

# 1Q 2020

## Utah Credit Union Performance Summary



# 1st Quarter 2020

## Utah Credit Union

### Performance Summary

#### Table of Contents

*New – Click on a topic to go directly to that page.*

Key Performance Comparisons . . . . .	3
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#### Utah Credit Union Results

Key Ratios . . . . .	4
Lending — Overview . . . . .	5
Lending — Real Estate. . . . .	6
Lending — Auto. . . . .	7
Lending — Credit Cards. . . . .	8
Asset Quality. . . . .	9–10
Shares . . . . .	11
Earnings. . . . .	12–13
Members . . . . .	14–15

#### Performance Data Tables

Consolidated U.S. Credit Union Financial Statement . . . . .	16–17
U.S. Credit Union Peer Group Performance . . . . .	18
Consolidated Utah Credit Union Financial Statement . . . . .	19–20
Utah Credit Union Peer Group Performance. . . . .	21
Utah Credit Union Leaders. . . . .	22–25

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 March 31, 2020

	US Cus	UT CUs*	UT as % of Industry
Number of CUs	5,307	60	1.13%
Federal Chartered CUs	3,255	31	0.95%
State-Chartered CUs, NCUSIF insured	1,940	29	1.49%
State-Chartered CUs, ASI insured	112	—	0.00%
Total State Chartered CUs	2,052	29	1.41%
Total Members	122,739,428	3,016,498	2.46%
Members, average per CU	23,128	50,275	217.38%
# of Mergers/Liquidations YTD	42	—	0.00%
Total Assets	\$1,657,045,692,155	\$33,689,395,921	2.03%
Total Loans	\$1,128,659,772,324	\$26,225,386,936	2.32%
Total Shares	\$1,378,508,328,578	\$29,162,974,499	2.12%
Total Capital	\$189,288,437,068	\$3,732,972,741	1.97%
Average Asset Size	\$312,237,741	\$561,489,932	179.83%

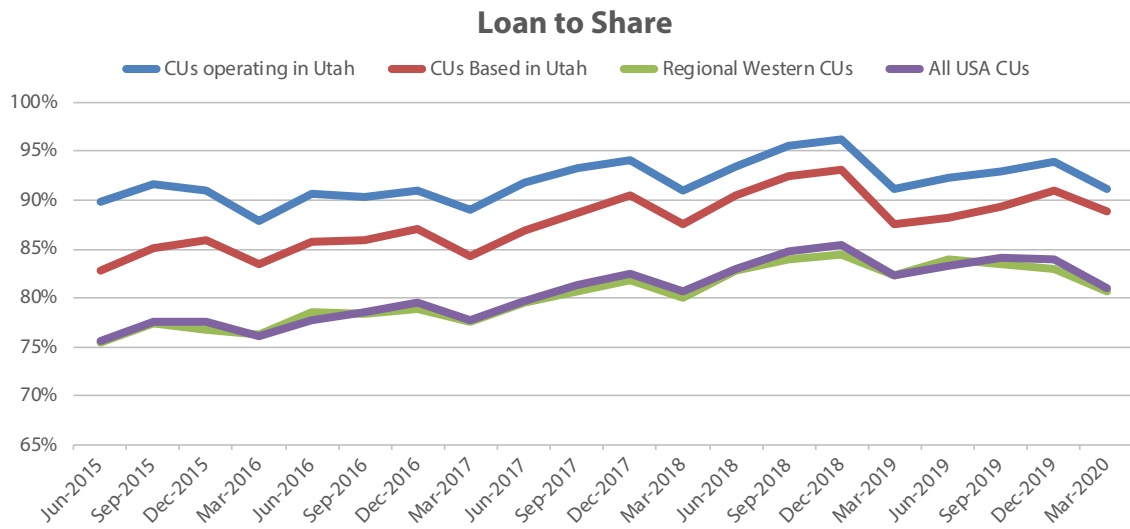
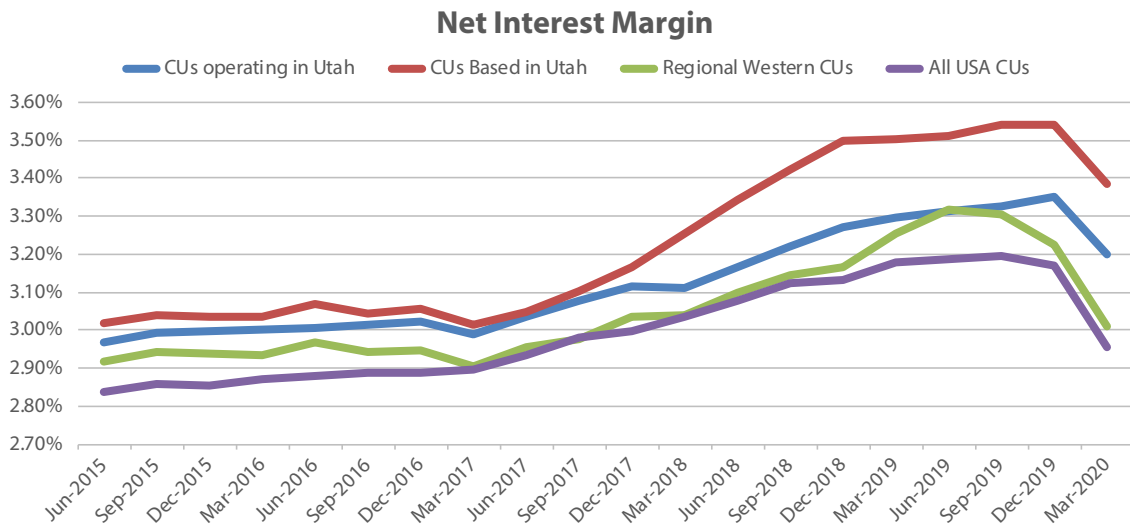
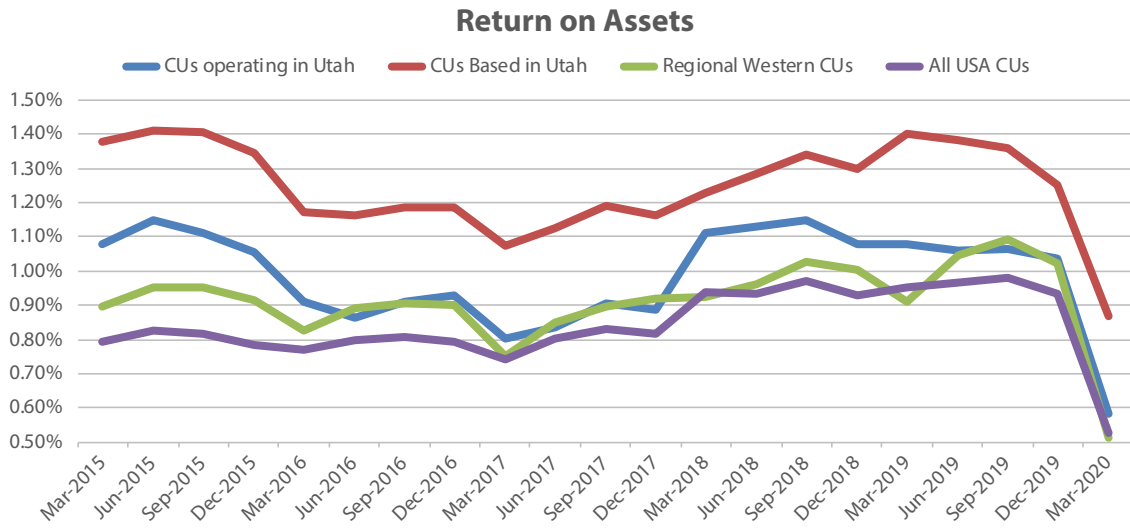
### As a % of Average Assets

	US CUs	UT CUs*
Interest Income (annualized)	3.81%	4.26%
Interest Expense (annualized)	0.86%	0.88%
Net Interest Margin	2.96%	3.38%
Loss Provisions (annualized)	0.53%	0.74%
Operating Expenses	3.16%	3.61%
Non-interest income (annualized)	1.26%	1.83%
ROA	0.53%	0.87%

	US CUs	UT CUs*
12-month loan growth	6.96%	12.82%
12-month share growth	8.57%	11.20%
12-month capital growth	7.82%	11.61%
12-month asset growth	9.25%	10.87%
Loans/Shares	81.07%	88.82%
Net Worth/Assets	11.02%	10.54%
Capital/Assets	11.42%	11.08%
Delinquency Ratio	0.63%	0.77%
Average Loan Balance	\$15,842	\$12,982
Average Share Balance	\$11,231	\$9,668

