

CUNA Orange Countys 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 \$22,714,007 in direct financial benefits to its 121,070 members during the twelve months ending December 2021 ⁽¹⁾.

These benefits are equivalent to \$188 per member or \$394 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 \$307 per year in interest expense compared to what they would pay at a banking institution in the state. That's approximately \$1,535 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 \$1657 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, share draft checking, .



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.

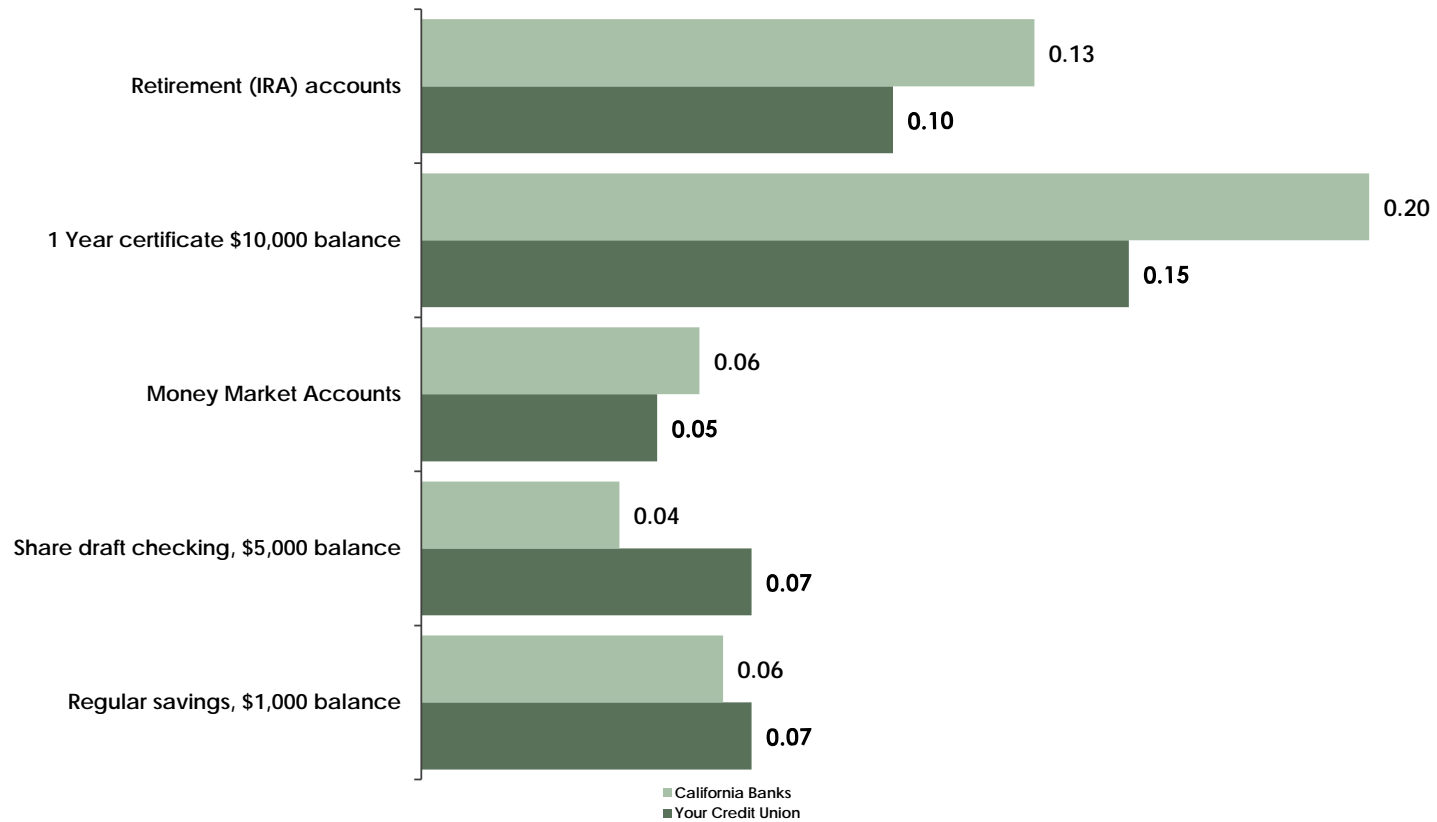
(1) Rates and fees as of 4/8/2022.

(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.

