

**3Q 2019**

Utah Credit Union  
Performance  
Summary



# 3rd Quarter 2019

## Utah Credit Union

### Performance Summary

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Data in this report is generated from NCUA Call Report data, as provided by Peer to Peer, a service of Callahan & Associates.

## Key Performance Comparisons as of September 30, 2019

	US Cus	UT CUs*	UT as % of Industry
Number of CUs	5,396	61	1.13%
Federal Chartered CUs	3,321	31	0.93%
State-Chartered CUs, NCUSIF insured	1,960	30	1.53%
State-Chartered CUs, ASI insured	115	-	0.00%
Total State Chartered CUs	2,075	30	1.45%
Total Members	120,943,833	2,929,681	2.42%
Members, average per CU	22,414	48,028	214.28%
# of Mergers/Liquidations YTD	96	1	1.04%
Total Assets	\$1,556,533,101,017	\$31,551,059,250	2.03%
Total Loans	\$1,099,134,859,324	\$24,756,221,186	2.25%
Total Shares	\$1,295,306,745,289	\$27,323,198,455	2.11%
Total Capital	\$183,985,551,789	\$3,568,968,970	1.94%
Average Asset Size	\$288,460,545	\$517,230,480	179.31%

### As a % of Average Assets

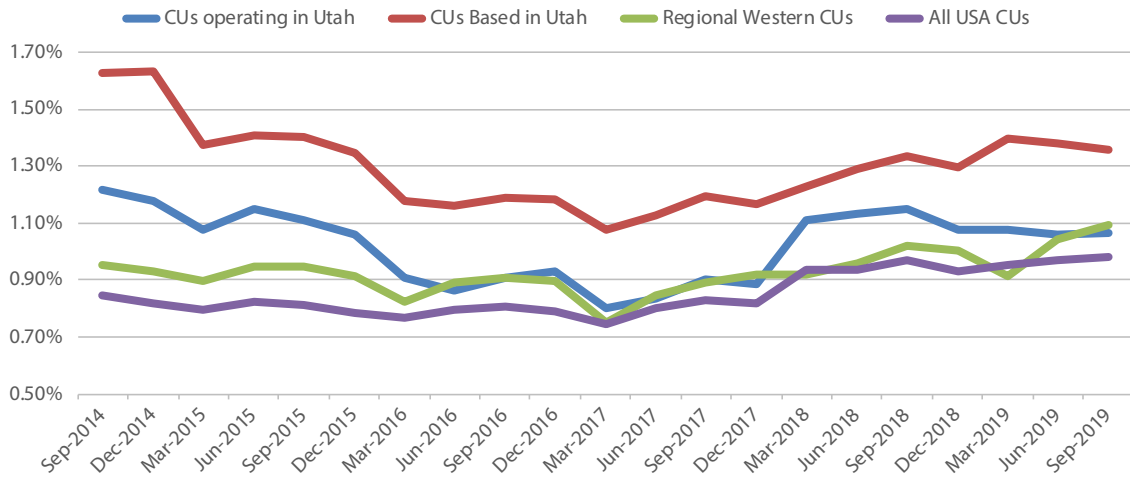
	US CUs	UT CUs*
Interest Income (annualized)	4.07%	4.45%
Interest Expense (annualized)	0.87%	0.91%
Net Interest Margin	3.20%	3.54%
Loss Provisions (annualized)	0.43%	0.59%
Operating Expenses	3.20%	3.63%
Non-interest income (annualized)	1.38%	2.04%
ROA	0.98%	1.36%

	US CUs	UT CUs*
12-month loan growth	6.43%	9.30%
12-month share growth	7.42%	13.13%
12-month capital growth	11.27%	15.09%
12-month asset growth	7.31%	11.90%
Loans/Shares	84.05%	89.36%
Net Worth/Assets	11.40%	10.79%
Capital/Assets	11.82%	11.31%
Delinquency Ratio	0.67%	0.79%
Average Loan Balance	\$15,509	\$12,437
Average Share Balance	\$10,710	\$9,326

