MERIDIAN ECONOMICS Trusted Insight, Effective Solutions



NCUA Q4-2020	<\$2M	\$2-10M	\$10-\$50M	\$50-100M	\$100-500M	\$500M+	TOTAL	<10M	<\$50M	<\$100M	<\$500M
DEMOGRAPHICS											
No. of Credit Unions	344	762	1,511	694	1,081	677	5,068	1,106	2,617	3,311	4,392
Avg Asset Size (\$Mil)	\$0.914	\$5.6	\$25.7	\$72.1	\$224.8	\$2,382.5	\$384.7	\$4.1	\$16.6	\$28.2	\$76.6
Pct of Credit Unions	7%	15%	30%	14%	21%	13%	100%	22%	52%	65%	87%
Pct of Industry Assets	0.0%	0.2%	2%	3%	12%	83%	100%	0%	2%	5%	17%
GROWTH RATES	I										
Total Assets	-3.4%	-21.0%	-6.8%	5.3%	9.3%	26.4%	22.8%	-19.8%	-8.2%	-1.1%	6.4%
Total Loans Total Shares	-24.4% -1.2%	-41.6% -15.8%	-30.9% -3.7%	-19.1% 7.2%	-16.4% 10.9%	4.7% 26.3%	1.0% 23.0%	-40.5% -14.9%	-31.9% -4.9%	-24.8% 1.5%	-18.5% 8.3%
Net Worth	-9.7%	-13.8%	-3.7%	-11.0%	-8.3%	15.3%	10.3%	-14.9%	-4.9% -24.1%	-17.5%	-11.1%
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BALANCE SHEET ALLOCATION	l										
Net Worth Ratio	17.9%	15.0%	11.6%	10.9%	10.0%	9.9%	10.0%	15.2%	12.0%	11.4%	10.4%
Cash & Inv-to-Assets	60%	56%	54%	48%	40%	35%	36%	56%	54%	51%	43%
Loans-to-Total Assets	39%	43%	43%	48%	56%	61%	60%	43%	43%	46%	53%
Vehicle-to-Total Loans	61%	65%	50%	43%	38%	31%	33%	65%	51%	47%	40%
RELoans-to-Total Loans RELoans-to-Net Worth	1% 1%	7% 20%	29% 110%	40% 176%	46% 258%	53% 328%	52% 309%	7% 18%	27% 98%	34% 138%	43% 221%
Indirect-to-Total Loans	0%	0%	4%	10%	17%	21%	20%	0%	4%	7%	15%
Loans-to-Shares	48%	51%	49%	54%	63%	71%	69%	51%	49%	52%	60%
Checking & Savings-to-Total Shares	88%	84%	77%	72%	65%	61%	56%	85%	78%	75%	68%
Pct of Non-term-Shares	88%	86%	84%	82%	80%	84%	78%	86%	84%	83%	81%
Term CDs-to-Total Shares	5%	10%	11%	12%	14%	16%	16%	10%	11%	11%	13%
ST Funding Ratio	52.7%	41.2%	34.8%	29.8%	23.6%	19.2%	20.4%	35.4%	32.4%	26.1%	20.5%
Net Long Term Assets Ratio	2.8%	7.3%	17.9%	24.3%	31.5%	37.6%	36.0%	16.8%	20.8%	28.4%	35.9%
LOAN QUALITY AND ADEQUACY OF RES	ERVES										
Loan Delinguency Rate	2.65%	1.23%	0.73%	0.55%	0.45%	0.45%	0.46%	0.78%	0.65%	0.50%	0.46%
Net Charge-off Rate	0.22%	0.39%	0.25%	0.23%	0.22%	0.33%	0.32%	0.26%	0.25%	0.23%	0.31%
"Misery" Index	2.87%	1.62%	0.98%	0.78%	0.67%	0.78%	0.78%	1.04%	0.90%	0.73%	0.77%
RE Loan Delinquency	0.00%	1.72%	0.69%	0.47%	0.39%	0.45%	0.42%	1.71%	0.72%	0.56%	0.42%
Veh Loan Delinquency	2.08%	1.08%	0.65%	0.49%	0.40%	0.32%	0.35%	1.14%	0.71%	0.60%	0.46%
- Direct Delinquency	2.08%	1.08%	0.62%	0.48%	0.34%	0.22%	0.30%	1.14%	0.70%	0.59%	0.44%
- Indirect Delinquency	0.00%	0.84%	0.95%	0.53%	0.47%	0.37%	0.38%	0.84%	0.95%	0.62%	0.49%
Loss Allowance Ratio	3.14%	1.48%	0.89%	0.82%	0.78%	1.15%	1.09%	1.58%	0.96%	0.88%	0.80%
Current Loss Exposure	1.26%	0.60%	0.39%	0.30%	0.27%	0.24%	0.25%	0.64%	0.42%	0.35%	0.29%
EARNINGS:	I										
Gross Asset Yield	3.17%	2.97%	2.74%	2.81%	2.87%	3.09%	3.04%	2.98%	2.76%	2.79%	2.85%
Cost of Funds Gross Margin	0.38% 2.79%	0.29% 2.67%	0.27% 2.47%	0.28% 2.53%	0.34% 2.53%	0.51% 2.58%	0.48% 2.57%	0.30% 2.68%	0.27% 2.49%	0.28% 2.51%	0.32% 2.52%
