

**3Q 2020**

Utah Credit Union  
Performance  
Summary



# 3rd Quarter 2020

## Utah Credit Union

### Performance Summary

#### Table of Contents

*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 September 30, 2020

	US Cus	UT CUs*	UT as % of Industry
Number of CUs	5,244	60	1.14%
Federal Chartered CUs	3,215	32	1.00%
State-Chartered CUs, NCUSIF insured	1,918	28	1.46%
State-Chartered CUs, ASI insured	111	-	0.00%
Total State Chartered CUs	2,029	28	1.38%
Total Members	123,695,931	3,119,477	2.52%
Members, average per CU	23,838	51,991	218.11%
# of Mergers/Liquidations YTD	105	-	0.00%
Total Assets	\$1,807,171,462,403	\$38,207,096,742	2.11%
Total Loans	\$1,167,993,542,786	\$28,043,652,651	2.40%
Total Shares	\$1,533,511,295,469	\$33,328,451,122	2.17%
Total Capital	\$197,863,053,024	\$4,009,334,955	2.03%
Average Asset Size	\$344,616,984	\$636,784,946	184.78%

### As a % of Average Assets

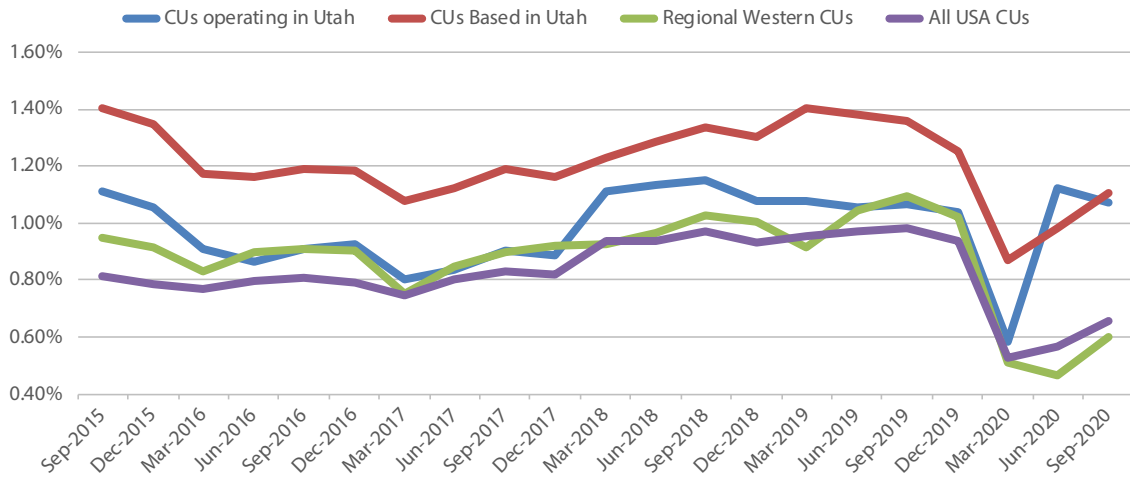
	US CUs	UT CUs*
Interest Income (annualized)	3.61%	3.90%
Interest Expense (annualized)	0.74%	0.74%
Net Interest Margin	2.87%	3.16%
Loss Provisions (annualized)	0.56%	0.73%
Operating Expenses	3.03%	3.50%
Non-interest income (annualized)	1.37%	2.17%
ROA	0.65%	1.11%

	US CUs	UT CUs*
12-month loan growth	6.69%	13.33%
12-month share growth	18.72%	21.68%
12-month capital growth	8.01%	12.37%
12-month asset growth	16.57%	21.15%
Loans/Shares	75.54%	83.24%
Net Worth/Assets	10.44%	9.87%
Capital/Assets	10.95%	10.49%
Delinquency Ratio	0.55%	0.60%
Average Loan Balance	\$16,245	\$13,658
Average Share Balance	\$12,268	\$10,684

