



2020 MID-YEAR CREDIT UNION BULLETIN

This bulletin highlights the 2020 second quarter financial trends for Wisconsin's 118 state-chartered credit unions. The analysis is based on data compiled from the June 2020 5300 call reports. This information is provided to keep you informed of current conditions and trends in the Wisconsin credit union industry.

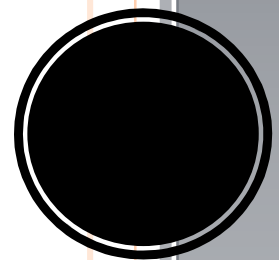
Total assets increased to \$46.9 billion, up from \$41.0 billion as of yearend 2019. The net worth ratio remained strong at 10.40%. Net income was \$207.7 million resulting in a return on average assets ratio of 0.94%.

Loans outstanding grew by \$1.1 billion since yearend 2019 and savings grew by \$5.4 billion resulting in a loan to savings ratio of 84.88%. The delinquency ratio was 0.56% compared to 0.70% as of December 31, 2019.

The financial indicators for Wisconsin's state-chartered credit unions exhibit sound financial performance through June 30, 2020 despite the challenges associated with the COVID-19 pandemic that started in March 2020.

Additional information about consolidations that occurred in 2020 is included in this bulletin.

**Kim Santos, Director
Office of Credit Unions**



2020 CONSOLIDATIONS

Consolidation Date	Absorbed Credit Union	Location	Continuing Credit Union	Location
2/8/2020	Greater Galilee Baptist	Milwaukee	Educators	Mount Pleasant
2/29/2020	Oshkosh Truck	Oshkosh	Community First	Neenah
5/31/2020	Northern Paper Mills	Green Bay	Fox Communities	Appleton

**COMPARISON STATEMENTS OF CONDITION
OF WISCONSIN CREDIT UNIONS
JUNE 30, 2020 and DECEMBER 31, 2019**

	<u>June 30, 2020</u>		<u>December 31, 2019</u>		<u>Increase or Decrease</u>	<u>% Change</u>
Number of Credit Unions	118		121		-3	-2.5%
	<u>AMOUNT</u>	<u>% OF ASSETS</u>	<u>AMOUNT</u>	<u>% OF ASSETS</u>		
ASSETS						
Personal Loans	14,490,844,318	30.9%	14,059,259,274	34.2%	431,585,044	3.1%
Real Estate Loans	19,298,159,745	41.1%	18,639,951,586	45.4%	658,208,159	3.5%
Total Loans	33,789,004,063	72.0%	32,699,210,860	79.6%	1,089,793,203	3.3%
Allowance for Loan Losses	233,972,031	0.5%	198,990,691	0.5%	34,981,340	17.6%
Net Loans	33,555,032,032	71.5%	32,500,220,169	79.1%	1,054,811,863	3.2%
Cash	6,457,472,434	13.8%	3,309,099,086	8.1%	3,148,373,348	95.1%
Investments	4,152,425,971	8.9%	3,043,414,730	7.4%	1,109,011,241	36.4%
Fixed Assets	987,102,999	2.1%	933,347,058	2.3%	53,755,941	5.8%
Other Assets	1,765,458,041	3.8%	1,283,393,674	3.1%	482,064,367	37.6%
TOTAL ASSETS	46,917,491,477	100.0%	41,069,474,717	100.0%	5,848,016,760	14.2%
LIABILITIES						
Regular Shares	12,946,062,015	27.6%	10,353,068,941	25.2%	2,592,993,074	25.0%
Share Drafts	7,123,384,678	15.2%	5,666,612,527	13.8%	1,456,772,151	25.7%
Other Shares & Deposits	19,738,371,738	42.1%	18,377,740,165	44.7%	1,360,631,573	7.4%
Total Savings	39,807,818,431	84.8%	34,397,421,633	83.8%	5,410,396,798	15.7%
Notes and Accounts Pay.	2,211,882,778	4.7%	2,005,964,555	4.9%	205,918,223	10.3%
Regular Reserve	1,116,551,189	2.4%	1,117,792,272	2.7%	-1,241,083	-0.1%
Other Reserves	3,781,239,079	8.1%	3,548,296,257	8.6%	232,942,822	6.6%
TOTAL LIABILITIES	46,917,491,477	100.0%	41,069,474,717	100.0%	5,848,016,760	14.2%

