

CUNA Star One Credit Union

MEMBERSHIP BENEFITS REPORT

Star One 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 Star One Credit Union provided \$256,408,093 in direct financial benefits to its 121,299 members during the twelve months ending June 2023 ⁽¹⁾.

These benefits are equivalent to \$2,114 per member or \$4,439 per member household ⁽²⁾.

The per-member and per-household member benefits delivered by Star One 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 Star One Credit Union will save members an average \$231 per year in interest expense compared to what they would pay at a banking institution in the state. That's approximately \$1,155 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 Star One Credit Union provided loyal high-use member households \$3205 in direct financial benefits during the twelve month period.

Star One Credit Union excels in providing member benefits in many loan and savings products. In particular, Star One Credit Union offers lower loan rates on the following accounts: new car loans, used car loans, first mortgage-adjustable rate, home equity loans, credit cards loans.

Star One Credit Union also pays its members higher dividends on the following accounts: regular savings, share draft checking, certificate accounts, IRAs.



(1) Rates and fees as of 9/28/2023.

(2) Assumes 2.1 credit union members per household.

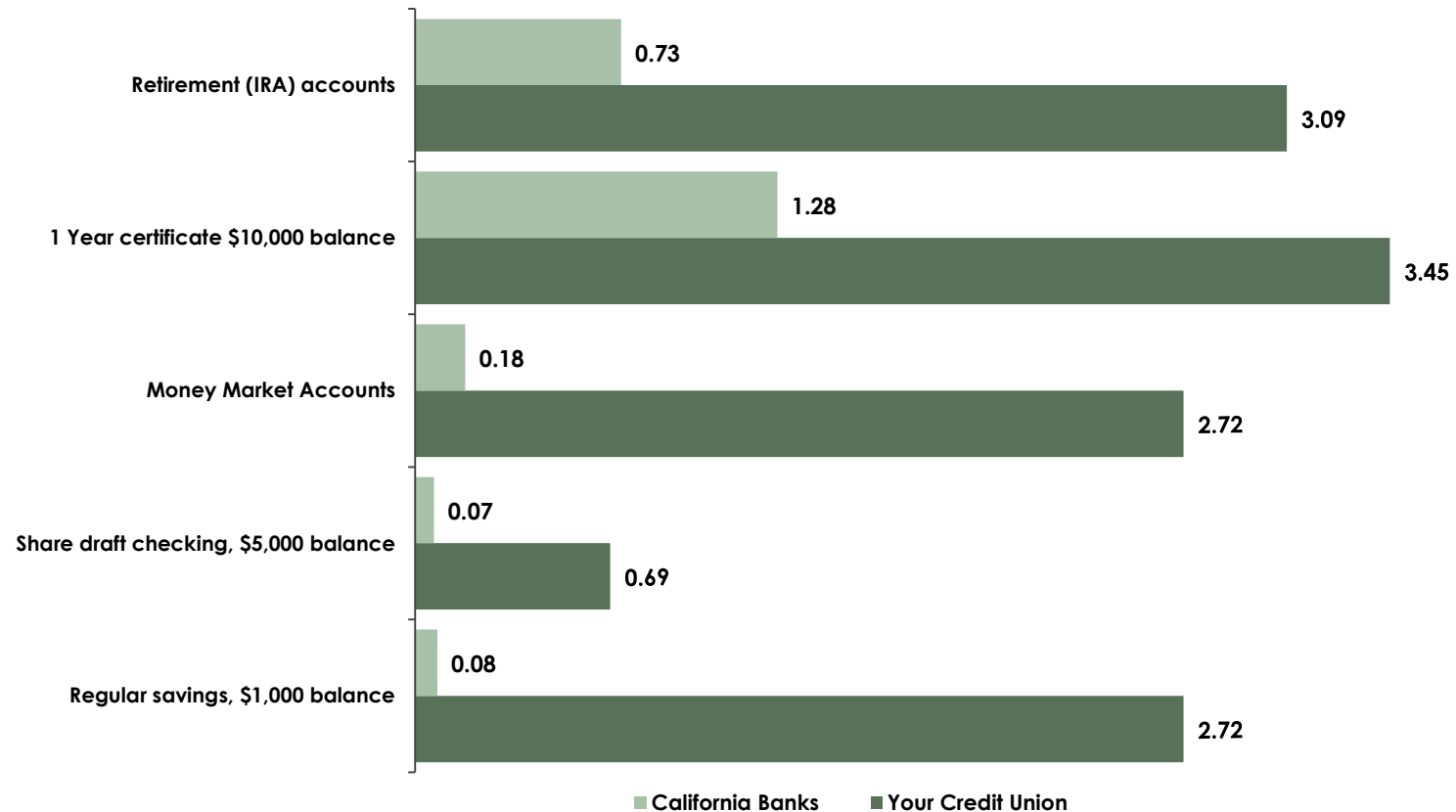
(3) A "loyal member" is assumed to have a \$30,000, 60-month new auto loan, a classic credit card with an average balance of \$5,000, a \$200,000, 30-year fixed rate mortgage (a 30-year fixed rate mortgage is replaced with a 5-year adjustable rate mortgage if it yields a greater benefit as it is assumed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

