



2019 FIRST QUARTER CREDIT UNION BULLETIN

This bulletin highlights the 2019 first quarter financial trends for Wisconsin's 123 state-chartered credit unions. The analysis is based on data compiled from the March 2019 5300 call reports. This information is provided to keep you informed of current conditions and trends in the Wisconsin credit union industry.

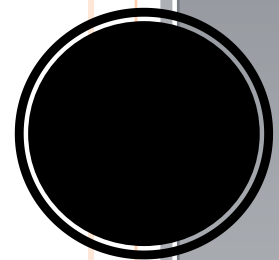
Total assets increased to \$38.6 billion, up from \$37.0 billion as of yearend 2018. The net worth ratio remained strong at 11.25%. Net income was over \$94 million resulting in a return on average assets ratio of 1.00%.

Loans outstanding grew by \$174 million since yearend 2018 and savings grew by \$1.5 billion resulting in a loan to savings ratio of 93.58%. The delinquency ratio was 0.60% compared to 0.69% as of December 31, 2018.

The financial indicators for Wisconsin's state-chartered credit unions exhibit sound financial performance through March 31, 2019.

Additional information about consolidations that have occurred in 2019 are included in this bulletin.

Kim Santos, Director
Office of Credit Unions



2019 CONSOLIDATIONS

Consolidation Date	Absorbed Credit Union	Location	Continuing Credit Union	Location
1/1/2019	Aurora	Milwaukee	Educators	Mount Pleasant
1/1/2019	CentralAlliance	Neenah	CoVantage	Antigo
4/1/2019	STAR	Madison	Summit	Madison

**COMPARISON STATEMENTS OF CONDITION
OF WISCONSIN CREDIT UNIONS
MARCH 31, 2019 and DECEMBER 31, 2018**

	<u>March 31, 2019</u>		<u>December 31, 2018</u>		Increase or Decrease	<u>% Change</u>
<u>Number of Credit Unions</u>	123		125		-2	-1.6%
	<u>AMOUNT</u>	<u>% OF ASSETS</u>	<u>AMOUNT</u>	<u>% OF ASSETS</u>		
<u>ASSETS</u>						
Personal Loans	13,015,291,533	33.7%	12,923,978,178	34.9%	91,313,355	0.7%
Real Estate Loans	17,489,811,343	45.3%	17,406,737,675	47.0%	83,073,668	0.5%
Total Loans	<u>30,505,102,876</u>	79.0%	<u>30,330,715,853</u>	81.9%	<u>174,387,023</u>	0.6%
Allowance for Loan Losses	181,439,318	0.5%	180,772,430	0.5%	666,888	0.4%
Net Loans	<u>30,323,663,558</u>	78.5%	<u>30,149,943,423</u>	81.5%	<u>173,720,135</u>	0.6%
Cash	3,507,124,328	9.1%	2,099,579,478	5.7%	1,407,544,850	67.0%
Investments	2,870,008,799	7.4%	2,914,215,516	7.9%	-44,206,717	-1.5%
Fixed Assets	857,707,968	2.2%	836,872,840	2.3%	20,835,128	2.5%
Other Assets	<u>1,069,653,420</u>	2.8%	<u>1,011,381,398</u>	2.7%	<u>58,272,022</u>	5.8%
TOTAL ASSETS	<u><u>38,628,158,073</u></u>	100.0%	<u><u>37,011,992,655</u></u>	100.0%	<u><u>1,616,165,418</u></u>	4.4%
<u>LIABILITIES</u>						
Regular Shares	10,353,724,139	26.8%	9,786,719,395	26.4%	567,004,744	5.8%
Share Drafts	5,631,049,889	14.6%	5,356,012,217	14.5%	275,037,672	5.1%
Other Shares & Deposits	16,611,985,074	43.0%	15,916,855,617	43.0%	695,129,457	4.4%
Total Savings	<u>32,596,759,102</u>	84.4%	<u>31,059,587,229</u>	83.9%	<u>1,537,171,873</u>	4.9%
Notes and Accounts Pay.	1,704,245,138	4.4%	1,729,683,314	4.7%	-25,438,176	-1.5%
Regular Reserve	1,080,413,683	2.8%	1,083,158,471	2.9%	-2,744,788	-0.3%
Other Reserves	<u>3,246,740,150</u>	8.4%	<u>3,139,563,641</u>	8.5%	<u>107,176,509</u>	3.4%
TOTAL LIABILITIES	<u><u>38,628,158,073</u></u>	100.0%	<u><u>37,011,992,655</u></u>	100.0%	<u><u>1,616,165,418</u></u>	4.4%

