

Sample CU
Period Ending: 6/30/2020

ENDING MONTH ASSET/FUND MIXES :	Dec-2017	Dec-2018	Dec-2019	Jun-2020	\$50-100 PEER
LOANS TO ASSETS MIX	43.8%	46.8%	51.0%	47.4%	52.3%
LOANS TO SHARES MIX	51.7%	56.4%	61.4%	56.5%	59.8%
CORE INVESTMENT MIX	52.9%	46.4%	42.8%	46.9%	41.8%
SURPLUS CASH MIX	-0.8%	-0.9%	-1.0%	-1.0%	-1.4%
EARNING ASSET MIX	95.9%	92.3%	92.8%	93.3%	92.9%
NP/Non-MEM.DEP.MIX	0.0%	0.7%	0.5%	0.5%	1.1%
SHR.CERTIFICATE MIX	26.3%	24.0%	23.7%	23.0%	11.8%
IRA/KEOGH MIX	7.6%	6.9%	6.8%	6.6%	4.5%
MONEY MKT.SHR.MIX	0.0%	0.0%	0.0%	0.0%	9.1%
SHARE DRAFT MIX	12.2%	13.7%	13.4%	14.3%	16.8%
REGULAR SHARE MIX	38.5%	37.7%	38.6%	39.7%	44.6%
TOTAL FUNDS MIX	84.6%	83.0%	83.0%	84.0%	87.9%
PROFITABILITY/ROA :	Dec-2017	Dec-2018	Dec-2019	Jun-2020	PEER
LOAN YIELD	10.61%	10.67%	10.75%	10.80%	4.97%
INVESTMENT YIELD	1.58%	1.75%	2.02%	1.78%	1.54%
EARN.ASSET YIELD	5.65%	6.06%	6.66%	6.56%	3.62%
AVERAGE FUNDS COST	0.61%	0.63%	0.72%	0.82%	0.49%
ASSET YIELD	5.43%	5.70%	6.16%	6.11%	3.36%
COST OF FUNDS	-0.52%	-0.53%	-0.60%	-0.68%	-0.48%
GROSS SPREAD	4.91%	5.17%	5.56%	5.42%	2.93%
NET OPER. EXPENSE	-3.86%	-4.14%	-4.68%	-4.66%	-2.79%
OTHER OPER. INCOME	1.48%	1.62%	1.81%	1.49%	0.46%
OPERATING ROA	2.52%	2.64%	2.69%	2.24%	0.59%
INTEREST REFUNDS	0.00%	0.00%	0.00%	0.00%	0.00%
NON-OPER. INCOME	0.01%	-0.10%	0.00%	0.00%	0.03%
PROVISION EXPENSE	-1.09%	-1.10%	-1.21%	-1.28%	-0.22%
Net ROA	1.44%	1.44%	1.48%	0.96%	0.40%
# FTEs/\$MM LNs&SDs	0.56	0.54	0.53	0.51	0.37
\$M S&F/FTE EMPLOYEE	\$70.9	\$73.8	\$74.6	\$74.2	\$61.6
\$M S&F/\$MM LNs&SDs	\$39.6	\$39.8	\$39.4	\$38.1	\$23.0
N.OPER.EXP./LNs&SDs	4.33%	4.34%	4.59%	5.04%	3.26%
T.FEE&OTH.OPER.INC./LNs&SDs	3.10%	3.18%	3.30%	2.66%	1.49%
SOLVENCY/LIQUIDITY :	Dec-2017	Dec-2018	Dec-2019	Jun-2020	PEER
TOTAL CAPITAL/TAs	14.36%	15.24%	15.64%	14.95%	11.72%
NET WORTH/TAs	14.66%	15.89%	16.57%	15.74%	11.49%
NET CAPITAL/TAs	11.99%	12.79%	13.83%	12.56%	10.33%
DEL.LNs & OREO/T.CAP	6.06%	9.86%	7.74%	3.23%	3.70%
FIXED & OREO/TAs	1.54%	5.04%	4.57%	4.01%	2.30%
CLASSIFIED/TAs	2.39%	2.48%	2.41%	2.62%	1.50%
DELINQUENCY RATIO	1.77%	3.10%	2.45%	0.99%	0.75%
NCOs/AVG. LOANS	2.24%	2.21%	2.19%	2.27%	0.39%
LIQUIDITY RATIO	87.0%	91.1%	88.1%	85.6%	76.8%
REPRICEABLE GAP/TAs	-3.0%	-4.3%	0.6%	2.5%	9.6%
OPERATIONAL :					
EFFICIENCY RATIO	74.1%	74.0%	76.9%	83.5%	90.2%
RETURN OF THE MEMBER	44.6%	71.2%	51.4%	54.2%	
CU PERFORMANCE PROFILE	1	2	1	1	

