

**NCUA Q3-2019**    <\$2M    \$2-10M    \$10-\$50M    \$50-100M    \$100-500M    \$500M+    TOTAL    <10M    <\$50M    <\$100M    <\$500M

**DEMOGRAPHICS**

No. of Credit Unions	416	936	1,661	682	1,012	574	5,281	1,352	3,013	3,695	4,707
Avg Asset Size (\$Mil)	\$0.9	\$6.0	\$25.7	\$72.3	\$228.2	\$1,959.2	\$275.2	\$4.4	\$16.1	\$26.5	\$69.9
Pct of Credit Unions	8%	18%	31%	13%	19%	11%	100%	26%	57%	70%	89%
Pct of Industry Assets	0.0%	0.3%	3%	3%	15%	79%	100%	0%	3%	6%	21%

**GROWTH RATES**

Total Assets	-6.2%	-8.7%	-3.0%	-1.1%	-3.3%	11.0%	7.8%	-8.5%	-3.7%	-2.4%	-3.1%
Total Loans	-6.3%	-7.5%	-2.1%	-1.5%	-5.1%	8.1%	5.5%	-7.4%	-2.7%	-2.0%	-4.3%
Total Shares	-5.0%	-7.6%	-3.0%	-1.3%	-3.1%	9.4%	6.7%	-7.4%	-3.6%	-2.4%	-2.9%
Net Worth	-4.3%	-6.3%	-0.2%	1.6%	-1.0%	11.8%	8.9%	-6.2%	-1.1%	0.2%	-0.6%

**BALANCE SHEET ALLOCATION**

Net Worth Ratio	19.0%	16.1%	13.2%	12.2%	11.6%	11.2%	11.4%	16.3%	13.6%	12.9%	12.0%
Cash & Inv-to-Assets	51%	46%	42%	36%	27%	23%	25%	46%	43%	40%	31%
Loans-to-Total Assets	49%	53%	54%	59%	68%	72%	71%	52%	54%	56%	64%
Vehicle-to-Total Loans	60%	62%	49%	43%	39%	33%	34%	62%	50%	46%	41%
RELoans-to-Total Loans	1%	9%	30%	38%	45%	52%	50%	8%	28%	33%	42%
RELoans-to-Net Worth	3%	28%	124%	185%	262%	332%	309%	26%	110%	146%	225%
Indirect-to-Total Loans	0%	1%	5%	12%	19%	22%	21%	0%	4%	9%	16%
Loans-to-Shares	61%	63%	63%	68%	79%	87%	84%	63%	63%	65%	75%
Pct of Non-term-Shares	91%	84%	80%	78%	74%	69%	70%	85%	81%	79%	76%
ST Funding Ratio	40.2%	29.8%	23.6%	19.6%	14.5%	11.6%	12.6%	24.3%	21.9%	16.7%	12.7%
Net LT Assets Ratio	3.5%	8.0%	18.6%	24.1%	30.2%	34.9%	33.3%	17.4%	20.7%	27.4%	33.2%

**LOAN QUALITY AND ADEQUACY OF RESERVES**

Loan Delinquency Rate	3.17%	1.65%	0.99%	0.80%	0.71%	0.65%	0.67%	1.06%	0.92%	0.77%	0.67%
Net Charge-off Rate	0.68%	0.58%	0.46%	0.46%	0.46%	0.58%	0.55%	0.47%	0.47%	0.46%	0.56%
"Misery" Index	3.85%	2.23%	1.45%	1.26%	1.17%	1.23%	1.22%	1.54%	1.39%	1.23%	1.23%
RE Loan Delinquency	2.09%	1.84%	0.94%	0.73%	0.65%	0.52%	0.54%	1.84%	0.97%	0.82%	0.69%
Veh Loan Delinquency	2.51%	1.50%	0.91%	0.76%	0.63%	0.54%	0.58%	1.56%	1.00%	0.88%	0.70%
- Direct Delinquency	2.51%	1.50%	0.88%	0.73%	0.58%	0.50%	0.58%	1.56%	0.99%	0.88%	0.70%
- Indirect Delinquency	0.00%	1.22%	1.15%	0.84%	0.68%	0.56%	0.58%	1.22%	1.15%	0.91%	0.71%
Loss Allowance Ratio	2.75%	1.30%	0.89%	0.82%	0.81%	0.89%	0.87%	1.39%	0.95%	0.88%	0.83%
Current Loss Exposure	1.54%	0.83%	0.59%	0.57%	0.49%	0.42%	0.44%	0.87%	0.62%	0.60%	0.52%