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Provision Expense Net Margin	0.10% 2.69%	0.17% 2.50%	0.07% 2.40%	0.08% 2.46%	0.08% 2.45%	0.17% 2.41%	0.15% 2.41%	0.17% 2.51%	0.08% 2.41%	0.08% 2.44%	0.08% 2.44%
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Non-Interest Income	0.46%	0.49%	0.80%	1.06%	1.25%	1.31%	1.28%	0.48%	0.76%	0.92%	1.15%
Non-Interest Expense Net Operating Exp	3.84% 3.38%	3.15% 2.66%	2.98% 2.18%	3.08% 2.02%	3.14% 1.89%	2.68% 1.37%	2.76% 1.48%	3.20% 2.71%	3.00% 2.24%	3.04% 2.12%	3.11% 1.96%
Net Operating Return	-0.70%	-0.16%	0.22%	0.44%	0.56%	1.04%	0.94%	-0.20%	0.18%	0.31%	0.49%
Non-recurring Inc(Exp)		0.02%	0.02%	0.02%	0.01%	0.03%	0.03%	0.03%	0.02%	0.02%	0.02%
Net Income (ROA)	-0.62%	-0.14%	0.24%	0.45%	0.57%	1.06%	0.97%	-0.17%	0.19%	0.33%	0.50%
Net Op Return on NW	-3.9%	-1.1%	1.9%	3.9%	5.5%	10.3%	9.2%	-1.3%	1.4%	2.7%	4.6%

MERIDIAN ECONOMICS Trusted Insight, Effective Solutions



NCUA Q4-2020 <\$2M \$2-10M \$10-\$50M \$50-100M \$100-500M \$500M+ TOTAL <10M <\$50M <\$100M <\$500M

OPERATING EFFICIENCIES:											
Loans & Shares-											
Avg Loan Balance	\$5,286	\$6,974	\$6,206	\$8,124	\$12,400	\$17,871	\$16,163	\$6,872	\$6,277	\$7,300	\$11,151
Avg Loan Rate	6.91%	5.80%	5.14%	4.90%	4.52%	4.49%	4.52%	5.87%	5.22%	5.04%	4.65%
Avg Loan Yield, net	6.66%	5.41%	5.00%	4.75%	4.38%	4.23%	4.27%	5.49%	5.05%	4.88%	4.51%
Avg Share Balance	\$2,600	\$5,369	\$8,906	\$10,261	\$11,819	\$14,160	\$13,471	\$5,015	\$8,258	\$9,227	\$10,968
Avg Share Rate	0.47%	0.35%	0.31%	0.32%	0.39%	0.59%	0.55%	0.36%	0.31%	0.32%	0.37%
Non-Member Deposit Ratio	1.1%	1.0%	0.7%	0.7%	0.6%	0.7%	0.7%	1.0%	0.7%	0.7%	0.6%
Net Operating Profitability-											
Earning Asset/Funding	122%	117%	110%	109%	107%	111%	110%	117%	111%	110%	108%
Non-Interest Inc-to-Total Revenue	13%	14%	23%	27%	30%	30%	30%	14%	22%	25%	29%
Net Operating Return per FTE					22/2	22/1					
Interest Income per FTE	\$36,900	\$78,904	\$116,532	\$126,607	\$131,072	\$200,703	\$183,246	\$72,955	\$109,035	\$117,793	\$127,136
Avg Interest & Provisions per FTE	\$5,609	\$12,420	\$14,333	\$16,106	\$19,305	\$44,029	\$37,868	\$11,455	\$13,838	\$14,969	\$18,020
Net Interest Income per FTE	\$31,292	\$66,484	\$102,199	\$110,501	\$111,767	\$156,674	\$145,379	\$61,500	\$95,197	\$102,824	\$109,116
Non-Interest Income per FTE	\$5,314	\$12,907	\$33,921	\$47,595	\$56,890	\$85,095	\$77,129	\$11,832	\$30,121	\$38,830	\$51,537
Avg Operating Expense per FTE	\$44,723	\$83,775	\$126,739	\$138,515	\$143,210	\$174,374	\$165,932	\$78,244	\$118,396	\$128,423	\$138,827
Net Operating Expense per FTE	\$39,410	\$70,868	\$92,817	\$90,920	\$86,320	\$89,278	\$88,803	\$66,412	\$88,275	\$89,593	\$87,290
Avg Net Operating Return per FTE	\$ (8,118)	\$ (4,384)	\$ 9,382	\$ 19,581	\$ 25,447	\$ 67,396	\$56,576	¢ (4.012)	ć c 022	\$ 13,231	¢ 21 026
Revenue/Operating Expense Assessm	nent				, =-,-:-	V 01,000	330,370	3 (4,512)	\$ 6,923	\$ 15,251	\$ 21,820
<u> </u>	nent				¥ 33,111	V 01,000	\$30,370	\$ (4,512)	\$ 6,923	\$ 15,251	\$ 21,826
