



# 1Q 2016

## Utah Credit Union Performance Summary



Utah Credit Union Association

# 1st Quarter 2016

## Utah Credit Union

### Performance Summary

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## Key Performance Comparisons as of March 31, 2016

	US CUs	UT CUs	UT as % of Industry
Number of CUs	6,080	70	1.15%
Federal Chartered CUs	3,722	35	0.94%
State-Chartered CUs, NCUSIF insured	2,233	35	1.57%
State-Chartered CUs, ASI insured	125	0	0.00%
Total State Chartered CUs	2,358	35	1.48%
Total Members	105,018,942	2182,152	2.08%
Members, average per CU	17,272	31,173	180.48%
# of Mergers/Liquidations YTD	67	0	0.00%
Total Assets	\$1,255,880,412,769	\$21,071,706,973	1.68%
Total Loans	\$809,047,560,106	\$15,180,516,954	1.88%
Total Shares	\$1,057,109,642,660	\$18,219,943,185	1.72%
Total Capital	\$141,347,704,185	\$2,347,196,512	1.66%
Average Asset Size	\$206,559,278.42	\$301,024,385.33	145.73%

	As a % of Average Assets	
	US CUs	UT CUs
Interest Income	3.38%	3.45%
Interest Expense	0.51%	0.41%
Net Interest Margin	2.87%	3.03%
Loss Provisions	0.60%	0.78%
Operating Expenses (including stabilization expenses)	3.08%	3.50%
Non-interest income	1.25%	2.00%
ROA	0.75%	1.17%

	US CUs	UT CUs
12-month loan growth	11.22%	14.62%
12-month share growth	7.35%	10.31%
12-month capital growth	7.13%	11.56%
12-month asset growth	7.66%	12.30%
Loans/Shares	76.01%	83.17%
Net Worth/Assets	10.79%	10.83%
Capital/Assets	11.25%	11.14%
Delinquency Ratio	0.71%	0.59%
Average Loan Balance	\$13,833	\$10,761
Average Share Balance	\$10,066	\$8,350

## Executive Summary

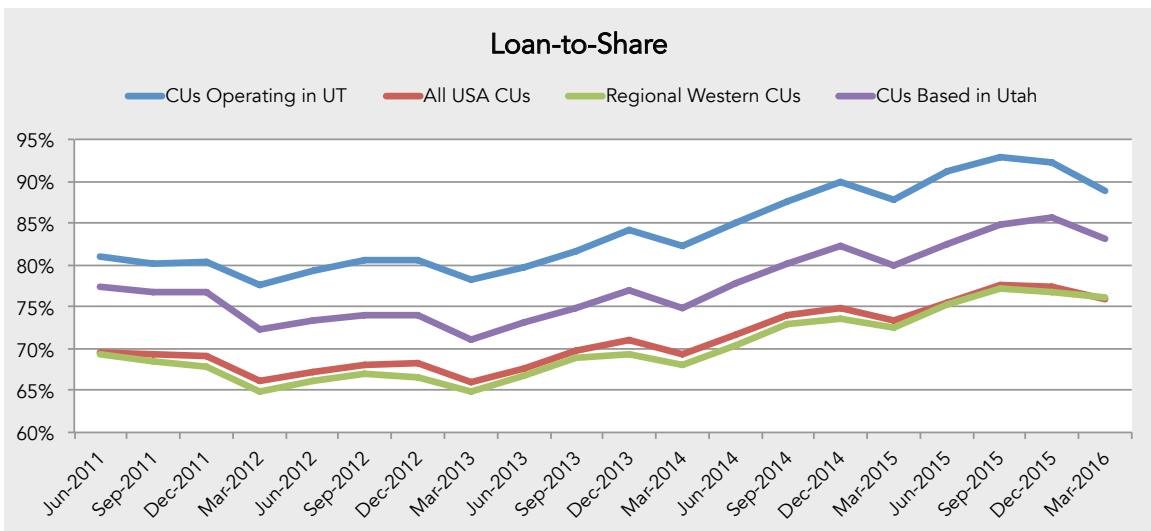
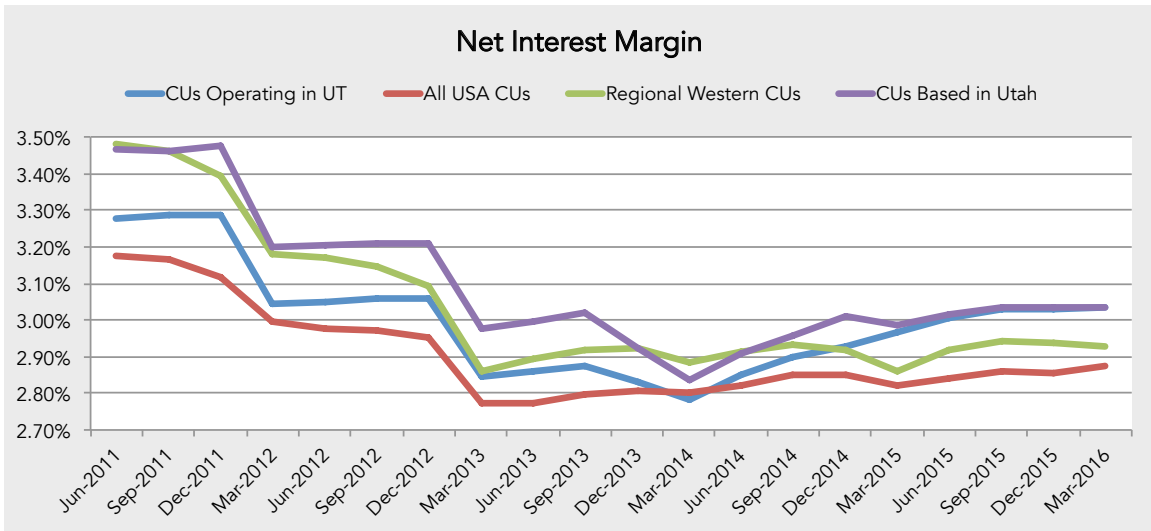
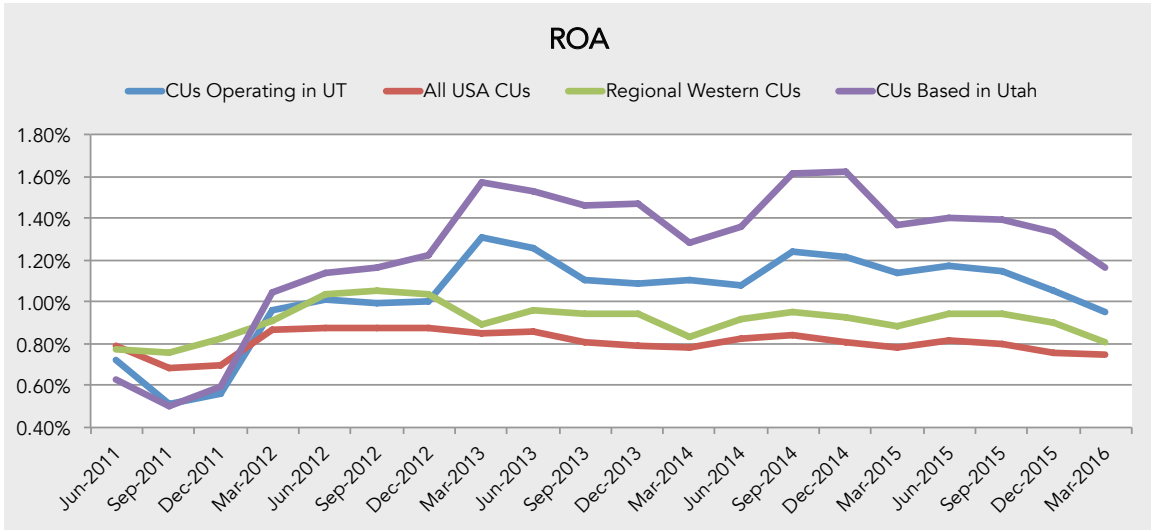
While lending at credit unions across the country remains robust, the pace of growth has leveled off, maintaining steady 11% for the past 7 quarters. During those same 7 quarters, credit unions based in Utah have averaged loan growth nearly 2.5 percentage points higher, aided by a 4 percentage points higher ratio of 15% in the first quarter of 2015.

Net Interest Margins continue to inch upward across the country (up to a whopping 2.87% in the first quarter this year, from the low of 2.77 in March 2013), with credit unions based in Utah faring only slightly better, with a net interest margin of 3.03 (up from the low of 2.84 in March 2014). Combined with higher non-interest income as a percentage of assets (2% for Utah-based CUs, as opposed to 1.25% for CUs across the country), and lower operating expenses (14 basis points), Utah-based credit unions have a higher ROA than the national average, to the tune of 22 basis points in the first quarter, and 28 basis points on average over the last 8 quarters.

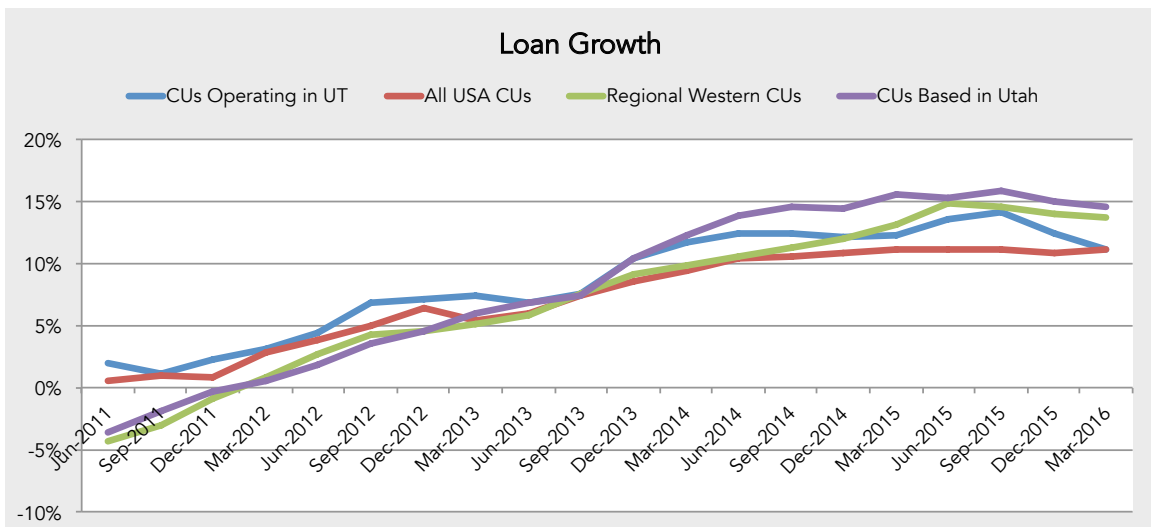
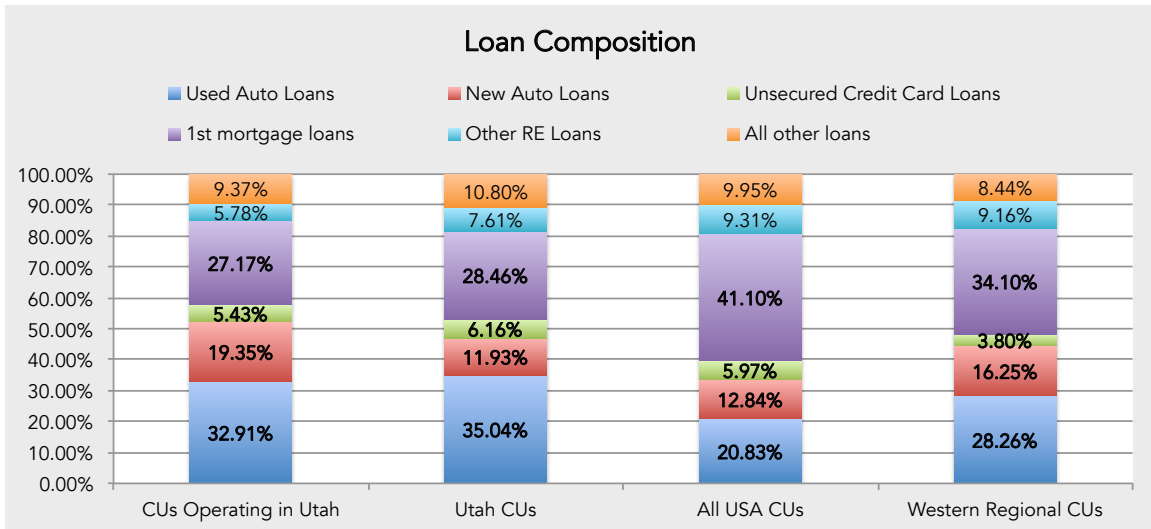
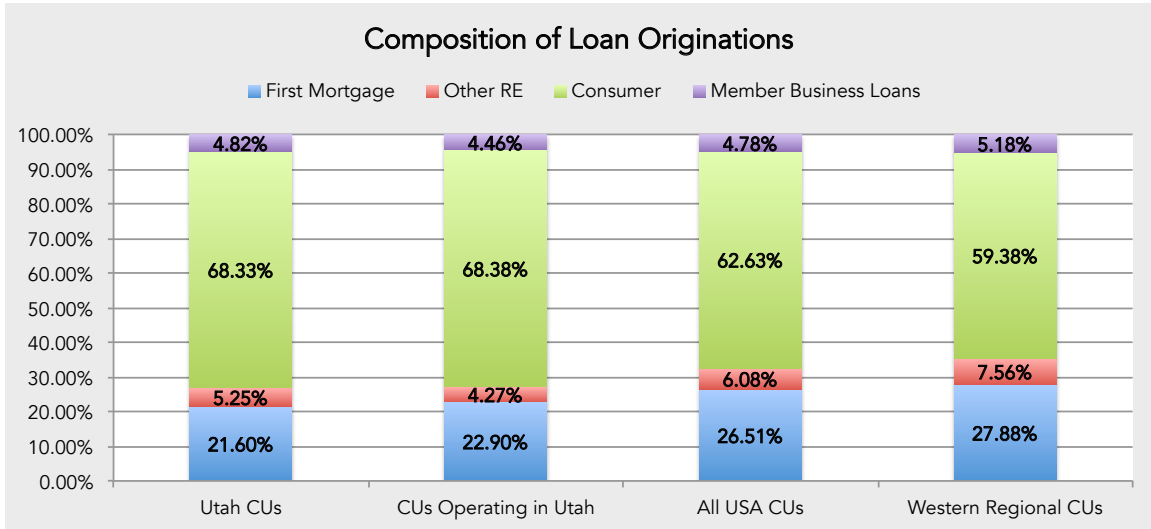
### Key Takeaways for Utah Credit Unions