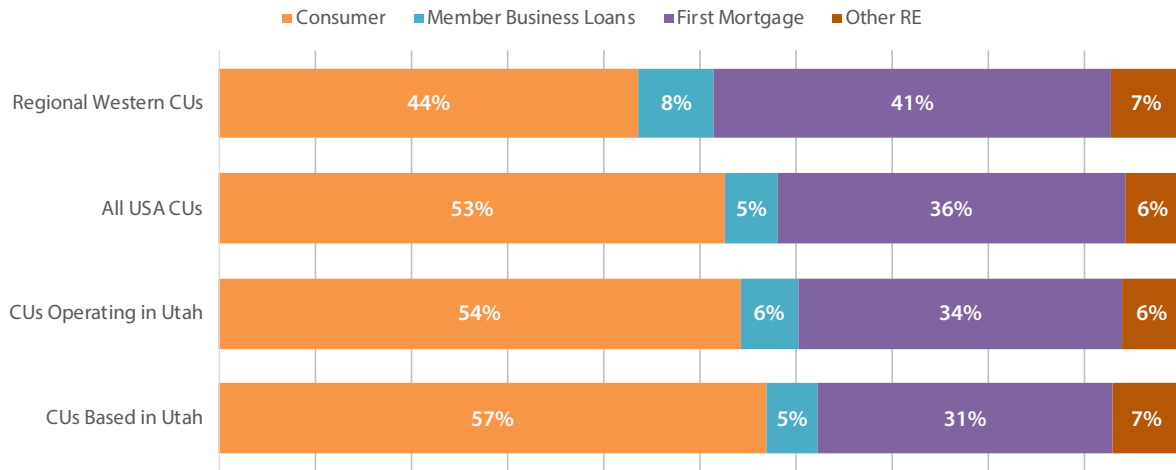
\* Credit unions based in Utah

# Key Ratios as of March 31, 2020

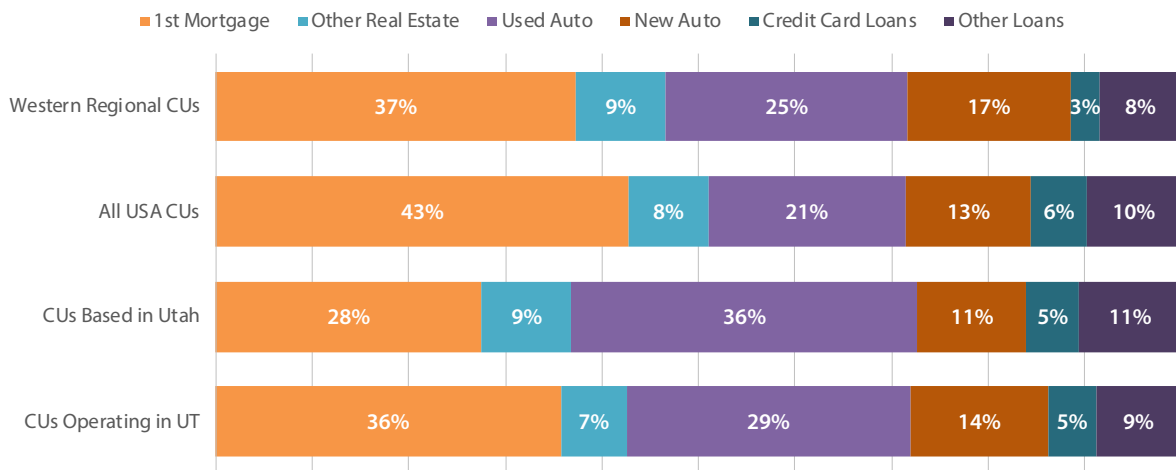


# Lending – Overview as of March 31, 2020

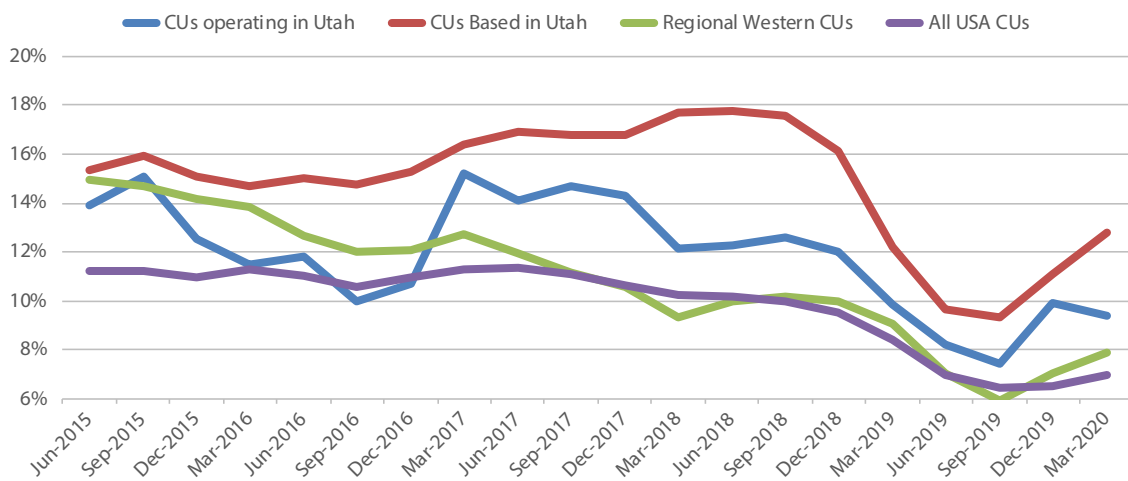
## Composition of Loan Originations



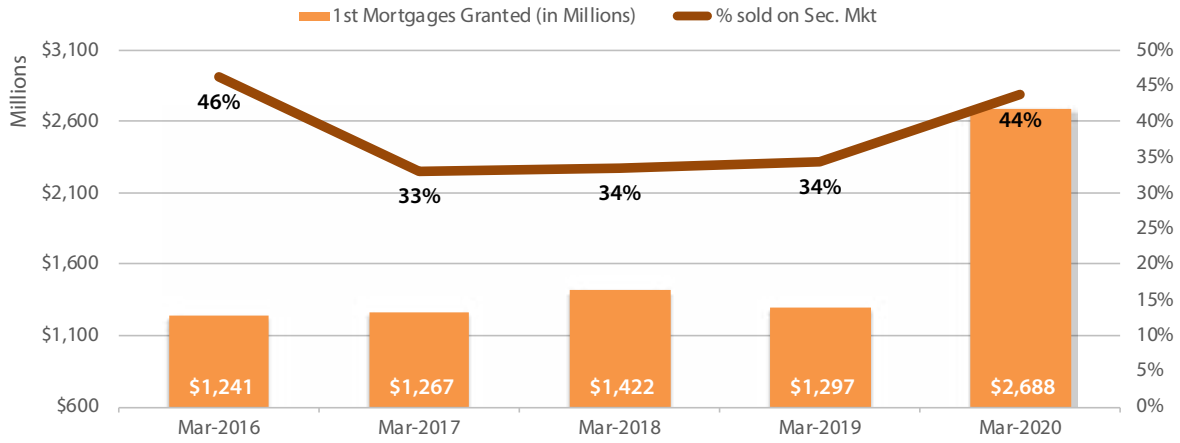
## Loan Composition



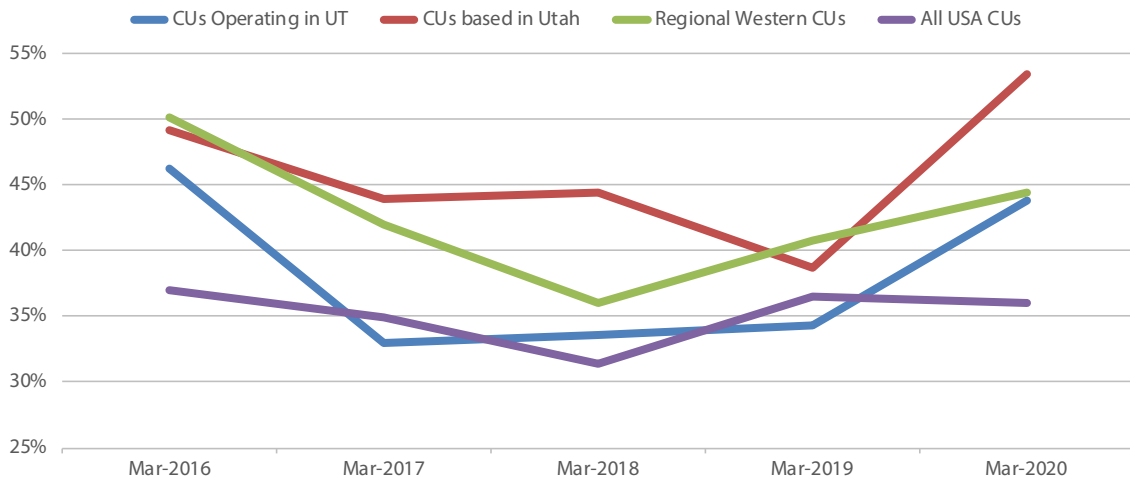
## Loan Growth



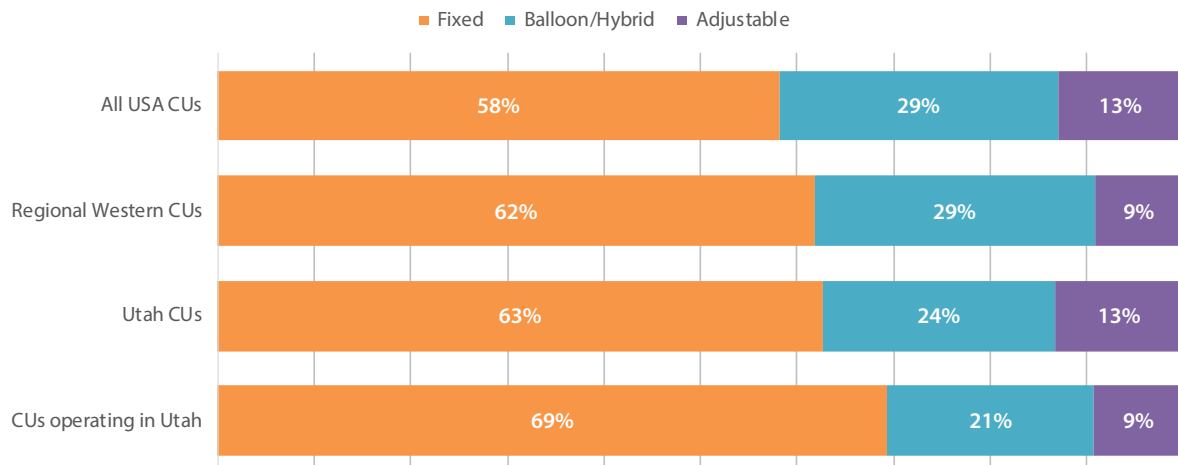
### 1st Mortgage Originations and 1st Mortgages Sold, CUs Operating in Utah



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

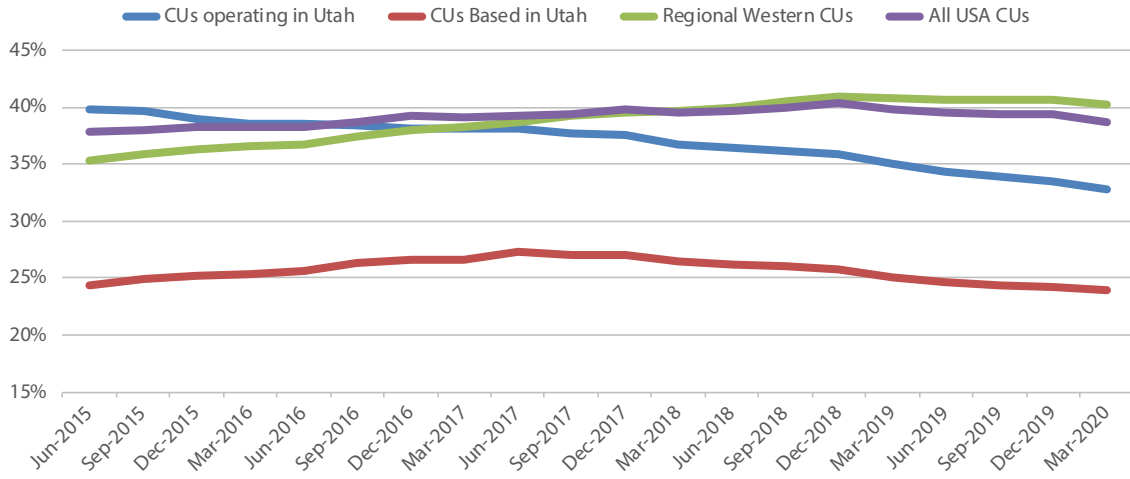


### 1st Mortgage Composition

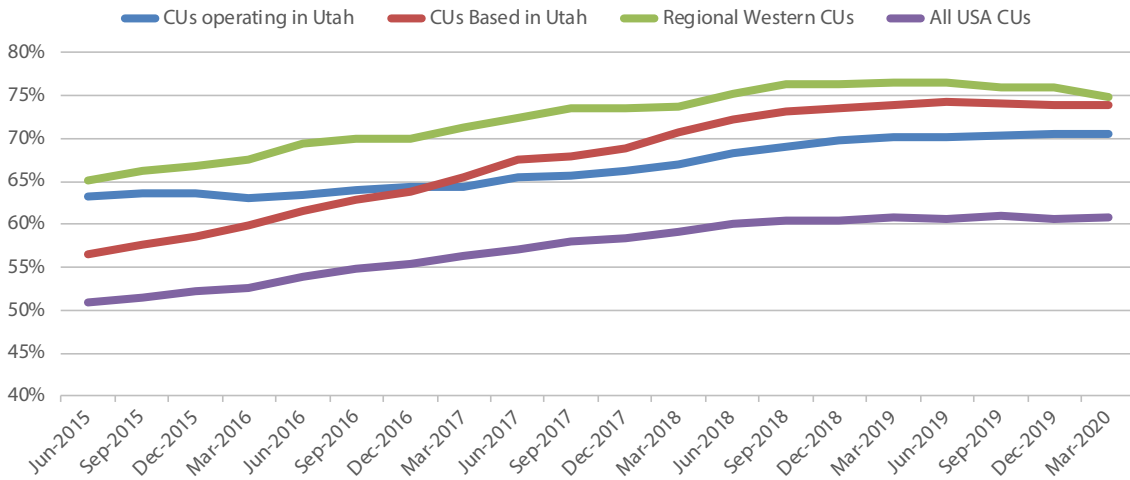


# Lending – Auto as of March 31, 2020

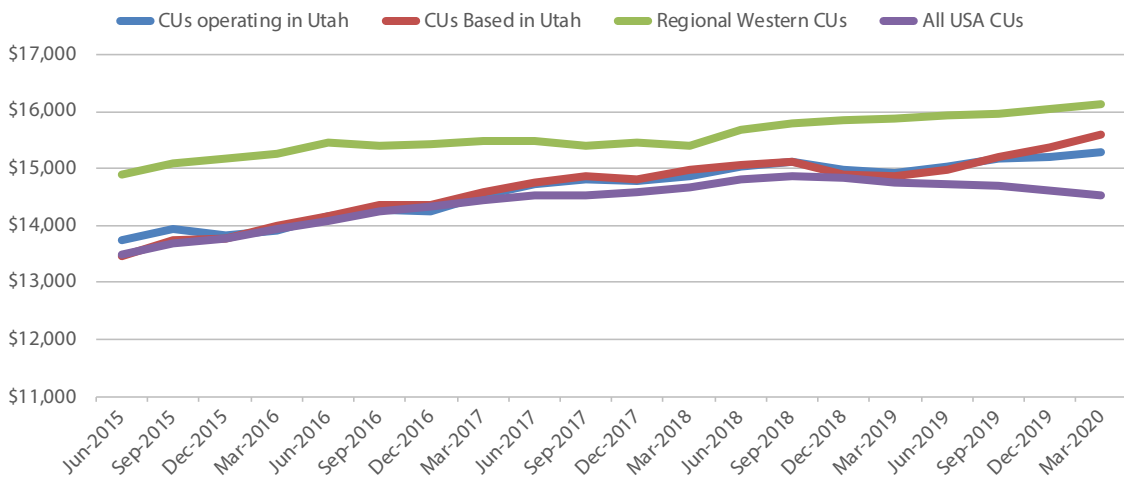
## New Auto Loans as % of All Auto Loans