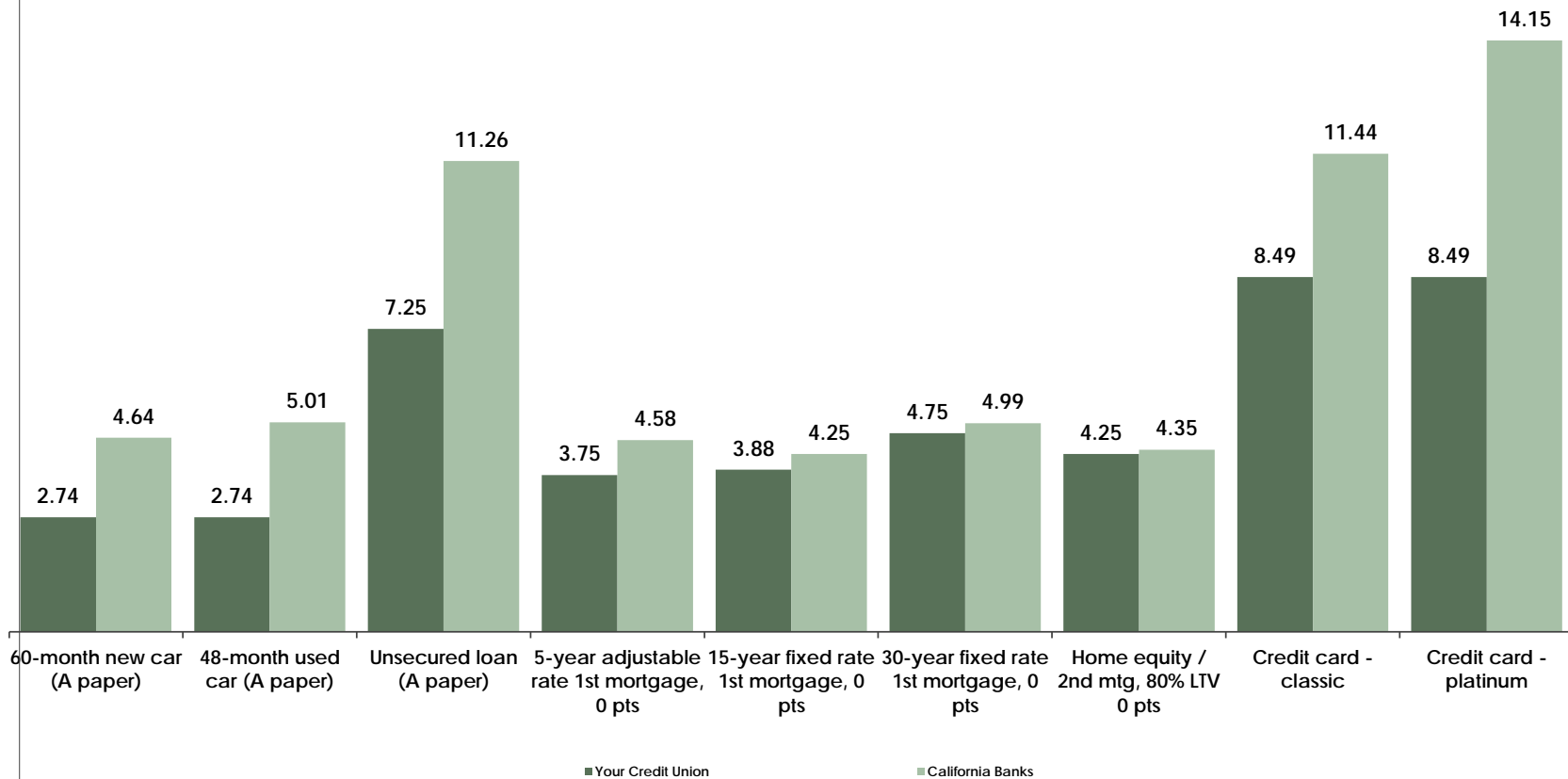
Savings Product Comparative Interest Rates (%)

by Savings Account Type



Loan Product Comparative Interest Rates (%)