**EARNINGS:**

Gross Asset Yield	4.16%	4.03%	3.81%	3.85%	3.87%	4.12%	4.07%	4.04%	3.84%	3.84%	3.86%
Cost of Funds	0.36%	0.44%	0.42%	0.47%	0.60%	0.97%	0.88%	0.44%	0.42%	0.44%	0.55%
Gross Margin	3.80%	3.58%	3.39%	3.38%	3.27%	3.16%	3.19%	3.60%	3.42%	3.40%	3.31%
Provision Expense	0.35%	0.33%	0.24%	0.27%	0.30%	0.47%	0.43%	0.33%	0.25%	0.26%	0.29%
Net Margin	3.45%	3.26%	3.15%	3.11%	2.97%	2.69%	2.76%	3.27%	3.17%	3.14%	3.02%
Non-Interest Income	0.53%	0.64%	1.03%	1.29%	1.42%	1.35%	1.35%	0.64%	0.98%	1.14%	1.34%
Non-Interest Expense	4.30%	3.63%	3.62%	3.75%	3.66%	3.06%	3.19%	3.67%	3.62%	3.69%	3.67%
Net Operating Exp	3.77%	2.99%	2.59%	2.46%	2.24%	1.70%	1.84%	3.04%	2.64%	2.55%	2.33%
<b>Net Operating Return</b>	<b>-0.32%</b>	<b>0.27%</b>	<b>0.57%</b>	<b>0.65%</b>	<b>0.72%</b>	<b>0.99%</b>	<b>0.92%</b>	<b>0.23%</b>	<b>0.53%</b>	<b>0.59%</b>	<b>0.68%</b>
Non-recurring Inc(Exp)	0.35%	0.10%	0.03%	0.01%	0.03%	0.04%	0.04%	0.12%	0.04%	0.03%	0.03%
Net Income (ROA)	0.03%	0.37%	0.60%	0.66%	0.76%	1.04%	0.97%	0.35%	0.57%	0.62%	0.72%
Return on Net Worth	0.8%	2.6%	4.7%	5.5%	6.7%	9.0%	8.4%	2.5%	4.4%	4.9%	6.1%

**NCUA Q3-2019**    <\$2M    \$2-10M    \$10-\$50M    \$50-100M    \$100-500M    \$500M+    TOTAL    <10M    <\$50M    <\$100M    <\$500M

**OPERATING EFFICIENCIES:**

**Loans & Shares-**

Avg Loan Balance	\$4,502	\$7,538	\$8,521	\$10,295	\$13,417	\$16,679	\$15,530	\$7,354	\$8,382	\$9,393	\$12,379
Avg Loan Rate	7.07%	6.00%	5.42%	5.19%	4.81%	4.90%	4.91%	6.06%	5.49%	5.33%	4.95%
Avg Loan Yield, net	6.71%	5.67%	5.17%	4.92%	4.51%	4.44%	4.49%	5.74%	5.24%	5.07%	4.66%
Avg Share Balance	\$2,308	\$4,750	\$7,234	\$8,233	\$9,387	\$11,575	\$10,809	\$4,451	\$6,751	\$7,435	\$8,704
Avg Share Rate	0.44%	0.53%	0.48%	0.54%	0.69%	1.16%	1.04%	0.53%	0.49%	0.51%	0.64%
NM Deposit Ratio	1.9%	1.1%	1.0%	0.9%	1.1%	0.9%	0.9%	1.2%	1.0%	1.0%	1.1%