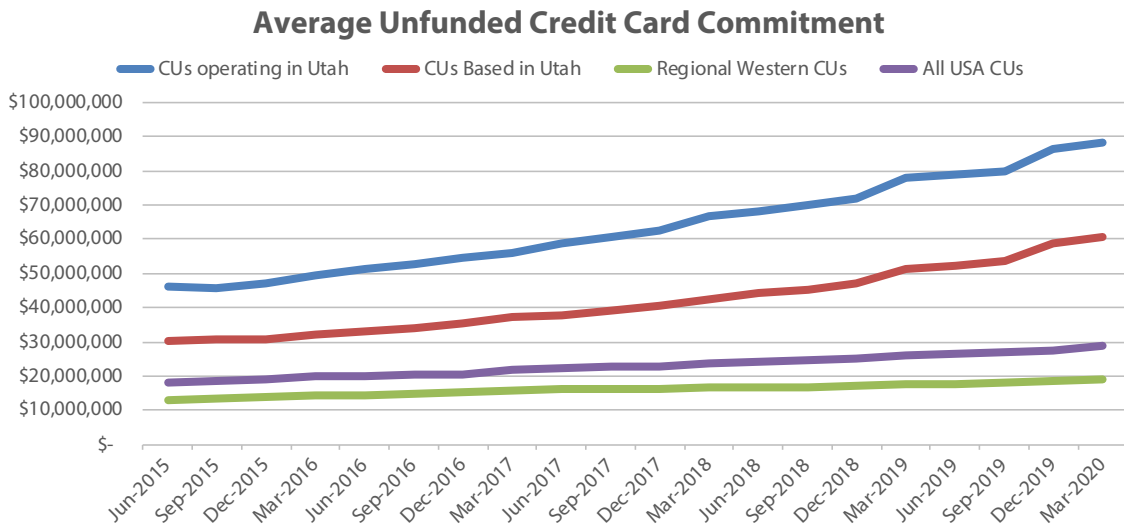
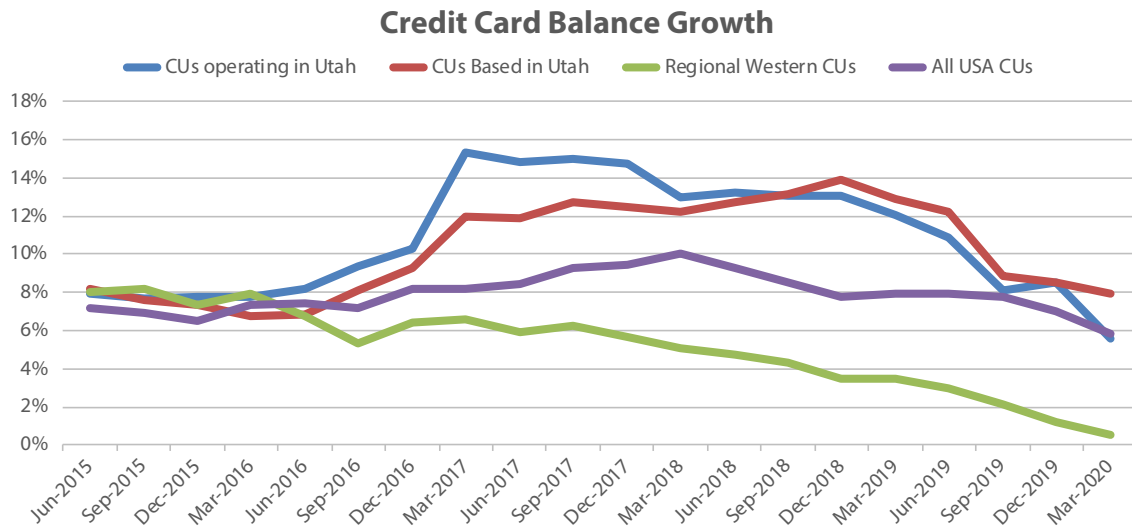
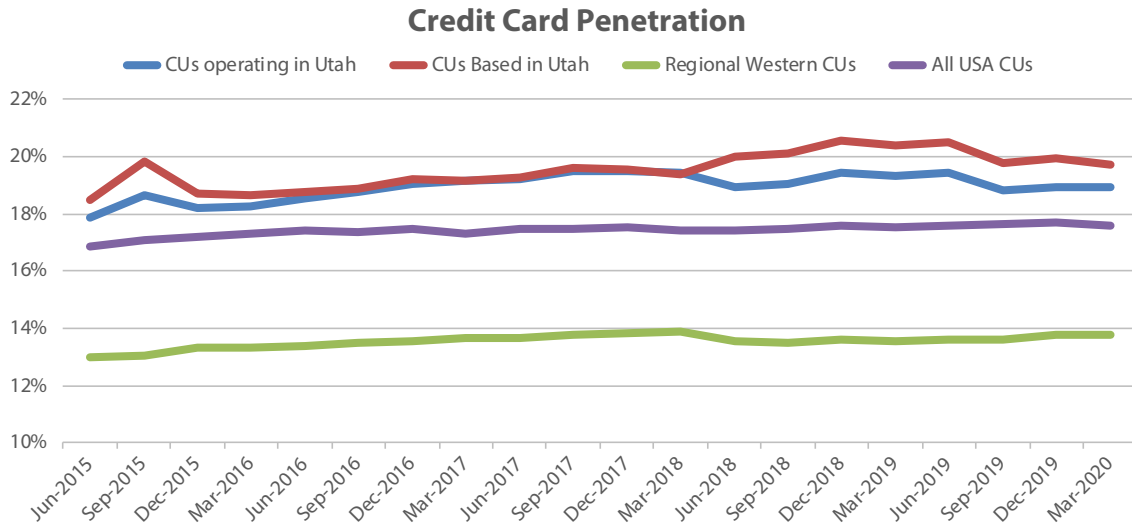
## Indirect Loans/Total Auto Loans



## Average Auto Loan Balance

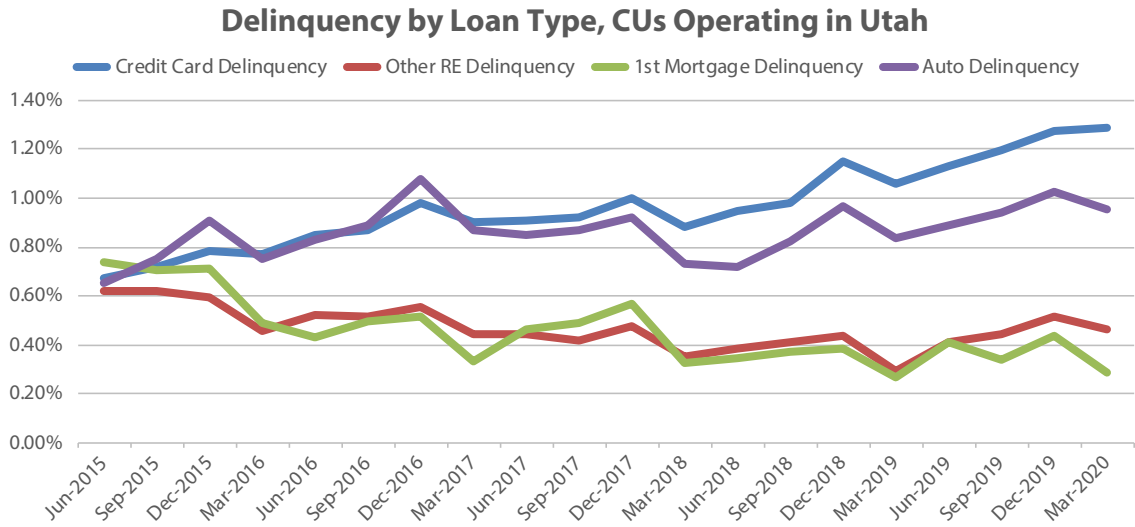
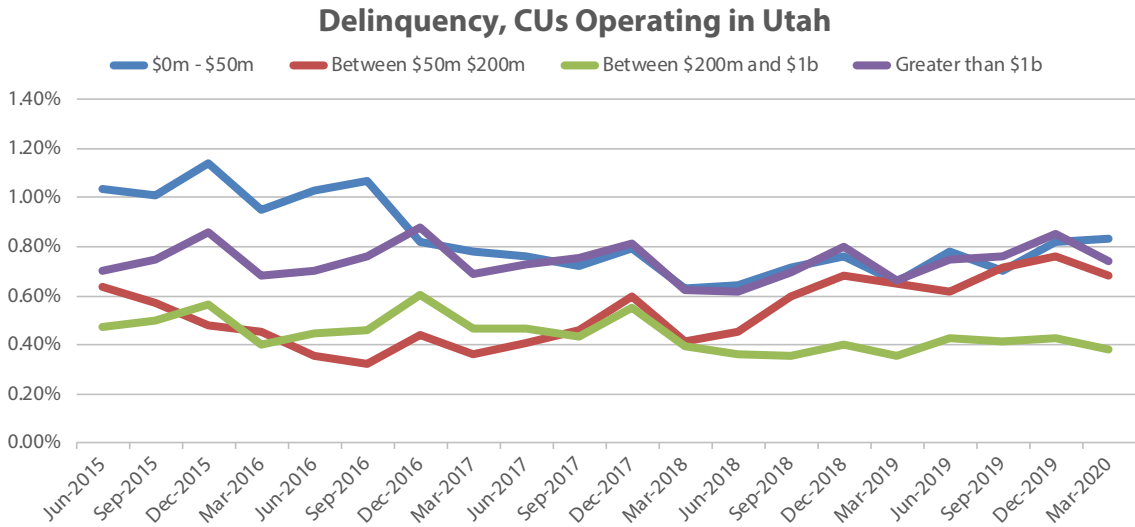
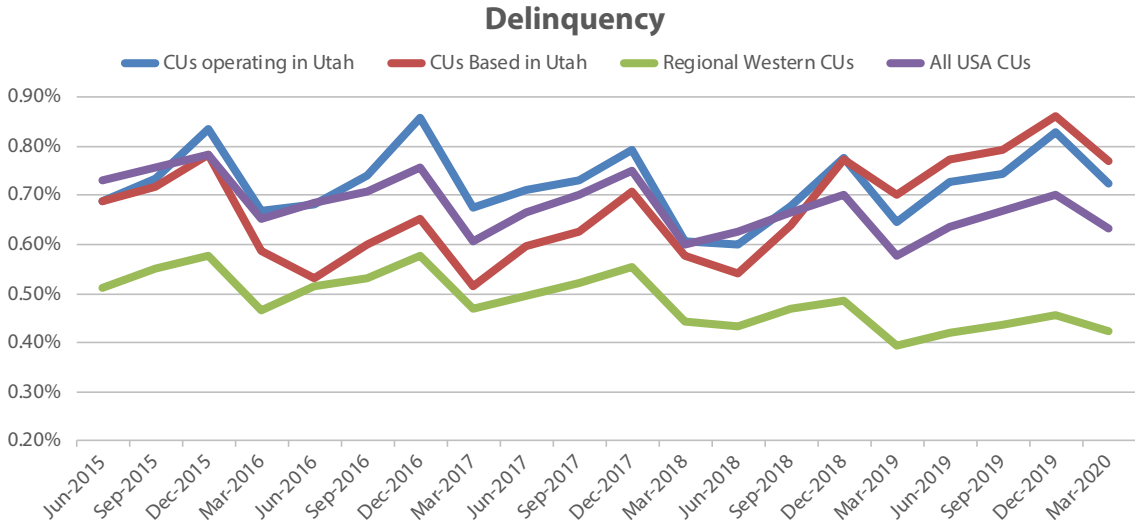