**STATEMENT OF INCOME
FOR WISCONSIN CREDIT UNIONS
FOR THE PERIOD ENDING JUNE 30, 2020**

INCOME	AMOUNT	% OF GROSS INCOME	% OF AVERAGE ASSETS
Interest on Loans	780,262,694	68.24%	3.55%
Less: Interest Refunds	1,945,862	0.17%	0.01%
Net Interest Income	778,316,832	68.07%	3.54%
Income on Investments	46,737,979	4.09%	0.21%
Other Income	318,343,868	27.84%	1.45%
TOTAL OPERATING INCOME	1,143,398,679	100.00%	5.20%
ADMINISTRATIVE EXPENSES			
Employee Costs	356,982,910	31.22%	1.62%
Travel and Conference	4,135,618	0.36%	0.02%
Office Occupancy	41,223,249	3.61%	0.19%
General Operations	105,957,562	9.27%	0.48%
Education and Promotion	25,652,314	2.24%	0.12%
Loan Servicing	75,240,780	6.58%	0.34%
Professional Services	42,324,190	3.70%	0.19%
Member Insurance	115,206	0.01%	0.00%
Operating Fees	1,926,869	0.17%	0.01%
Other Operational Expenses	18,569,802	1.62%	0.08%
TOTAL ADMINISTRATIVE	672,128,500	58.78%	3.06%
Provision for Loan Loss	82,563,664	7.22%	0.38%
TOTAL OPERATING EXPENSES	754,692,164	66.00%	3.43%
Dividends Paid on Savings	173,335,212	15.16%	0.79%
Interest on Borrowed Funds	16,467,788	1.44%	0.07%
TOTAL COST OF FUNDS	189,803,000	16.60%	0.86%
TOTAL EXPENSES	944,495,164	82.60%	4.29%
NET OPERATING INCOME	198,903,515	17.40%	0.90%
NON-OPERATING GAIN/LOSS	8,810,232	0.77%	0.04%
NET INCOME	207,713,747	18.17%	0.94%

Small statistical errors may exist due to rounding.

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**COMPARISON STATEMENTS OF INCOME
FOR WISCONSIN CREDIT UNIONS
FOR THE PERIODS ENDING JUNE 30, 2020 AND JUNE 30, 2019**

	2020	% OF AVERAGE	2019	% OF AVERAGE
	<u>AMOUNT</u>	<u>ASSETS</u>	<u>AMOUNT</u>	<u>ASSETS</u>
INCOME				
Interest on Loans	780,262,694	3.55%	718,083,476	3.75%
Less: Interest Refunds	<u>1,945,862</u>	<u>0.01%</u>	<u>615,598</u>	<u>0.00%</u>
Net Interest Income	778,316,832	3.54%	717,467,878	3.75%
Income on Investments	46,737,979	0.21%	68,159,921	0.36%
Other Income	<u>318,343,868</u>	<u>1.45%</u>	<u>242,244,778</u>	<u>1.26%</u>
TOTAL OPERATING INCOME	1,143,398,679	5.20%	1,027,872,577	5.37%
ADMINISTRATIVE EXPENSES				
Employee Costs	356,982,910	1.62%	312,031,591	1.63%
Travel and Conference	4,135,618	0.02%	6,592,848	0.03%
Office Occupancy	41,223,249	0.19%	38,637,696	0.20%
General Operations	105,957,562	0.48%	102,034,295	0.53%
Education and Promotion	25,652,314	0.12%	25,728,917	0.13%
Loan Servicing	75,240,780	0.34%	65,638,652	0.34%
Professional Services	42,324,190	0.19%	37,447,440	0.20%
Member Insurance	115,206	0.00%	91,928	0.00%
Operating Fees	1,926,869	0.01%	1,884,479	0.01%
Other Operational Expenses	<u>18,569,802</u>	<u>0.08%</u>	<u>16,356,054</u>	<u>0.09%</u>
TOTAL ADMINISTRATIVE	672,128,500	3.06%	606,443,900	3.17%
Provision for Loan Loss	<u>82,563,664</u>	<u>0.38%</u>	<u>47,443,111</u>	<u>0.25%</u>
TOTAL OPERATING EXPENSES	754,692,164	3.43%	653,887,011	3.41%
COST OF ACQUISITION OF FUNDS				
Dividends Paid on Savings	173,335,212	0.79%	153,216,600	0.80%
Interest on Borrowed Funds	<u>16,467,788</u>	<u>0.07%</u>	<u>16,909,439</u>	<u>0.09%</u>
TOTAL COST OF FUNDS	<u>189,803,000</u>	<u>0.86%</u>	<u>170,126,039</u>	<u>0.89%</u>
TOTAL EXPENSES	944,495,164	4.29%	824,013,050	4.30%
NET OPERATING INCOME	198,903,515	0.90%	203,859,527	1.06%
NON-OPERATING GAIN/LOSS	<u>8,810,232</u>	<u>0.04%</u>	<u>4,589,929</u>	<u>0.02%</u>
NET INCOME	207,713,747	0.94%	208,449,456	1.09%