**STATEMENT OF INCOME
FOR WISCONSIN CREDIT UNIONS
FOR THE PERIOD ENDING MARCH 31, 2019**

INCOME	<u>AMOUNT</u>	<u>% OF GROSS INCOME</u>	<u>% OF AVERAGE ASSETS</u>
Interest on Loans	351,118,400	70.89%	3.71%
Less: Interest Refunds	<u>313,074</u>	0.06%	0.00%
Net Interest Income	350,805,326	70.83%	3.71%
Income on Investments	31,224,803	6.30%	0.33%
Other Income	<u>113,280,033</u>	22.87%	1.20%
TOTAL OPERATING INCOME	495,310,162	100.00%	5.24%
ADMINISTRATIVE EXPENSES			
Employee Costs	153,524,959	31.00%	1.62%
Travel and Conference	3,004,122	0.61%	0.03%
Office Occupancy	20,184,281	4.08%	0.21%
General Operations	50,685,002	10.23%	0.54%
Education and Promotion	12,033,607	2.43%	0.13%
Loan Servicing	30,968,790	6.25%	0.33%
Professional Services	18,392,980	3.71%	0.19%
Member Insurance	20,345	0.00%	0.00%
Operating Fees	969,708	0.20%	0.01%
Other Operational Expenses	<u>8,216,239</u>	1.66%	0.09%
TOTAL ADMINISTRATIVE	298,000,033	60.16%	3.15%
Provision for Loan Loss	<u>22,118,288</u>	4.47%	0.23%
TOTAL OPERATING EXPENSES	320,118,321	64.63%	3.39%
Dividends Paid on Savings	72,376,451	14.61%	0.77%
Interest on Borrowed Funds	<u>9,533,033</u>	1.92%	0.10%
TOTAL COST OF FUNDS	81,909,484	16.54%	0.87%
TOTAL EXPENSES	402,027,805	81.17%	4.25%
NET OPERATING INCOME	93,282,357	18.83%	0.99%
NON-OPERATING GAIN/LOSS	<u>949,822</u>	0.19%	0.01%
NET INCOME	94,232,179	19.02%	1.00%

*Small statistical errors may exist due to rounding.
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**COMPARISON STATEMENTS OF INCOME
FOR WISCONSIN CREDIT UNIONS
FOR THE PERIODS ENDING MARCH 31, 2019 AND MARCH 31, 2018**