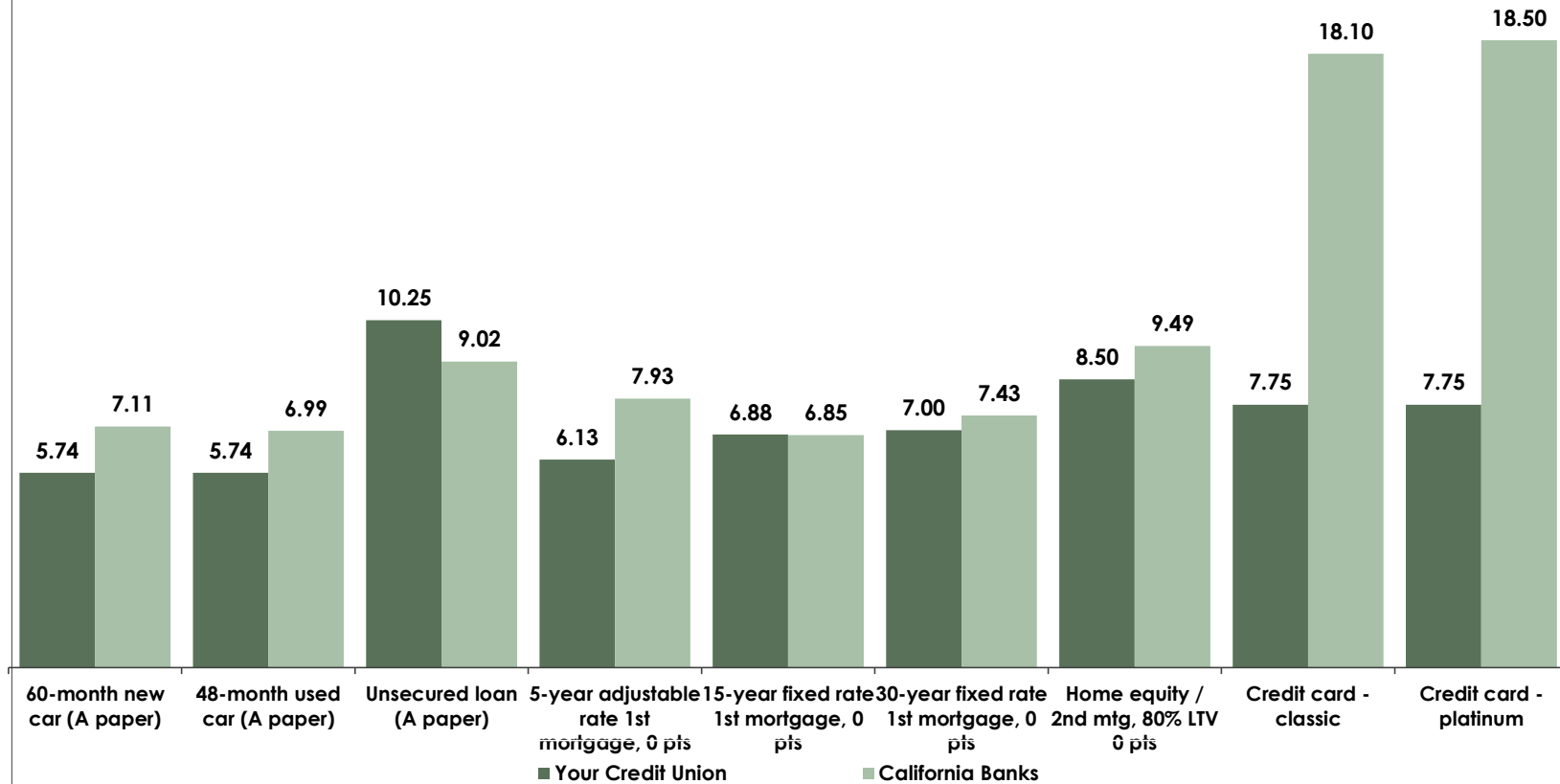


Membership Benefits Report

CUNA Economics and Statistics

Loan Product Comparative Interest Rates (%)

