

CUNA Connexus CU

MEMBERSHIP BENEFITS REPORT

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 Connexus CU provided \$53,130,842 in direct financial benefits to its 402,386 members during the twelve months ending March 2022 ⁽¹⁾.

These benefits are equivalent to \$132 per member or \$277 per member household ⁽²⁾.

The per-member and per-household member benefits delivered by Connexus CU 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 Connexus CU 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 Connexus CU provided loyal high-use member households \$2795 in direct financial benefits during the twelve month period.

Connexus CU excels in providing member benefits in many loan and savings products. In particular, Connexus CU 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.

Connexus CU also pays its members higher dividends on the following accounts: regular savings, share draft checking, money market accounts, certificate accounts, IRAs.



Source: DataTrac, NCUA, and CUNA.

(1) Rates and fees as of 7/26/2022.

(2) Assumes 2.1 credit union members per household.

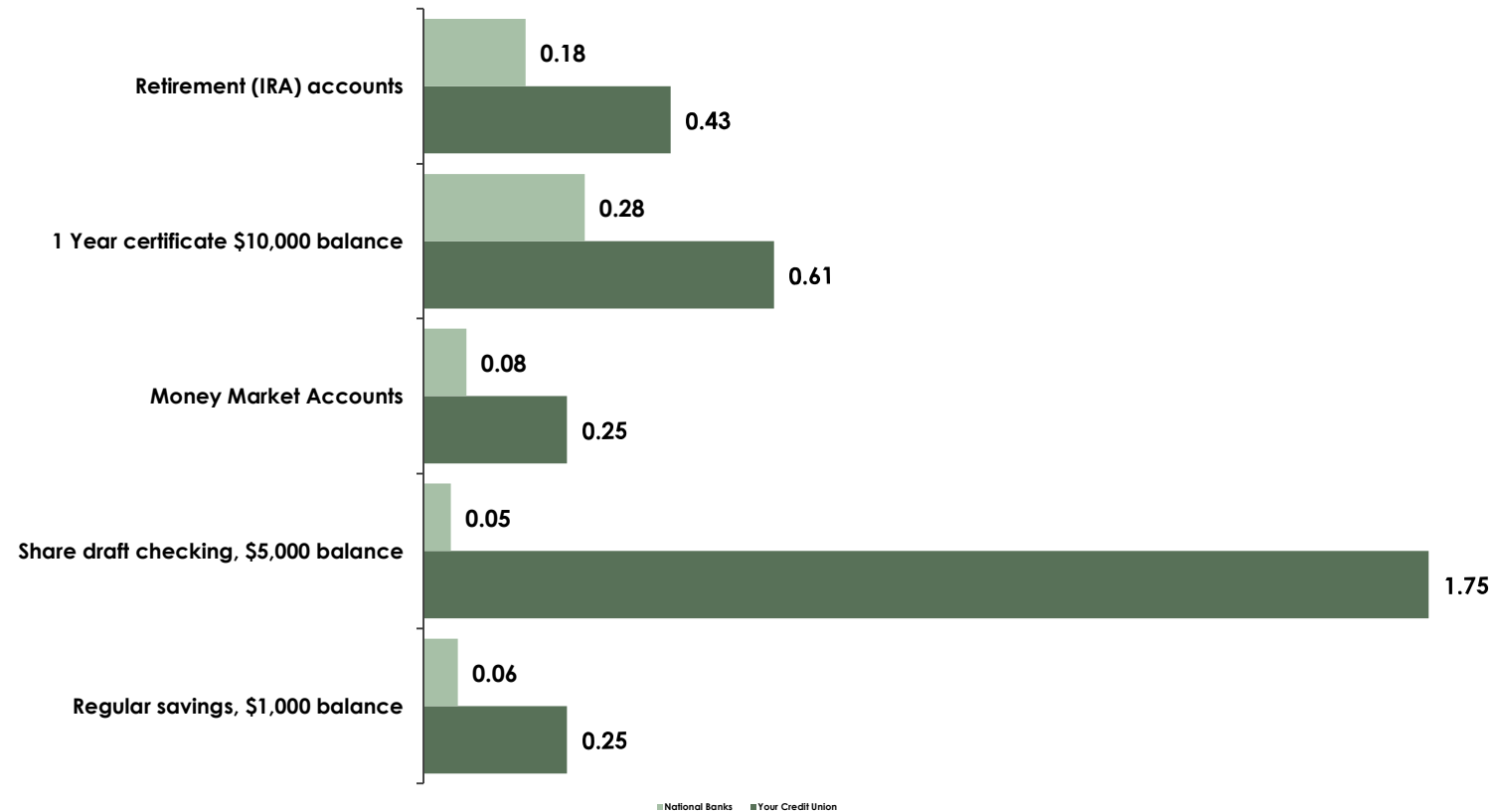
(3) A "loyal member" is assumed to have a \$30,000, 60-month new auto loan, a classic credit card with an average balance of \$5,000, a \$200,000, 30-year fixed rate mortgage (a 30-year fixed rate mortgage is replaced with a 5-year adjustable rate mortgage if it yields a greater benefit as it is assumed 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.