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE	\$42,214	\$91,811	\$150,453	\$174,203	\$187,963	\$285,799	\$260,376	\$84,787	\$139,157	\$156,623	\$178,672
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE - Total Revenue Ratio		\$91,811 3.45%	\$150,453 3.54%	\$174,203 3.87%							
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses-	\$42,214 3.62%	3.45%	3.54%	3.87%	\$187,963 4.12%	\$285,799 4.39%	\$260,376 4.32%	\$84,787 3.46%	\$139,157 3.53%	\$156,623 3.71%	\$178,672 4.00%
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Compensation & Benefits per FTE	\$42,214 3.62% \$20,664	3.45% \$44,323	3.54% \$61,285	3.87% \$66,670	\$187,963 4.12% \$73,118	\$285,799 4.39% \$93,801	\$260,376 4.32% \$88,125	\$84,787 3.46% \$40,972	\$139,157 3.53% \$57,790	\$156,623 3.71% \$62,216	\$178,672 4.00% \$69,886
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Compensation & Benefits per FTE - Compensation & Benefits Exp Ratio	\$42,214 3.62% \$20,664 1.77%	\$44,323 1.67%	\$61,285 1.44%	\$66,670 1.48%	\$187,963 4.12% \$73,118 1.60%	\$285,799 4.39% \$93,801 1.44%	\$260,376 4.32% \$88,125 1.46%	\$84,787 3.46% \$40,972 1.67%	\$139,157 3.53% \$57,790 1.46%	\$156,623 3.71% \$62,216 1.47%	\$178,672 4.00% \$69,886 1.57%
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Compensation & Benefits per FTE - Compensation & Benefits Exp Ratio - Pct of Total Operating Expense	\$42,214 3.62% \$20,664 1.77% 46%	\$44,323 1.67% 53%	\$61,285 1.44% 48%	\$66,670 1.48% 48%	\$187,963 4.12% \$73,118 1.60% 51%	\$285,799 4.39% \$93,801 1.44% 54%	\$260,376 4.32% \$88,125 1.46% 53%	\$84,787 3.46% \$40,972 1.67% 52%	\$139,157 3.53% \$57,790 1.46% 49%	\$156,623 3.71% \$62,216 1.47% 48%	\$178,672 4.00% \$69,886 1.57% 50%
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Compensation & Benefits per FTE - Compensation & Benefits Exp Ratio - Pct of Total Operating Expense - FTE-to-Ops (Staff Efficiency)	\$42,214 3.62% \$20,664 1.77% 46% 2.17	\$44,323 1.67% 53% 0.79	\$61,285 1.44% 48% 0.41	\$66,670 1.48% 48% 0.34	\$187,963 4.12% \$73,118 1.60% 51% 0.29	\$285,799 4.39% \$93,801 1.44% 54% 0.18	\$260,376 4.32% \$88,125 1.46% 53% 0.21	\$84,787 3.46% \$40,972 1.67% 52% 0.87	\$139,157 3.53% \$57,790 1.46% 49% 0.45	\$156,623 3.71% \$62,216 1.47% 48% 0.38	\$178,672 4.00% \$69,886 1.57% 50% 0.31
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Compensation & Benefits per FTE - Compensation & Benefits Exp Ratio - Pct of Total Operating Expense	\$42,214 3.62% \$20,664 1.77% 46%	\$44,323 1.67% 53%	\$61,285 1.44% 48%	\$66,670 1.48% 48%	\$187,963 4.12% \$73,118 1.60% 51%	\$285,799 4.39% \$93,801 1.44% 54%	\$260,376 4.32% \$88,125 1.46% 53%	\$84,787 3.46% \$40,972 1.67% 52%	\$139,157 3.53% \$57,790 1.46% 49%	\$156,623 3.71% \$62,216 1.47% 48%	\$178,672 4.00% \$69,886 1.57% 50%
