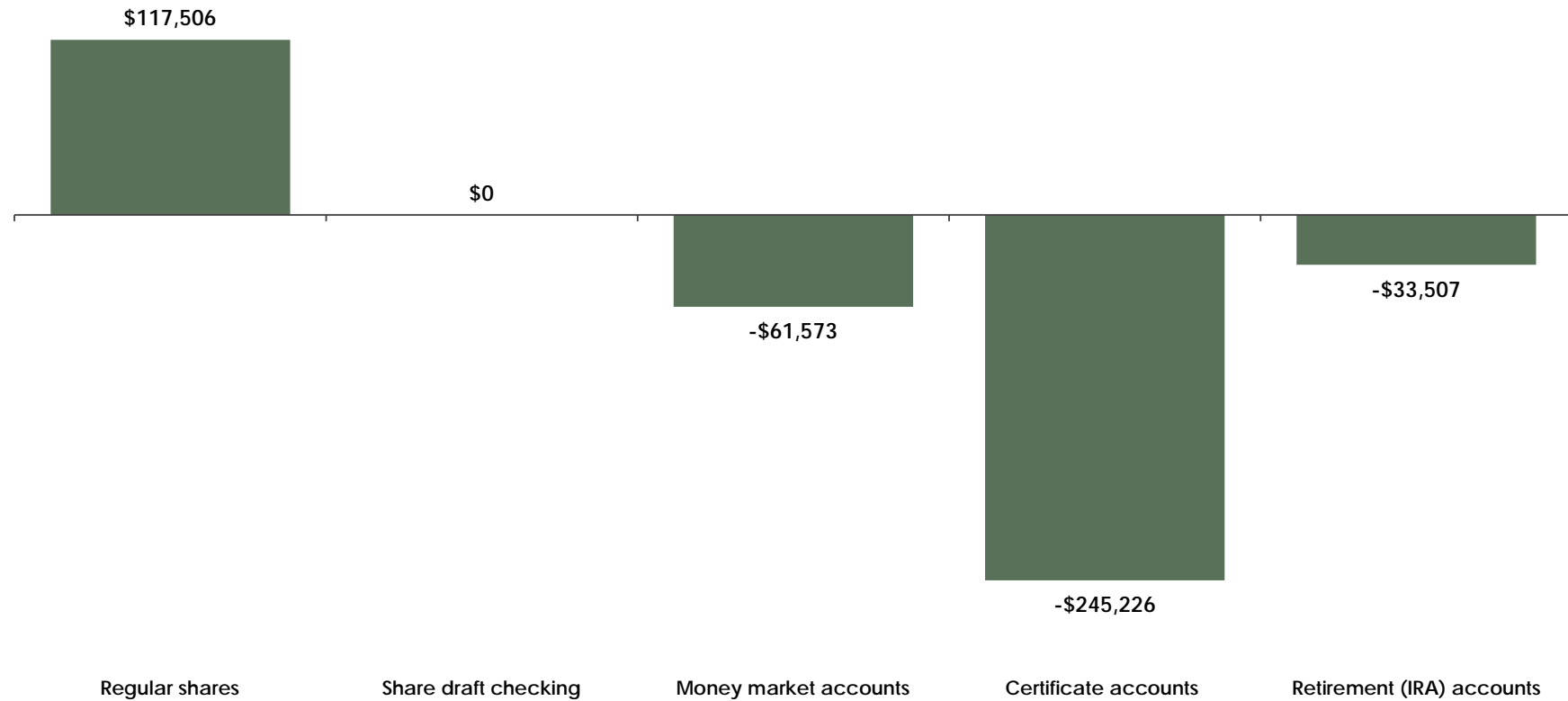


Membership Benefits Report

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Your Credit Union's Total Savings Dividend Benefits