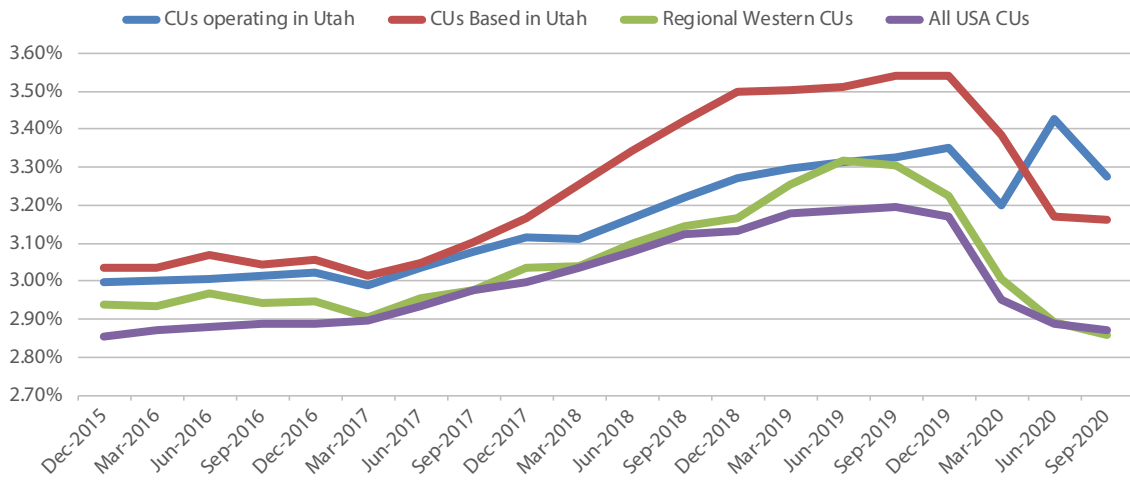
\* Credit unions based in Utah

# Key Ratios as of September 30, 2020

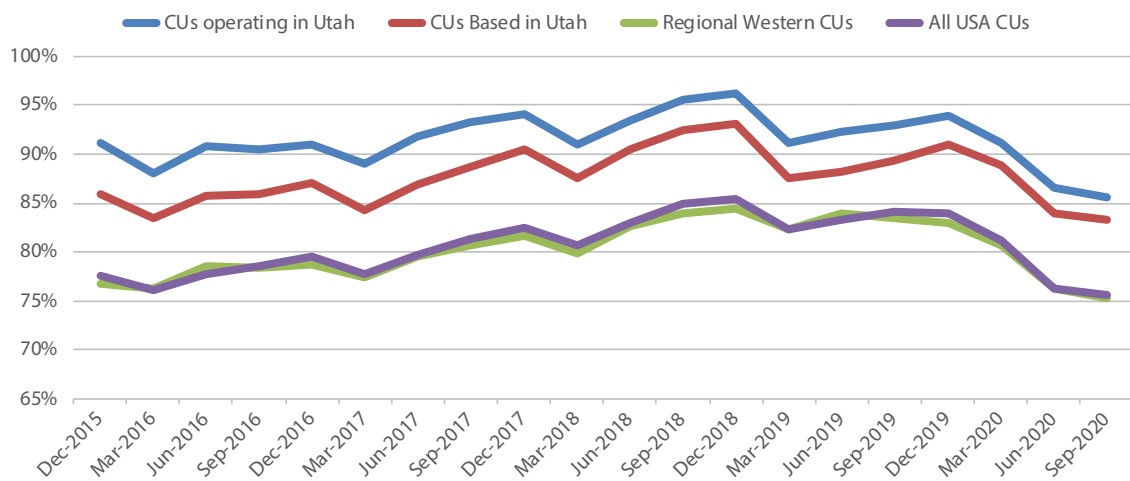
## Return on Assets



## Net Interest Margin

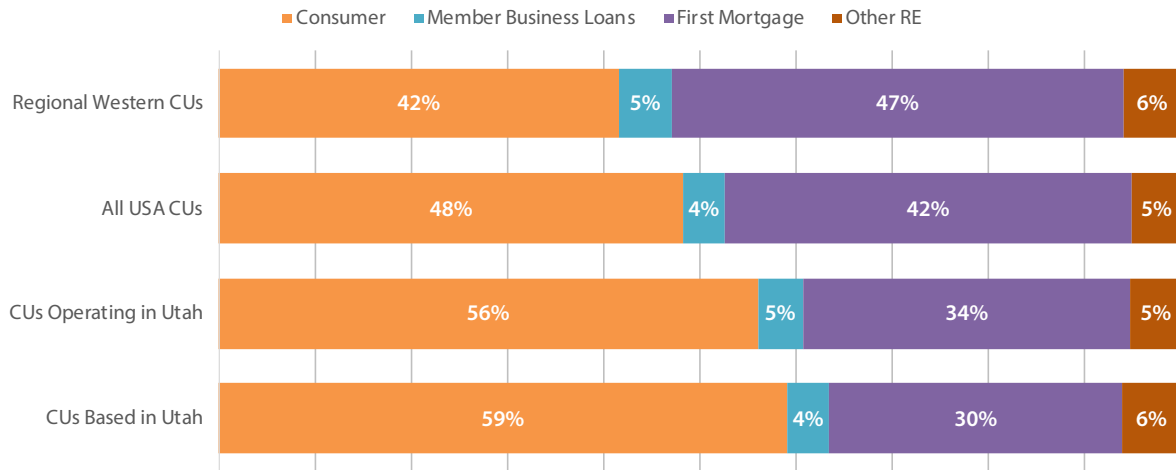


## Loan to Share

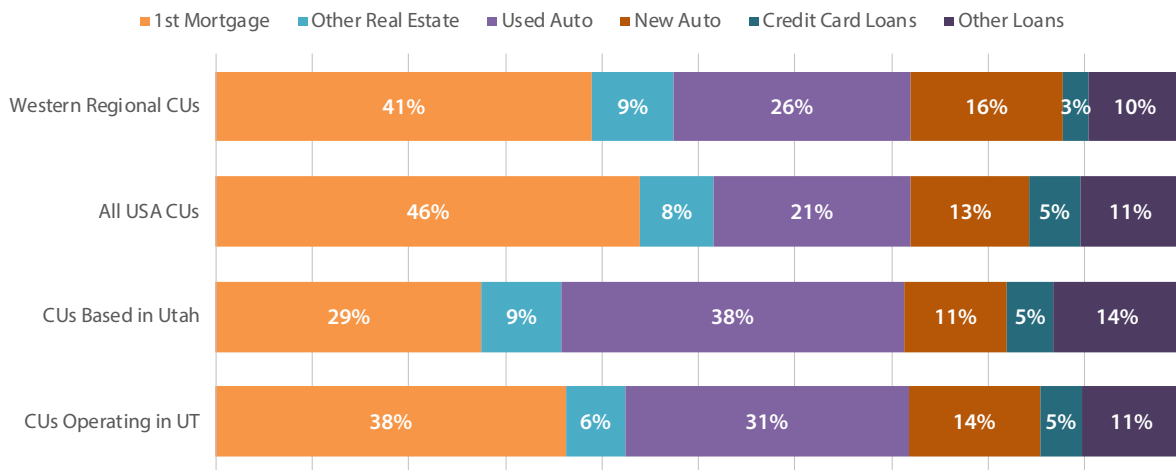


# Lending – Overview as of September 30, 2020

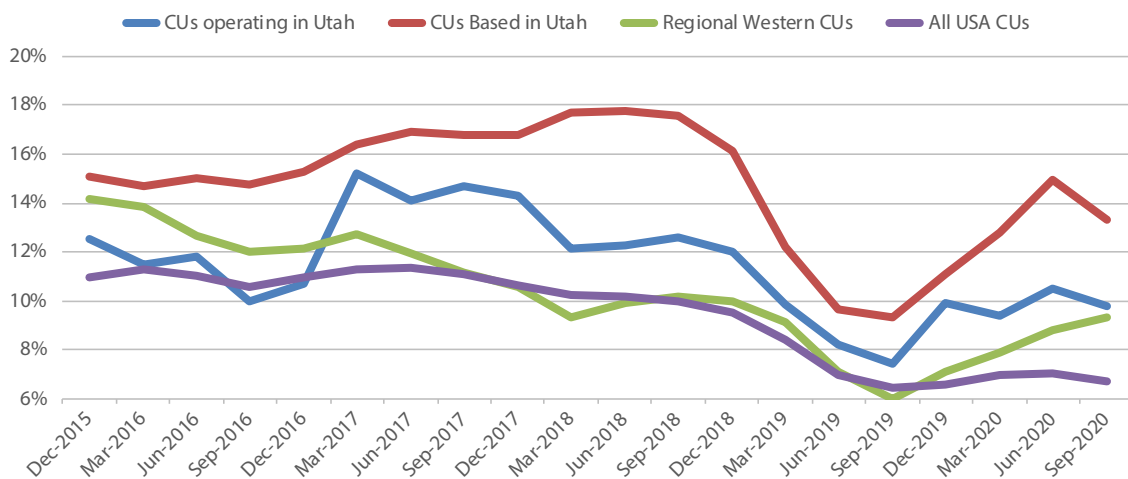
## Composition of Loan Originations



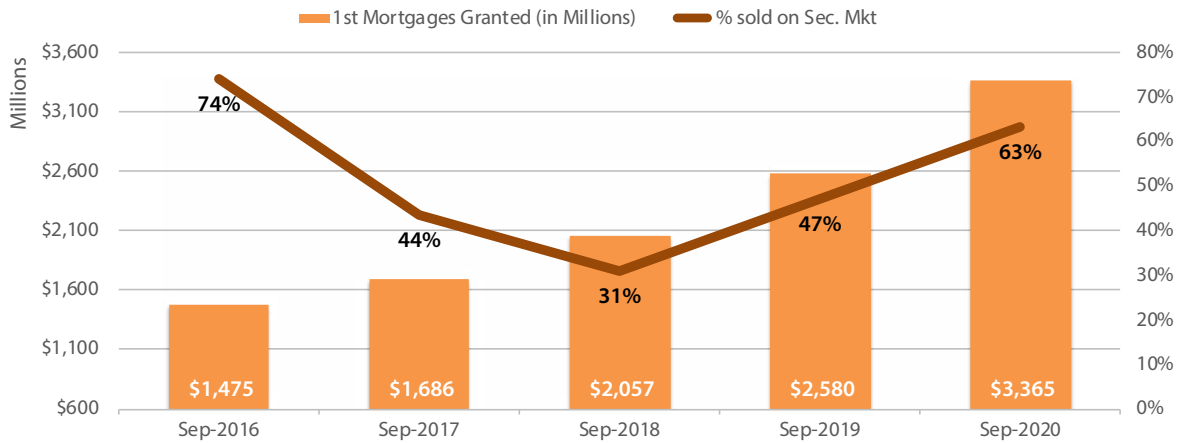
## Loan Composition



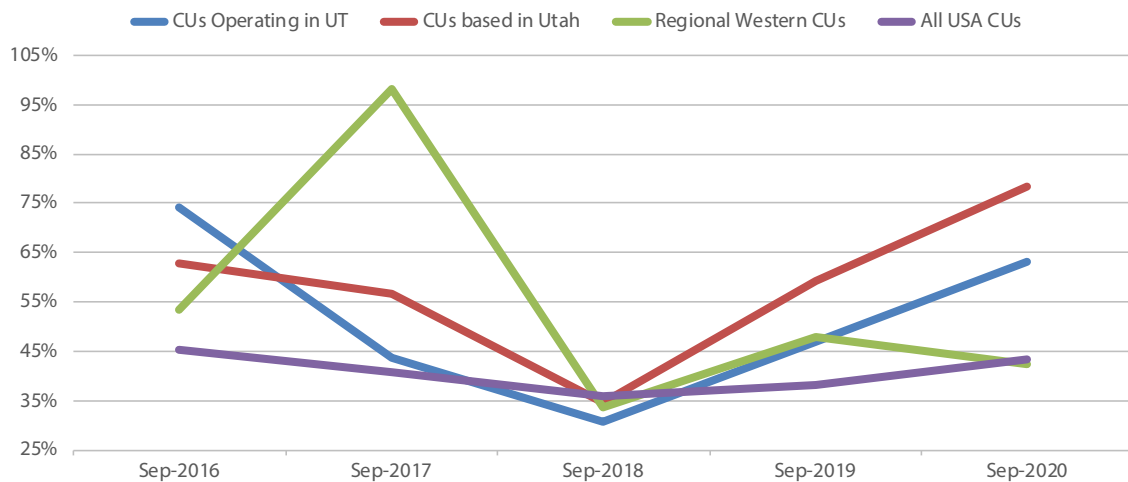
## Loan Growth



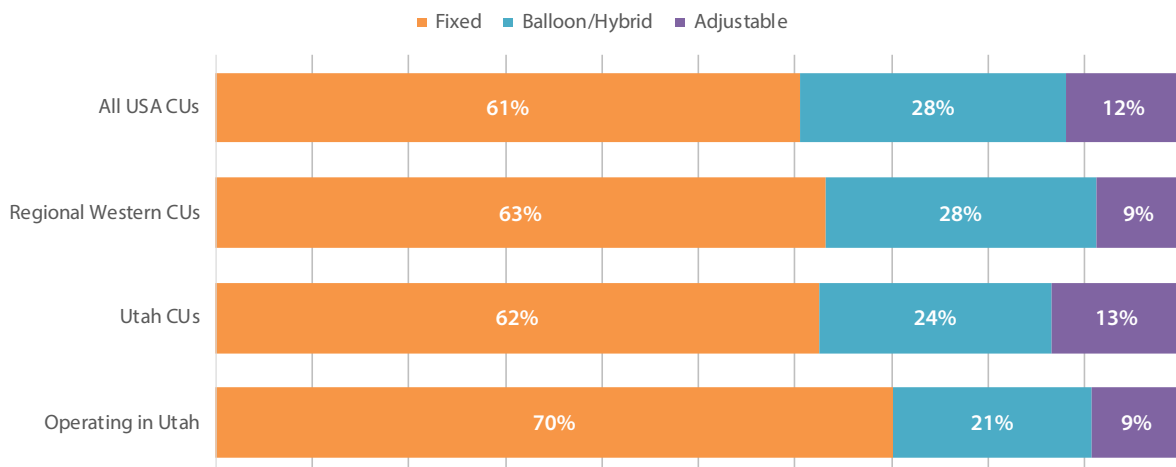
### 1st Mortgage Originations and 1st Mortgages Sold, CUs Operating in Utah



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

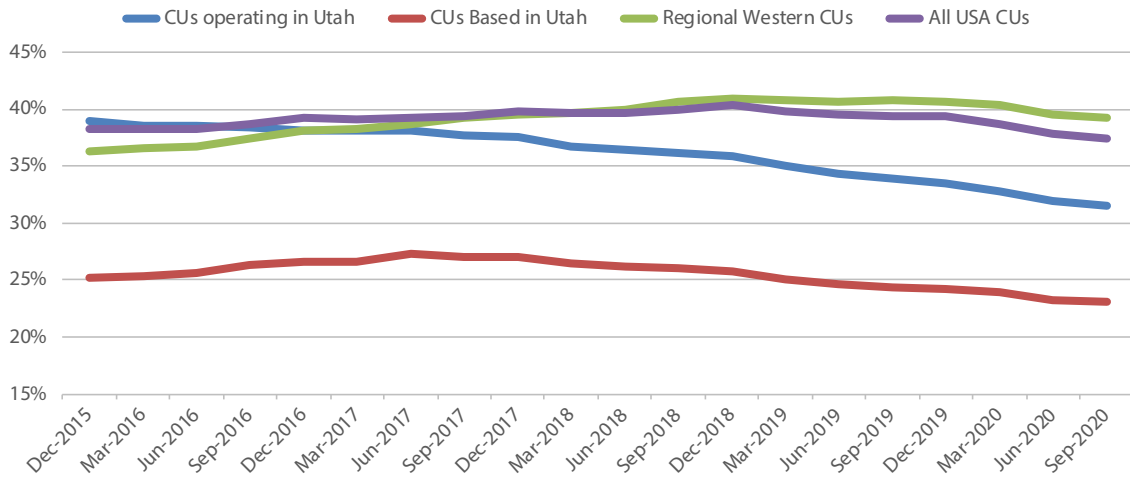


### 1st Mortgage Composition

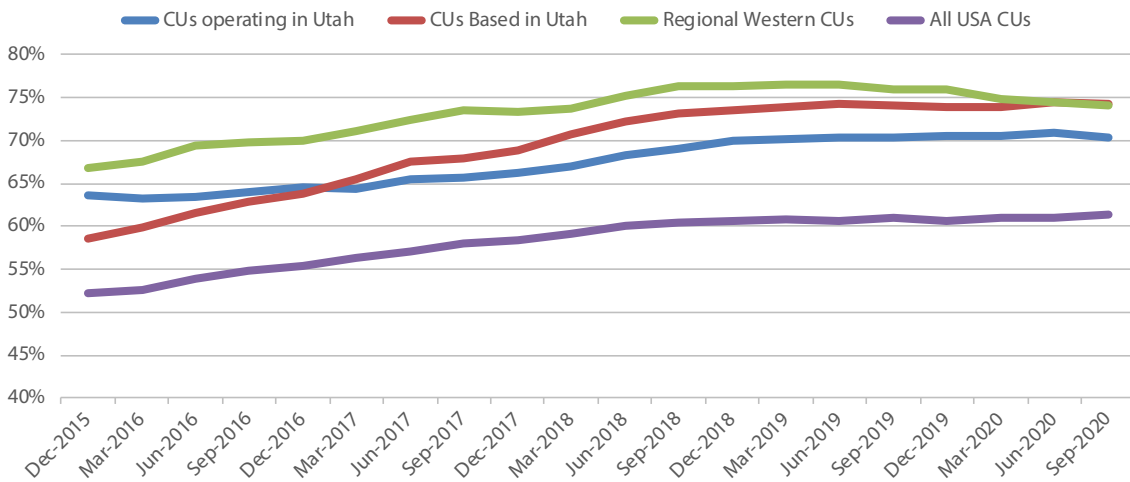


# Lending – Auto as of September 30, 2020

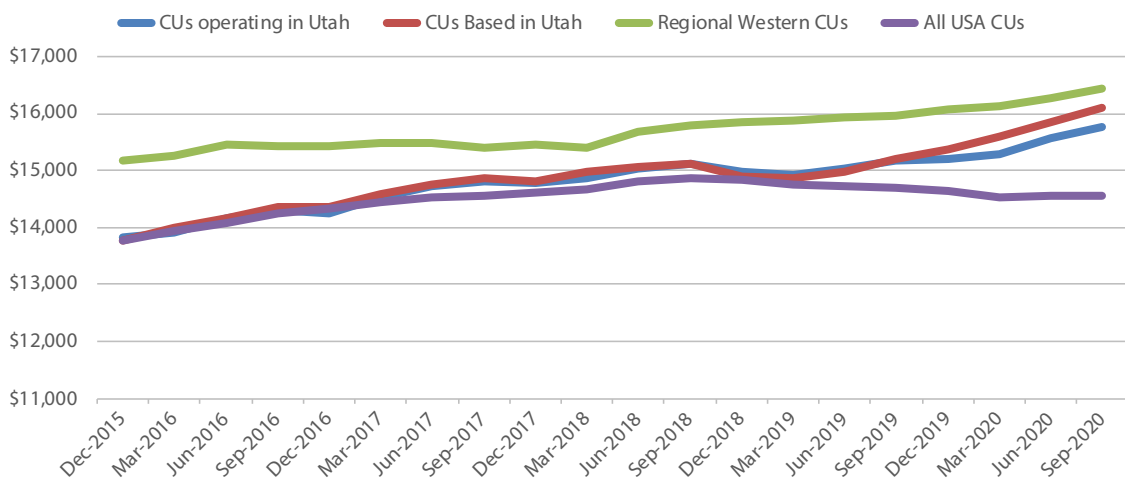
## New Auto Loans as % of All Auto Loans