	2019	% OF AVERAGE	2018	% OF AVERAGE
	<u>AMOUNT</u>	<u>ASSETS</u>	<u>AMOUNT</u>	<u>ASSETS</u>
INCOME				
Interest on Loans	351,118,400	3.71%	299,260,747	3.45%
Less: Interest Refunds	<u>313,074</u>	<u>0.00%</u>	<u>303,062</u>	<u>0.00%</u>
Net Interest Income	350,805,326	3.71%	298,957,685	3.44%
Income on Investments	31,224,803	0.33%	19,355,727	0.22%
Other Income	<u>113,280,033</u>	<u>1.20%</u>	<u>121,326,160</u>	<u>1.40%</u>
TOTAL OPERATING INCOME	495,310,162	5.24%	439,639,572	5.06%
ADMINISTRATIVE EXPENSES				
Employee Costs	153,524,959	1.62%	139,846,541	1.61%
Travel and Conference	3,004,122	0.03%	2,882,677	0.03%
Office Occupancy	20,184,281	0.21%	18,088,508	0.21%
General Operations	50,685,002	0.54%	47,137,572	0.54%
Education and Promotion	12,033,607	0.13%	10,362,794	0.12%
Loan Servicing	30,968,790	0.33%	26,612,008	0.31%
Professional Services	18,392,980	0.19%	17,546,305	0.20%
Member Insurance	20,345	0.00%	-138,290	0.00%
Operating Fees	969,708	0.01%	975,816	0.01%
Other Operational Expenses	<u>8,216,239</u>	<u>0.09%</u>	<u>6,728,063</u>	<u>0.08%</u>
TOTAL ADMINISTRATIVE	298,000,033	3.15%	270,041,994	3.11%
Provision for Loan Loss	<u>22,118,288</u>	<u>0.23%</u>	<u>19,254,246</u>	<u>0.22%</u>
TOTAL OPERATING EXPENSES	320,118,321	3.39%	289,296,240	3.33%
COST OF ACQUISITION OF FUNDS				
Dividends Paid on Savings	72,376,451	0.77%	42,919,730	0.49%
Interest on Borrowed Funds	<u>9,533,033</u>	<u>0.10%</u>	<u>5,527,009</u>	<u>0.06%</u>
TOTAL COST OF FUNDS	<u>81,909,484</u>	<u>0.87%</u>	<u>48,446,739</u>	<u>0.56%</u>
TOTAL EXPENSES	402,027,805	4.25%	337,742,979	3.89%
NET OPERATING INCOME	93,282,357	0.99%	101,896,593	1.17%
NON-OPERATING GAIN/LOSS	<u>949,822</u>	<u>0.01%</u>	<u>1,499,934</u>	<u>0.02%</u>
NET INCOME	94,232,179	1.00%	103,396,527	1.19%

**SIGNIFICANT OPERATIONAL RATIOS
FOR ALL WISCONSIN CREDIT UNIONS
2014-2019**

	2014	2015	2016	2017	2018	2019
Number of Credit Unions	160	150	143	129	125	123
<u>CAPITAL ADEQUACY</u>						
Net Worth/Total Assets	10.88%	10.97%	11.08%	11.28%	11.49%	11.25%
Total Delinquency/Net Worth	6.83%	5.71%	5.25%	4.91%	4.89%	4.24%
Solvency Evaluation	112.68%	112.68%	112.98%	113.42%	113.60%	113.28%
Classified Assets/Net Worth	6.25%	5.26%	4.57%	4.25%	4.25%	4.18%
<u>ASSET QUALITY</u>						
Delinquent Loans/Loans	0.97%	0.81%	0.75%	0.70%	0.69%	0.60%
Net Charge Offs/Avg. Loans	0.32%	0.26%	0.25%	0.25%	0.27%	0.27%
<u>EARNINGS (to Average Assets)</u>						
Return on Average Assets	0.82%	1.02%	1.09%	1.14%	1.13%	1.00%
Net Operating Expense	2.57%	2.62%	2.60%	2.58%	2.63%	2.66%
Fixed Assets+FRA's**/Assets	2.62%	2.45%	2.31%	2.23%	2.31%	2.26%
Gross Income	4.71%	4.80%	4.89%	4.96%	5.25%	5.24%
Cost of Funds	0.41%	0.42%	0.45%	0.50%	0.68%	0.87%
Operating Exp. (less PLL)	3.18%	3.22%	3.19%	3.14%	3.18%	3.15%
Net Interest Margin	3.00%	3.00%	3.00%	3.10%	3.18%	3.18%
Provision for Loan Losses	0.20%	0.16%	0.17%	0.22%	0.26%	0.23%
<u>ASSET-LIABILITY MANAGEMENT</u>						
Net Long Term Assets/Assets	33.34%	33.89%	33.41%	34.51%	34.38%	33.26%
Shares/Savings+Borrowings	29.34%	30.70%	31.63%	31.98%	30.28%	30.63%
Loans/Savings	89.47%	89.85%	91.21%	94.94%	97.65%	93.58%
Loans/Assets	76.90%	77.10%	77.59%	79.66%	81.95%	78.97%
Cash + ST Invest./Assets	9.84%	10.69%	10.85%	9.16%	9.01%	12.15%
<u>OTHER RATIOS</u>						
Share Growth	7.15%	9.22%	8.40%	7.11%	8.38%	19.80%
Net Worth Growth	9.84%	10.24%	10.47%	10.53%	10.36%	8.75%
Loan Growth	11.17%	9.68%	10.01%	11.49%	11.48%	2.30%
Asset Growth	7.39%	9.39%	9.35%	8.60%	8.36%	17.47%
Investments/Assets	12.90%	11.80%	10.54%	9.42%	7.87%	7.43%
Employee Cost/Gross Inc.	35.04%	35.04%	34.34%	32.76%	31.18%	31.00%
Employee Cost/ Avg. Assets	1.65%	1.68%	1.68%	1.63%	1.64%	1.62%
Average Loan Balance	\$12,156	\$12,577	\$13,079	\$14,104	\$14,829	\$14,876
Average Savings Balance	\$4,585	\$4,786	\$4,900	\$4,997	\$5,138	\$5,317