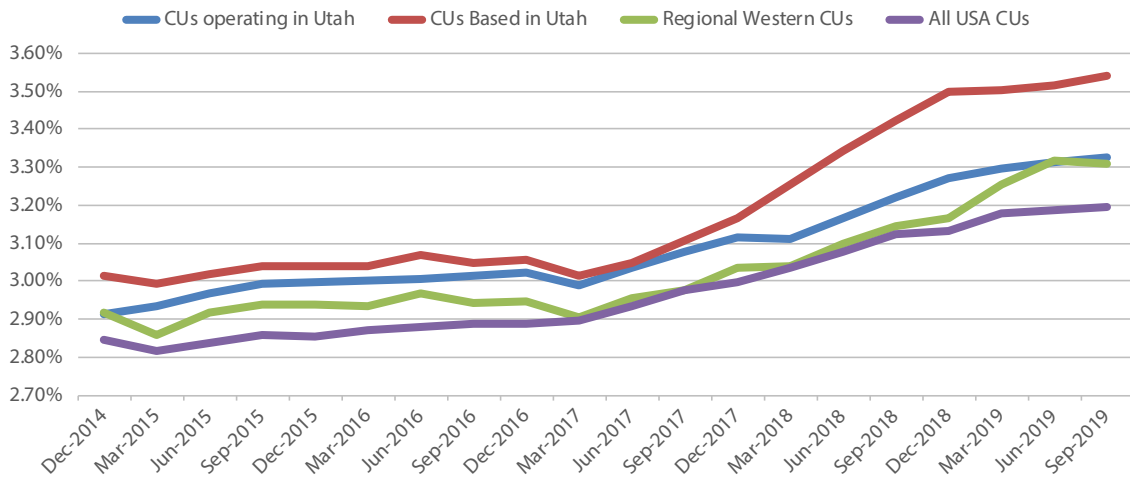
\* Credit unions based in Utah

# Key Ratios as of September 30, 2019

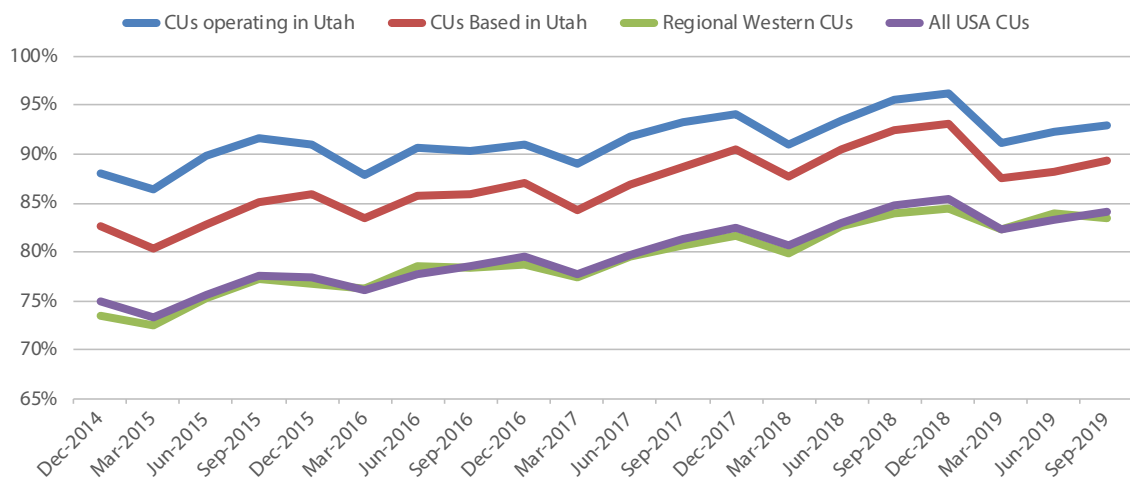
## Return on Assets



## Net Interest Margin

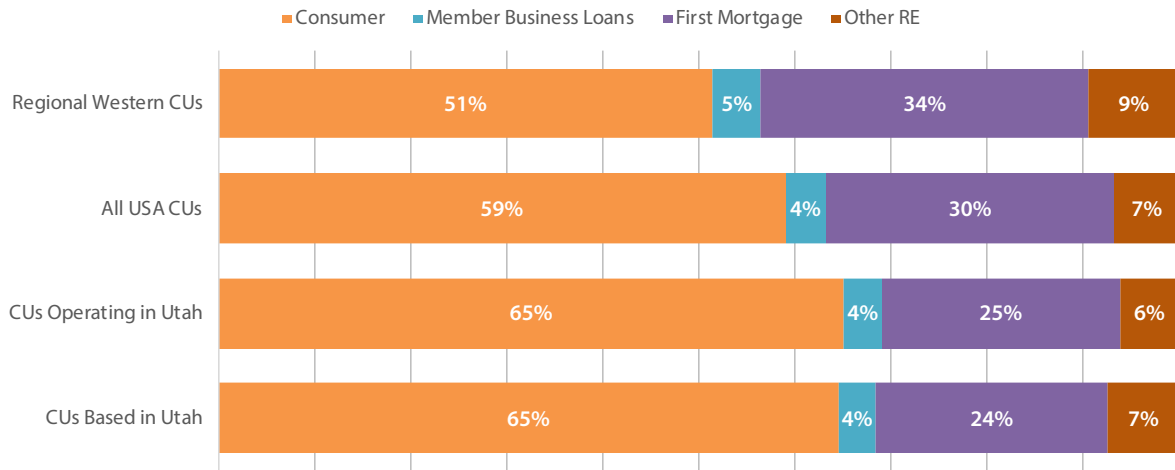


## Loan to Share

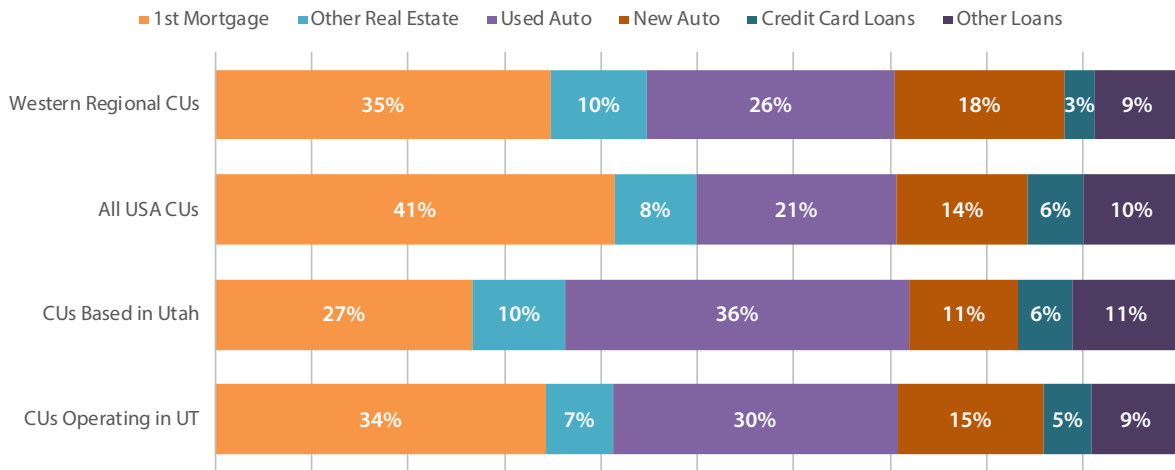


# Lending – Overview as of September 30, 2019

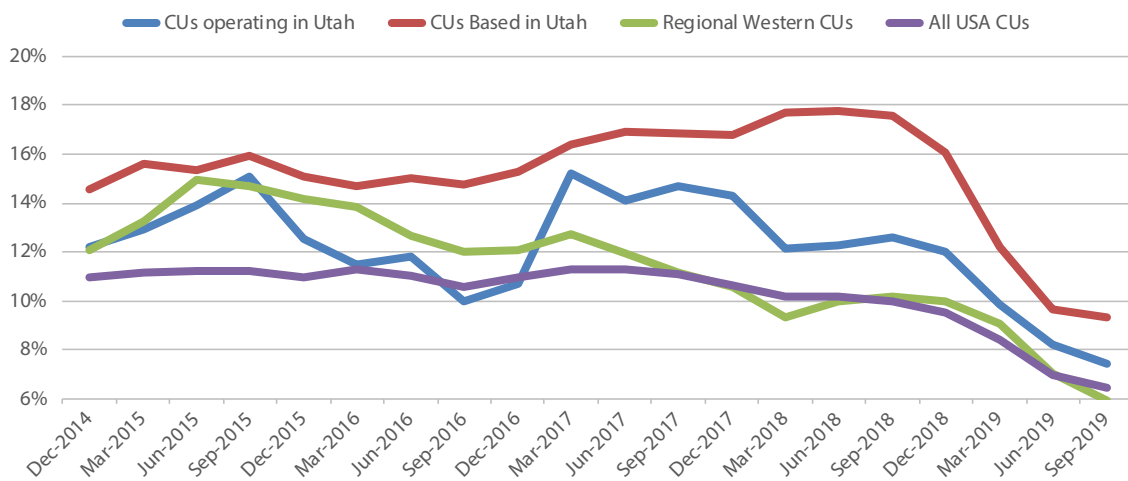
## Composition of Loan Originations



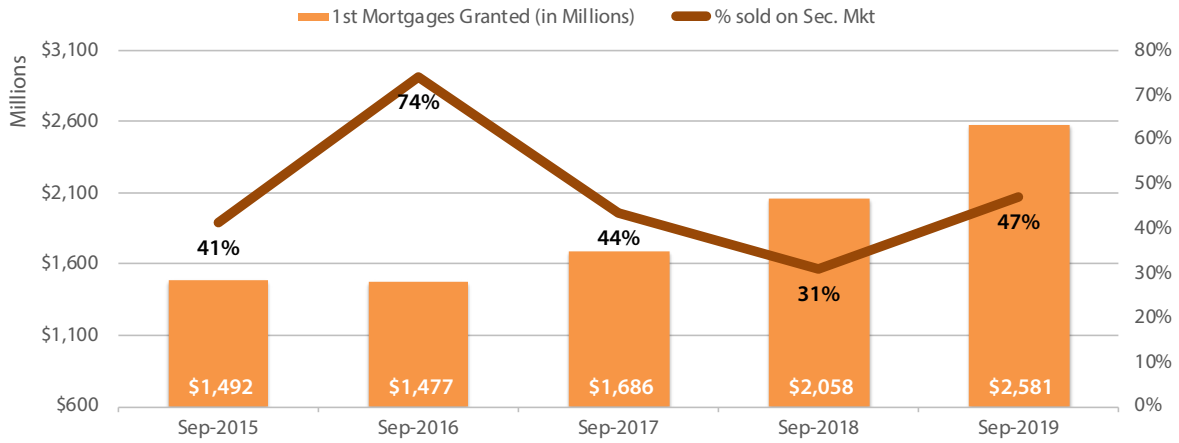
## Loan Composition



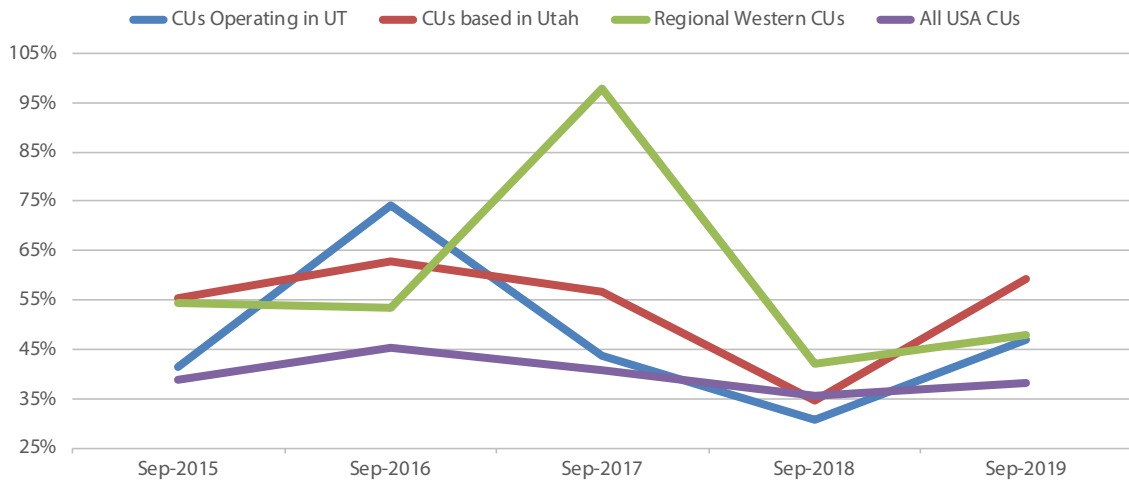
## Loan Growth



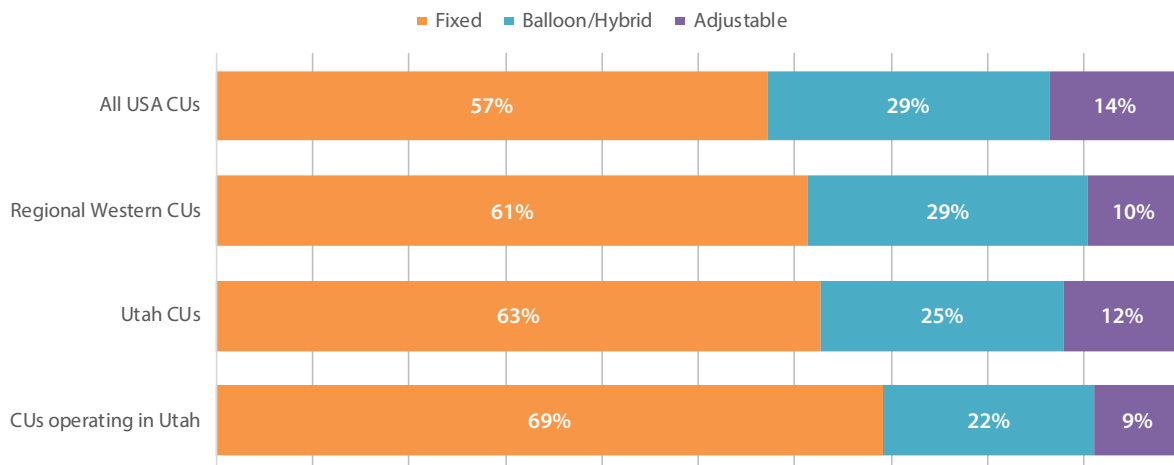
### 1st Mortgage Originations and 1st Mortgages Sold, CUs Operating in Utah



### 1st Mortgages sold as % of 1st Mortgages Originated

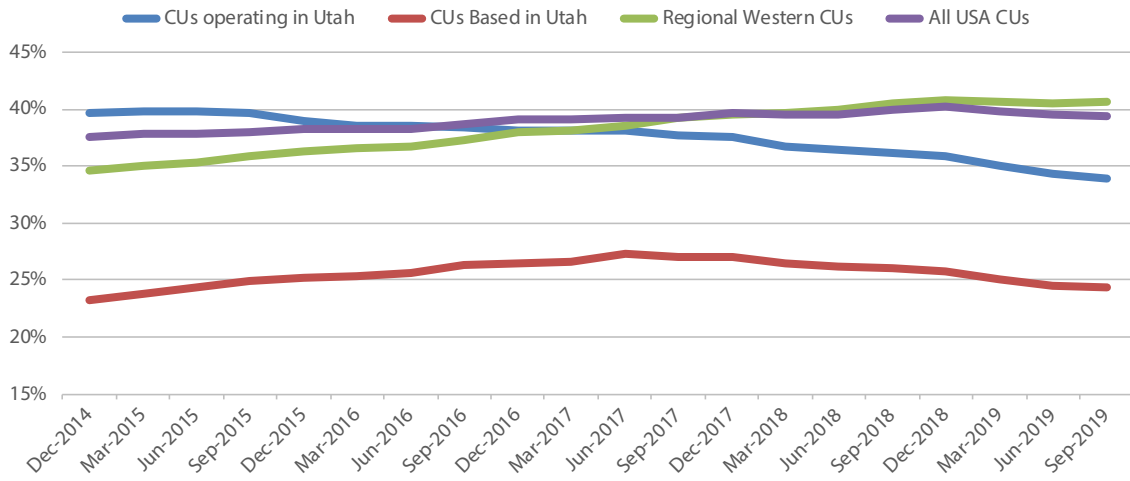


### 1st Mortgage Composition

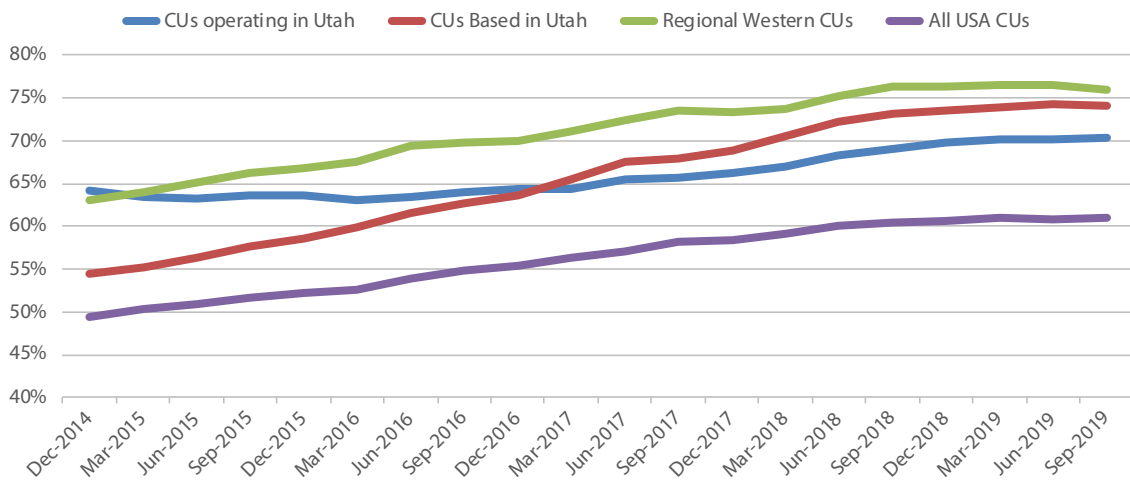


# Lending – Auto as of September 30, 2019

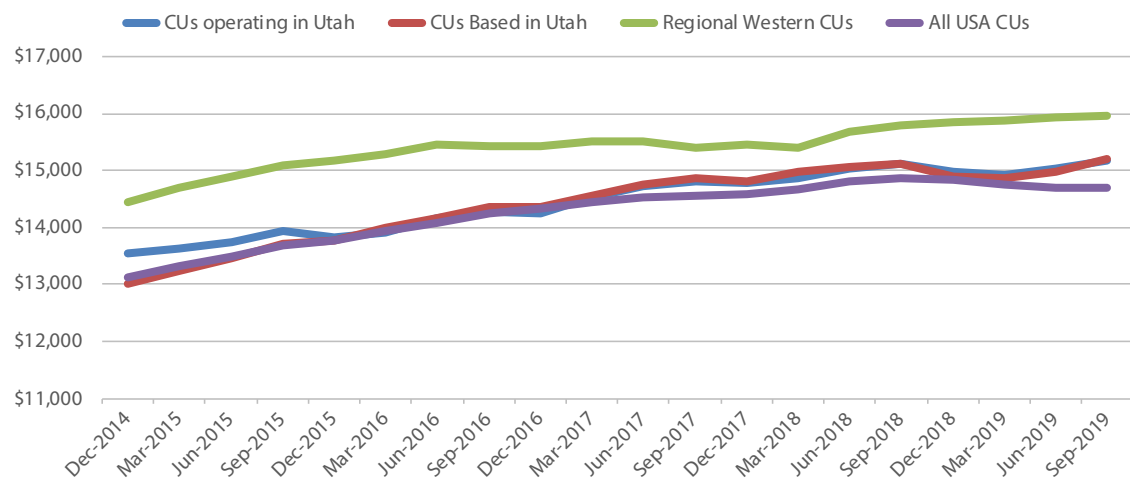
## New Auto Loans as % of All Auto Loans