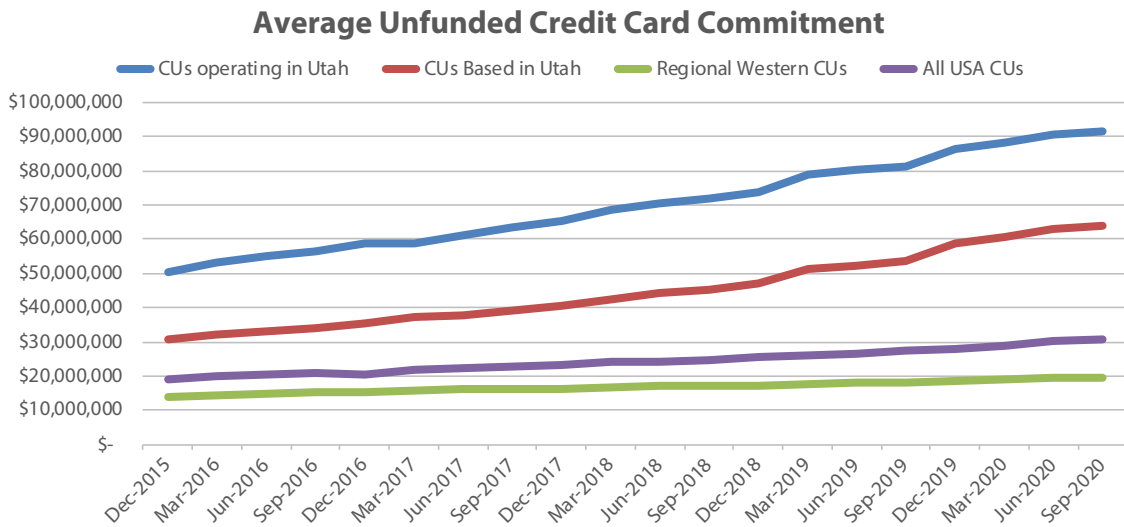
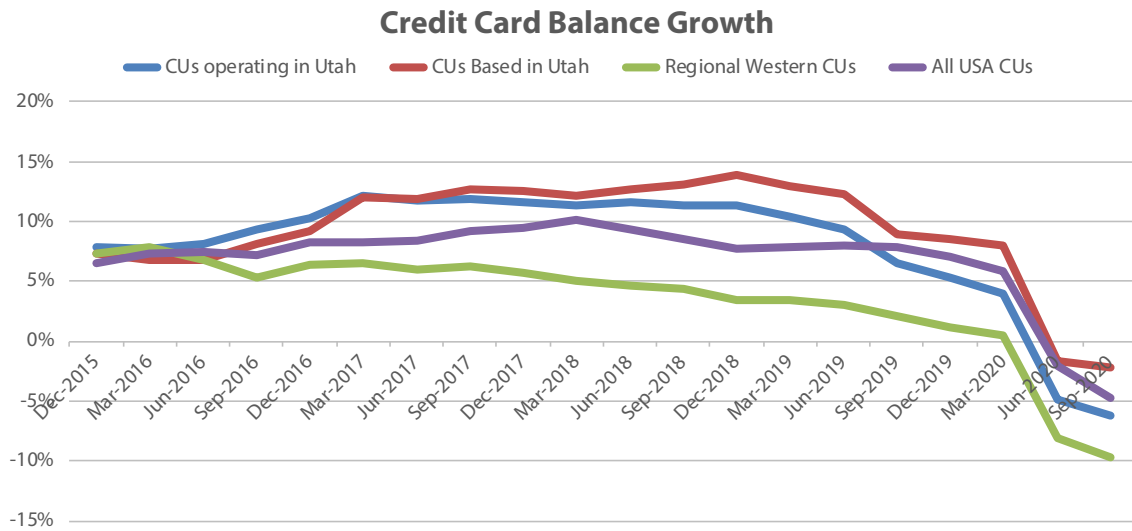
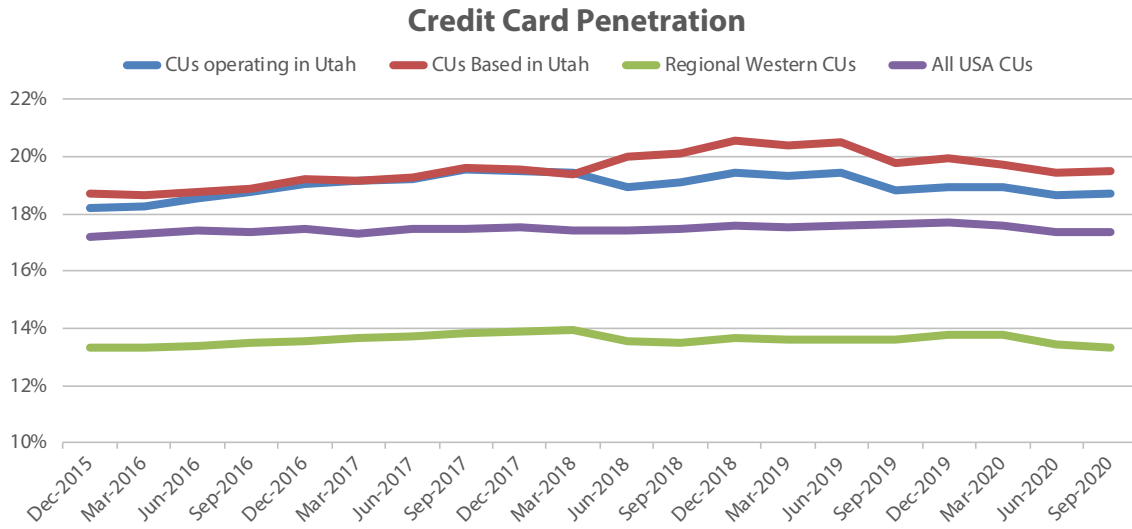
## Indirect Loans/Total Auto Loans



## Average Auto Loan Balance

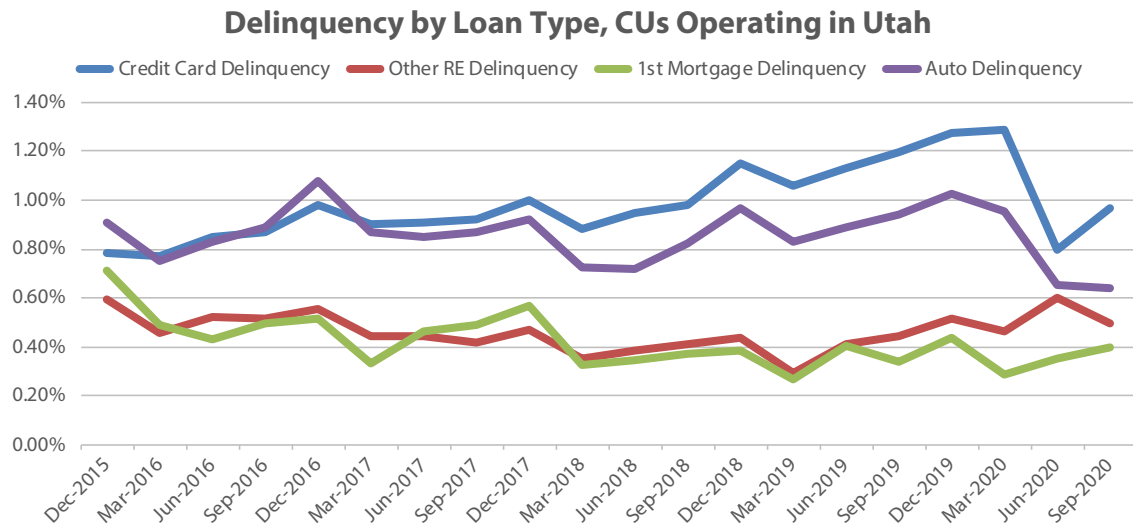
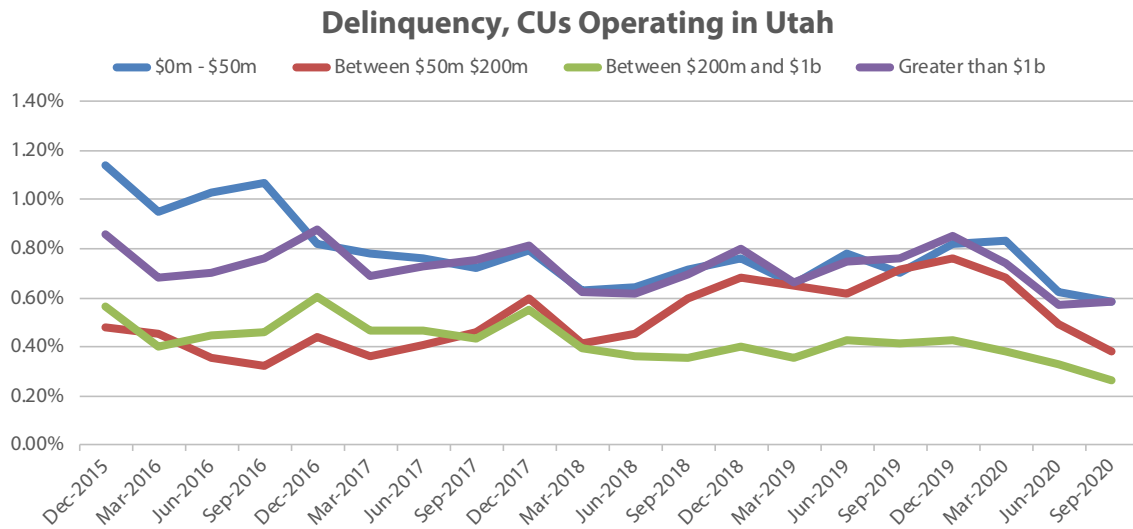
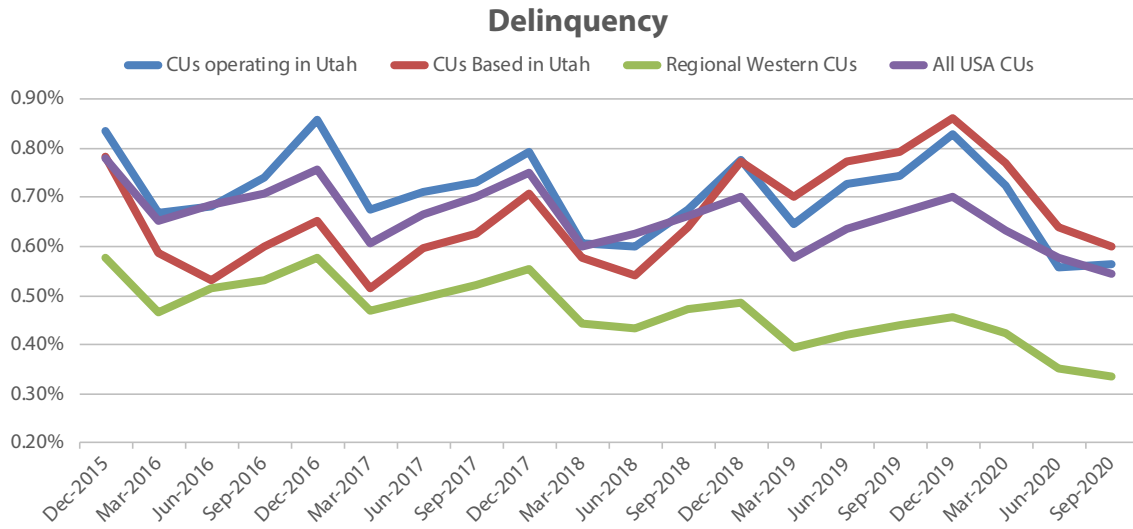