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Compensation & Benefits per FTE - Compensation & Benefits Exp Ratio - Pct of Total Operating Expense - FTE-to-Ops (Staff Efficiency) - Full-time Equivalents - Pct Part-time Employees	\$42,214 3.62% \$20,664 1.77% 46% 2.17 271 78%	\$44,323 1.67% 53% 0.79 1,643 46%	\$61,285 1.44% 48% 0.41 9,210 15%	\$66,670 1.48% 48% 0.34 11,052 10%	\$187,963 4.12% \$73,118 1.60% 51% 0.29 52,628 7%	\$285,799 4.39% \$93,801 1.44% 54% 0.18 240,295 5%	\$260,376 4.32% \$88,125 1.46% 53% 0.21 315,097 6%	\$84,787 3.46% \$40,972 1.67% 52% 0.87 1,914 51%	\$139,157 3.53% \$57,790 1.46% 49% 0.45 11,123 23%	\$156,623 3.71% \$62,216 1.47% 48% 0.38 22,175 17%	\$178,672 4.00% \$69,886 1.57% 50% 0.31 74,802 10%
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Compensation & Benefits per FTE - Compensation & Benefits Exp Ratio - Pct of Total Operating Expense - FTE-to-Ops (Staff Efficiency) - Full-time Equivalents - Pct Part-time Employees Avg Occupancy & Ops Exp per FTE	\$42,214 3.62% \$20,664 1.77% 46% 2.17 271 78% \$14,760	\$44,323 1.67% 53% 0.79 1,643 46% \$22,892	\$61,285 1.44% 48% 0.41 9,210 15% \$34,573	\$66,670 1.48% 48% 0.34 11,052 10% \$36,158	\$187,963 4.12% \$73,118 1.60% 51% 0.29 52,628 7% \$36,863	\$285,799 4.39% \$93,801 1.44% 54% 0.18 240,295 5% \$43,080	\$260,376 4.32% \$88,125 1.46% 53% 0.21 315,097 6% \$41,422	\$84,787 3.46% \$40,972 1.67% 52% 0.87 1,914 51% \$21,740	\$139,157 3.53% \$57,790 1.46% 49% 0.45 11,123 23% \$32,365	\$156,623 3.71% \$62,216 1.47% 48% 0.38 22,175 17% \$34,256	\$178,672 4.00% \$69,886 1.57% 50% 0.31 74,802 10% \$36,090
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Compensation & Benefits per FTE - Compensation & Benefits Exp Ratio - Pct of Total Operating Expense - FTE-to-Ops (Staff Efficiency) - Full-time Equivalents - Pct Part-time Employees	\$42,214 3.62% \$20,664 1.77% 46% 2.17 271 78%	\$44,323 1.67% 53% 0.79 1,643 46%	\$61,285 1.44% 48% 0.41 9,210 15%	\$66,670 1.48% 48% 0.34 11,052 10%	\$187,963 4.12% \$73,118 1.60% 51% 0.29 52,628 7%	\$285,799 4.39% \$93,801 1.44% 54% 0.18 240,295 5%	\$260,376 4.32% \$88,125 1.46% 53% 0.21 315,097 6%	\$84,787 3.46% \$40,972 1.67% 52% 0.87 1,914 51%	\$139,157 3.53% \$57,790 1.46% 49% 0.45 11,123 23%	\$156,623 3.71% \$62,216 1.47% 48% 0.38 22,175 17%	\$178,672 4.00% \$69,886 1.57% 50% 0.31 74,802 10%
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Compensation & Benefits per FTE - Compensation & Benefits Exp Ratio - Pct of Total Operating Expense - FTE-to-Ops (Staff Efficiency) - Full-time Equivalents - Pct Part-time Employees Avg Occupancy & Ops Exp per FTE - Occupancy & Ops Expense Ratio	\$42,214 3.62% \$20,664 1.77% 46% 2.17 271 78% \$14,760 1.27%	\$44,323 1.67% 53% 0.79 1,643 46% \$22,892 0.86%	\$61,285 1.44% 48% 0.41 9,210 15% \$34,573 0.81%	\$66,670 1.48% 48% 0.34 11,052 10% \$36,158 0.80%	\$187,963 4.12% \$73,118 1.60% 51% 0.29 52,628 7% \$36,863 0.81%	\$285,799 4.39% \$93,801 1.44% 54% 0.18 240,295 5% \$43,080 0.66%	\$260,376 4.32% \$88,125 1.46% 53% 0.21 315,097 6% \$41,422 0.69%	\$84,787 3.46% \$40,972 1.67% 52% 0.87 1,914 51% \$21,740 0.89%	\$139,157 3.53% \$57,790 1.46% 49% 0.45 11,123 23% \$32,365 0.82%	\$156,623 3.71% \$62,216 1.47% 48% 0.38 22,175 17% \$34,256 0.81%	\$178,672 4.00% \$69,886 1.57% 50% 0.31 74,802 10% \$36,090 0.81%
