

2006 First Quarter Financial Statistics for Wisconsin Credit Unions

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**COMPARISON STATEMENTS OF CONDITION
OF WISCONSIN CREDIT UNIONS
MARCH 31, 2006 and DECEMBER 31, 2005**

| | <u>March 31, 2006</u> | | <u>December 31, 2005</u> | | Increase or Decrease | % Change |
|--------------------------------|------------------------------|------------------------|------------------------------|------------------------|---------------------------|--------------|
| Number of Credit Unions | 276 | | 280 | | -4 | -1.4% |
| | <u>AMOUNT</u> | <u>% OF ASSETS</u> | <u>AMOUNT</u> | <u>% OF ASSETS</u> | | |
| Assets | | | | | | |
| Personal Loans | 4,710,417,409 | 31.0% | 4,823,011,677 | 32.6% | -112,594,268 | -2.3% |
| Real Estate Loans | <u>7,419,012,899</u> | 48.8% | <u>7,210,295,717</u> | 48.7% | <u>208,717,182</u> | 2.9% |
| Total Loans | 12,129,430,308 | 79.8% | 12,033,307,394 | 81.3% | 96,122,914 | 0.8% |
| Allowance for Loan Losses | <u>77,743,444</u> | 0.5% | <u>79,152,669</u> | 0.5% | <u>-1,409,225</u> | -1.8% |
| Net Loans | 12,051,686,864 | 79.3% | 11,954,154,725 | 80.7% | 97,532,139 | 0.8% |
| Cash | 964,055,353 | 6.3% | 629,214,380 | 4.2% | 334,840,973 | 53.2% |
| Investments | 1,336,180,581 | 8.8% | 1,400,336,637 | 9.5% | -64,156,056 | -4.6% |
| Fixed Assets | 445,295,970 | 2.9% | 449,265,187 | 3.0% | -3,969,217 | -0.9% |
| Other Assets | <u>405,360,160</u> | 2.7% | <u>372,321,266</u> | 2.5% | <u>33,038,894</u> | 8.9% |
| TOTAL ASSETS | <u><u>15,202,578,928</u></u> | 100.0% | <u><u>14,805,292,195</u></u> | 100.0% | <u><u>397,286,733</u></u> | 2.7% |
| Liabilities | | | | | | |
| Regular Shares | 3,510,203,577 | 23.1% | 3,347,908,806 | 22.6% | 162,294,771 | 4.8% |
| Share Drafts | 1,834,873,261 | 12.1% | 1,804,777,750 | 12.2% | 30,095,511 | 1.7% |
| Other Shares & Deposits | <u>7,476,837,787</u> | 49.2% | <u>7,249,854,313</u> | 49.0% | <u>226,983,474</u> | 3.1% |
| Total Savings | 12,821,914,625 | 84.3% | 12,402,540,869 | 83.8% | 419,373,756 | 3.4% |
| Notes and Accounts Pay. | 719,997,343 | 4.7% | 763,528,921 | 5.2% | -43,531,578 | -5.7% |
| Regular Reserve | 656,768,544 | 4.3% | 656,214,939 | 4.4% | 553,605 | 0.1% |
| Other Reserves | <u>1,003,898,416</u> | 6.6% | <u>983,007,466</u> | 6.6% | <u>20,890,950</u> | 2.1% |
| TOTAL LIABILITIES | <u><u>15,202,578,928</u></u> | 100.0% | <u><u>14,805,292,195</u></u> | 100.0% | <u><u>397,286,733</u></u> | 2.7% |

Note: Small statistical errors may exist due to rounding.