# Lending – Credit Cards as of September 30, 2020

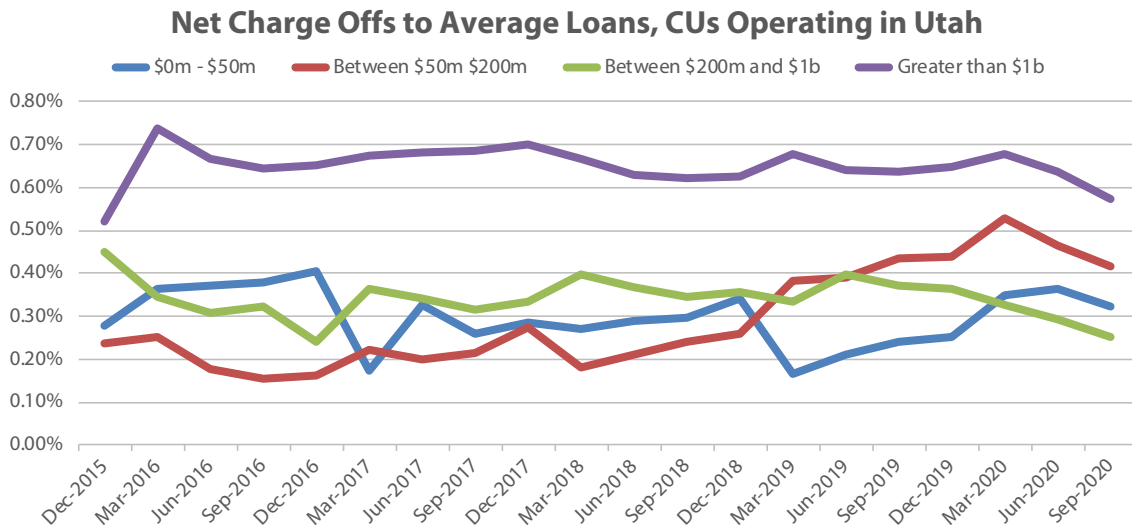
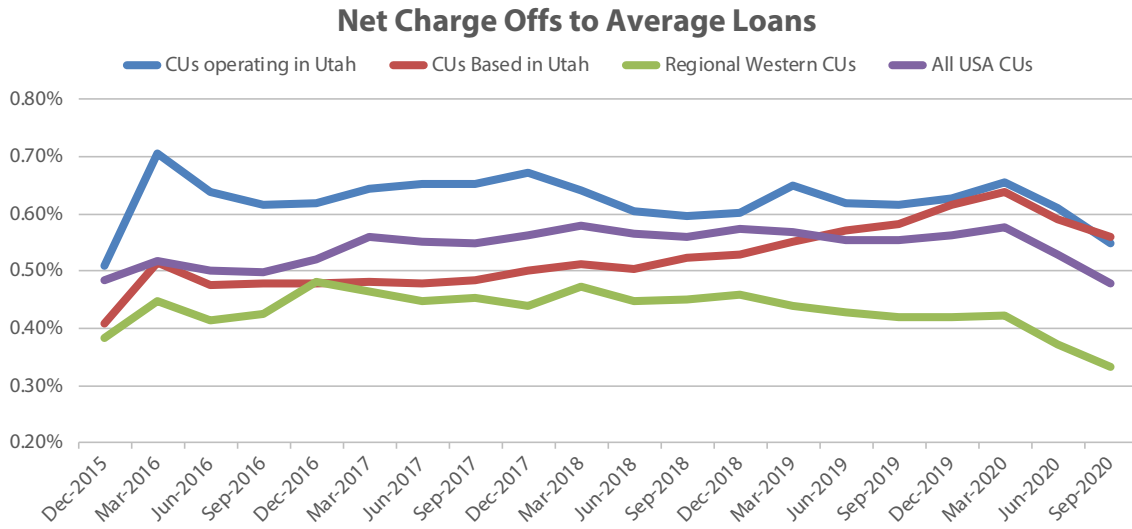




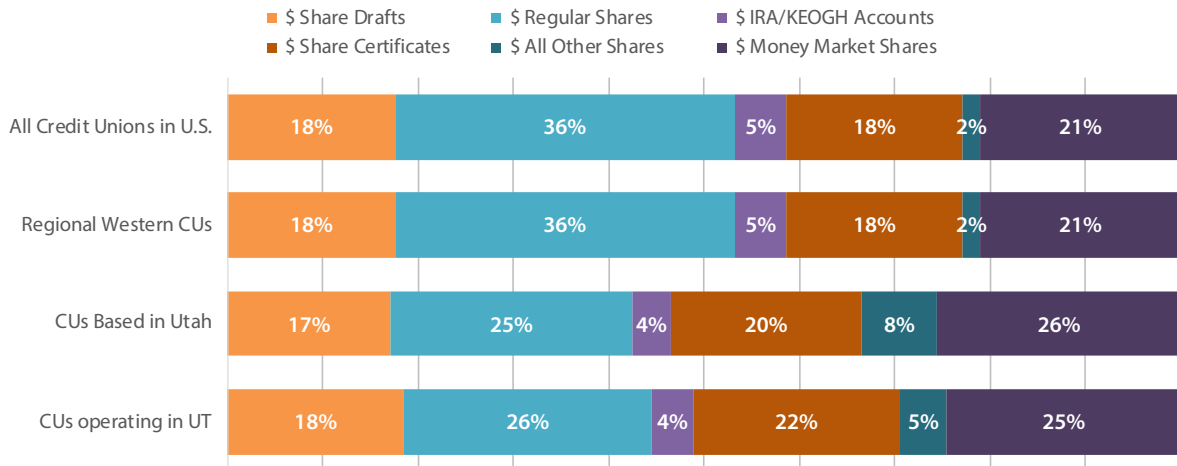
# Asset Quality as of September 30, 2020



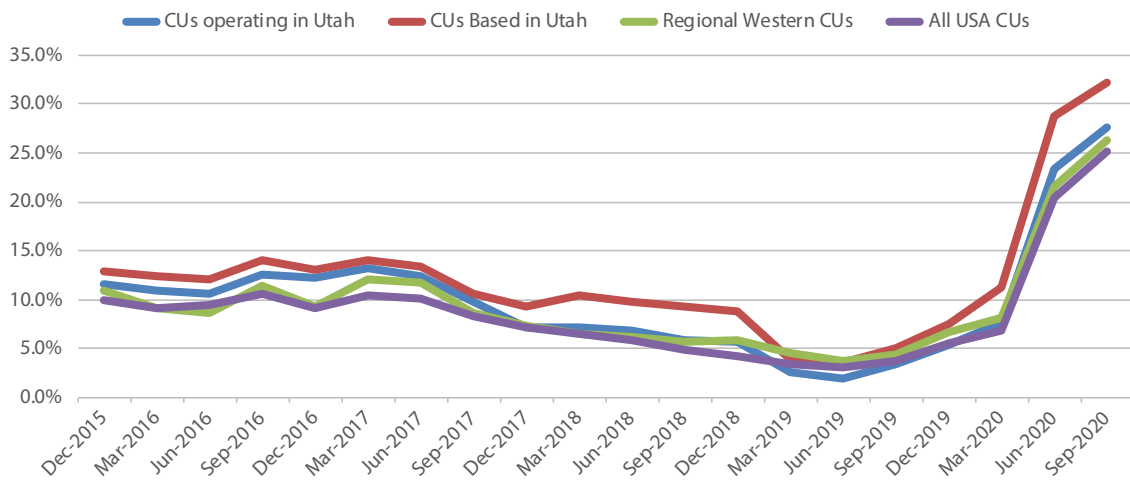
**Asset Quality – continued** as of September 30, 2020



