

# 4Q 2020

## Utah Credit Union Performance Summary



# 4th Quarter 2020

## 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 December 31, 2020

	US Cus	UT CUs*	UT as % of Industry
Number of CUs	5,207	60	1.15%
Federal Chartered CUs	3,185	32	1.00%
State-Chartered CUs, NCUSIF insured	1,914	28	1.46%
State-Chartered CUs, ASI insured	108	-	0.00%
Total State Chartered CUs	2,022	28	1.38%
Total Members	125,696,834	3,157,914	2.51%
Members, average per CU	24,140	52,632	218.03%
# of Mergers/Liquidations YTD	142	-	0.00%
Total Assets	\$1,865,397,536,877	\$39,932,955,666	2.14%
Total Loans	\$1,174,951,027,101	\$28,329,110,506	2.41%
Total Shares	\$1,594,172,476,821	\$35,022,307,874	2.20%
Total Capital	\$201,971,103,786	\$4,119,557,947	2.04%
Average Asset Size	\$358,248,039	\$665,549,261	185.78%

### As a % of Average Assets

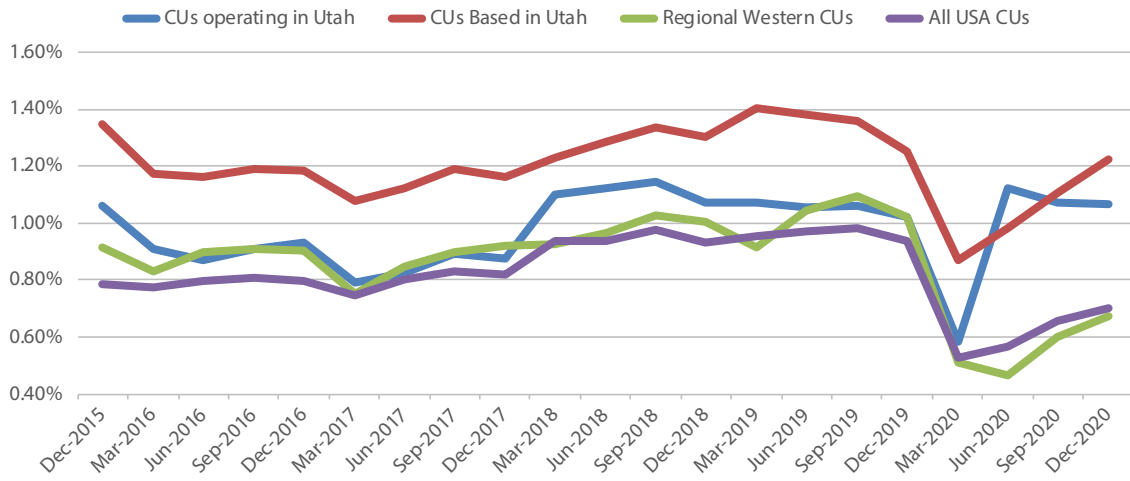
	US CUs	UT CUs*
Interest Income (annualized)	3.53%	3.81%
Interest Expense (annualized)	0.70%	0.69%
Net Interest Margin	2.83%	3.12%
Loss Provisions (annualized)	0.50%	0.65%
Operating Expenses	3.02%	3.47%
Non-interest income (annualized)	1.39%	2.22%
ROA	0.70%	1.22%

	US CUs	UT CUs*
12-month loan growth	5.42%	10.59%
12-month share growth	20.87%	25.72%
12-month capital growth	8.55%	13.11%
12-month asset growth	18.29%	24.06%
Loans/Shares	73.17%	80.06%
Net Worth/Assets	10.32%	9.82%
Capital/Assets	10.83%	10.32%
Delinquency Ratio	0.60%	0.62%
Average Loan Balance	\$16,119	\$13,754
Average Share Balance	\$12,683	\$11,090