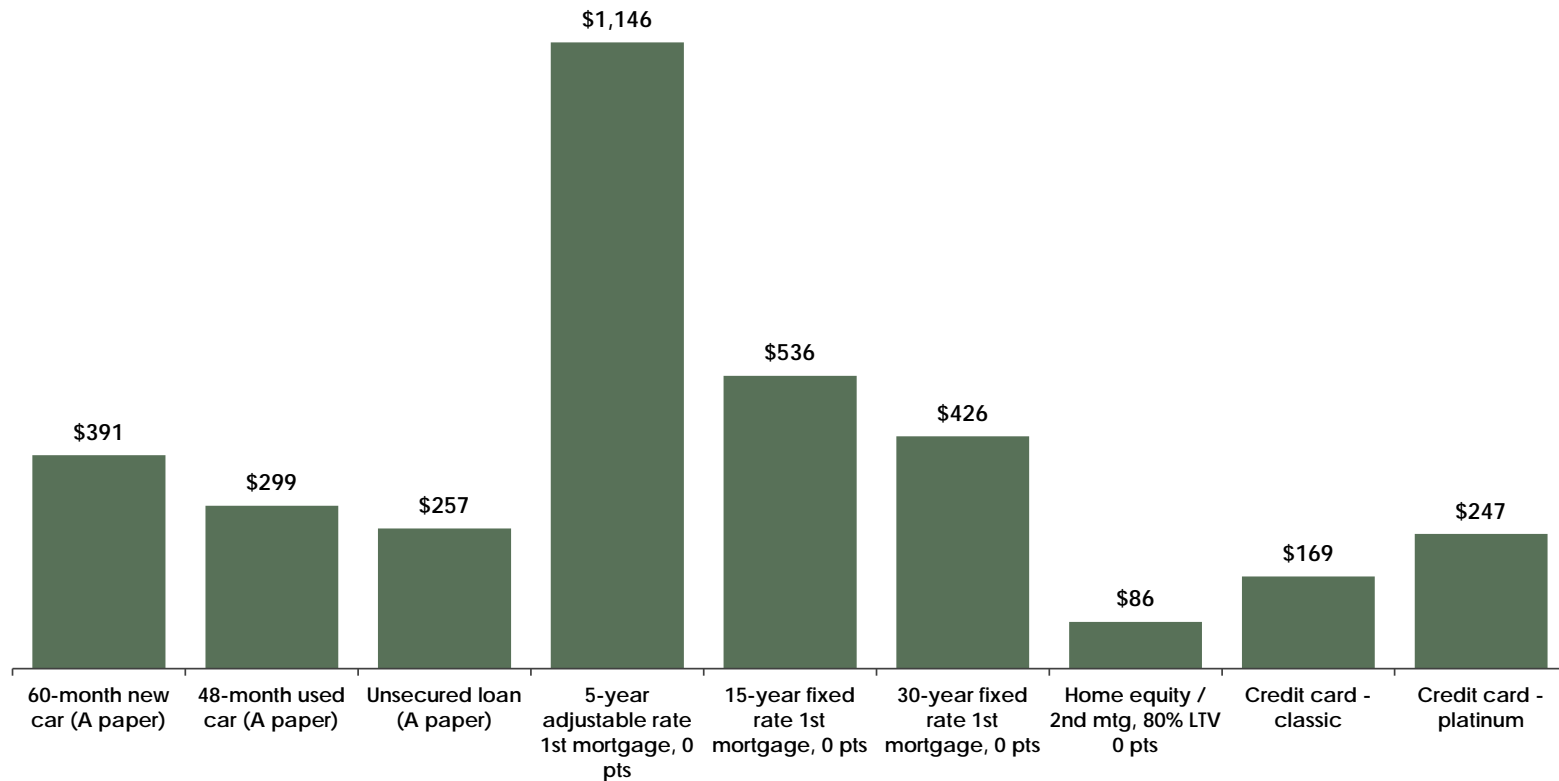
Compared to Banking Institutions in Your State
by Account Type