by Loan Type

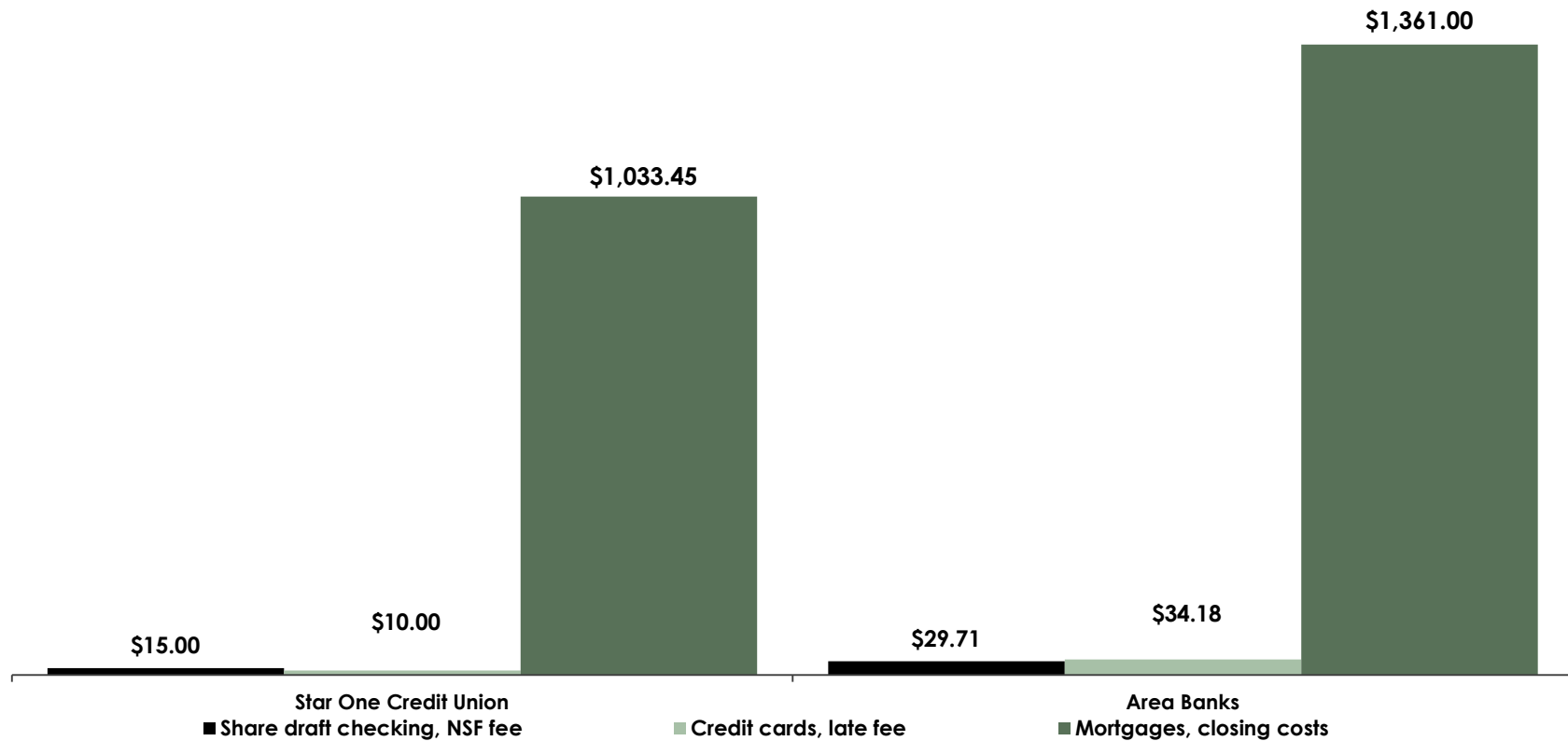


Membership Benefits Report

CUNA Economics and Statistics

Comparative Fees

by Type



Membership Benefits Report

CUNA Economics and Statistics

Interest Rates at Star One 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)	5.74	7.11	-1.37
48-month used car (A paper)	5.74	6.99	-1.25
Unsecured loan (A paper)	10.25	9.02	1.23
5-year adjustable rate 1st mortgage, 0 pts	6.13	7.93	-1.81
15-year fixed rate 1st mortgage, 0 pts	6.88	6.85	0.03
30-year fixed rate 1st mortgage, 0 pts	7.00	7.43	-0.43
Home equity / 2nd mtg, 80% LTV 0 pts	8.50	9.49	-0.99
Credit card - classic	7.75	18.10	-10.35