- The first quarter of 2016 saw no mergers of Utah credit unions, although in the second quarter Grantsville Credit Union merged with American United Credit Union. 69 credit unions are based in Utah, with 4 based outside of Utah operating offices in the state.
- ROA at credit unions based in Utah came in at 1.17% in the first quarter, down from 1.34% in the last quarter of 2015—nevertheless, still much higher than the nationwide average of 0.75%.
- Net worth/assets at credit unions based in Utah decreased to 10.83%, from 11.09% the quarter before. The decline came primarily from the increase in assets, which grew by 12.30% in the year since March 2015. Net income during the same 12-month period decreased by 3.96%.
- Revenue at credit unions based in Utah increased 11.14% in the last 12 months. Across the nation, income increased 9%. Expenses at Utah-based credit unions increased 16.62%, with provision for loan losses making up a third of that increase.
- Loans grew 15% at credit unions based in Utah, while nationwide loans increased 11%.
- Non-interest income as a percentage of assets decreased 8 basis points in the first quarter of the year, continuing a clear seasonal trend. The declines for March of the past 5 years are:
  - 2012: 6 basis points
  - 2013: 10 basis points
  - 2014: 20 basis points
  - 2015: 1 basis point
  - 2016: 8 basis points

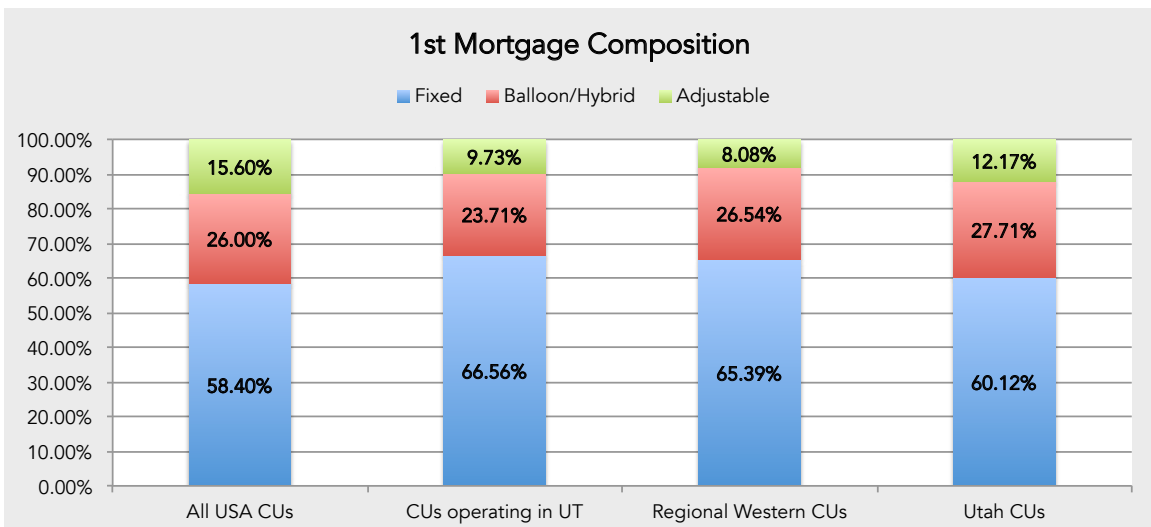
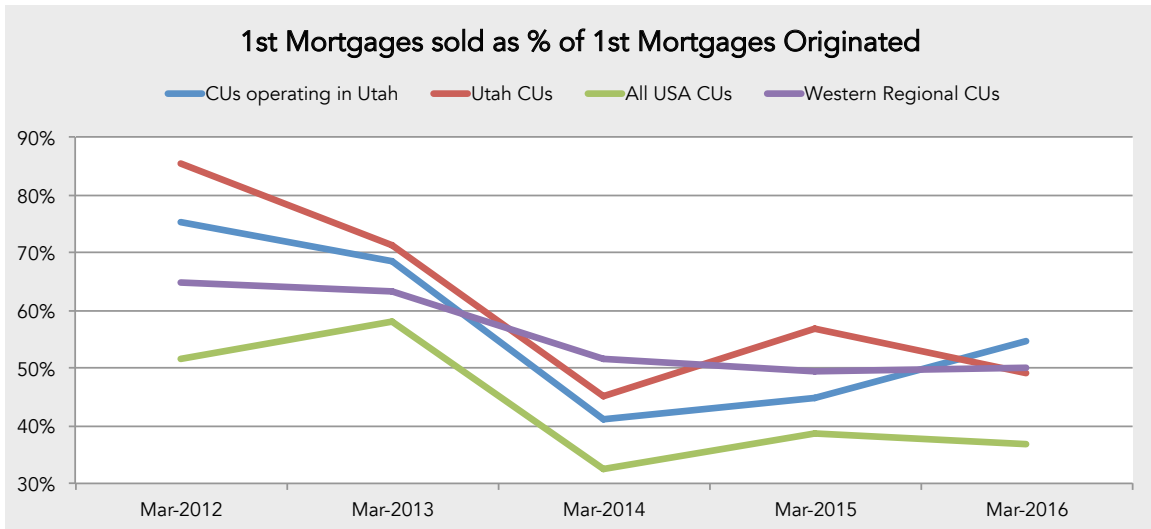
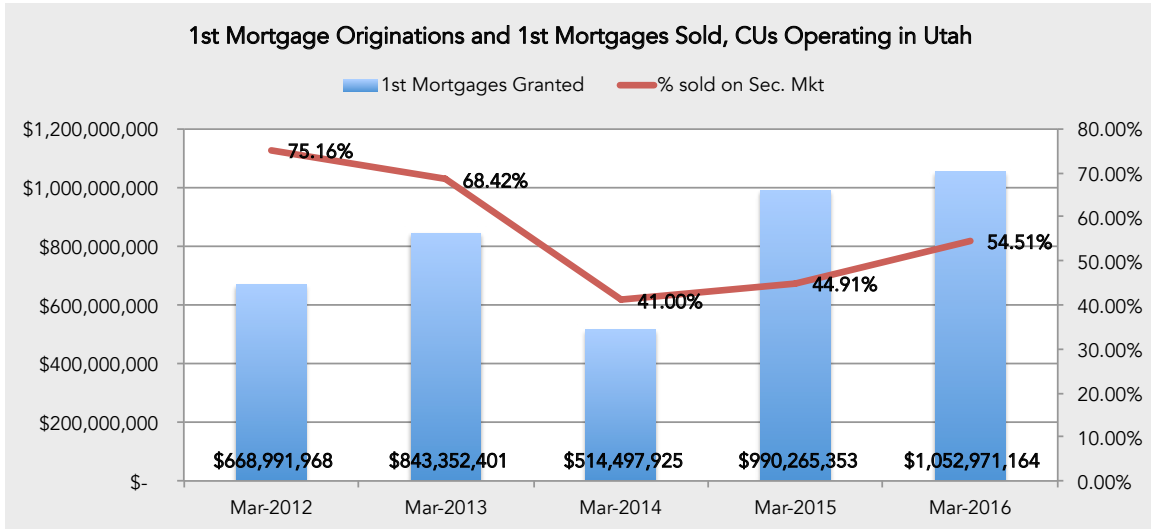
# Key Ratios as of March 31, 2016



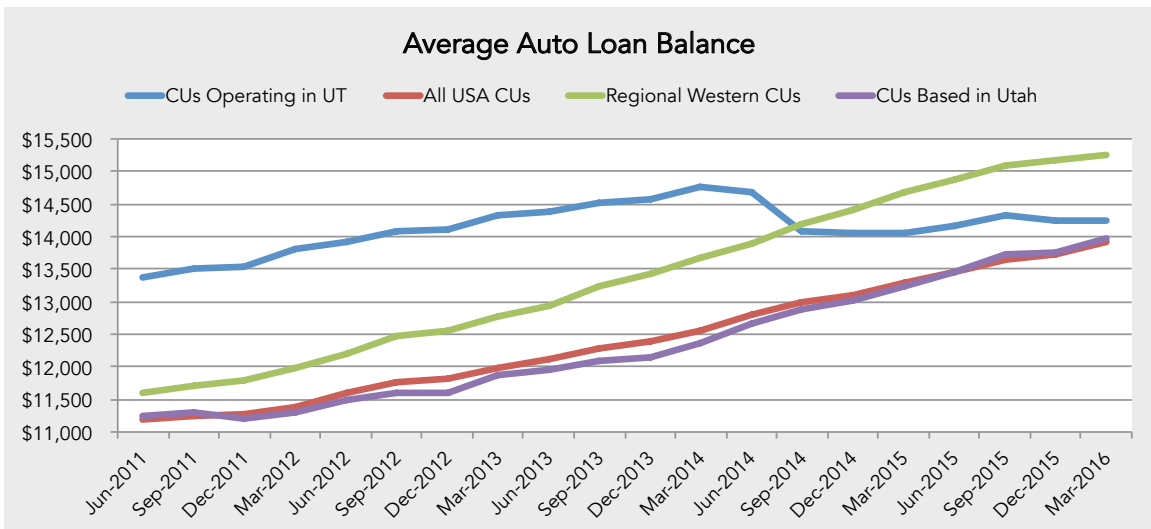
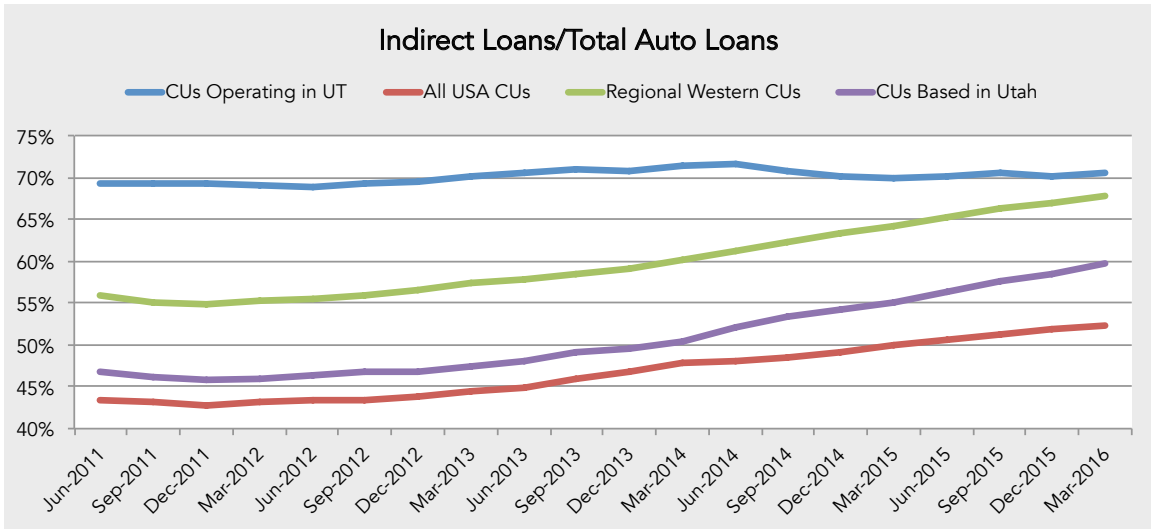
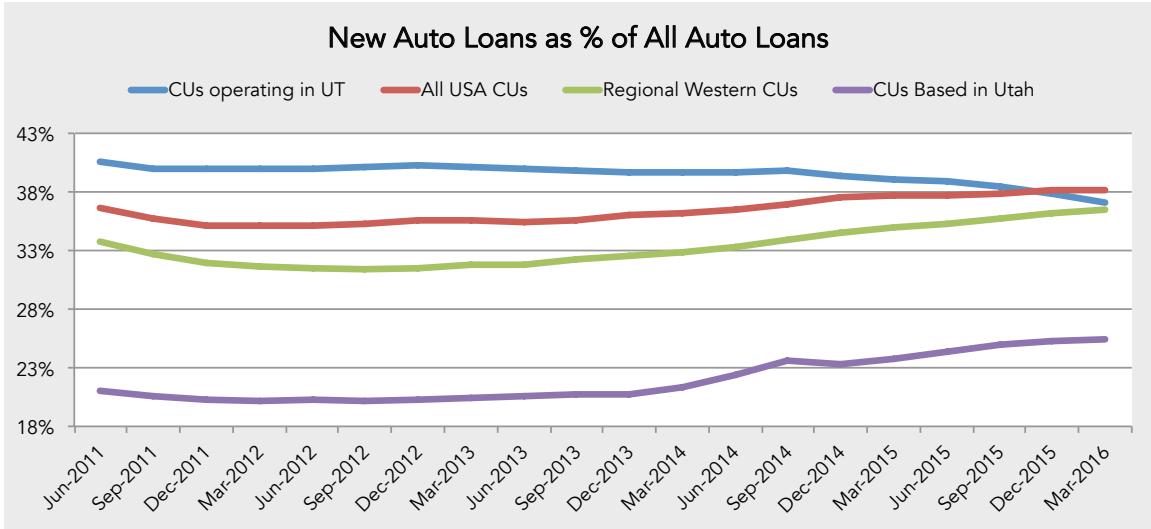
# Lending – Overview as of March 31, 2016