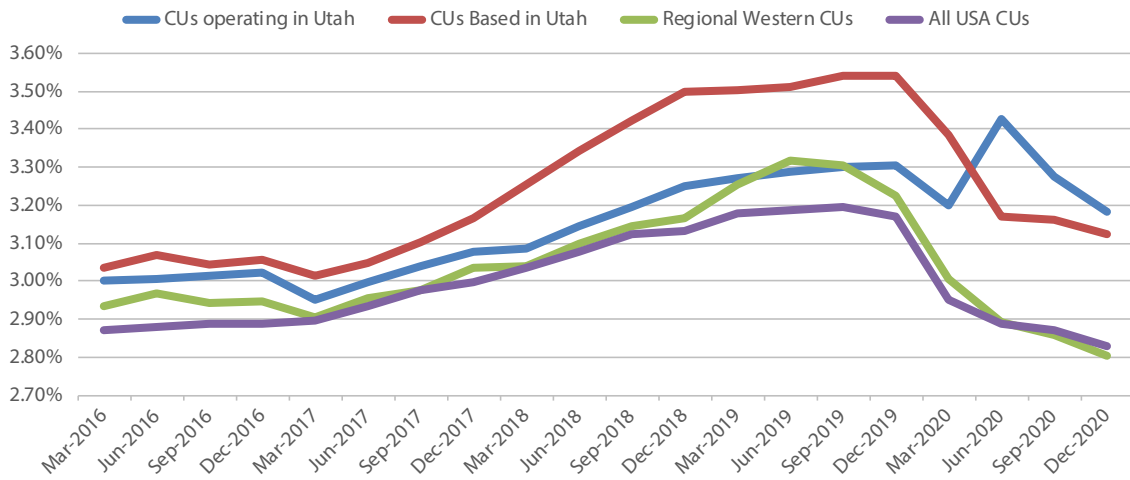
\* Credit unions based in Utah

# Key Ratios as of December 31, 2020

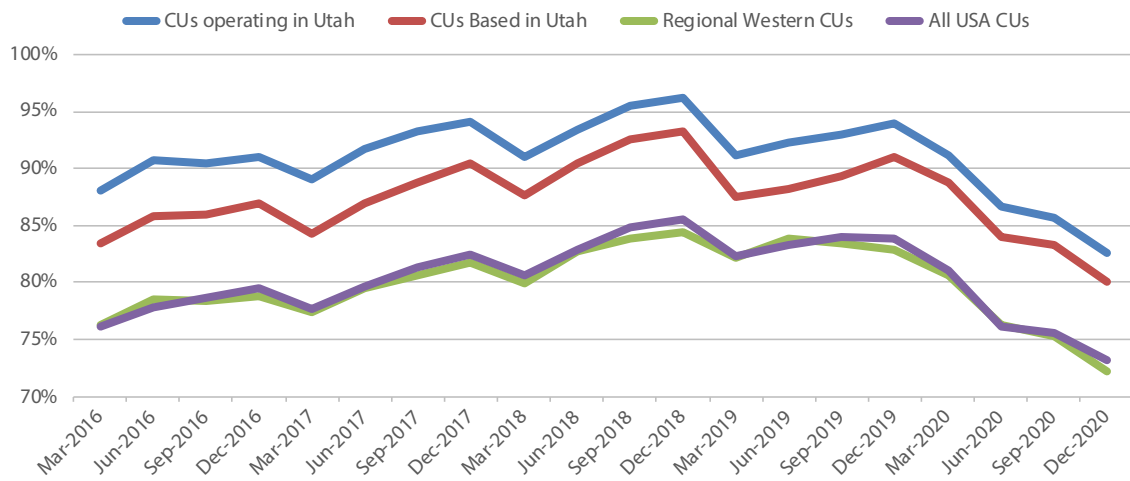
## Return on Assets



## Net Interest Margin

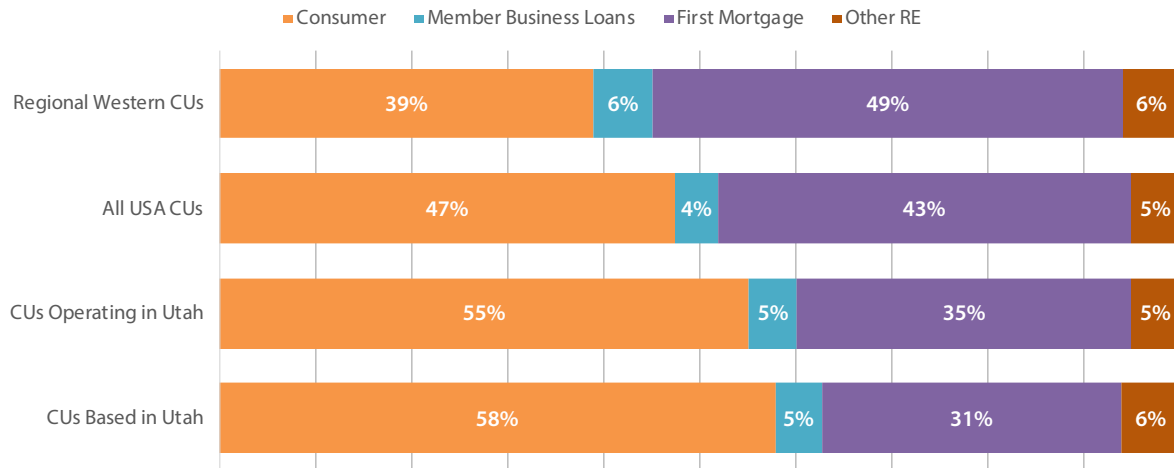


## Loan to Share

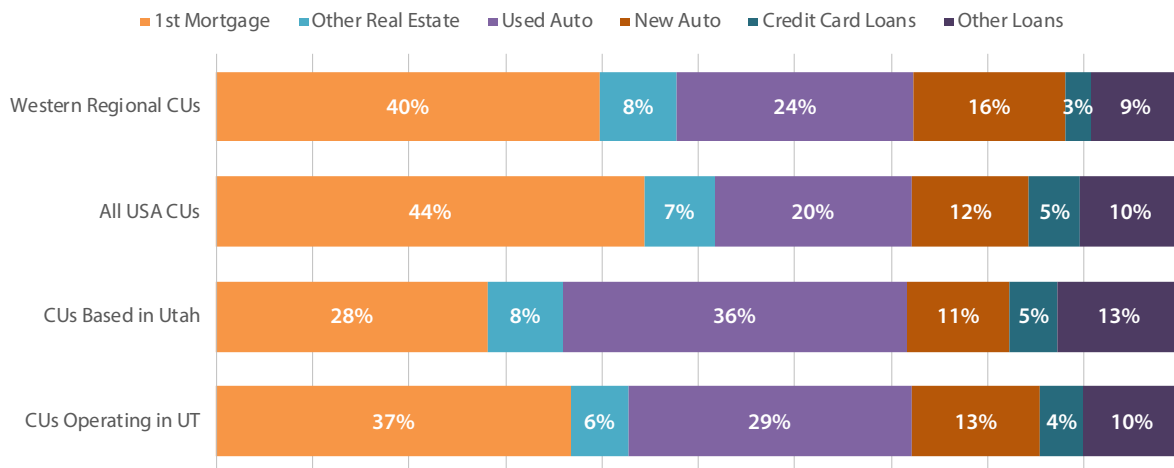


# Lending – Overview as of December 31, 2020

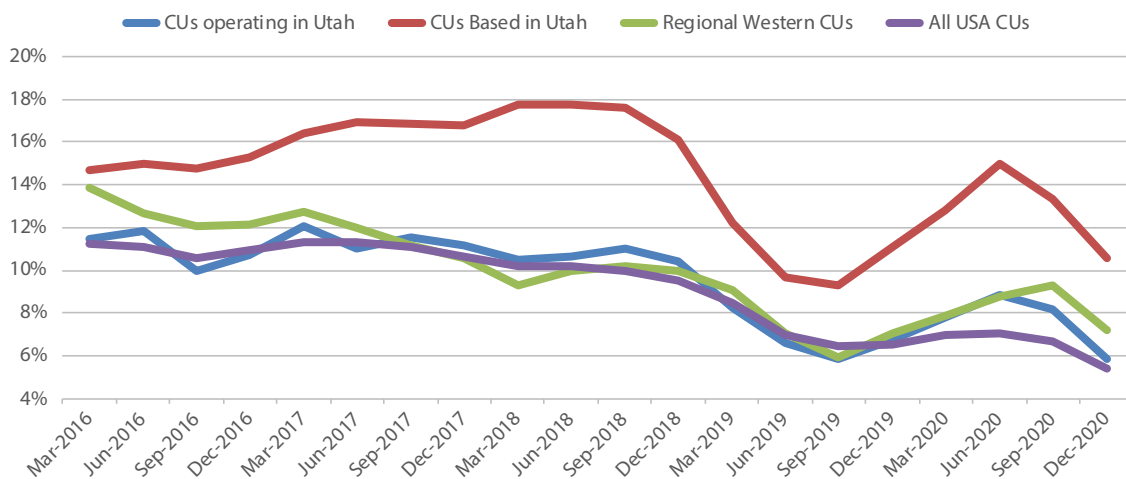
## Composition of Loan Originations



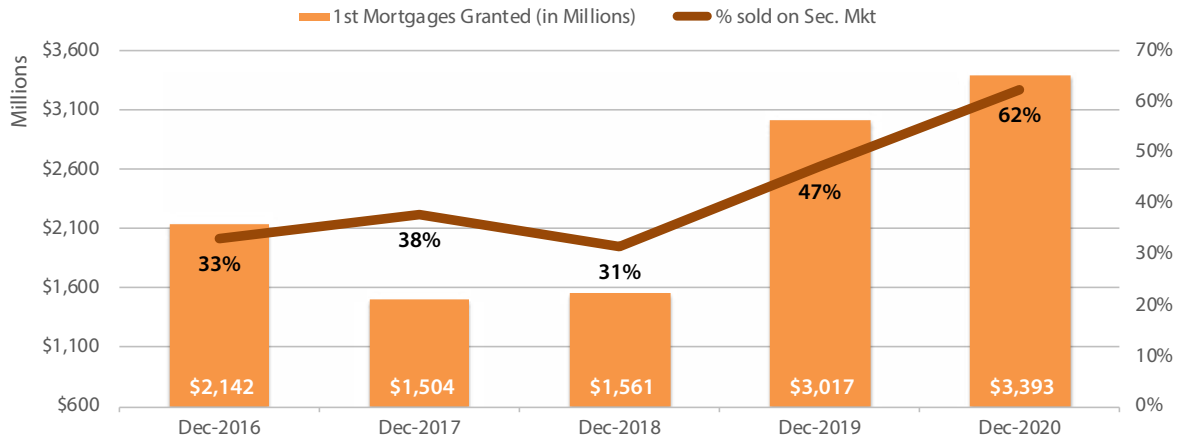
## Loan Composition



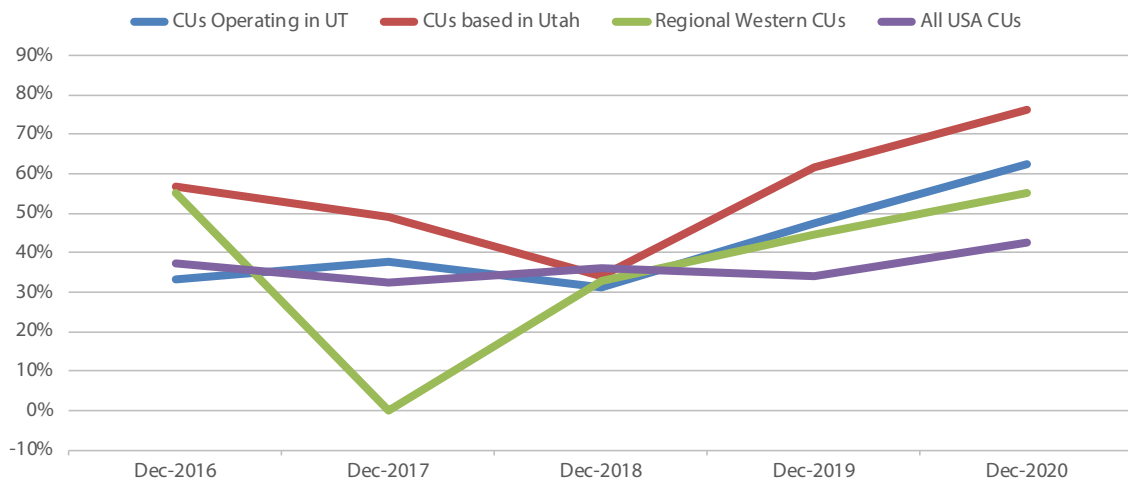
## Loan Growth



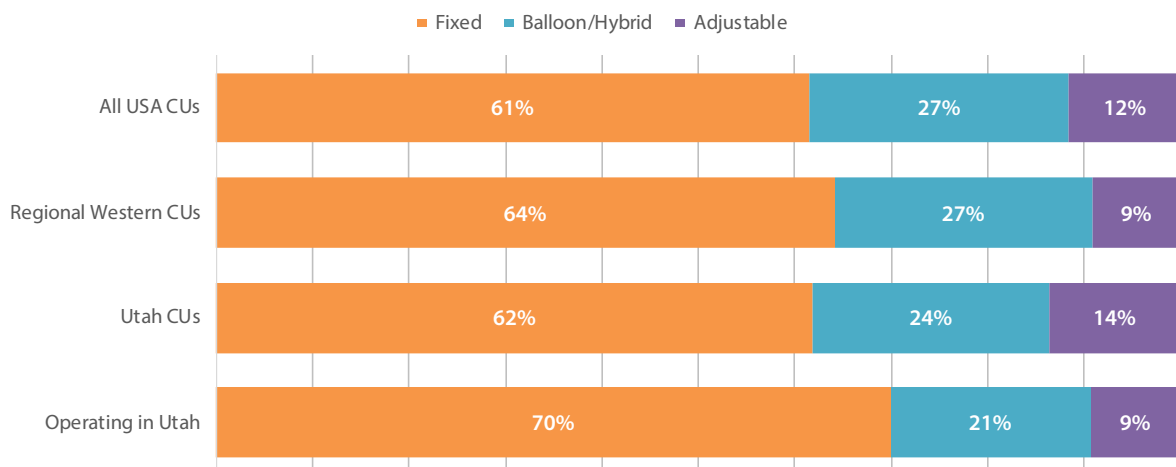
### 1st Mortgage Originations and 1st Mortgages Sold, CUs Operating in Utah



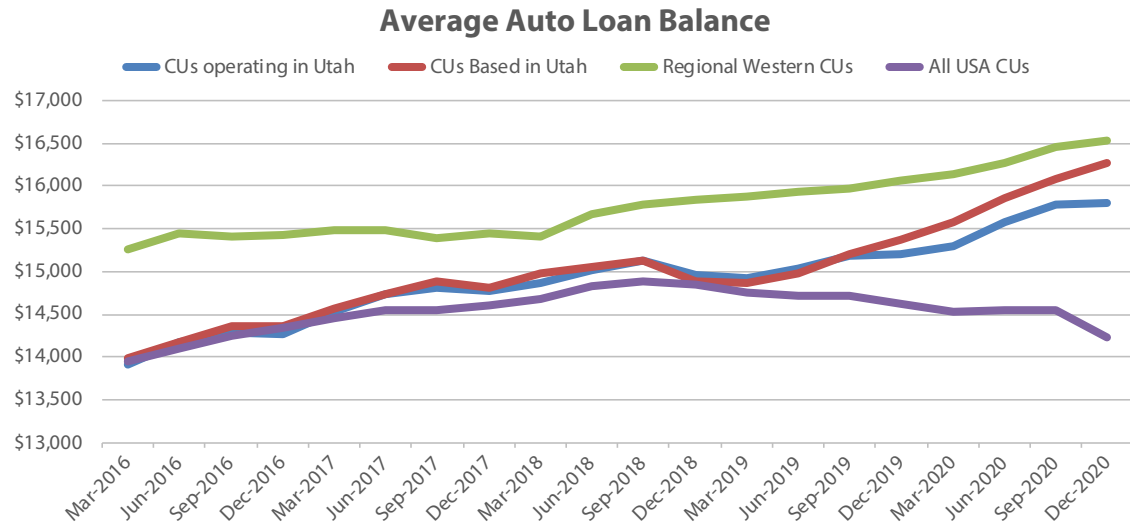
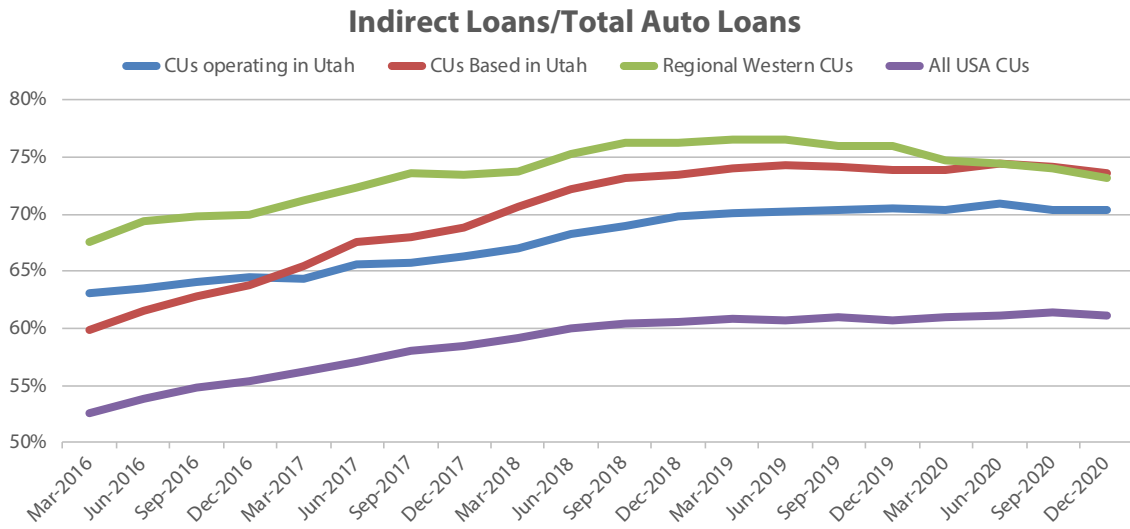
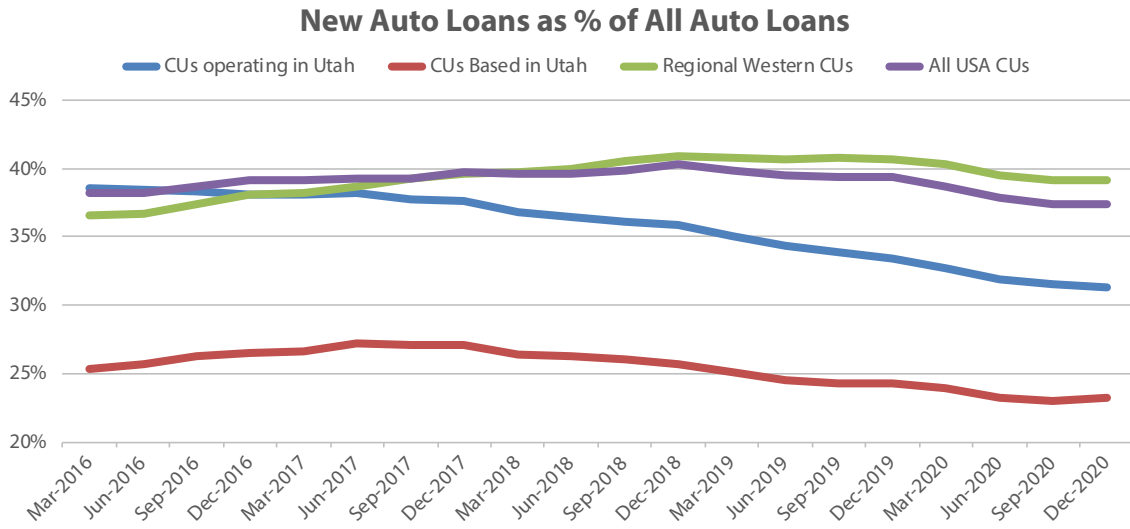
### 1st Mortgages sold as % of 1st Mortgages Originated