Membership Benefits Report

CUNA Economics and Statistics

Savings Product Comparative Interest Rates (%)

by Savings Account Type

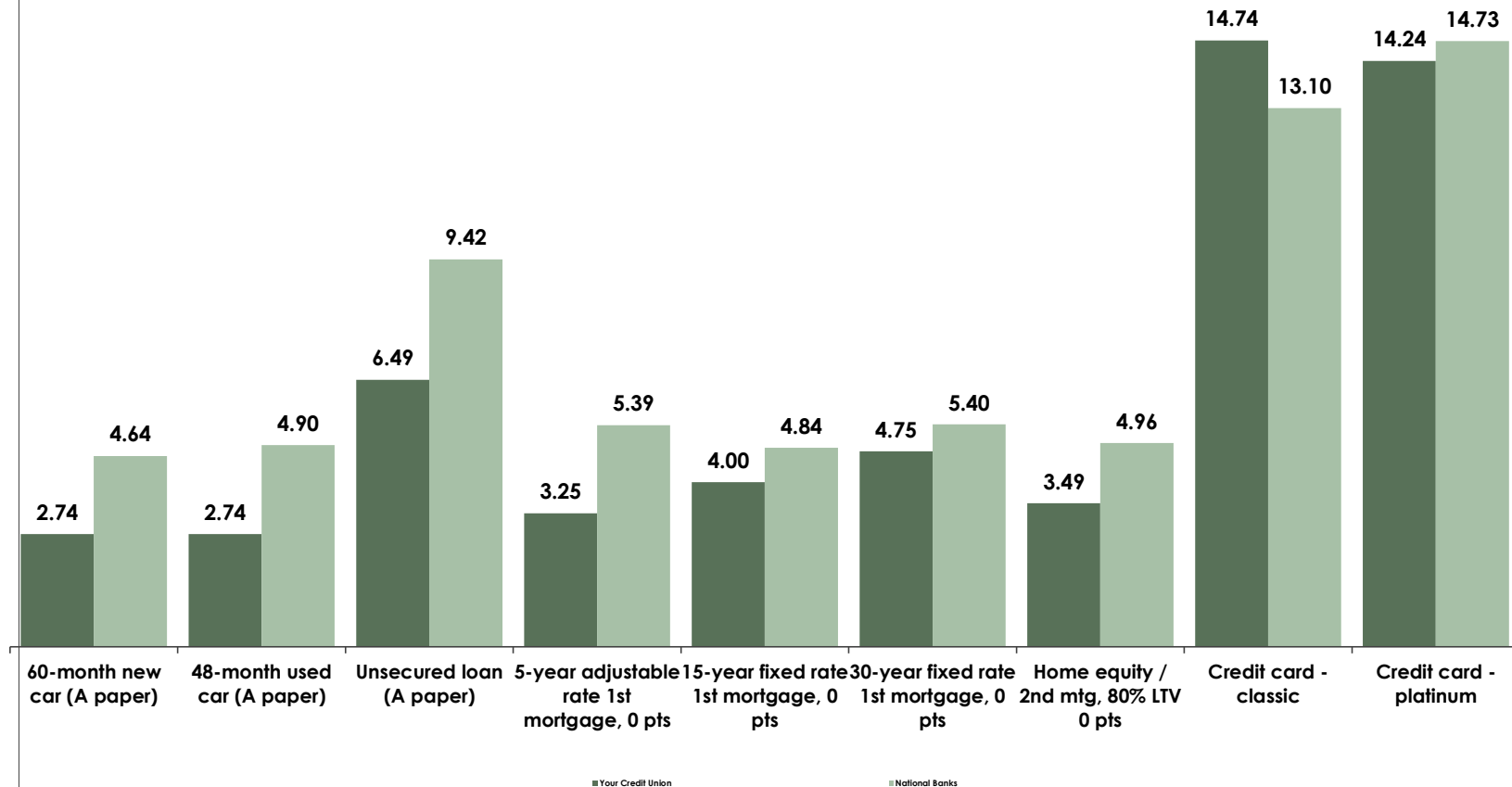


Membership Benefits Report

CUNA Economics and Statistics

Loan Product Comparative Interest Rates (%)