**STATEMENT OF INCOME
FOR WISCONSIN CREDIT UNIONS
FOR THE PERIOD ENDING MARCH 31, 2006**

| | <u>AMOUNT</u> | <u>% OF GROSS INCOME</u> | <u>% OF AVERAGE ASSETS</u> |
|-------------------------------------|-------------------|----------------------------------|------------------------------------|
| Income | | | |
| Interest on Loans | 186,913,944 | 75.86% | 4.98% |
| Less: Interest Refunds | <u>17,120</u> | 0.01% | 0.00% |
| Net Interest Income | 186,896,824 | 75.85% | 4.98% |
| Income on Investments | 16,710,953 | 6.78% | 0.45% |
| Other Income | <u>42,791,471</u> | 17.37% | 1.14% |
| TOTAL OPERATING INCOME | 246,399,248 | 100.00% | 6.57% |
| Administrative Expenses | | | |
| Employee Costs | 72,028,179 | 29.23% | 1.92% |
| Travel and Conference | 1,879,687 | 0.76% | 0.05% |
| Office Occupancy | 9,606,858 | 3.90% | 0.26% |
| General Operations | 26,738,925 | 10.85% | 0.71% |
| Education and Promotion | 5,029,973 | 2.04% | 0.13% |
| Loan Servicing | 8,226,235 | 3.34% | 0.22% |
| Professional Services | 8,223,049 | 3.34% | 0.22% |
| Member Insurance | 625,035 | 0.25% | 0.02% |
| Operating Fees | 498,457 | 0.20% | 0.01% |
| Other Operational Expenses | <u>2,999,000</u> | 1.22% | 0.08% |
| TOTAL ADMINISTRATIVE | 135,855,398 | 55.14% | 3.62% |
| Provision for Loan Loss | <u>8,597,665</u> | 3.49% | 0.23% |
| TOTAL OPERATING EXPENSES | 144,453,063 | 58.63% | 3.85% |
| Cost of Acquisition of Funds | | | |
| Dividends Paid on Savings | 73,295,643 | 29.75% | 1.95% |
| Interest on Borrowed Funds | <u>7,270,224</u> | 2.95% | 0.19% |
| TOTAL COST OF FUNDS | <u>80,565,867</u> | 32.70% | 2.15% |
| TOTAL EXPENSES | 225,018,930 | 91.32% | 6.00% |
| Net Operating Income | 21,380,318 | 8.68% | 0.57% |
| Non-Operating Income | <u>1,124,018</u> | 0.46% | 0.03% |
| Net Income | 22,504,336 | 9.13% | 0.60% |

Note: Small statistical errors may exist due to rounding.