# Lending – Credit Cards as of March 31, 2020

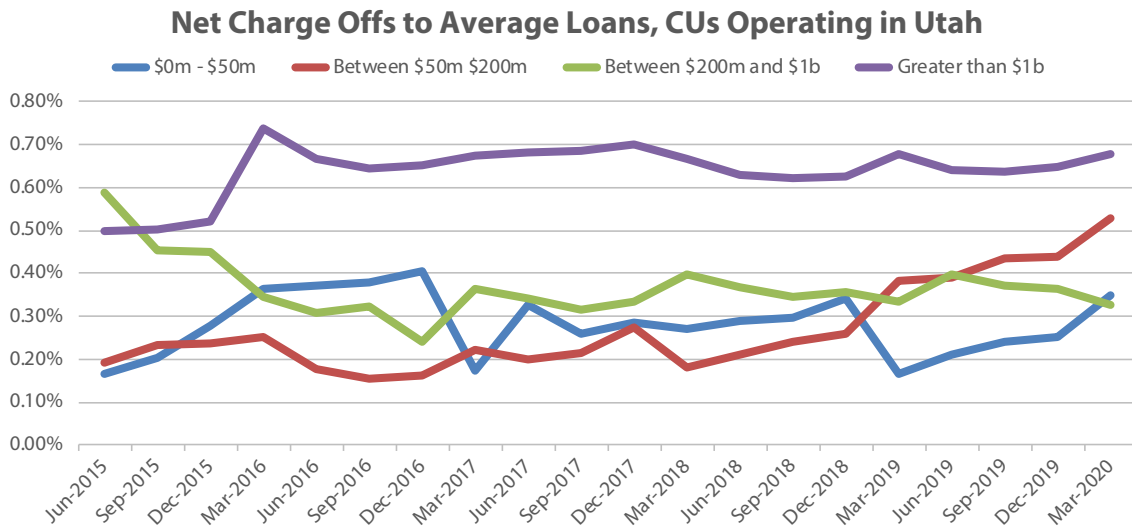
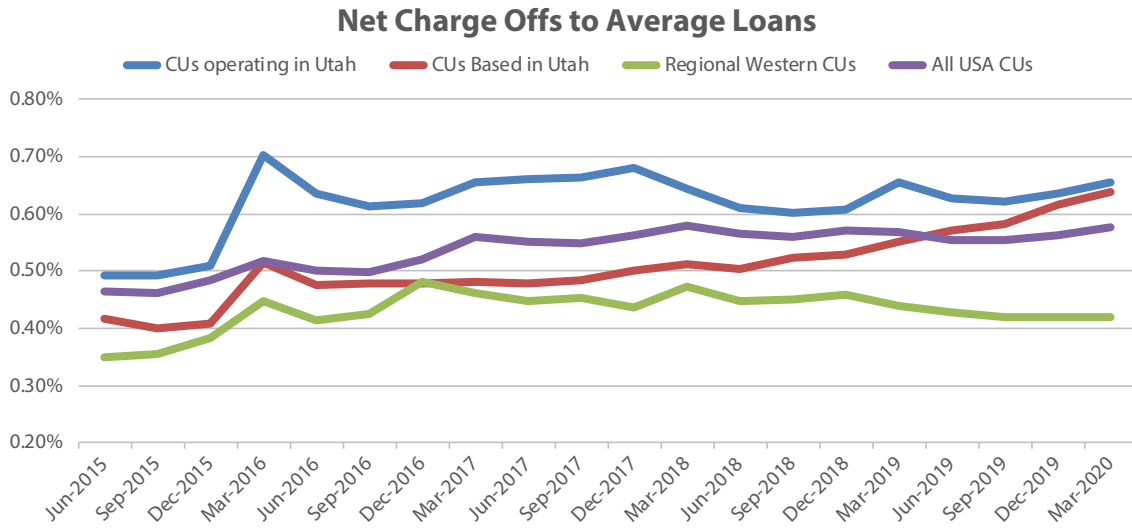




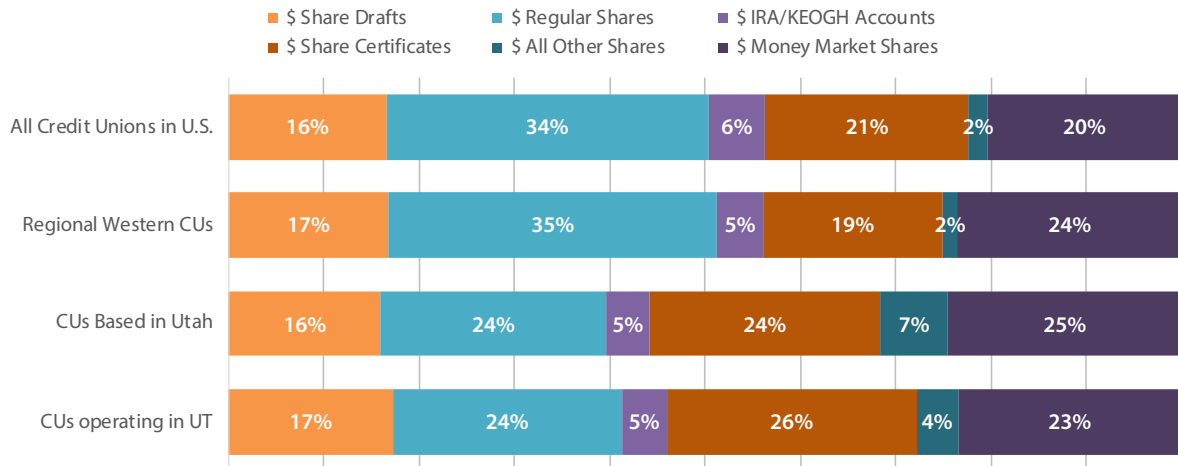
**Asset Quality** as of March 31, 2020



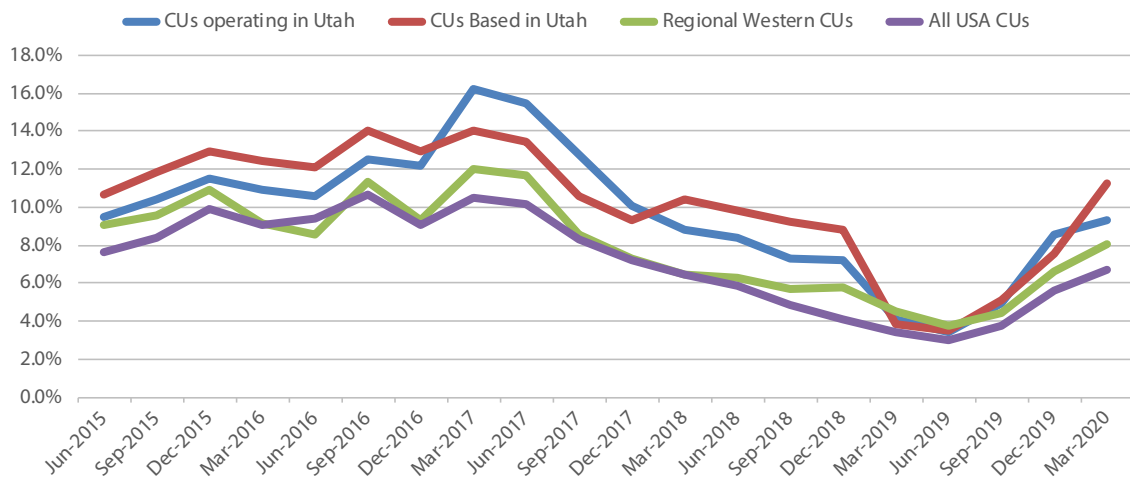
**Asset Quality – continued** as of March 31, 2020



