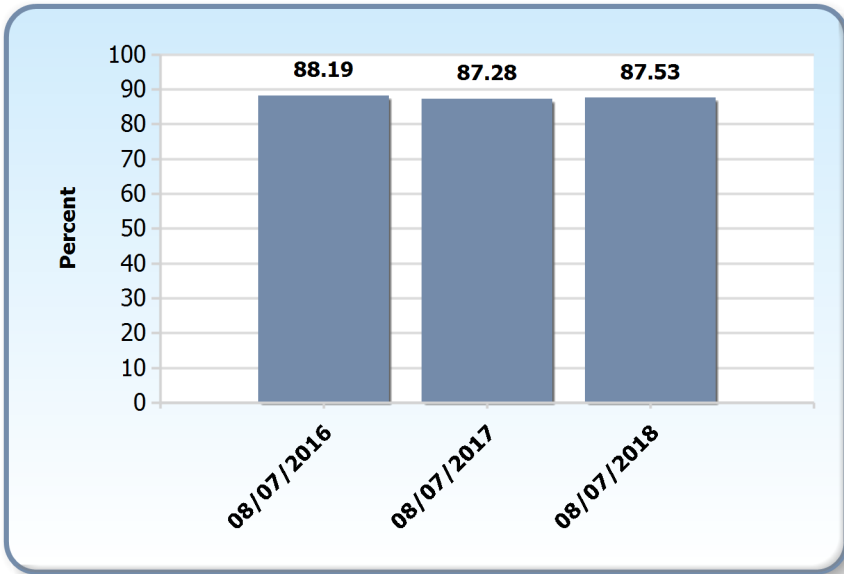
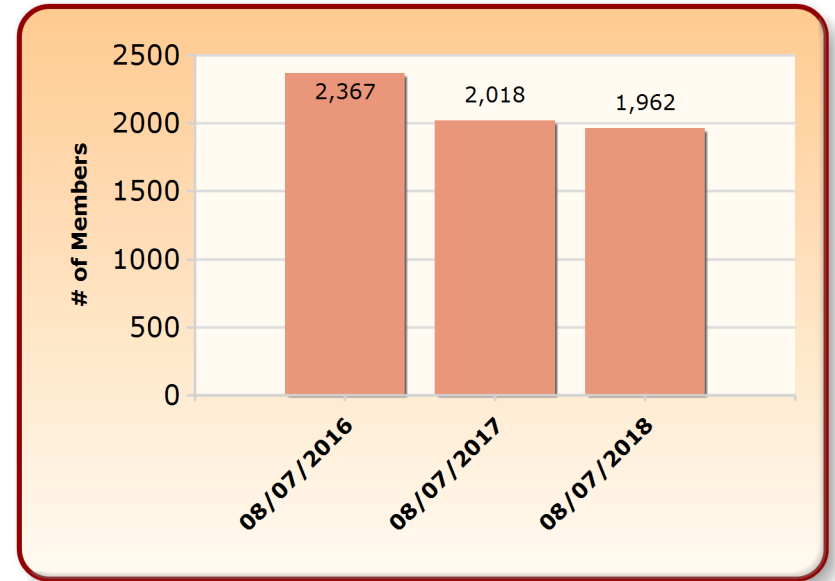