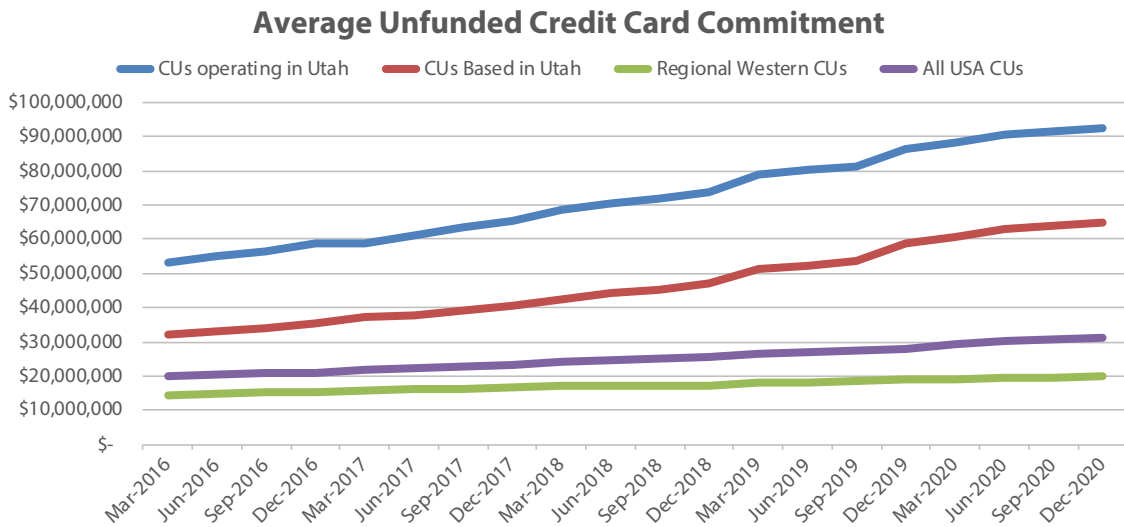
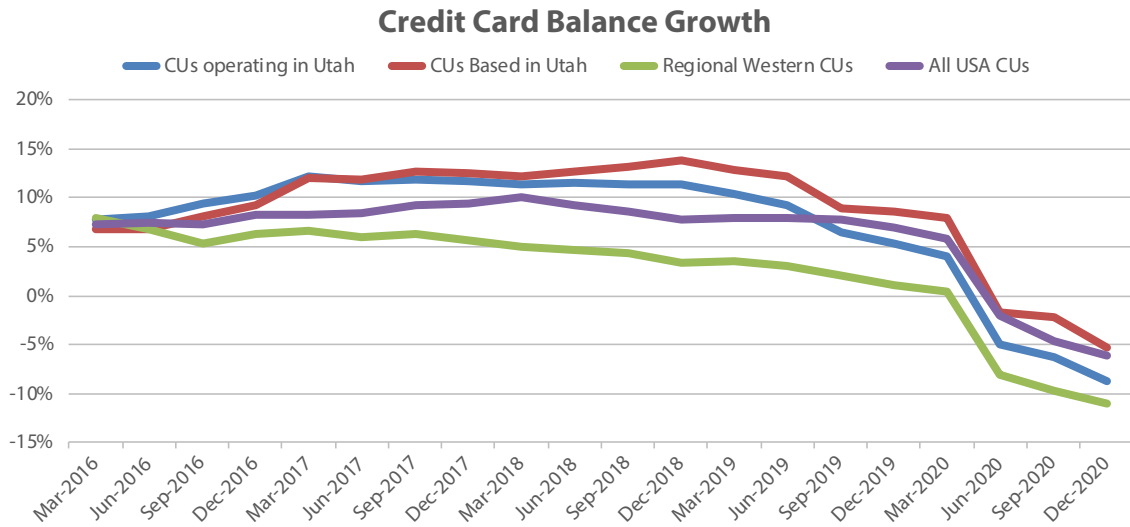
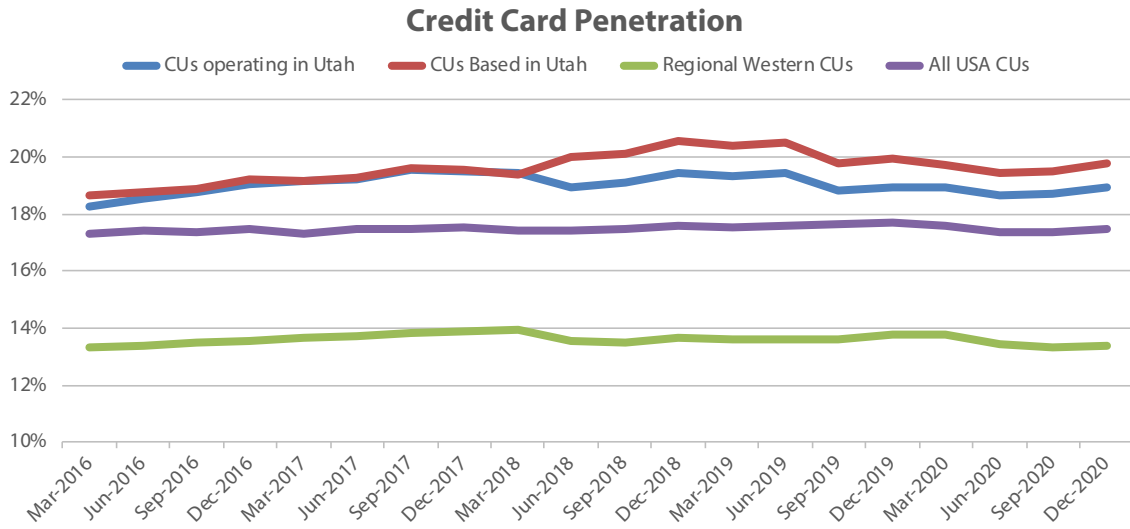
### 1st Mortgage Composition



# Lending – Auto as of December 31, 2020

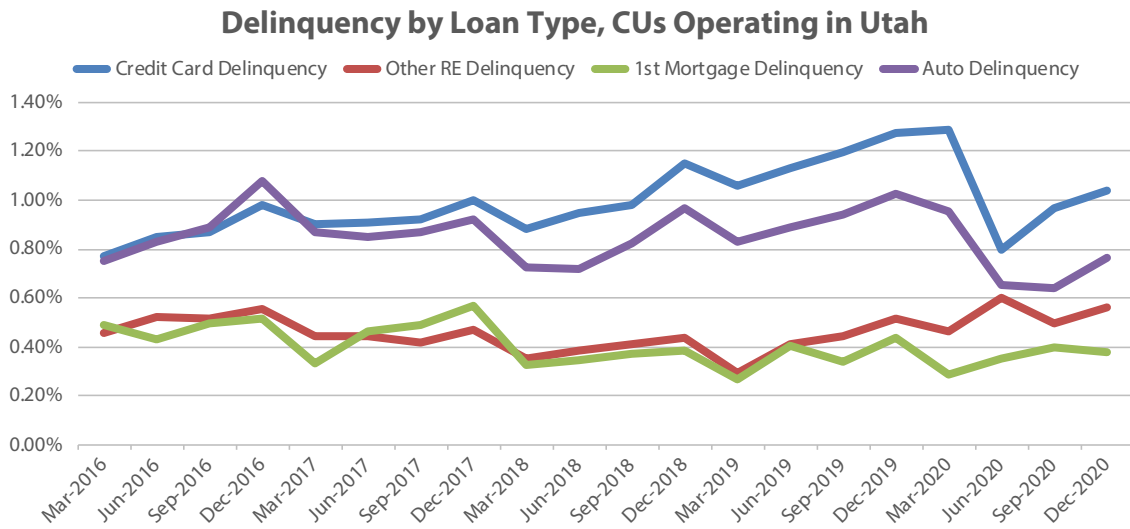
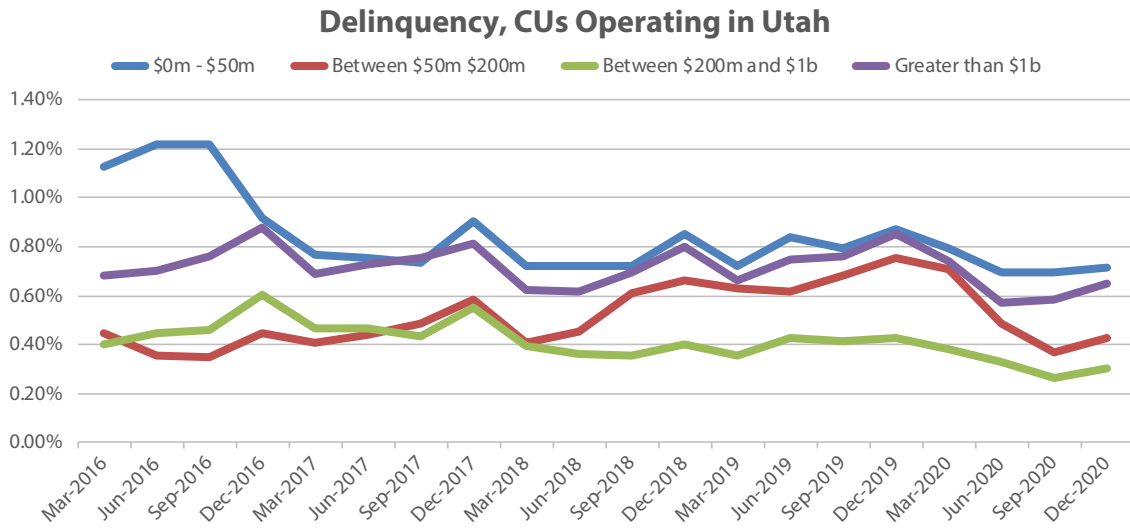
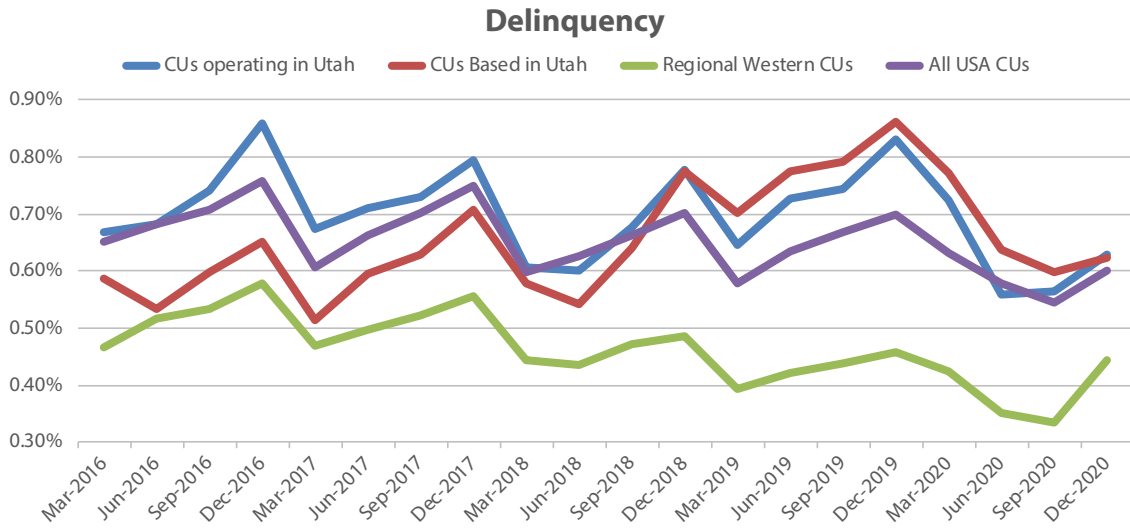


