



TO: BOARD OF DIRECTORS
FROM: TOM DIMSON
DATE: JANUARY 12, 2023

SUBJECT: MONTHLY MEMBERSHIP REVIEW
NOVEMBER

During the month the credit union opened **24 NEW SHARE** accounts.

New members came from these areas:

	Area	Month	YTD
1	Ajax	3	72
2	Pickering	3	54
3	Whitby/Ashburn	3	50
4	Courtice	0	0
5	Oshawa/Bowmanville	2	33
6	Toronto Core	3	100
7	GTA & Other	4	123
8	Deposit Broker	6	206
	Total	24	638

The accounts opened were chequing, savings, mortgage and loan members.

There were **0** business accounts opened.
 There are no credit facilities for these accounts.

During the month, the credit union closed **25 SHARES**.

Reason for closure of the account:

	# accts	Reason for closure	\$ deposits
1	3	Due to inactivity	\$11,067
2	1	Dormant account	\$2,953
3	0	Unacceptable account use (i.e., to many NSF's)	\$0
4	4	Mortgage/loan payouts – account no longer needed	\$0
5	0	Small business accounts closed	\$0
6	0	Estate settlement	\$0
7	5	Not convenient	\$23,861
8	1	Year-end loan write-offs	\$0
9	2	Account not needed	\$8,264
10	9	Deposit Broker – Monarch Wealth	
	25	Total	

NEW MEMBERS

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
DIRECT MARKETING	-	-	-	-	-	-	-	-	-	-	-	-	-
MEMBER REFERRAL	3	4	7	4	6	5	3	4	3	4	1	2	46
ADVERTISING	7	3	18	17	23	17	8	16	22	18	3	5	157
REFFERAL	4	3	9	11	10	8	6	4	10	8	2	2	77
WALK-IN	6	5	20	13	20	8	7	18	21	22	3	9	152
BROKER-DEP-OPENED	1	2	15	9	40	38	25	29	23	13	5	6	206
OTHER	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL	21	17	69	54	99	76	49	71	79	65	14	24	638

LOST MEMBERS

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
ESTATE SETTLEMENT	3	1	-	1	1	2	1	3	-	1	2	-	15
NOT CONVENIENT	4	5	4	2	2	3	6	-	4	1	7	5	43
INACTIVE	3	-	-	-	-	-	4	1	-	-	5	3	16
DORMANT	-	-	-	-	-	-	-	-	-	-	-	1	1
MORTG/LOAN PAYOUT	-	18	8	-	3	4	7	-	10	-	10	4	64
BROKER DEP CLOSED	1	10	-	35	18	3	4	2	3	30	16	9	131
ACCT NOT NEEDED	6	6	10	6	6	5	12	2	5	1	6	3	68
TOTAL	17	40	22	44	30	17	34	8	22	33	46	25	338

NET NEW MEMBERS less LOST MEMBERS

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
	4	(23)	47	10	69	59	15	63	57	32	(32)	(1)	300

DEPOSIT BROKER - SHARES FOR ACCOUNT

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
NET - OPEN/CLOSED	-	(8)	15	(26)	22	35	21	27	20	(17)	(11)	(3)	75
TOTAL	-	(8)	7	(19)	3	38	59	86	106	89	78	75	

NEW MEMBER LOCATION

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
AJAX	3	4	7	7	10	8	5	7	8	7	3	3	72
PICKERING	2	2	5	6	7	5	4	5	6	7	2	3	54
OSHAWA/BOWMANVILLE	1	-	2	3	4	3	3	4	5	6	-	2	33
WHITBY/ASHBURN	2	1	3	5	6	5	5	6	7	6	1	3	50
COURTICE	-	-	-	-	-	-	-	-	-	-	-	-	-
TORONTO/CORE	6	5	17	9	14	7	3	9	13	12	2	3	100
GTA & OTHER	6	3	20	15	18	10	4	11	17	14	1	4	123
DEPOSIT BROKER BUS	1	2	15	9	40	38	25	29	23	13	5	6	206
TOTAL	21	17	69	54	99	76	49	71	79	65	14	24	638