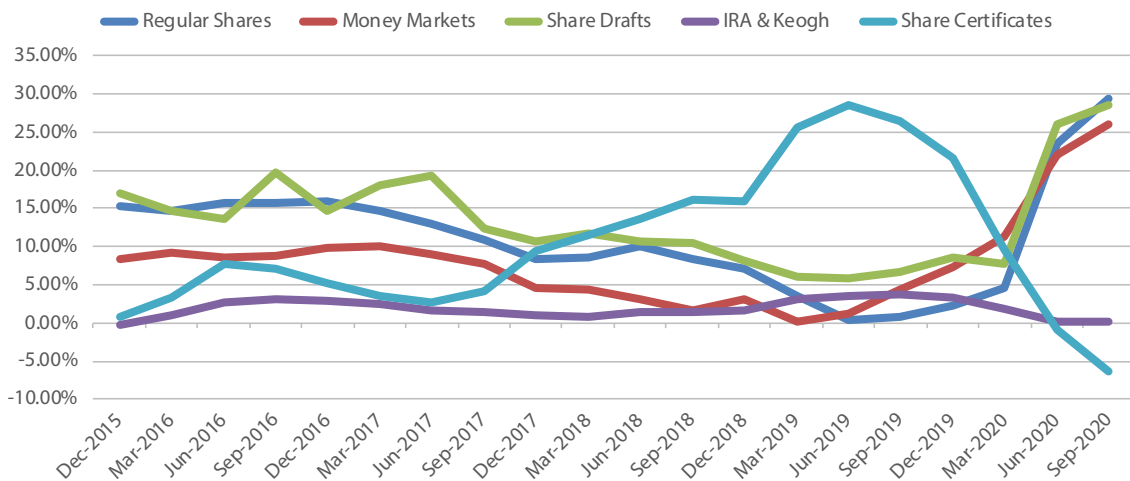
### Share Composition



### Core Deposit Growth

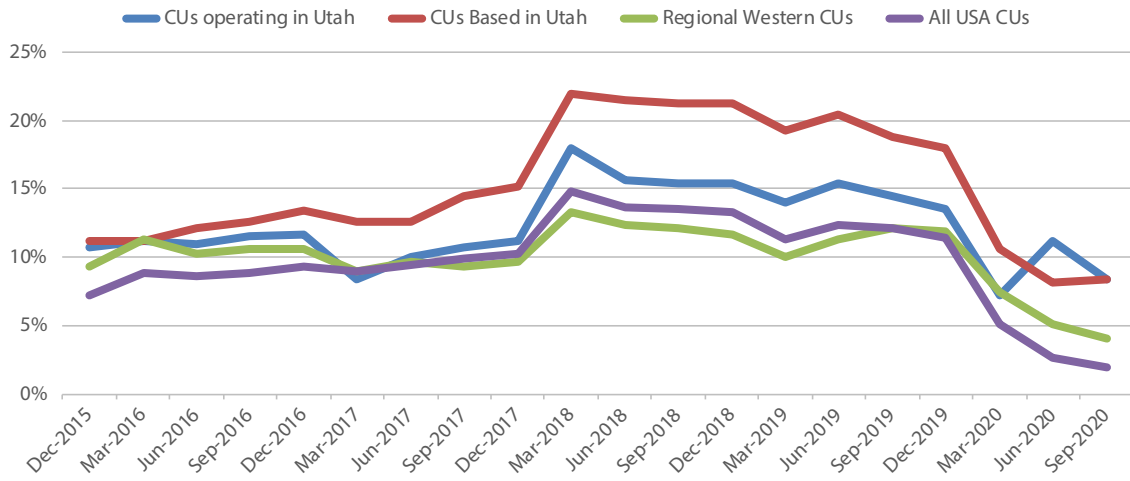


### Share Growth by Type, CUs Operating in Utah

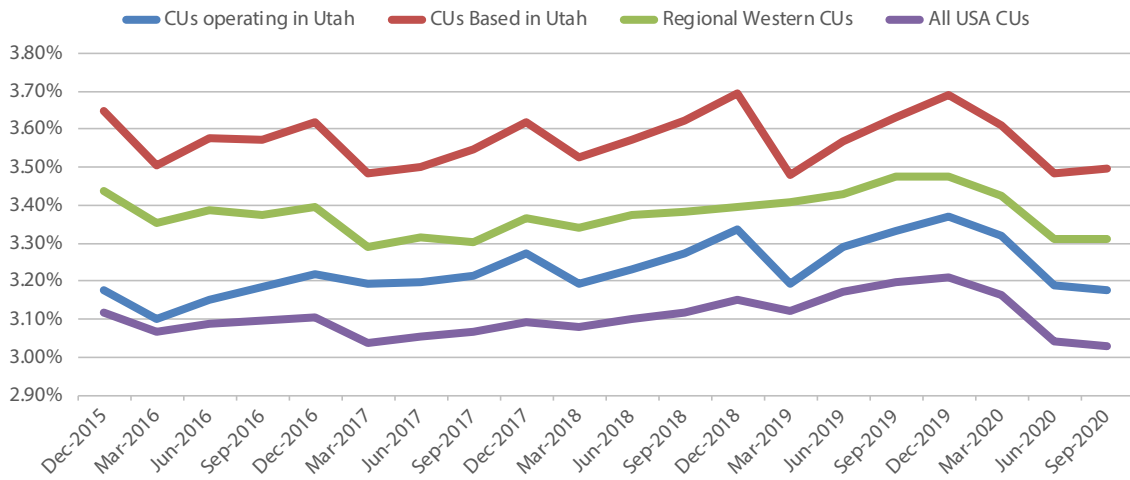


# Earnings as of September 30, 2020

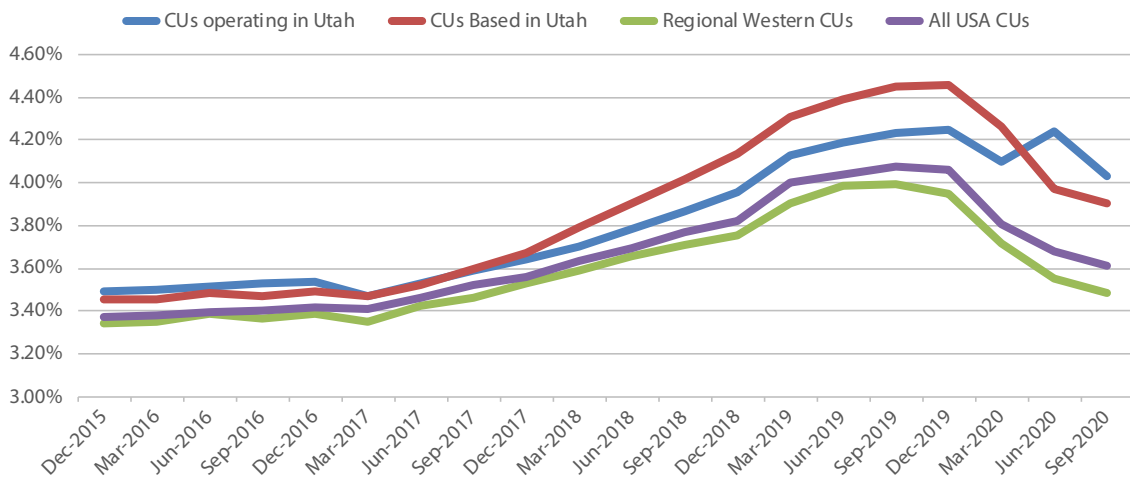
## Income Growth



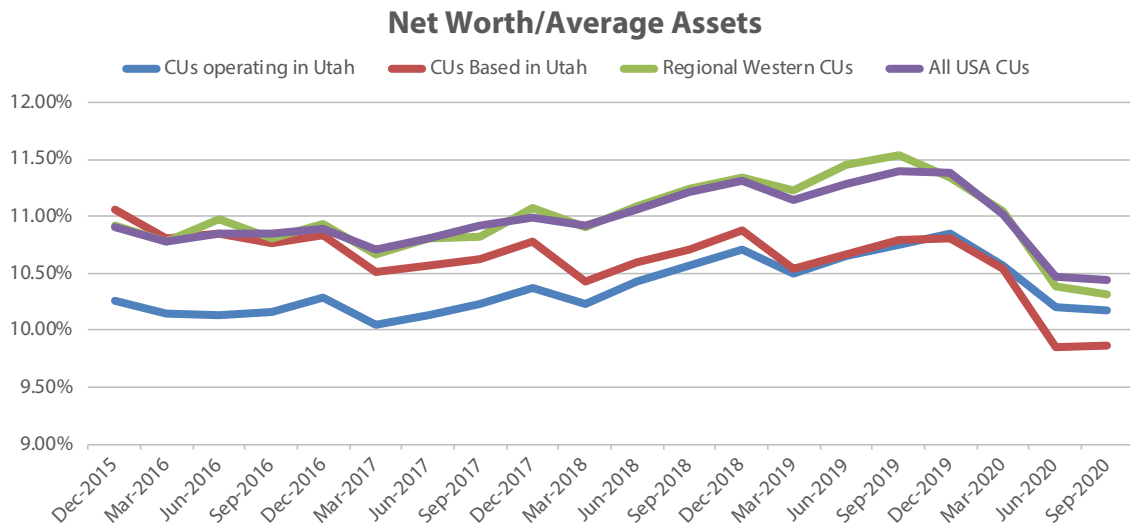
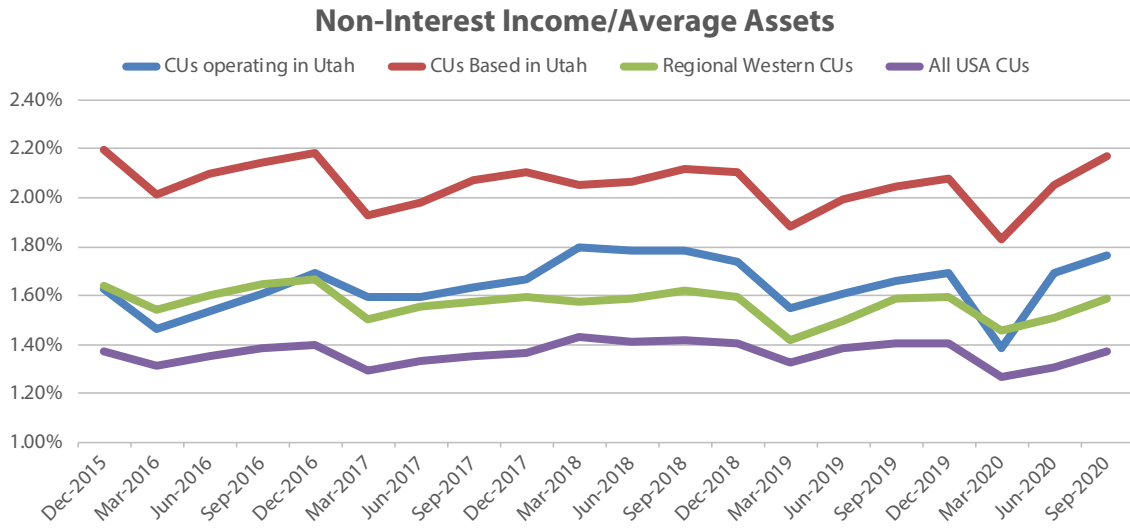
## Operating Expense/Average Assets



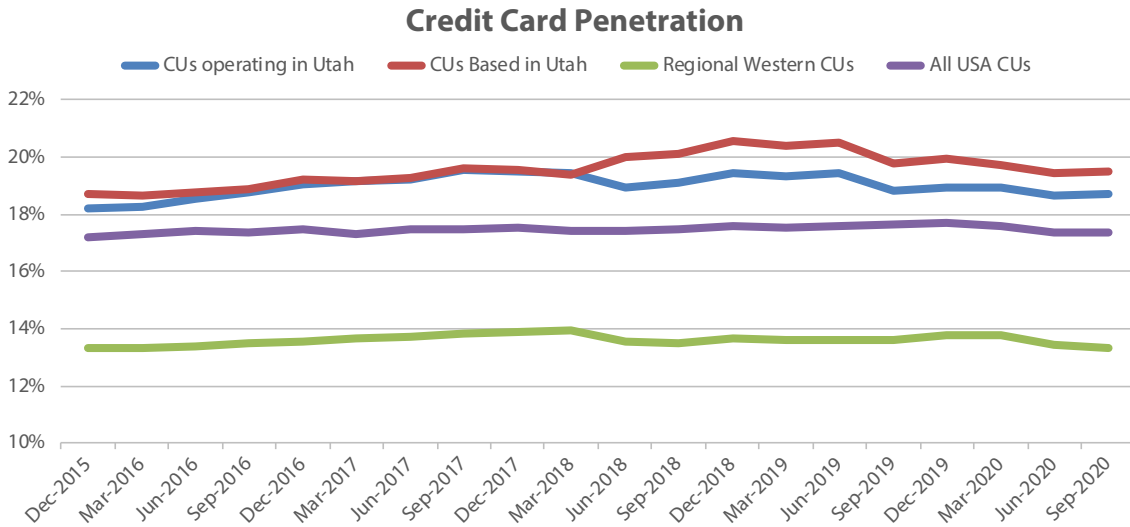
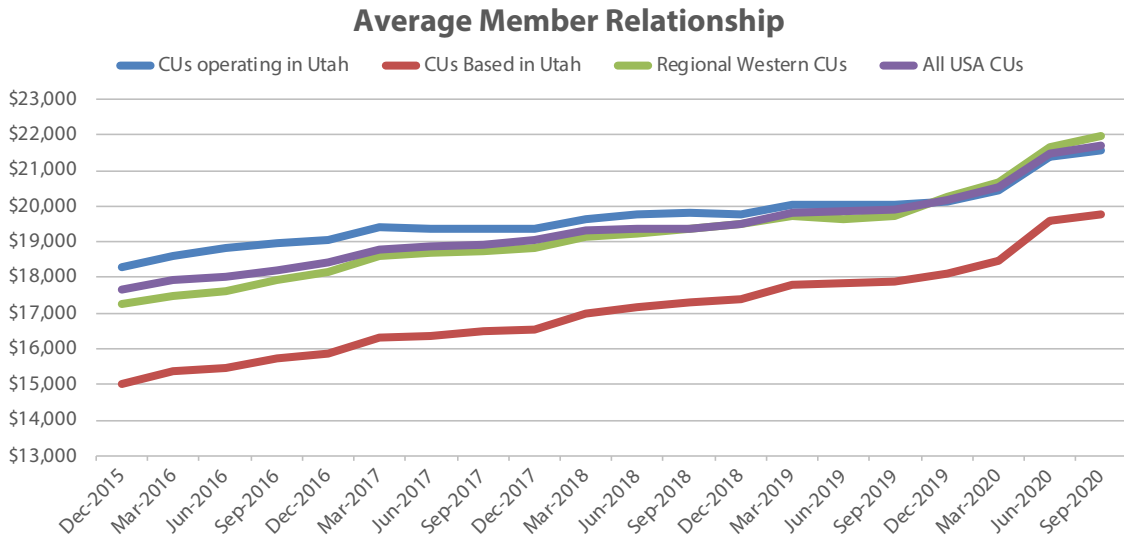
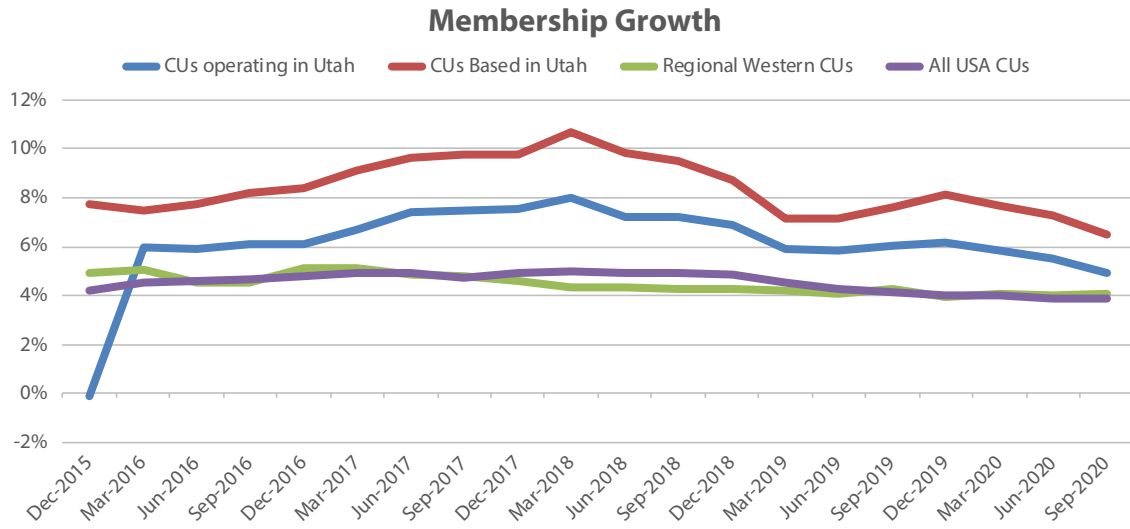
## Interest Income/Average Assets