# Lending – Credit Cards as of December 31, 2020

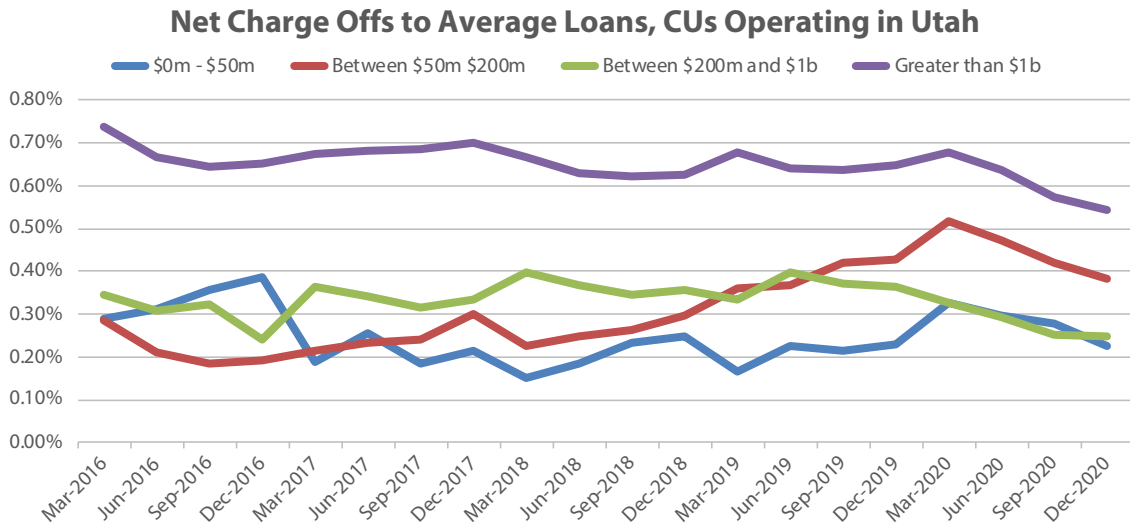
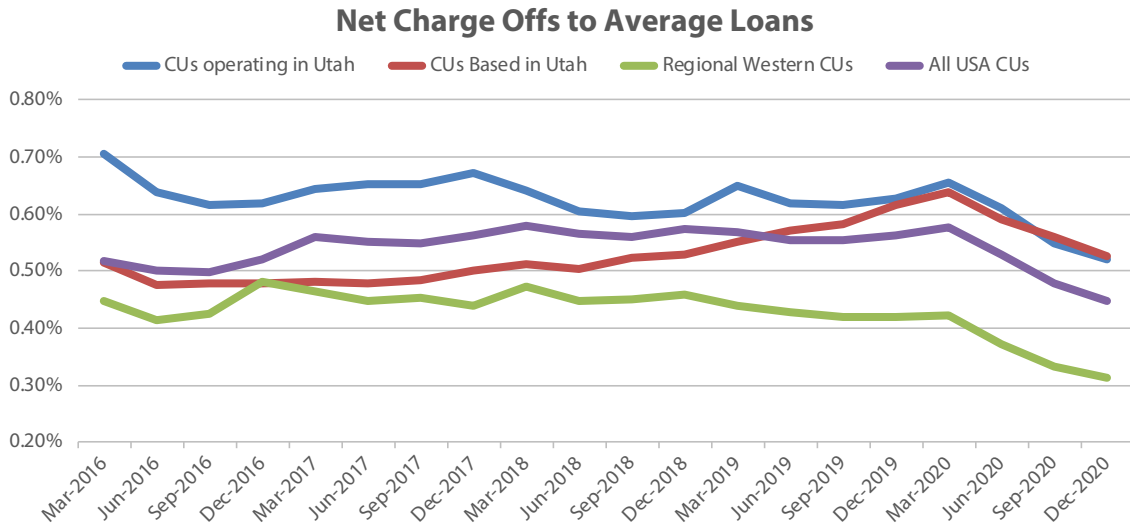