Credit card - platinum	7.75	18.50	-10.75
Savings Products			
Regular savings, \$1,000 balance	2.72	0.08	2.64
Share draft checking, \$5,000 balance	0.69	0.07	0.62
Money Market Accounts	2.72	0.18	2.54
1 Year certificate \$10,000 balance	3.45	1.28	2.17
Retirement (IRA) accounts	3.09	0.73	2.36
Fee Income			
Share draft checking, NSF fee	\$15.00	\$29.71	-\$14.71
Credit cards, late fee	\$10.00	\$34.18	-\$24.18
Mortgages, closing costs	\$1,033.45	\$1,361.00	-\$327.55

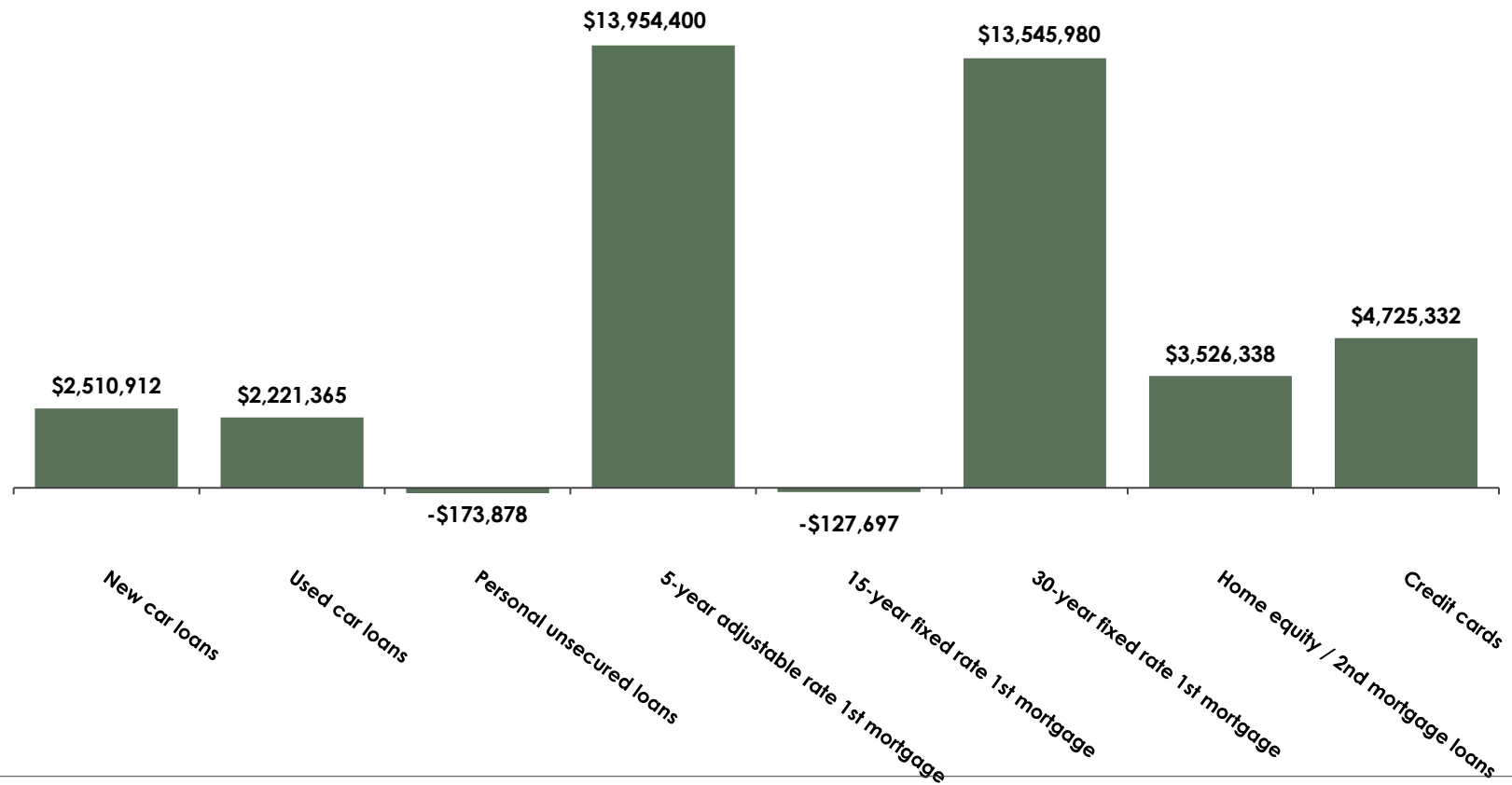
*Rates and fees as of 9/28/2023. Credit union rates provided by individual credit union, bank rates provided by Datatrac.