**Earnings – continued** as of September 30, 2020

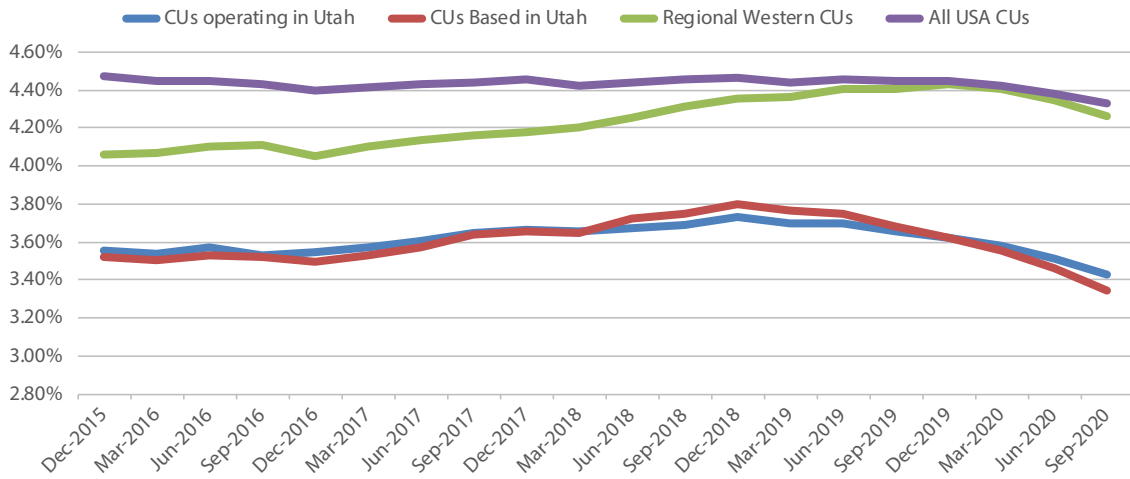


# Members as of September 30, 2020

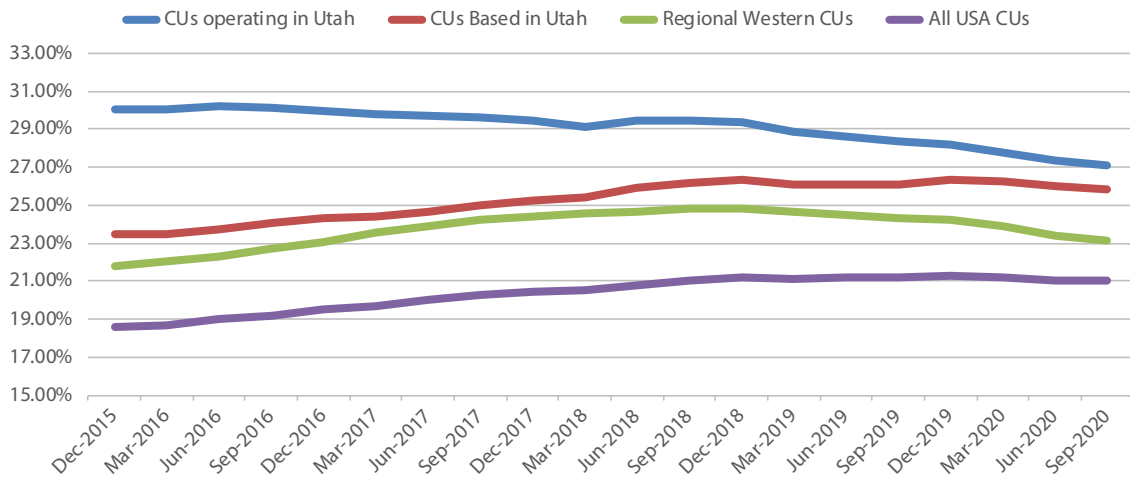


**Members – continued** as of September 30, 2020

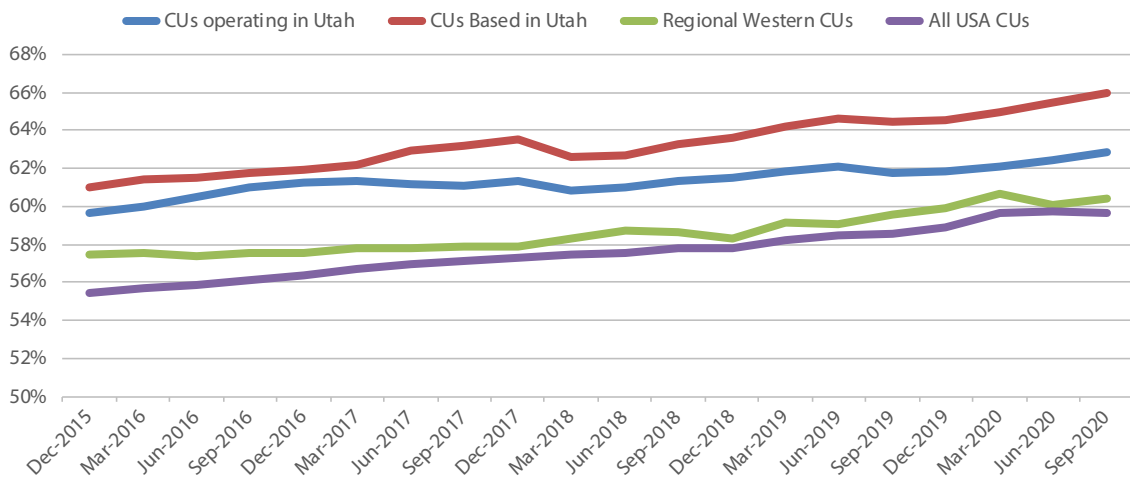
**Real Estate Loan Penetration**



**Auto Loan Penetration**



**Share Draft Account Penetration**



## Consolidated U.S. Credit Union Financial Statement as of September 30, 2020

	Sep-2019	Sep-2020	%Chg
<b>ASSETS</b>			
Cash & Cash Equivalents	\$116,401,985,838	\$211,635,144,999	81.81
Government Securities	\$180,937,029,181	\$240,848,617,213	33.11
Corporate CU	\$2,987,870,337	\$4,181,065,235	39.93
Deposit in Banks and S&L's	\$28,482,814,850	\$32,685,980,297	14.76
Mutual Funds	\$3,216,071,410	\$4,034,726,713	25.46
All Other Investments	\$47,798,395,013	\$59,235,951,455	23.93
<b>Total Investments</b>	<b>\$379,824,166,629</b>	<b>\$552,621,485,912</b>	<b>45.49</b>
Real Estate Loans	\$545,878,598,054	\$601,713,062,068	10.23
Auto Loans	\$376,058,754,328	\$382,700,498,748	1.77
All Other Loans	\$172,649,280,073	\$183,579,981,970	6.33
<b>Total Loans</b>	<b>\$1,094,586,632,455</b>	<b>\$1,167,993,542,786</b>	<b>6.71</b>
(Loan Loss Allow)	\$(9,552,436,411)	\$(12,675,779,948)	32.70
Foreclosed & Repossessed Property	674708746	\$504,557,908	-25.22
Land & Buildings	\$25,687,214,297	\$27,722,662,486	7.92
Other Fixed Assets	\$6,044,430,264	\$6,593,937,272	9.09
All Other Assets	\$52,745,164,478	\$64,411,055,987	22.12
<b>TOTAL ASSETS</b>	<b>\$1,550,009,880,458</b>	<b>\$1,807,171,462,403</b>	<b>16.59</b>
<b>LIABILITIES &amp; CAPITAL</b>			
Dividends Payable	\$347,842,279	\$293,198,968	-15.71
Notes Payable	\$54,671,810,477	\$48,754,588,830	-10.82
Reverse Repurchase Agreements	\$408,282,408	\$529,042,523	29.58
Other Liabilities	\$17,757,055,826	\$21,591,277,610	21.59
<b>Total Liabilities</b>	<b>\$73,184,990,990</b>	<b>\$71,168,107,931</b>	<b>-2.76</b>
Regular Shares & Deposits	\$471,216,045,830	\$580,005,391,082	23.09
Money Market Shares	268455068394	\$325,170,475,467	21.13
Share Drafts	\$201,996,969,040	\$271,466,638,766	34.39
IRA & Keogh	\$81,000,989,783	\$84,391,078,638	4.19
Share Certificates	\$279,489,050,902	\$285,246,326,241	2.06
<b>Total Shares</b>	<b>\$1,302,158,123,949</b>	<b>\$1,546,279,910,194</b>	<b>18.75</b>
Regular Reserve	\$22,188,805,300	\$22,758,058,245	2.57
FASB 115 Val Reserves	\$(1,585,277,536)	\$1,166,847,684	173.61
Undivided Earnings & Other Reserves	\$150,030,053,032	\$160,896,549,000	7.24
Equity Acquired in Merger	\$4,033,184,723	\$4,901,989,349	21.54
<b>Total Reserves &amp; Undivided Earnings</b>	<b>\$174,666,765,519</b>	<b>\$189,723,444,278</b>	<b>8.62</b>
<b>TOTAL LIABILITIES &amp; CAPITAL</b>	<b>\$1,550,009,880,458</b>	<b>\$1,807,171,462,403</b>	<b>16.59</b>



## Consolidated U.S. Credit Union Financial Statement – cont. as of September 30, 2020

	YTD 2019	YTD 2020	%Chg
<b>INCOME:</b>			
Loans	\$39,551,636,726	\$40,967,304,191	3.58
(Less Rebates)	\$(18,785,912)	\$(18,512,333)	1.46
Investments	\$6,344,141,331	\$4,808,149,634	-24.21
Fee Income	\$6,789,580,568	\$6,024,950,363	-11.26
Trading + Other Operating	\$8,542,301,898	\$10,628,331,523	24.42
<b>Total Income</b>	<b>\$61,208,874,611</b>	<b>\$62,410,223,378</b>	<b>1.96</b>
<b>EXPENSES:</b>			
Employee Compensation & Benefits	\$18,551,224,297	\$20,154,724,085	8.64
Travel & Conference	\$352,983,665	\$186,372,724	-47.20
Office Occupancy	\$2,306,917,829	\$2,465,044,521	6.85
Office Operations	\$6,656,608,763	\$7,089,127,596	6.50
Education & Promotional	\$1,415,972,526	\$1,305,926,824	-7.77
Loan Servicing	\$2,417,820,151	\$2,582,692,012	6.82
Professional Services	\$2,957,352,305	\$3,182,945,107	7.63
Member Insurance	\$17,753,249	\$18,950,231	6.74
Operating Fees	\$161,639,323	\$171,448,707	6.07
Miscellaneous	\$1,248,466,327	\$1,311,091,126	5.02
<b>Operating Expense Subtotal</b>	<b>\$36,086,738,435</b>	<b>\$38,468,322,933</b>	<b>6.60</b>
Provision for Loan Losses	\$4,814,498,968	\$7,121,660,926	47.92
Operating Exp. + Provision for Loan Losses	\$40,901,237,403	\$45,589,983,859	11.46
Non-Operating Gain (Loss)	\$630,754,060	\$887,971,597	40.78
Income before Dividends	\$20,938,391,268	\$17,708,211,116	-14.88
Interest on Borrowed Funds	\$1,160,194,260	\$901,606,010	-22.29
Dividends	\$8,714,721,851	\$8,496,091,280	-2.51
<b>Net Income Prior to Assessments</b>	<b>\$11,063,475,157</b>	<b>\$8,310,513,826</b>	<b>-24.88</b>
Net NCUSIF & TCCUSIF Expenses	\$(2,315,062)	\$(693,740)	-25.83
<b>Net Income</b>	<b>\$11,065,790,219</b>	<b>\$8,311,207,566</b>	<b>-24.89</b>
<b>SELECTED OPERATING DATA:</b>			
Branches	20,759	21,149	1.88
Members	120,330,761	125,004,673	3.88
Potential Members	3,951,917,449	4,147,932,830	4.96
Employees	311,383	315,952	1.47
Members/Employee	386	396	2.38
Average Salary & Benefits/Employee	\$79,436	\$85,054	7.07
Total YTD Loan Originations	\$397,880,165,776	\$499,827,898,642	25.62

## U.S. Credit Union Peer Group Performance as of September 30, 2020

	US Totals	< \$20M	\$20M-\$50M	\$50M-\$100M	\$100M-\$250M	\$250M-\$500M	\$500M-\$1B	Over \$1B
# of CUs	5244	1839	972	693	726	368	278	368
Average Assets	\$344,616,984	\$7,639,421	\$32,875,815	\$71,824,003	\$158,206,466	\$349,616,373	\$704,647,513	\$3,456,479,654

### 12-month growth

Net Worth Growth	6.84%	1.80%	3.40%	4.23%	5.26%	5.42%	6.02%	7.61%
Loan Growth	6.69%	-3.55%	-0.39%	1.64%	3.32%	5.22%	6.46%	7.56%
Share Growth	18.72%	10.30%	13.63%	14.54%	15.76%	16.40%	17.28%	19.94%
Member Growth	3.86%	-1.81%	-0.64%	-0.60%	0.35%	1.21%	2.11%	5.62%

### Capital

Net worth/Assets	10.44%	14.27%	12.04%	11.48%	10.79%	10.53%	10.32%	10.29%
Solvency Ratio	114.70%	117.27%	114.22%	113.67%	113.11%	113.27%	113.97%	115.14%
Allowance for Loan Losses/ Delinquent Loans	199.00%	98.72%	106.81%	120.80%	136.61%	150.39%	157.13%	224.00%
Delinquency Ratio	0.55%	1.24%	0.82%	0.70%	0.60%	0.55%	0.56%	0.52%