**Net Operating Profitability-**

Earning Asset/Funding	124%	118%	112%	109%	108%	109%	109%	118%	113%	111%	109%
Avg Revenue per FTE	\$31,289	\$110,702	\$166,766	\$179,524	\$197,812	\$293,589	\$262,612	\$94,987	\$153,243	\$165,914	\$187,497
Avg OpExpense per FTE	28,681	86,023	124,574	131,008	137,031	163,790	154,634	74,676	115,173	122,807	132,431
Avg Int & Prov per FTE	4,729	18,222	22,724	25,791	33,677	76,707	63,182	15,552	21,373	23,503	30,387
Avg OpReturn per FTE	(2,121)	6,456	19,468	22,725	27,104	53,092	44,796	4,759	16,697	19,603	24,679
Net OpExp-to-Total Exp	88%	82%	72%	66%	61%	56%	58%	83%	73%	69%	64%

**Operating Revenue-**

Non-Int Inc-to-Total Rev	11%	14%	21%	25%	27%	25%	25%	14%	20%	23%	26%
Net Interest Inc per FTE	23,004	77,216	108,600	108,719	110,943	144,334	133,981	66,488	100,667	104,549	108,876
Non-Int Inc per FTE	3,556	15,263	35,442	45,014	53,192	72,548	65,449	12,946	31,204	37,862	48,234

**Operating Expenses-**

C&B Expense Ratio	2.10%	1.90%	1.71%	1.79%	1.84%	1.59%	1.64%	1.91%	1.74%	1.77%	1.82%
Pct of Total Op Exp	49%	52%	47%	48%	50%	52%	51%	52%	48%	48%	50%
Avg C&B per FTE	\$13,985	\$45,023	\$59,037	\$62,649	\$68,776	\$85,195	\$79,460	\$38,881	\$55,239	\$58,812	\$65,554
Occ & Ops Exp Ratio	1.30%	0.97%	0.96%	0.94%	0.94%	0.75%	0.79%	0.99%	0.97%	0.95%	0.94%
Pct of Total Op Exp	30%	27%	27%	25%	26%	25%	25%	27%	27%	26%	26%
Avg O&O per FTE	\$8,676	\$22,982	\$33,144	\$32,892	\$35,184	\$40,235	\$38,435	\$20,151	\$30,696	\$31,755	\$34,075
All Other Exp Ratio	0.33%	0.47%	0.67%	0.75%	0.63%	0.49%	0.53%	0.46%	0.65%	0.70%	0.65%
Pct of Total Op Exp	10%	17%	25%	27%	23%	21%	22%	17%	24%	25%	24%
Avg AOE per FTE	\$6,021	\$18,018	\$32,393	\$35,466	\$33,071	\$38,360	\$36,739	\$15,644	\$29,237	\$32,240	\$32,803

**Average Margin per Account-**

Avg Int Inc per per Loan	\$302	\$428	\$441	\$507	\$605	\$740	\$697	\$422	\$439	\$476	\$576
Avg Int Exp per Share	\$10	\$25	\$35	\$44	\$65	\$134	\$113	\$23	\$33	\$38	\$55
Avg Int Net Margin per	\$292	\$403	\$406	\$462	\$540	\$606	\$584	\$399	\$406	\$438	\$521

**Staffing-**

Full-time Equivalents	563	2,280	12,246	14,046	60,960	218,445	308,539	2,843	15,088	29,134	90,094
Pct PT Employees	57%	42%	16%	11%	8%	6%	8%	45%	22%	17%	11%
FTE-to-Ops (Staffing)	3.11	0.75	0.44	0.39	0.32	0.21	0.24	0.88	0.48	0.43	0.35