by Loan Type

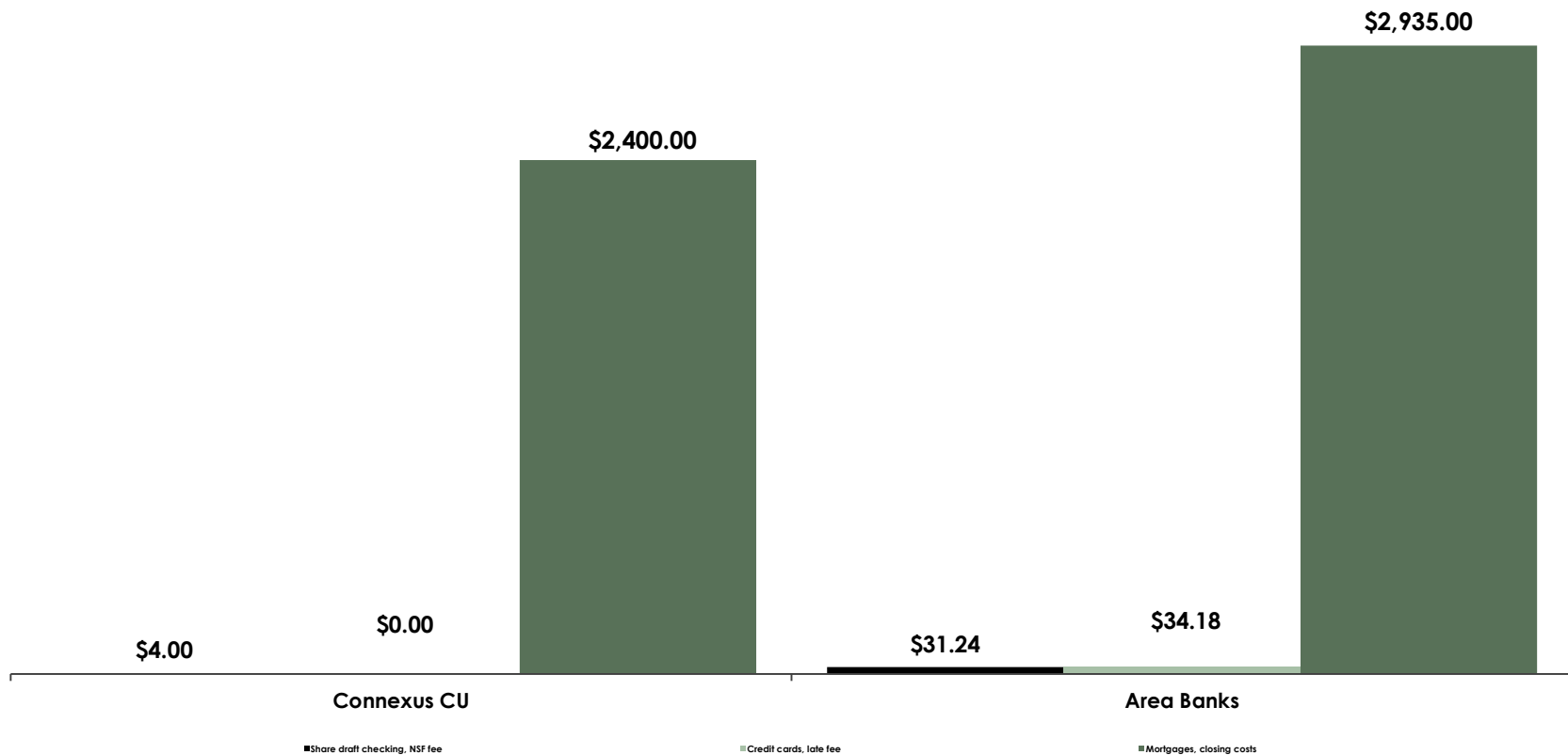


Membership Benefits Report

CUNA Economics and Statistics

Comparative Fees

by Type



Membership Benefits Report

CUNA Economics and Statistics

Interest Rates at Connexus CU and Banking Institutions in National

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	4.90	-2.16
Unsecured loan (A paper)	6.49	9.42	-2.93
5-year adjustable rate 1st mortgage, 0 pts	3.25	5.39	-2.14
15-year fixed rate 1st mortgage, 0 pts	4.00	4.84	-0.84
30-year fixed rate 1st mortgage, 0 pts	4.75	5.40	-0.65
Home equity / 2nd mtg, 80% LTV 0 pts	3.49	4.96	-1.47
Credit card - classic	14.74	13.10	1.64