Membership Benefits Report

CUNA Economics and Statistics

Annual Member Benefit of Loan Products with Various Terms



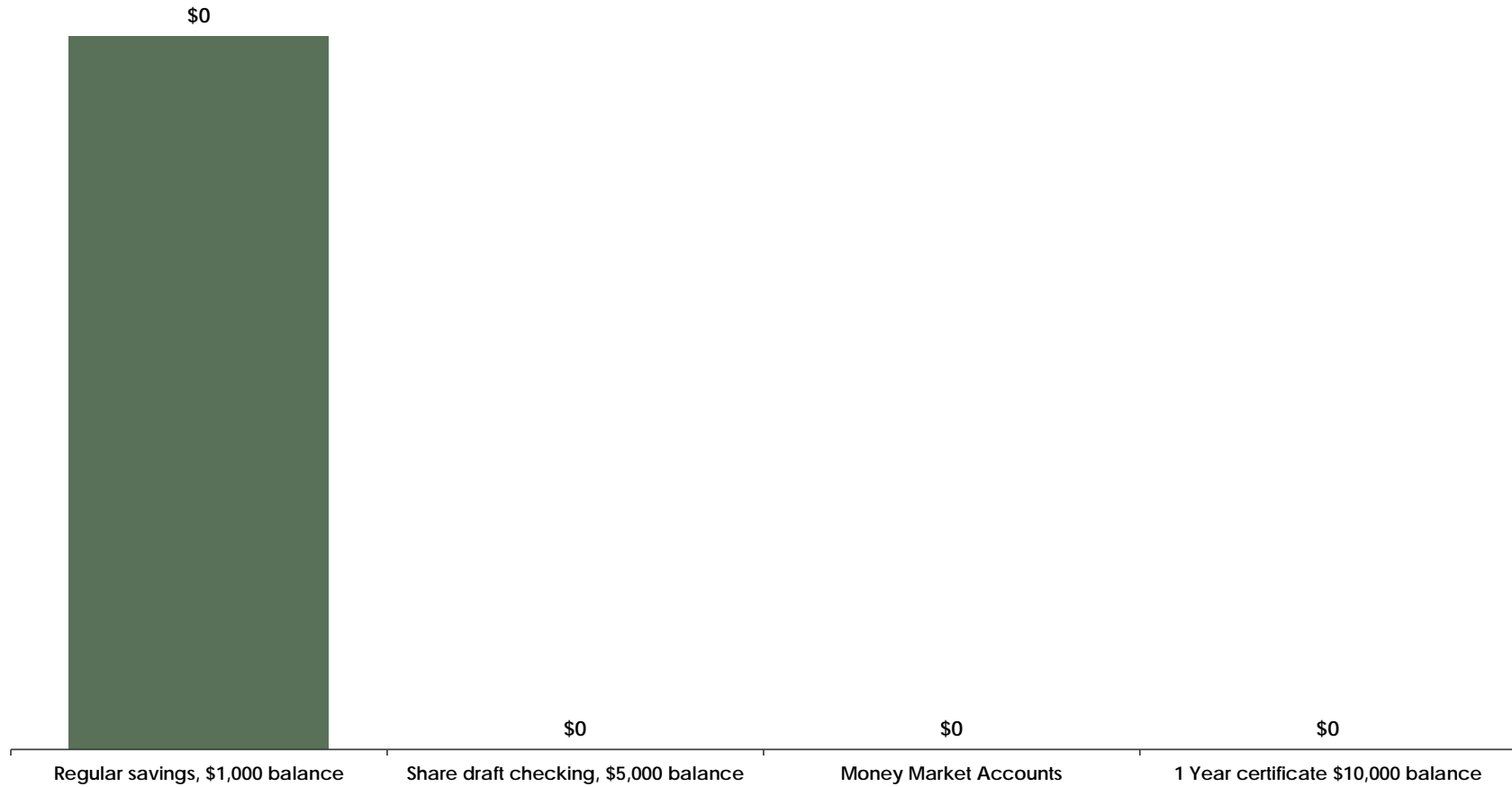
Terms on loan products included are as follows:

New Car: \$30,000; Used Car: \$20,000; Unsecured Loan: \$10,000 (5 years)
5 Year Adj: \$200,000; 15 Year Fixed: \$200,000; 30 Year Fixed: \$200,000
Home Equity: \$50,000; Classic Credit Card: \$10,000; Gold Credit Card: \$10,000