**Membership Outreach-**

Members-to-Potential	8.2%	7.8%	2.9%	2.8%	2.7%	3.1%	3.0%	7.9%	3.2%	3.0%	2.8%
Members-to-FTEs	227	402	406	367	340	401	387	367	398	383	354
Branches	406	961	2,440	1,781	5,172	10,304	21,064	1,367	3,807	5,588	10,759
Members per Branch	315	953	2,036	2,891	4,006	8,508	5,676	763	1,579	1,997	2,963

Historical Year-End	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
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**DEMOGRAPHICS**

No. of Credit Unions	7,554	7,339	7,094	6,819	6,554	6,273	6,021	5,785	5,573	5,375	5,281
Avg Asset Size (\$Mil)	\$117.1	\$124.6	\$135.6	\$149.8	\$162.0	\$178.9	\$200.0	\$223.4	\$247.4	\$256.5	\$275.2

**GROWTH RATES**

Total Assets	9.1%	3.4%	5.2%	6.2%	3.9%	5.7%	7.3%	7.3%	6.7%	5.4%	7.8%
Total Loans	1.1%	-1.4%	1.2%	4.6%	8.0%	10.4%	10.5%	10.4%	10.1%	9.0%	5.5%
Total Shares	10.5%	4.5%	5.2%	6.1%	3.7%	4.5%	6.9%	7.5%	6.1%	4.4%	6.7%
Net Worth	1.7%	5.1%	6.8%	8.5%	7.4%	7.5%	6.9%	7.1%	7.3%	8.7%	8.9%

**BALANCE SHEET ALLOCATION**

Net Worth Ratio	9.9%	10.1%	10.2%	10.4%	10.8%	11.0%	10.9%	10.9%	11.0%	11.3%	11.4%
Cash & Inv-to-Assets	32%	35%	37%	38%	35%	32%	31%	28%	26%	24%	25%
Loans-to-Total Assets	65%	62%	59%	58%	61%	63%	65%	67%	69%	72%	71%
Vehicle-to-Total Loans	30%	11%	29%	30%	31%	32%	33%	34%	35%	35%	34%
RELoans-to-Total Loans	54%	55%	55%	54%	53%	51%	50%	50%	49%	49%	50%
RELoans-to-Net Worth	354%	337%	319%	300%	296%	296%	302%	306%	313%	313%	309%
Indirect-to-Total Loans	13%	13%	12%	13%	14%	16%	17%	19%	20%	21%	21%
Loans-to-Shares	76%	72%	69%	68%	71%	75%	77%	80%	83%	86%	84%
Pct of Non-term-Shares	59%	62%	65%	67%	69%	71%	72%	73%	73%	72%	70%
ST Funding Ratio	16.8%	16.1%	17.3%	17.5%	14.9%	13.7%	13.5%	13.4%	12.4%	11.4%	12.6%
Net LT Assets Ratio	32%	33%	32%	33%	36%	34%	33%	33%	34%	34%	33%

**LOAN QUALITY & ADEQUACY OF RESERVES**

Loan Delinquency Rate	1.64%	1.76%	1.60%	1.16%	1.01%	0.85%	0.81%	0.83%	0.81%	0.71%	0.67%
Net Charge-off Rate	1.21%	1.13%	0.91%	0.73%	0.57%	0.50%	0.48%	0.55%	0.60%	0.58%	0.55%
"Misery" Index	2.85%	2.89%	2.51%	1.89%	1.58%	1.35%	1.29%	1.38%	1.41%	1.29%	1.22%
RE Loan Delinquency	2.00%	2.10%	2.00%	1.38%	1.15%	0.89%	0.75%	0.63%	0.61%	0.54%	0.54%
Veh Loan Delinquency	-	-	-	-	0.69%	0.67%	0.68%	0.72%	0.70%	0.66%	0.58%
-Direct Delinquency	-	-	-	-	0.60%	0.60%	0.64%	0.67%	0.67%	0.64%	0.58%
-Indirect Delinquency	1.47%	1.17%	0.97%	0.77%	0.79%	0.74%	0.72%	0.76%	0.72%	0.67%	0.58%
Loss Allowance Ratio	1.51%	1.67%	1.55%	1.36%	1.13%	0.98%	0.94%	0.90%	0.92%	0.89%	0.87%
Current Loss Exposure	1.52%	1.62%	1.40%	1.05%	0.83%	0.62%	0.53%	0.47%	0.46%	0.48%	0.44%