Credit card - platinum	14.24	14.73	-0.49
Savings Products			
Regular savings, \$1,000 balance	0.25	0.06	0.19
Share draft checking, \$5,000 balance	1.75	0.05	1.70
Money Market Accounts	0.25	0.08	0.18
1 Year certificate \$10,000 balance	0.61	0.28	0.33
Retirement (IRA) accounts	0.43	0.18	0.25
Fee Income			
Share draft checking, NSF fee	\$4.00	\$31.24	-\$27.24
Credit cards, late fee	\$0.00	\$34.18	-\$34.18
Mortgages, closing costs	\$2,400.00	\$2,935.00	-\$535.00

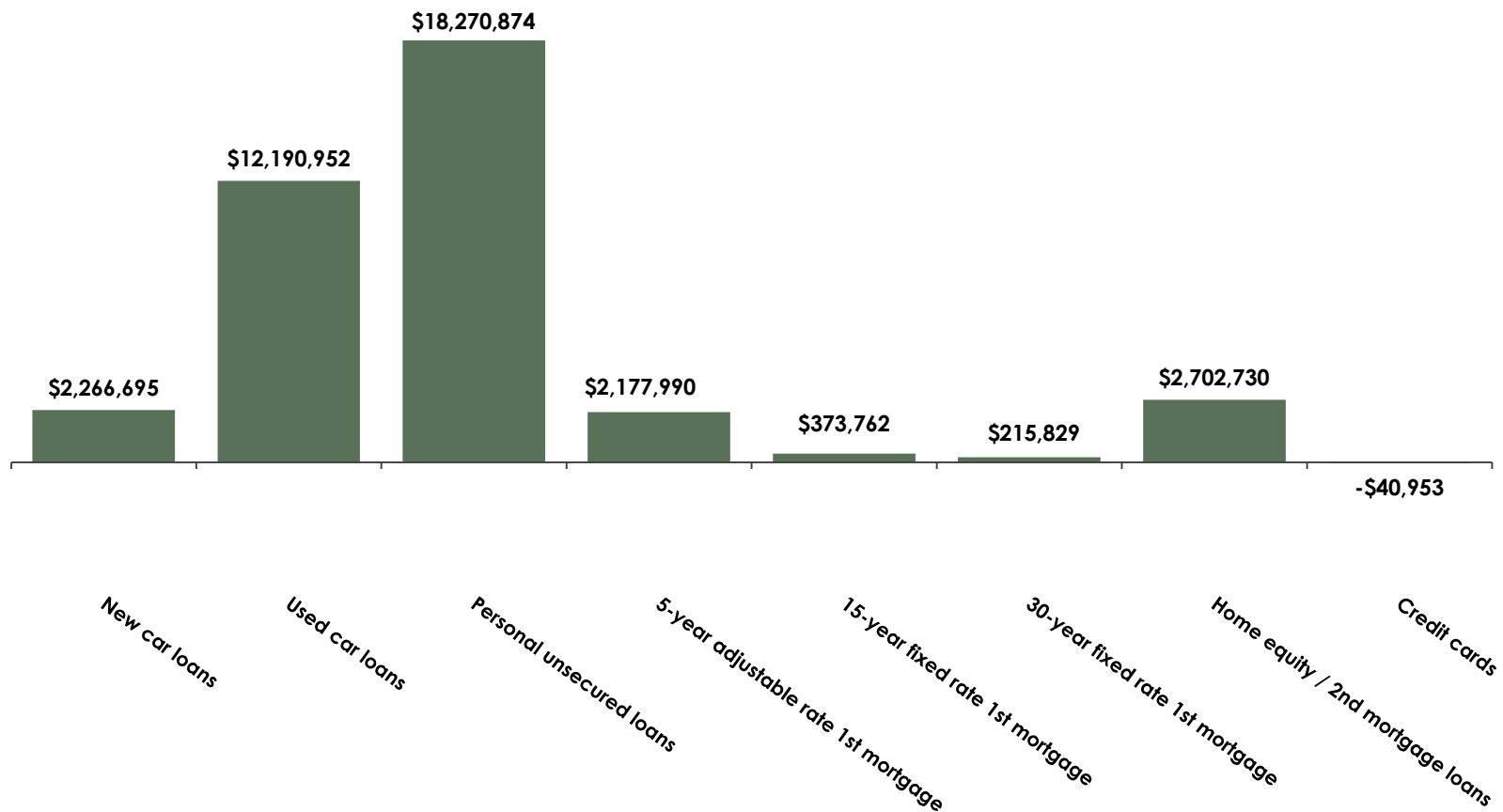
*Rates and fees as of 7/26/2022. Credit union rates provided by individual credit union, bank rates provided by Datatrac.