Membership Benefits Report

CUNA Economics and Statistics

Annual Member Benefit on Savings Products with Various Terms



Membership Benefits Report

CUNA Economics and Statistics

Estimated Financial Benefits for Orange County's Credit Union

Loans	Avg. Balance at Your Credit Union (1)	Rate Difference vs. California Banks (%) (2)	Financial Benefit to Your Members
New car loans	111,418,493	-2.42	\$2,692,985
Used car loans	229,167,051	-2.78	\$6,380,011
Personal unsecured loans	38,172,446	-4.39	\$1,673,862
5-year adjustable rate 1st mortgage	403,200,651	-0.89	\$3,584,454
15-year fixed rate 1st mortgage	94,303,300	-0.48	\$447,941
30-year fixed rate 1st mortgage	294,250,384	-0.33	\$965,141
Home equity / 2nd mortgage loans	75,623,111	-0.32	\$239,725
Credit cards	15,758,030	-3.39	\$594,905
Interest rebates			\$0
Total CU member benefits arising from lower interest rates on loan products:			\$16,579,023
<i>Savings</i>			
Regular shares	783,375,623	0.02	\$117,506
Share draft checking	88,825,472	0.00	\$0
Money market accounts	410,485,080	-0.02	-\$61,573
Certificate accounts	350,322,896	-0.07	-\$245,226
Retirement (IRA) accounts	78,840,611	-0.04	-\$33,507
Bonus dividends in period			\$0
Total CU member benefit arising from higher interest rates on savings products:			-\$222,800
<i>Fee Income</i>			
Total CU member benefit arising from fewer/lower fees:			\$6,626,281
Total CU member benefit arising from interest rates on loan and savings products and lower fees:			\$22,982,505
Total CU member benefit / member:			\$195
Total CU member benefit / member household:			\$410

Source: Datatrac, NCUA, and CUNA

(1) Average balance as of December 2020 and December 2019 according to the NCUA call report.

(2) Rates and fees as of 6/9/2021. Credit union rates provided by individual credit union, bank rates provided by Datatrac.

Certificate of Excellence

is hereby granted to:

Orange Countys Credit Union

The Credit Union National Association has determined that Orange Countys Credit Union provided \$22,982,505 in direct financial benefits to its 117,603 members during the twelve months ending in December 2020. These benefits are equivalent to approximately \$410 per member household.

Orange Countys Credit Union provided loyal high-use member households \$1,718 in direct financial benefits.

Credit unions generally provide financial benefits to members by charging less for loans, paying more on deposits and charging fewer/lower fees compared to banking institutions.



Membership Benefits Report

CUNA Economics and Statistics

Orange Countys Credit Union Performance Profile

Demographic Information	Dec 20	Dec 19
Number of branches	10	10
Total assets (\$ mil)	2,156	1,758
Total loans (\$ mil)	1,262	1,279
Total surplus funds (\$ mil)	751	366
Total savings (\$ mil)	1,903	1,521
Total members (thousands)	119	116
Growth Rates (Year-to-date)		
Total assets	22.7 %	8.6 %
Total loans	-1.3 %	7.3 %
Total surplus funds	105.3 %	12.2 %
Total savings	25.1 %	8.8 %
Total members	2.6 %	4.8 %
Earnings - Basis Pts.		
Yield on total assets	281	348
- Dividend/interest cost of assets	54	64
+ Fee & other income	136	133
- Operating expense	296	342
- Loss Provisions	23	21
= Net Income (ROA)	44	55
Capital adequacy		
Net worth / assets	8.8	10.3
Asset quality		
Delinquencies / loans	0.5	0.5
Net chargeoffs / average loans	0.2	0.2
Total borrower-bankruptcies	138	165
Bankruptcies per 1000 members	1.2	1.4
Asset/Liability Management		
Loans / savings	66.3	84.1
Loans / assets	58.5	72.7
Long-term assets / assets	23.5	24.8
Core deposits/shares & borrowings	52.1	47.1
Productivity		
Members/potential members	0.7	0.6
Borrowers/members	41.2	54.2
Members/FTE	368	365
Average shares/members (\$)	15,976	13,099
Average loan balances (\$)	25,710	20,310
Salary & Benefits/FTE	109,022	100,784



Transform member benefits into new business with a **Member Benefit Marketing Toolkit**

The Credit Union National Association (CUNA) and Datatrac have teamed up to bring you the analysis in this report. Member Benefit Marketing Tools provides you with practical applications for using data in this report to show members how much you save them, drive in new members, generate more loans and attract bigger deposits.