### Earnings

ROA	0.65%	0.35%	0.41%	0.48%	0.50%	0.53%	0.56%	0.71%
Non-Interest Income/Average Assets	1.03%	0.63%	0.74%	0.89%	1.00%	1.06%	1.08%	1.04%
Net interest Margin	2.87%	3.21%	3.05%	3.03%	3.02%	2.94%	2.93%	2.83%
Operating Expenses/Average Assets	3.03%	3.47%	3.45%	3.53%	3.58%	3.53%	3.43%	2.83%
Yield on Average Earning Assets	3.83%	3.73%	3.63%	3.68%	3.76%	3.77%	3.81%	3.86%
Cost of Funds	0.84%	0.47%	0.47%	0.49%	0.57%	0.65%	0.72%	0.93%

### Productivity

Income per member	\$499	\$218	\$305	\$350	\$401	\$438	\$477	\$546
Income per employee	\$263,374	\$116,227	\$168,173	\$177,621	\$184,996	\$200,896	\$222,788	\$306,149
Operating expense per member	\$308	\$175	\$240	\$268	\$299	\$316	\$332	\$312
Assets per employee	\$5,719,766	\$2,808,375	\$4,033,231	\$4,074,162	\$4,095,778	\$4,361,908	\$4,803,983	\$6,607,935
YTD Loan Originations/Employee	\$1,581,974	\$450,942	\$632,411	\$707,078	\$846,123	\$1,015,374	\$1,183,267	\$1,984,460

### Member Service Usage

Auto Loan Penetration	21.05%	17.04%	29.44%	26.04%	22.23%	22.05%	21.19%	20.24%
Share draft penetration	59.69%	23.18%	43.23%	48.42%	54.51%	56.41%	59.38%	63.00%
Credit card penetration	17.36%	5.05%	10.12%	11.74%	12.85%	14.34%	14.38%	19.72%
\$ Average share balance	\$12,268	\$5,919	\$8,478	\$9,309	\$10,298	\$11,003	\$11,731	\$13,237
# Loan and Share Accounts per member	2.50	1.83	2.30	2.33	2.41	2.44	2.41	2.57

### Lending Profile

Loans to Shares	76%	54%	55%	60%	67%	72%	76%	78%
Average Loan Balance	\$16,245	\$7,281	\$7,452	\$9,350	\$12,124	\$14,134	\$16,654	\$17,877
\$ Total Loans Outstanding/ Employees	\$3,696,744	\$1,288,071	\$1,932,640	\$2,134,737	\$2,400,552	\$2,729,774	\$3,166,452	\$4,380,424
% of RE loans to total loans	51.52%	14.45%	32.48%	39.46%	43.59%	46.95%	50.42%	53.76%

# Consolidated Utah Credit Union Financial Statement as of September 30, 2020

For credit unions based in Utah.

	Sep-2019	Sep-2020	%Chg
<b>ASSETS</b>			
Cash & Cash Equivalents	\$2,451,499,521	\$5,602,421,210	128.53
Government Securities	\$1,589,596,896	\$1,430,916,892	-9.98
Corporate CU	\$32,852,201	\$32,881,083	0.09
Deposit in Banks and S&L's	\$380,409,603	\$377,221,468	-0.84
Mutual Funds	\$1,297,397	\$386,959	-70.17
All Other Investments	\$631,456,585	\$844,694,066	33.77
<b>Total Investments</b>	<b>\$5,087,112,203</b>	<b>\$8,288,521,678</b>	<b>62.93</b>
Real Estate Loans	\$8,996,195,308	\$10,025,485,860	11.44
Auto Loans	\$11,628,420,401	\$12,956,844,013	11.42
All Other Loans	\$4,121,272,492	\$5,061,322,778	22.81
<b>Total Loans</b>	<b>\$24,745,888,201</b>	<b>\$28,043,652,651</b>	<b>13.33</b>
(Loan Loss Allow)	\$(279,001,485)	\$(386,771,841)	38.63
Foreclosed & Repossessed Property	39360046	\$24,066,332	-38.86
Land & Buildings	\$817,554,848	\$907,196,236	10.96
Other Fixed Assets	\$122,594,421	\$128,907,927	5.15
All Other Assets	\$1,004,654,433	\$1,201,523,759	19.60
<b>TOTAL ASSETS</b>	<b>\$31,538,162,667</b>	<b>\$38,207,096,742</b>	<b>21.15</b>
<b>LIABILITIES &amp; CAPITAL</b>			
Dividends Payable	\$11,602,321	\$8,374,776	-27.82
Notes Payable	\$152,093,764	\$393,995,658	159.05
Reverse Repurchase Agreements	\$-	\$-	
Other Liabilities	\$390,719,224	\$468,521,035	19.91
<b>Total Liabilities</b>	<b>\$554,415,309</b>	<b>\$870,891,469</b>	<b>57.08</b>
Regular Shares & Deposits	\$8,482,959,588	\$11,218,050,842	32.24
Money Market Shares	6414896591	\$8,600,527,514	34.07
Share Drafts	\$4,374,161,486	\$5,763,887,051	31.77
IRA & Keogh	\$1,334,948,415	\$1,359,368,918	1.83
Share Certificates	\$7,082,765,538	\$6,749,894,725	-4.70
<b>Total Shares</b>	<b>\$27,689,731,618</b>	<b>\$33,691,729,050</b>	<b>21.68</b>
Regular Reserve	\$246,727,035	\$250,568,192	1.56
FASB 115 Val Reserves	\$(101,178,255)	\$(115,990,808)	-14.64
Undivided Earnings & Other Reserves	\$3,099,916,701	\$3,461,348,580	11.66
Equity Acquired in Merger	\$48,550,259	\$48,550,259	0.00
<b>Total Reserves &amp; Undivided Earnings</b>	<b>\$3,294,015,740</b>	<b>\$3,644,476,223</b>	<b>10.64</b>
<b>TOTAL LIABILITIES &amp; CAPITAL</b>	<b>\$31,538,162,667</b>	<b>\$38,207,096,742</b>	<b>21.15</b>

## Consolidated Utah Credit Union Financial Statement – cont. as of September 30, 2020

For credit unions based in Utah.

	YTD 2019	YTD 2020	%Chg
<b>INCOME:</b>			
Loans	\$922,166,887	\$980,564,980	6.33
(Less Rebates)	\$(9,739)	\$(18,593)	-90.91
Investments	\$79,609,312	\$49,418,567	-37.92
Fee Income	\$204,407,740	\$220,320,921	7.79
Trading + Other Operating	\$253,709,794	\$332,432,199	31.03
<b>Total Income</b>	<b>\$1,459,883,994</b>	<b>\$1,582,718,074</b>	<b>8.41</b>
<b>EXPENSES:</b>			
Employee Compensation & Benefits	\$429,301,956	\$498,930,989	16.22
Travel & Conference	\$7,806,047	\$3,875,578	-50.35
Office Occupancy	\$51,938,296	\$58,035,032	11.74
Office Operations	\$137,725,392	\$150,655,112	9.39
Education & Promotional	\$34,757,253	\$33,685,111	-3.08
Loan Servicing	\$85,342,404	\$103,128,665	20.84
Professional Services	\$38,452,786	\$42,717,736	11.09
Member Insurance	\$171,575	\$190,793	11.20
Operating Fees	\$3,074,070	\$3,326,205	8.20
Miscellaneous	\$28,820,518	\$28,539,653	-0.97
<b>Operating Expense Subtotal</b>	<b>\$817,390,297</b>	<b>\$923,084,874</b>	<b>12.93</b>
Provision for Loan Losses	\$132,915,452	\$192,409,732	44.76
Operating Exp. + Provision for Loan Losses	\$950,305,749	\$1,115,494,606	17.38
Non-Operating Gain (Loss)	\$1,641,996	\$20,278,530	1134.99
Income before Dividends	\$511,220,241	\$487,501,998	-4.83
Interest on Borrowed Funds	\$5,580,291	\$4,849,276	-13.10
Dividends	\$199,734,490	\$190,551,287	-4.60
<b>Net Income Prior to Assessments</b>	<b>\$305,905,460</b>	<b>\$292,101,435</b>	<b>-4.51</b>
Net NCUSIF & TCCUSIF Expenses	\$43,095	\$-	-864.66
<b>Net Income</b>	<b>\$305,862,365</b>	<b>\$292,101,435</b>	<b>-4.50</b>
<b>SELECTED OPERATING DATA:</b>			
Branches	468	474	1.28
Members	2,928,525	3,119,477	6.52
Potential Members	50,225,220	52,917,409	5.36
Employees	8,345	8,635	3.48
Members/Employee	351	361	2.94
Average Salary & Benefits/Employee	\$68,596	\$77,045	12.32
Total YTD Loan Originations	\$15,475,486,547	\$19,935,467,812	28.82

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

	CU's operating in Utah	< \$50m	\$50m-\$200m	\$200m-\$1b	Over \$1b
# of CUs	66	35	11	8	12
Average Assets	\$636,784,946	\$17,403,115	\$128,210,411	\$522,823,651	\$5,053,446,768
<b>12-month growth</b>					
Net Worth Growth	10.73%	5.16%	7.29%	8.97%	10.49%
Loan Growth	13.33%	6.64%	3.02%	14.60%	7.88%
Share Growth	21.68%	14.43%	15.48%	16.83%	17.44%
Member Growth	6.52%	-0.06%	1.16%	2.55%	5.25%
<b>Capital</b>					
Net worth/Assets	9.87%	12.81%	12.09%	10.06%	10.11%
Solvency Ratio	112.98%	115.47%	114.29%	114.40%	113.63%
Allowance for Loan Losses/Delinquent Loans	230.39%	182.65%	175.04%	212.69%	229.07%
Delinquency Ratio	0.60%	0.59%	0.38%	0.26%	0.59%
<b>Earnings</b>					
ROA	1.11%	0.78%	0.89%	0.91%	1.09%
Non-Interest Income/Average Assets	1.63%	0.71%	0.89%	0.86%	1.37%
Net interest Margin	3.16%	3.37%	3.06%	3.00%	3.30%
Operating Expenses/Average Assets	3.50%	3.25%	3.12%	3.00%	3.19%
Yield on Average Earning Assets	4.14%	4.06%	3.98%	4.02%	4.30%
Cost of Funds	0.83%	0.62%	0.76%	0.87%	0.86%
<b>Productivity</b>					
Income per member	\$507	\$318	\$431	\$543	\$537
Income per employee	\$244,402	\$175,314	\$193,095	\$238,298	\$278,745
Operating expense per member	\$296	\$214	\$274	\$331	\$297
Assets per employee	\$4,424,934	\$3,830,874	\$4,166,365	\$5,218,452	\$5,165,583
YTD Loan Originations/Employee	\$2,308,816	\$1,008,443	\$1,088,815	\$1,909,262	\$2,199,974
<b>Member Service Usage</b>					
Auto Loan Penetration	25.82%	22.27%	26.79%	21.59%	27.49%
Share draft penetration	66%	39%	55%	58%	64%
Credit card penetration	19.48%	6.75%	16.44%	18.09%	18.95%
\$ Average share balance	\$10,684	\$7,993	\$10,815	\$13,702	\$11,477
# Loan and Share Accounts per member	2.77	2.12	2.66	2.68	2.71
<b>Lending Profile</b>					
Loans to Shares	83%	74%	72%	78%	87%
Average Loan Balance	\$13,658	\$12,689	\$11,804	\$17,464	\$15,319
\$ Total Loans Outstanding/Employees	\$3,247,861	\$2,466,603	\$2,620,436	\$3,544,543	\$3,897,799
% of RE loans to total loans	35.75%	29.47%	39.13%	55.34%	41.77%

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

as of September 30, 2020

CUs in group: 18

### 12-month share growth

Credit Union	Share growth	Shares
CUP	25.00%	\$6,114,943
Employees First	14.55%	\$1,337,619
Gibbons and Reed Employees	13.99%	\$5,862,253
SEA	13.73%	\$4,039,869
Provo Police & Fire Dept.	11.55%	\$2,517,864
Flexpak	11.27%	\$859,502
<b>Uintah</b>	<b>10.28%</b>	<b>\$3,110,840</b>
Tanner Employees	9.44%	\$5,876,674
Hollyfrontier Employee's	9.40%	\$4,824,365
Meadow Gold Employees	8.21%	\$3,756,224