# Lending – Real Estate as of March 31, 2016

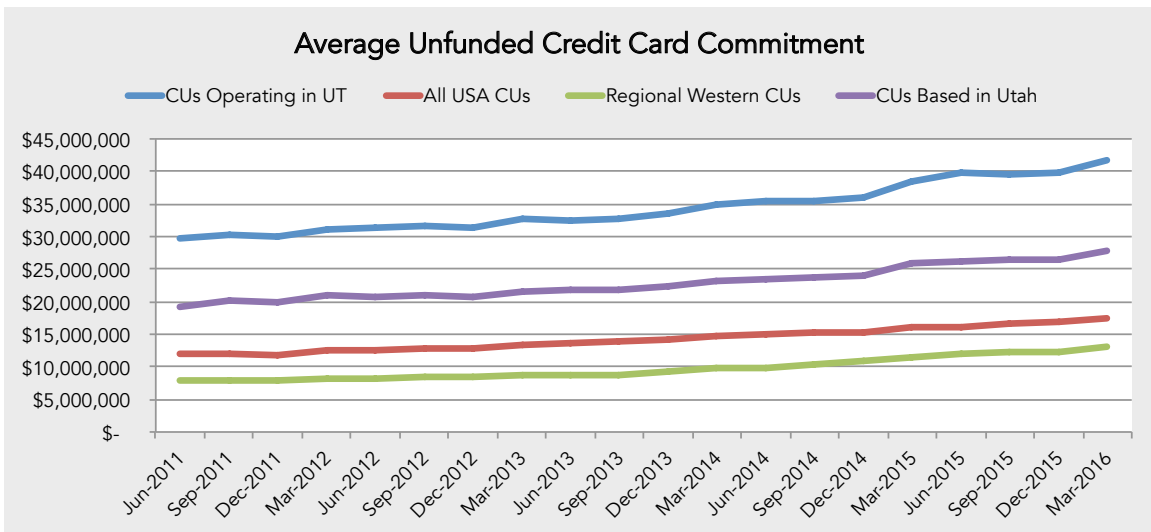
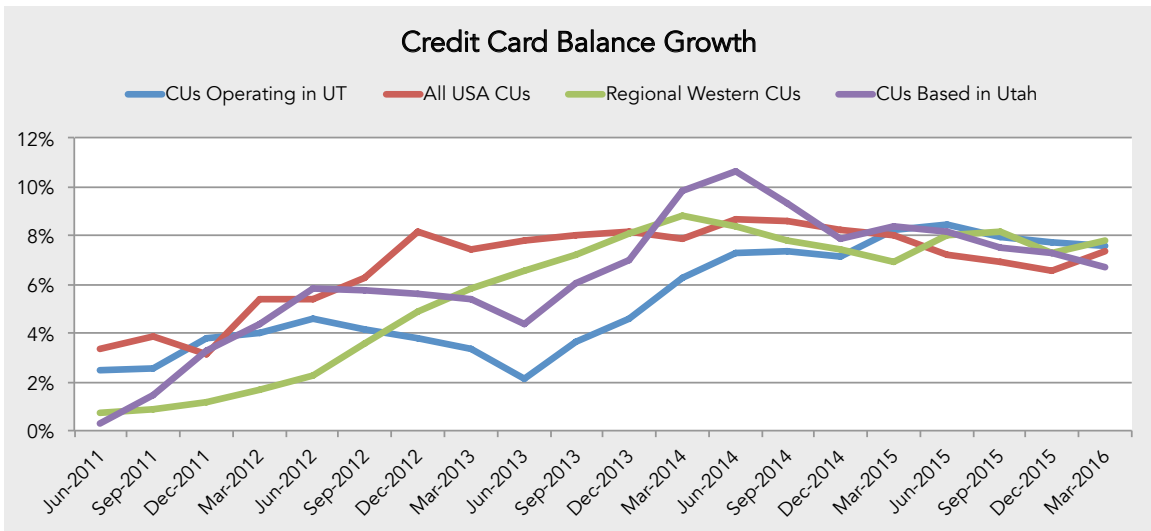
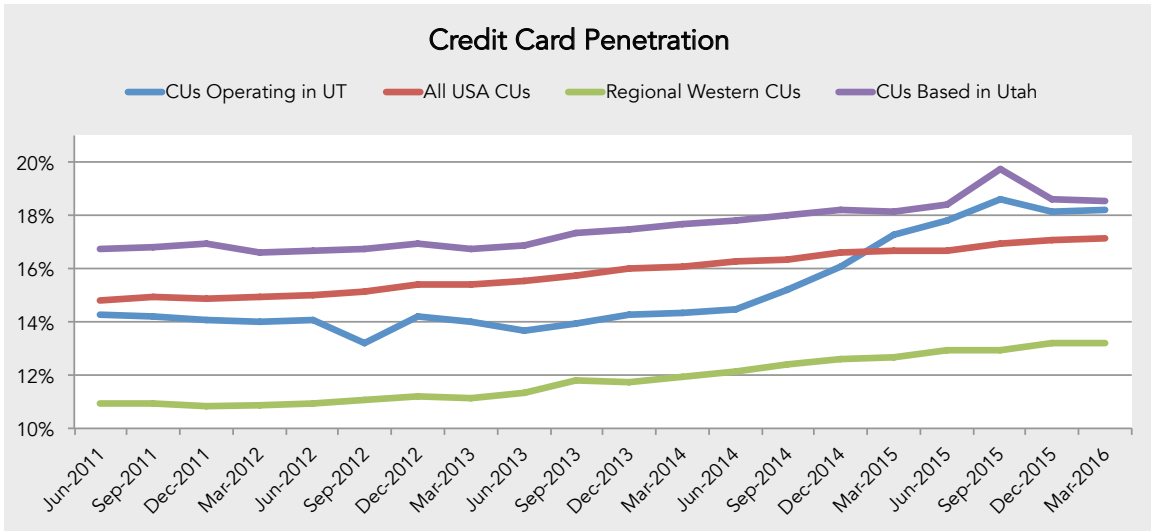


# Lending – Auto as of March 31, 2016

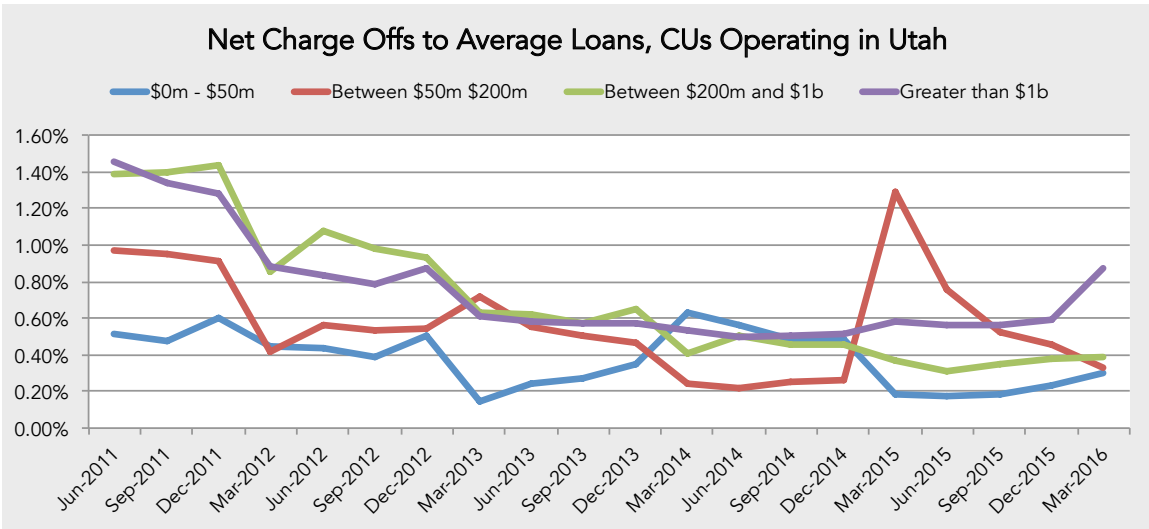
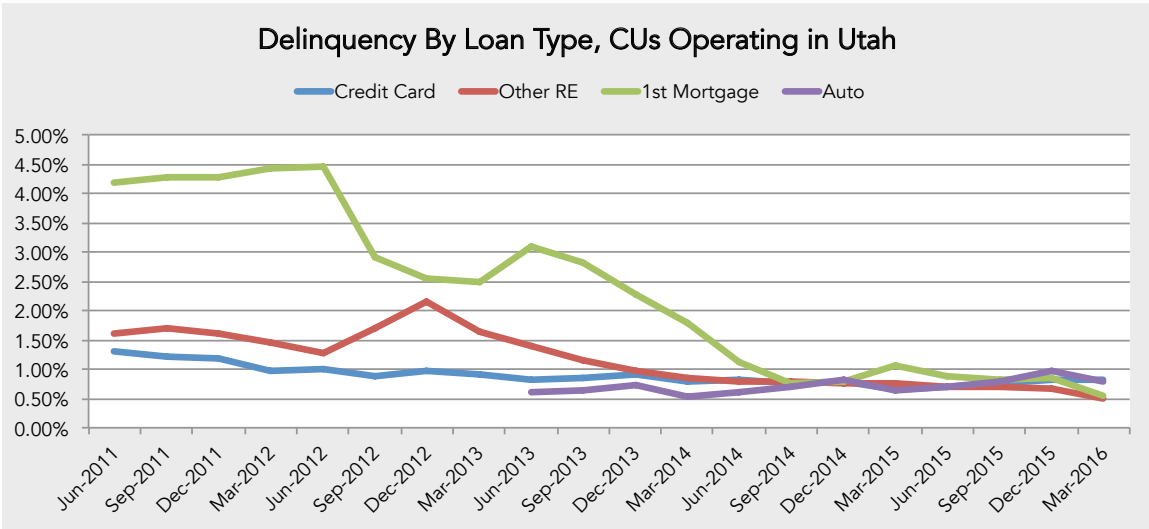
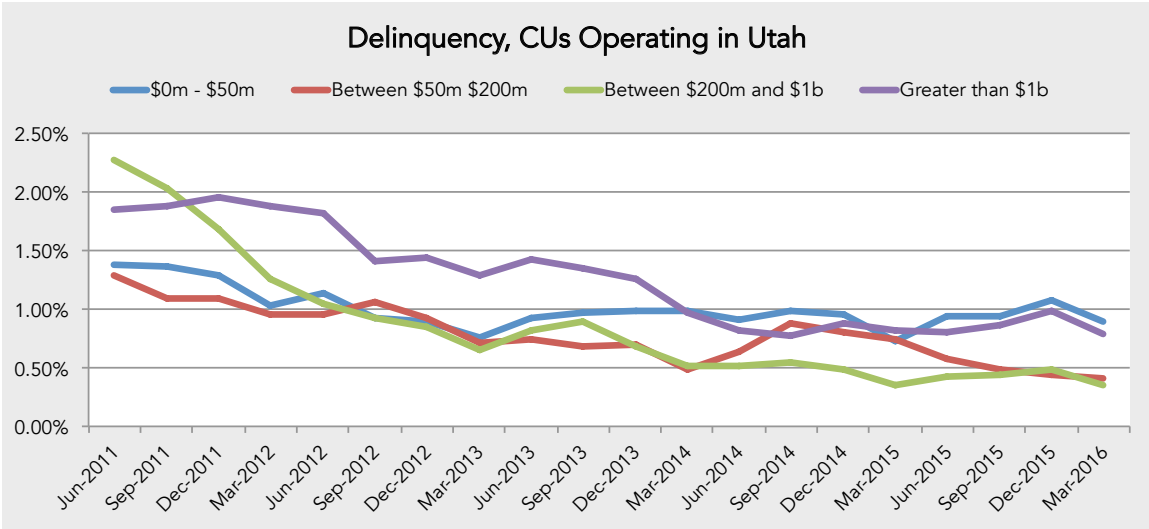