**Foreclosed and Repossessed Assets

**SIGNIFICANT OPERATIONAL RATIOS
FOR THE PERIOD ENDING MARCH 31, 2019**

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	9	13	40	19	27	15	123
CAPITAL ADEQUACY							
Net Worth/Total Assets	20.01%	16.81%	13.29%	11.47%	11.35%	11.13%	11.25%
Net Worth/PCA Optional Total Assets	20.01%	16.84%	13.30%	11.49%	11.38%	11.13%	11.25%
Total Delinquency/Net Worth	1.85%	4.75%	3.42%	2.91%	3.85%	4.41%	4.24%
Solvency Evaluation	125.10%	120.35%	115.45%	112.92%	113.03%	113.25%	113.28%
Classified Assets/Net Worth	4.23%	3.85%	3.82%	3.85%	3.33%	4.38%	4.18%
ASSET QUALITY							
Delinquent Loans/Loans	0.54%	1.21%	0.70%	0.50%	0.58%	0.61%	0.60%
Net Charge Offs/Avg. Loans	0.34%	0.38%	0.19%	0.16%	0.22%	0.29%	0.27%
Fair Value/Book Value for HTM	N/A	91.63%	99.19%	97.43%	99.44%	99.68%	99.35%
Accumulated Unrealized Gains or Losses on AFS/Cost of AFS	N/A	N/A	-1.05%	-1.00%	-0.74%	-0.66%	-0.69%
Delinquent Loans/Assets	0.37%	0.80%	0.45%	0.33%	0.44%	0.49%	0.48%
EARNINGS (to Average Assets)							
Return on Average Assets	-0.66%	0.35%	0.67%	0.57%	0.73%	1.08%	1.00%
Gross Income	3.97%	3.99%	4.64%	4.60%	4.90%	5.48%	5.24%
Yield on Average Loans	5.04%	4.69%	4.74%	4.64%	4.43%	4.64%	4.61%
Yield on Average Investments	1.57%	1.97%	2.16%	2.09%	2.17%	2.37%	2.30%
Fee & Other Op. Income	0.07%	0.24%	0.87%	0.90%	1.13%	1.24%	1.20%
Cost of Funds	0.28%	0.42%	0.34%	0.38%	0.65%	0.95%	0.87%
Net Margin	3.69%	3.57%	4.30%	4.21%	4.25%	4.41%	4.37%
Operating Exp. (less PLL)	4.51%	2.98%	3.56%	3.59%	3.41%	3.06%	3.15%
Provision for Loan Losses	0.16%	0.25%	0.09%	0.06%	0.13%	0.27%	0.23%
Net Interest Margin	3.62%	3.33%	3.43%	3.31%	3.12%	3.17%	3.18%
Operating Exp./Gross Income	113.80%	74.58%	76.78%	78.19%	69.53%	57.18%	60.16%
Fixed Assets+FRA's**/Assets	0.17%	0.65%	1.73%	2.81%	2.85%	2.14%	2.26%
Net Operating Expense	4.46%	2.81%	3.05%	3.08%	2.91%	2.58%	2.66%
ASSET-LIABILITY MANAGEMENT							
Net Long Term Assets/Assets	7.00%	3.29%	19.21%	25.39%	31.59%	34.53%	33.26%
Shares/Savings+Borrowings	77.97%	73.04%	50.58%	41.85%	35.03%	28.43%	30.63%
Loans/Savings	85.38%	79.91%	75.58%	76.77%	88.91%	96.04%	93.58%
Loans/Assets	68.07%	66.02%	64.85%	67.39%	75.85%	80.67%	78.97%
Cash + ST Investments/Assets	27.06%	23.12%	20.26%	17.22%	12.71%	11.48%	12.15%
Shares, Deposits & Borrowings/Earning Assets	80.27%	84.59%	89.89%	94.05%	93.88%	91.93%	92.23%
Shares + Drafts/Shares+Borrowings	77.97%	78.00%	68.71%	62.74%	54.66%	44.28%	47.29%
Borrowings/Shares & Net Worth	0.00%	0.17%	0.04%	0.00%	2.38%	3.73%	3.26%
OTHER RATIOS							
Net Worth Growth	-3.99%	2.08%	5.01%	5.00%	6.68%	9.54%	8.75%
Share Growth	0.78%	10.10%	14.38%	1.17%	16.34%	21.68%	19.80%
Loan Growth	7.66%	-4.94%	-1.85%	9.77%	-3.37%	3.22%	2.30%
Asset Growth	-0.71%	8.84%	12.41%	11.56%	15.37%	18.37%	17.47%
Investment Growth	-16.78%	36.10%	44.90%	-17.41%	136.65%	133.20%	115.78%
Investments/Assets	13.77%	20.47%	22.82%	17.26%	9.32%	6.01%	7.43%
Employee Cost/Gross Inc.	62.33%	39.08%	37.56%	39.70%	37.91%	29.16%	31.00%
Employee Cost/ Avg. Assets	2.47%	1.56%	1.74%	1.82%	1.86%	1.56%	1.62%
Average Loan Balance	\$7,979	\$9,457	\$11,495	\$14,196	\$17,548	\$14,628	\$14,876
Average Savings Balance	\$2,121	\$3,277	\$4,146	\$4,505	\$5,158	\$5,465	\$5,317