**COMPARISON STATEMENTS OF INCOME
FOR WISCONSIN CREDIT UNIONS
FOR THE PERIODS ENDING MARCH 31, 2006 AND MARCH 31, 2005**

| | 2006 | % OF AVERAGE ASSETS | 2005 | % OF AVERAGE ASSETS |
|-------------------------------------|-------------------|---------------------------|-------------------|---------------------------|
| | <u>AMOUNT</u> | | <u>AMOUNT</u> | |
| Income | | | | |
| Interest on Loans | 186,913,944 | 4.98% | 159,248,848 | 4.60% |
| Less: Interest Refunds | <u>17,120</u> | <u>0.00%</u> | <u>14,343</u> | <u>0.00%</u> |
| Net Interest Income | 186,896,824 | 4.98% | 159,234,505 | 4.60% |
| Income on Investments | 16,710,953 | 0.45% | 14,753,288 | 0.43% |
| Other Income | <u>42,791,471</u> | <u>1.14%</u> | <u>39,022,130</u> | <u>1.13%</u> |
| TOTAL OPERATING INCOME | 246,399,248 | 6.57% | 213,009,923 | 6.15% |
| Administrative Expenses | | | | |
| Employee Costs | 72,028,179 | 1.92% | 65,759,203 | 1.90% |
| Travel and Conference | 1,879,687 | 0.05% | 1,617,907 | 0.05% |
| Office Occupancy | 9,606,858 | 0.26% | 8,625,112 | 0.25% |
| General Operations | 26,738,925 | 0.71% | 24,217,094 | 0.70% |
| Education and Promotion | 5,029,973 | 0.13% | 4,678,958 | 0.14% |
| Loan Servicing | 8,226,235 | 0.22% | 7,569,855 | 0.22% |
| Professional Services | 8,223,049 | 0.22% | 7,959,345 | 0.23% |
| Member Insurance | 625,035 | 0.02% | 691,343 | 0.02% |
| Operating Fees | 498,457 | 0.01% | 533,890 | 0.02% |
| Other Operational Expenses | <u>2,999,000</u> | <u>0.08%</u> | <u>2,946,645</u> | <u>0.09%</u> |
| TOTAL ADMINISTRATIVE | 135,855,398 | 3.62% | 124,599,352 | 3.60% |
| Provision for Loan Loss | <u>8,597,665</u> | <u>0.23%</u> | <u>8,963,134</u> | <u>0.26%</u> |
| TOTAL OPERATING EXPENSES | 144,453,063 | 3.85% | 133,562,486 | 3.85% |
| Cost of Acquisition of Funds | | | | |
| Dividends Paid on Savings | 73,295,643 | 1.95% | 46,676,667 | 1.35% |
| Interest on Borrowed Funds | <u>7,270,224</u> | <u>0.19%</u> | <u>4,087,036</u> | <u>0.12%</u> |
| TOTAL COST OF FUNDS | <u>80,565,867</u> | <u>2.15%</u> | <u>50,763,703</u> | <u>1.46%</u> |
| TOTAL EXPENSES | 225,018,930 | 6.00% | 184,326,189 | 5.32% |
| Net Operating Income | 21,380,318 | 0.57% | 28,683,734 | 0.83% |
| Non-Operating Income | <u>1,124,018</u> | <u>0.03%</u> | <u>11,303,247</u> | <u>0.33%</u> |
| Net Income | 22,504,336 | 0.60% | 39,986,981 | 1.15% |

Note: Small statistical errors may exist due to rounding.

**SIGNIFICANT OPERATIONAL RATIOS
FOR THE PERIOD ENDING MARCH 31, 2006**

| Peer Groups by Assets | \$ 500,001- <\$500,000 | \$ 2,000,001- \$2,000,000 | \$ 10,000,001- \$10,000,000 | \$10,000,001- \$50,000,000 | >\$50,000,000 | TOTAL |
|-------------------------------------|---------------------------|------------------------------|--------------------------------|-------------------------------|---------------|------------|
| Number of Credit Unions | 18 | 41 | 64 | 97 | 56 | 276 |
| Capital Adequacy | | | | | | |
| Net Worth/Total Assets | 22.14% | 18.94% | 15.83% | 12.78% | 10.48% | 10.98% |
| Total Delinquency/Net Worth | 21.15% | 7.58% | 5.43% | 6.00% | 7.04% | 6.82% |
| Solvency Evaluation | 128.97% | 123.60% | 119.01% | 114.98% | 112.37% | 112.95% |
| Classified Assets/Net Worth | 8.28% | 5.98% | 4.05% | 3.82% | 4.86% | 4.66% |
| Asset Quality | | | | | | |
| Delinquent Loans/Loans | 8.73% | 2.24% | 1.29% | 1.04% | 0.91% | 0.94% |
| Net Charge Offs/Avg. Loans | 0.00% | 0.27% | 0.94% | 0.24% | 0.34% | 0.33% |
| Earnings (to Average Assets) | | | | | | |
| Return on Average Assets | 0.91% | 0.64% | 0.65% | 0.46% | 0.62% | 0.60% |
| Net Operating Expense | 4.43% | 3.36% | 3.36% | 3.52% | 2.79% | 2.92% |
| Fixed Assets+FRA's**/Assets | 0.46% | 0.38% | 1.34% | 3.07% | 2.96% | 2.93% |
| Gross Income | 5.39% | 5.37% | 5.81% | 6.43% | 6.62% | 6.57% |
| Cost of Funds | 0.51% | 1.18% | 1.31% | 1.61% | 2.28% | 2.15% |
| Operating Exp. (less PLL) | 4.46% | 3.43% | 3.70% | 4.19% | 3.52% | 3.62% |
| Net Interest Margin | 4.83% | 4.08% | 4.05% | 3.88% | 3.14% | 3.28% |
| PLL | 0.00% | 0.12% | 0.16% | 0.21% | 0.24% | 0.23% |
| Asset-Liability Management | | | | | | |
| Net Long Term Assets/Assets | 1.32% | 4.70% | 13.04% | 15.23% | 27.68% | 25.39% |
| Shares/Savings+Borrowings | 92.17% | 86.21% | 65.21% | 42.16% | 22.36% | 26.41% |
| Loans/Savings | 69.70% | 79.72% | 80.16% | 87.19% | 97.07% | 95.12% |
| Loans/Assets | 53.66% | 63.94% | 66.72% | 74.03% | 81.27% | 79.79% |
| Cash + ST Invest./Assets | 44.48% | 31.43% | 23.76% | 15.26% | 9.20% | 10.52% |
| Shares + Drafts/Savings+Borrowings | 98.89% | 87.32% | 73.65% | 56.82% | 35.72% | 39.83% |
| Other Ratios | | | | | | |
| Savings Growth | -9.56% | -0.57% | -2.15% | 10.50% | 14.58% | 13.53% |
| Net Worth Growth | 5.26% | 3.42% | -3.61% | 3.44% | 6.24% | 5.41% |
| Loan Growth | -25.17% | -9.69% | -7.89% | -0.19% | 4.07% | 3.20% |
| Asset Growth | -7.86% | -0.71% | 3.80% | 7.90% | 11.50% | 10.73% |
| Investments/Assets | 46.50% | 35.33% | 29.96% | 18.81% | 12.72% | 14.11% |
| Employee Cost/Gross Inc. | 32.92% | 31.97% | 33.77% | 32.97% | 28.44% | 29.23% |
| Employee Cost/ Avg. Assets | 1.77% | 1.72% | 1.96% | 2.12% | 1.88% | 1.92% |
| Average Loan Balance | \$5,104 | \$6,832 | \$8,386 | \$9,342 | \$11,092 | \$10,725 |
| Average Savings Balance | \$1,188 | \$2,047 | \$2,409 | \$2,664 | \$3,553 | \$3,338 |