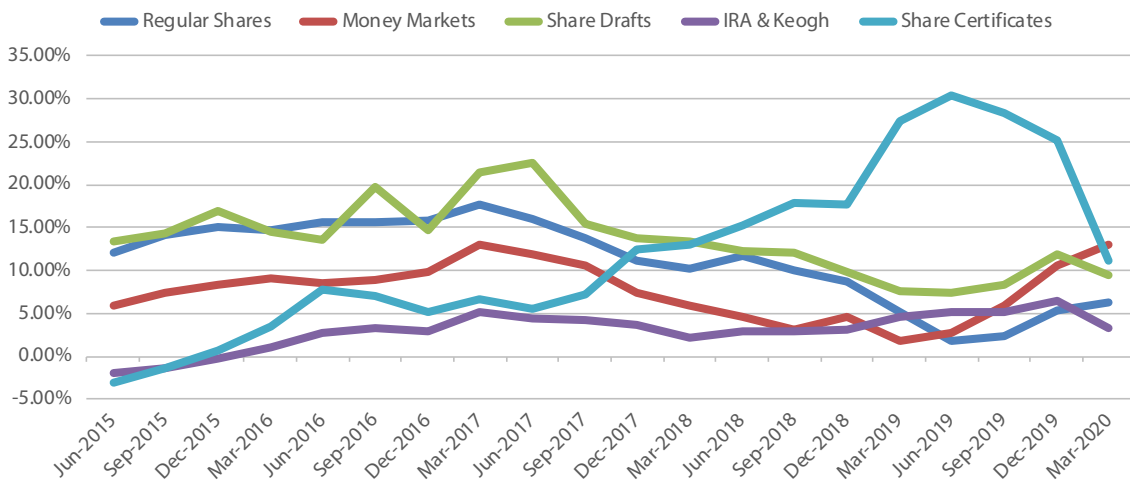
### Share Composition



### Core Deposit Growth

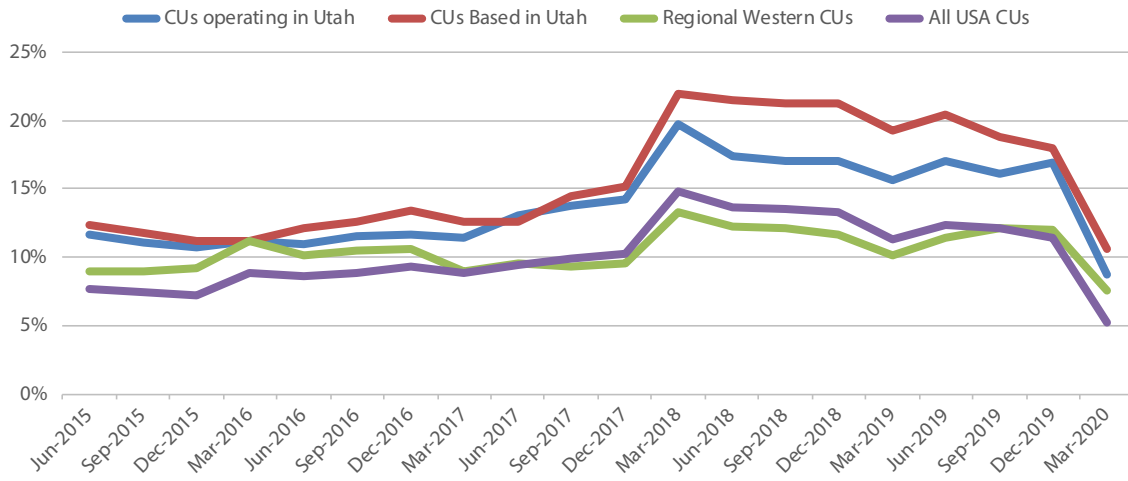


### Share Growth by Type, CUs Operating in Utah

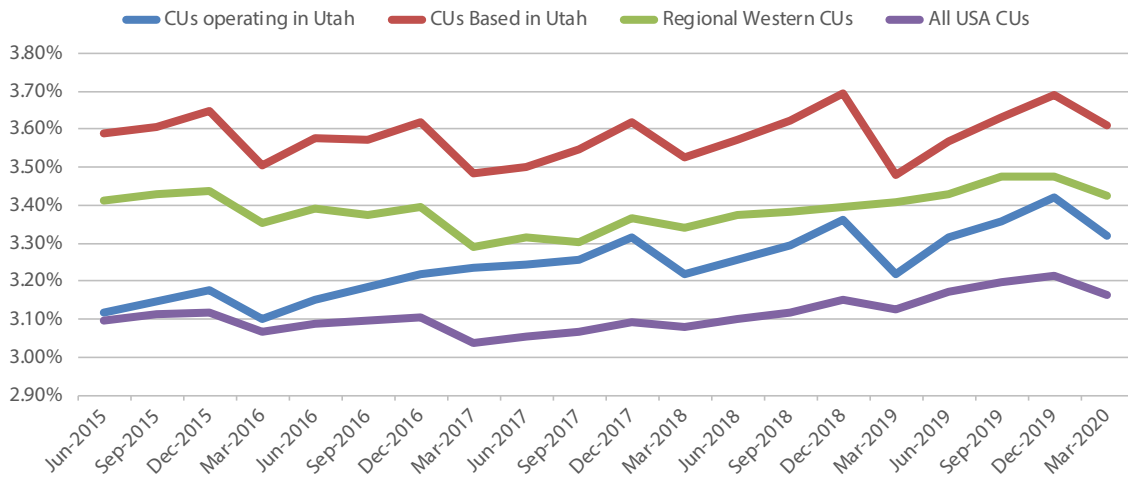


# Earnings as of March 31, 2020

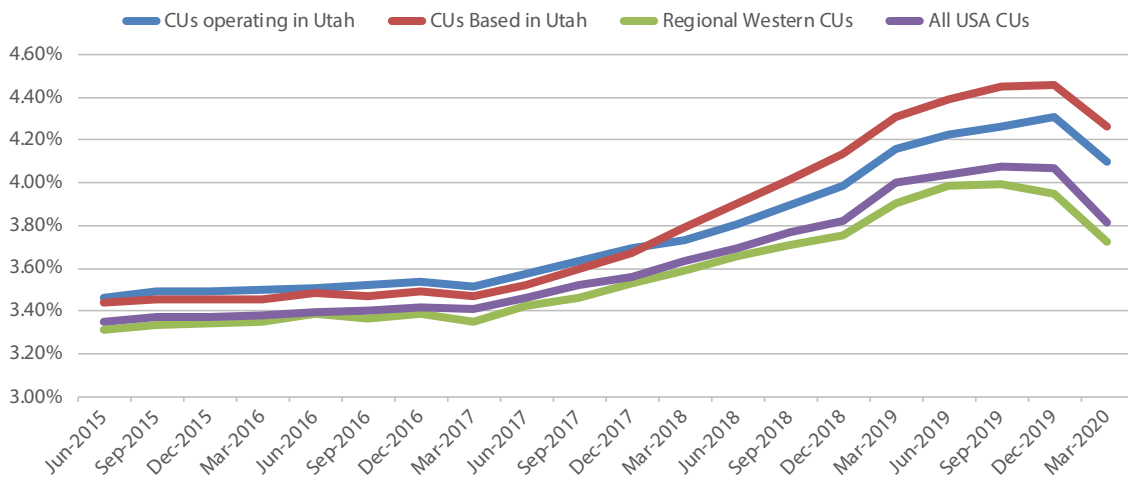
## Income Growth



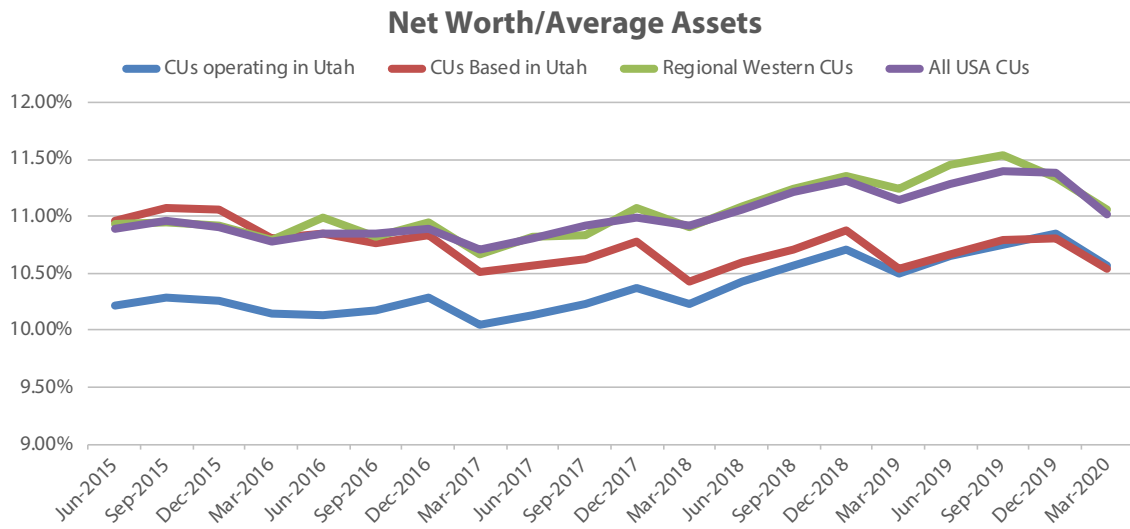
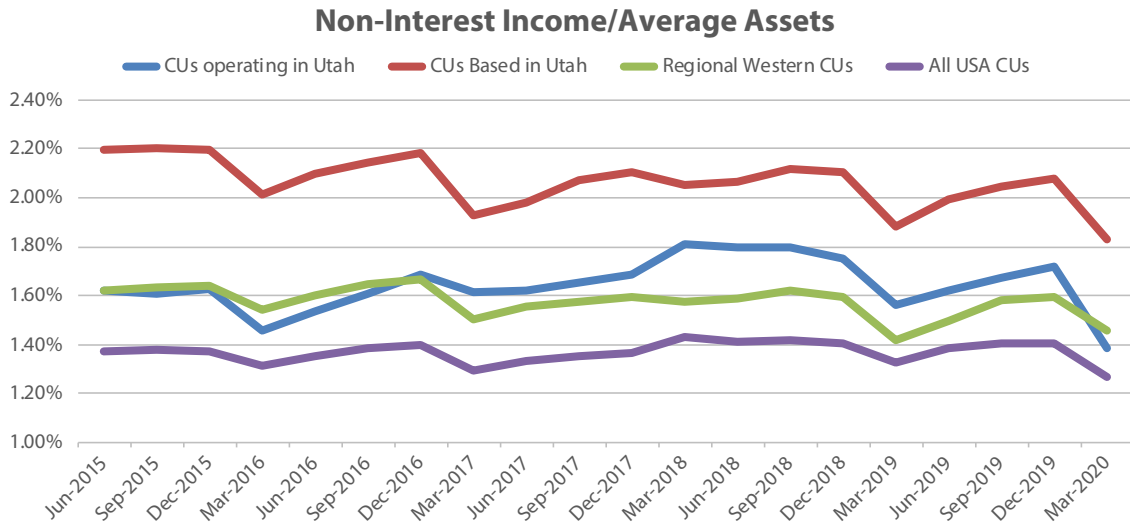
## Operating Expense/Average Assets



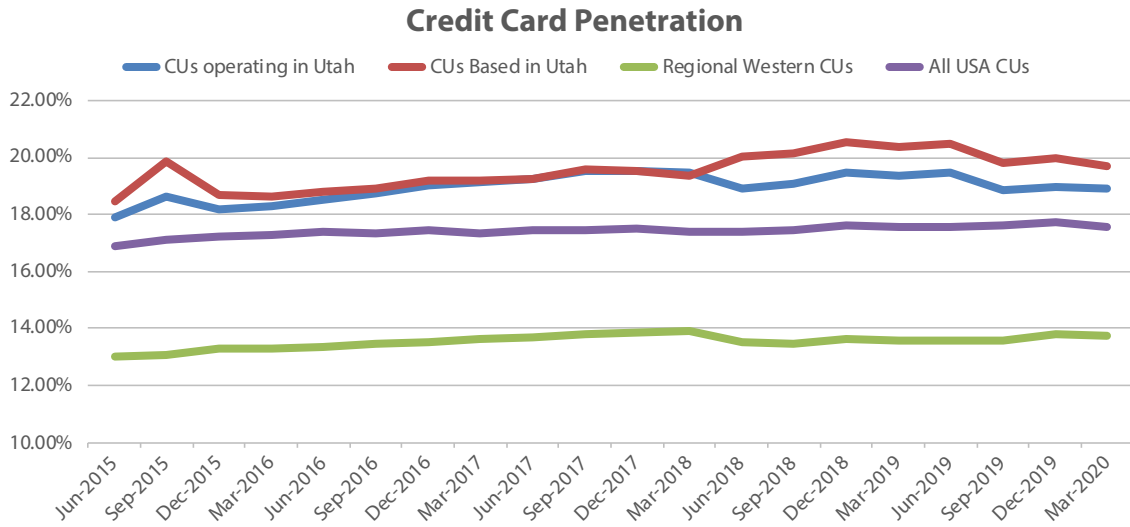
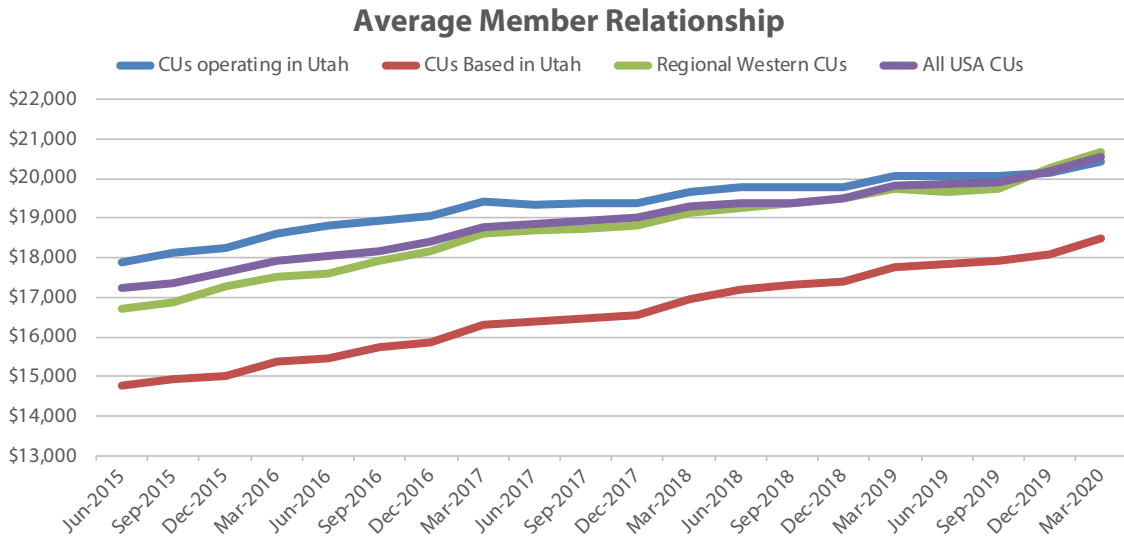
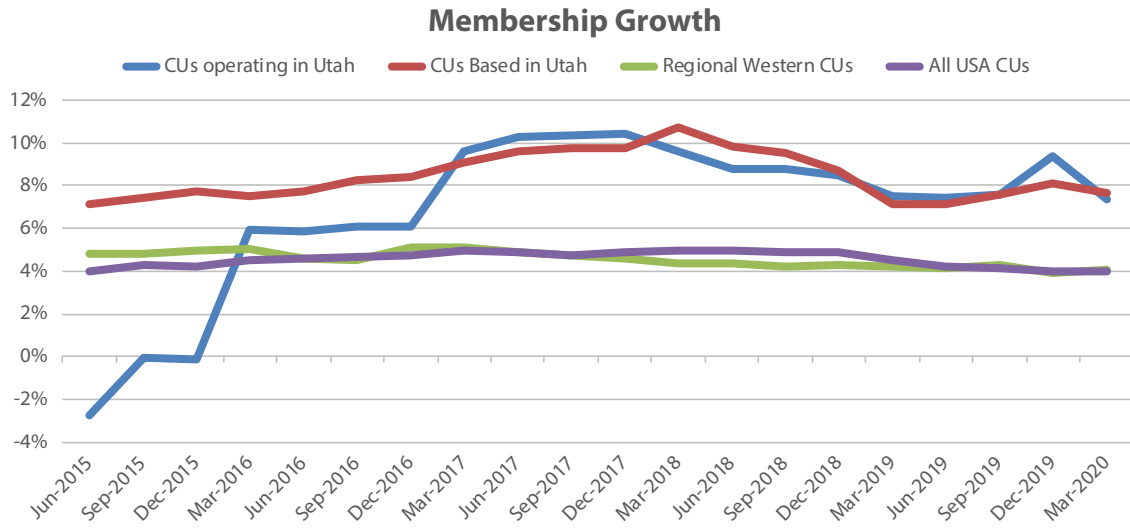
## Interest Income/Average Assets