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Compensation & Benefits per FTE - Compensation & Benefits Exp Ratio - Pct of Total Operating Expense - FTE-to-Ops (Staff Efficiency) - Full-time Equivalents - Pct Part-time Employees Avg Occupancy & Ops Exp per FTE - Occupancy & Ops Expense Ratio - Pct of Total Operating Expense	\$42,214 3.62% \$20,664 1.77% 46% 2.17 271 78% \$14,760 1.27% 33%	\$44,323 1.67% 53% 0.79 1,643 46% \$22,892 0.86% 27%	\$61,285 1.44% 48% 0.41 9,210 15% \$34,573 0.81% 27%	\$66,670 1.48% 48% 0.34 11,052 10% \$36,158 0.80% 26%	\$187,963 4.12% \$73,118 1.60% 51% 0.29 52,628 7% \$36,863 0.81% 26%	\$285,799 4.39% \$93,801 1.44% 54% 0.18 240,295 5% \$43,080 0.66% 25%	\$260,376 4.32% \$88,125 1.46% 53% 0.21 315,097 6% \$41,422 0.69% 25%	\$84,787 3.46% \$40,972 1.67% 52% 0.87 1,914 51% \$21,740 0.89% 28%	\$139,157 3.53% \$57,790 1.46% 49% 0.45 11,123 23% \$32,365 0.82% 27%	\$156,623 3.71% \$62,216 1.47% 48% 0.38 22,175 17% \$34,256 0.81% 27%	\$178,672 4.00% \$69,886 1.57% 50% 0.31 74,802 10% \$36,090 0.81% 26%
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Compensation & Benefits per FTE - Compensation & Benefits Exp Ratio - Pct of Total Operating Expense - FTE-to-Ops (Staff Efficiency) - Full-time Equivalents - Pct Part-time Employees Avg Occupancy & Ops Exp per FTE - Occupancy & Ops Expense Ratio - Pct of Total Operating Expense Avg All Other Expense per FTE	\$42,214 3.62% \$20,664 1.77% 46% 2.17 271 78% \$14,760 1.27% 33% \$9,299	\$44,323 1.67% 53% 0.79 1,643 46% \$22,892 0.86% 27% \$16,560	\$61,285 1.44% 48% 0.41 9,210 15% \$34,573 0.81% 27% \$30,881	\$66,670 1.48% 48% 0.34 11,052 10% \$36,158 0.80% 26% \$35,687	\$187,963 4.12% \$73,118 1.60% 51% 0.29 52,628 7% \$36,863 0.81% 26% \$33,230	\$285,799 4.39% \$93,801 1.44% 54% 0.18 240,295 5% \$43,080 0.66% 25% \$37,492	\$260,376 4.32% \$88,125 1.46% 53% 0.21 315,097 6% \$41,422 0.69% 25% \$36,385	\$84,787 3.46% \$40,972 1.67% 52% 0.87 1,914 51% \$21,740 0.89% 28% \$15,532	\$139,157 3.53% \$57,790 1.46% 49% 0.45 11,123 23% \$32,365 0.82% 27% \$28,241	\$156,623 3.71% \$62,216 1.47% 48% 0.38 22,175 17% \$34,256 0.81% 27% \$31,952	\$178,672 4.00% \$69,886 1.57% 50% 0.31 74,802 10% \$36,090 0.81% 26% \$32,851
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Compensation & Benefits per FTE - Compensation & Benefits Exp Ratio - Pct of Total Operating Expense - FTE-to-Ops (Staff Efficiency) - Full-time Equivalents - Pct Part-time Employees Avg Occupancy & Ops Exp per FTE - Occupancy & Ops Expense Ratio - Pct of Total Operating Expense Avg All Other Expense per FTE - All Other Expense Ratio - Pct of Total Operating Expense	\$42,214 3.62% \$20,664 1.77% 46% 2.17 271 78% \$14,760 1.27% 33% \$9,299 0.80%	\$44,323 1.67% 53% 0.79 1,643 46% \$22,892 0.86% 27% \$16,560 0.62%	\$61,285 1.44% 48% 0.41 9,210 