Michigan 3-Year Membership Comparison as of August, 7

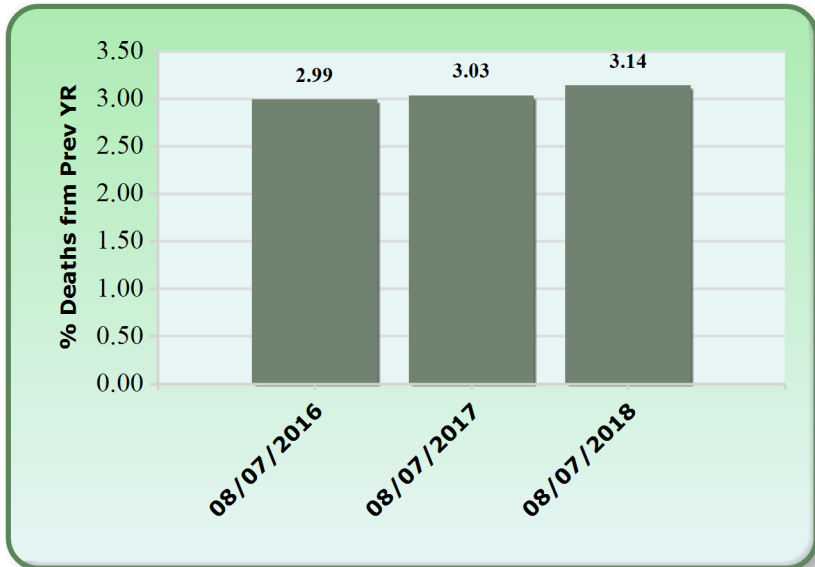
Renewals



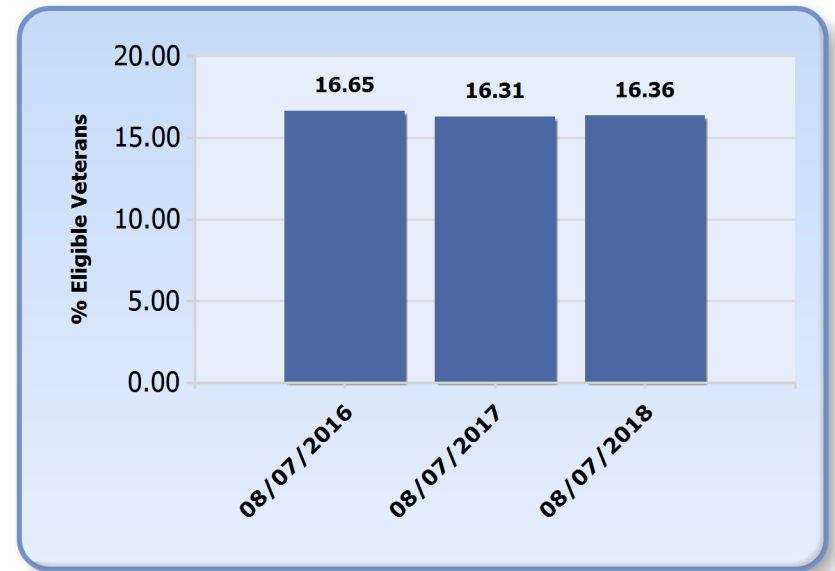
Traditional New Members



Death Rate

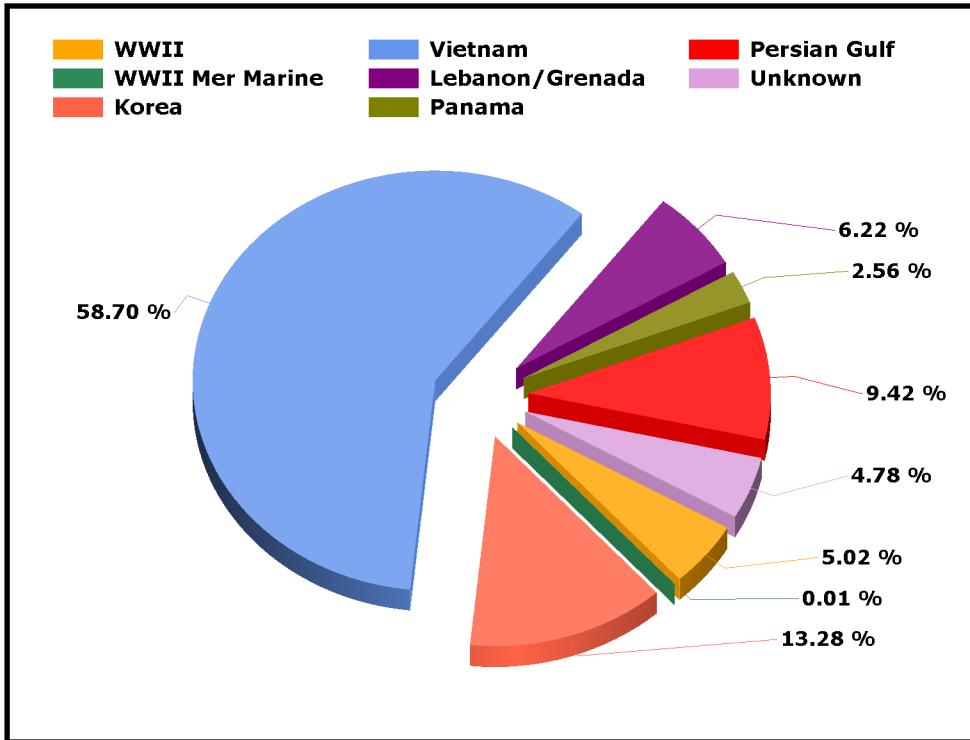


Market Penetration

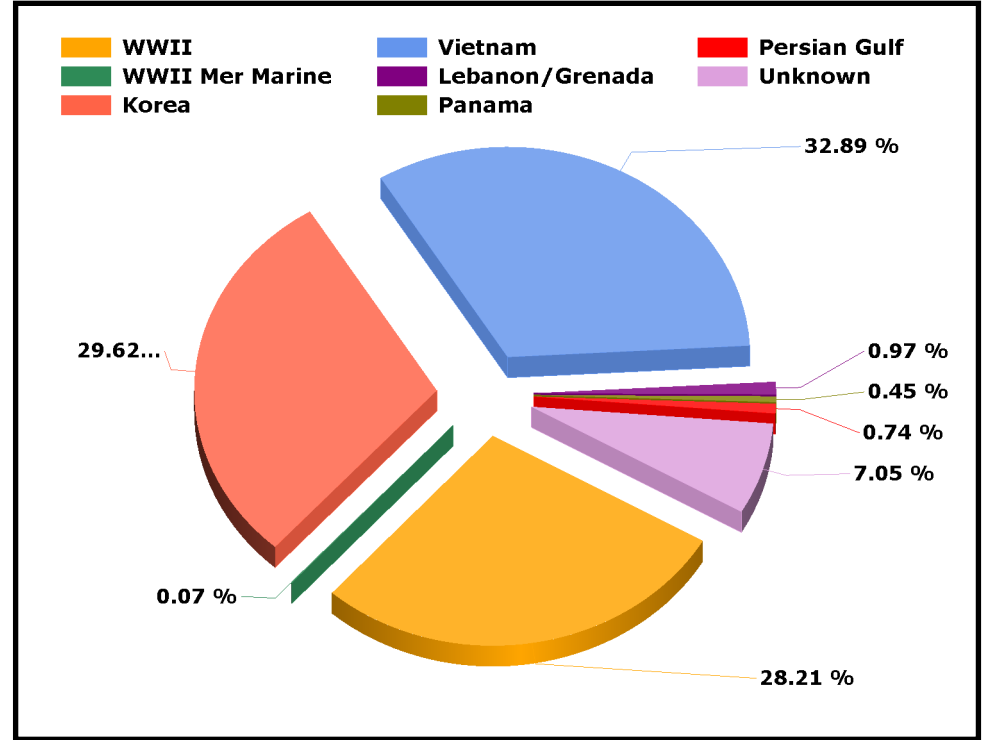


War Era Breakdown

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
2016	08/07/2016	68,585	88.19	2,326	2.99	67,236	7,796	75,032	75,183
2017	08/07/2017	65,617	87.28	2,281	3.03	64,561	6,628	71,189	71,323
2018	08/07/2018	62,429	87.53	2,239	3.14	61,728	7,422	69,150	NA

*Includes New DMS &
Encumbered HQ Renewals