# Asset Quality as of December 31, 2020

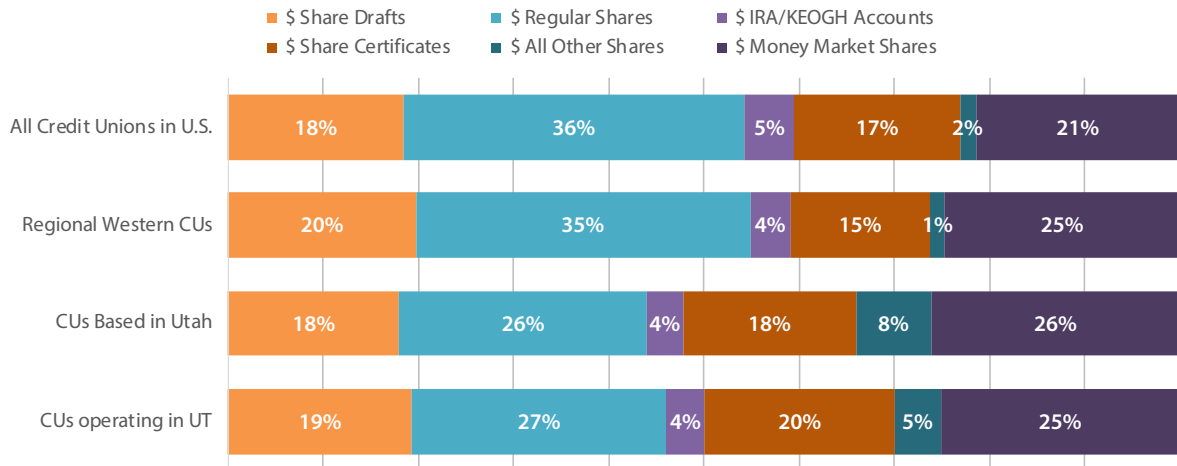


**Asset Quality – continued** as of December 31, 2020

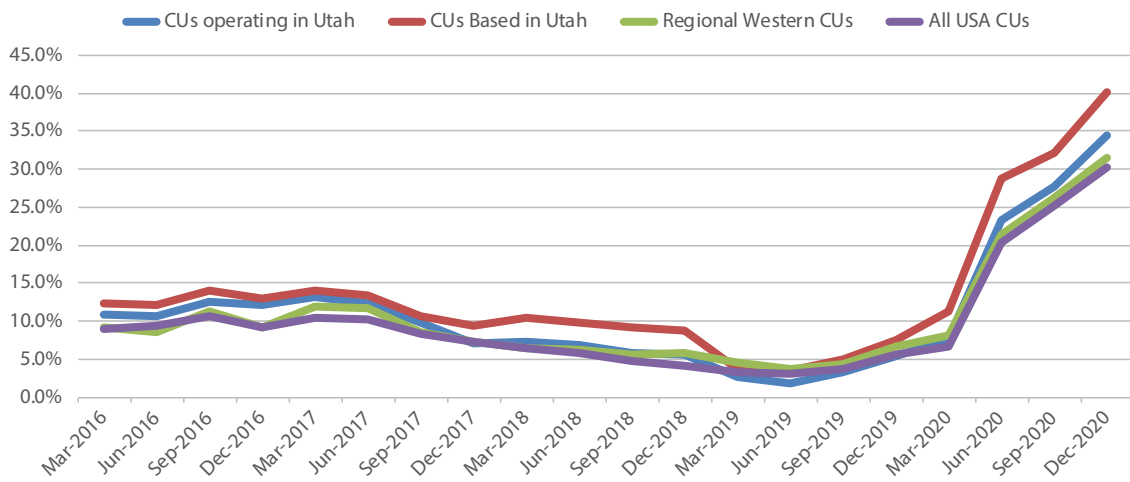


# Shares as of December 31, 2020

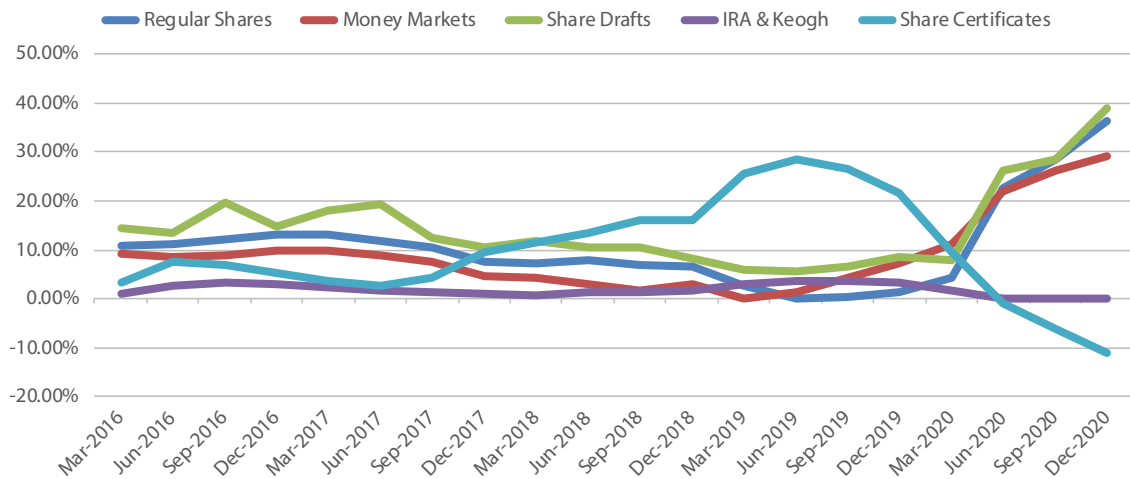
## Share Composition



## Core Deposit Growth

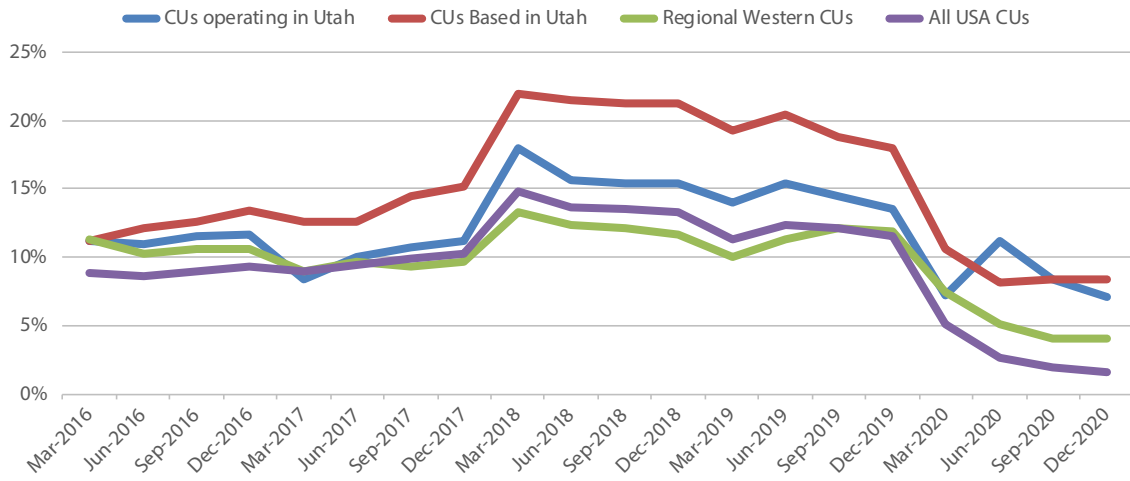


## Share Growth by Type, CUs Operating in Utah

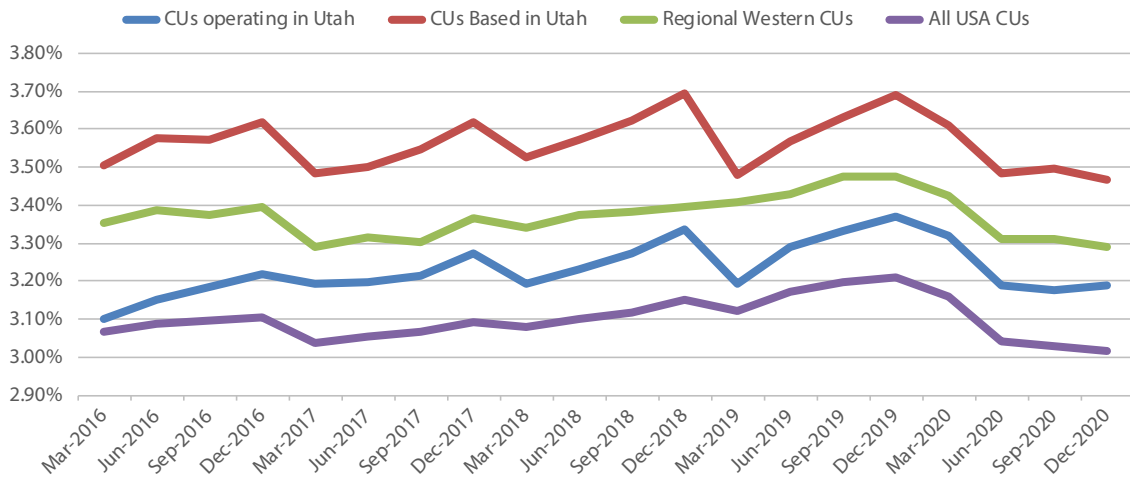


# Earnings as of December 31, 2020

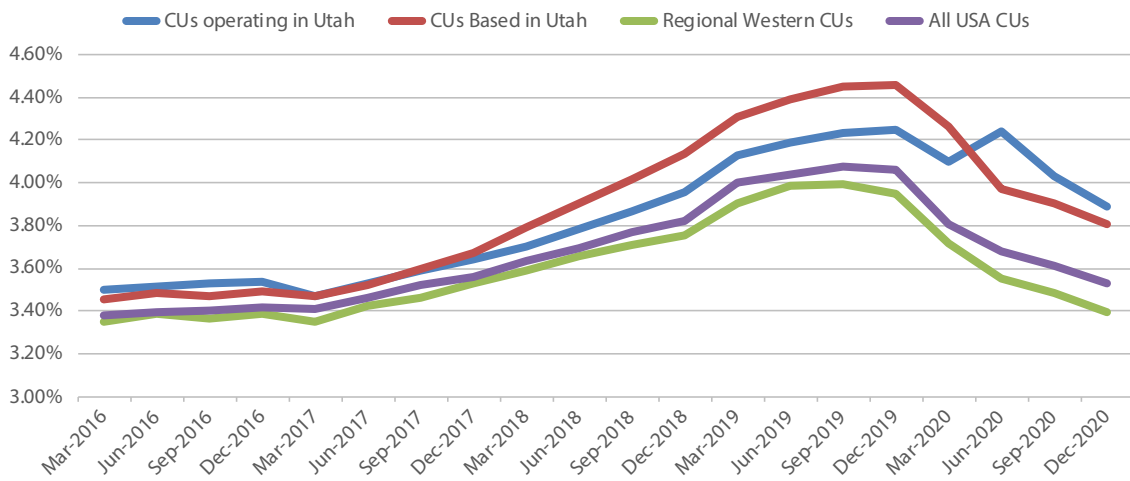
## Income Growth



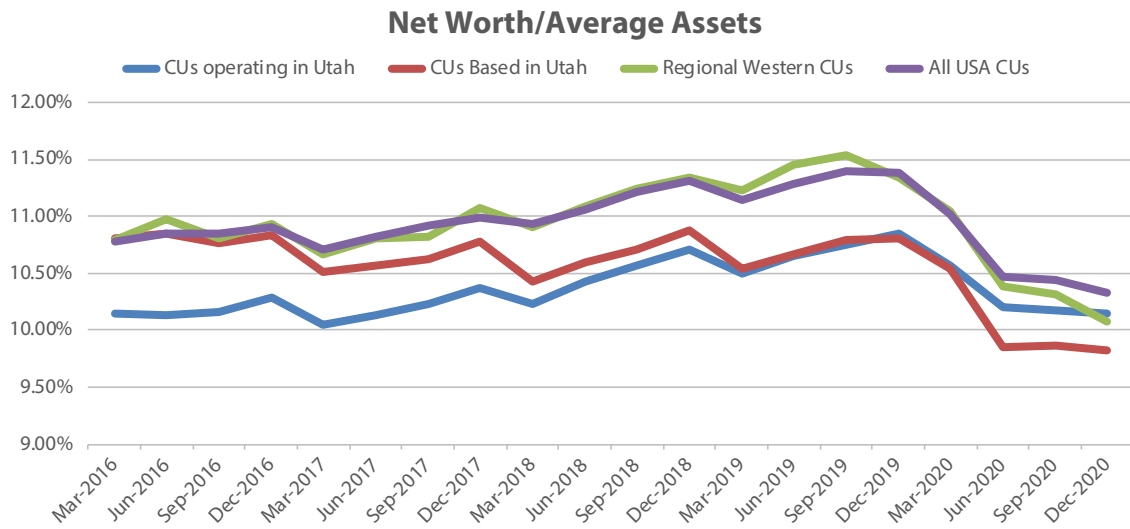
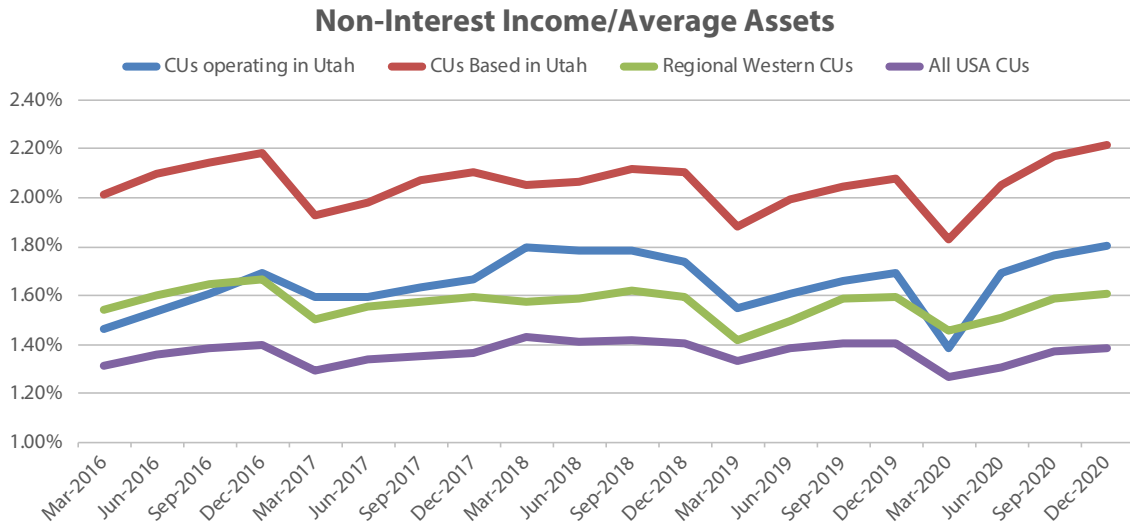
## Operating Expense/Average Assets