Membership Benefits Report

CUNA Economics and Statistics

Your Credit Union's Total Loan Rate Benefits

by Loan Type

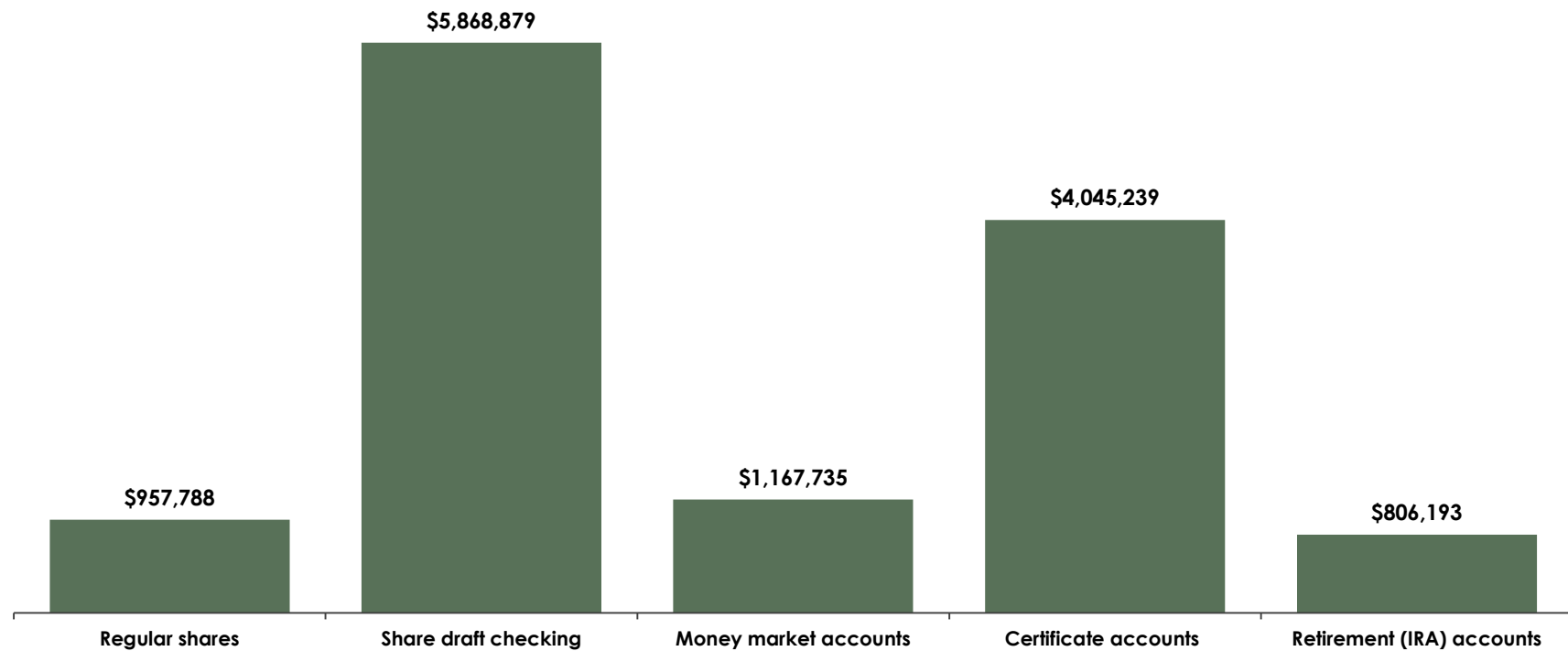


Membership Benefits Report