**SIGNIFICANT OPERATIONAL RATIOS
FOR ALL WISCONSIN CREDIT UNIONS
2015-2020**

	2015	2016	2017	2018	2019	2020
Number of Credit Unions	150	143	129	125	121	118
<u>CAPITAL ADEQUACY</u>						
Net Worth/Total Assets	10.97%	11.08%	11.28%	11.49%	11.40%	10.40%
Total Delinquency/Net Worth	5.71%	5.25%	4.91%	4.89%	4.86%	3.87%
Solvency Evaluation	112.68%	112.98%	113.42%	113.60%	113.57%	112.31%
Classified Assets/Net Worth	5.26%	4.57%	4.25%	4.25%	4.25%	4.79%
<u>ASSET QUALITY</u>						
Delinquent Loans/Loans	0.81%	0.75%	0.70%	0.69%	0.70%	0.56%
Net Charge Offs/Avg. Loans	0.26%	0.25%	0.25%	0.27%	0.26%	0.29%
<u>EARNINGS (to Average Assets)</u>						
Return on Average Assets	1.02%	1.09%	1.14%	1.13%	1.10%	0.94%
Net Operating Expense	2.62%	2.60%	2.58%	2.63%	2.69%	2.60%
Fixed Assets+FRA's**/Assets	2.45%	2.31%	2.23%	2.31%	2.31%	2.14%
Gross Income	4.80%	4.89%	4.96%	5.25%	5.50%	5.20%
Cost of Funds	0.42%	0.45%	0.50%	0.68%	0.93%	0.86%
Operating Exp. (less PLL)	3.22%	3.19%	3.14%	3.18%	3.23%	3.06%
Net Interest Margin	3.00%	3.00%	3.10%	3.18%	3.21%	2.89%
Provision for Loan Losses	0.16%	0.17%	0.22%	0.26%	0.26%	0.38%
<u>ASSET-LIABILITY MANAGEMENT</u>						
Net Long Term Assets/Assets	33.89%	33.41%	34.51%	34.38%	33.51%	31.99%
Shares/Savings+Borrowings	30.70%	31.63%	31.98%	30.28%	28.87%	31.26%
Loans/Savings	89.85%	91.21%	94.94%	97.65%	95.06%	84.88%
Loans/Assets	77.10%	77.59%	79.66%	81.95%	79.62%	72.02%
Cash + ST Invest./Assets	10.69%	10.85%	9.16%	9.01%	10.96%	16.91%
<u>OTHER RATIOS</u>						
Share Growth	9.22%	8.40%	7.11%	8.38%	10.75%	31.46%
Net Worth Growth	10.24%	10.47%	10.53%	10.36%	10.10%	8.52%
Loan Growth	9.68%	10.01%	11.49%	11.48%	7.81%	6.67%
Asset Growth	9.39%	9.35%	8.60%	8.36%	10.96%	28.48%
Investments/Assets	11.80%	10.54%	9.42%	7.87%	7.41%	8.85%
Employee Cost/Gross Inc.	35.04%	34.34%	32.76%	31.18%	30.09%	31.22%
Employee Cost/ Avg. Assets	1.68%	1.68%	1.63%	1.64%	1.65%	1.62%
Average Loan Balance	\$12,577	\$13,079	\$14,104	\$14,829	\$15,300	\$15,809
Average Savings Balance	\$4,786	\$4,900	\$4,997	\$5,138	\$5,417	\$6,158