## Interest Income/Average Assets

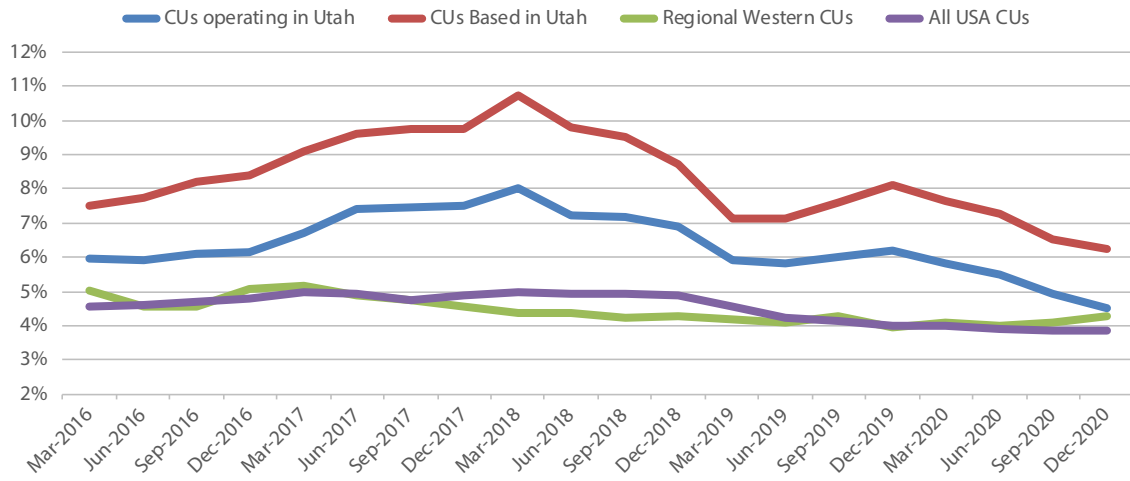


**Earnings – continued** as of December 31, 2020

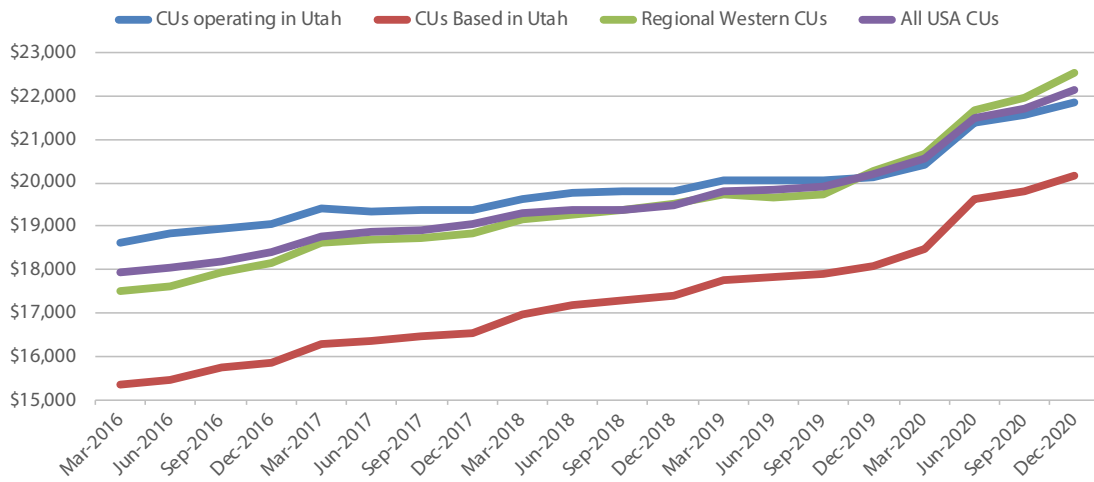


# Members as of December 31, 2020

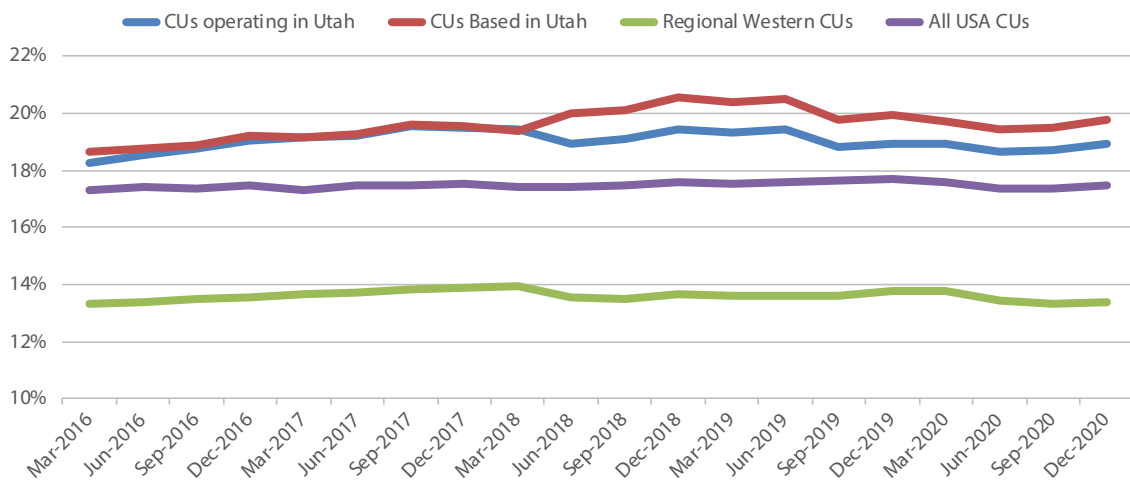
## Membership Growth



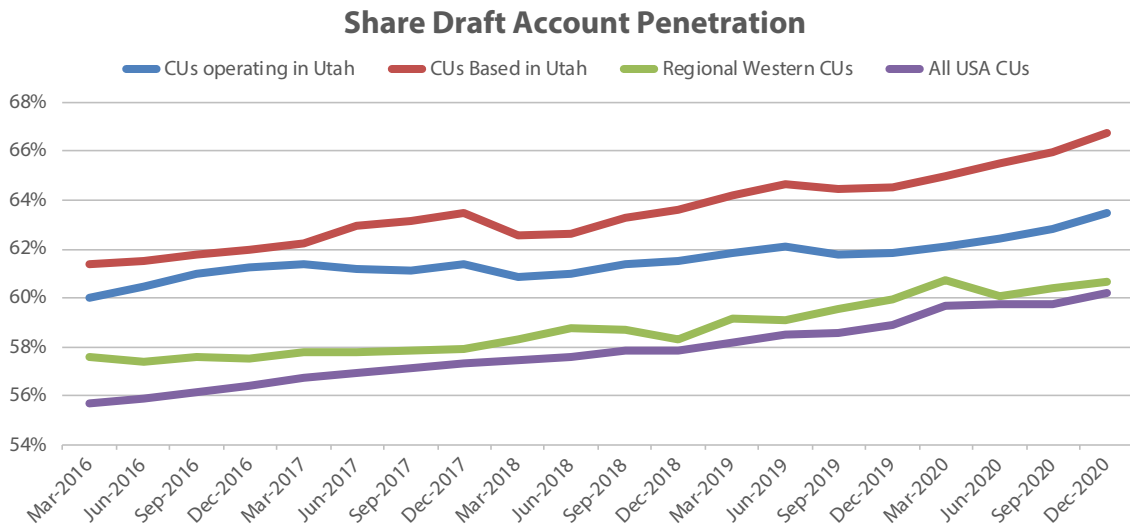
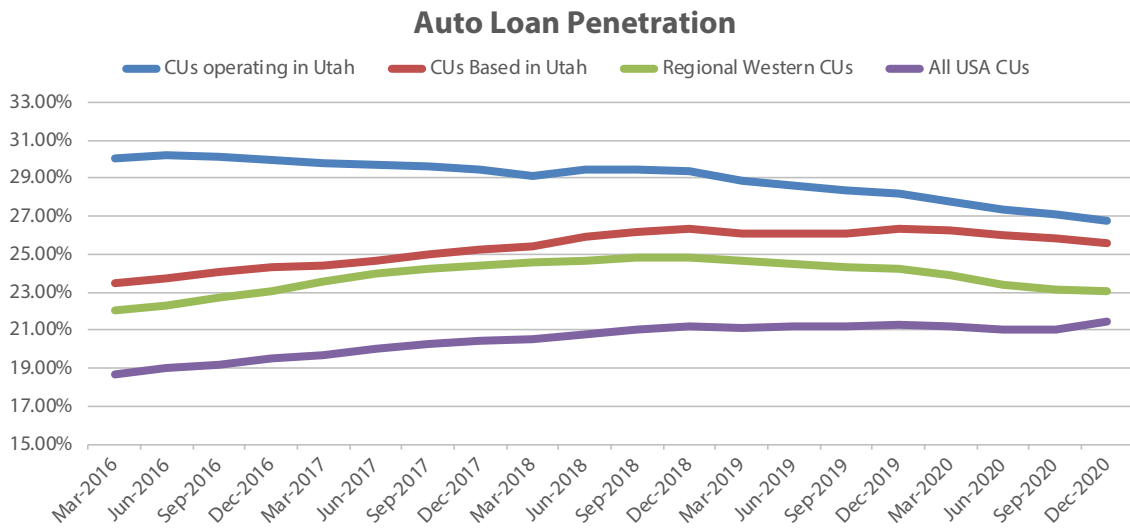
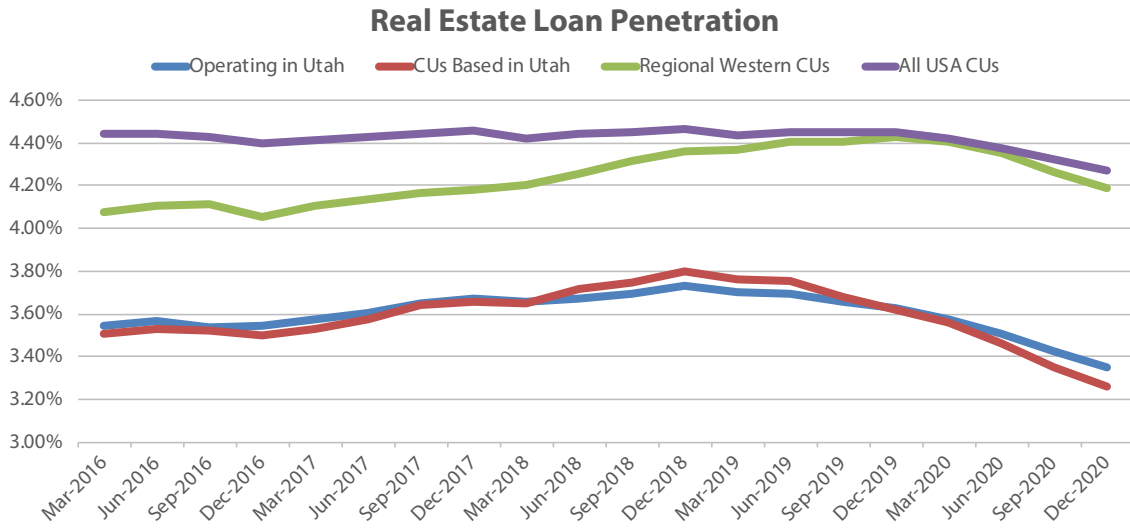
## Average Member Relationship



## Credit Card Penetration



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



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

	Dec-2019	Dec-2020	%Chg
<b>ASSETS</b>			
Cash & Cash Equivalents	\$121,911,137,302	\$243,423,442,824	99.67
Government Securities	\$183,010,596,276	\$257,771,915,728	40.85
Corporate CU	\$3,031,813,271	\$4,174,014,353	37.67
Deposit in Banks and S&L's	\$28,156,960,245	\$32,023,258,098	13.73
Mutual Funds	\$3,299,851,306	\$4,775,071,053	44.71
All Other Investments	\$48,071,564,063	\$59,680,726,715	24.15
<b>Total Investments</b>	<b>\$387,481,922,463</b>	<b>\$601,848,428,771</b>	<b>55.32</b>
Real Estate Loans	\$562,123,531,469	\$607,112,387,258	8.00
Auto Loans	\$376,535,434,471	\$383,902,325,953	1.96
All Other Loans	\$175,692,195,812	\$183,936,313,890	4.69
<b>Total Loans</b>	<b>\$1,114,351,161,752</b>	<b>\$1,174,951,027,101</b>	<b>5.44</b>
(Loan Loss Allow)	\$(9,605,515,959)	\$(13,046,117,712)	35.82
Foreclosed & Repossessed Property	\$684,515,271	\$533,707,414	-22.03
Land & Buildings	\$26,312,289,787	\$28,133,068,943	6.92
Other Fixed Assets	\$6,243,371,745	\$6,609,930,562	5.87
All Other Assets	\$51,237,186,925	\$66,367,491,798	29.53
<b>TOTAL ASSETS</b>	<b>\$1,576,704,931,984</b>	<b>\$1,865,397,536,877</b>	<b>18.31</b>
<b>LIABILITIES &amp; CAPITAL</b>			
Dividends Payable	\$445,337,142	\$345,857,314	-22.34
Notes Payable	\$52,817,480,327	\$44,132,743,453	-16.44
Reverse Repurchase Agreements	\$460,545,018	\$445,907,580	-3.18
Other Liabilities	\$17,427,756,589	\$21,566,597,118	23.75
<b>Total Liabilities</b>	<b>\$71,151,119,076</b>	<b>\$66,491,105,465</b>	<b>-6.55</b>
Regular Shares & Deposits	\$472,426,153,197	\$602,319,777,545	27.50
Money Market Shares	\$276,470,388,802	\$344,966,815,417	24.78
Share Drafts	\$209,533,356,072	\$295,391,963,933	40.98
IRA & Keogh	\$81,395,710,949	\$84,625,079,549	3.97
Share Certificates	\$288,561,207,260	\$278,584,446,445	-3.46
<b>Total Shares</b>	<b>\$1,328,386,816,280</b>	<b>\$1,605,888,082,889</b>	<b>20.89</b>
Regular Reserve	\$22,398,090,414	\$23,357,587,656	4.28
FASB 115 Val Reserves	\$(2,073,445,759)	\$659,619,778	131.81
Undivided Earnings & Other Reserves	\$152,726,410,864	\$163,832,176,808	7.27
Equity Acquired in Merger	\$4,115,207,550	\$5,168,964,281	25.61
<b>Total Reserves &amp; Undivided Earnings</b>	<b>\$177,166,263,069</b>	<b>\$193,018,348,523</b>	<b>8.95</b>
<b>TOTAL LIABILITIES &amp; CAPITAL</b>	<b>\$1,576,704,931,984</b>	<b>\$1,865,397,536,877</b>	<b>18.31</b>



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

	YTD 2019	YTD 2020	%Chg
<b>INCOME:</b>			
Loans	\$53,276,981,286	\$54,404,667,095	2.12
(Less Rebates)	\$(63,606,715)	\$(55,881,792)	12.14
Investments	\$8,321,999,570	\$6,134,948,401	-26.28
Fee Income	\$9,132,919,460	\$8,249,977,150	-9.67
Trading + Other Operating	\$11,585,929,861	\$14,814,049,911	27.86
<b>Total Income</b>	<b>\$82,254,223,462</b>	<b>\$83,547,760,765</b>	<b>1.57</b>
<b>EXPENSES:</b>			
Employee Compensation & Benefits	\$25,060,945,724	\$27,165,891,984	8.40
Travel & Conference	\$476,535,912	\$227,034,962	-52.36
Office Occupancy	\$3,103,844,691	\$3,315,761,528	6.83
Office Operations	\$8,975,029,162	\$9,542,658,237	6.32
Education & Promotional	\$1,959,593,690	\$1,796,310,839	-8.33
Loan Servicing	\$3,260,490,767	\$3,474,167,497	6.55
Professional Services	\$4,019,614,599	\$4,374,171,506	8.82
Member Insurance	\$23,410,988	\$25,851,971	10.43
Operating Fees	\$217,073,137	\$230,038,372	5.97
Miscellaneous	\$1,627,832,946	\$1,758,338,724	8.02
<b>Operating Expense Subtotal</b>	<b>\$48,724,371,616</b>	<b>\$51,910,225,620</b>	<b>6.54</b>
Provision for Loan Losses	\$6,515,287,254	\$8,533,826,469	30.98
Operating Exp. + Provision for Loan Losses	\$55,239,658,870	\$60,444,052,089	9.42
Non-Operating Gain (Loss)	\$749,821,454	\$1,112,381,708	48.35
Income before Dividends	\$27,764,386,046	\$24,216,090,384	-12.59
Interest on Borrowed Funds	\$1,512,419,767	\$1,243,081,584	-17.81
Dividends	\$12,066,415,200	\$10,886,634,324	-9.78
<b>Net Income Prior to Assessments</b>	<b>\$14,185,551,079</b>	<b>\$12,086,374,476</b>	<b>-14.80</b>
Net NCUSIF & TCCUSIF Expenses	\$(2,535,786)	\$(225,739)	-89.88
<b>Net Income</b>	<b>\$14,188,086,865</b>	<b>\$12,086,600,215</b>	<b>-14.81</b>
<b>SELECTED OPERATING DATA:</b>			
Branches	20,834	21,015	0.87
Members	121,015,179	125,696,834	3.87
Potential Members	3,997,571,205	4,209,589,918	5.30
Employees	314,470	318,325	1.23
Members/Employee	385	395	2.61
Average Salary & Benefits/Employee	\$79,693	\$85,340	7.09
Total YTD Loan Originations	\$548,465,568,394	\$678,125,098,864	23.64

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

	US Totals	< \$20M	\$20M-\$50M	\$50M-\$100M	\$100M-\$250M	\$250M-\$500M	\$500M-\$1B	Over \$1B
# of CUs	5207	1790	958	703	726	371	284	375
Average Assets	\$358,248,039	\$7,661,135	\$32,889,440	\$71,904,315	\$159,130,940	\$350,932,496	\$707,888,624	\$3,527,631,732

### 12-month growth

Net Worth Growth	7.25%	1.57%	2.95%	4.01%	4.99%	5.98%	6.37%	8.11%
Loan Growth	5.42%	-4.10%	-0.59%	1.87%	3.21%	5.09%	5.92%	5.87%
Share Growth	20.87%	12.38%	16.30%	17.11%	18.15%	19.15%	19.28%	21.95%
Member Growth	3.85%	-1.99%	-0.94%	-0.75%	0.06%	1.34%	2.10%	5.58%

### Capital

Net worth/Assets	10.32%	14.20%	11.78%	11.34%	10.61%	10.31%	10.25%	10.20%
Solvency Ratio	114.23%	117.17%	113.83%	113.46%	112.73%	112.76%	113.51%	114.63%
Allowance for Loan Losses/ Delinquent Loans	184.81%	92.22%	96.41%	117.05%	127.59%	139.86%	150.83%	205.22%
Delinquency Ratio	0.60%	1.34%	0.90%	0.71%	0.63%	0.58%	0.59%	0.59%