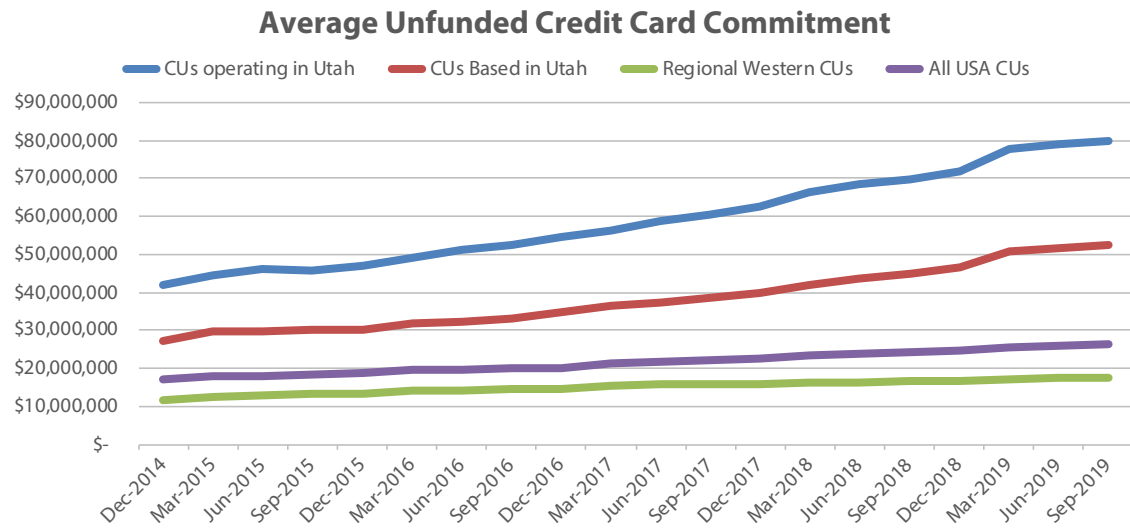
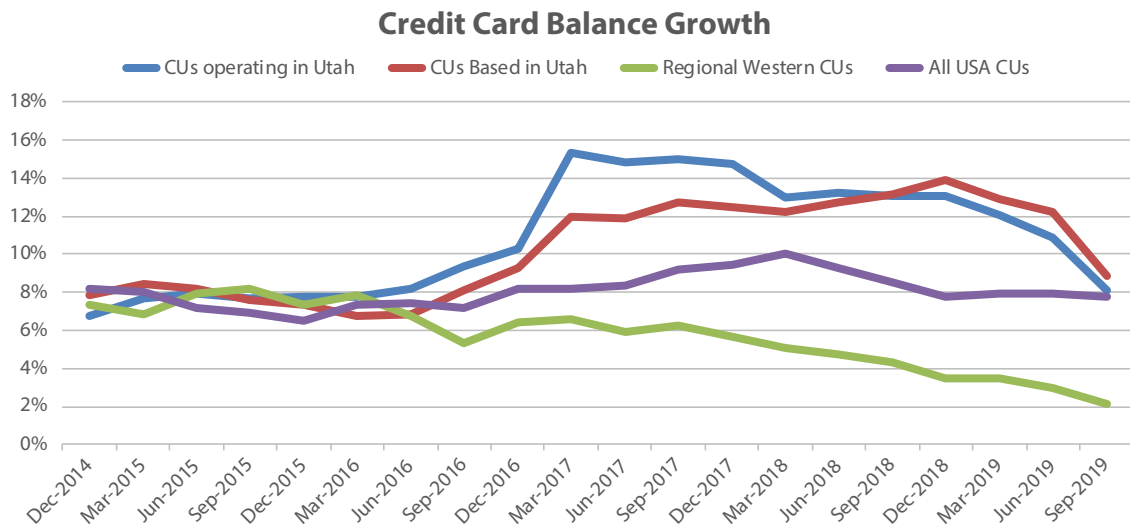
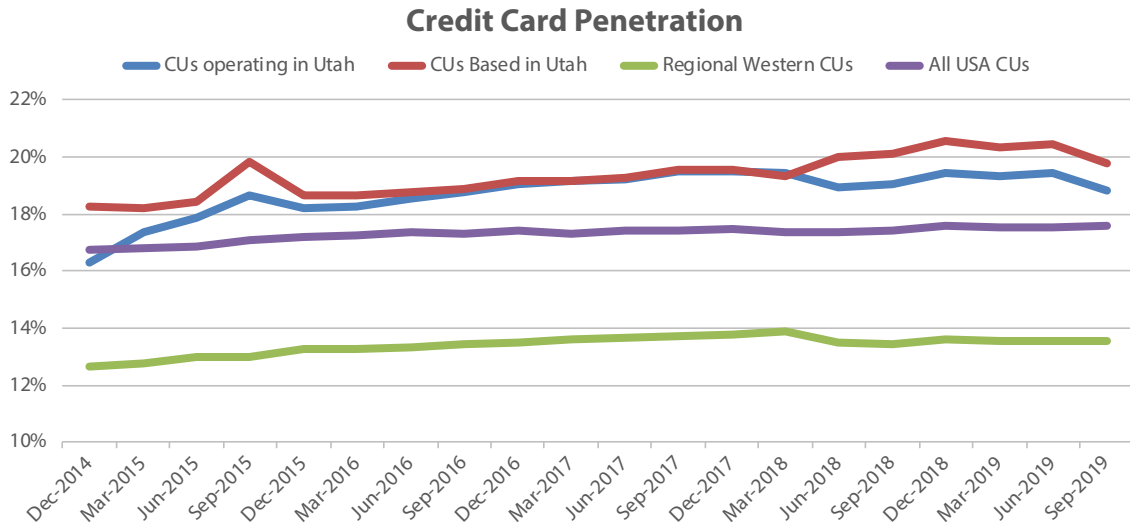
## Indirect Loans/Total Auto Loans



## Average Auto Loan Balance

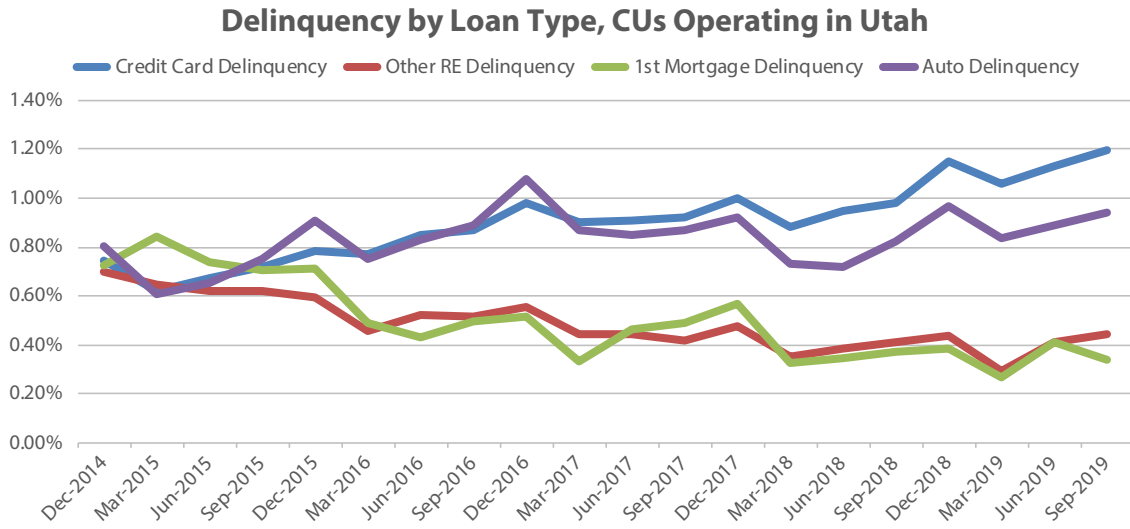
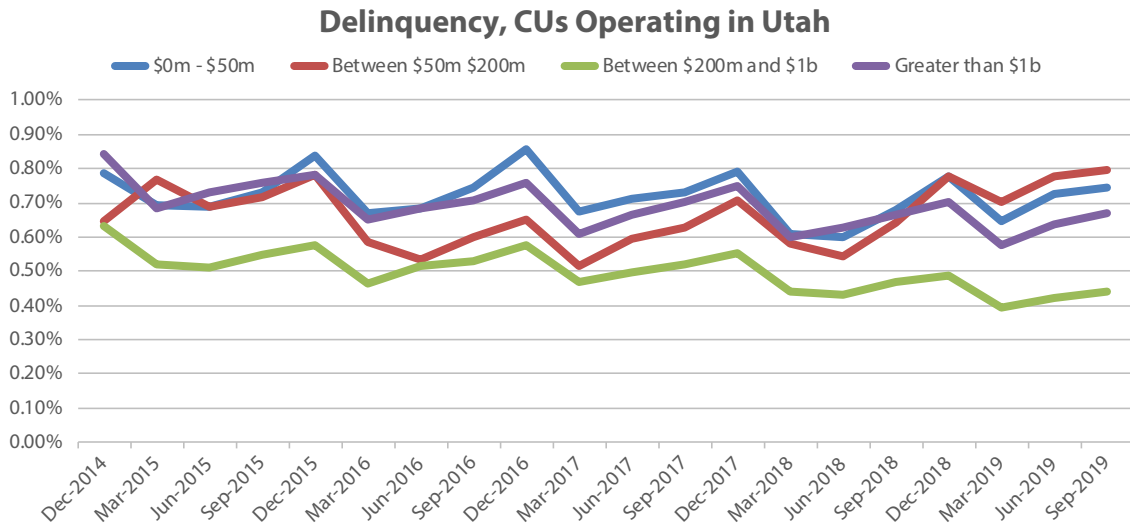
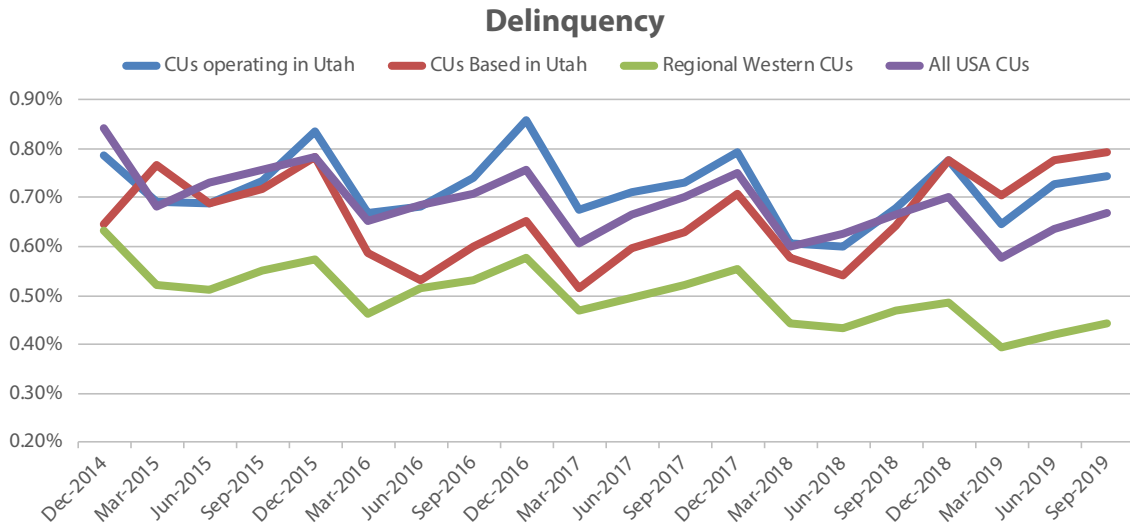