****Foreclosed and Repossessed Assets**

**SIGNIFICANT OPERATIONAL RATIOS
FOR THE PERIOD ENDING JUNE 30, 2020**

Peer Groups by Assets	\$ 2,000,001- <\$2,000,000	\$ 10,000,001- \$10,000,000	\$ 50,000,001- \$50,000,000	\$100,000,001- \$100,000,000	\$100,000,001- \$500,000,000	>\$500,000,000	TOTAL
Number of Credit Unions	6	13	36	18	29	16	118
<u>CAPITAL ADEQUACY</u>							
Net Worth/Total Assets	22.77%	16.33%	11.95%	11.46%	10.54%	10.28%	10.40%
Net Worth/PCA Optional Total Assets	22.77%	16.34%	12.03%	11.50%	10.63%	10.28%	10.42%
Total Delinquency/Net Worth	4.72%	5.10%	4.26%	3.66%	3.14%	3.99%	3.87%
Solvency Evaluation	129.65%	119.61%	113.67%	113.21%	112.07%	112.27%	112.31%
Classified Assets/Net Worth	4.97%	3.78%	3.49%	4.00%	3.13%	5.17%	4.79%
<u>ASSET QUALITY</u>							
Delinquent Loans/Loans	1.72%	1.39%	0.87%	0.67%	0.48%	0.56%	0.56%
Net Charge Offs/Avg. Loans	-0.02%	0.05%	0.15%	0.17%	0.19%	0.31%	0.29%
Fair Value/Book Value for HTM	N/A	N/A	100.85%	99.89%	101.77%	104.49%	102.22%
Accumulated Unrealized Gains or Losses on AFS/Cost of AFS	N/A	N/A	2.30%	2.25%	1.98%	1.46%	1.53%
Delinquent Loans/Assets	1.08%	0.83%	0.51%	0.42%	0.33%	0.41%	0.40%
<u>EARNINGS (to Average Assets)</u>							
Return on Average Assets	0.56%	0.15%	0.19%	0.51%	0.57%	1.05%	0.94%
Gross Income	3.93%	3.85%	4.21%	4.50%	4.63%	5.75%	5.20%
Yield on Average Loans	5.34%	5.00%	4.61%	4.27%	4.28%	4.70%	4.63%
Yield on Average Investments	1.00%	1.33%	1.54%	1.23%	1.43%	1.05%	1.14%
Fee & Other Op. Income	0.02%	0.23%	0.70%	1.07%	1.14%	1.54%	1.45%
Cost of Funds	0.42%	0.51%	0.64%	0.50%	0.61%	0.93%	0.86%
Net Margin	3.51%	3.34%	3.56%	4.01%	4.02%	4.43%	4.34%
Operating Exp. (less PLL)	2.82%	3.26%	3.27%	3.41%	3.30%	2.99%	3.06%
Provision for Loan Losses	0.13%	-0.06%	0.13%	0.11%	0.17%	0.43%	0.38%
Net Interest Margin	3.49%	3.11%	2.86%	2.94%	2.88%	2.89%	2.89%
Operating Exp./Gross Income	71.85%	84.78%	77.86%	75.80%	71.24%	55.87%	58.78%
Fixed Assets+FRA's**/Assets	0.24%	0.57%	1.57%	2.30%	2.85%	2.02%	2.14%
Net Operating Expense	2.81%	3.12%	2.91%	2.92%	2.86%	2.54%	2.60%
<u>ASSET-LIABILITY MANAGEMENT</u>							
Net Long Term Assets/Assets	2.80%	2.84%	16.17%	22.72%	30.17%	33.17%	31.99%
Shares/Savings+Borrowings	84.94%	69.39%	51.01%	42.21%	36.99%	29.21%	31.26%
Loans/Savings	81.50%	71.90%	67.10%	71.28%	80.19%	86.80%	84.88%
Loans/Assets	62.59%	59.88%	58.57%	62.25%	69.36%	73.26%	72.02%
Cash + ST Investments/Assets	31.19%	34.02%	27.28%	25.02%	16.72%	16.31%	16.91%
Shares, Deposits & Borrowings/Earning Assets	76.99%	84.92%	91.79%	93.50%	95.57%	94.15%	94.26%
Shares + Drafts/Shares+Borrowings	84.94%	75.56%	70.81%	63.71%	56.98%	45.71%	48.46%
Borrowings/Shares & Net Worth	0.00%	0.00%	0.02%	0.30%	2.01%	4.13%	3.60%
<u>OTHER RATIOS</u>							
Net Worth Growth	3.23%	0.67%	1.53%	4.28%	5.20%	9.58%	8.52%
Share Growth	7.28%	15.27%	26.61%	26.76%	27.83%	32.49%	31.46%
Loan Growth	-9.04%	-9.06%	0.45%	1.17%	5.36%	7.24%	6.67%
Asset Growth	6.46%	12.84%	23.40%	25.03%	25.91%	29.25%	28.48%
Investment Growth	31.46%	56.50%	55.19%	36.79%	124.22%	149.22%	133.33%
Investments/Assets	12.53%	17.68%	22.80%	15.70%	13.35%	7.39%	8.85%
Employee Cost/Gross Inc.	37.96%	41.55%	38.76%	38.79%	39.49%	29.53%	31.22%
Employee Cost/ Avg. Assets	1.49%	1.60%	1.63%	1.75%	1.83%	1.58%	1.62%
Average Loan Balance	\$7,765	\$9,292	\$11,793	\$15,087	\$17,257	\$15,752	\$15,809
Average Savings Balance	\$2,679	\$4,050	\$4,840	\$5,048	\$5,711	\$6,360	\$6,158