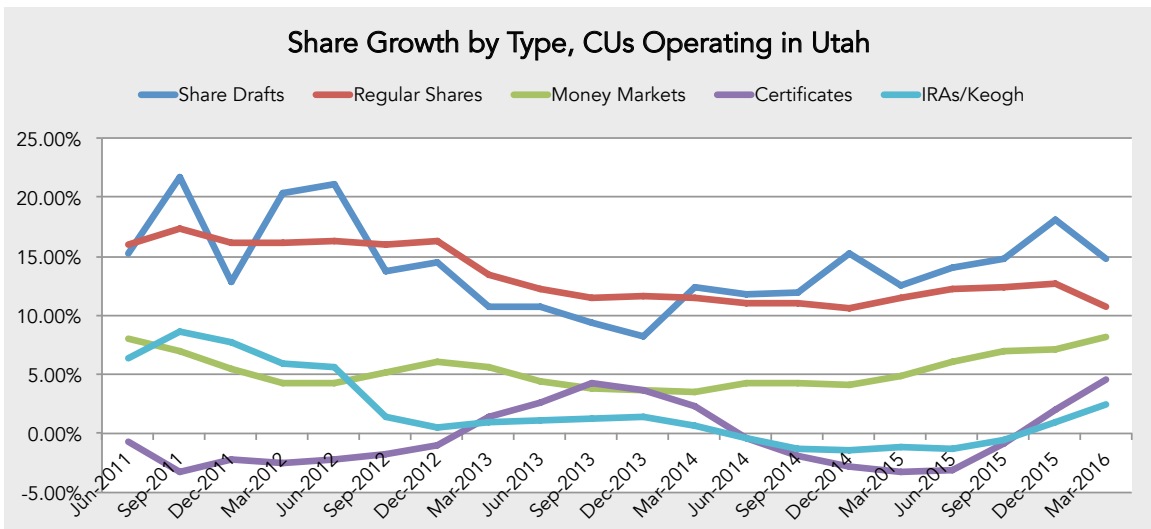
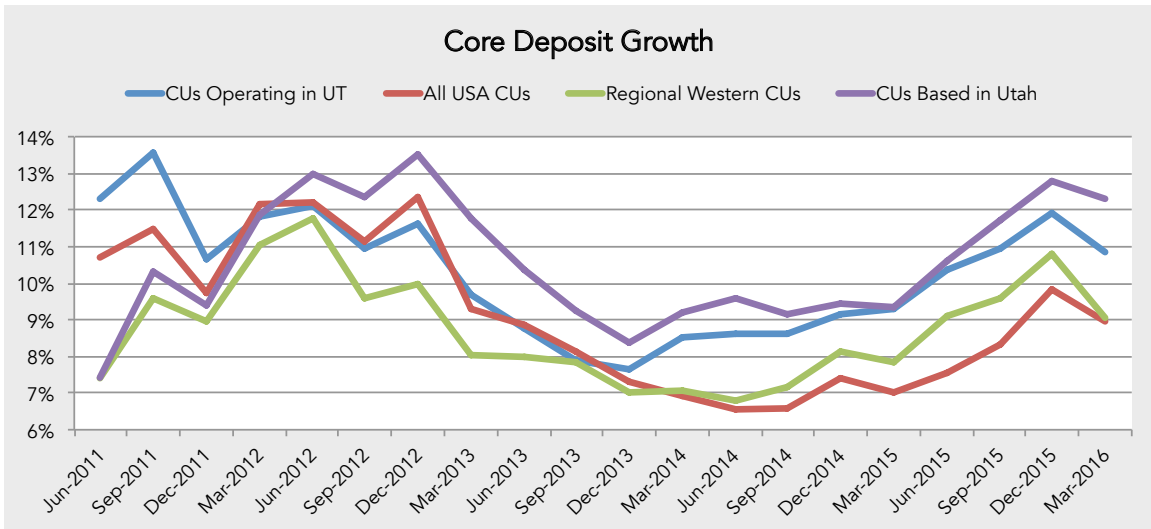
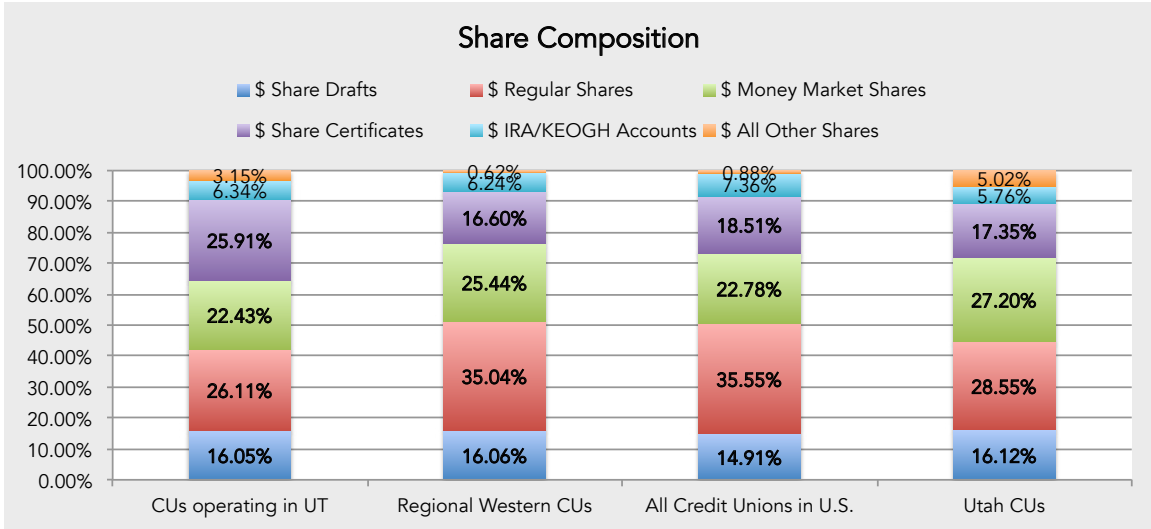
# Lending – Credit Cards as of March 31, 2016



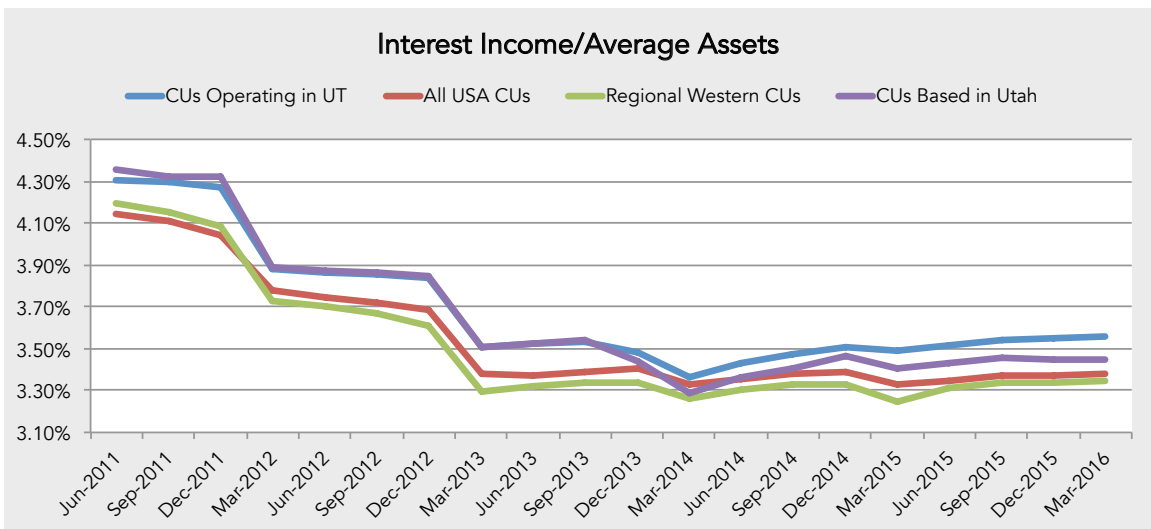
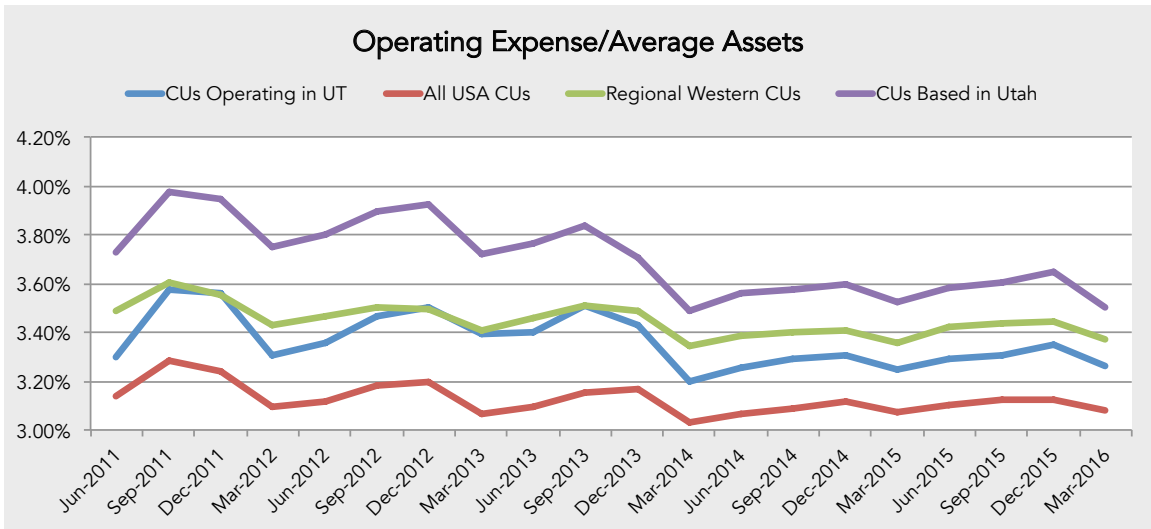
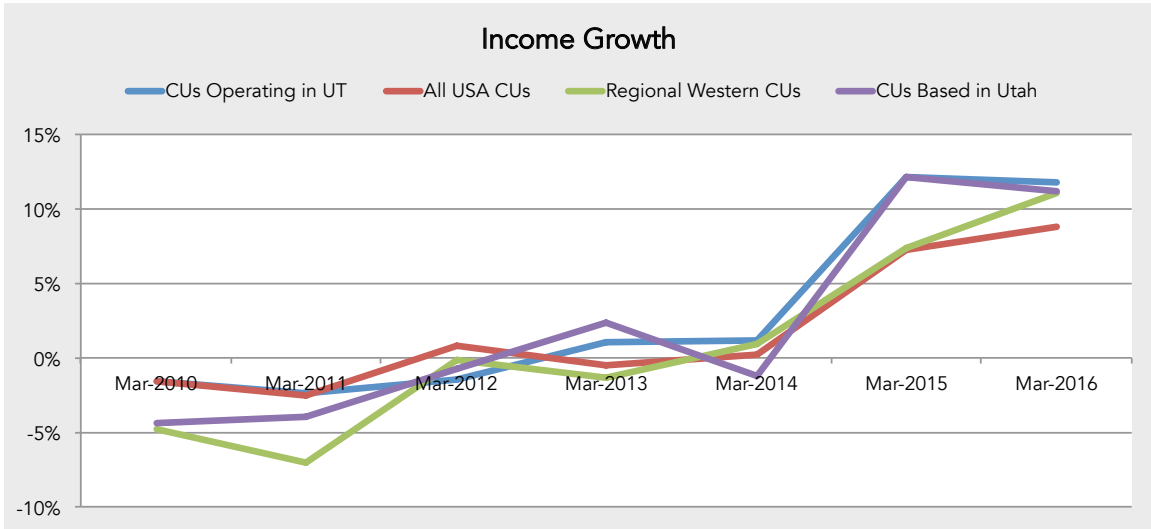
**Asset Quality** as of March 31, 2016