Loan mix declined as shares grew faster than loans

30.1% in traditionally higher cost of funds. Although a good percentage of shares in lower cost of funds

Slight decline in spread as investments increased and rates declined.

A decline in other operating income lowered Net ROA.

Decline in fee income although remains above peer.

Very well capitalized. Decline due to share growth

Combined loan quality improved

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(Amounts in \$1000)

ANALYSIS MONTH & YR. ASSETS and FUNDS :	Dec-2017	Dec-2018	Dec-2019	Jun-2020	% Chg
GROSS LOANS	\$20,744	\$22,482	\$25,739	\$25,975	0.9%
CORE INVESTMENTS	25,066	22,269	21,599	25,672	18.9%
Est. SURPLUS CASH	(354)	(419)	(496)	(537)	-8.3%
EARNING ASSETS	\$45,456	\$44,332	\$46,842	\$51,110	9.1%
Est. MINIMUM CASH	1,037	1,119	1,160	1,320	13.8%
Non-RV NOTES PAYABLE	\$0	\$0	\$0	\$0	N/A
Non-MEMBER DEPOSITS	0	350	250	250	0.0%
SHARE CERTIFICATES	12,478	11,512	11,969	12,587	5.2%
IRA/KEOGH ACCOUNTS	3,619	3,320	3,435	3,587	4.4%
MONEY MARKET SHARES	0	0	0	0	N/A
SHARE DRAFTS	5,777	6,578	6,760	7,839	16.0%
REGULAR/MISC.SHARES	18,230	18,116	19,491	21,750	11.6%
Net TOTAL FUNDS	\$40,104	\$39,876	\$41,904	\$46,013	9.8%
TOTAL ASSETS	\$47,404	\$48,050	\$50,466	\$54,761	8.5%
YEAR-to-DATE INCOME & EXPENSES :	Dec-2017	Dec-2018	Dec-2019	Jun-2020	% Chg
GROSS LOAN INCOME	\$2,125	\$2,307	\$2,592	\$1,396	7.7%
INVESTMENT INCOME	394	413	442	210	-5.0%
(DIVIDENDS/INTEREST)	(242)	(253)	(295)	(180)	22.0%
Net INTEREST INCOME	\$2,276	\$2,467	\$2,740	\$1,426	4.1%
OPERATING EXPENSES	\$1,900	\$2,090	\$2,428	\$1,277	5.2%
(MEMBER FEE INCOME)	(109)	(112)	(121)	(50)	-17.4%
(OTHER OPER.INCOME)	(685)	(771)	(894)	(391)	-12.5%
Net OPER. EXPENSES	\$1,107	\$1,206	\$1,413	\$836	18.3%
Net OPERATING INCOME	\$1,169	\$1,260	\$1,327	\$590	-11.1%
Non-OPERATING INCOME	5	(50)	0	0	N/A
(PROVISION EXPENSE)	(506)	(525)	(596)	(337)	13.1%
(INTEREST REFUNDS)	0	0	0	0	N/A
Net ROA	669	686	731	253	-30.8%
DIRECT CAP. ENTRIES (UNEXP.)	(2)	(205)	74	(185)	-350.0%
CHANGE IN CAPITAL	\$667	\$481	\$805	\$69	-82.9%
CAPITAL/LN.QLTY/GAP :	Dec-2017	Dec-2018	Dec-2019	Jun-2020	% Chg
TOTAL CAPITAL	\$6,708	\$7,350	\$8,273	\$8,385	1.4%
NET WORTH	\$6,421	\$6,902	\$7,707	\$7,776	0.9%
NET CAPITAL	\$5,737	\$6,207	\$7,056	\$6,953	-1.5%
DELINQUENT LOANS	\$366	\$698	\$631	\$258	-59.1%
CLASSIFIED ASSETS	\$1,134	\$1,191	\$1,218	\$1,433	17.7%
Net CHARGE OFFS	\$449	\$478	\$527	\$294	11.6%
6-mo. REPRICEABLE GAP	(\$1,415)	(\$2,054)	\$311	\$1,354	
LOAN MATURITY-Months	25.2	25.4	27.6	26.1	