# Lending – Credit Cards as of September 30, 2019

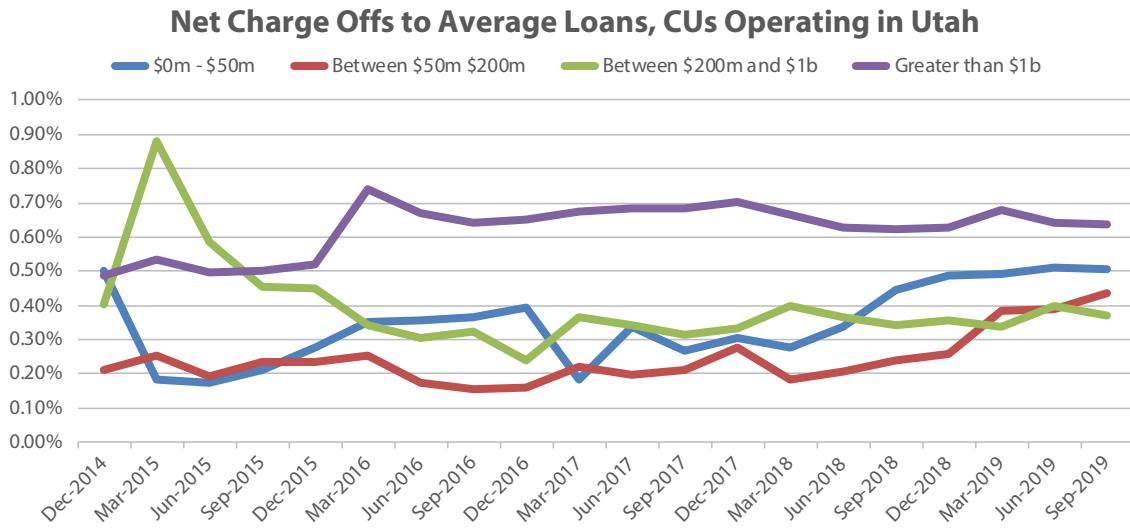
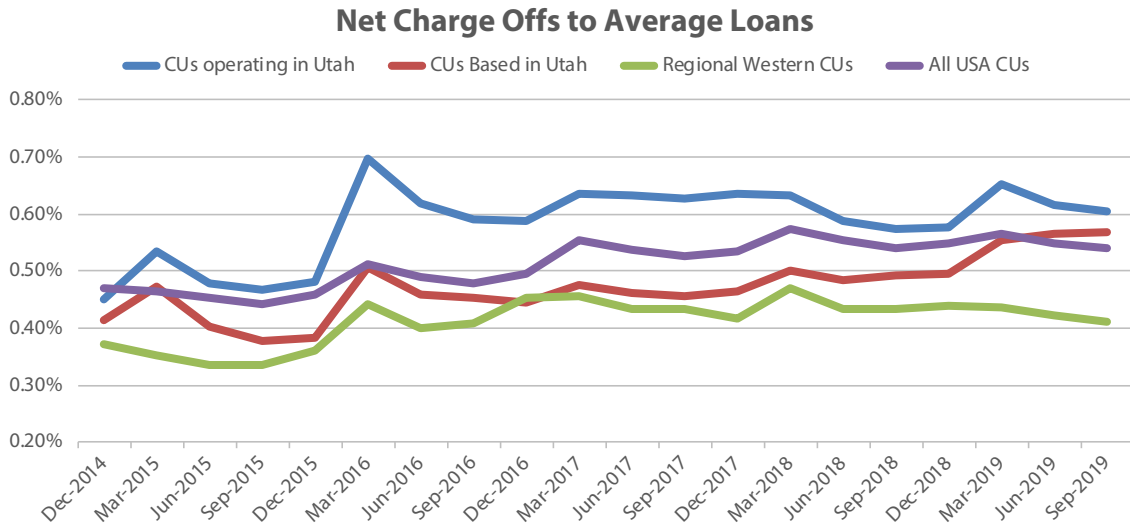




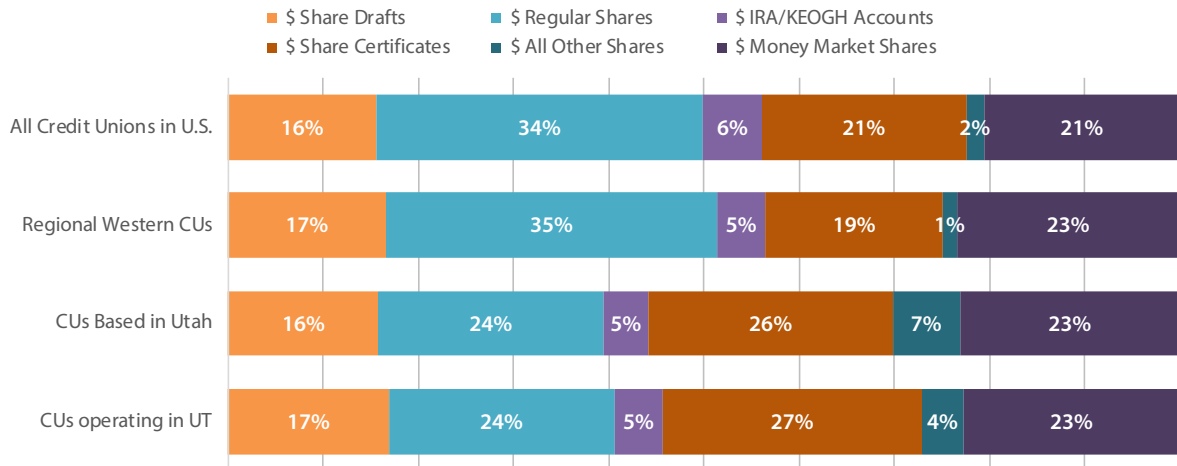
# Asset Quality as of September 30, 2019



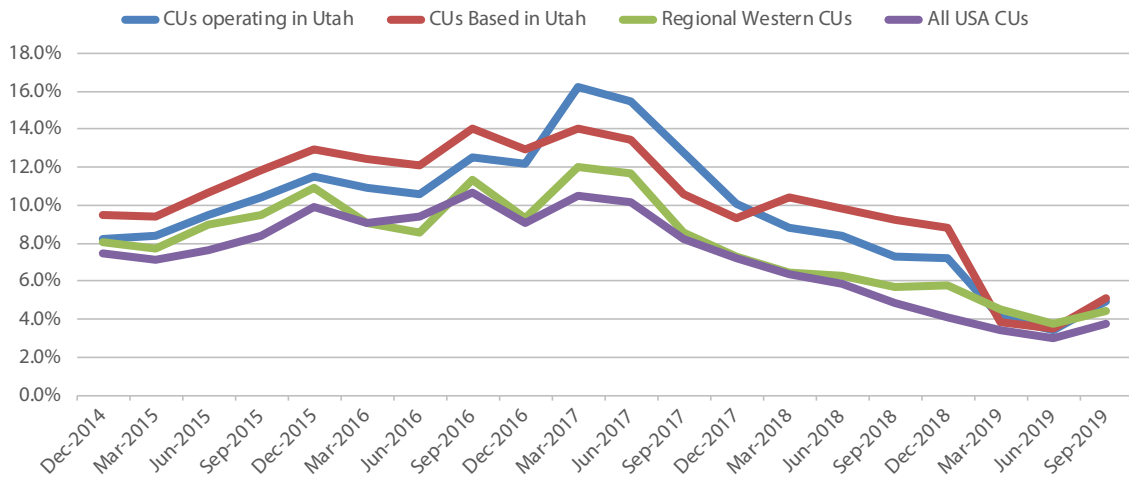
**Asset Quality – continued** as of September 30, 2019