**Foreclosed and Repossessed Assets

Small statistical errors may exist due to rounding.

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**ANALYSIS OF INCOME AND EXPENSES TO GROSS INCOME
FOR THE PERIOD ENDING MARCH 31, 2019**

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	9	13	40	19	27	15	123
<u>OPERATING INCOME</u>							
Interest on Loans	85.64%	78.85%	67.43%	68.16%	70.06%	71.24%	70.89%
Less: Interest Refunds	0.00%	0.00%	0.00%	0.00%	0.01%	0.08%	0.06%
Income on Investments	12.66%	15.24%	13.76%	12.24%	6.85%	5.72%	6.30%
Income on Securities in Trading acct	0.00%	0.00%	0.00%	-0.02%	0.01%	0.05%	0.04%
Fee Income	1.31%	4.09%	10.96%	11.13%	10.15%	9.05%	9.32%
Other Operating Income	<u>0.38%</u>	<u>1.83%</u>	<u>7.84%</u>	<u>8.49%</u>	<u>12.94%</u>	<u>14.02%</u>	<u>13.51%</u>
TOTAL INCOME	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
<u>OPERATING EXPENSES</u>							
Employee Costs	62.33%	39.08%	37.56%	39.70%	37.91%	29.16%	31.00%
Travel and Conference	0.99%	0.76%	0.81%	0.93%	0.82%	0.55%	0.61%
Office Occupancy	3.44%	3.51%	5.51%	5.89%	5.19%	3.75%	4.08%
General Operations	24.26%	15.62%	13.49%	14.92%	12.97%	9.43%	10.23%
Education and Promotion	5.39%	0.45%	1.92%	2.36%	2.40%	2.46%	2.43%
Loan Servicing	4.83%	1.33%	4.59%	3.89%	3.64%	6.88%	6.25%
Professional Services	4.98%	7.17%	9.75%	8.57%	4.92%	3.10%	3.71%
Member Insurance	0.08%	0.00%	0.02%	0.02%	-0.01%	0.01%	0.00%
Operating Fees	2.62%	1.32%	0.63%	0.34%	0.24%	0.17%	0.20%
Miscellaneous	<u>4.88%</u>	<u>5.34%</u>	<u>2.49%</u>	<u>1.59%</u>	<u>1.43%</u>	<u>1.67%</u>	<u>1.66%</u>
TOTAL ADMINISTRATIVE	113.80%	74.58%	76.78%	78.19%	69.53%	57.18%	60.16%
Provision for Loan Loss	<u>3.98%</u>	<u>6.14%</u>	<u>1.94%</u>	<u>1.37%</u>	<u>2.73%</u>	<u>4.98%</u>	<u>4.47%</u>
TOTAL OPERATING EXP.	117.79%	80.72%	78.72%	79.57%	72.26%	62.16%	64.63%
<u>COST OF FUNDS</u>							
Interest on Borrowed Funds	0.00%	0.12%	0.17%	0.06%	1.24%	2.18%	1.92%
Dividends on Savings	<u>7.10%</u>	<u>10.46%</u>	<u>7.10%</u>	<u>8.28%</u>	<u>12.10%</u>	<u>15.57%</u>	<u>14.61%</u>
TOTAL COST OF FUNDS	7.10%	10.59%	7.27%	8.34%	13.33%	17.75%	16.54%
<u>NET INCOME FROM OPERATIONS</u>	-24.89%	8.69%	14.01%	12.10%	14.41%	20.09%	18.83%
NON-OPERATING GAIN/LOSS	<u>8.31%</u>	<u>0.11%</u>	<u>0.49%</u>	<u>0.39%</u>	<u>0.62%</u>	<u>0.12%</u>	<u>0.19%</u>
<u>NET INCOME</u>	-16.58%	8.80%	14.50%	12.49%	15.02%	20.21%	19.02%