CUNA Economics and Statistics

Your Credit Union's Total Savings Dividend Benefits

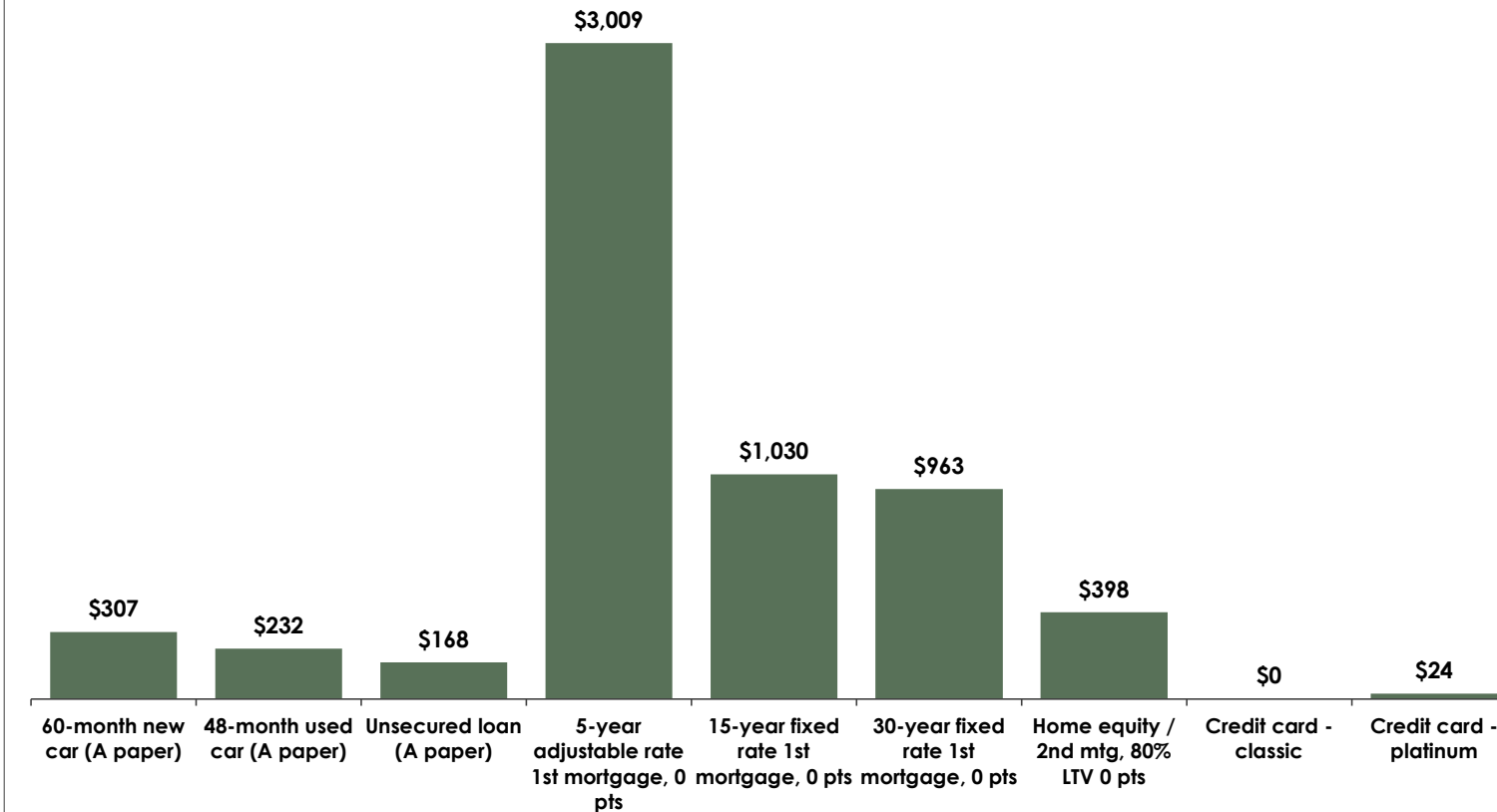
**Compared to Banking Institutions in Your State
by Account Type**