**EARNINGS:**

Gross Asset Yield	4.95%	4.46%	4.04%	3.65%	3.39%	3.38%	3.37%	3.41%	3.55%	3.82%	4.07%
Cost of Funds	1.74%	1.21%	0.93%	0.73%	0.59%	0.54%	0.52%	0.53%	0.57%	0.69%	0.88%
Gross Margin	3.21%	3.25%	3.12%	2.92%	2.80%	2.84%	2.85%	2.88%	2.99%	3.13%	3.19%
Provision Expense	1.13%	0.78%	0.50%	0.36%	0.26%	0.28%	0.35%	0.41%	0.48%	0.46%	0.43%
Net Margin	2.08%	2.46%	2.62%	2.56%	2.53%	2.56%	2.50%	2.48%	2.51%	2.66%	2.76%
Non-Interest Income	1.36%	1.33%	1.30%	1.43%	1.38%	1.31%	1.34%	1.37%	1.33%	1.38%	1.35%
Non-Interest Expense	3.18%	3.07%	3.06%	3.10%	3.10%	3.11%	3.12%	3.10%	3.08%	3.14%	3.19%
Net Operating Exp	1.83%	1.74%	1.76%	1.67%	1.72%	1.80%	1.77%	1.73%	1.75%	1.77%	1.84%
Net Operating Return	0.25%	0.72%	0.86%	0.89%	0.82%	0.76%	0.73%	0.74%	0.76%	0.90%	0.92%
Non-recurring Inc(Exp)	-0.08%	-0.22%	-0.19%	-0.04%	-0.04%	0.04%	0.02%	0.02%	0.02%	0.02%	0.04%
Net Income (ROA)	0.18%	0.50%	0.67%	0.85%	0.78%	0.80%	0.75%	0.76%	0.78%	0.92%	0.97%

Return on Net Worth	1.7%	5.1%	6.6%	8.3%	7.3%	7.3%	6.8%	7.0%	7.1%	7.9%	8.4%
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Historical Year-End	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
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**COST EFFICIENCIES:**

**Loans & Shares-**

Avg Loan Balance	\$12,487	\$12,483	\$12,565	\$12,565	\$12,795	\$13,203	\$13,707	\$14,246	\$14,807	\$15,300	\$15,530
Avg Loan Rate	6.28%	6.06%	5.76%	5.42%	5.01%	4.79%	4.64%	4.56%	4.56%	4.70%	4.91%
Avg Loan Yield, net	4.60%	4.82%	4.94%	4.81%	4.57%	4.33%	4.10%	3.95%	3.85%	4.24%	4.49%
Avg Share Balance	\$8,375	\$8,691	\$9,011	\$9,353	\$9,454	\$9,580	\$9,891	\$10,225	\$10,415	\$10,499	\$10,809
Avg Share Rate	2.06%	1.41%	1.08%	0.85%	0.69%	0.63%	0.61%	0.62%	0.67%	0.82%	1.04%
NM Deposit Ratio	0.3%	0.3%	0.3%	0.3%	0.3%	0.5%	0.7%	0.8%	0.9%	1.0%	0.9%