by Loan Type

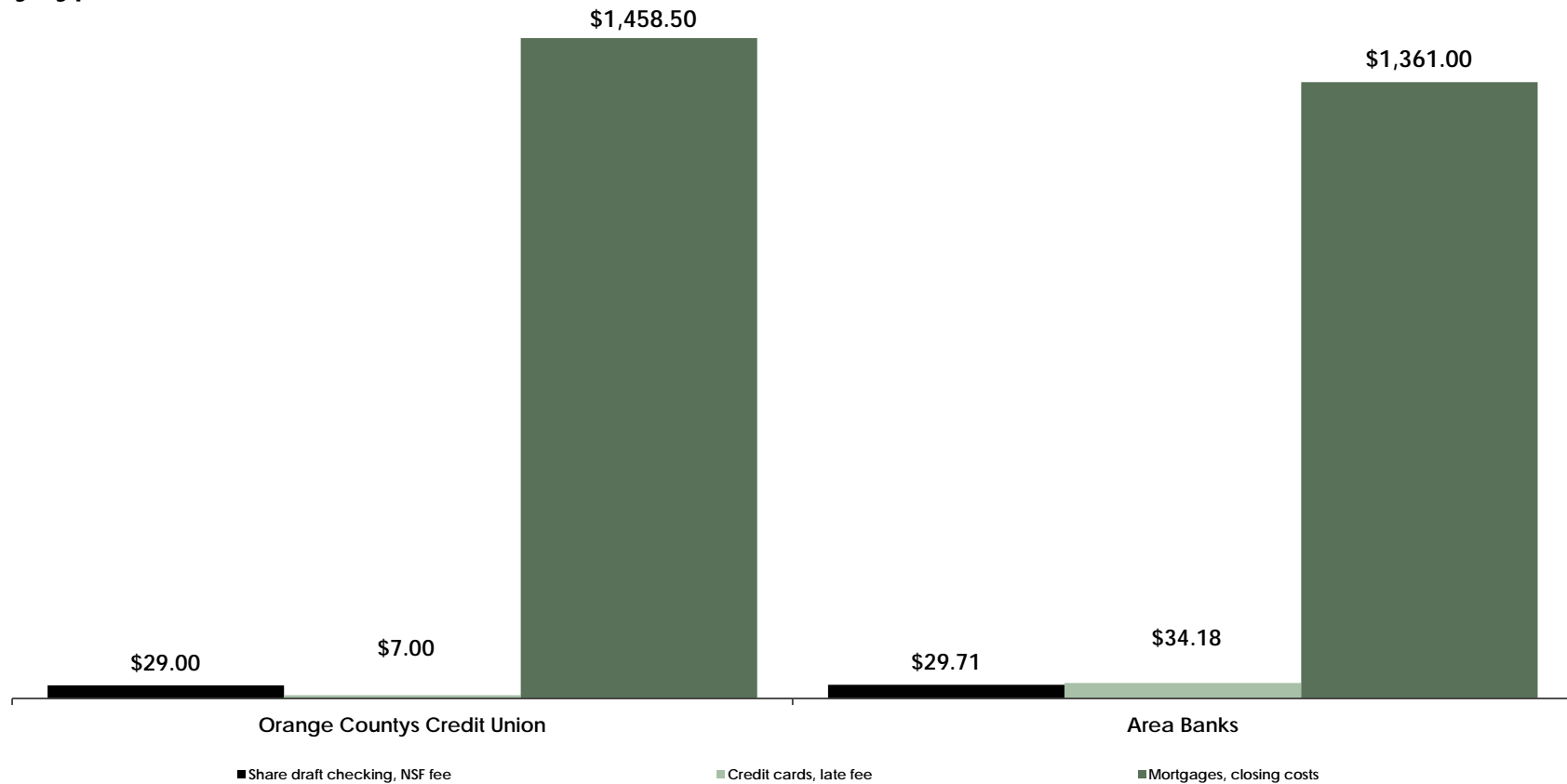


Membership Benefits Report

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Comparative Fees

by Type



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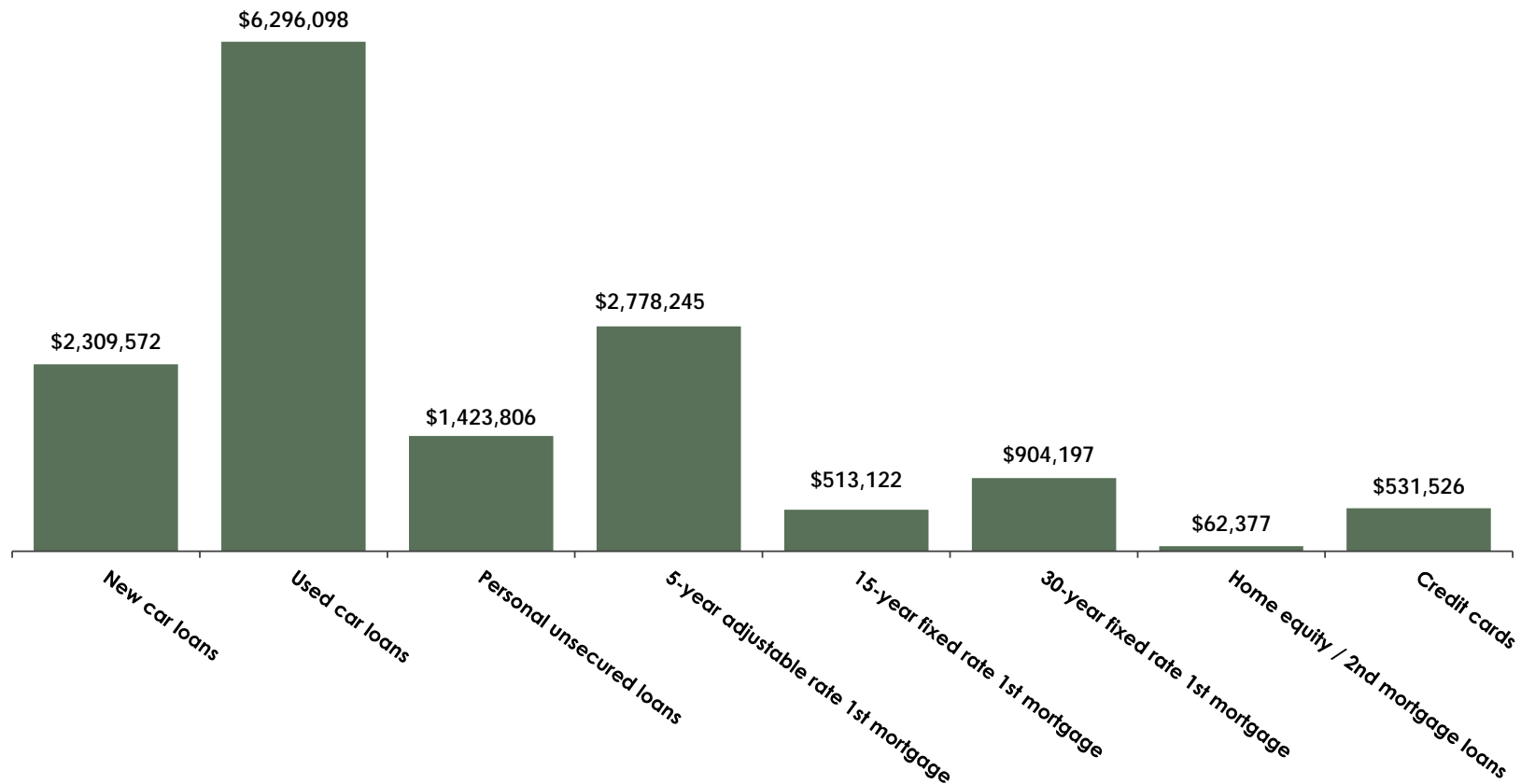
Interest Rates at Orange Countys Credit Union and Banking Institutions in California

Loan Products	Rate at your Credit Union (%) *	Average Rate at Banks (%) *	Rate Difference vs. Banks (%)
60-month new car (A paper)	2.74	4.64	-1.90
48-month used car (A paper)	2.74	5.01	-2.27
Unsecured loan (A paper)	7.25	11.26	-4.01
5-year adjustable rate 1st mortgage, 0 pts	3.75	4.58	-0.83
15-year fixed rate 1st mortgage, 0 pts	3.88	4.25	-0.38
30-year fixed rate 1st mortgage, 0 pts	4.75	4.99	-0.24
Home equity / 2nd mtg, 80% LTV 0 pts	4.25	4.35	-0.10
Credit card - classic	8.49	11.44	-2.95
Credit card - platinum	8.49	14.15	-5.66
Savings Products			
Regular savings, \$1,000 balance	0.07	0.06	0.01
Share draft checking, \$5,000 balance	0.07	0.04	0.03
Money Market Accounts	0.05	0.06	-0.01
1 Year certificate \$10,000 balance	0.15	0.20	-0.05
Retirement (IRA) accounts	0.10	0.13	-0.03
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	\$1,458.50	\$1,361.00	\$97.50

*Rates and fees as of 4/8/2022. Credit union rates provided by individual credit union, bank rates provided by Datatrac.