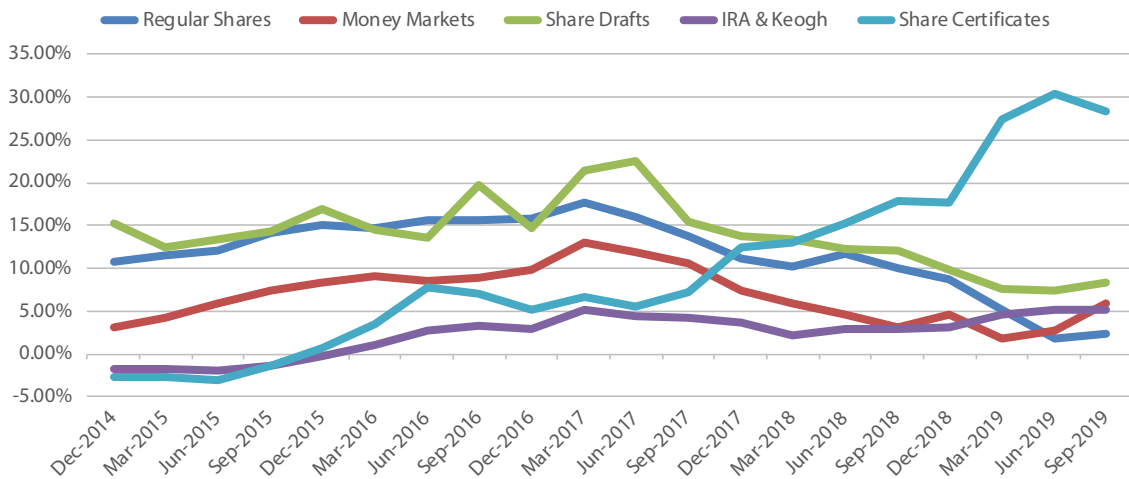
### Share Composition



### Core Deposit Growth

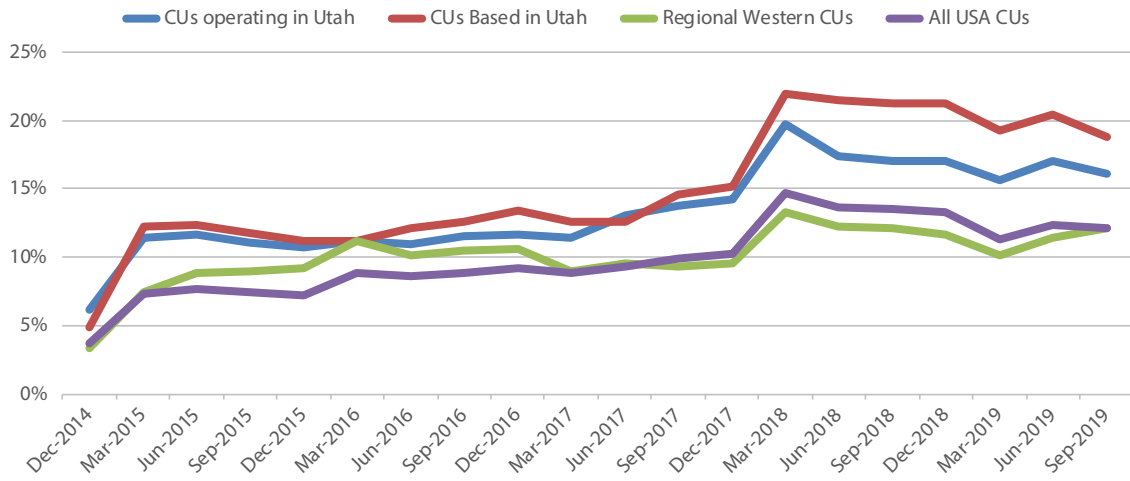


### Share Growth by Type, CUs Operating in Utah

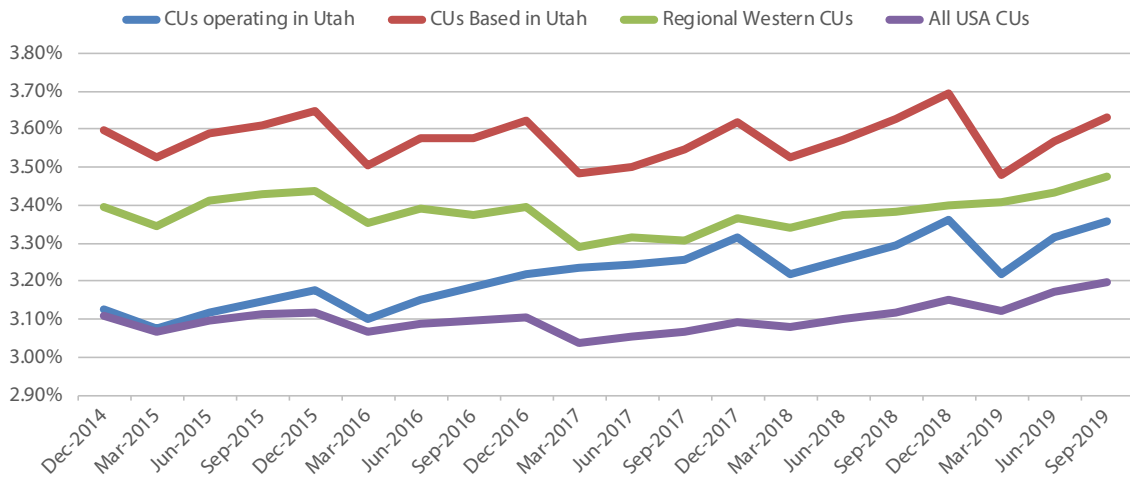


# Earnings as of September 30, 2019

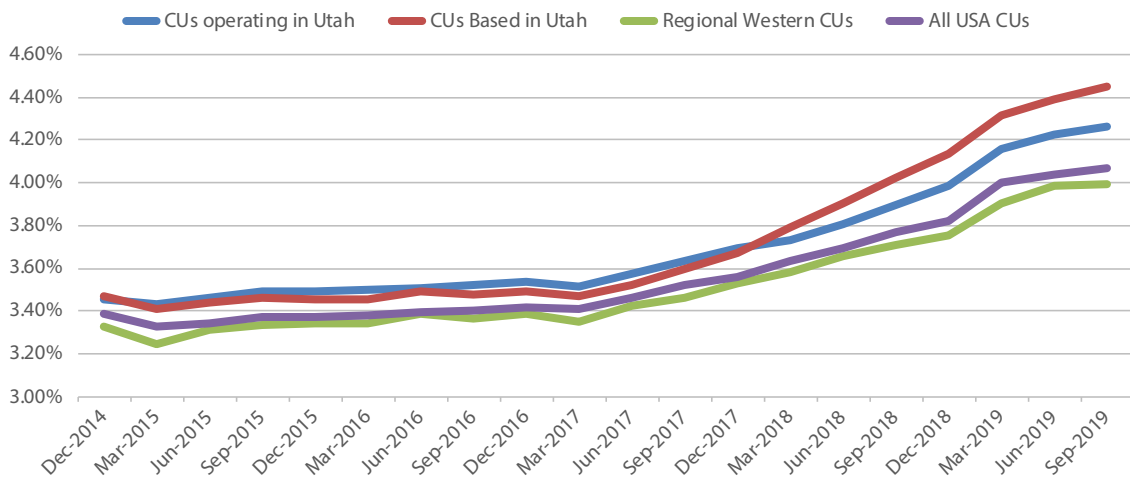
## Income Growth



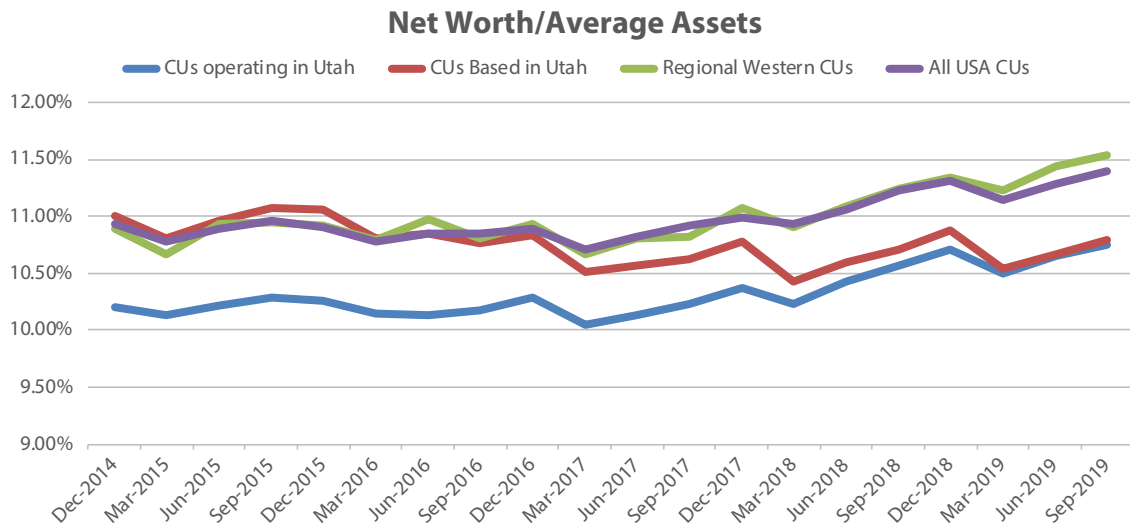
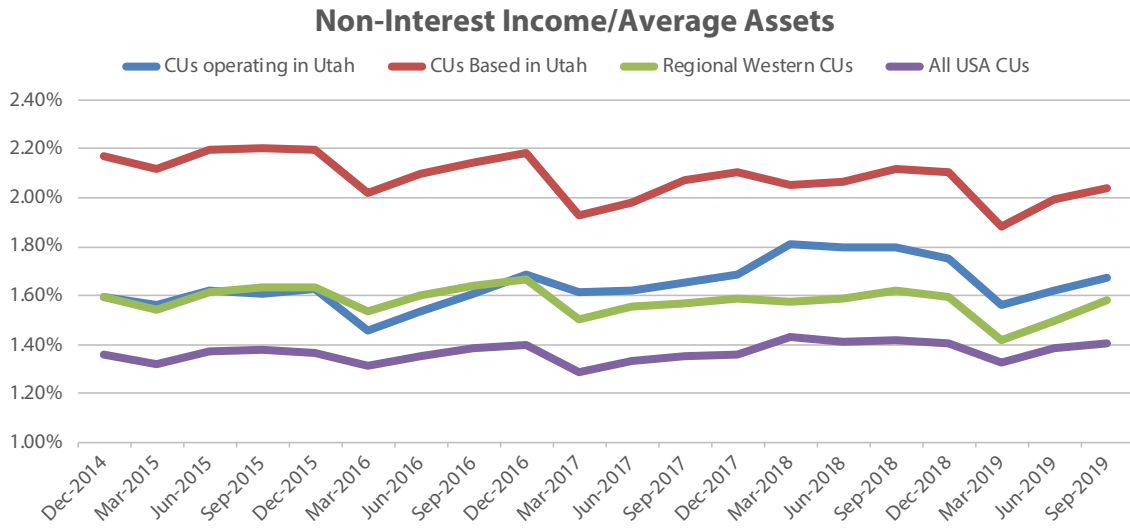
## Operating Expense/Average Assets