**Net Operating Profitability-**

Earning Asset/Funding	108%	108%	109%	109%	109%	109%	109%	108%	108%	109%	109%
Avg Revenue per FTE	\$227,759	\$221,213	\$212,014	\$206,435	\$198,240	\$199,065	\$205,357	\$215,151	\$225,888	\$245,043	\$262,612
Avg OpExpense per FTE	117,796	125,757	128,910	127,522	130,183	130,299	135,060	138,715	141,497	147,338	154,634
Avg OpReturn per FTE	109,963	95,456	83,104	78,913	68,057	68,766	70,297	76,437	84,391	97,705	44,796
Net OpExp-to-Total Exp	57%	57%	58%	54%	55%	58%	57%	56%	57%	56%	60%

**Operating Revenue-**

Non-Int Inc-to-Total Rev	21%	23%	24%	28%	29%	28%	29%	29%	27%	27%	25%
Net Interest Inc per FTE	75,040	94,195	104,006	104,001	105,298	108,628	108,963	111,460	115,842	125,665	133,981
Non-Int Inc per FTE	48,954	50,843	51,456	58,162	57,297	55,527	58,568	61,643	61,570	65,038	65,449

**Operating Expenses-**

C&B Expense Ratio	1.61%	1.56%	1.54%	1.56%	1.56%	1.56%	1.58%	1.58%	1.58%	1.60%	1.64%
Pct of Total Op Exp	51%	51%	50%	50%	51%	50%	51%	51%	51%	51%	51%
Avg C&B per FTE	\$58,264	\$59,466	\$61,304	\$63,493	\$65,040	\$66,286	\$68,882	\$70,992	\$72,887	\$75,425	\$79,460
Occ & Ops Exp Ratio	0.87%	0.83%	0.81%	0.81%	0.80%	0.81%	0.80%	0.79%	0.77%	0.79%	0.79%
Pct of Total Op Exp	27%	27%	27%	26%	26%	26%	26%	25%	25%	25%	25%
Avg O&O per FTE	\$31,403	\$31,673	\$32,254	\$32,739	\$33,137	\$34,226	\$34,697	\$35,356	\$35,717	\$37,234	\$38,435
All Other Exp Ratio	0.70%	0.69%	0.70%	0.74%	0.73%	0.74%	0.74%	0.74%	0.74%	0.74%	0.53%
Pct of Total Op Exp	22%	22%	23%	24%	24%	24%	24%	24%	24%	23%	22%
Avg AOE per FTE	\$25,273	\$26,233	\$27,857	\$29,849	\$30,526	\$31,548	\$32,177	\$33,383	\$34,022	\$34,678	\$36,739

**Average Margin per Account-**

Avg Int Inc per per Loan	\$574	\$602	\$620	\$604	\$585	\$572	\$562	\$562	\$571	\$649	\$697
Avg Int Exp per Share	\$173	\$123	\$97	\$79	\$65	\$61	\$61	\$64	\$70	\$86	\$113
Avg Return	\$402	\$479	\$523	\$525	\$519	\$511	\$502	\$498	\$501	\$563	\$584

**Staffing-**

Full-time Equivalents	234,915	235,312	236,282	244,232	250,570	257,263	267,023	277,354	288,889	300,183	308,539
Pct PT Employees	12%	12%	12%	12%	12%	11%	10%	9%	9%	8%	8%
FTE-to-Ops (Staffing)	0.36	0.36	0.35	0.34	0.33	0.30	0.28	0.27	0.26	0.24	0.24

**Membership Outreach-**

Members-to-Potential	6.6%	6.1%	6.0%	5.8%	5.6%	5.4%	5.0%	4.3%	4.0%	3.4%	3.0%
Members-to-FTEs	383	385	389	384	384	386	384	385	385	387	387
Branches	21,365	21,449	21,458	20,576	20,622	20,662	20,659	20,691	20,713	20,983	21,064
Members per Branch	4,207	4,219	4,279	4,562	4,668	4,803	4,970	5,163	4,394	5,537	5,676