Your Credit Union's Total Loan Rate Benefits

by Loan Type

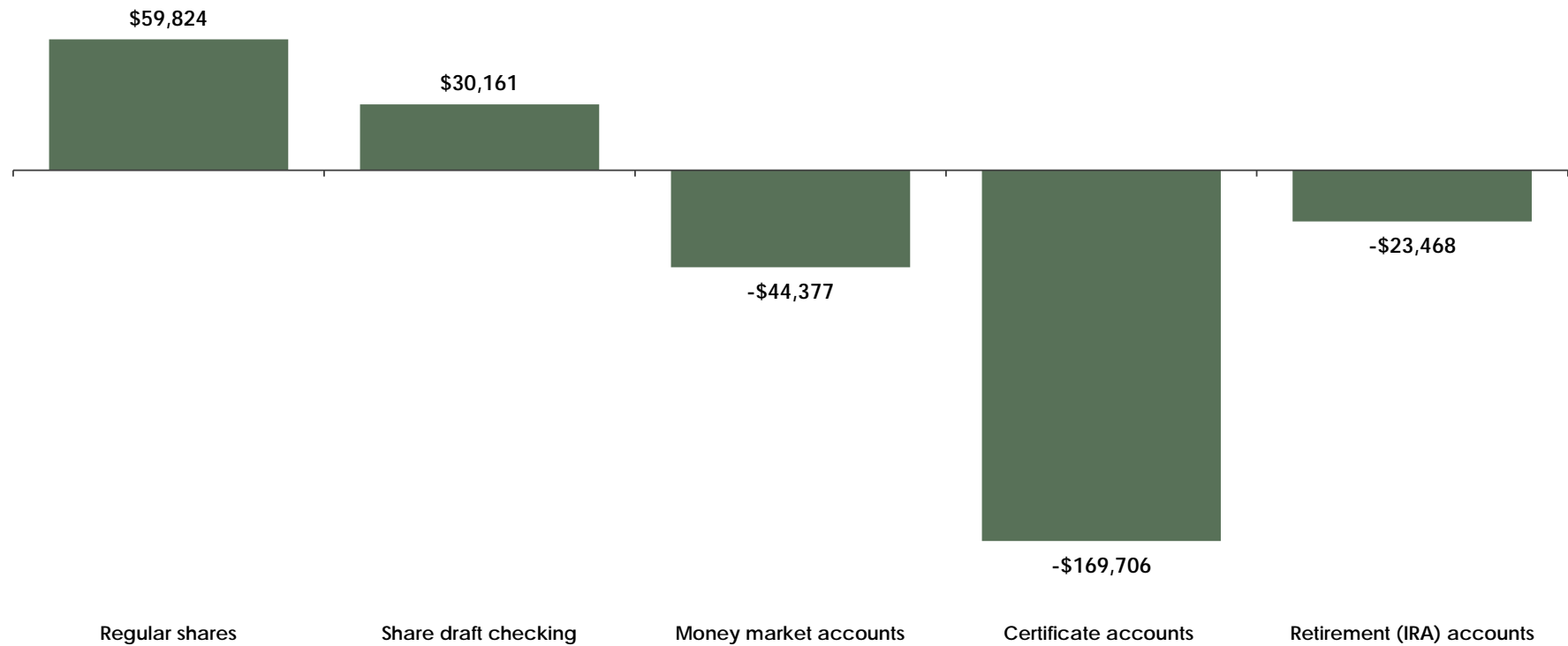


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Your Credit Union's Total Savings Dividend Benefits

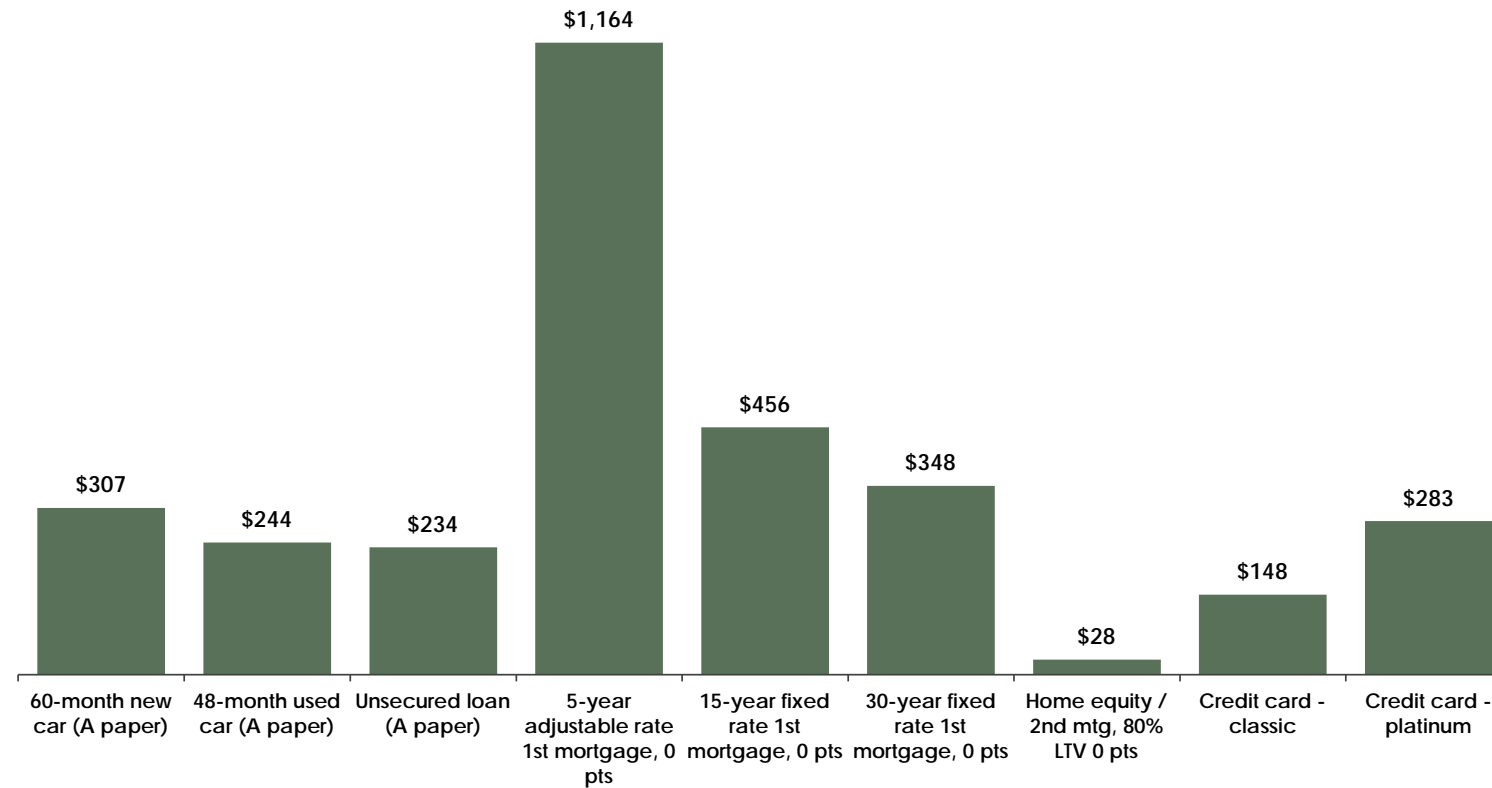
Compared to Banking Institutions in Your State
by Account Type