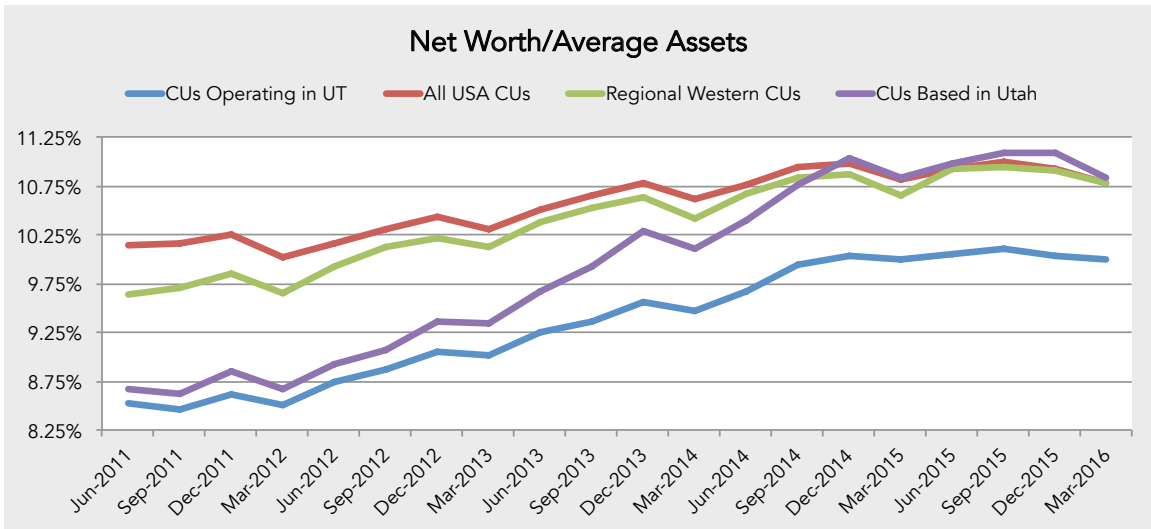
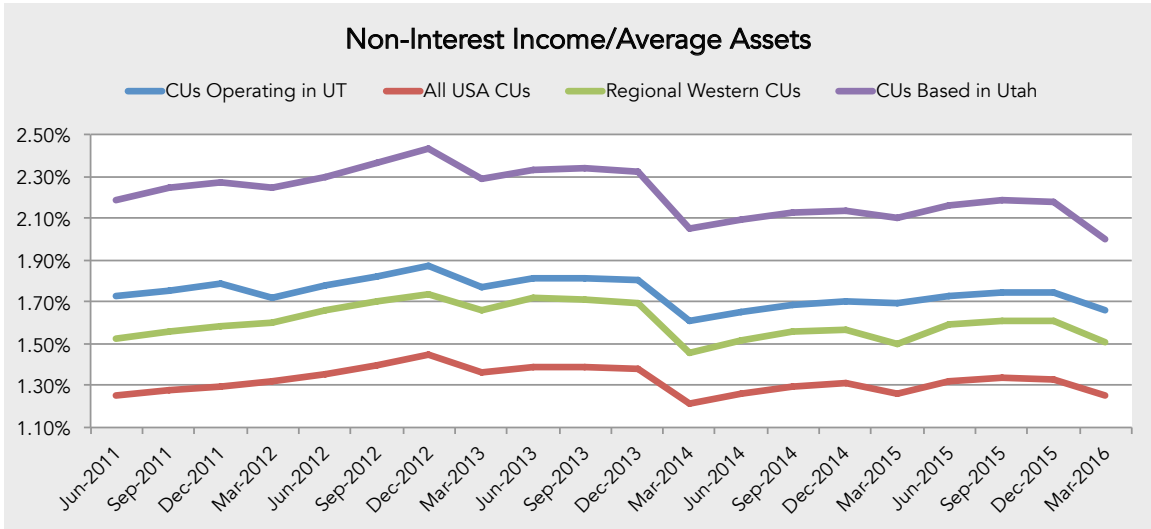
# Shares as of March 31, 2016



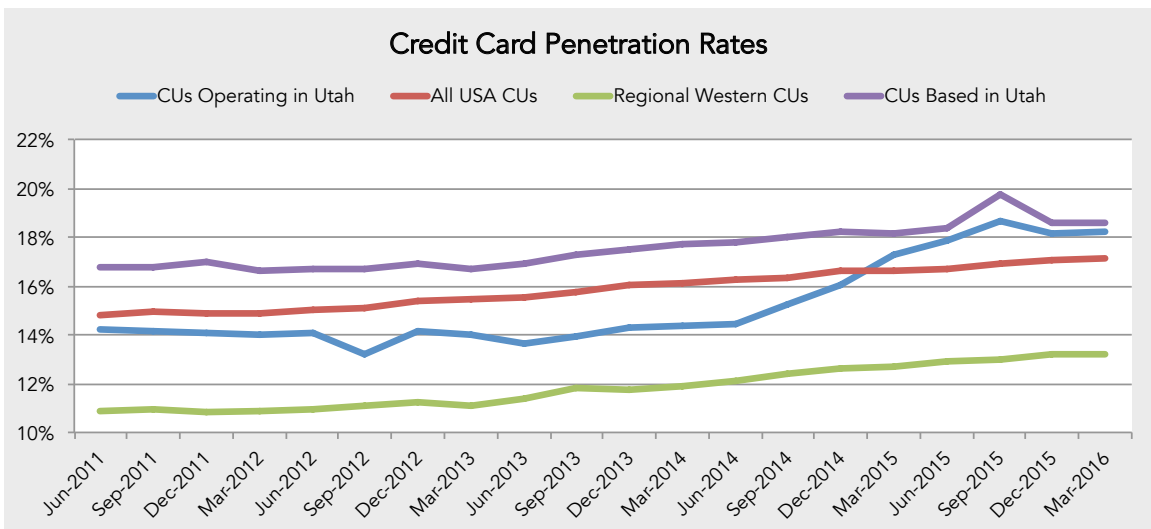
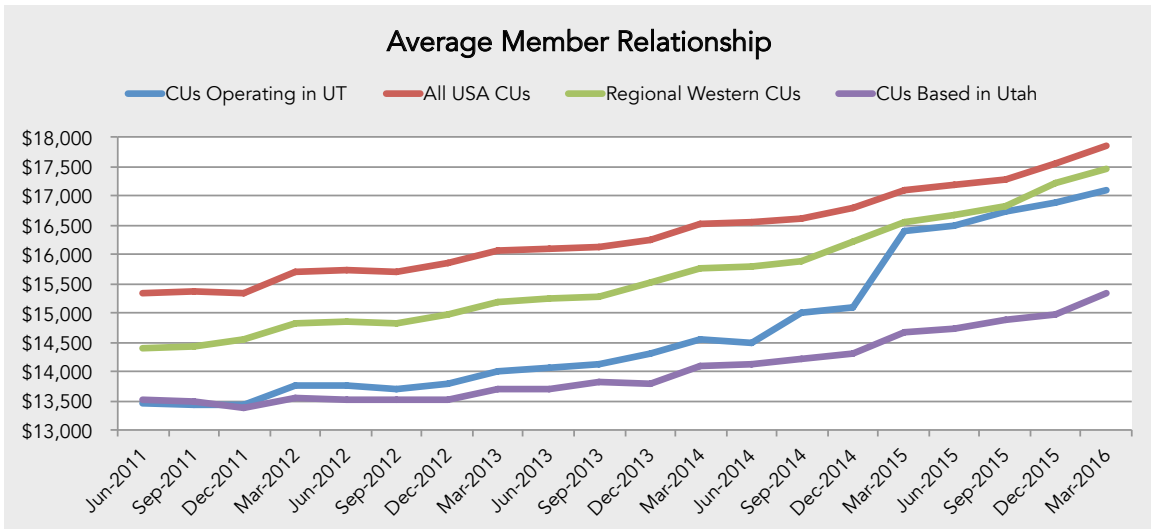
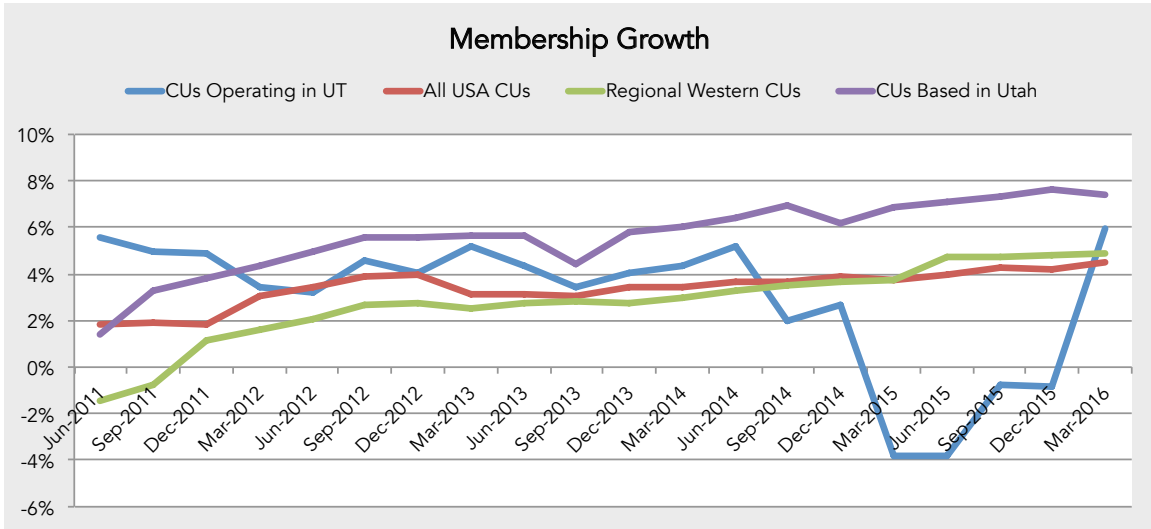
# Earnings as of March 31, 2016