**ANALYSIS OF INCOME AND EXPENSES TO AVERAGE ASSETS
FOR THE PERIOD ENDING MARCH 31, 2019**

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 >\$500,000,000	TOTAL
Number of Credit Unions	9	13	40	19	27	15	123
<u>OPERATING INCOME</u>							
Interest on Loans	3.40%	3.15%	3.13%	3.13%	3.43%	3.82%	3.71%
Less: Interest Refunds	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Income on Investments	0.50%	0.61%	0.64%	0.56%	0.34%	0.31%	0.33%
Income on Securities in Trading	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Fee Income	0.05%	0.16%	0.51%	0.51%	0.50%	0.49%	0.49%
Other Operating Income	<u>0.02%</u>	<u>0.07%</u>	<u>0.36%</u>	<u>0.39%</u>	<u>0.63%</u>	<u>0.75%</u>	<u>0.71%</u>
TOTAL INCOME	3.97%	3.99%	4.64%	4.60%	4.90%	5.36%	5.24%
<u>OPERATING EXPENSES</u>							
Employee Costs	2.47%	1.56%	1.74%	1.82%	1.86%	1.56%	1.62%
Travel and Conference	0.04%	0.03%	0.04%	0.04%	0.04%	0.03%	0.03%
Office Occupancy	0.14%	0.14%	0.26%	0.27%	0.25%	0.20%	0.21%
General Operations	0.96%	0.62%	0.63%	0.69%	0.64%	0.51%	0.54%
Education and Promotion	0.21%	0.02%	0.09%	0.11%	0.12%	0.13%	0.13%
Loan Servicing	0.19%	0.05%	0.21%	0.18%	0.18%	0.37%	0.33%
Professional Services	0.20%	0.29%	0.45%	0.39%	0.24%	0.17%	0.19%
Member Insurance	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Operating Fees	0.10%	0.05%	0.03%	0.02%	0.01%	0.01%	0.01%
Miscellaneous	<u>0.19%</u>	<u>0.21%</u>	<u>0.12%</u>	<u>0.07%</u>	<u>0.07%</u>	<u>0.09%</u>	<u>0.09%</u>
TOTAL ADMINISTRATIVE	4.51%	2.98%	3.56%	3.59%	3.41%	3.06%	3.15%
Provision for Loan Loss	<u>0.16%</u>	<u>0.25%</u>	<u>0.09%</u>	<u>0.06%</u>	<u>0.13%</u>	<u>0.27%</u>	<u>0.23%</u>
TOTAL OPERATING EXP.	4.67%	3.22%	3.65%	3.66%	3.54%	3.33%	3.39%
<u>COST OF FUNDS</u>							
Interest on Borrowed Funds	0.00%	0.00%	0.01%	0.00%	0.06%	0.12%	0.10%
Dividends on Savings	<u>0.28%</u>	<u>0.42%</u>	<u>0.33%</u>	<u>0.38%</u>	<u>0.59%</u>	<u>0.83%</u>	<u>0.77%</u>
TOTAL COST OF FUNDS	0.28%	0.42%	0.34%	0.38%	0.65%	0.95%	0.87%
<u>NET INCOME FROM OPERATIONS</u>	-0.99%	0.35%	0.65%	0.56%	0.71%	1.08%	0.99%
NON-OPERATING GAIN/LOSS	<u>0.33%</u>	<u>0.00%</u>	<u>0.02%</u>	<u>0.02%</u>	<u>0.03%</u>	<u>0.01%</u>	<u>0.01%</u>
<u>NET INCOME</u>	-0.66%	0.35%	0.67%	0.57%	0.74%	1.08%	1.00%