Member Benefit Marketing Tools prove to new and existing members:

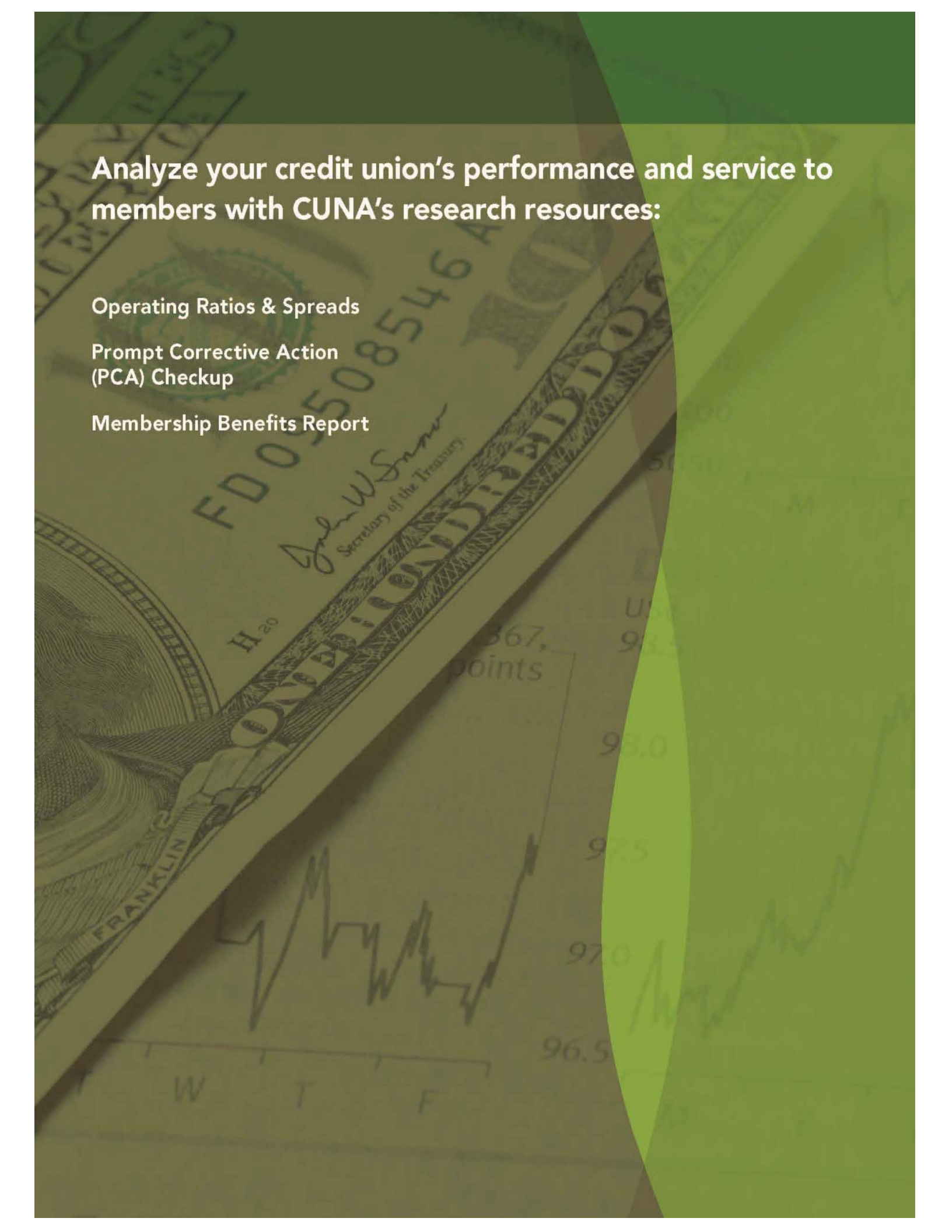
- How much you saved your entire membership last year in interest and fees compared to the competition
- How much they will save on their next loan with you
- How much more they will earn on their deposits with you

Member Benefit Marketing Toolkits include:

- Lead generation for loans, deposits and new members
- Competitive comparison widgets for your website
- Facebook app
- Animated graphics for branch lobby digital displays
- Proof Points for use in marketing collateral
- Award Certification & Trophy
- Press releases
- Newsletter copy
- Member handouts
- Subscription to the CUNA Member Benefits Report

Visit www.datatrac.net/memberbenefits to see live examples, schedule a demo and receive a free competitive analysis.

Show members how much you save them with **Member Benefits Marketing Tools**



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

Operating Ratios & Spreads

Prompt Corrective Action
(PCA) Checkup

Membership Benefits Report