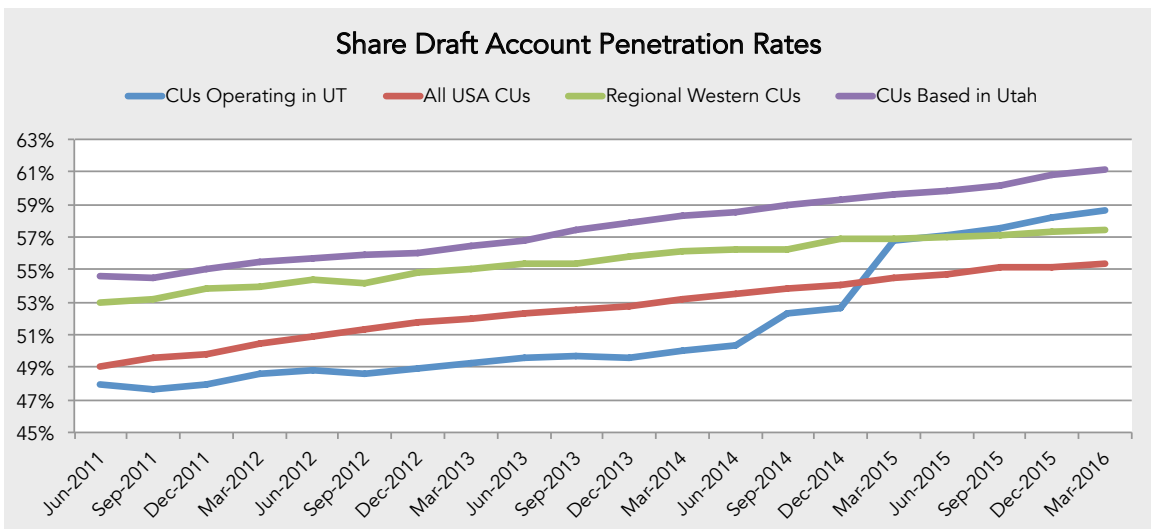
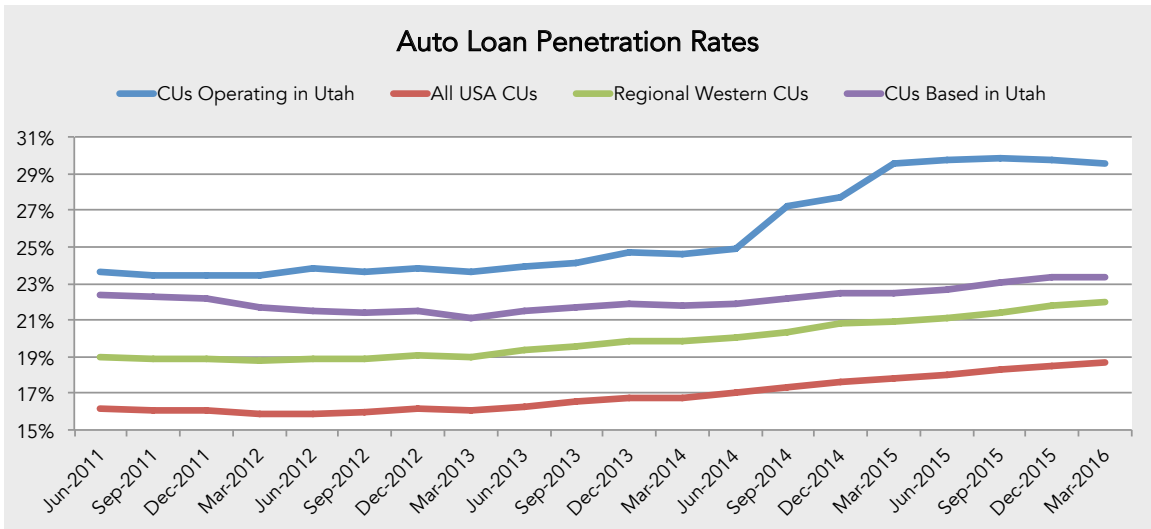
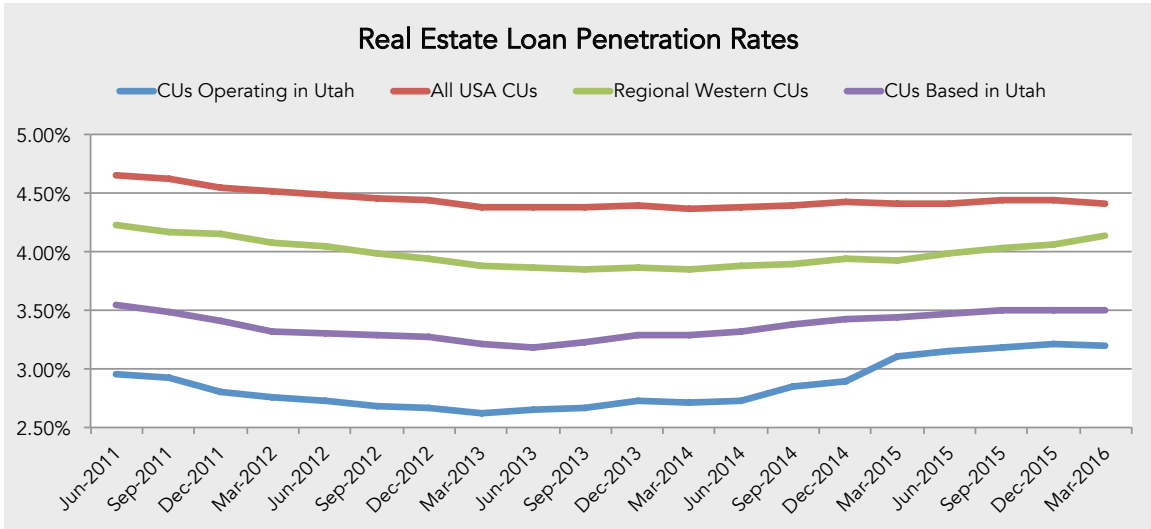
**Earnings – continued** as of March 31, 2016



**Members** as of March 31, 2016



**Members – continued** as of March 31, 2016



## Consolidated U.S. Credit Union Financial Statement as of March 31, 2016

	Mar-2015	Mar-2016	%Chg
<b>ASSETS</b>			
Cash & Cash Equivalents	\$106,363,582,900	\$115,461,950,653	8.55
Government Securities	\$198,111,526,762	\$187,976,727,218	-5.12
Corporate CU	\$2,971,824,340	\$2,986,386,627	0.49
Deposit in Banks and S&Ls	\$41,695,441,899	\$40,787,681,948	-2.18
Mutual Funds	\$1,980,045,580	\$1,922,659,511	-2.90
All Other Investments	\$36,762,316,875	\$41,930,973,852	14.06
<b>Total Investments</b>	<b>\$387,884,738,356</b>	<b>\$391,066,379,809</b>	<b>0.82</b>
Real Estate Loans	\$372,421,184,471	\$407,796,194,574	9.50
Auto Loans	\$237,696,167,531	\$272,399,220,764	14.60
All Other Loans	\$117,323,359,198	\$128,852,144,768	9.83
<b>Total Loans</b>	<b>\$727,440,711,200</b>	<b>\$809,047,560,106</b>	<b>11.22</b>
(Loan Loss Allow)	\$(6,977,235,896)	\$(7,471,621,161)	-7.09
Foreclosed & Repossessed Property	\$1,065,391,618	\$967,419,400	-9.20
Land & Buildings	\$19,205,166,657	\$20,304,163,497	5.72
Other Fixed Assets	\$3,902,859,288	\$4,277,747,935	9.61
All Other Assets	\$33,980,111,551	\$37,688,763,183	10.91
<b>TOTAL ASSETS</b>	<b>\$1,166,501,742,774</b>	<b>\$1,255,880,412,769</b>	<b>7.66</b>
<b>LIABILITIES &amp; CAPITAL</b>			
Dividends Payable	\$170,897,439	\$173,938,740	1.78
Notes Payable	\$35,939,322,912	\$43,844,909,626	22.00
Reverse Repurchase Agreements	\$2,592,244,807	\$1,075,810,761	-58.50
Other Liabilities	\$11,511,540,240	\$12,663,330,604	10.01
<b>Total Liabilities</b>	<b>\$50,214,005,398</b>	<b>\$57,757,989,731</b>	<b>15.02</b>
Regular Shares & Deposits	\$357,009,575,392	\$392,446,113,430	9.93
Money Market Shares	\$226,689,969,128	\$240,851,866,187	6.25
Share Drafts	\$140,861,185,544	\$157,629,179,620	11.90
IRA & Keogh	\$77,074,781,144	\$77,805,521,191	0.95
Share Certificates	\$189,901,417,530	\$195,692,034,547	3.05
<b>Total Shares</b>	<b>\$991,536,928,738</b>	<b>\$1,064,424,714,975</b>	<b>7.35</b>
Regular Reserve	\$20,206,452,899	\$20,886,973,800	3.37
FASB 115 Val Reserves	\$(1,093,211,681)	\$(1,507,961,931)	-37.94
Undivided Earnings & Other Reserves	\$103,703,115,194	\$111,920,430,919	7.92
Equity Acquired in Merger	\$1,934,452,226	\$2,398,265,275	23.98
<b>Total Reserves &amp; Undivided Earnings</b>	<b>\$124,750,808,638</b>	<b>\$133,697,708,063</b>	<b>7.17</b>
<b>TOTAL LIABILITIES &amp; CAPITAL</b>	<b>\$1,166,501,742,774</b>	<b>\$1,255,880,412,769</b>	<b>7.66</b>



## Consolidated U.S. Credit Union Financial Statement – cont. as of March 31, 2016

	YTD 2015	YTD 2016	%Chg
<b>INCOME:</b>			
Loans	\$8,471,732,812	\$9,254,650,264	9.24
(Less Rebates)	\$(5,746,696)	\$(4,476,191)	22.11
Investments	\$1,078,048,455	\$1,197,361,150	11.07
Fee Income	\$1,735,625,899	\$1,843,848,811	6.24
Trading + Other Operating	\$1,901,300,334	\$2,043,587,374	7.48
<b>Total Income</b>	<b>\$13,180,960,804</b>	<b>\$14,334,971,408</b>	<b>8.76</b>
<b>EXPENSES:</b>			
Employee Compensation & Benefits	\$4,498,451,212	\$4,897,237,191	8.86
Travel & Conference	\$80,259,639	\$86,109,662	7.29
Office Occupancy	\$631,775,094	\$641,571,515	1.55
Office Operations	\$1,647,983,027	\$1,775,878,935	7.76
Education & Promotional	\$311,413,335	\$334,978,090	7.57
Loan Servicing	\$631,280,807	\$663,072,523	5.04
Professional Services	\$679,567,441	\$743,760,949	9.45
Member Insurance	\$6,501,116	\$4,918,199	-24.35
Operating Fees	\$34,676,067	\$35,559,119	2.55
Miscellaneous	\$294,707,003	\$334,790,564	13.60
<b>Operating Expense Subtotal</b>	<b>\$8,816,614,741</b>	<b>\$9,517,876,747</b>	<b>7.95</b>
Provision for Loan Losses	\$801,555,412	\$1,093,882,678	36.47
Operating Exp. + Provision for Loan Losses	\$9,618,170,153	\$10,611,759,425	10.33
Non-Operating Gain (Loss)	\$138,870,164	\$161,302,665	16.15
Income before Dividends	\$3,701,660,815	\$3,884,514,648	4.63
Interest on Borrowed Funds	\$193,391,897	\$221,106,776	14.33
Dividends	\$1,258,906,501	\$1,349,741,696	7.22
<b>Net Income Prior to Assessments</b>	<b>\$2,249,362,417</b>	<b>\$2,313,666,176</b>	<b>2.86</b>
Net NCUA Assessment Expenses	\$2,466,201	\$943,711	-61.73
<b>Net Income</b>	<b>\$2,246,896,216</b>	<b>\$2,312,722,465</b>	<b>2.93</b>
<b>SELECTED OPERATING DATA:</b>			
Branches	19,918	20,962	5.24
Members	100,511,001	105,018,942	4.49
Potential Members	1,896,470,505	2,420,221,032	27.62
Employees	261,357	273,259	4.55
Members/Employee	385	384	-0.07
Average Salary & Benefits/Employee	68,848	71,686	4.12
Total YTD Loan Originations	\$88,992,726,504	\$100,629,600,945	13.08