Maintained loan portfolio

Investment growth was driven by share growth. Growth probably driven by stimulus payments, tax refunds etc.

Asset growth of 8.5%

Annualized

1,672

(674)

506



Sample CU

Period Ending: 6/30/2020

SIX-MONTH REPRICEABLE GAP WORKSHEET

MO. & YEAR : Jun-2020

GAP CALCULATION and ASSUMPTIONS REPRICEABLE ASSETS/FUNDS	(\$1000)	RSFs USED	AVERAGE BALANCE
6-mo. INVESTMENTS	\$8,007	31%	N/A
SURPLUS CASH	(550)	100%	N/A
VARIABLE-RATE LNs	80	50%	N/A
FIXED-RATE LOANS	5,953	23%	N/A
NP/NMDs/SHR.CERTs	(3,225)	25%	N/A
IRA/KEOGH ACCTs	(2,690)	75%	N/A
MONEY MARKET SHRs	(0)	75%	N/A
REGULAR/MISC.SHRs	(5,438)	25%	5,346
SHARE DRAFTS	(784)	10%	4,066
REPRICEABLE GAP	\$1,354	LIQ.RATIO	85.6%
TOTAL ASSETS	\$54,761	GAP/TA RATIO	2.5%

Note: Gap ratios over (+/-) 25% imply spread volatility. Liquidity ratios over 90% imply low liquidity. RSFs - Rate Sensitivity Factors for Non-Term Deposits.

COMMENTS:

Credit union has a good liquidity position.

GAP Ratio reflects an evenly matched balance sheet with a low potential for interest rate risk.



SAMPLE CU RETURN OF THE MEMBER

Summary	Weighted Score	Rank	Out Of *	Percentile	Weight	Final Raw Score
Return to Savers	52.55	297	684	56.73 x	30.00% =	17.02
Return to Borrowers	50.43	330	659	50.08 x	35.00% =	17.53
Member Service Usage	50.08	300	684	56.29 x	35.00% =	19.70
Total ROM Score		313	684	54.39		54.24

Return to Savers	Your Value	Peer Average	Rank	Out Of *	Percentile	Weight	Weighted Score
Dividends/Income	8.79%	9.53%	319	684	53.51 x	25.00% =	13.38
Average Dividend Paid	0.78%	0.48%	107	684	84.50 x	25.00% =	21.13
Growth in Average Share Balance	11.54%	11.21%	396	684	42.25 x	15.00% =	6.34
3-Year Share Growth	4.85%	0.08%	349	683	49.12 x	20.00% =	9.82
Number of Share Accounts Per Member	1.48	1.74	599	684	12.57 x	15.00% =	1.89
Total Return to Savers					56.73		52.55