### 12-month loan growth

Credit Union	Loan Growth	Loans
Employees First	48.58%	\$422,017
North Sanpete	12.76%	\$864,949
Tanner Employees	9.89%	\$4,275,354
Gibbons and Reed Employees	9.82%	\$2,150,430
Utah Prison Employees	9.34%	\$2,806,216
Hollyfrontier Employee's	1.57%	\$5,804,649
Orem City Employees	1.31%	\$1,678,001
CUP	0.60%	\$4,214,048
Flexpak	0.02%	\$940,154

### 12-month member growth

Credit Union	Mbr. Growth	Members
Gibbons and Reed Employees	13.49%	1,674
Beckstrand and Associates	7.14%	15
Flexpak	4.10%	203
Tri-County	1.33%	76
Valley Wide	1.24%	163
South Sanpete	1.06%	190

### Capital/Assets

Credit Union	Capital/Assets	Assets
Flexpak	29.68%	\$1,203,086
Employees First	26.36%	\$1,811,002
Tri-County	26.26%	\$176,642
Valley Wide	25.51%	\$442,488
North Sanpete	25.03%	\$1,018,522
Hollyfrontier Employee's	24.93%	\$6,331,623
SEA	23.51%	\$5,257,764
Meadow Gold Employees	22.98%	\$4,872,419
Presto Lewiston Employees	22.52%	\$418,312
Provo Police & Fire Dept.	14.85%	\$2,883,318

### Return on Assets

Credit Union	ROA	Assets
Valley Wide	2.29%	\$442,488
Hollyfrontier Employee's	1.31%	\$6,331,623
South Sanpete	1.30%	\$953,171
Tanner Employees	0.85%	\$6,725,064
North Sanpete	0.83%	\$1,018,522
Flexpak	0.68%	\$1,203,086
Orem City Employees	0.67%	\$3,450,606
SEA	0.58%	\$5,257,764
Beckstrand and Associates	0.48%	\$1,130,985
Presto Lewiston Employees	0.35%	\$418,312

### Loans/Shares

Credit Union	Loans/Shares	Shares
Hollyfrontier Employee's	120.32%	\$6,331,623
North Sanpete	111.82%	\$1,018,522
Flexpak	109.38%	\$1,203,086
Valley Wide	103.65%	\$442,488
Utah Prison Employees	91.96%	\$3,358,090
South Sanpete	82.92%	\$953,171
Tanner Employees	72.75%	\$6,725,064
SEA	72.55%	\$5,257,764
Provo Police & Fire Dept.	69.63%	\$2,883,318
CUP	68.91%	\$7,149,029

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

as of September 30, 2020

CUs in group: 18

### 12-month share growth

Credit Union	Share growth	Shares
Desertview	23.01%	\$35,887,561
Varex	18.98%	\$16,204,692
National JAACL	18.62%	\$30,435,868
Freedom	18.40%	\$41,989,331
Nephi Western Employees	17.93%	\$25,428,364
Kings Peak	17.45%	\$19,308,298
Utah	17.22%	\$20,853,497
Logan Medical	16.61%	\$23,320,471
Education 1st	15.69%	\$34,870,263
Devils Slide	13.58%	\$14,709,015

### 12-month loan growth

Credit Union	Loan Growth	Loans
Kings Peak	25.97%	\$16,870,511
Desert Rivers	20.84%	\$40,636,081
Freedom	12.69%	\$34,194,963
Devils Slide	12.10%	\$9,329,481
Firefighters	11.54%	\$36,686,781
Utah	10.26%	\$12,049,403
Logan Medical	8.43%	\$18,577,005
Education 1st	7.73%	\$28,902,069
San Juan	7.36%	\$17,130,966
Nephi Western Employees	3.24%	\$28,632,872

### 12-month member growth

Credit Union	Mbr. Growth	Members
Desert Rivers	10.69%	6,304
Kings Peak	6.73%	2,362
Freedom	3.14%	3,877
Devils Slide	2.80%	1,468
National JAACL	1.13%	3,565
Millard County	1.08%	5,706
Local Union 354 IBEW	0.83%	2,678
Logan Cache Rich	0.67%	2,565
Varex	0.31%	1,307

### Capital/Assets

Credit Union	Capital/Assets	Assets
Nephi Western Employees	33.23%	\$37,973,436
Hi-land	21.54%	\$52,789,139
Logan Medical	15.84%	\$27,647,368
Desertview	15.43%	\$40,833,934
Varex	14.60%	\$19,015,382
Local Union 354 IBEW	13.45%	\$30,788,508
Logan Cache Rich	13.28%	\$28,554,816
San Juan	12.28%	\$25,340,854
Devils Slide	11.13%	\$16,516,076
Freedom	11.04%	\$47,641,693

### Return on Assets

Credit Union	ROA	Assets
Desert Rivers	1.94%	\$47,628,933
Nephi Western Employees	1.85%	\$37,973,436
Kings Peak	1.33%	\$20,886,282
Logan Medical	1.21%	\$27,647,368
Local Union 354 IBEW	1.03%	\$30,788,508
Millard County	0.89%	\$46,511,805
Logan Cache Rich	0.87%	\$28,554,816
San Juan	0.72%	\$25,340,854
Hi-land	0.72%	\$52,789,139
Freedom	0.67%	\$47,641,693

### Loans/Shares

Credit Union	Loans/Shares	Shares
Nephi Western Employees	112.60%	\$37,973,436
Desert Rivers	93.63%	\$47,628,933
P&S	88.76%	\$15,880,618
Kings Peak	87.37%	\$20,886,282
Education 1st	82.88%	\$38,768,509
Firefighters	82.60%	\$49,840,394
Freedom	81.44%	\$47,641,693
Local Union 354 IBEW	80.42%	\$30,788,508
Hi-land	80.37%	\$52,789,139
Logan Medical	79.66%	\$27,647,368

## Utah Credit Unions between \$65 million and \$550 million in assets

as of September 30, 2020

CUs in group: 14

### 12-month share growth

Credit Union	Share growth	Shares
American United	23.67%	\$278,039,900
Members First	19.52%	\$130,081,222
Pacific Horizon	18.77%	\$79,789,673
Utah Heritage	18.52%	\$84,117,300
Eastern Utah Community	17.32%	\$140,805,112
Nebo	17.05%	\$96,130,792
Wasatch Peaks	16.99%	\$362,122,650
Elevate	16.78%	\$129,451,201
Jordan	16.26%	\$309,048,122
Horizon Utah	14.86%	\$147,953,459

### 12-month loan growth

Credit Union	Loan Growth	Loans
Wasatch Peaks	20.46%	\$350,007,114
Hercules First	16.21%	\$68,013,528
Nebo	15.66%	\$83,234,170
American United	13.54%	\$228,991,420
Pacific Horizon	7.87%	\$69,531,537
Ascent	7.66%	\$114,030,128
Jordan	5.76%	\$197,676,749
Transwest	4.39%	\$122,763,726
Elevate	3.91%	\$86,794,285
Alpine	2.21%	\$171,849,860

### 12-month member growth

Credit Union	Mbr. Growth	Members
American United	6.01%	24,045
Nebo	3.20%	12,479
Transwest	3.09%	13,490
Eastern Utah Community	2.41%	11,966
Elevate	2.36%	12,972
Ascent	1.78%	10,302
Pacific Horizon	1.72%	7,812
Wasatch Peaks	1.60%	33,593
Utah Heritage	1.28%	8,079
Horizon Utah	0.85%	13,358

### Capital/Assets

Credit Union	Capital/Assets	Assets
Elevate	21.21%	\$164,782,645
Nebo	17.23%	\$116,108,162
American United	11.61%	\$314,469,986
Eastern Utah Community	11.21%	\$158,719,937
Members First	10.77%	\$147,825,996
Wasatch Peaks	10.74%	\$408,313,172
Horizon Utah	10.43%	\$163,666,745
Alpine	10.34%	\$249,677,893
Transwest	10.07%	\$167,585,974
Hercules First	10.03%	\$109,485,449

### Return on Assets

Credit Union	ROA	Assets
Elevate	1.59%	\$164,782,645
Nebo	1.31%	\$116,108,162
Eastern Utah Community	1.22%	\$158,719,937
Transwest	0.98%	\$167,585,974
Pacific Horizon	0.95%	\$88,245,171
Utah Heritage	0.94%	\$94,092,481
Wasatch Peaks	0.88%	\$408,313,172
Jordan	0.63%	\$338,808,692
Ascent	0.60%	\$147,012,820
Members First	0.59%	\$147,825,996

### Loans/Shares

Credit Union	Loans/Shares	Shares
Wasatch Peaks	96.65%	\$408,313,172
Pacific Horizon	87.14%	\$88,245,171
Nebo	86.58%	\$116,108,162
Ascent	85.54%	\$147,012,820
American United	82.36%	\$314,469,986
Transwest	81.81%	\$167,585,974
Alpine	77.22%	\$249,677,893
Utah Heritage	72.02%	\$94,092,481
Hercules First	69.04%	\$109,485,449
Elevate	67.05%	\$164,782,645



## Credit unions operating in Utah with more than \$550 million in assets

as of September 30, 2020

CUs in group: 16

### 12-month share growth

Credit Union	Share growth	Shares
Utah Community	27.88%	\$1,822,165,085
Delta Community	27.13%	\$6,556,611,591
Mountain America	25.31%	\$10,020,304,414
America First	21.60%	\$12,321,142,001
Utah First	21.47%	\$509,709,108
Goldenwest	19.62%	\$1,754,634,125
University	18.33%	\$1,213,934,591
Deseret First	16.23%	\$750,996,431
Cyprus	16.12%	\$1,159,580,131
UNIFY Financial	15.76%	\$2,782,123,153

### 12-month loan growth

Credit Union	Loan Growth	Loans
Utah First	23.42%	\$520,729,255
Deseret First	20.13%	\$613,208,215
Mountain America	17.40%	\$9,016,172,515
Granite	16.19%	\$394,901,703
Goldenwest	15.82%	\$1,500,606,614
Cyprus	15.31%	\$1,138,699,885
Operating Engineers LU #3	12.66%	\$817,530,683
Utah Community	12.63%	\$1,261,791,348
University	11.13%	\$1,040,170,050
America First	10.50%	\$9,966,053,369

### 12-month member growth

Credit Union	Mbr. Growth	Members
Utah First	9.98%	26,278
Mountain America	9.06%	937,419
America First	7.44%	1,151,714
Utah Community	5.60%	213,778
Delta Community	5.22%	427,281
University	5.17%	103,828
Cyprus	5.09%	122,299
Security Service	2.27%	807,581
Goldenwest	2.14%	146,936
Utah Power	2.09%	27,689

### Capital/Assets

Credit Union	Capital/Assets	Assets
Operating Engineers LU #3	15.68%	\$1,277,653,077
Goldenwest	13.93%	\$2,082,272,151
Utah Power	13.92%	\$821,970,001
Chevron	13.34%	\$4,096,410,063
Delta Community	11.79%	\$7,463,730,918
Granite	11.27%	\$609,861,699
Security Service	11.26%	\$10,081,370,509
Cyprus	11.24%	\$1,305,501,196
Utah Community	10.86%	\$2,047,843,593
University	10.84%	\$1,369,817,656

### Return on Assets

Credit Union	ROA	Assets
Chevron	4.75%	\$4,096,410,063
Utah Community	1.84%	\$2,047,843,593
Cyprus	1.69%	\$1,305,501,196
Utah First	1.43%	\$621,344,252
Mountain America	1.39%	\$11,404,026,075
Goldenwest	1.38%	\$2,082,272,151
Granite	1.24%	\$609,861,699
Utah Power	1.20%	\$821,970,001
University	1.19%	\$1,369,817,656
America First	0.76%	\$13,795,623,334

### Loans/Shares

Credit Union	Loans/Shares	Assets
Security Service	103.68%	\$10,081,370,509
Utah First	102.16%	\$621,344,252
Cyprus	98.20%	\$1,305,501,196
UNIFY Financial	91.36%	\$3,363,823,558
Mountain America	89.98%	\$11,404,026,075
Chevron	87.40%	\$4,096,410,063
University	85.69%	\$1,369,817,656
Goldenwest	85.52%	\$2,082,272,151
Deseret First	81.65%	\$818,143,510
America First	80.89%	\$13,795,623,334

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.