**Earnings – continued** as of March 31, 2020

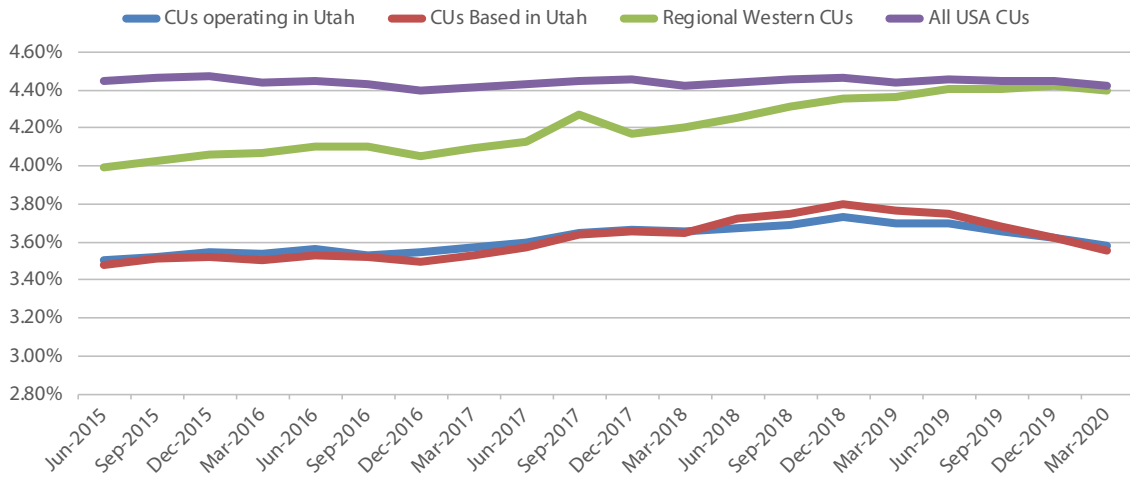


# Members as of March 31, 2020

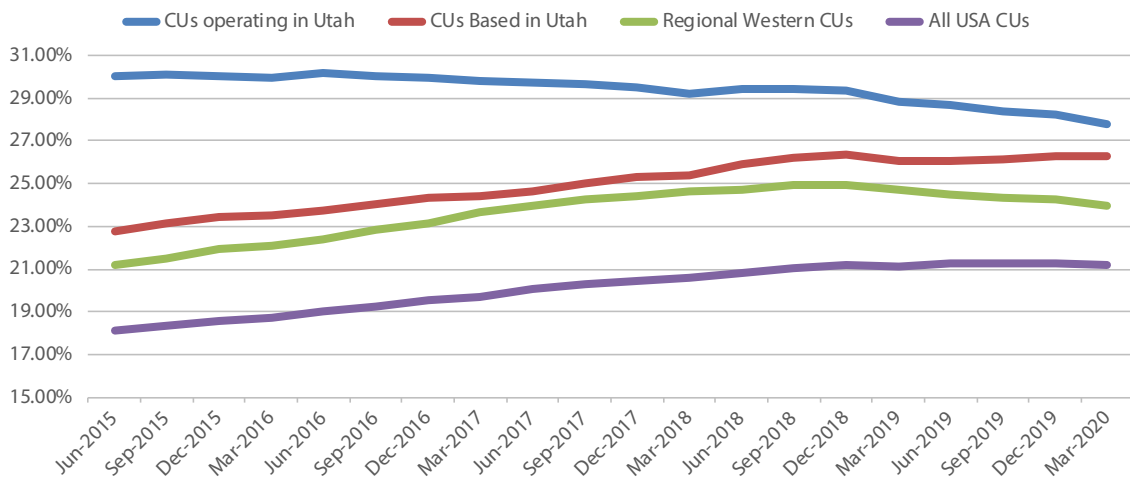


**Members – continued** as of March 31, 2020

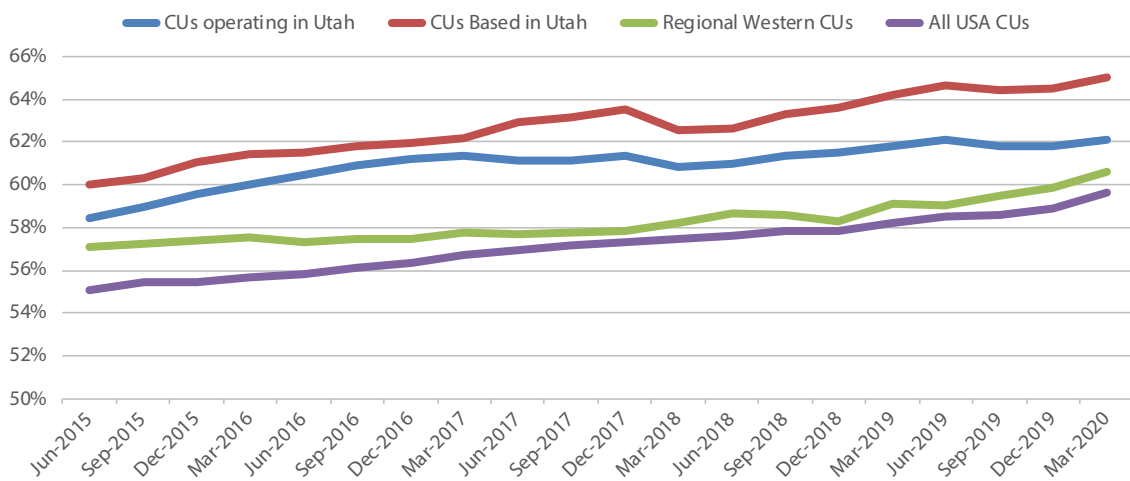
**Real Estate Loan Penetration**



**Auto Loan Penetration**



**Share Draft Account Penetration**



## Consolidated U.S. Credit Union Financial Statement as of March 31, 2020

	Mar-2019	Mar-2020	%Chg
<b>ASSETS</b>			
Cash & Cash Equivalents	\$132,143,626,355	\$165,161,007,780	24.99
Government Securities	\$178,477,987,453	\$192,757,666,261	8.00
Corporate CU	\$3,203,706,461	\$3,338,240,044	4.20
Deposit in Banks and S&L's	\$29,078,048,089	\$30,050,255,571	3.34
Mutual Funds	\$2,983,391,247	\$3,209,463,094	7.58
All Other Investments	\$47,255,396,487	\$52,370,625,747	10.82
<b>Total Investments</b>	<b>\$393,142,156,092</b>	<b>\$446,887,258,497</b>	<b>13.67</b>
Real Estate Loans	\$523,375,766,479	\$575,482,005,635	9.96
Auto Loans	\$368,050,391,290	\$378,132,841,149	2.74
All Other Loans	\$163,573,393,438	\$175,044,925,540	7.01
<b>Total Loans</b>	<b>\$1,054,999,551,207</b>	<b>\$1,128,659,772,324</b>	<b>6.98</b>
(Loan Loss Allow)	\$(9,293,889,327)	\$(10,152,498,402)	9.24
Foreclosed & Repossessed Property	720783028	\$685,139,349	-4.95
Land & Buildings	\$24,872,676,166	\$26,860,446,882	7.99
Other Fixed Assets	\$5,536,087,568	\$6,523,085,621	17.83
All Other Assets	\$46,534,318,644	\$57,582,487,884	23.74
<b>TOTAL ASSETS</b>	<b>\$1,516,511,683,378</b>	<b>\$1,657,045,692,155</b>	<b>9.27</b>
<b>LIABILITIES &amp; CAPITAL</b>			
Dividends Payable	\$293,679,021	\$324,412,053	10.46
Notes Payable	\$51,050,074,526	\$64,325,048,392	26.00
Reverse Repurchase Agreements	\$634,057,583	\$617,849,413	-2.56
Other Liabilities	\$17,733,893,327	\$17,123,674,132	-3.44
<b>Total Liabilities</b>	<b>\$69,711,704,457</b>	<b>\$82,390,983,990</b>	<b>18.19</b>
Regular Shares & Deposits	\$474,007,525,219	\$498,053,337,667	5.07
Money Market Shares	\$266,101,036,641	\$284,366,251,811	6.86
Share Drafts	\$206,633,875,774	\$229,570,623,127	11.10
IRA & Keogh	\$78,951,740,196	\$82,715,734,438	4.77
Share Certificates	\$256,316,734,408	\$297,462,535,966	16.05
<b>Total Shares</b>	<b>\$1,282,010,912,238</b>	<b>\$1,392,168,483,009</b>	<b>8.59</b>
Regular Reserve	\$22,100,054,060	\$22,603,995,111	2.28
FASB 115 Val Reserves	\$(3,908,335,227)	\$92,432,784	102.37
Undivided Earnings & Other Reserves	\$142,883,932,347	\$155,162,921,119	8.59
Equity Acquired in Merger	\$3,713,415,503	\$4,626,876,142	24.60
<b>Total Reserves &amp; Undivided Earnings</b>	<b>\$164,789,066,683</b>	<b>\$182,486,225,156</b>	<b>10.74</b>
<b>TOTAL LIABILITIES &amp; CAPITAL</b>	<b>\$1,516,511,683,378</b>	<b>\$1,657,045,692,155</b>	<b>9.27</b>



## Consolidated U.S. Credit Union Financial Statement – cont. as of March 31, 2020

	YTD 2019	YTD 2020	%Chg
<b>INCOME:</b>			
Loans	\$12,781,879,556	\$13,887,571,155	8.65
(Less Rebates)	\$(5,861,355)	\$(7,435,198)	-26.85
Investments	\$2,045,525,448	\$1,852,958,091	-9.41
Fee Income	\$2,098,918,282	\$2,206,603,541	5.13
Trading + Other Operating	\$2,652,252,429	\$2,651,267,883	-0.04
<b>Total Income</b>	<b>\$19,572,714,360</b>	<b>\$20,590,965,472</b>	<b>5.20</b>
<b>EXPENSES:</b>			
Employee Compensation & Benefits	\$6,037,913,243	\$6,646,923,024	10.09
Travel & Conference	\$104,697,557	\$105,077,505	0.36
Office Occupancy	\$765,450,374	\$816,183,521	6.63
Office Operations	\$2,148,658,891	\$2,343,478,212	9.07
Education & Promotional	\$435,594,020	\$463,113,768	6.32
Loan Servicing	\$767,975,445	\$836,717,824	8.95
Professional Services	\$928,175,552	\$1,055,087,857	13.67
Member Insurance	\$5,689,680	\$6,055,647	6.43
Operating Fees	\$51,000,974	\$54,240,697	6.35
Miscellaneous	\$386,955,779	\$482,488,232	24.69
<b>Operating Expense Subtotal</b>	<b>\$11,632,111,515</b>	<b>\$12,809,366,287</b>	<b>10.12</b>
Provision for Loan Losses	\$1,597,728,281	\$2,142,649,504	34.11
Operating Exp. + Provision for Loan Losses	\$13,229,839,796	\$14,952,015,791	13.02
Non-Operating Gain (Loss)	\$260,595,518	\$(41,615,360)	-115.97
Income before Dividends	\$6,603,470,082	\$5,597,334,321	-16.29
Interest on Borrowed Funds	\$401,010,718	\$332,285,623	-17.14
Dividends	\$2,656,068,296	\$3,136,806,120	18.10
<b>Net Income Prior to Assessments</b>	<b>\$3,546,391,068</b>	<b>\$2,128,242,578</b>	<b>-39.99</b>
Net NCUSIF & TCCUSIF Expenses	\$(1,077,573)	\$245,317	66.56
<b>Net Income</b>	<b>\$3,547,468,641</b>	<b>\$2,127,997,261</b>	<b>-40.01</b>
<b>SELECTED OPERATING DATA:</b>			
Branches	20,859	21,232	1.79
Members	117,992,285	122,739,428	4.02
Potential Members	3,823,821,651	4,061,954,501	6.23
Employees	305,534	317,754	4.00
Members/Employee	386	386	0.02
Average Salary & Benefits/Employee	\$79,047	\$83,674	5.85
Total YTD Loan Originations	\$111,012,476,106	\$140,060,426,025	26.17

## U.S. Credit Union Peer Group Performance as of March 31, 2020

	US Totals	< \$20M	\$20M-\$50M	\$50M-\$100M	\$100M-\$250M	\$250M-\$500M	\$500M-\$1B	Over \$1B
# of CUs	5307	1955	1004	691	695	358	258	346
Average Assets	\$312,237,741	\$7,538,498	\$32,619,932	\$72,157,800	\$158,318,477	\$350,520,188	\$696,664,567	\$3,307,628,467