## U.S. Credit Union Peer Group Performance as of March 31, 2016

	US Totals	< \$20M	\$20M-\$50M	\$50M-\$100M	\$100M-\$250M	\$250M-\$500M	\$500M-\$1B	Over \$1B
# of CUs	6080	2616	1140	752	728	341	237	266
Average Assets	\$206,559,278	\$7,363,139	\$32,129,967	\$71,358,678	\$157,982,312	\$353,610,420	\$696,291,854	\$2,803,440,250
<b>12-month growth</b>								
Net Worth Growth	0.07%	0.01%	0.02%	0.03%	0.05%	0.06%	0.05%	0.09%
Loan Growth	11.15%	2.87%	3.95%	6.19%	7.73%	9.59%	11.66%	12.64%
Share Growth	7.28%	1.32%	2.81%	3.65%	4.96%	5.40%	7.36%	8.80%
Member Growth	4.42%	-1.40%	-0.80%	0.71%	2.10%	2.30%	5.22%	6.59%
<b>Capital</b>								
Networth/Assets	10.79%	13.84%	11.98%	11.29%	10.72%	10.89%	10.82%	10.60%
Solvency Ratio	115.80%	116.67%	114.06%	113.30%	112.85%	113.93%	114.17%	117.22%
Allowance for Loan Losses/ Delinquent Loans	130.37%	81.67%	84.95%	94.03%	104.01%	111.80%	135.07%	144.39%
Delinquency Ratio	0.71%	1.40%	1.09%	0.90%	0.79%	0.77%	0.63%	0.67%
<b>Earnings</b>								
ROA	0.75%	0.16%	0.26%	0.37%	0.48%	0.53%	0.58%	0.93%
Non-Interest Income/Average Assets	0.33%	0.20%	0.26%	0.31%	0.33%	0.36%	0.35%	0.32%
Net interest Margin	2.87%	3.13%	2.97%	3.06%	3.06%	3.01%	2.98%	2.78%
Operating Expenses/Average Assets	3.08%	3.57%	3.50%	3.69%	3.66%	3.60%	3.45%	2.74%
Yield on Average Earning Assets	3.55%	3.54%	3.40%	3.56%	3.62%	3.61%	3.58%	3.53%
Cost of Funds	0.58%	0.35%	0.32%	0.35%	0.40%	0.45%	0.47%	0.68%
<b>Productivity</b>								
Income per member	13649.89%	6230.94%	8628.05%	10087.47%	11447.31%	12504.25%	13763.40%	15588.88%
Income per employee	\$209,837.00	\$105,164.00	\$141,926.00	\$150,211.00	\$159,482.00	\$173,843.00	\$189,177.00	\$257,253.00
Operating expense per member	\$90.64	\$53.16	\$70.92	\$81.31	\$88.73	\$93.81	\$99.48	\$92.97
Assets per employee	\$4,595,934.00	\$2,535,805.00	\$3,368,726.00	\$3,317,059.00	\$3,426,366.00	\$3,671,442.00	\$4,019,906.00	\$5,685,884.00
YTD Loan Originations/Employee	\$368,257.00	\$144,895.00	\$168,110.00	\$179,625.00	\$219,037.00	\$244,581.00	\$302,634.00	\$510,756.00
<b>Member Service Usage</b>								
Auto Loan Penetration	18.64%	13.01%	14.59%	15.74%	17.56%	17.88%	19.79%	19.72%
Share draft penetration	100.00%	0.00%	0.00%	0.00%	100.00%	100.00%	100.00%	100.00%
Credit card penetration	17.12%	5.20%	10.54%	12.09%	12.95%	15.29%	15.87%	20.54%
\$ Average share balance	\$10,066	\$5,110	\$7,110	\$7,766	\$8,583	\$9,101	\$10,009	\$11,398
# Loan and Share Accounts per member	2.00	2.00	2.00	2.00	2.00	2.00	2.00	3.00
<b>Lending Profile</b>								
Loans to Shares	76%	55%	56%	62%	69%	73%	77%	80%
Average Loan Balance	\$13,833	\$7,215	\$9,078	\$9,644	\$11,816	\$12,636	\$14,149	\$15,274
\$ Total Loans Outstanding/ Employees	\$2,960,735	\$1,187,846	\$1,661,280	\$1,792,865	\$2,067,536	\$2,319,225	\$2,665,932	\$3,796,725
% of RE loans to total loans	50.40%	19.72%	36.47%	41.15%	45.80%	47.36%	47.58%	53.73%

## Consolidated Utah Credit Union Financial Statement as of March 31, 2016

	Mar-2015	Mar-2016	%Chg
<b>ASSETS</b>			
Cash & Cash Equivalents	\$1,689,700,540	\$2,014,238,318	19.21
Government Securities	\$1,774,181,852	\$1,629,996,278	-8.13
Corporate CU	\$38,256,941	\$37,621,363	-1.66
Deposit in Banks and S&L's	\$471,388,274	\$448,825,997	-4.79
Mutual Funds	\$15,327,820	\$14,779,750	-3.58
All Other Investments	\$575,757,761	\$658,903,393	14.44
<b>Total Investments</b>	<b>\$4,564,613,188</b>	<b>\$4,804,365,099</b>	<b>5.25</b>
Real Estate Loans	\$4,906,393,167	\$5,476,016,385	11.61
Auto Loans	\$6,040,928,866	\$7,130,444,953	18.04
All Other Loans	\$2,296,501,362	\$2,574,055,616	12.09
<b>Total Loans</b>	<b>\$13,243,823,395</b>	<b>\$15,180,516,954</b>	<b>14.62</b>
(Loan Loss Allow)	\$(162,659,557)	\$(159,652,222)	1.85
Foreclosed & Repossessed Property	\$39,165,540	\$47,221,500	20.57
Land & Buildings	\$498,145,056	\$521,850,716	4.76
Other Fixed Assets	\$69,316,427	\$83,485,616	20.44
All Other Assets	\$511,256,860	\$593,919,310	16.17
<b>TOTAL ASSETS</b>	<b>\$18,763,660,909</b>	<b>\$21,071,706,973</b>	<b>12.30</b>
<b>LIABILITIES &amp; CAPITAL</b>			
Dividends Payable	\$4,003,944	\$4,296,429	7.30
Notes Payable	\$50,703,029	\$400,628,192	690.15
Reverse Repurchase Agreements	\$-	\$-	
Other Liabilities	\$220,949,367	\$226,400,218	2.47
<b>Total Liabilities</b>	<b>\$275,656,340</b>	<b>\$631,324,839</b>	<b>129.03</b>
Regular Shares & Deposits	\$5,471,960,950	\$6,150,017,665	12.39
Money Market Shares	\$4,470,300,384	\$4,956,480,097	10.88
Share Drafts	\$2,538,286,821	\$2,936,641,158	15.69
IRA & Keogh	\$1,015,720,940	\$1,048,881,138	3.26
Share Certificates	\$3,050,413,140	\$3,160,879,786	3.62
<b>Total Shares</b>	<b>\$16,546,682,235</b>	<b>\$18,252,899,844</b>	<b>10.31</b>
Regular Reserve	\$235,256,891	\$238,554,550	1.40
FASB 115 Val Reserves	\$(83,187,283)	\$(85,143,545)	-2.35
Undivided Earnings & Other Reserves	\$1,755,220,007	\$1,999,975,994	13.94
Equity Acquired in Merger	\$34,032,719	\$34,095,291	0.18
<b>Total Reserves &amp; Undivided Earnings</b>	<b>\$1,941,322,334</b>	<b>\$2,187,482,290</b>	<b>12.68</b>
<b>TOTAL LIABILITIES &amp; CAPITAL</b>	<b>\$18,763,660,909</b>	<b>\$21,071,706,973</b>	<b>12.30</b>

## Consolidated Utah Credit Union Financial Statement – cont. as of March 31, 2016

	YTD 2015	YTD 2016	%Chg
<b>INCOME:</b>			
Loans	\$146,084,077	\$165,686,725	13.42
(Less Rebates)	\$(2,090)	\$(2,220)	-6.22
Investments	\$9,633,242	\$11,467,199	19.04
Fee Income	\$42,839,575	\$46,301,477	8.08
Trading + Other Operating	\$53,207,045	\$56,346,730	5.90
<b>Total Income</b>	<b>\$251,761,849</b>	<b>\$279,799,911</b>	<b>11.14</b>
<b>EXPENSES:</b>			
Employee Compensation & Benefits	\$83,746,350	\$95,180,134	13.65
Travel & Conference	\$1,654,467	\$1,796,833	8.60
Office Occupancy	\$11,773,213	\$11,967,693	1.65
Office Operations	\$29,366,968	\$32,103,282	9.32
Education & Promotional	\$5,916,836	\$7,075,172	19.58
Loan Servicing	\$16,469,597	\$17,953,321	9.01
Professional Services	\$7,321,050	\$7,722,950	5.49
Member Insurance	\$77,099	\$59,551	-22.76
Operating Fees	\$516,128	\$551,252	6.81
Miscellaneous	\$4,255,387	\$5,600,798	31.62
<b>Operating Expense Subtotal</b>	<b>\$161,097,095</b>	<b>\$180,010,986</b>	<b>11.74</b>
Provision for Loan Losses	\$9,664,441	\$19,134,699	97.99
Operating Exp. + Provision for Loan Losses	\$170,761,536	\$199,145,685	16.62
Non-Operating Gain (Loss)	\$511,646	\$562,806	10.00
Income before Dividends	\$81,511,959	\$81,217,032	0.58
Interest on Borrowed Funds	\$67,321	\$922,375	1270.11
Dividends	\$18,939,428	\$20,314,223	7.26
<b>Net Income Prior to Assessments</b>	<b>\$62,505,210</b>	<b>\$59,980,434</b>	<b>-4.04</b>
Net NCUA Assessment Expenses	\$48,660	\$-	-100.00
<b>Net Income</b>	<b>\$62,456,550</b>	<b>\$59,980,434</b>	<b>-3.96</b>
<b>SELECTED OPERATING DATA:</b>			
Branches	440	451	2.50
Members	2,031,916	2,182,152	7.39
Potential Members	23,798,710	24,904,972	4.65
Employees	5,793	6,291	8.59
Members/Employee	351	347	-1.10
Average Salary & Benefits/Employee	57,826	60,523	4.66
Total YTD Loan Originations	\$2,837,596,069	\$3,128,056,992	10.24

## Utah Credit Union Peer Group Performance as of March 31, 2016

Note: this page includes out-of-state credit unions operating at least one branch in Utah.

	CU's operating in Utah	< \$50m	\$50m-\$200m	\$200m-\$1b	Over \$1b
# of CUs	73	45	13	8	7
Average Assets	\$486,798,738	\$12,366,078	\$104,979,989	\$490,190,738	\$4,103,850,884
<b>12-month growth</b>					
Net Worth Growth	10.55%	3.95%	7.66%	9.17%	11.14%
Loan Growth	11.11%	4.33%	6.36%	8.92%	11.66%
Share Growth	9.96%	2.77%	4.51%	8.93%	10.65%
Member Growth	5.97%	-0.60%	0.64%	2.92%	7.17%
<b>Capital</b>					
Networth/Assets	9.99%	14.03%	11.88%	10.21%	9.66%
Solvency Ratio	113.44%	116.90%	113.57%	111.83%	113.44%
Allowance for Loan Losses/Delinquent Loans	137.99%	141.43%	153.62%	216.27%	133.01%
Delinquency Ratio	0.73%	0.89%	0.41%	0.32%	0.79%
<b>Earnings</b>					
ROA	0.95%	0.53%	0.89%	0.80%	0.98%
Non-Interest Income/Average Assets	0.42%	0.21%	0.31%	0.35%	0.45%
Net interest Margin	3.04%	3.16%	3.21%	2.94%	3.04%
Operating Expenses/Average Assets	3.26%	3.28%	3.41%	3.20%	3.28%
Yield on Average Earning Assets	3.76%	3.66%	3.87%	3.56%	3.80%
Cost of Funds	0.59%	0.44%	0.49%	0.49%	0.62%
<b>Productivity</b>					
Income per member	13631.26%	7743.69%	11023.99%	12246.50%	14136.77%
Income per employee	\$200,485.00	\$137,663.00	\$154,744.00	\$165,871.00	\$208,912.00
Operating expense per member	\$85.19	\$58.38	\$76.99	\$81.98	\$86.70
Assets per employee	\$3,892,044.00	\$3,198,124.00	\$3,214,935.00	\$3,553,716.00	\$3,952,798.00
YTD Loan Originations/Employee	\$503,669.00	\$219,656.00	\$265,203.00	\$364,097.00	\$551,776.00
<b>Member Service Usage</b>					
Auto Loan Penetration	29.52%	18.51%	20.31%	23.33%	31.64%
Share draft penetration	100.00%	0.00%	0.00%	100.00%	100.00%
Credit card penetration	18.22%	5.50%	15.81%	16.05%	18.92%
\$ Average share balance	\$8,948	\$6,088	\$8,013	\$9,336	\$8,984
# Loan and Share Accounts per member	3.00	2.00	2.00	3.00	3.00
<b>Lending Profile</b>					
Loans to Shares	89%	71%	73%	77%	92%
Average Loan Balance	\$11,556	\$10,483	\$10,333	\$11,047	\$11,642
\$ Total Loans Outstanding/Employees	\$2,959,607	\$1,936,088	\$2,061,546	\$2,432,362	\$3,114,804
% of RE loans to total loans	32.94%	30.36%	40.40%	41.54%	31.28%