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)

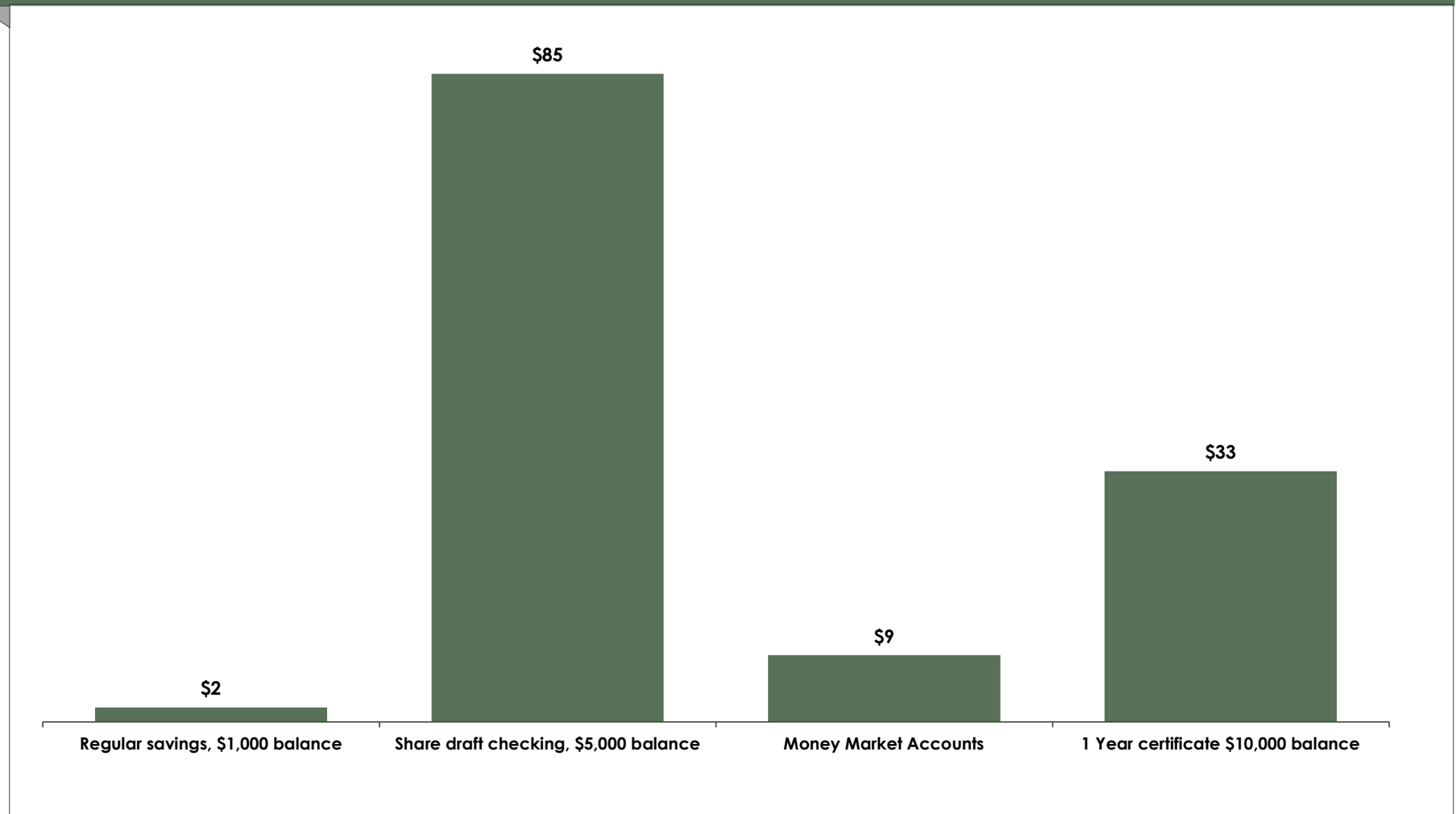
5 Year Adj: \$200,000; 15 Year Fixed: \$200,000; 30 Year Fixed: \$200,000