## Interest Income/Average Assets

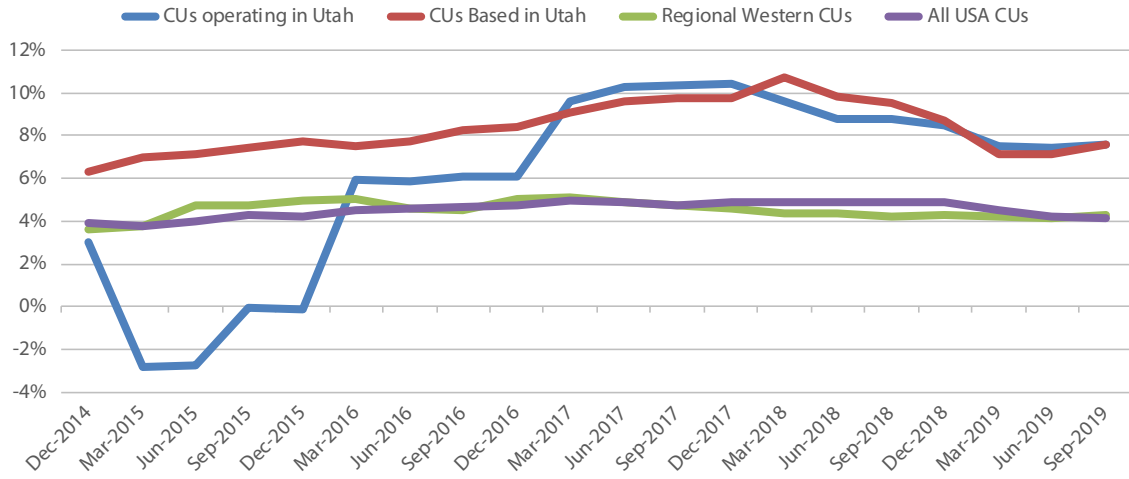


**Earnings – continued** as of September 30, 2019

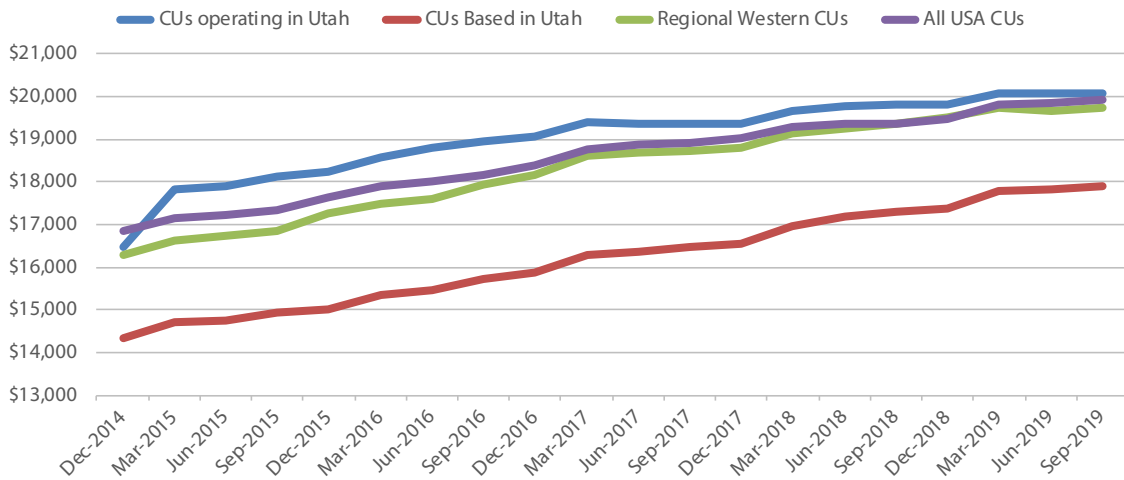


# Members as of September 30, 2019

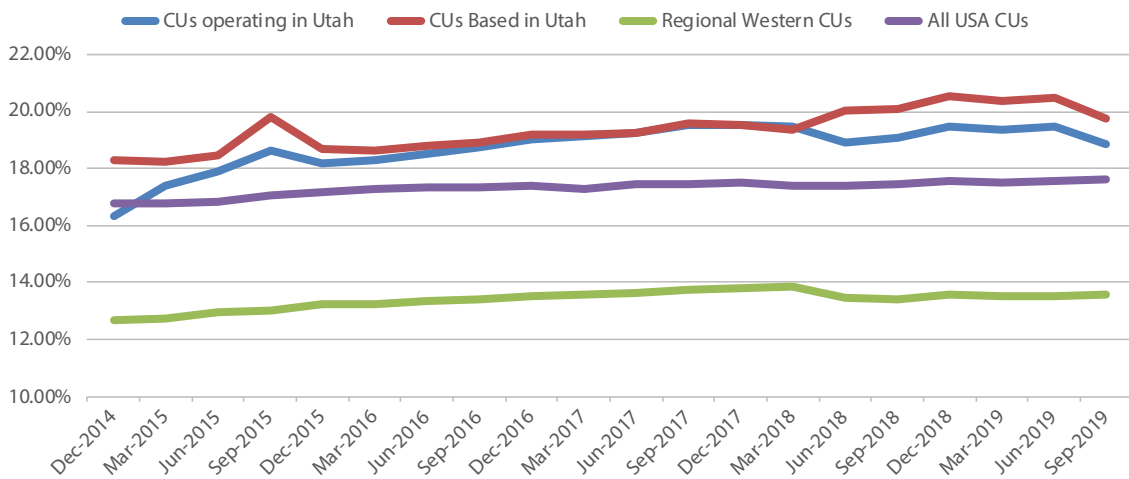
## Membership Growth



## Average Member Relationship

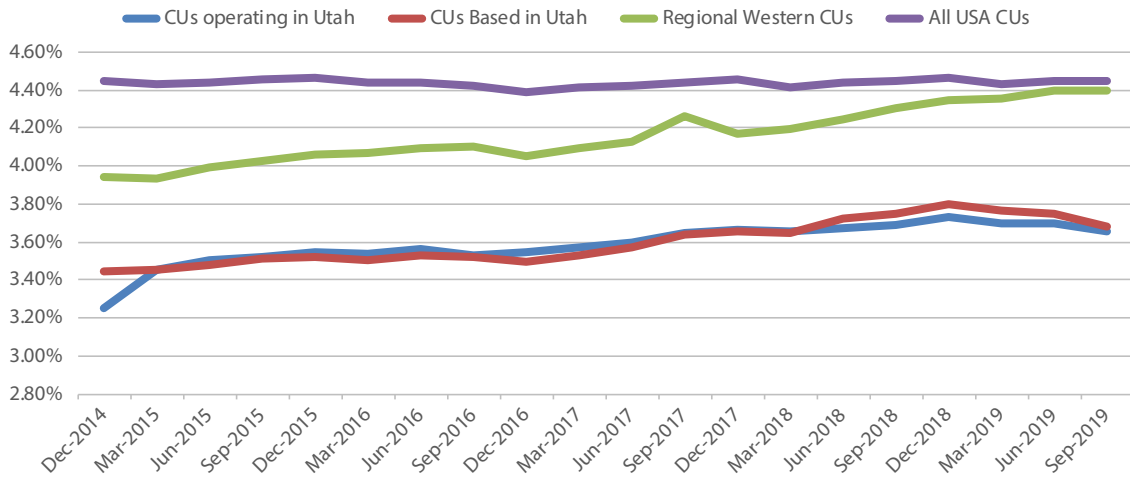


## Credit Card Penetration Rates

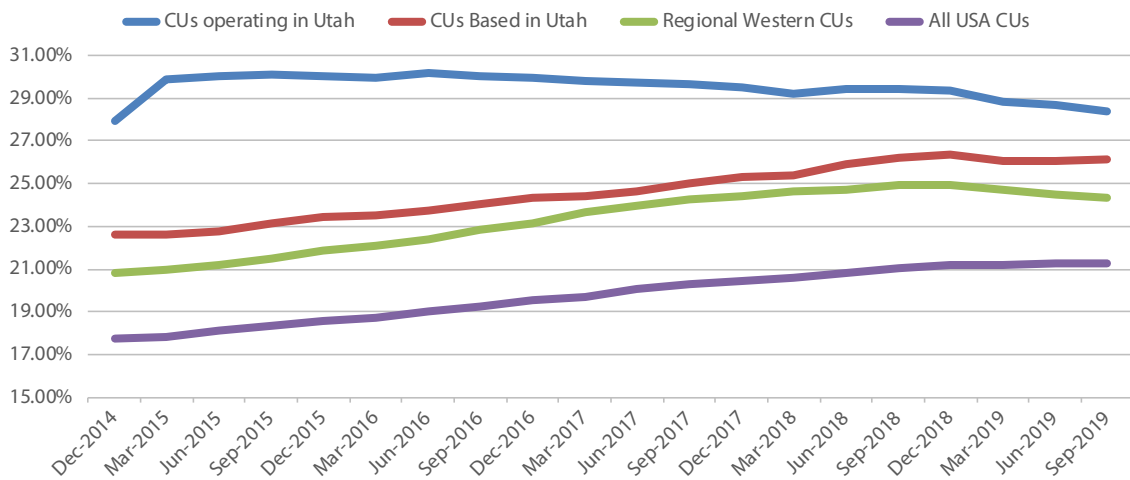


**Members – continued** as of September 30, 2019

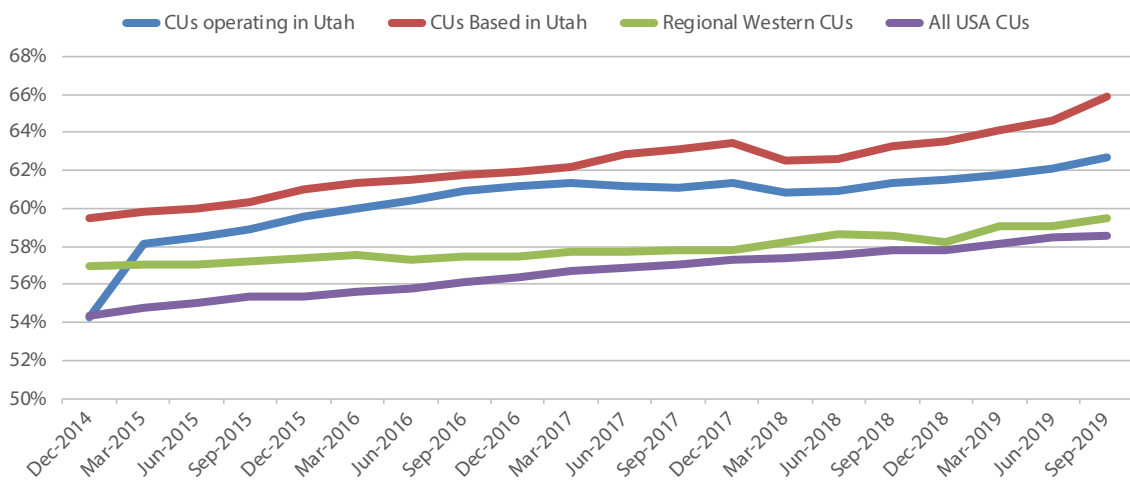
**Real Estate Loan Penetration Rates**



**Auto Loan Penetration Rates**



**Share Draft Account Penetration Rates**



## Consolidated U.S. Credit Union Financial Statement as of September 30, 2019

	Sep-2018	Sep-2019	%Chg
<b>ASSETS</b>			
Cash & Cash Equivalents	\$92,234,146,371	\$116,998,933,755	26.85
Government Securities	\$175,498,617,491	\$181,375,777,820	3.35
Corporate CU	\$3,287,636,047	\$3,007,636,607	-8.52
Deposit in Banks and S&L's	\$30,788,427,618	\$28,877,011,601	-6.21
Mutual Funds	\$2,372,346,434	\$3,217,031,156	35.61
All Other Investments	\$46,578,936,535	\$48,053,794,549	3.17
<b>Total Investments</b>	<b>\$350,760,110,496</b>	<b>\$381,530,185,488</b>	<b>8.77</b>
Real Estate Loans	\$509,490,275,118	\$547,775,677,386	7.51
Auto Loans	\$363,577,481,227	\$378,151,979,108	4.01
All Other Loans	\$159,326,055,841	\$173,207,202,830	8.71
<b>Total Loans</b>	<b>\$1,032,393,812,186</b>	<b>\$1,099,134,859,324</b>	<b>6.46</b>
(Loan Loss Allow)	\$(9,011,614,369)	\$(9,589,841,448)	6.42
Foreclosed & Repossessed Property	\$718,682,256	\$678,917,519	-5.53
Land & Buildings	\$24,009,953,163	\$25,789,088,385	7.41
Other Fixed Assets	\$5,185,778,678	\$6,066,321,872	16.98
All Other Assets	\$45,962,582,384	\$52,923,569,877	15.14
<b>TOTAL ASSETS</b>	<b>\$1,450,019,304,794</b>	<b>\$1,556,533,101,017</b>	<b>7.35</b>
<b>LIABILITIES &amp; CAPITAL</b>			
Dividends Payable	\$270,377,975	\$350,616,097	29.68
Notes Payable	\$57,959,071,337	\$54,757,785,488	-5.52
Reverse Repurchase Agreements	\$864,662,250	\$408,282,408	-52.78
Other Liabilities	\$17,906,747,818	\$17,813,577,400	-0.52
<b>Total Liabilities</b>	<b>\$77,000,859,380</b>	<b>\$73,330,261,393</b>	<b>-4.77</b>
Regular Shares & Deposits	\$456,129,017,456	\$473,634,751,570	3.84
Money Market Shares	\$263,326,511,515	\$269,587,684,263	2.38
Share Drafts	\$191,126,057,817	\$202,968,588,361	6.20
IRA & Keogh	\$78,142,177,963	\$81,252,629,398	3.98
Share Certificates	\$228,280,637,055	\$280,291,275,898	22.78
<b>Total Shares</b>	<b>\$1,217,004,401,806</b>	<b>\$1,307,734,929,490</b>	<b>7.46</b>
Regular Reserve	\$21,847,338,273	\$22,288,117,191	2.02
FASB 115 Val Reserves	\$(6,408,203,454)	\$(1,582,687,736)	75.30
Undivided Earnings & Other Reserves	\$137,114,792,087	\$150,745,971,003	9.94
Equity Acquired in Merger	\$3,460,116,702	\$4,016,509,676	16.08
<b>Total Reserves &amp; Undivided Earnings</b>	<b>\$156,014,043,608</b>	<b>\$175,467,910,134</b>	<b>12.47</b>
<b>TOTAL LIABILITIES &amp; CAPITAL</b>	<b>\$1,450,019,304,794</b>	<b>\$1,556,533,101,017</b>	<b>7.35</b>



## Consolidated U.S. Credit Union Financial Statement – cont. as of September 30, 2019

	YTD 2018	YTD 2019	%Chg
<b>INCOME:</b>			
Loans	\$34,840,979,335	\$39,706,283,229	13.96
(Less Rebates)	\$(21,210,771)	\$(18,802,579)	11.35
Investments	\$5,222,819,712	\$6,373,589,894	22.03
Fee Income	\$6,539,454,015	\$6,819,592,195	4.28
Trading + Other Operating	\$8,188,422,858	\$8,568,700,749	4.64
<b>Total Income</b>	<b>\$54,770,465,149</b>	<b>\$61,449,363,488</b>	<b>12.19</b>
<b>EXPENSES:</b>			
Employee Compensation & Benefits	\$16,986,810,510	\$18,629,621,058	9.67
Travel & Conference	\$324,258,802	\$354,544,648	9.34
Office Occupancy	\$2,172,670,898	\$2,319,313,811	6.75
Office Operations	\$6,128,585,300	\$6,690,191,411	9.16
Education & Promotional	\$1,305,563,748	\$1,419,903,357	8.76
Loan Servicing	\$2,333,363,533	\$2,428,857,862	4.09
Professional Services	\$2,678,093,505	\$2,975,586,593	11.11
Member Insurance	\$16,138,696	\$17,814,982	10.39
Operating Fees	\$151,940,387	\$162,390,480	6.88
Miscellaneous	\$1,073,104,057	\$1,256,039,438	17.05
<b>Operating Expense Subtotal</b>	<b>\$33,170,529,436</b>	<b>\$36,254,263,640</b>	<b>9.30</b>
Provision for Loan Losses	\$4,730,117,001	\$4,828,919,100	2.09
Operating Exp. + Provision for Loan Losses	\$37,900,646,437	\$41,083,182,740	8.40
Non-Operating Gain (Loss)	\$302,069,324	\$634,431,535	110.03
Income before Dividends	\$17,171,888,036	\$21,000,612,283	21.61
Interest on Borrowed Funds	\$1,063,129,048	\$1,164,019,053	9.49
Dividends	\$5,782,551,966	\$8,737,837,820	51.11
<b>Net Income Prior to Assessments</b>	<b>\$10,326,207,022</b>	<b>\$11,098,755,410</b>	<b>7.48</b>
Net NCUSIF & TCCUSIF Expenses	\$(10,305,283)	\$(2,259,068)	3.14
<b>Net Income</b>	<b>\$10,336,512,305</b>	<b>\$11,101,014,478</b>	<b>7.40</b>
<b>SELECTED OPERATING DATA:</b>			
Branches	21,196	21,264	0.32
Members	116,137,106	120,943,833	4.14
Potential Members	3,011,291,512	3,969,289,316	31.81
Employees	299,940	313,098	4.39
Members/Employee	387	386	-0.24
Average Salary & Benefits/Employee	\$75,512	\$79,335	5.06
Total YTD Loan Originations	\$387,029,673,439	\$399,305,124,072	3.17

## U.S. Credit Union Peer Group Performance as of September 30, 2019

	US Totals	< \$20M	\$20M-\$50M	\$50M-\$100M	\$100M-\$250M	\$250M-\$500M	\$500M-\$1B	Over \$1B
# of CUs	5396	2056	1014	700	692	351	261	322
Average Assets	\$288,460,545	\$7,516,617	\$32,386,954	\$71,746,748	\$157,968,351	\$350,245,182	\$704,659,976	\$3,235,557,234

### 12-month growth

Net Worth Growth	9.00%	2.48%	5.02%	5.62%	6.50%	7.37%	8.40%	10.12%
Loan Growth	6.43%	3.08%	3.89%	3.57%	4.47%	5.12%	5.80%	7.15%
Share Growth	7.42%	-0.67%	1.12%	1.93%	3.50%	5.06%	6.69%	9.01%
Member Growth	4.10%	-1.44%	-0.59%	0.02%	1.08%	2.15%	2.81%	5.95%

### Capital

Net worth/Assets	11.40%	14.88%	13.01%	12.22%	11.66%	11.48%	11.32%	11.23%
Solvency Ratio	116.45%	118.24%	115.59%	114.64%	114.33%	114.79%	115.23%	117.19%
Allowance for Loan Losses/ Delinquent Loans	130.29%	81.89%	92.52%	102.63%	111.15%	115.11%	121.86%	139.45%
Delinquency Ratio	0.67%	1.39%	0.95%	0.80%	0.72%	0.70%	0.65%	0.65%