### Earnings

ROA	0.70%	0.23%	0.35%	0.46%	0.51%	0.55%	0.62%	0.77%
Non-Interest Income/Average Assets	1.39%	0.80%	0.97%	1.18%	1.32%	1.45%	1.49%	1.39%
Net interest Margin	2.83%	3.13%	2.97%	2.97%	2.96%	2.90%	2.91%	2.78%
Operating Expenses/Average Assets	3.02%	3.49%	3.43%	3.50%	3.54%	3.52%	3.42%	2.82%
Yield on Average Earning Assets	3.75%	3.64%	3.52%	3.59%	3.67%	3.68%	3.75%	3.78%
Cost of Funds	0.80%	0.47%	0.45%	0.47%	0.54%	0.61%	0.68%	0.88%

### Productivity

Income per member	\$665	\$287	\$405	\$466	\$537	\$580	\$639	\$724
Income per employee	\$262,461	\$105,011	\$167,085	\$178,267	\$184,664	\$199,347	\$223,306	\$304,031
Operating expense per member	\$413	\$236	\$323	\$361	\$403	\$422	\$445	\$418
Assets per employee	\$5,860,041	\$2,601,922	\$4,157,836	\$4,226,306	\$4,215,005	\$4,447,267	\$4,909,651	\$6,753,309
YTD Loan Originations/Employee	\$2,130,292	\$562,220	\$851,789	\$975,515	\$1,125,965	\$1,364,563	\$1,611,569	\$2,655,859

### Member Service Usage

Auto Loan Penetration	21.46%	17.92%	35.94%	28.10%	25.35%	22.63%	21.20%	20.07%
Share draft penetration	60.20%	22.62%	43.17%	48.66%	54.39%	56.55%	59.82%	63.55%
Credit card penetration	17.45%	4.66%	10.04%	11.72%	12.89%	14.25%	14.51%	19.78%
\$ Average share balance	\$12,683	\$6,008	\$8,777	\$9,636	\$10,716	\$11,309	\$12,086	\$13,654
# Loan and Share Accounts per member	2.51	1.84	2.37	2.39	2.45	2.43	2.42	2.57

### Lending Profile

Loans to Shares	73%	53%	53%	58%	65%	69%	75%	75%
Average Loan Balance	\$16,119	\$6,822	\$6,680	\$8,710	\$11,430	\$14,063	\$16,689	\$17,913
\$ Total Loans Outstanding/ Employees	\$3,691,042	\$1,167,532	\$1,932,813	\$2,161,337	\$2,411,927	\$2,713,937	\$3,182,346	\$4,351,714
% of RE loans to total loans	51.67%	13.81%	32.66%	39.80%	43.83%	47.78%	50.73%	53.75%

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

For credit unions based in Utah.

	Dec-2019	Dec-2020	%Chg
<b>ASSETS</b>			
Cash & Cash Equivalents	\$2,293,923,705	\$6,739,019,122	193.78
Government Securities	\$1,522,905,701	\$1,589,342,722	4.36
Corporate CU	\$29,251,197	\$43,828,503	49.83
Deposit in Banks and S&L's	\$378,184,306	\$362,552,845	-4.13
Mutual Funds	\$1,453,248	\$442,505	-69.55
All Other Investments	\$672,819,510	\$866,823,583	28.83
<b>Total Investments</b>	<b>\$4,898,537,667</b>	<b>\$9,602,009,280</b>	<b>96.02</b>
Real Estate Loans	\$9,375,071,971	\$10,181,124,470	8.60
Auto Loans	\$12,021,076,681	\$13,149,040,250	9.38
All Other Loans	\$4,219,544,535	\$4,998,945,786	18.47
<b>Total Loans</b>	<b>\$25,615,693,187</b>	<b>\$28,329,110,506</b>	<b>10.59</b>
(Loan Loss Allow)	\$(307,136,332)	\$(399,409,420)	30.04
Foreclosed & Repossessed Property	\$35,632,972	\$18,712,736	-47.48
Land & Buildings	\$851,267,467	\$931,690,041	9.45
Other Fixed Assets	\$129,528,786	\$133,050,774	2.72
All Other Assets	\$964,527,627	\$1,317,791,749	36.63
<b>TOTAL ASSETS</b>	<b>\$32,188,051,374</b>	<b>\$39,932,955,666</b>	<b>24.06</b>
<b>LIABILITIES &amp; CAPITAL</b>			
Dividends Payable	\$10,312,018	\$6,137,170	-40.49
Notes Payable	\$309,070,092	\$361,515,656	16.97
Reverse Repurchase Agreements	-	-	
Other Liabilities	\$383,016,060	\$438,075,144	14.38
<b>Total Liabilities</b>	<b>\$702,398,170</b>	<b>\$805,727,970</b>	<b>14.71</b>
Regular Shares & Deposits	\$8,502,309,922	\$12,004,596,602	41.19
Money Market Shares	\$6,761,771,237	\$9,250,069,163	36.80
Share Drafts	\$4,405,261,581	\$6,360,609,046	44.39
IRA & Keogh	\$1,340,444,538	\$1,353,118,610	0.95
Share Certificates	\$7,136,272,866	\$6,417,890,651	-10.07
<b>Total Shares</b>	<b>\$28,146,060,144</b>	<b>\$35,386,284,072</b>	<b>25.72</b>
Regular Reserve	\$247,999,378	\$252,253,155	1.72
FASB 115 Val Reserves	\$(128,960,589)	\$(169,153,960)	-31.17
Undivided Earnings & Other Reserves	\$3,172,004,012	\$3,609,294,170	13.79
Equity Acquired in Merger	\$48,550,259	\$48,550,259	0.00
<b>Total Reserves &amp; Undivided Earnings</b>	<b>\$3,339,593,060</b>	<b>\$3,740,943,624</b>	<b>12.02</b>
<b>TOTAL LIABILITIES &amp; CAPITAL</b>	<b>\$32,188,051,374</b>	<b>\$39,932,955,666</b>	<b>24.06</b>

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

For credit unions based in Utah.

	YTD 2019	YTD 2020	%Chg
<b>INCOME:</b>			
Loans	\$1,250,590,883	\$1,310,241,722	4.77
(Less Rebates)	\$(29,698)	\$(33,173)	-11.70
Investments	\$102,465,157	\$63,304,834	-38.22
Fee Income	\$282,636,702	\$307,617,429	8.84
Trading + Other Operating	\$345,120,689	\$466,455,795	35.16
<b>Total Income</b>	<b>\$1,980,783,733</b>	<b>\$2,147,586,607</b>	<b>8.42</b>
<b>EXPENSES:</b>			
Employee Compensation & Benefits	\$582,387,849	\$671,066,508	15.23
Travel & Conference	\$11,362,937	\$4,964,959	-56.31
Office Occupancy	\$72,318,324	\$79,169,664	9.47
Office Operations	\$186,408,812	\$203,570,355	9.21
Education & Promotional	\$51,548,363	\$49,225,094	-4.51
Loan Servicing	\$119,186,999	\$138,254,634	16.00
Professional Services	\$54,015,156	\$59,841,465	10.79
Member Insurance	\$244,416	\$243,082	-0.55
Operating Fees	\$4,133,823	\$4,462,425	7.95
Miscellaneous	\$37,984,432	\$38,729,530	1.96
<b>Operating Expense Subtotal</b>	<b>\$1,119,591,111</b>	<b>\$1,249,527,716</b>	<b>11.61</b>
Provision for Loan Losses	\$206,356,541	\$234,569,664	13.67
Operating Exp. + Provision for Loan Losses	\$1,325,947,652	\$1,484,097,380	11.93
Non-Operating Gain (Loss)	\$3,586,543	\$25,713,433	616.94
Income before Dividends	\$658,422,624	\$689,202,660	4.52
Interest on Borrowed Funds	\$6,528,355	\$6,523,056	-0.08
Dividends	\$272,638,966	\$241,161,208	-11.55
<b>Net Income Prior to Assessments</b>	<b>\$379,255,303</b>	<b>\$441,518,396</b>	<b>16.42</b>
Net NCUSIF & TCCUSIF Expenses	\$56,271	\$37,869	-220.84
<b>Net Income</b>	<b>\$379,199,032</b>	<b>\$441,480,527</b>	<b>16.42</b>
<b>SELECTED OPERATING DATA:</b>			
Branches	472	476	0.85
Members	2,972,271	3,157,914	6.25
Potential Members	50,435,389	52,946,932	4.98
Employees	8,477	8,612	1.59
Members/Employee	351	367	4.58
Average Salary & Benefits/Employee	\$68,706	\$77,927	13.42
Total YTD Loan Originations	\$21,901,462,087	\$26,716,781,407	21.99

## Utah Credit Union Peer Group Performance as of December 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	32	14	8	12
Average Assets	\$1,041,276,851	\$14,905,726	\$114,738,049	\$535,367,416	\$5,196,501,408
<b>12-month growth</b>					
Net Worth Growth	10.76%	4.51%	8.20%	9.65%	10.99%
Loan Growth	5.84%	4.38%	3.67%	12.29%	5.52%
Share Growth	20.51%	16.78%	17.94%	19.41%	20.68%
Member Growth	4.53%	-3.30%	1.66%	1.69%	4.87%
<b>Capital</b>					
Net worth/Assets	10.15%	13.55%	11.77%	10.09%	10.09%
Solvency Ratio	113.26%	116.41%	113.89%	113.37%	113.21%
Allowance for Loan Losses/Delinquent Loans	217.81%	176.40%	151.63%	186.77%	219.93%
Delinquency Ratio	0.63%	0.71%	0.42%	0.30%	0.65%
<b>Earnings</b>					
ROA	1.07%	0.67%	0.89%	0.97%	1.08%
Non-Interest Income/Average Assets	1.80%	0.79%	1.25%	1.17%	1.87%
Net interest Margin	3.18%	3.19%	3.04%	2.99%	3.20%
Operating Expenses/Average Assets	3.19%	3.09%	3.16%	2.98%	3.20%
Yield on Average Earning Assets	4.12%	3.81%	3.94%	3.98%	4.14%
Cost of Funds	0.80%	0.58%	0.74%	0.82%	0.80%
<b>Productivity</b>					
Income per member	\$704	\$386	\$575	\$733	\$710
Income per employee	\$272,761	\$160,470	\$193,442	\$237,664	\$278,941
Operating expense per member	\$400	\$267	\$370	\$448	\$400
Assets per employee	\$5,273,704	\$3,846,639	\$4,227,191	\$5,300,667	\$5,320,877
YTD Loan Originations/Employee	\$2,849,934	\$1,151,450	\$1,493,694	\$2,460,139	\$2,938,755
<b>Member Service Usage</b>					
Auto Loan Penetration	26.73%	23.84%	26.46%	21.52%	27.07%
Share draft penetration	63%	35%	56%	59%	64%
Credit card penetration	18.92%	5.30%	16.04%	18.26%	19.19%
\$ Average share balance	\$11,884	\$7,925	\$11,029	\$14,255	\$11,818
# Loan and Share Accounts per member	2.70	2.08	2.63	2.70	2.71
<b>Lending Profile</b>					
Loans to Shares	83%	69%	72%	76%	83%
Average Loan Balance	\$15,366	\$11,929	\$12,304	\$17,646	\$15,355
\$ Total Loans Outstanding/Employees	\$3,825,554	\$2,297,089	\$2,656,608	\$3,518,870	\$3,900,773
% of RE loans to total loans	42.71%	28.04%	39.40%	56.23%	42.03%

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

as of December 31, 2020

CUs in group: 18

### 12-month share growth

Credit Union	Share growth	Shares
Flexpak	56.01%	\$1,262,583
South Sanpete	29.15%	\$1,046,659
Tanner Employees	23.10%	\$6,124,218
Uintah	19.32%	\$3,345,891
Employees First	18.33%	\$1,325,533
CUP	17.74%	\$5,798,428
Provo Police & Fire Dept.	15.13%	\$2,464,175
SEA	14.02%	\$3,918,544
Meadow Gold Employees	12.82%	\$3,937,780
Gibbons and Reed Employees	12.26%	\$5,528,265