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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)

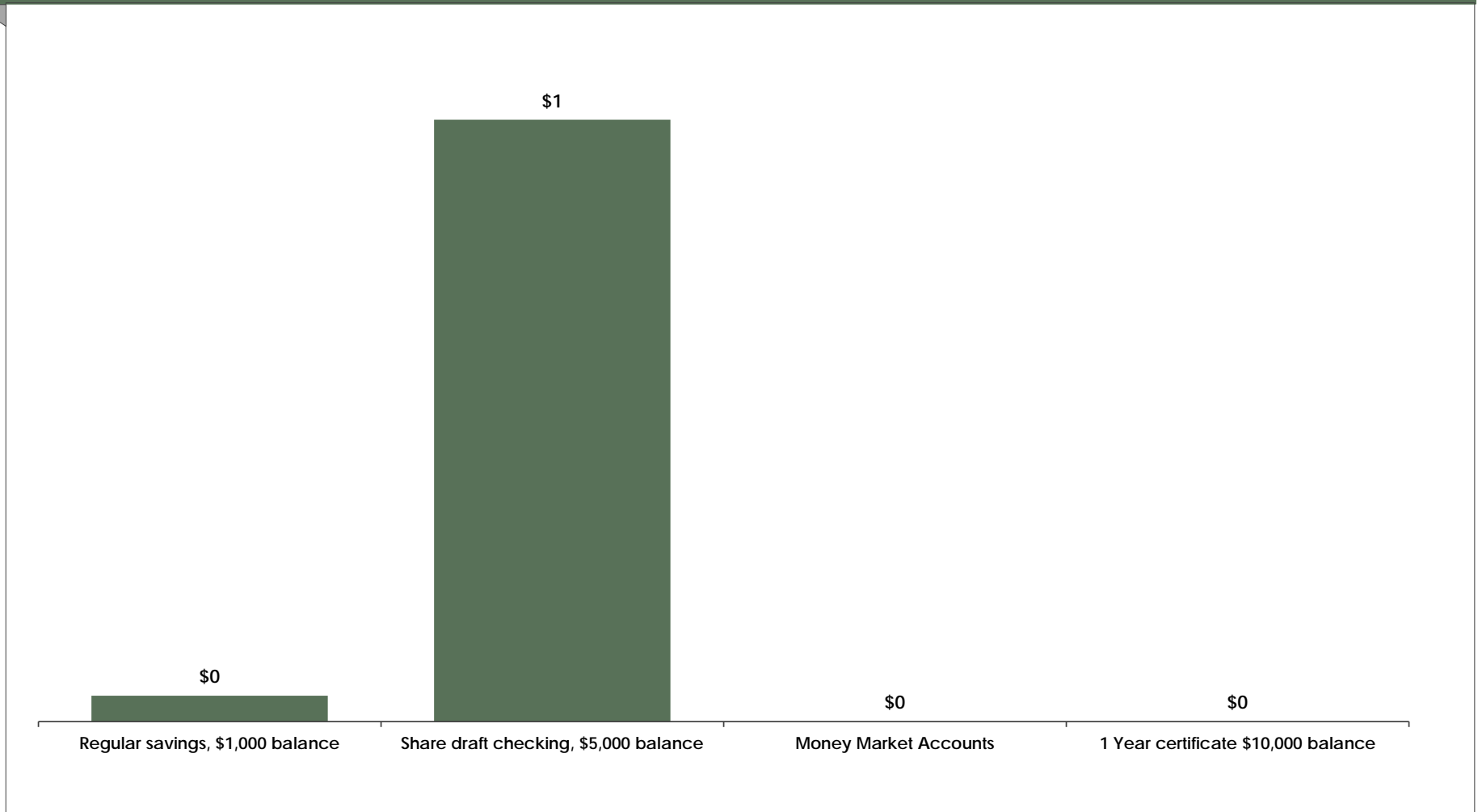
5 Year Adj: \$200,000; 15 Year Fixed: \$200,000; 30 Year Fixed: \$200,000