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 Connexus CU

Loans	Avg. Balance at Your Credit Union (1)	Rate Difference vs. National Banks (%) (2)	Financial Benefit to Your Members
New car loans	119,237,001	-1.90	\$2,266,695
Used car loans	563,613,130	-2.16	\$12,190,952
Personal unsecured loans	622,729,163	-2.93	\$18,270,874
5-year adjustable rate 1st mortgage	102,013,574	-2.14	\$2,177,990
15-year fixed rate 1st mortgage	44,389,816	-0.84	\$373,762
30-year fixed rate 1st mortgage	33,001,380	-0.65	\$215,829
Home equity / 2nd mortgage loans	184,486,683	-1.47	\$2,702,730
Credit cards	3,686,941	1.64	-\$40,953
Interest rebates			\$0
Total CU member benefits arising from lower interest rates on loan products:			\$38,157,879
Savings			
Regular shares	504,098,891	0.19	\$957,788
Share draft checking	344,822,507	1.70	\$5,868,879
Money market accounts	667,277,382	0.18	\$1,167,735
Certificate accounts	1,229,556,030	0.33	\$4,045,239
Retirement (IRA) accounts	319,917,762	0.25	\$806,193
Bonus dividends in period			\$0
Total CU member benefit arising from higher interest rates on savings products:			\$12,845,834
Fee Income			
Total CU member benefit arising from fewer/lower fees:			\$2,127,129
Total CU member benefit arising from interest rates on loan and savings products and lower fees:			\$53,130,842
Total CU member benefit / member:			\$132
Total CU member benefit / member household:			\$277

Source: DataTrac, NCUA, and CUNA

(1) Average balance as of March 2022 and March 2021 according to the NCUA call report.

(2) Rates and fees as of 7/26/2022. Credit union rates provided by individual credit union, bank rates provided by DataTrac.

Certificate of Excellence

is hereby granted to:

Connexus CU

The Credit Union National Association has determined that Connexus CU provided \$53,130,842 in direct financial benefits to its 402,386 members during the twelve months ending in March 2022.

These benefits are equivalent to approximately \$277 per member household.

Connexus CU provided loyal high-use member households \$2,795 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

Connexus CU Performance Profile

Demographic Information	Mar 22	Mar 21
Number of branches	17	12
Total assets (\$ mil)	4,480	3,474
Total loans (\$ mil)	3,808	2,942
Total surplus funds (\$ mil)	476	410
Total savings (\$ mil)	3,931	3,097
Total members (thousands)	421	383
Growth Rates (Year-to-date)		
Total assets	29.0 %	23.5 %
Total loans	29.4 %	19.3 %
Total surplus funds	16.1 %	70.8 %
Total savings	26.9 %	25.1 %
Total members	9.9 %	3.9 %
Earnings - Basis Pts.		
Yield on total assets	624	641
- Dividend/interest cost of assets	121	151
+ Fee & other income	25	81
- Operating expense	395	372
- Loss Provisions	41	20
= Net Income (ROA)	92	179
Capital adequacy		
Net worth / assets	9.8	9.1
Asset quality		
Delinquencies / loans	1.6	1.2
Net chargeoffs / average loans	0.4	0.3
Asset/Liability Management		
Loans / savings	96.9	95.0
Loans / assets	85.0	84.7
Long-term assets / assets	6.2	1.9
Core deposits/shares & borrowings	25.1	23.0
Productivity		
Members/potential members	6.7	15.5
Borrowers/members	55.9	46.7
Members/FTE	640	901
Average shares/members (\$)	9,330	8,076
Average loan balances (\$)	16,160	16,448
Salary & Benefits/FTE	94,593	99,752



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