****Foreclosed and Repossessed Assets**

**ANALYSIS OF INCOME AND EXPENSES TO GROSS INCOME
FOR THE PERIOD ENDING JUNE 30, 2020**

Peer Groups by Assets	<\$2,000,000	\$ 2,000,001- \$10,000,000	\$ 10,000,001- \$50,000,000	\$50,000,001- \$100,000,000	\$100,000,001- \$500,000,000	>\$500,000,000	TOTAL
Number of Credit Unions	6	13	36	18	29	16	118
<u>OPERATING INCOME</u>							
Interest on Loans	90.59%	82.03%	70.68%	67.88%	69.17%	68.03%	68.24%
Less: Interest Refunds	0.00%	0.00%	0.00%	0.00%	0.00%	0.21%	0.17%
Income on Investments	8.96%	12.11%	12.63%	8.38%	6.13%	3.43%	4.09%
Income on Securities in Trading acct	0.00%	0.00%	0.00%	0.00%	0.02%	-0.03%	-0.03%
Fee Income	0.40%	3.69%	8.61%	10.91%	9.45%	8.51%	8.69%
Other Operating Income	0.05%	2.17%	8.07%	12.83%	15.23%	20.26%	19.18%
TOTAL INCOME	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
<u>OPERATING EXPENSES</u>							
Employee Costs	37.96%	41.55%	38.76%	38.79%	39.49%	29.53%	31.22%
Travel and Conference	0.53%	1.08%	0.49%	0.54%	0.58%	0.32%	0.36%
Office Occupancy	4.09%	5.19%	5.20%	4.93%	4.81%	3.34%	3.61%
General Operations	17.54%	22.31%	14.23%	14.07%	12.80%	8.44%	9.27%
Education and Promotion	0.23%	0.53%	1.89%	2.64%	2.06%	2.27%	2.24%
Loan Servicing	2.29%	2.16%	4.66%	3.76%	4.00%	7.12%	6.58%
Professional Services	2.34%	7.96%	9.87%	8.87%	6.04%	3.03%	3.70%
Member Insurance	0.08%	0.00%	0.01%	0.02%	0.01%	0.01%	0.01%
Operating Fees	2.19%	1.03%	0.58%	0.34%	0.24%	0.14%	0.17%
Miscellaneous	4.61%	2.96%	2.16%	1.86%	1.19%	1.67%	1.62%
TOTAL ADMINISTRATIVE	71.85%	84.78%	77.86%	75.80%	71.24%	55.87%	58.78%
Provision for Loan Loss	3.23%	-1.63%	3.17%	2.53%	3.77%	8.00%	7.22%
TOTAL OPERATING EXP.	75.08%	83.14%	81.03%	78.34%	75.01%	63.87%	66.00%
<u>COST OF FUNDS</u>							
Interest on Borrowed Funds	0.00%	0.00%	0.03%	0.01%	0.66%	1.64%	1.44%
Dividends on Savings	10.68%	13.26%	15.30%	11.03%	12.52%	15.70%	15.16%
TOTAL COST OF FUNDS	10.68%	13.26%	15.33%	11.03%	13.18%	17.34%	16.60%
<u>NET INCOME FROM OPERATIONS</u>	14.23%	3.60%	3.64%	10.63%	11.82%	18.80%	17.40%
NON-OPERATING GAIN/LOSS	0.00%	0.37%	0.92%	0.74%	-0.06%	0.82%	0.77%