Membership Benefits Report

CUNA Economics and Statistics

Your Credit Union's Total Loan Rate Benefits

by Loan Type

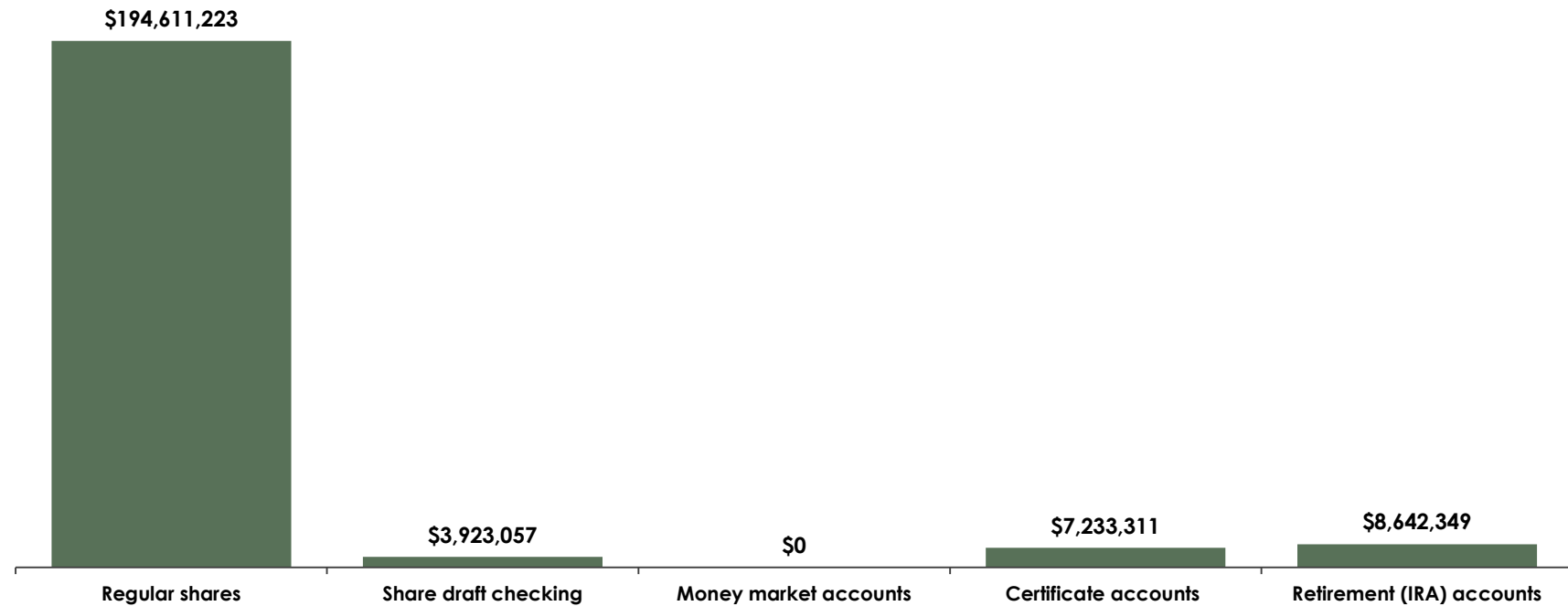


Membership Benefits Report