Home Equity: \$50,000; Classic Credit Card: \$10,000; Gold Credit Card: \$10,000

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Annual Member Benefit on Savings Products with Various Terms



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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	121,492,459	-1.90	\$2,309,572
Used car loans	276,995,085	-2.27	\$6,296,098
Personal unsecured loans	35,488,688	-4.01	\$1,423,806
5-year adjustable rate 1st mortgage	333,522,830	-0.83	\$2,778,245
15-year fixed rate 1st mortgage	135,746,513	-0.38	\$513,122
30-year fixed rate 1st mortgage	378,325,303	-0.24	\$904,197
Home equity / 2nd mortgage loans	60,560,201	-0.10	\$62,377
Credit cards	14,653,693	-2.95	\$531,526
Interest rebates			\$0
Total CU member benefits arising from lower interest rates on loan products:			\$14,818,944
Savings			
Regular shares	997,059,991	0.01	\$59,824
Share draft checking	107,718,499	0.03	\$30,161
Money market accounts	493,076,157	-0.01	-\$44,377
Certificate accounts	332,757,411	-0.05	-\$169,706
Retirement (IRA) accounts	78,226,215	-0.03	-\$23,468
Bonus dividends in period			\$0
Total CU member benefit arising from higher interest rates on savings products:			-\$147,566
Fee Income			
Total CU member benefit arising from fewer/lower fees:			\$8,042,630
Total CU member benefit arising from interest rates on loan and savings products and lower fees:			\$22,714,007
Total CU member benefit / member:			\$188
Total CU member benefit / member household:			\$394

Source: Datatrac, NCUA, and CUNA

(1) Average balance as of December 2021 and December 2020 according to the NCUA call report.

(2) Rates and fees as of 4/8/2022. 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 \$22,714,007 in direct financial benefits to its 121,070 members during the twelve months ending in December 2021. These benefits are equivalent to approximately \$394 per member household.

Orange Countys Credit Union provided loyal high-use member households \$1,657 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

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Orange Countys Credit Union Performance Profile

Demographic Information	Dec 21	Dec 20
Number of branches	10	10
Total assets (\$ mil)	2,365	2,156
Total loans (\$ mil)	1,469	1,262
Total surplus funds (\$ mil)	756	751
Total savings (\$ mil)	2,115	1,903
Total members (thousands)	123	119
Growth Rates (Year-to-date)		
Total assets	9.7 %	22.7 %
Total loans	16.4 %	-1.3 %
Total surplus funds	0.7 %	105.3 %
Total savings	11.2 %	25.1 %
Total members	3.3 %	2.6 %
Earnings - Basis Pts.		
Yield on total assets	235	281
- Dividend/interest cost of assets	26	54
+ Fee & other income	119	136
- Operating expense	269	296
- Loss Provisions	1	23
= Net Income (ROA)	58	44
Capital adequacy		
Net worth / assets	8.6	8.8
Asset quality		
Delinquencies / loans	0.3	0.5
Net chargeoffs / average loans	0.1	0.2
Total borrower-bankruptcies	102	138
Bankruptcies per 1000 members	0.8	1.2
Asset/Liability Management		
Loans / savings	69.5	66.3
Loans / assets	62.1	58.5
Long-term assets / assets	28.7	23.5
Core deposits/shares & borrowings	56.0	52.1
Productivity		
Members/potential members	0.7	0.7
Borrowers/members	45.4	41.2
Members/FTE	389	368
Average shares/members (\$)	17,189	15,976
Average loan balances (\$)	26,282	25,710
Salary & Benefits/FTE	114,480	109,022