<u>NET INCOME</u>	14.23%	3.97%	4.56%	11.36%	11.75%	19.62%	18.17%

**ANALYSIS OF INCOME AND EXPENSES TO AVERAGE ASSETS
FOR THE PERIOD ENDING JUNE 30, 2020**

Peer Groups by Assets	<\$2,000,000	\$ 2,000,001- \$10,000,000	\$ 10,000,001- \$50,000,000	\$50,000,001- \$100,000,000	\$100,000,001- \$500,000,000	>\$500,000,000	TOTAL
Number of Credit Unions	6	13	36	18	29	16	118
<u>OPERATING INCOME</u>							
Interest on Loans	3.56%	3.16%	2.97%	3.06%	3.20%	3.64%	3.55%
Less: Interest Refunds	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.01%
Income on Investments	0.35%	0.47%	0.53%	0.38%	0.28%	0.18%	0.21%
Income on Securities in Trading	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Fee Income	0.02%	0.14%	0.36%	0.49%	0.44%	0.46%	0.45%
Other Operating Income	0.00%	0.08%	0.34%	0.58%	0.70%	1.09%	1.00%
TOTAL INCOME	3.93%	3.85%	4.21%	4.50%	4.63%	5.36%	5.20%
<u>OPERATING EXPENSES</u>							
Employee Costs	1.49%	1.60%	1.63%	1.75%	1.83%	1.58%	1.62%
Travel and Conference	0.02%	0.04%	0.02%	0.02%	0.03%	0.02%	0.02%
Office Occupancy	0.16%	0.20%	0.22%	0.22%	0.22%	0.18%	0.19%
General Operations	0.69%	0.86%	0.60%	0.63%	0.59%	0.45%	0.48%
Education and Promotion	0.01%	0.02%	0.08%	0.12%	0.10%	0.12%	0.12%
Loan Servicing	0.09%	0.08%	0.20%	0.17%	0.19%	0.38%	0.34%
Professional Services	0.09%	0.31%	0.42%	0.40%	0.28%	0.16%	0.19%
Member Insurance	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Operating Fees	0.09%	0.04%	0.02%	0.02%	0.01%	0.01%	0.01%
Miscellaneous	0.18%	0.11%	0.09%	0.08%	0.06%	0.09%	0.08%
TOTAL ADMINISTRATIVE	2.82%	3.26%	3.27%	3.41%	3.30%	2.99%	3.06%
Provision for Loan Loss	0.13%	-0.06%	0.13%	0.11%	0.17%	0.43%	0.38%
TOTAL OPERATING EXP.	2.95%	3.20%	3.41%	3.53%	3.47%	3.42%	3.43%
<u>COST OF FUNDS</u>							
Interest on Borrowed Funds	0.00%	0.00%	0.00%	0.00%	0.03%	0.09%	0.07%
Dividends on Savings	0.42%	0.51%	0.64%	0.50%	0.58%	0.84%	0.79%
TOTAL COST OF FUNDS	0.42%	0.51%	0.64%	0.50%	0.61%	0.93%	0.86%
<u>NET INCOME FROM OPERATIONS</u>	0.56%	0.14%	0.15%	0.48%	0.55%	1.01%	0.90%
NON-OPERATING GAIN/LOSS	0.00%	0.01%	0.04%	0.03%	0.02%	0.04%	0.04%
<u>NET INCOME</u>	0.56%	0.15%	0.19%	0.51%	0.57%	1.05%	0.94%