**LOAN DELINQUENCY
PERIOD ENDING MARCH 31, 2019**

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	9	13	40	19	27	15	123
<u>Loan Delinquency Ratios</u>							
2 - 6 Months Delinquent	0.30%	0.60%	0.43%	0.37%	0.38%	0.39%	0.39%
6 - 12 Months Delinquent	0.06%	0.27%	0.20%	0.10%	0.13%	0.13%	0.13%
Over 12 Months Delinquent	<u>0.18%</u>	<u>0.34%</u>	<u>0.08%</u>	<u>0.03%</u>	<u>0.07%</u>	<u>0.08%</u>	<u>0.08%</u>
Total Delinquent Loans	0.54%	1.21%	0.70%	0.50%	0.58%	0.61%	0.60%
<u>Loan Loss Ratio</u>	0.34%	0.38%	0.19%	0.16%	0.22%	0.29%	0.27%

**ANALYSIS OF LOANS BY TYPE
PERIOD ENDING MARCH 31, 2019**

Number of Credit Unions	9	13	40	19	27	15	123
<u>Loan Types</u>							
Unsecured Credit Card Loans	0.56%	0.67%	2.64%	1.90%	1.70%	3.59%	3.23%
Non-Federally Guaranteed Student Loans	0.00%	0.00%	0.53%	0.19%	0.14%	1.48%	1.22%
All Other Unsecured Loans/Lines of Credit	7.66%	9.46%	3.46%	2.28%	1.77%	3.06%	2.87%
New Vehicle Loans	23.71%	19.61%	10.71%	6.56%	7.24%	6.16%	6.46%
Used Vehicle Loans	47.31%	49.69%	32.07%	25.11%	22.89%	20.04%	20.94%
Leases Receivable	0.00%	0.00%	0.00%	0.00%	0.00%	0.19%	0.15%
All Other Secured Non-Real Estate Loans/LOC	9.10%	9.92%	5.29%	6.17%	6.72%	6.86%	6.79%
Secured by 1st Lien 1-4 Family Residential Properties	9.98%	6.90%	37.14%	47.63%	45.88%	36.51%	38.22%
Secured by Junior Lien 1-4 Family Residential	1.68%	3.62%	5.32%	4.98%	5.54%	7.44%	7.02%
All Other Real Estate/Lines of Credit	0.00%	0.03%	0.99%	0.34%	1.13%	0.37%	0.50%
Commercial Loans/LOC Real Estate Secured	0.00%	0.00%	1.60%	4.36%	5.71%	13.29%	11.60%
Commercial Loans/LOC Not Real Estate Secured	<u>0.00%</u>	<u>0.11%</u>	<u>0.24%</u>	<u>0.47%</u>	<u>1.28%</u>	<u>1.01%</u>	<u>1.02%</u>
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%	2.15%	2.42%	6.22%	3.77%	4.05%
First Mortgage - Fixed - 15 yrs. Or less	0.00%	2.12%	13.99%	13.11%	11.08%	9.87%	10.23%
First Mortgage - Balloon/Hybrid - > 5 yrs.	6.94%	0.00%	4.68%	6.39%	7.04%	12.74%	11.49%
First Mortgage - Balloon/Hybrid - 5 yrs. Or less	3.03%	3.34%	8.51%	14.40%	11.15%	15.52%	14.66%
First Mortgage - Other Fixed Rate	0.00%	0.00%	0.39%	0.29%	0.65%	0.28%	0.34%
First Mortgage - Adjustable - 1 year or less	0.00%	0.00%	0.57%	2.73%	2.87%	2.02%	2.13%
First Mortgage - Adjustable - > 1 year	0.00%	0.00%	8.31%	12.43%	12.28%	5.17%	6.52%
Other - Closed End Fixed	1.68%	1.16%	2.76%	2.52%	2.10%	1.68%	1.79%
Other - Closed End Adjustable	0.00%	0.15%	0.73%	0.72%	0.73%	0.71%	0.71%
Other - Open End Adjustable	0.00%	3.77%	2.96%	2.13%	4.00%	5.84%	5.38%
Other - Open-End Fixed	0.00%	0.00%	0.00%	0.16%	0.15%	0.03%	0.05%
Other	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Total Real Estate (As a percent of loans)	11.66%	10.54%	45.05%	57.31%	58.27%	57.61%	57.33%
Total Real Estate (As a percent of assets)	7.94%	6.96%	29.21%	38.62%	44.20%	46.47%	45.28%