CUNA Economics and Statistics

Your Credit Union's Total Savings Dividend Benefits

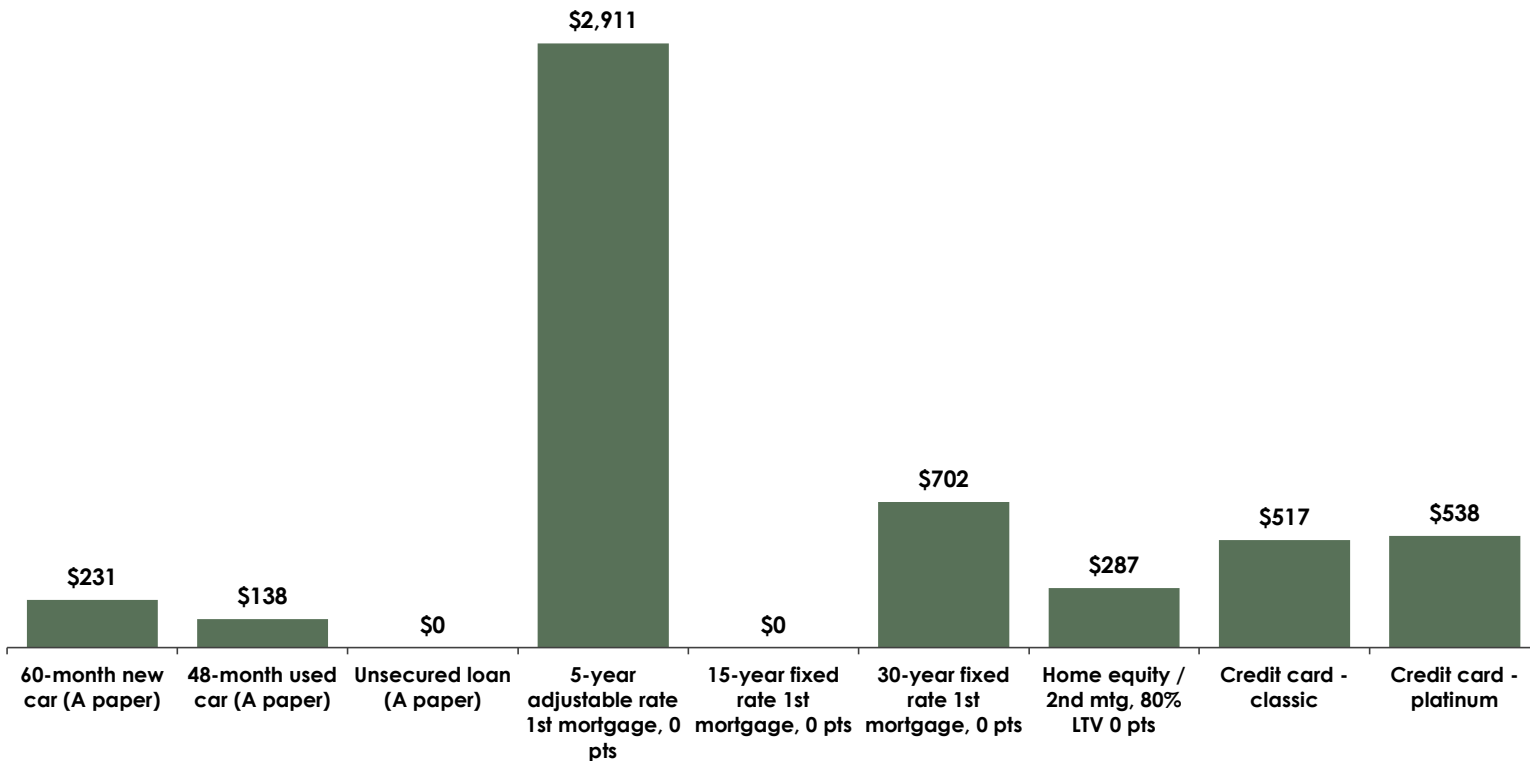
Compared to Banking Institutions in Your State
by Account Type