15% \$34,573 0.81% 27% \$30,881 0.73%	\$66,670 1.48% 48% 0.34 11,052 10% \$36,158 0.80% 26% \$35,687 0.79%	\$187,963 4.12% \$73,118 1.60% 51% 0.29 52,628 7% \$36,863 0.81% 26% \$33,230 0.73%	\$285,799 4.39% \$93,801 1.44% 54% 0.18 240,295 5% \$43,080 0.66% 25% \$37,492 0.58%	\$260,376 4.32% \$88,125 1.46% 53% 0.21 315,097 6% \$41,422 0.69% 25% \$36,385 0.60%	\$84,787 3.46% \$40,972 1.67% 52% 0.87 1,914 51% \$21,740 0.89% 28% \$15,532 0.63%	\$139,157 3.53% \$57,790 1.46% 49% 0.45 11,123 23% \$32,365 0.82% 27% \$28,241 0.72%	\$156,623 3.71% \$62,216 1.47% 48% 0.38 22,175 17% \$34,256 0.81% 27% \$31,952 0.76%	\$178,672 4.00% \$69,886 1.57% 50% 0.31 74,802 10% \$36,090 0.81% 26% \$32,851 0.74%
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Compensation & Benefits per FTE - Compensation & Benefits Exp Ratio - Pct of Total Operating Expense - FTE-to-Ops (Staff Efficiency) - Full-time Equivalents - Pct Part-time Employees Avg Occupancy & Ops Exp per FTE - Occupancy & Ops Expense Ratio - Pct of Total Operating Expense Avg All Other Expense per FTE - All Other Expense Ratio - Pct of Total Operating Expense	\$42,214 3.62% \$20,664 1.77% 46% 2.17 271 78% \$14,760 1.27% 33% \$9,299 0.80% 21%	\$44,323 1.67% 53% 0.79 1,643 46% \$22,892 0.86% 27% \$16,560 0.62% 20%	\$61,285 1.44% 48% 0.41 9,210 15% \$34,573 0.81% 27% \$30,881 0.73% 24%	\$66,670 1.48% 48% 0.34 11,052 10% \$36,158 0.80% 26% \$35,687 0.79% 26%	\$187,963 4.12% \$73,118 1.60% 51% 0.29 52,628 7% \$36,863 0.81% 26% \$33,230 0.73% 23%	\$285,799 4.39% \$93,801 1.44% 54% 0.18 240,295 5% \$43,080 0.66% 25% \$37,492 0.58% 22%	\$260,376 4.32% \$88,125 1.46% 53% 0.21 315,097 6% \$41,422 0.69% 25% \$36,385 0.60% 22%	\$84,787 3.46% \$40,972 1.67% 52% 0.87 1,914 51% \$21,740 0.89% 28% \$15,532 0.63% 20%	\$139,157 3.53% \$57,790 1.46% 49% 0.45 11,123 23% \$32,365 0.82% 27% \$28,241 0.72% 24%	\$156,623 3.71% \$62,216 1.47% 48% 0.38 22,175 17% \$34,256 0.81% 27% \$31,952 0.76% 25%	\$178,672 4.00% \$69,886 1.57% 50% 0.31 74,802 10% \$36,090 0.81% 26% \$32,851 0.74% 24%
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Compensation & Benefits per FTE - Compensation & Benefits Exp Ratio - Pct of Total Operating Expense - FTE-to-Ops (Staff Efficiency) - Full-time Equivalents - Pct Part-time Employees Avg Occupancy & Ops Exp per FTE - Occupancy & Ops Expense Ratio - Pct of Total Operating Expense Avg All Other Expense per FTE - All Other Expense Ratio - Pct of Total Operating Expense Membership Outreach- Membership Outreach- Members-to-Potential Members	\$42,214 3.62% \$20,664 1.77% 46% 2.17 271 78% \$14,760 1.27% 33% \$9,299 0.80% 21%	\$44,323 1.67% 53% 0.79 1,643 46% \$22,892 0.86% 27% \$16,560 0.62% 20%	\$61,285 1.44% 48% 0.41 9,210 15% \$34,573 0.81% 27% \$30,881 0.73% 24%	\$66,670 1.48% 48% 0.34 11,052 10% \$36,158 0.80% 26% \$35,687 0.79% 26%	\$187,963 4.12% \$73,118 1.60% 51% 0.29 52,628 7% \$36,863 0.81% 26% \$33,230 0.73% 23%	\$285,799 4.39% \$93,801 1.44% 54% 0.18 240,295 5% \$43,080 