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

Small statistical errors may exist due to rounding.

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**ANALYSIS OF SAVINGS BY TYPE
PERIOD ENDING MARCH 31, 2019**

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	\$500,000,001- \$500,000,000	>\$500,000,000	TOTAL
Number of Credit Unions	9	13	40	19	27	15	123
Share Drafts	1.72%	4.97%	18.13%	20.89%	20.16%	16.51%	17.27%
Regular Shares	77.97%	73.19%	50.60%	41.85%	35.98%	29.63%	31.76%
Money Market Shares	4.48%	0.00%	13.00%	14.85%	18.39%	22.61%	21.34%
Share Certificates	15.81%	20.18%	11.24%	14.25%	17.40%	23.22%	21.62%
IRA Accounts	0.00%	1.07%	4.60%	7.23%	6.03%	5.87%	5.90%
All Other Shares	<u>0.01%</u>	<u>0.59%</u>	<u>2.42%</u>	<u>0.93%</u>	<u>2.04%</u>	<u>2.16%</u>	<u>2.10%</u>
Total Shares	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

**ANALYSIS OF INVESTMENTS BY TYPE
PERIOD ENDING MARCH 31, 2019**

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	\$500,000,001- \$500,000,000	>\$500,000,000	TOTAL
Number of Credit Unions	9	13	40	19	27	15	123
Trading Securities	0.00%	0.00%	0.00%	0.00%	0.00%	0.07%	0.04%
Available for Sale Securities	0.00%	0.00%	4.66%	28.96%	24.55%	49.69%	38.95%
Held-to-Maturity Securities	0.00%	0.31%	18.72%	4.07%	13.87%	3.20%	6.67%
Equity Securities	0.00%	0.00%	0.00%	0.00%	0.54%	0.07%	0.15%
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%	0.00%	0.00%	4.73%	19.44%	13.18%
Held-to-Maturity Debt Securities	0.00%	0.00%	0.00%	0.00%	1.04%	0.00%	0.20%
Commercial Banks, S&L's, and Mutual Savings Banks	27.20%	50.35%	46.38%	41.04%	28.47%	8.18%	18.38%
Credit Unions	33.75%	21.79%	11.18%	11.26%	5.13%	1.12%	3.72%
Corporate Credit Unions	39.05%	27.54%	16.23%	10.20%	15.94%	13.49%	13.99%
Other Investments	<u>0.00%</u>	<u>0.00%</u>	<u>2.82%</u>	<u>4.46%</u>	<u>5.72%</u>	<u>4.74%</u>	<u>4.72%</u>
Total Investments	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%