Membership Benefits Report

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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:

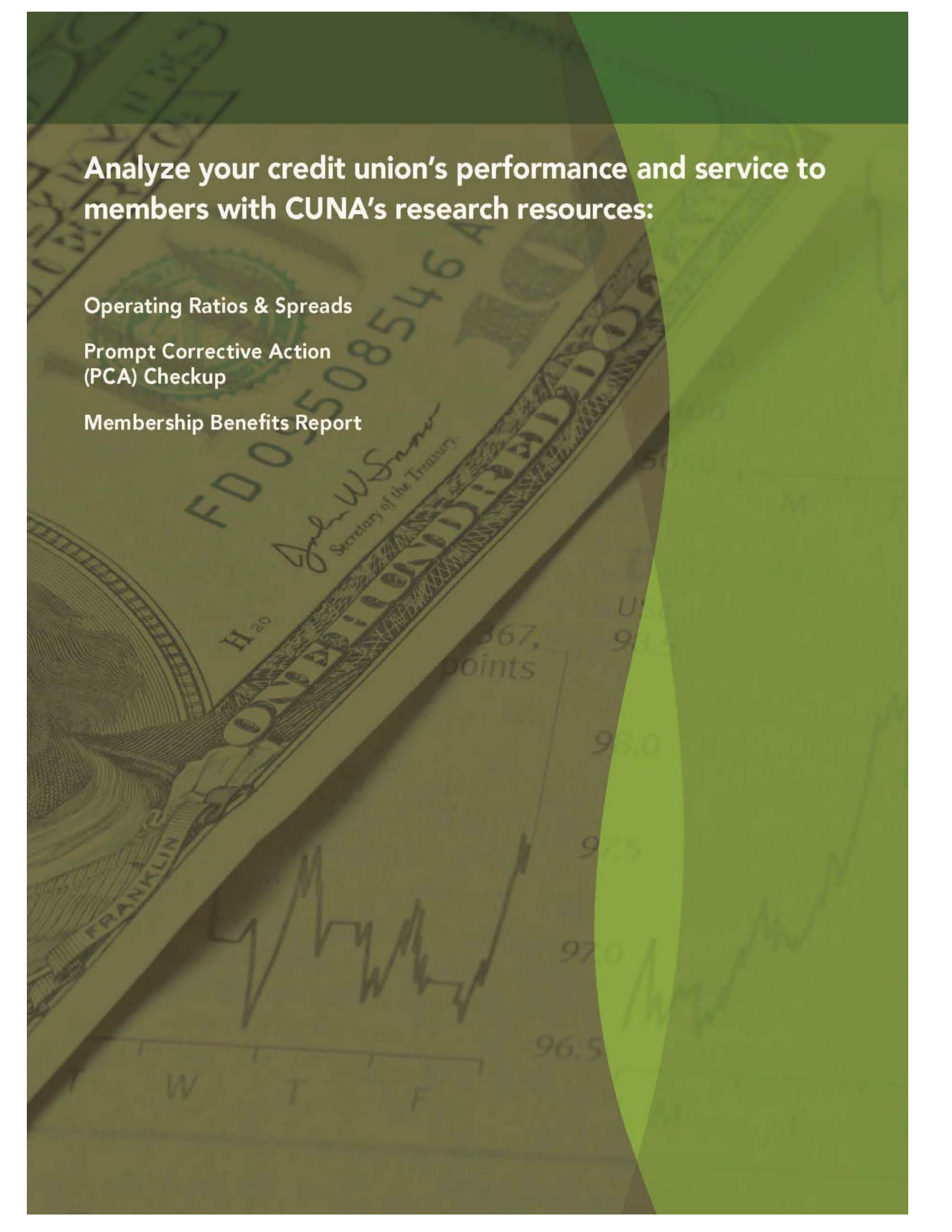
- How much you saved your entire membership last year in interest and fees compared to the competition
- How much they will save on their next loan with you
- How much more they will earn on their deposits with you

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**

The background of the slide is a composite image. On the left, there is a close-up of a US Treasury check, showing the signature of John W. Snow, Secretary of the Treasury, and the serial number FD 001508546. On the right, there is a line graph with a green background, showing a fluctuating line that trends upwards. The graph has a y-axis with values 96.5, 97.0, 97.5, 98.0, and 98.5, and an x-axis with labels W, T, and F. The overall color scheme is green and white.

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