0.66% 25% \$37,492 0.58% 22%	\$260,376 4.32% \$88,125 1.46% 53% 0.21 315,097 6% \$41,422 0.69% 25% \$36,385 0.60% 22%	\$84,787 3.46% \$40,972 1.67% 52% 0.87 1,914 51% \$21,740 0.89% 28% \$15,532 0.63% 20%	\$139,157 3.53% \$57,790 1.46% 49% 0.45 11,123 23% \$32,365 0.82% 27% \$28,241 0.72% 24%	\$156,623 3.71% \$62,216 1.47% 48% 0.38 22,175 17% \$34,256 0.81% 27% \$31,952 0.76% 25%	\$178,672 4.00% \$69,886 1.57% 50% 0.31 74,802 10% \$36,090 0.81% 26% \$32,851 0.74% 24%
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Compensation & Benefits per FTE - Compensation & Benefits Exp Ratio - Pct of Total Operating Expense - FTE-to-Ops (Staff Efficiency) - Full-time Equivalents - Pct Part-time Employees Avg Occupancy & Ops Exp per FTE - Occupancy & Ops Expense Ratio - Pct of Total Operating Expense Avg All Other Expense per FTE - All Other Expense Ratio - Pct of Total Operating Expense	\$42,214 3.62% \$20,664 1.77% 46% 2.17 271 78% \$14,760 1.27% 33% \$9,299 0.80% 21%	\$44,323 1.67% 53% 0.79 1,643 46% \$22,892 0.86% 27% \$16,560 0.62% 20%	\$61,285 1.44% 48% 0.41 9,210 15% \$34,573 0.81% 27% \$30,881 0.73% 24%	\$66,670 1.48% 48% 0.34 11,052 10% \$36,158 0.80% 26% \$35,687 0.79% 26%	\$187,963 4.12% \$73,118 1.60% 51% 0.29 52,628 7% \$36,863 0.81% 26% \$33,230 0.73% 23%	\$285,799 4.39% \$93,801 1.44% 54% 0.18 240,295 5% \$43,080 0.66% 25% \$37,492 0.58% 22%	\$260,376 4.32% \$88,125 1.46% 53% 0.21 315,097 6% \$41,422 0.69% 25% \$36,385 0.60% 22%	\$84,787 3.46% \$40,972 1.67% 52% 0.87 1,914 51% \$21,740 0.89% 28% \$15,532 0.63% 20%	\$139,157 3.53% \$57,790 1.46% 49% 0.45 11,123 23% \$32,365 0.82% 27% \$28,241 0.72% 24%	\$156,623 3.71% \$62,216 1.47% 48% 0.38 22,175 17% \$34,256 0.81% 27% \$31,952 0.76% 25%	\$178,672 4.00% \$69,886 1.57% 50% 0.31 74,802 10% \$36,090 0.81% 26% \$32,851 0.74% 24%
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Compensation & Benefits per FTE - Compensation & Benefits Exp Ratio - Pct of Total Operating Expense - FTE-to-Ops (Staff Efficiency) - Full-time Equivalents - Pct Part-time Employees Avg Occupancy & Ops Exp per FTE - Occupancy & Ops Expense Ratio - Pct of Total Operating Expense Avg All Other Expense per FTE - All Other Expense Ratio - Pct of Total Operating Expense Membership Outreach- Membership Outreach- Members-to-Potential Members Members-to-FTEs	\$42,214 3.62% \$20,664 1.77% 46% 2.17 271 78% \$14,760 1.27% 33% \$9,299 0.80% 21%	\$44,323 1.67% 53% 0.79 1,643 46% \$22,892 0.86% 27% \$16,560 0.62% 20%	\$61,285 1.44% 48% 0.41 9,210 15% \$34,573 0.81% 27% \$30,881 0.73% 24%	\$66,670 1.48% 48% 0.34 11,052 10% \$36,158 0.80% 26% \$35,687 0.79% 26%	\$187,963 4.12% \$73,118 1.60% 51% 0.29 52,628 7% \$36,863 0.81% 26% \$33,230 0.73% 23%	\$285,799 4.39% \$93,801 1.44% 54% 0.18 240,295 5% \$43,080 0.66% 25% \$37,492 0.58% 22%	\$260,376 4.32% \$88,125 1.46% 53% 0.21 315,097 6% \$41,422 0.69% 25% \$36,385 0.60% 22%	\$84,787 3.46% \$40,972 1.67% 52% 0.87 1,914 51% \$21,740 0.89% 28% \$15,532 0.63% 20%	\$139,157 3.53% \$57,790 1.46% 49% 0.45 11,123 23% \$32,365 0.82% 27% \$28,241 0.72% 24%	\$156,623 3.71% \$62,216 1.47% 48% 0.38 22,175 17% \$34,256 0.81% 27% \$31,952 0.76% 25%	\$178,672 4.00% \$69,886 1.57% 50% 0.31 74,802 10% \$36,090 0.81% 26% \$32,851 0.74% 24%