Return to Borrowers	Your Value	Peer Average	Rank	Out Of *	Percentile	Weight	Weighted Score
(Loans + Servicing Portfolio - Purchased Participations)/Shares	56.47%	59.13%	357	684	47.95 x	30.00% =	14.39
Yield on Average Loans	10.80%	4.98%	684	684	0.15 x	20.00% =	0.03
Loans Per Member	0.65	0.57	129	684	81.29 x	10.00% =	8.13
3-Year Loan Growth	9.10%	-1.81%	139	683	79.82 x	15.00% =	11.97
YTD Loan Originations Per Member	\$1,156.00	\$1,132.12	298	684	56.58 x	15.00% =	8.49
Growth in Average Consumer & RE Loan Balance	7.57%	-6.85%	177	684	74.27 x	10.00% =	7.43
Total Return to Borrowers					50.08		50.43

Member Service Usage	Your Value	Peer Average	Rank	Out Of *	Percentile	Weight	Weighted Score
Share Draft Penetration	29.82%	48.47%	631	680	7.35 x	20.00% =	1.47
Auto Loan Penetration	35.82%	24.66%	39	684	94.44 x	15.00% =	14.17
Credit Card Penetration	9.33%	11.77%	428	587	27.26 x	15.00% =	4.09
1st Mortgage Penetration	0.07%	2.30%	629	647	2.94 x	15.00% =	0.44
3-Year Member Growth	3.32%	-4.23%	105	682	84.75 x	15.00% =	12.71
Fee Income Per Member	\$9.33	\$32.05	66	683	90.34 x	10.00% =	9.03
Total Income Per \$ Salaries & Benefits	\$3.24	\$2.68	126	682	81.70 x	10.00% =	8.17
Total Member Service Usage					56.29		50.08

* Out-of figures may be reduced due to missing and tied values.



SAMPLE CU CREDIT UNION PERFORMANCE PROFILE

Summary for Credit Union

Description	2019	2020	Peer Avg	Score	Summary
I. Capital Adequacy (24% of Total Score)					
1. Reserves & Undivided Earnings/Net Assets	16.16	15.31	11.89	1	<i>Good Capital Position</i>
2. Increase/Decrease in Capital Ratio	1.54	-0.85	-0.41	2	
3. Reserves+Allow for Loss+Undiv. Earnings/Loans	36.01	35.53	22.37	1	<i>Well Reserved</i>
4. Solvency Indicator	119.49	118.14	113.70	1	
5. Delinquent Loans/Allow For Los+Reg Reserve	55.99	22.82	15.54	2	
				Average Score	1.40
II. Asset Quality (25% of Total Score)					
6. Delinquent Loans/Prior Year Loans	2.88	1.09	0.68	3	
7. % Change in Delinquent Loans	124.96	-57.64	-15.66	1	<i>Improved Delinquencies</i>
8. Net Charge-Offs/Prior Year Delinquent Loans	90.59	48.13	22.93	3	
9. Oper Income (Plus Prov Expense)/Delinquent Lns	630.60	1584.53	1125.12	2	
10. Earning Assets/All Shares & Funding Liabilities	113.23	112.28	107.35	1	
				Average Score	2.00
III. Earnings & Operating Efficiency (28% of Total Score)					
11. Operating Expenses/Total Income	61.32	62.38	76.86	1	
12. Net Operating Inc (Plus Prov Exp)/Total Inc	31.67	28.83	13.46	1	
13. Net Charge-Offs/Net Oper. Income	40.28	49.75	35.00	2	
14. Return on Average Net Assets	1.27	0.97	0.40	1	
15. Net Income/Total Expenses	26.34	19.84	11.76	1	
				Average Score	1.20
IV. Liquidity (23% of Total Score)					
16. Annual Share Growth	-1.39	13.73	0.62	2	
17. Liquid Funds Ratio/Loans-to-Savings Ratio	26.12	28.48	33.84	2	
18. Net Liquid Funds/Short Term Savings	25.85	28.22	31.31	2	
19. % Loans Maturing < 1 Year	51.79	46.61	49.22	1	
20. Assets > 1 Year / Net Assets	70.30	69.67	57.55	3	
				Average Score	2.00
Weighted Summary Score					2.04
Weighted and Curved Summary Score					1