**LOAN DELINQUENCY
PERIOD ENDING JUNE 30, 2020**

Peer Groups by Assets	<\$2,000,000	\$ 2,000,001- \$10,000,000	\$ 10,000,001- \$50,000,000	\$50,000,001- \$100,000,000	\$100,000,001- \$500,000,000	>\$500,000,000	TOTAL
Number of Credit Unions	6	13	36	18	29	16	118
<u>Loan Delinquency Ratios</u>							
2 - 6 Months Delinquent	1.03%	0.71%	0.49%	0.52%	0.28%	0.38%	0.37%
6 - 12 Months Delinquent	0.13%	0.53%	0.29%	0.06%	0.14%	0.12%	0.12%
Over 12 Months Delinquent	0.56%	0.14%	0.10%	0.09%	0.05%	0.06%	0.06%
Total Delinquent Loans	1.72%	1.39%	0.87%	0.67%	0.48%	0.56%	0.56%
Loan Loss Ratio	-0.02%	0.05%	0.15%	0.17%	0.19%	0.31%	0.29%

**ANALYSIS OF LOANS BY TYPE
PERIOD ENDING JUNE 30, 2020**

Number of Credit Unions	6	13	36	18	29	16	118
<u>Loan Types</u>							
Unsecured Credit Card Loans	0.00%	0.62%	2.06%	1.87%	1.65%	3.05%	2.81%
Non-Federally Guaranteed Student Loans	0.00%	0.00%	0.41%	0.01%	0.17%	1.23%	1.04%
All Other Unsecured Loans/Lines of Credit	9.35%	9.53%	3.18%	2.16%	2.09%	3.43%	3.22%
New Vehicle Loans	22.52%	19.00%	10.76%	6.08%	6.77%	5.88%	6.12%
Used Vehicle Loans	56.76%	50.55%	32.70%	23.96%	24.59%	19.25%	20.39%
Leases Receivable	0.00%	0.00%	0.00%	0.00%	0.00%	0.17%	0.14%
All Other Secured Non-Real Estate Loans/LOC	11.37%	10.79%	6.11%	6.34%	7.41%	8.40%	8.17%
Secured by 1st Lien 1-4 Family Residential Properties	0.00%	6.66%	37.78%	48.88%	45.42%	36.51%	38.03%
Secured by Junior Lien 1-4 Family Residential	0.00%	2.84%	5.19%	4.74%	4.90%	7.32%	6.88%
All Other Real Estate/Lines of Credit	0.00%	0.00%	0.51%	1.02%	1.05%	0.31%	0.44%
Commercial Loans/LOC Real Estate Secured	0.00%	0.00%	1.07%	4.61%	5.02%	13.39%	11.77%
Commercial Loans/LOC Not Real Estate Secured	0.00%	0.00%	0.22%	0.32%	0.91%	1.06%	1.00%
Total Loans	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

Real Estate Loan Detail

(As a percent of loans)