## Utah Credit Union Leaders under \$4 million in assets

as of March 31, 2016

CUs in group: 17

### 12-month share growth

Credit Union	Share growth	Shares
South Sanpete	29.23%	\$818,327
Valley Wide	8.09%	\$366,130
Presto Lewiston Employees	6.37%	\$257,990
Teamsters Local #222	3.84%	\$2,570,365
Orem City Employees	2.93%	\$3,239,618
Uintah	0.68%	\$3,012,811
Beckstrand and Associates	0.15%	\$91,058

### 12-month loan growth

Credit Union	Loan Growth	Loans
South Sanpete	42.19%	\$548,338
Valley Wide	30.96%	\$335,096
Sunnyside	0.67%	\$1,707,718

### 12-month member growth

Credit Union	Mbr. Growth	Members
UCB	3.68%	282
South Sanpete	2.98%	173
Valley Wide	0.61%	166
Provo Police & Fire Dept.	0.21%	964

### Capital/Assets

Credit Union	Capital/Assets	Assets
Granite Furniture Employees	52.09%	\$638,983
Beckstrand and Associates	47.05%	\$321,614
Tri-County	31.45%	\$155,058
Presto Lewiston Employees	26.78%	\$346,263
Employees First	26.61%	\$1,795,649
UCB	24.03%	\$1,139,385
North Sanpete	23.68%	\$1,007,160
Dugway	23.25%	\$3,363,441
Valley Wide	20.14%	\$458,937
Uintah	13.97%	\$3,497,840

### Return on Assets

Credit Union	ROA	Assets
Tri-County	1.21%	\$155,058
North Sanpete	0.56%	\$1,007,160
Beckstrand and Associates	0.39%	\$321,614
Dugway	0.38%	\$3,363,441
Granite Furniture Employees	0.30%	\$638,983
Employees First	0.19%	\$1,795,649
Provo Police & Fire Dept.	0.19%	\$2,782,545
South Sanpete	0.07%	\$909,775
Presto Lewiston Employees	0.03%	\$346,263

### Loans/Shares

Credit Union	Loans/Shares	Assets
Granite Furniture Employees	169.79%	\$638,983
North Sanpete	104.91%	\$1,007,160
Presto Lewiston Employees	102.44%	\$346,263
Valley Wide	91.52%	\$458,937
Dugway	77.86%	\$3,363,441
Bailey Inc. Employees	72.69%	\$791,151
Provo Police & Fire Dept.	68.37%	\$2,782,545
Utah Prison Employees	68.11%	\$3,859,294
South Sanpete	67.01%	\$909,775
Sunnyside	66.76%	\$2,903,876

## Utah Credit Union Leaders between \$4 million and \$50 million in assets

as of March 31, 2016

CUs in group: 28

### 12-month share growth

Credit Union	Share growth	Shares
City Center	18.91%	\$7,904,750
Grand County	12.85%	\$22,138,855
SEA	11.45%	\$3,632,442
Logan Medical	11.15%	\$17,030,086
Hi-land	9.63%	\$39,993,790
Millard County	7.56%	\$28,425,237
Tanner Employees	7.31%	\$5,218,813
Firefighters	7.27%	\$31,818,238
Local Union 354 IBEW	7.24%	\$19,696,412
Freedom	6.91%	\$25,858,201

### 12-month loan growth

Credit Union	Loan Growth	Loans
City Center	27.26%	\$7,733,969
Grand County	17.08%	\$18,985,832
National JACL	13.29%	\$11,401,883
Freedom	12.59%	\$22,542,728
Varian	12.51%	\$5,875,703
San Juan	11.40%	\$11,485,294
Tanner Employees	9.58%	\$4,140,452
Devils Slide	8.89%	\$8,004,065
Utah	8.52%	\$11,146,543
Hi-land	7.51%	\$24,080,626

### 12-month member growth

Credit Union	Mbr. Growth	members
Grand County	13.26%	3,639
Local Union 354 IBEW	4.46%	2,507
Freedom	3.58%	3,447
City Center	2.92%	1,199
Varian	2.49%	1,278
Kings Peak	1.77%	2,525
SEA	1.52%	871
Firefighters	1.41%	3,530
Meadow Gold Employees	1.31%	620
Logan Cache Rich	1.10%	2,656

### Capital/Assets

Credit Union	Capital/Assets	Assets
Midvalley	33.34%	\$5,734,038
Nephi Western Employees	32.10%	\$30,608,241
Meadow Gold Employees	24.68%	\$4,626,247
SEA	22.89%	\$4,668,377
Hollyfrontier Employee's	17.85%	\$6,476,632
Gibbons and Reed Employees	17.68%	\$4,871,295
Varian	17.56%	\$14,623,402
Hi-land	17.34%	\$48,051,485
CUP	16.21%	\$6,038,517
Logan Medical	15.62%	\$20,187,859

### Return on Assets

Credit Union	ROA	Assets
City Center	3.60%	\$8,764,123
Hollyfrontier Employee's	1.96%	\$6,476,632
Nephi Western Employees	1.80%	\$30,608,241
San Juan	1.53%	\$16,909,559
Freedom	0.98%	\$29,129,141
SEA	0.96%	\$4,668,377
Logan Medical	0.92%	\$20,187,859
Devils Slide	0.90%	\$10,698,536
Local Union 354 IBEW	0.85%	\$22,697,036
Hi-land	0.84%	\$48,051,485

### Loans/Shares

Credit Union	Loans/Shares	Assets
Nephi Western Employees	120.15%	\$30,608,241
Hollyfrontier Employee's	117.89%	\$6,476,632
City Center	97.84%	\$8,764,123
CUP	90.48%	\$6,038,517
Freedom	87.18%	\$29,129,141
Devils Slide	86.68%	\$10,698,536
Local Union 354 IBEW	86.66%	\$22,697,036
Grand County	85.76%	\$24,375,174
Education 1st	82.25%	\$28,659,183
Tanner Employees	79.34%	\$5,890,503

## Utah Credit Union Leaders between \$50 million and \$200 million in assets

as of March 31, 2016

CUs in group: 13

### 12-month share growth

Credit Union	Share growth	Shares
Utah Heritage	10.90%	\$53,657,342
Nebo	9.56%	\$64,703,514
Hercules	6.89%	\$57,401,761
Transwest	5.96%	\$116,440,030
Horizon Utah	5.82%	\$115,780,842
Pacific Horizon	5.77%	\$46,047,323
Members First	5.55%	\$95,241,628
Eastern Utah Community	5.42%	\$105,195,188
Box Elder County	4.36%	\$84,079,537
Alpine	2.41%	\$150,918,921

### 12-month loan growth

Credit Union	Loan Growth	Loans
Hercules	21.29%	\$21,877,105
Nebo	16.73%	\$58,946,900
Alpine	9.43%	\$103,144,095
Horizon Utah	8.71%	\$66,817,083
Weber State	7.86%	\$78,672,015
Box Elder County	6.52%	\$60,232,672
Pacific Horizon	6.19%	\$42,561,633
Transwest	6.09%	\$95,790,099
Health Care	5.59%	\$24,566,611
Utah Heritage	4.31%	\$46,895,625

### 12-month member growth

Credit Union	Mbr. Growth	members
Pacific Horizon	7.46%	7,173
Nebo	3.92%	10,597
Members First	1.96%	14,983
Weber State	1.96%	9,276
Box Elder County	1.49%	13,111
Utah Heritage	1.40%	7,723
Hercules	0.15%	4,746
Transwest	0.03%	11,848

### Capital/Assets

Credit Union	Capital/Assets	Assets
Box Elder County	22.02%	\$108,041,058
Nebo	17.44%	\$78,353,485
Health Care	13.36%	\$72,851,982
American United Family Of CUs	12.43%	\$178,626,504
Alpine	11.11%	\$170,523,571
Horizon Utah	10.81%	\$130,664,971
Members First	10.64%	\$107,454,527
Pacific Horizon	10.31%	\$51,563,844
Weber State	10.03%	\$100,343,437
Utah Heritage	9.80%	\$59,789,864

### Return on Assets

Credit Union	ROA	Assets
American United Family Of CUs	1.94%	\$178,626,504
Box Elder County	1.84%	\$108,041,058
Nebo	1.81%	\$78,353,485
Pacific Horizon	1.27%	\$51,563,844
Utah Heritage	1.16%	\$59,789,864
Transwest	0.92%	\$126,744,248
Members First	0.70%	\$107,454,527
Alpine	0.57%	\$170,523,571
Weber State	0.49%	\$100,343,437
Eastern Utah Community	0.46%	\$116,314,715

### Loans/Shares

Credit Union	Loans/Shares	Assets
Pacific Horizon	92.43%	\$51,563,844
Nebo	91.10%	\$78,353,485
American United Family Of CUs	88.96%	\$178,626,504
Weber State	87.49%	\$100,343,437
Utah Heritage	87.40%	\$59,789,864
Transwest	82.27%	\$126,744,248
Members First	71.68%	\$107,454,527
Box Elder County	71.64%	\$108,041,058
Alpine	68.34%	\$170,523,571
Eastern Utah Community	64.85%	\$116,314,715



## Utah Credit Union Leaders over \$200 million in assets

as of March 31, 2016

CUs in group: 16

### 12-month share growth

Credit Union	Share growth	Shares
Mountain America	12.51%	\$4,471,626,311
Deseret First	12.26%	\$501,260,209
America First	11.37%	\$6,631,416,891
Security Service	10.96%	\$7,477,665,042
Utah Community	10.88%	\$967,658,560
Utah First	10.63%	\$255,515,686
Granite	10.46%	\$351,182,771
University First	10.44%	\$720,672,207
Goldenwest	9.30%	\$1,007,332,922
Cyprus	8.59%	\$684,282,215

### 12-month loan growth

Credit Union	Loan Growth	Loans
Utah Community	27.50%	\$709,473,255
Mountain America	17.83%	\$4,561,539,026
Unify Financial	17.07%	\$1,517,206,385
America First	15.53%	\$5,236,908,348
Goldenwest	15.34%	\$776,479,318
Operating Engineers LU #3	11.98%	\$490,923,585
Cyprus	11.02%	\$591,881,433
Granite	10.77%	\$281,250,756
Deseret First	10.20%	\$371,835,411
Utah First	9.05%	\$229,630,215

### 12-month member growth

Credit Union	Mbr. Growth	members
Mountain America	11.29%	581,655
America First	9.33%	761,507
Utah Community	7.05%	131,067
Unify Financial	6.70%	189,406
Goldenwest	6.44%	107,969
Deseret First	5.22%	56,993
Utah Power	4.44%	26,239
Cyprus	4.02%	95,646
Security Service	4.02%	732,353
Jordan	1.99%	26,292

### Capital/Assets

Credit Union	Capital/Assets	Assets
Goldenwest	14.56%	\$1,178,751,305
Operating Engineers LU #3	14.56%	\$970,818,761
Utah Power	13.42%	\$582,889,805
America First	11.50%	\$7,549,755,426
Utah First	11.36%	\$289,877,882
Utah Community	11.28%	\$1,098,676,120
University First	11.04%	\$811,103,711
Cyprus	10.93%	\$769,553,115
Granite	10.21%	\$392,721,334
Wasatch Peaks	10.03%	\$284,374,056

### Return on Assets

Credit Union	ROA	Assets
Mountain America	1.45%	\$5,401,784,841
America First	1.25%	\$7,549,755,426
Goldenwest	1.25%	\$1,178,751,305
Utah First	1.13%	\$289,877,882
Utah Community	1.09%	\$1,098,676,120
University First	0.99%	\$811,103,711
Utah Power	0.98%	\$582,889,805
Operating Engineers LU#3	0.95%	\$970,818,761
Granite	0.80%	\$392,721,334
Cyprus	0.78%	\$769,553,115

### Loans/Shares

Credit Union	Loans/Shares	Assets
Security Service	110.25%	\$9,115,249,666
Mountain America	102.01%	\$5,401,784,841
Utah First	89.87%	\$289,877,882
Cyprus	86.50%	\$769,553,115
University First	83.94%	\$811,103,711
Chartway	81.67%	\$2,140,848,184
Granite	80.09%	\$392,721,334
Wasatch Peaks	79.83%	\$284,374,056
America First	78.97%	\$7,549,755,426
Goldenwest	77.08%	\$1,178,751,305