### Earnings

ROA	0.98%	0.46%	0.66%	0.67%	0.76%	0.82%	0.85%	1.08%
Non-Interest Income/Average Assets	1.05%	0.66%	0.87%	0.99%	1.10%	1.17%	1.17%	1.03%
Net interest Margin	3.20%	3.58%	3.45%	3.43%	3.41%	3.35%	3.29%	3.12%
Operating Expenses/Average Assets	3.20%	3.72%	3.70%	3.81%	3.81%	3.76%	3.65%	2.93%
Yield on Average Earning Assets	4.28%	4.14%	4.06%	4.13%	4.24%	4.26%	4.27%	4.31%
Cost of Funds	1.00%	0.51%	0.50%	0.54%	0.65%	0.75%	0.83%	1.14%

### Productivity

Income per member	\$508	\$231	\$326	\$367	\$420	\$452	\$494	\$561
Income per employee	\$261,683	\$120,256	\$172,236	\$179,395	\$188,931	\$206,113	\$225,867	\$309,800
Operating expense per member	\$300	\$179	\$241	\$268	\$297	\$309	\$327	\$302
Assets per employee	\$4,971,393	\$2,507,572	\$3,482,542	\$3,480,679	\$3,557,475	\$3,822,698	\$4,206,540	\$5,903,933
YTD Loan Originations/Employee	\$1,275,336	\$489,030	\$621,234	\$628,468	\$726,527	\$823,989	\$917,933	\$1,657,010

### Member Service Usage

Auto Loan Penetration	21.27%	17.40%	25.42%	21.62%	21.37%	20.96%	21.99%	21.05%
Share draft penetration	58.55%	24.34%	43.43%	48.72%	53.41%	55.55%	59.12%	62.23%
Credit card penetration	17.60%	5.25%	10.64%	11.86%	13.09%	14.17%	15.69%	20.32%
\$ Average share balance	\$10,710	\$5,369	\$7,507	\$8,160	\$9,050	\$9,514	\$10,309	\$11,731
# Loan and Share Accounts per member	2.50	1.85	2.25	2.28	2.39	2.39	2.46	2.60

### Lending Profile

Loans to Shares	84%	61%	64%	68%	76%	81%	84%	87%
Average Loan Balance	\$15,509	\$7,613	\$8,481	\$10,333	\$12,500	\$14,185	\$15,256	\$16,987
\$ Total Loans Outstanding/ Employees	\$3,510,514	\$1,304,188	\$1,910,599	\$2,052,963	\$2,345,465	\$2,658,123	\$3,012,941	\$4,273,730
% of RE loans to total loans	49.84%	15.71%	33.14%	38.43%	42.65%	46.19%	48.64%	52.36%

# Consolidated Utah Credit Union Financial Statement as of September 30, 2019

For credit unions based in Utah.

	Sep-2018	Sep-2019	%Chg
<b>ASSETS</b>			
Cash & Cash Equivalents	\$1,548,511,164	\$2,453,900,908	58.47
Government Securities	\$1,641,959,211	\$1,589,596,896	-3.19
Corporate CU	\$43,356,675	\$32,896,196	-24.13
Deposit in Banks and S&L's	\$337,168,683	\$380,509,603	12.85
Mutual Funds	\$1,394,507	\$1,297,397	-6.96
All Other Investments	\$587,477,294	\$631,666,585	7.52
<b>Total Investments</b>	<b>\$4,159,867,534</b>	<b>\$5,089,867,585</b>	<b>22.36</b>
Real Estate Loans	\$8,144,405,463	\$9,001,201,803	10.52
Auto Loans	\$10,788,265,709	\$11,633,064,815	7.83
All Other Loans	\$3,717,078,212	\$4,121,954,568	10.89
<b>Total Loans</b>	<b>\$22,649,749,384</b>	<b>\$24,756,221,186</b>	<b>9.30</b>
(Loan Loss Allow)	\$(233,996,464)	\$(279,735,679)	19.55
Foreclosed & Repossessed Property	\$38,122,322	\$39,370,046	3.27
Land & Buildings	\$738,327,024	\$817,668,394	10.75
Other Fixed Assets	\$109,796,605	\$122,594,585	11.66
All Other Assets	\$733,547,387	\$1,005,073,133	37.02
<b>TOTAL ASSETS</b>	<b>\$28,195,413,792</b>	<b>\$31,551,059,250</b>	<b>11.90</b>
<b>LIABILITIES &amp; CAPITAL</b>			
Dividends Payable	\$8,231,609	\$11,602,321	40.95
Notes Payable	\$433,689,532	\$152,093,764	-64.93
Reverse Repurchase Agreements	—	—	
Other Liabilities	\$399,334,294	\$390,773,046	-2.14
<b>Total Liabilities</b>	<b>\$841,255,435</b>	<b>\$554,469,131</b>	<b>-34.09</b>
Regular Shares & Deposits	\$8,421,615,631	\$8,488,352,685	0.79
Money Market Shares	\$5,874,430,214	\$6,414,896,591	9.20
Share Drafts	\$4,007,090,482	\$4,374,395,745	9.17
IRA & Keogh	\$1,226,286,054	\$1,335,594,398	8.91
Share Certificates	\$4,957,603,794	\$7,089,163,870	43.00
<b>Total Shares</b>	<b>\$24,487,026,175</b>	<b>\$27,702,403,289</b>	<b>13.13</b>
Regular Reserve	\$242,971,882	\$247,542,393	1.88
FASB 115 Val Reserves	\$(142,893,083)	\$(101,178,255)	29.19
Undivided Earnings & Other Reserves	\$2,718,596,993	\$3,099,272,433	14.00
Equity Acquired in Merger	\$48,456,390	\$48,550,259	0.19
<b>Total Reserves &amp; Undivided Earnings</b>	<b>\$2,867,132,182</b>	<b>\$3,294,186,830</b>	<b>14.89</b>
<b>TOTAL LIABILITIES &amp; CAPITAL</b>	<b>\$28,195,413,792</b>	<b>\$31,551,059,250</b>	<b>11.90</b>

# Consolidated Utah Credit Union Financial Statement – cont. as of September 30, 2019

For credit unions based in Utah.

	YTD 2018	YTD 2019	%Chg
<b>INCOME:</b>			
Loans	\$753,311,763	\$922,865,838	22.51
(Less Rebates)	\$(8,069)	\$(9,739)	-20.70
Investments	\$55,875,241	\$79,618,236	42.49
Fee Income	\$179,807,646	\$204,561,044	13.77
Trading + Other Operating	\$240,828,491	\$253,740,923	5.36
<b>Total Income</b>	<b>\$1,229,815,072</b>	<b>\$1,460,776,302</b>	<b>18.78</b>
<b>EXPENSES:</b>			
Employee Compensation & Benefits	\$379,321,859	\$429,596,920	13.25
Travel & Conference	\$7,520,988	\$7,809,911	3.84
Office Occupancy	\$45,311,322	\$51,948,875	14.65
Office Operations	\$127,899,798	\$137,809,934	7.75
Education & Promotional	\$31,003,773	\$34,757,548	12.11
Loan Servicing	\$79,485,454	\$85,367,147	7.40
Professional Services	\$28,407,755	\$38,465,272	35.40
Member Insurance	\$207,317	\$177,050	-14.60
Operating Fees	\$2,811,258	\$3,078,651	9.51
Miscellaneous	\$27,597,246	\$28,829,713	4.47
<b>Operating Expense Subtotal</b>	<b>\$729,566,770</b>	<b>\$817,841,021</b>	<b>12.10</b>
Provision for Loan Losses	\$116,790,638	\$133,774,158	14.54
Operating Exp. + Provision for Loan Losses	\$846,357,408	\$951,615,179	12.44
Non-Operating Gain (Loss)	\$5,016,854	\$1,641,996	-67.27
Income before Dividends	\$388,474,518	\$510,803,119	31.54
Interest on Borrowed Funds	\$4,971,787	\$5,581,605	12.27
Dividends	\$115,073,741	\$199,960,322	73.77
<b>Net Income Prior to Assessments</b>	<b>\$268,428,990</b>	<b>\$305,261,192</b>	<b>13.72</b>
Net NCUSIF & TCCUSIF Expenses	\$-	\$43,095	74.20
<b>Net Income</b>	<b>\$268,428,990</b>	<b>\$305,218,097</b>	<b>13.71</b>

<b>SELECTED OPERATING DATA:</b>			
Branches	482	487	1.04
Members	2,723,390	2,929,681	7.57
Potential Members	47,729,302	50,425,220	5.65
Employees	7,812	8,350	6.88
Members/Employee	349	351	0.65
Average Salary & Benefits/Employee	\$64,742	\$68,602	5.96
Total YTD Loan Originations	\$14,524,568,419	\$15,478,213,547	6.57

## Utah Credit Union Peer Group Performance as of September 30, 2019

Note: this page includes 6 out-of-state credit unions operating at least one branch in Utah. Those are: Chartway, Chevron, Delta Community, Operating Engineers Local Union #3, Security Service, and Unify Financial. All are in the "Over \$1b" category.

	CUs operating in Utah	< \$50m	\$50m-\$200m	\$200m-\$1b	Over \$1b
# of CUs	67	36	11	8	12
Average Assets	\$856,376,618	\$15,345,688	\$112,148,007	\$442,467,114	\$4,337,618,640
<b>12-month growth</b>					
Net Worth Growth	11.51%	5.97%	8.01%	9.47%	10.01%
Loan Growth	7.45%	3.17%	7.20%	6.36%	5.85%
Share Growth	10.44%	3.93%	4.57%	7.56%	9.07%
Member Growth	7.59%	1.07%	1.28%	1.83%	6.49%
<b>Capital</b>					
Net worth/Assets	10.75%	13.46%	12.88%	10.91%	10.66%
Solvency Ratio	114.12%	116.93%	115.32%	113.14%	114.12%
Allowance for Loan Losses/Delinquent Loans	130.81%	149.60%	88.90%	141.27%	131.09%
Delinquency Ratio	0.74%	0.83%	0.71%	0.41%	0.76%
<b>Earnings</b>					
ROA	1.07%	0.77%	0.97%	1.06%	1.06%
Non-Interest Income/Average Assets	1.25%	0.72%	0.96%	1.00%	1.27%
Net interest Margin	3.32%	3.68%	3.48%	3.18%	3.30%
Operating Expenses/Average Assets	3.36%	3.46%	3.40%	3.17%	3.34%
Yield on Average Earning Assets	4.50%	4.48%	4.43%	4.36%	4.48%
Cost of Funds	1.06%	0.74%	0.81%	1.04%	1.06%
<b>Productivity</b>					
Income per member	\$515	\$319	\$440	\$542	\$519
Income per employee	\$257,351	\$175,095	\$197,496	\$242,439	\$261,252
Operating expense per member	\$290	\$210	\$274	\$316	\$290
Assets per employee	\$4,499,469	\$3,399,660	\$3,693,497	\$4,609,032	\$4,531,136
YTD Loan Originations/Employee	\$1,776,026	\$829,214	\$959,806	\$1,416,739	\$1,837,171
<b>Member Service Usage</b>					
Auto Loan Penetration	28.40%	22.70%	27.58%	22.59%	28.86%
Share draft penetration	63%	37%	55%	57%	64%
Credit card penetration	18.83%	6.72%	16.15%	18.32%	19.12%
\$ Average share balance	\$10,294	\$7,006	\$9,473	\$12,009	\$10,264
# Loan and Share Accounts per member	2.76	2.13	2.68	2.69	2.78
<b>Lending Profile</b>					
Loans to Shares	93%	80%	81%	80%	94%
Average Loan Balance	\$14,189	\$11,532	\$11,128	\$15,222	\$14,242
\$ Total Loans Outstanding/Employees	\$3,617,787	\$2,326,791	\$2,577,766	\$3,227,864	\$3,692,357
% of RE loans to total loans	41.22%	28.51%	36.26%	53.17%	40.73%

## Utah Credit Unions under \$10 million in assets

as of September 30, 2019

CUs in group: 18

### 12-month share growth

Credit Union	Share growth	Shares
Granite Furniture Employees	18.15%	\$772,418
Gibbons and Reed Employees	6.19%	\$5,142,724
Tri-County	2.67%	\$126,981
Tanner Employees	0.58%	\$5,369,635
North Sanpete	0.05%	\$715,395