### 12-month growth

Net Worth Growth	8.00%	2.16%	4.61%	5.10%	6.27%	6.64%	6.80%	8.93%
Loan Growth	6.96%	0.34%	2.08%	2.01%	3.60%	4.92%	5.14%	8.17%
Share Growth	8.57%	0.84%	2.72%	3.42%	4.84%	6.28%	7.02%	10.08%
Member Growth	4.00%	-1.70%	-0.81%	-0.43%	0.74%	1.74%	2.49%	5.82%

### Capital

Net worth/Assets	11.02%	14.82%	12.77%	12.07%	11.43%	11.16%	11.04%	10.81%
Solvency Ratio	116.64%	118.10%	115.17%	114.45%	114.01%	114.27%	115.06%	117.56%
Allowance for Loan Losses/ Delinquent Loans	142.01%	87.44%	93.11%	109.90%	115.12%	123.53%	131.10%	152.49%
Delinquency Ratio	0.63%	1.37%	0.95%	0.75%	0.70%	0.64%	0.61%	0.61%

### Earnings

ROA	0.53%	0.18%	0.43%	0.42%	0.43%	0.43%	0.41%	0.57%
Non-Interest Income/Average Assets	0.32%	0.19%	0.26%	0.30%	0.33%	0.35%	0.34%	0.31%
Net interest Margin	2.96%	3.47%	3.28%	3.22%	3.19%	3.13%	3.04%	2.87%
Operating Expenses/Average Assets	3.16%	3.75%	3.67%	3.74%	3.78%	3.76%	3.59%	2.92%
Yield on Average Earning Assets	4.02%	4.03%	3.92%	3.93%	4.03%	4.05%	4.01%	4.02%
Cost of Funds	0.98%	0.52%	0.52%	0.56%	0.66%	0.75%	0.82%	1.09%

### Productivity

Income per member	\$168	\$75	\$106	\$119	\$137	\$148	\$162	\$184
Income per employee	\$259,206	\$120,346	\$169,271	\$176,843	\$183,950	\$199,775	\$219,145	\$304,832
Operating expense per member	\$104	\$61	\$82	\$91	\$102	\$107	\$114	\$106
Assets per employee	\$5,214,870	\$2,616,790	\$3,625,641	\$3,671,247	\$3,694,000	\$3,918,506	\$4,361,973	\$6,136,701
YTD Loan Originations/Employee	\$440,783	\$133,575	\$175,923	\$189,435	\$222,839	\$257,682	\$307,010	\$577,004

### Member Service Usage

Auto Loan Penetration	21.22%	18.32%	27.57%	22.01%	21.66%	21.52%	21.55%	20.79%
Share draft penetration	59.65%	23.78%	43.80%	48.79%	54.38%	55.71%	60.32%	63.26%
Credit card penetration	17.57%	5.17%	10.75%	11.80%	13.15%	14.35%	15.15%	20.09%
\$ Average share balance	\$11,231	\$5,489	\$7,837	\$8,550	\$9,473	\$9,934	\$10,878	\$12,207
# Loan and Share Accounts per member	2.51	1.85	2.28	2.29	2.40	2.41	2.44	2.59

### Lending Profile

Loans to Shares	81%	59%	61%	65%	72%	77%	81%	84%
Average Loan Balance	\$15,842	\$7,282	\$8,066	\$10,234	\$12,340	\$13,947	\$15,938	\$17,382
\$ Total Loans Outstanding/ Employees	\$3,551,992	\$1,299,068	\$1,904,791	\$2,063,651	\$2,322,170	\$2,620,593	\$3,002,271	\$4,286,036
% of RE loans to total loans	50.99%	14.99%	33.42%	39.35%	43.55%	46.18%	50.19%	53.38%

# Consolidated Utah Credit Union Financial Statement as of March 31, 2020

For credit unions based in Utah.

	Mar-2019	Mar-2020	%Chg
<b>ASSETS</b>			
Cash & Cash Equivalents	\$3,063,940,505	\$3,111,538,963	1.55
Government Securities	\$1,638,411,606	\$1,385,300,235	-15.45
Corporate CU	\$42,178,270	\$27,135,876	-35.66
Deposit in Banks and S&L's	\$351,854,420	\$383,916,748	9.11
Mutual Funds	\$1,335,290	\$321,243	-75.94
All Other Investments	\$618,348,036	\$719,699,867	16.39
<b>Total Investments</b>	<b>\$5,716,068,127</b>	<b>\$5,627,912,932</b>	<b>-1.54</b>
Real Estate Loans	\$8,566,079,380	\$9,669,105,485	12.88
Auto Loans	\$10,861,714,587	\$12,360,828,206	13.80
All Other Loans	\$3,817,839,425	\$4,195,453,245	9.89
<b>Total Loans</b>	<b>\$23,245,633,392</b>	<b>\$26,225,386,936</b>	<b>12.82</b>
(Loan Loss Allow)	\$(255,935,908)	\$(326,259,115)	27.48
Foreclosed & Repossessed Property	39031307	\$33,584,269	-13.96
Land & Buildings	\$772,501,792	\$869,759,929	12.59
Other Fixed Assets	\$113,538,058	\$126,522,347	11.44
All Other Assets	\$756,089,237	\$1,132,488,623	49.78
<b>TOTAL ASSETS</b>	<b>\$30,386,926,005</b>	<b>\$33,689,395,921</b>	<b>10.87</b>
<b>LIABILITIES &amp; CAPITAL</b>			
Dividends Payable	\$9,354,236	\$10,445,597	11.67
Notes Payable	\$362,412,394	\$362,065,656	-0.10
Reverse Repurchase Agreements	\$-	\$-	
Other Liabilities	\$379,308,587	\$381,858,403	0.67
<b>Total Liabilities</b>	<b>\$751,075,217</b>	<b>\$754,369,656</b>	<b>0.44</b>
Regular Shares & Deposits	\$8,648,318,746	\$9,076,374,271	4.95
Money Market Shares	\$6,077,958,160	\$7,245,652,761	19.21
Share Drafts	\$4,248,044,711	\$4,710,711,688	10.89
IRA & Keogh	\$1,283,205,847	\$1,351,602,473	5.33
Share Certificates	\$6,294,651,617	\$7,142,245,984	13.47
<b>Total Shares</b>	<b>\$26,552,179,081</b>	<b>\$29,526,587,177</b>	<b>11.20</b>
Regular Reserve	\$245,286,173	\$248,608,010	1.35
FASB 115 Val Reserves	\$(108,783,570)	\$(131,983,485)	-21.33
Undivided Earnings & Other Reserves	\$2,898,618,845	\$3,243,264,304	11.89
Equity Acquired in Merger	\$48,550,259	\$48,550,259	0.00
<b>Total Reserves &amp; Undivided Earnings</b>	<b>\$3,083,671,707</b>	<b>\$3,408,439,088</b>	<b>10.53</b>
<b>TOTAL LIABILITIES &amp; CAPITAL</b>	<b>\$30,386,926,005</b>	<b>\$33,689,395,921</b>	<b>10.87</b>

## Consolidated Utah Credit Union Financial Statement – cont. as of March 31, 2020

For credit unions based in Utah.

	YTD 2019	YTD 2020	%Chg
<b>INCOME:</b>			
Loans	\$294,325,848	\$330,552,017	12.31
(Less Rebates)	\$(4,361)	\$(8,042)	-84.41
Investments	\$22,912,038	\$20,711,278	-9.61
Fee Income	\$59,664,038	\$69,803,432	16.99
Trading + Other Operating	\$79,230,890	\$83,622,155	5.54
<b>Total Income</b>	<b>\$456,128,453</b>	<b>\$504,680,840</b>	<b>10.64</b>
<b>EXPENSES:</b>			
Employee Compensation & Benefits	\$136,600,266	\$158,811,199	16.26
Travel & Conference	\$2,163,446	\$2,146,158	-0.80
Office Occupancy	\$17,242,810	\$19,016,876	10.29
Office Operations	\$43,774,917	\$47,969,989	9.58
Education & Promotional	\$11,147,165	\$12,159,778	9.08
Loan Servicing	\$24,519,840	\$32,317,773	31.80
Professional Services	\$11,059,858	\$12,921,784	16.83
Member Insurance	\$50,175	\$52,297	4.23
Operating Fees	\$995,978	\$1,061,834	6.61
Miscellaneous	\$8,398,426	\$10,673,334	27.09
<b>Operating Expense Subtotal</b>	<b>\$255,952,881</b>	<b>\$297,131,022</b>	<b>16.09</b>
Provision for Loan Losses	\$37,303,784	\$60,586,906	62.41
Operating Exp. + Provision for Loan Losses	\$293,256,665	\$357,717,928	21.98
Non-Operating Gain (Loss)	\$(249,192)	\$(3,104,758)	-1145.93
Income before Dividends	\$162,622,596	\$143,858,154	-13.69
Interest on Borrowed Funds	\$2,039,645	\$1,482,721	-27.30
Dividends	\$57,409,499	\$70,723,171	23.19
<b>Net Income Prior to Assessments</b>	<b>\$103,173,452</b>	<b>\$71,652,262</b>	<b>-30.55</b>
Net NCUSIF & TCCUSIF Expenses	\$21,685	\$17,748	1065.05
<b>Net Income</b>	<b>\$103,151,767</b>	<b>\$71,634,514</b>	<b>-30.55</b>
<b>SELECTED OPERATING DATA:</b>			
Branches	469	479	2.13
Members	2,801,760	3,016,498	7.66
Potential Members	50,040,452	51,153,198	2.22
Employees	8,062	8,648	7.27
Members/Employee	348	349	0.37
Average Salary & Benefits/Employee	\$67,779	\$73,460	8.38
Total YTD Loan Originations	\$4,238,324,269	\$5,598,091,675	32.08

## Utah Credit Union Peer Group Performance as of March 31, 2020

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	66	35	11	8	12
Average Assets	\$915,071,743	\$15,921,323	\$117,017,127	\$464,713,376	\$4,569,382,777
<b>12-month growth</b>					
Net Worth Growth	10.33%	6.12%	7.53%	8.83%	8.75%
Loan Growth	9.37%	3.85%	4.38%	7.30%	7.90%
Share Growth	9.43%	5.92%	6.47%	6.87%	7.94%
Member Growth	7.38%	1.65%	1.51%	2.08%	6.21%
<b>Capital</b>					
Net worth/Assets	10.57%	13.63%	12.76%	10.78%	10.48%
Solvency Ratio	114.31%	117.01%	115.11%	113.77%	114.30%
Allowance for Loan Losses/Delinquent Loans	144.01%	133.07%	102.14%	147.10%	144.78%
Delinquency Ratio	0.72%	0.83%	0.68%	0.38%	0.74%
<b>Earnings</b>					
ROA	0.58%	0.65%	0.81%	0.75%	0.57%
Non-Interest Income/Average Assets	0.35%	0.24%	0.29%	0.28%	0.35%
Net interest Margin	3.20%	3.50%	3.26%	3.00%	3.21%
Operating Expenses/Average Assets	3.32%	3.45%	3.26%	3.12%	3.33%
Yield on Average Earning Assets	4.34%	4.33%	4.28%	4.15%	4.35%
Cost of Funds	1.02%	0.75%	0.86%	1.02%	1.02%
<b>Productivity</b>					
Income per member	\$171	\$122	\$145	\$177	\$173
Income per employee	\$256,639	\$202,433	\$197,330	\$230,606	\$260,787
Operating expense per member	\$100	\$72	\$92	\$110	\$101
Assets per employee	\$4,621,928	\$3,526,875	\$3,882,921	\$4,685,201	\$4,653,139
YTD Loan Originations/Employee	\$610,173	\$274,245	\$290,223	\$450,765	\$634,412
<b>Member Service Usage</b>					
Auto Loan Penetration	27.81%	21.73%	27.53%	22.08%	28.24%
Share draft penetration	62%	39%	54%	57%	63%
Credit card penetration	18.92%	6.71%	16.57%	18.31%	19.19%
\$ Average share balance	\$10,598	\$7,212	\$9,883	\$12,473	\$10,557
# Loan and Share Accounts per member	2.72	2.17	2.67	2.70	2.73
<b>Lending Profile</b>					
Loans to Shares	91%	78%	78%	79%	92%
Average Loan Balance	\$14,637	\$11,641	\$11,390	\$15,863	\$14,686
\$ Total Loans Outstanding/Employees	\$3,643,359	\$2,350,471	\$2,624,163	\$3,227,501	\$3,717,368
% of RE loans to total loans	42.59%	28.84%	37.47%	55.34%	42.06%