### 12-month loan growth

Credit Union	Loan Growth	Loans
Employees First	38.57%	\$370,185
Gibbons and Reed Employees	17.36%	\$2,165,841
North Sanpete	11.97%	\$869,943
CUP	7.52%	\$4,281,255
Tanner Employees	6.78%	\$4,078,527
Uintah	2.69%	\$1,136,106
Utah Prison Employees	1.47%	\$2,746,399
Orem City Employees	1.46%	\$1,573,645

### 12-month member growth

Credit Union	Mbr. Growth	Members
Flexpak	6.67%	208
Valley Wide	2.45%	167
Gibbons and Reed Employees	2.29%	1,609
South Sanpete	0.53%	190

### Capital/Assets\*

Credit Union	Capital/Assets	Assets
Tri-County	26.75%	\$177,111
Presto Lewiston Employees	26.48%	\$351,443
Employees First	26.31%	\$1,793,500
Valley Wide	25.28%	\$450,243
North Sanpete	25.14%	\$1,022,140
Hollyfrontier Employee's	24.47%	\$6,554,561
SEA	24.26%	\$5,139,854
Flexpak	22.30%	\$1,607,618
Meadow Gold Employees	21.98%	\$5,025,226
Provo Police & Fire Dept.	15.22%	\$2,831,894

### Return on Assets

Credit Union	ROA	Assets
Valley Wide	2.38%	\$450,243
Hollyfrontier Employee's	1.36%	\$6,554,561
South Sanpete	1.08%	\$1,149,461
North Sanpete	0.82%	\$1,022,140
Tanner Employees	0.74%	\$6,969,579
Flexpak	0.58%	\$1,607,618
SEA	0.51%	\$5,139,854
Provo Police & Fire Dept.	0.21%	\$2,831,894
Beckstrand and Associates	0.16%	\$1,217,872
Utah Prison Employees	0.14%	\$3,075,214

### Loans/Shares

Credit Union	Loans/Shares	Shares
Hollyfrontier Employee's	114.20%	\$5,033,959
North Sanpete	111.96%	\$777,032
Utah Prison Employees	99.17%	\$2,769,522
Valley Wide	93.79%	\$335,697
Flexpak	75.68%	\$1,262,583
CUP	73.83%	\$5,798,428
SEA	73.58%	\$3,918,544
Provo Police & Fire Dept.	72.10%	\$2,464,175
Presto Lewiston Employees	71.08%	\$262,991
Tanner Employees	66.60%	\$6,124,218

\* In this chart, capital/assets includes undivided earnings, regular reserves, net income, and provision for loan losses.

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

as of December 31, 2020

CUs in group: 18

### 12-month share growth

Credit Union	Share growth	Shares
Kings Peak	27.21%	\$22,312,182
Freedom	25.94%	\$44,728,654
Varex	23.08%	\$16,380,492
Utah	22.01%	\$22,478,901
Nephi Western Employees	21.96%	\$26,816,940
Desert Rivers	19.84%	\$45,608,119
Desertview	18.29%	\$35,760,161
National JACL	18.20%	\$31,012,359
Millard County	17.80%	\$43,958,469
Devils Slide	15.93%	\$14,936,460

### 12-month loan growth

Credit Union	Loan Growth	Loans
Kings Peak	29.05%	\$17,665,127
Desert Rivers	23.18%	\$43,654,246
Varex	13.59%	\$9,069,262
Firefighters	13.06%	\$37,484,989
Freedom	12.34%	\$35,148,329
Devils Slide	9.13%	\$9,480,569
San Juan	8.04%	\$17,534,336
National JACL	7.59%	\$18,838,709
Nephi Western Employees	6.83%	\$29,968,546
Millard County	5.70%	\$24,149,160

### 12-month member growth

Credit Union	Mbr. Growth	Members
Desert Rivers	11.34%	6,443
Kings Peak	6.90%	2,400
Devils Slide	3.03%	1,460
Freedom	2.46%	3,881
Logan Cache Rich	1.57%	2,593
Firefighters	0.68%	3,675
Millard County	0.62%	5,718
National JACL	0.23%	3,559

### Capital/Assets\*

Credit Union	Capital/Assets	Assets
Nephi Western Employees	32.41%	\$39,528,398
Hi-land	21.17%	\$54,351,793
Desertview	15.66%	\$40,754,752
Logan Medical	15.56%	\$28,561,805
Varex	14.53%	\$19,191,395
Local Union 354 IBEW	13.40%	\$31,329,853
Logan Cache Rich	12.80%	\$29,842,458
San Juan	11.93%	\$26,225,964
National JACL	10.83%	\$34,860,967
Devils Slide	10.83%	\$16,987,888

### Return on Assets

Credit Union	ROA	Assets
Nephi Western Employees	1.88%	\$39,528,398
Kings Peak	1.69%	\$24,007,888
Logan Medical	1.11%	\$28,561,805
Desert Rivers	1.08%	\$51,212,854
Local Union 354 IBEW	0.99%	\$31,329,853
Hi-land	0.84%	\$54,351,793
Millard County	0.77%	\$48,652,488
Education 1st	0.73%	\$38,466,803
Logan Cache Rich	0.73%	\$29,842,458
Freedom	0.68%	\$50,115,311

### Loans/Shares

Credit Union	Loans/Shares	Shares
Nephi Western Employees	111.75%	\$26,816,940
Desert Rivers	95.72%	\$45,608,119
P&S	87.91%	\$14,407,179
Education 1st	83.86%	\$34,492,407
Firefighters	82.88%	\$45,230,024
Local Union 354 IBEW	80.66%	\$27,229,673
Kings Peak	79.17%	\$22,312,182
Hi-land	79.13%	\$43,083,753
Freedom	78.58%	\$44,728,654
Logan Medical	75.97%	\$24,171,060

\* In this chart, capital/assets includes undivided earnings, regular reserves, net income, and provision for loan losses.

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

as of December 31, 2020

CUs in group: 14

### 12-month share growth

Credit Union	Share growth	Shares
American United	24.03%	\$286,717,231
Wasatch Peaks	22.01%	\$376,118,493
Pacific Horizon	21.67%	\$81,523,093
Elevate	21.42%	\$136,549,731
Nebo	20.48%	\$100,889,445
Horizon Utah	20.33%	\$152,307,162
Jordan	19.45%	\$314,377,057
Ascent	18.61%	\$139,092,030
Utah Heritage	17.88%	\$86,779,998
Transwest	17.61%	\$153,822,360

### 12-month loan growth

Credit Union	Loan Growth	Loans
Wasatch Peaks	19.28%	\$355,028,006
Hercules First	15.38%	\$70,258,624
Nebo	13.78%	\$85,062,303
American United	12.86%	\$233,902,625
Ascent	5.89%	\$117,078,194
Utah Heritage	5.47%	\$62,515,291
Alpine	4.21%	\$171,985,882
Pacific Horizon	3.99%	\$69,253,951
Jordan	3.13%	\$195,366,174
Members First	1.72%	\$82,386,645

### 12-month member growth

Credit Union	Mbr. Growth	Members
American United	4.75%	24,165
Pacific Horizon	2.81%	7,837
Nebo	2.66%	12,536
Eastern Utah Community	2.61%	11,984
Transwest	2.43%	13,518
Elevate	2.25%	13,025
Ascent	1.95%	10,293
Wasatch Peaks	1.84%	33,620
Utah Heritage	1.26%	8,115
Horizon Utah	0.54%	13,327

### Capital/Assets\*

Credit Union	Capital/Assets	Assets
Elevate	20.71%	\$172,347,902
Nebo	16.95%	\$119,435,053
American United	11.52%	\$323,825,591
Eastern Utah Community	11.43%	\$159,888,211
Wasatch Peaks	10.74%	\$421,617,401
Members First	10.45%	\$154,449,607
Horizon Utah	10.37%	\$169,014,152
Transwest	10.07%	\$171,754,774
Alpine	10.07%	\$260,796,220
Utah Heritage	9.89%	\$97,286,772

### Return on Assets

Credit Union	ROA	Assets
Elevate	1.66%	\$172,347,902
Nebo	1.28%	\$119,435,053
Eastern Utah Community	1.24%	\$159,888,211
Utah Heritage	1.02%	\$97,286,772
Wasatch Peaks	0.96%	\$421,617,401
Pacific Horizon	0.95%	\$89,222,777
Transwest	0.95%	\$171,754,774
Jordan	0.70%	\$344,670,807
Horizon Utah	0.65%	\$169,014,152
Ascent	0.59%	\$152,952,377

### Loans/Shares

Credit Union	Loans/Shares	Shares
Wasatch Peaks	94.39%	\$376,118,493
Pacific Horizon	84.95%	\$81,523,093
Nebo	84.31%	\$100,889,445
Ascent	84.17%	\$139,092,030
American United	81.58%	\$286,717,231
Transwest	78.12%	\$153,822,360
Alpine	73.77%	\$233,145,992
Utah Heritage	72.04%	\$86,779,998
Hercules First	68.43%	\$102,667,045
Eastern Utah Community	63.46%	\$141,589,491

\* In this chart, capital/assets includes undivided earnings, regular reserves, net income, and provision for loan losses.



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

as of December 31, 2020

CUs in group: 16

### 12-month share growth

Credit Union	Share growth	Shares
Utah Community	31.61%	\$1,952,006,536
Delta Community	30.86%	\$6,797,532,180
Mountain America	30.64%	\$10,567,186,712
Goldenwest	25.66%	\$1,850,613,837
America First	25.06%	\$12,944,208,499
University	22.56%	\$1,270,984,246
Cyprus	19.98%	\$1,219,754,429
Utah Power	19.45%	\$745,197,008
Granite	18.85%	\$526,796,185
Deseret First	18.40%	\$770,961,396

### 12-month loan growth

Credit Union	Loan Growth	Loans
Deseret First	20.88%	\$646,735,620
Utah Community	19.33%	\$1,367,834,142
Cyprus	16.87%	\$1,176,719,998
Granite	16.41%	\$398,131,752
Goldenwest	15.36%	\$1,547,076,063
Utah First	14.70%	\$494,467,558
Mountain America	13.33%	\$9,071,920,056
University	12.95%	\$1,106,347,253
Operating Engineers LU #3	6.04%	\$810,926,335
America First	6.02%	\$9,921,616,266

### 12-month member growth

Credit Union	Mbr. Growth	Members
Utah First	11.37%	26,664
Mountain America	8.70%	956,185
America First	7.03%	1,165,985
Cyprus	5.72%	123,912
Utah Community	5.12%	215,989
University	4.99%	105,048
Delta Community	4.28%	432,378
Goldenwest	3.96%	149,379
Utah Power	3.02%	27,937
Security Service	1.89%	803,514

### Capital/Assets\*\*

Credit Union	Capital/Assets	Assets
Operating Engineers LU #3	15.23%	\$1,334,710,936
Goldenwest	13.80%	\$2,185,291,573
Utah Power	13.50%	\$864,657,658
Chevron	13.32%	\$4,164,764,511
Security Service	11.78%	\$9,825,220,134
Granite	11.64%	\$604,947,549
Delta Community	11.53%	\$7,715,628,689
Cyprus	11.16%	\$1,371,655,034
University	10.85%	\$1,429,989,278
Utah First	10.63%	\$620,068,700

### Return on Assets

Credit Union	ROA	Assets
Chevron	3.72%	\$4,164,764,511
Cyprus	1.68%	\$1,371,655,034
Goldenwest	1.57%	\$2,185,291,573
Mountain America	1.48%	\$11,986,196,472
Utah Community	1.47%	\$2,182,330,271
Utah First	1.38%	\$620,068,700
University	1.33%	\$1,429,989,278
Granite	1.30%	\$604,947,549
Utah Power	1.22%	\$864,657,658
America First	1.01%	\$14,411,237,777

### Loans/Shares

Credit Union	Loans/Shares	Assets
Security Service	102.36%	\$9,825,220,134
Utah First	97.64%	\$620,068,700
Cyprus	96.47%	\$1,371,655,034
UNIFY Financial	87.45%	\$3,367,521,434
University	87.05%	\$1,429,989,278
Chevron	86.27%	\$4,164,764,511
Mountain America	85.85%	\$11,986,196,472
Deseret First	83.89%	\$842,355,402
Goldenwest	83.60%	\$2,185,291,573
America First	76.65%	\$14,411,237,777

\* 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.

\*\* In this chart, capital/assets includes undivided earnings, regular reserves, net income, and provision for loan losses.