Membership Benefits Report

CUNA Economics and Statistics

Annual Member Benefit of Loan Products with Various Terms

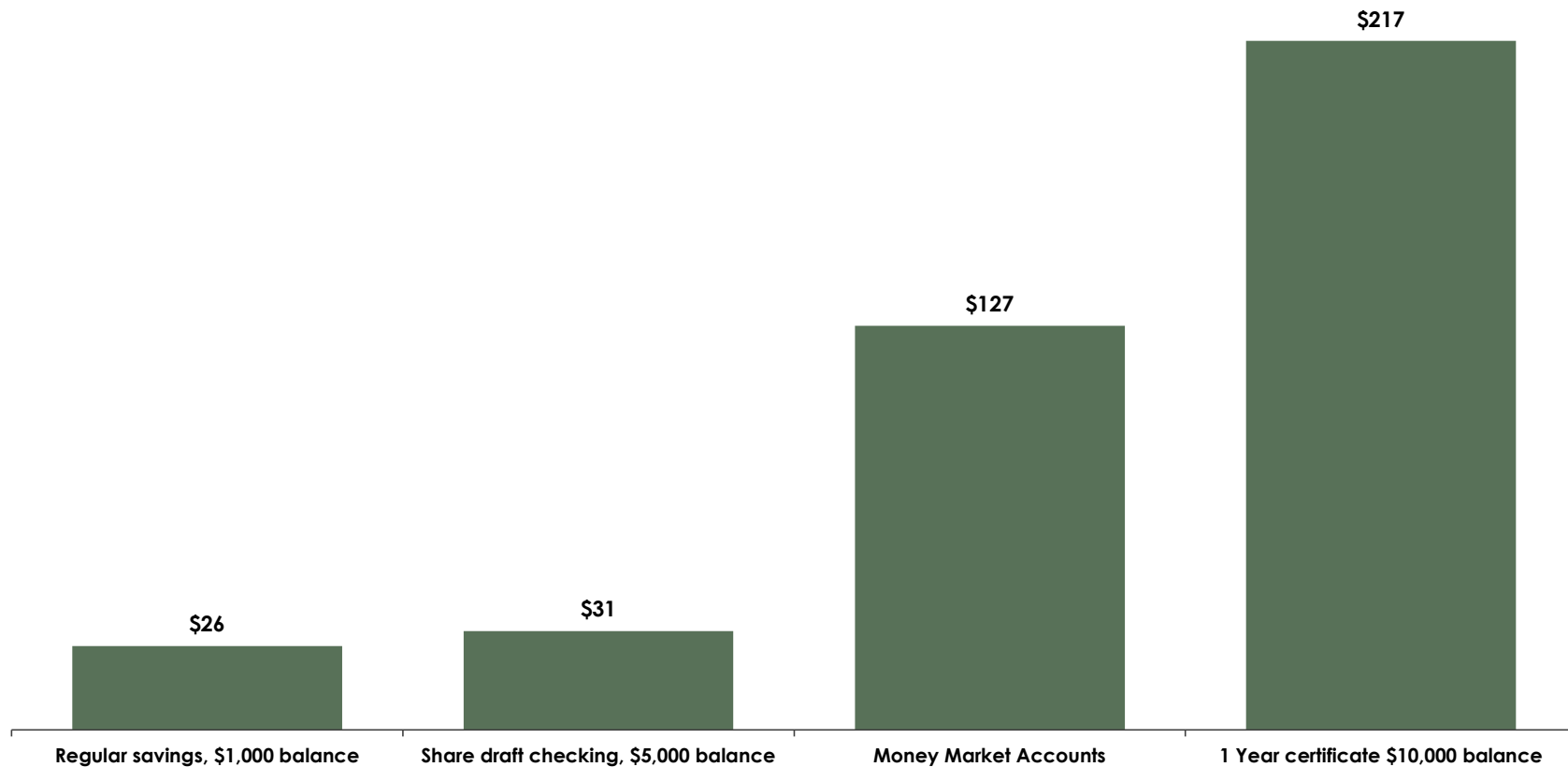


Terms on loan products included are as follows:
New Car: \$30,000; Used Car: \$20,000; Unsecured Loan: \$10,000 (5 years)
5 Year Adj: \$200,000; 15 Year Fixed: \$200,000; 30 Year Fixed: \$200,000

