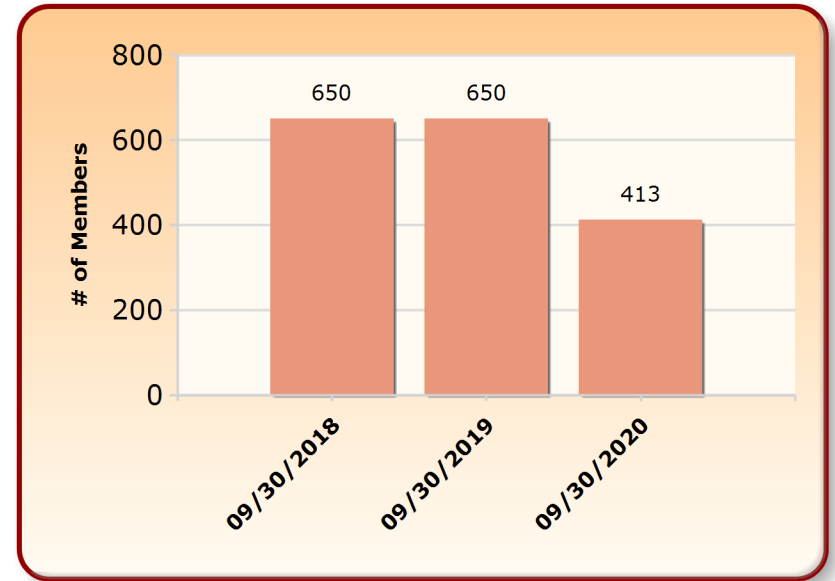


Michigan 3-Year Membership Comparison as of September, 30

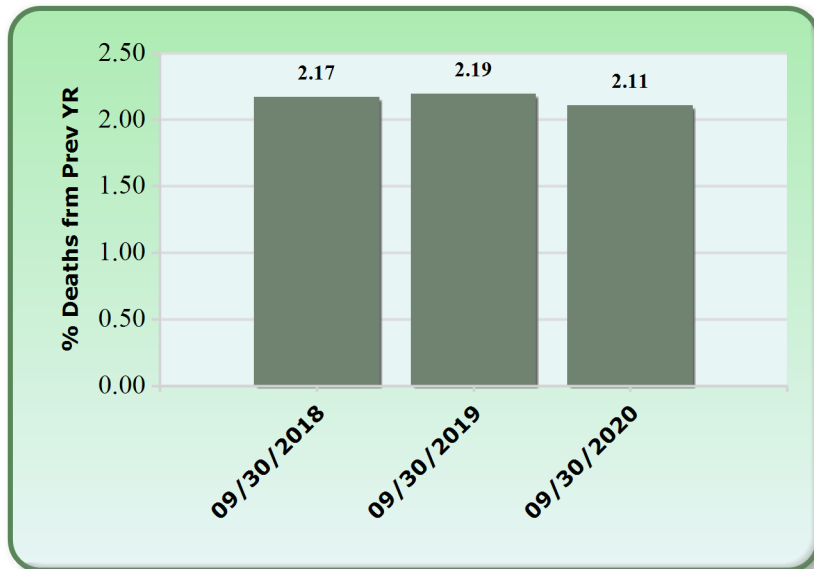
Renewals



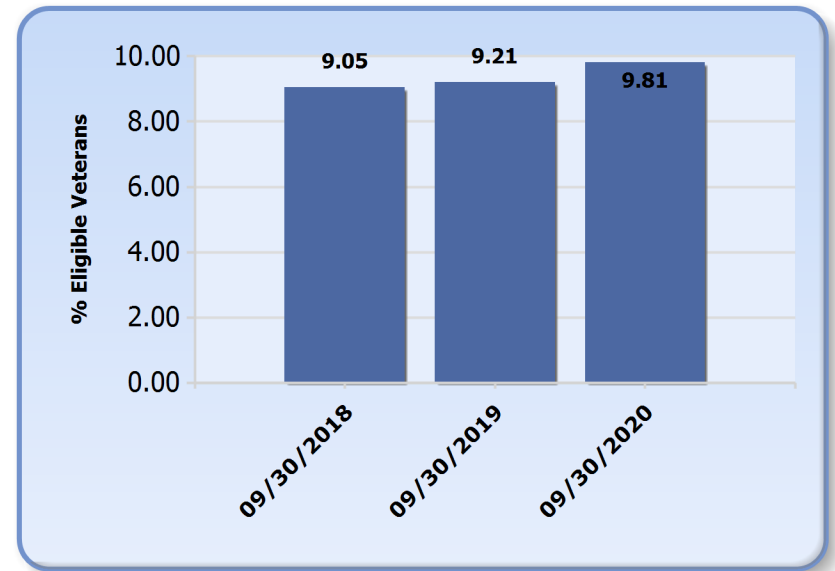
Traditional New Members



Death Rate

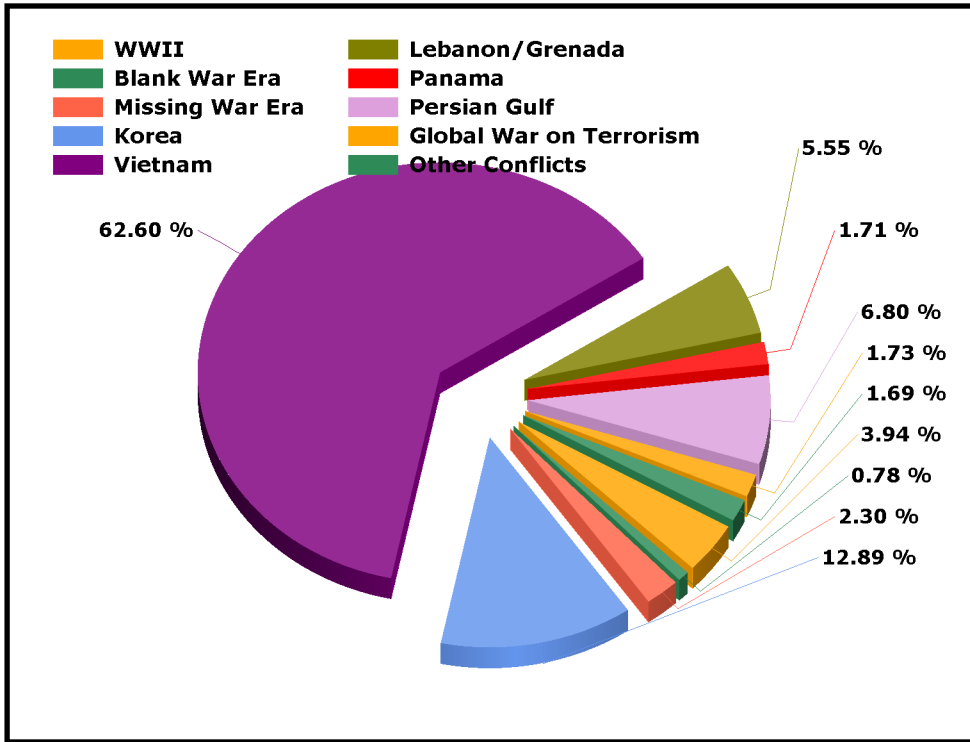


Market Penetration

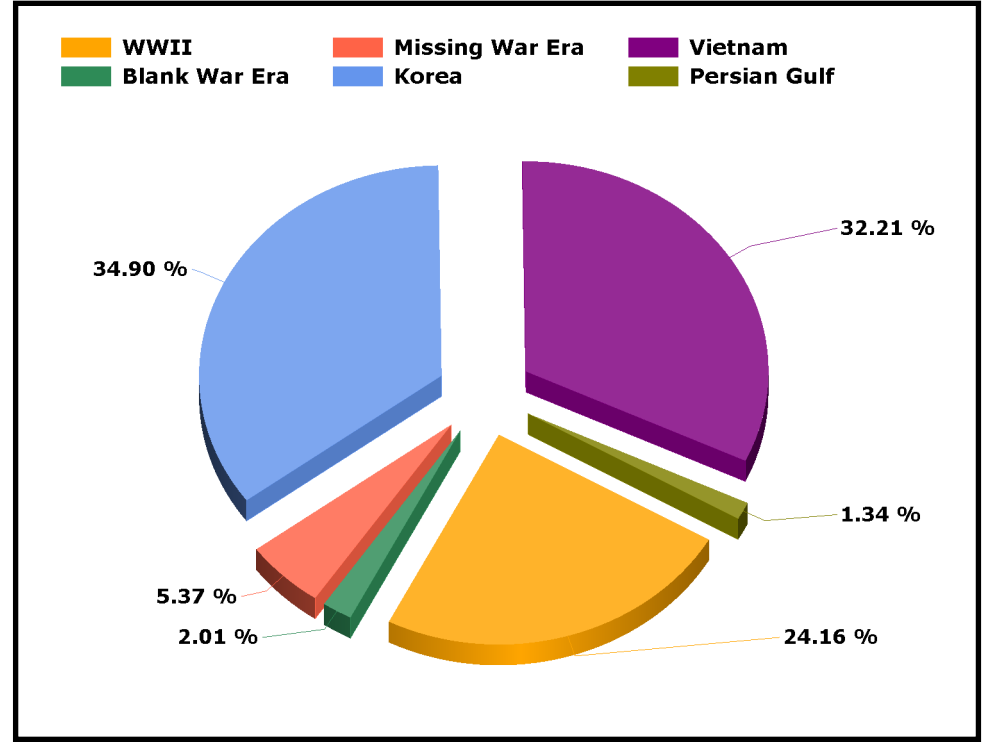


War Era Breakdown

Active Members by War Era



Deceased Members by War Era



Michigan 3-Year Summary

Member Yr	AsOf	*Renewals	*Renew%	*#Deceased	*Deceased%	Dept Total	*DMS	*Grand Total	*Yr End 12/31
2019	09/30/2018	35,232	50.87	1,502	2.17	34,869	2,154	37,023	66,764
2020	09/30/2019	34,708	51.99	1,464	2.19	34,226	2,282	36,508	64,980
2021	09/30/2020	35,711	54.96	1,369	2.11	34,707	2,923	37,630	NA

*Includes New DMS &
Encumbered HQ Renewals