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

as of March 31, 2020

CUs in group: 18

### 12-month share growth

Credit Union	Share growth	Shares
Gibbons and Reed Employees	5.95%	\$4,985,697
SEA	1.56%	\$3,583,510
Tri-County	0.08%	\$120,631

### 12-month loan growth

Credit Union	Loan Growth	Loans
Valley Wide	18.21%	\$411,425
South Sanpete	15.46%	\$856,727
Utah Prison Employees	10.49%	\$2,692,700
Orem City Employees	5.89%	\$1,626,199
Flexpak	5.27%	\$855,382
Tanner Employees	3.80%	\$4,037,001
North Sanpete	1.19%	\$803,069

### 12-month member growth

Credit Union	Mbr. Growth	Members
Gibbons and Reed Employees	16.13%	1,649
South Sanpete	1.59%	192
SEA	1.48%	889
Hollyfrontier Employee's	0.12%	824
Beckstrand and Associates	0.00%	15
Tri-County	0.00%	76

### Capital/Assets

Credit Union	Capital/Assets	Assets
Flexpak	34.55%	\$1,021,725
Employees First	29.13%	\$1,639,495
Presto Lewiston Employees	28.30%	\$329,222
Tri-County	26.97%	\$164,832
North Sanpete	26.77%	\$934,218
SEA	25.85%	\$4,792,248
Valley Wide	25.21%	\$427,037
Hollyfrontier Employee's	24.73%	\$6,189,660
Meadow Gold Employees	23.86%	\$4,686,830
Provo Police & Fire Dept.	16.84%	\$2,523,940

### Return on Assets

Credit Union	ROA	Assets
Valley Wide	2.98%	\$427,037
Hollyfrontier Employee's	1.49%	\$6,189,660
South Sanpete	1.16%	\$978,897
SEA	1.06%	\$4,792,248
Flexpak	0.89%	\$1,021,725
Beckstrand and Associates	0.88%	\$1,203,857
Tanner Employees	0.68%	\$5,964,693
Orem City Employees	0.63%	\$3,184,634
Gibbons and Reed Employees	0.57%	\$5,933,700
North Sanpete	0.52%	\$934,218

### Loans/Shares

Credit Union	Loans/Shares	Shares
Valley Wide	128.16%	\$411,425
Flexpak	125.38%	\$855,382
Hollyfrontier Employee's	122.08%	\$5,769,048
North Sanpete	115.53%	\$803,069
South Sanpete	96.85%	\$856,727
Utah Prison Employees	96.65%	\$2,692,700
CUP	86.47%	\$4,271,112
Presto Lewiston Employees	85.03%	\$204,645
Provo Police & Fire Dept.	83.82%	\$1,811,078
SEA	81.99%	\$2,938,070

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

as of March 31, 2020

CUs in group: 18

### 12-month share growth

Credit Union	Share growth	Shares
Kings Peak	39.81%	\$17,810,711
Devils Slide	19.38%	\$14,099,562
Grand County	17.03%	\$38,046,025
Logan Medical	14.66%	\$21,821,506
San Juan	10.60%	\$20,786,306
Freedom	9.83%	\$38,048,316
Logan Cache Rich	6.79%	\$23,073,721
Millard County	6.75%	\$37,930,767
Varex	6.11%	\$14,183,306
Desertview	5.85%	\$31,009,821

### 12-month loan growth

Credit Union	Loan Growth	Loans
Grand County	20.12%	\$35,406,637
Kings Peak	15.79%	\$14,356,895
Logan Medical	14.57%	\$18,266,771
Hi-land	7.74%	\$34,529,811
Local Union 354 IBEW	7.54%	\$22,037,995
San Juan	6.17%	\$16,566,838
Millard County	6.08%	\$22,555,616
Varex	3.84%	\$7,834,367
Devils Slide	3.21%	\$8,580,381
National JAACL	2.85%	\$17,371,422

### 12-month member growth

Credit Union	Mbr. Growth	Members
Grand County	16.32%	5,931
Kings Peak	9.37%	2,288
San Juan	3.78%	4,364
Freedom	3.24%	3,818
Millard County	2.86%	5,683
Local Union 354 IBEW	2.05%	2,684
Devils Slide	1.86%	1,422
National JAACL	1.57%	3,555
P&S	1.45%	1,750
Logan Cache Rich	0.43%	2,558

### Capital/Assets

Credit Union	Capital/Assets	Assets
Nephi Western Employees	35.69%	\$34,372,413
Hi-land	21.88%	\$50,845,457
Desertview	17.17%	\$35,858,477
Logan Medical	16.22%	\$25,980,337
Varex	16.19%	\$16,953,155
Logan Cache Rich	13.86%	\$26,733,171
Local Union 354 IBEW	13.44%	\$28,984,959
San Juan	12.68%	\$23,623,988
National JAACL	12.40%	\$30,128,655
Utah	11.73%	\$21,064,884

### Return on Assets

Credit Union	ROA	Assets
Nephi Western Employees	1.66%	\$34,372,413
Logan Medical	1.22%	\$25,980,337
Logan Cache Rich	1.19%	\$26,733,171
Local Union 354 IBEW	1.07%	\$28,984,959
Millard County	1.00%	\$42,443,068
Desertview	0.78%	\$35,858,477
Grand County	0.66%	\$42,779,571
Kings Peak	0.62%	\$19,173,628
Hi-land	0.56%	\$50,845,457
Varex	0.56%	\$16,953,155

### Loans/Shares

Credit Union	Loans/Shares	Shares
Nephi Western Employees	128.08%	\$22,213,702
P&S	99.26%	\$13,041,855
Grand County	93.06%	\$38,046,025
Education 1st	89.30%	\$31,273,851
Local Union 354 IBEW	87.53%	\$25,178,086
Hi-land	86.45%	\$39,942,470
Logan Medical	83.71%	\$21,821,506
Kings Peak	80.61%	\$17,810,711
Freedom	80.13%	\$38,048,316
Firefighters	79.80%	\$41,797,374

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

as of March 31, 2020

CUs in group: 14

### 12-month share growth

Credit Union	Share growth	Shares
Utah Heritage	14.41%	\$75,657,197
American United	13.36%	\$240,466,650
Pacific Horizon	10.03%	\$71,322,411
Nebo	9.77%	\$86,899,899
Eastern Utah Community	8.13%	\$126,687,638
Elevate	7.69%	\$117,090,550
Wasatch Peaks	6.18%	\$320,778,983
Ascent	5.88%	\$120,705,967
Transwest	5.50%	\$135,419,979
Hercules First	4.61%	\$92,954,414

### 12-month loan growth

Credit Union	Loan Growth	Loans
Elevate	17.19%	\$86,496,404
Pacific Horizon	10.83%	\$67,738,514
Jordan	8.43%	\$192,181,200
Eastern Utah Community	8.25%	\$88,955,957
Nebo	8.01%	\$76,102,167
American United	7.26%	\$212,174,080
Transwest	6.58%	\$121,827,156
Ascent	4.26%	\$110,170,730
Wasatch Peaks	4.24%	\$301,274,968
Utah Heritage	0.75%	\$57,784,378

### 12-month member growth

Credit Union	Mbr. Growth	Members
American United	7.12%	23,442
Transwest	4.57%	13,302
Nebo	4.18%	12,282
Horizon Utah	3.00%	13,294
Utah Heritage	2.99%	8,105
Elevate	2.64%	12,770
Ascent	2.28%	10,148
Pacific Horizon	2.00%	7,707
Jordan	1.37%	27,041
Wasatch Peaks	1.00%	33,105

### Capital/Assets

Credit Union	Capital/Assets	Assets
Elevate	22.28%	\$150,939,421
Nebo	17.92%	\$105,814,710
American United	12.92%	\$276,084,441
Eastern Utah Community	11.74%	\$143,683,525
Members First	11.52%	\$134,435,059
Wasatch Peaks	11.48%	\$362,111,948
Horizon Utah	11.43%	\$147,776,348
Alpine	11.04%	\$228,768,503
Utah Heritage	10.44%	\$85,044,183
Hercules First	10.44%	\$103,724,594

### Return on Assets

Credit Union	ROA	Assets
Elevate	1.78%	\$150,939,421
Nebo	1.22%	\$105,814,710
Eastern Utah Community	1.21%	\$143,683,525
Pacific Horizon	1.06%	\$79,480,263
Utah Heritage	0.97%	\$85,044,183
Transwest	0.96%	\$151,628,700
Wasatch Peaks	0.89%	\$362,111,948
Members First	0.73%	\$134,435,059
Alpine	0.66%	\$228,768,503
American United	0.60%	\$276,084,441

### Loans/Shares

Credit Union	Loans/Shares	Shares
Pacific Horizon	94.98%	\$71,322,411
Wasatch Peaks	93.92%	\$320,778,983
Ascent	91.27%	\$120,705,967
Transwest	89.96%	\$135,419,979
American United	88.23%	\$240,466,650
Nebo	87.57%	\$86,899,899
Alpine	81.65%	\$202,443,625
Utah Heritage	76.38%	\$75,657,197
Elevate	73.87%	\$117,090,550
Eastern Utah Community	70.22%	\$126,687,638



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

as of March 31, 2020

CUs in group: 16

### 12-month share growth

Credit Union	Share growth	Shares
Utah Community	19.99%	\$1,568,440,702
Cyprus	15.75%	\$1,071,330,154
Mountain America	11.79%	\$8,586,257,256
America First	11.73%	\$10,835,232,334
University	10.44%	\$1,089,211,683
Granite	9.79%	\$460,562,362
Utah Power	8.47%	\$650,882,001
Goldenwest	8.29%	\$1,526,243,579
Delta Community	8.18%	\$5,632,265,699
UNIFY Financial	5.94%	\$2,530,539,490

### 12-month loan growth

Credit Union	Loan Growth	Loans
Utah First	19.19%	\$429,579,717
Mountain America	17.44%	\$8,287,903,269
Operating Engineers LU #3	15.36%	\$779,889,315
America First	13.11%	\$9,581,952,914
Cyprus	13.10%	\$1,042,092,787
University	10.01%	\$1,002,328,580
Goldenwest	9.16%	\$1,345,599,573
Utah Community	8.28%	\$1,163,203,147
Deseret First	6.96%	\$549,075,688
Delta Community	6.48%	\$4,850,507,729

### 12-month member growth

Credit Union	Mbr. Growth	Members
Utah Community	13.93%	208,311
Mountain America	10.10%	900,267
America First	8.47%	1,107,706
Utah First	6.21%	24,189
Delta Community	5.89%	417,543
Cyprus	5.43%	118,563
University	3.47%	101,240
Operating Engineers LU #3	3.37%	86,543
Chevron	3.21%	115,488
Utah Power	3.01%	27,426

### Capital/Assets

Credit Union	Capital/Assets	Assets
Operating Engineers LU #3	16.24%	\$1,188,793,592
Goldenwest	14.80%	\$1,831,484,730
Delta Community	13.08%	\$6,496,952,509
Utah Power	12.90%	\$750,677,644
Utah First	11.54%	\$513,093,280
Cyprus	11.22%	\$1,209,715,557
University	11.22%	\$1,230,472,281
America First	11.19%	\$12,219,989,368
Utah Community	11.05%	\$1,771,069,936
Granite	10.92%	\$552,759,148

### Return on Assets

Credit Union	ROA	Assets
Goldenwest	1.24%	\$1,831,484,730
Utah First	1.21%	\$513,093,280
Utah Community	1.21%	\$1,771,069,936
Utah Power	1.10%	\$750,677,644
Granite	1.09%	\$552,759,148
Mountain America	1.08%	\$9,864,522,335
Cyprus	0.97%	\$1,209,715,557
University	0.82%	\$1,230,472,281
Security Service	0.80%	\$9,851,612,737
America First	0.64%	\$12,219,989,368

### Loans/Shares

Credit Union	Loans/Shares	Assets
Security Service	102.63%	\$8,544,395,000
UNIFY Financial	99.52%	\$2,518,483,025
Utah First	98.32%	\$429,579,717
Cyprus	97.27%	\$1,042,092,787
Mountain America	96.53%	\$8,287,903,269
University	92.02%	\$1,002,328,580
Chevron	90.54%	\$3,010,964,189
America First	88.43%	\$9,581,952,914
Goldenwest	88.16%	\$1,345,599,573
Delta Community	86.12%	\$4,850,507,729

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.