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 Star One Credit Union

Loans	Avg. Balance at Your Credit Union (1)	Rate Difference vs. California Banks (%) (2)	Financial Benefit to Your Members
New car loans	183,412,133	-1.37	\$2,510,912
Used car loans	178,279,709	-1.25	\$2,221,365
Personal unsecured loans	14,182,575	1.23	-\$173,878
5-year adjustable rate 1st mortgage	773,096,963	-1.81	\$13,954,400
15-year fixed rate 1st mortgage	491,142,441	0.03	-\$127,697
30-year fixed rate 1st mortgage	3,135,643,544	-0.43	\$13,545,980
Home equity / 2nd mortgage loans	357,278,409	-0.99	\$3,526,338
Credit cards	45,224,983	-10.35	\$4,725,332
Interest rebates			\$0
Total CU member benefits arising from lower interest rates on loan products:			\$40,182,752
Savings			
Regular shares	7,366,056,882	2.64	\$194,611,223
Share draft checking	629,704,157	0.62	\$3,923,057
Money market accounts	-	2.54	\$0
Certificate accounts	333,639,808	2.17	\$7,233,311
Retirement (IRA) accounts	366,900,830	2.36	\$8,642,349
Bonus dividends in period			\$958,435
Total CU member benefit arising from higher interest rates on savings products:			\$215,368,375
Fee Income			
Total CU member benefit arising from fewer/lower fees:			\$856,966
Total CU member benefit arising from interest rates on loan and savings products and lower fees:			\$256,408,093
Total CU member benefit / member:			\$2,114
Total CU member benefit / member household:			\$4,439

Source: Datatrac, NCUA, and CUNA

(1) Average balance as of June 2023 and June 2022 according to the NCUA call report.

(2) Rates and fees as of 9/28/2023. Credit union rates provided by individual credit union, bank rates provided by Datatrac.

Certificate of Excellence

is hereby granted to:

Star One Credit Union

The Credit Union National Association has determined that Star One Credit Union provided \$256,408,093 in direct financial benefits to its 121,299 members during the twelve months ending in June 2023. These benefits are equivalent to approximately \$4,439 per member household.

Star One Credit Union provided loyal high-use member households \$3,205 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

Star One Credit Union Performance Profile

Demographic Information	Jun 23	Jun 22
Number of branches	6	6
Total assets (\$ mil)	10,144	10,828
Total loans (\$ mil)	5,474	5,006
Total surplus funds (\$ mil)	4,283	5,459
Total savings (\$ mil)	7,789	9,604
Total members (thousands)	124	119
Growth Rates (Year-to-date)		
Total assets	-6.3 %	2.2 %
Total loans	9.4 %	5.4 %
Total surplus funds	-21.5 %	0.1 %
Total savings	-18.9 %	6.7 %
Total members	4.3 %	3.3 %
Earnings - Basis Pts.		
Yield on total assets	290	177
- Dividend/interest cost of assets	208	53
+ Fee & other income	10	16
- Operating expense	41	84
- Loss Provisions	3	0
= Net Income (ROA)	47	56
Capital adequacy		
Net worth / assets	12.8	11.7
Asset quality		
Delinquencies / loans	0.1	0.1
Net chargeoffs / average loans	0.0	0.0
Asset/Liability Management		
Loans / savings	70.3	52.1
Loans / assets	54.0	46.2
Long-term assets / assets	51.3	52.5
Core deposits/shares & borrowings	91.2	92.6
Productivity		
Members/potential members	1.9	1.8
Borrowers/members	43.6	42.2
Members/FTE	478	505
Average shares/members (\$)	62,882	80,885
Average loan balances (\$)	101,453	99,941
Salary & Benefits/FTE	18,259	243,930