### Capital/Assets

Credit Union	Capital/Assets	Assets
Beckstrand and Associates	68.74%	\$222,923
Granite Furniture Employees	31.43%	\$1,106,809
Employees First	29.01%	\$1,639,258
Tri-County	28.51%	\$178,397
North Sanpete	25.96%	\$952,680
SEA	25.61%	\$4,739,166
Hollyfrontier Employee's	25.44%	\$5,839,863
Meadow Gold Employees	25.33%	\$4,629,005
Presto Lewiston Employees	23.32%	\$400,369
Valley Wide	23.10%	\$441,288

### 12-month loan growth

Credit Union	Loan Growth	Loans
South Sanpete	31.24%	\$865,177
Utah Prison Employees	25.08%	\$2,566,616
Employees First	16.60%	\$284,028
Orem City Employees	15.56%	\$1,656,283
Granite Furniture Employees	11.53%	\$939,990
SEA	10.57%	\$3,149,278
Presto Lewiston Employees	9.42%	\$272,036
Provo Police & Fire Dept.	3.25%	\$1,913,950
Valley Wide	3.17%	\$415,926
Tanner Employees	1.08%	\$3,890,401

### Return on Assets

Credit Union	ROA	Assets
Hollyfrontier Employee's	1.42%	\$5,839,863
SEA	1.28%	\$4,739,166
Valley Wide	1.15%	\$441,288
Orem City Employees	0.67%	\$3,269,961
North Sanpete	0.62%	\$952,680
Tanner Employees	0.59%	\$6,171,616
Uintah	0.59%	\$3,343,114
Granite Furniture Employees	0.57%	\$1,106,809
Employees First	0.50%	\$1,639,258
South Sanpete	0.44%	\$973,512

### 12-month member growth

Credit Union	Mbr. Growth	Members
South Sanpete	3.30%	188
Granite Furniture Employees	2.63%	195
Presto Lewiston Employees	1.96%	156
SEA	0.46%	878
Tanner Employees	0.00%	1,100

### Loans/Shares

Credit Union	Loans/Shares	Shares
Hollyfrontier Employee's	129.59%	\$4,409,989
Valley Wide	122.83%	\$338,614
Granite Furniture Employees	121.69%	\$772,418
South Sanpete	108.31%	\$798,774
North Sanpete	107.22%	\$715,395
SEA	88.66%	\$3,552,235
Presto Lewiston Employees	87.30%	\$311,628
CUP	85.63%	\$4,892,050
Utah Prison Employees	85.40%	\$3,005,470
Provo Police & Fire Dept.	84.79%	\$2,257,166

## Utah Credit Unions between \$10 million and \$65 million in assets

as of September 30, 2019

CUs in group: 19

### 12-month share growth

Credit Union	Share growth	Shares
Desert Rivers	26.80%	\$38,489,416
Kings Peak	19.59%	\$16,439,637
Devils Slide	16.22%	\$12,950,613
San Juan	10.74%	\$19,845,169
Millard County	8.99%	\$37,119,863
Logan Cache Rich	6.89%	\$22,528,832
Local Union 354 IBEW	6.44%	\$24,010,399
Logan Medical	6.03%	\$19,998,165
Freedom	5.97%	\$35,465,275
Hi-land	3.99%	\$40,334,201

### 12-month loan growth

Credit Union	Loan Growth	Loans
Desert Rivers	20.13%	\$33,628,341
Millard County	19.35%	\$23,600,733
Hi-land	12.85%	\$33,998,945
P&S	10.86%	\$13,893,771
Logan Cache Rich	10.55%	\$12,684,702
National JAACL	9.90%	\$17,633,100
Logan Medical	9.85%	\$17,133,332
Local Union 354 IBEW	6.32%	\$21,518,978
Varex	4.79%	\$8,182,952
San Juan	4.20%	\$15,957,097

### 12-month member growth

Credit Union	Mbr. Growth	Members
Desert Rivers	17.64%	5,695
Kings Peak	5.78%	2,213
San Juan	4.59%	4,399
Millard County	2.58%	5,645
P&S	2.11%	1,739
Hi-land	2.02%	2,874
Firefighters	1.46%	3,686
Freedom	1.43%	3,759
Local Union 354 IBEW	0.53%	2,656
National JAACL	0.51%	3,525

### Capital/Assets

Credit Union	Capital/Assets	Assets
Nephi Western Employees	35.86%	\$33,411,788
Hi-land	20.89%	\$50,873,248
Desertview	17.64%	\$33,901,322
Logan Medical	16.91%	\$24,032,155
Varex	16.63%	\$16,365,932
Logan Cache Rich	13.85%	\$26,107,285
Local Union 354 IBEW	13.42%	\$27,643,957
San Juan	12.95%	\$22,561,409
Devils Slide	12.44%	\$14,721,241
Utah	12.20%	\$20,278,640

### Return on Assets

Credit Union	ROA	Assets
Nephi Western Employees	1.98%	\$33,411,788
San Juan	1.95%	\$22,561,409
Hi-land	1.52%	\$50,873,248
Freedom	1.47%	\$40,860,259
Logan Medical	1.28%	\$24,032,155
Millard County	1.21%	\$41,535,539
Desert Rivers	1.06%	\$41,834,295
Local Union 354 IBEW	0.97%	\$27,643,957
Logan Cache Rich	0.89%	\$26,107,285
Desertview	0.85%	\$33,901,322

### Loans/Shares

Credit Union	Loans/Shares	Shares
Nephi Western Employees	128.63%	\$21,562,211
P&S	91.14%	\$15,243,905
Local Union 354 IBEW	89.62%	\$24,010,399
Education 1st	89.01%	\$30,140,381
Desert Rivers	87.37%	\$38,489,416
Logan Medical	85.67%	\$19,998,165
Freedom	85.56%	\$35,465,275
Hi-land	84.29%	\$40,334,201
Firefighters	83.41%	\$39,433,488
City Center	81.55%	\$12,676,283

## Utah Credit Unions between \$65 million and \$400 million in assets

as of September 30, 2019

CUs in group: 14

### 12-month share growth

Credit Union	Share growth	Shares
American United	15.13%	\$224,822,652
Utah Heritage	13.35%	\$70,974,665
Box Elder County	11.08%	\$110,850,905
Alpine	9.26%	\$201,262,704
Pacific Horizon	8.79%	\$67,180,328
Wasatch Peaks	6.41%	\$309,520,683
Nebo	6.10%	\$82,131,180
Weber State	5.78%	\$117,092,625
Transwest	2.91%	\$131,012,925
Eastern Utah Community	2.55%	\$120,019,519

### 12-month loan growth

Credit Union	Loan Growth	Loans
Eastern Utah Community	16.13%	\$89,757,708
Box Elder County	14.76%	\$83,530,131
Utah Heritage	10.38%	\$60,067,538
American United	8.71%	\$201,683,208
Transwest	8.55%	\$117,600,248
Pacific Horizon	6.52%	\$64,457,480
Jordan	6.36%	\$186,911,788
Hercules First	4.63%	\$58,519,529
Wasatch Peaks	4.60%	\$290,554,121
Weber State	3.83%	\$105,912,864

### 12-month member growth

Credit Union	Mbr. Growth	Members
American United	8.14%	22,682
Transwest	7.05%	13,086
Horizon Utah	6.25%	13,245
Nebo	3.81%	12,092
Weber State	3.52%	10,122
Utah Heritage	3.29%	7,977
Jordan	2.05%	26,984
Wasatch Peaks	1.94%	33,063
Pacific Horizon	1.87%	7,680
Alpine	1.35%	23,493

### Capital/Assets

Credit Union	Capital/Assets	Assets
Box Elder County	22.51%	\$143,437,222
Nebo	18.04%	\$100,265,206
American United	13.47%	\$259,595,593
Members First	11.83%	\$125,682,697
Eastern Utah Community	11.69%	\$136,059,245
Horizon Utah	11.68%	\$144,731,436
Wasatch Peaks	11.35%	\$348,996,701
Hercules First	10.77%	\$100,257,022
Alpine	10.71%	\$226,891,104
Utah Heritage	10.61%	\$80,298,159

### Return on Assets

Credit Union	ROA	Assets
Box Elder County	1.69%	\$143,437,222
Nebo	1.52%	\$100,265,206
Eastern Utah Community	1.48%	\$136,059,245
Utah Heritage	1.20%	\$80,298,159
Transwest	1.20%	\$146,713,869
Pacific Horizon	1.15%	\$75,236,095
Members First	1.15%	\$125,682,697
Wasatch Peaks	1.00%	\$348,996,701
American United	0.82%	\$259,595,593
Alpine	0.82%	\$226,891,104

### Loans/Shares

Credit Union	Loans/Shares	Shares
Pacific Horizon	95.95%	\$64,457,480
Wasatch Peaks	93.87%	\$290,554,121
Weber State	90.45%	\$105,912,864
Transwest	89.76%	\$117,600,248
American United	89.71%	\$201,683,208
Nebo	87.62%	\$71,965,902
Utah Heritage	84.63%	\$60,067,538
Alpine	83.54%	\$168,131,918
Box Elder County	75.35%	\$83,530,131
Members First	74.81%	\$81,419,390



## Credit unions operating in Utah with more than \$400 million in assets

as of September 30, 2019

CUs in group: 16

### 12-month share growth

Credit Union	Share growth	Shares
Utah First	22.84%	\$419,610,167
Cyprus	18.87%	\$998,611,009
Utah Community	17.19%	\$1,424,873,014
Mountain America	17.03%	\$7,996,726,418
Goldenwest	12.86%	\$1,466,826,410
University	12.57%	\$1,025,922,484
America First	12.42%	\$10,132,908,646
Granite	7.93%	\$437,922,895
Chevron	6.82%	\$3,115,840,976
Chartway	6.71%	\$1,958,665,343

### 12-month loan growth

Credit Union	Loan Growth	Loans
Utah First	18.59%	\$421,910,655
Operating Engineers LU #3	14.14%	\$725,667,887
Cyprus	13.65%	\$987,544,923
Mountain America	10.68%	\$7,679,770,254
Utah Power	9.62%	\$359,456,627
America First	9.54%	\$9,018,900,879
Utah Community	8.70%	\$1,120,324,622
Goldenwest	8.42%	\$1,295,607,728
Chevron	6.71%	\$2,964,395,219
University	6.08%	\$935,995,843

### 12-month member growth

Credit Union	Mbr. Growth	Members
Utah Community	15.85%	202,449
Mountain America	10.57%	859,509
America First	7.32%	1,071,921
Utah First	6.20%	23,894
Cyprus	6.04%	116,380
Goldenwest	6.00%	143,858
Delta Community	5.86%	406,093
UNIFY Financial	5.44%	260,543
Operating Engineers LU #3	3.88%	86,026
Chartway	3.87%	191,250

### Capital/Assets

Credit Union	Capital/Assets	Assets
Operating Engineers LU #3	16.13%	\$1,158,406,862
Goldenwest	14.79%	\$1,727,000,147
Utah Power	13.76%	\$711,202,564
Delta Community	13.51%	\$5,987,851,405
Granite	11.72%	\$497,960,143
America First	11.54%	\$11,507,568,839
Cyprus	11.33%	\$1,128,707,777
Utah First	11.31%	\$493,679,520
University	11.29%	\$1,162,299,449
Utah Community	11.27%	\$1,616,614,487

### Return on Assets

Credit Union	ROA	Assets
Cyprus	1.67%	\$1,128,707,777
Goldenwest	1.60%	\$1,727,000,147
Utah First	1.56%	\$493,679,520
America First	1.50%	\$11,507,568,839
Utah Community	1.45%	\$1,616,614,487
Granite	1.36%	\$497,960,143
Mountain America	1.33%	\$9,083,058,819
Delta Community	1.19%	\$5,987,851,405
Operating Engineers LU #3	1.06%	\$1,158,406,862
University	1.01%	\$1,162,299,449

### Loans/Shares

Credit Union	Loans/Shares	Assets
UNIFY Financial	105.90%	\$2,544,975,761
Security Service	103.75%	\$8,702,857,884
Utah First	100.55%	\$421,910,655
Cyprus	98.89%	\$987,544,923
Mountain America	96.04%	\$7,679,770,254
Chevron	95.14%	\$2,964,395,219
Delta Community	91.76%	\$4,732,521,041
University	91.23%	\$935,995,843
America First	89.01%	\$9,018,900,879
Goldenwest	88.33%	\$1,295,607,728