First Mortgage - Fixed > 15 yrs.	0.00%	0.00%	3.18%	3.41%	6.71%	4.81%	4.99%
First Mortgage - Fixed - 15 yrs. Or less	0.00%	2.00%	13.76%	17.53%	12.67%	11.45%	11.81%
First Mortgage - Balloon/Hybrid - > 5 yrs.	0.00%	3.12%	2.74%	4.94%	5.85%	12.63%	11.31%
First Mortgage - Balloon/Hybrid - 5 yrs. Or less	0.00%	0.36%	5.81%	12.87%	8.38%	13.74%	12.82%
First Mortgage - Other Fixed Rate	0.00%	0.00%	0.11%	0.43%	0.37%	0.29%	0.30%
First Mortgage - Adjustable - 1 year or less	0.00%	0.04%	0.57%	2.38%	2.59%	1.86%	1.94%
First Mortgage - Adjustable - > 1 year	0.00%	0.00%	12.78%	11.94%	13.57%	4.73%	6.27%

Other - Closed End Fixed	0.00%	1.27%	2.34%	2.47%	2.18%	1.45%	1.60%
Other - Closed End Adjustable	0.00%	0.13%	0.76%	0.72%	0.56%	0.55%	0.56%
Other - Open End Adjustable	0.00%	2.58%	2.48%	2.54%	3.46%	5.97%	5.47%
Other - Open-End Fixed	0.00%	0.00%	0.00%	0.04%	0.07%	0.04%	0.05%
Other	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

Total Real Estate	0.00%	9.50%	44.55%	59.26%	56.39%	57.53%	57.11%
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(As a percent of loans)

Total Real Estate	0.00%	5.69%	26.10%	36.89%	39.12%	42.14%	41.13%
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(As a percent of assets)

**This page does not include loans Held for Sale*

**ANALYSIS OF SAVINGS BY TYPE
PERIOD ENDING JUNE 30, 2020**

Peer Groups by Assets	<\$2,000,000	\$ 2,000,001- \$10,000,000	\$ 10,000,001- \$50,000,000	\$50,000,001- \$100,000,000	\$100,000,001- \$500,000,000	>\$500,000,000	TOTAL
Number of Credit Unions	6	13	36	18	29	16	118
Share Drafts	0.00%	6.17%	19.80%	21.57%	20.44%	17.26%	17.89%
Regular Shares	84.94%	69.39%	51.03%	42.36%	37.83%	30.57%	32.52%
Money Market Shares	0.00%	0.00%	12.03%	12.26%	18.49%	21.97%	20.90%
Share Certificates	14.96%	21.71%	11.44%	15.77%	15.26%	22.75%	21.18%
IRA Accounts	0.00%	1.33%	4.39%	6.66%	5.48%	5.41%	5.43%
All Other Shares	0.10%	1.40%	1.30%	1.38%	2.50%	2.05%	2.07%
Total Shares	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

**ANALYSIS OF INVESTMENTS BY TYPE
PERIOD ENDING JUNE 30, 2020**

Peer Groups by Assets	<\$2,000,000	\$ 2,000,001- \$10,000,000	\$ 10,000,001- \$50,000,000	\$50,000,001- \$100,000,000	\$100,000,001- \$500,000,000	>\$500,000,000	TOTAL
Number of Credit Unions	6	13	36	18	29	16	118
Equity Securities	0.00%	0.00%	0.00%	0.00%	0.35%	0.16%	0.18%
Trading Debt Securities	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Available for Sale Debt Securities	0.00%	0.00%	4.22%	21.25%	31.21%	80.13%	61.81%
Held-to-Maturity Debt Securities	0.00%	0.00%	13.46%	7.23%	11.49%	2.03%	5.00%
Commercial Banks, S&L's, and Mutual Savings Banks	44.35%	50.44%	58.57%	46.02%	34.75%	3.60%	15.90%
Credit Unions	50.26%	27.95%	11.42%	9.89%	6.56%	0.79%	3.22%
Corporate Credit Unions	5.38%	21.61%	11.28%	13.68%	13.31%	8.66%	10.11%
Other Investments	0.00%	0.00%	1.05%	1.93%	2.33%	4.63%	3.77%
Total Investments	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%