<\$2M NCUA Q4-2020 \$2-10M \$10-\$50M \$50-100M \$100-500M \$500M+ TOTAL <10M <\$50M <\$100M

NET INFRASTRUCTURE COST:											
Fee Income	0.46%	0.49%	0.80%	1.06%	1.25%	1.31%	1.28%	0.48%	0.76%	0.92%	1.15%
Compensation & Benefits	1.77%	1.67%	1.44%	1.48%	1.60%	1.44%	1.46%	1.67%	1.46%	1.47%	1.57%
Travel & Conference	0.01%	0.01%	0.01%	0.02%	0.02%	0.01%	0.01%	0.01%	0.01%	0.02%	0.02%
Office Occcupancy	0.25%	0.15%	0.19%	0.21%	0.21%	0.17%	0.18%	0.15%	0.18%	0.20%	0.21%
Office Operations	1.01%	0.71%	0.63%	0.60%	0.59%	0.49%	0.51%	0.73%	0.64%	0.61%	0.60%
Educational & Promo	0.03%	0.02%	0.05%	0.07%	0.09%	0.09%	0.09%	0.02%	0.05%	0.06%	0.08%
Loan Servicing	0.11%	0.10%	0.16%	0.20%	0.22%	0.18%	0.19%	0.10%	0.15%	0.18%	0.21%
Professional & Outside Services	0.25%	0.37%	0.41%	0.42%	0.33%	0.21%	0.24%	0.36%	0.40%	0.41%	0.36%
Member Insurance	0.09%	0.02%	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%	0.01%	0.00%	0.00%
Operating Fees	0.05%	0.03%	0.02%	0.02%	0.02%	0.01%	0.01%	0.03%	0.02%	0.02%	0.02%
Miscellaneous	0.25%	0.08%	0.07%	0.06%	0.05%	0.07%	0.07%	0.09%	0.07%	0.07%	0.06%
Total Ops Expense	3.84%	3.15%	2.98%	3.08%	3.14%	2.68%	2.76%	3.20%	3.00%	3.04%	3.11%
Net Operating Expense	3.38%	2.66%	2.18%	2.02%	1.89%	1.37%	1.48%	2.71%	2.24%	2.12%	1.96%

NET INFRASTRUCTURE COST PER FULL-TIME EQUIVALENT											
Fee Income	\$5,314	\$12,907	\$33,921	\$47,595	\$56,890	\$85,095	\$77,129	\$11,832	\$30,121	\$38,830	\$51,537
Compensation & Benefits	\$20,664	\$44,323	\$61,285	\$66,670	\$73,118	\$93,801	\$88,125	\$40,972	\$57,790	\$62,216	\$69,886
Travel & Conference	\$148	\$244	\$608	\$760	\$760	\$549	\$597	\$230	\$543	\$651	\$728
Office Occcupancy	\$2,952	\$3,896	\$7,948	\$9,374	\$9,805	\$11,286	\$10,828	\$3,763	\$7,228	\$8,298	\$9,358
Office Operations	\$11,808	\$18,995	\$26,625	\$26,784	\$27,058	\$31,794	\$30,594	\$17,978	\$25,137	\$25,958	\$26,732
Educational & Promo	\$295	\$487	\$2,172	\$3,257	\$4,028	\$5,993	\$5,421	\$460	\$1,877	\$2,565	\$3,595
Loan Servicing	\$1,328	\$2,679	\$6,689	\$9,049	\$9,881	\$11,985	\$11,323	\$2,488	\$5,966	\$7,502	\$9,176
Professional & Outside Services	\$2,952	\$9,741	\$17,286	\$19,074	\$15,201	\$13,650	\$14,173	\$8,780	\$15,823	\$17,443	\$15,866
Member Insurance	\$1,033	\$487	\$130	\$72	\$91	\$71	\$79	\$564	\$205	\$139	\$105
Operating Fees	\$590	\$731	\$956	\$760	\$760	\$649	\$680	\$711	\$913	\$837	\$783
Miscellaneous	\$2,952	\$2,192	\$3,040	\$2,715	\$2,508	\$4,594	\$4,112	\$2,299	\$2,913	\$2,814	\$2,599
Total Ops Expense	\$44,723	\$83,775	\$126,739	\$138,515	\$143,210	\$174,374	\$165,932	\$78,244	\$118,396	\$128,423	\$138,827
Net Operating Expense	\$39,410	\$70,868	\$92,817	\$90,920	\$86,320	\$89,278	\$88,803	\$66,412	\$88,275	\$89,593	\$87,290