**Foreclosed and Repossessed Assets

**SIGNIFICANT OPERATIONAL RATIOS
FOR ALL WISCONSIN CREDIT UNIONS
2000-2005**

| | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 |
|-------------------------------------|------------|------------|------------|------------|------------|------------|
| Number of Credit Unions | 340 | 326 | 308 | 298 | 287 | 280 |
| Capital Adequacy | | | | | | |
| Net Worth/Total Assets | 11.10% | 10.69% | 10.82% | 10.90% | 11.08% | 11.12% |
| Total Delinquency/Net Worth | 7.15% | 7.96% | 7.46% | 7.28% | 6.38% | 7.65% |
| Solvency Evaluation | 112.79% | 112.22% | 112.48% | 112.62% | 113.04% | 113.22% |
| Classified Assets/Net Worth | 4.27% | 4.42% | 4.49% | 4.62% | 4.52% | 4.81% |
| Asset Quality | | | | | | |
| Delinquent Loans/Loans | 0.97% | 1.09% | 1.10% | 1.05% | 0.89% | 1.05% |
| Net Charge Offs/Avg. Loans | 0.24% | 0.26% | 0.29% | 0.31% | 0.30% | 0.30% |
| Earnings (to Average Assets) | | | | | | |
| Return on Average Assets | 0.91% | 0.90% | 1.19% | 1.07% | 0.94% | 0.91% |
| Net Operating Expense | 3.14% | 3.02% | 2.91% | 2.88% | 2.80% | 2.86% |
| Fixed Assets+FRA's**/Assets | 2.63% | 2.49% | 2.49% | 2.54% | 2.71% | 3.03% |
| Gross Income | 8.50% | 8.35% | 7.36% | 6.67% | 6.09% | 6.48% |
| Cost of Funds | 3.62% | 3.41% | 2.20% | 1.61% | 1.32% | 1.75% |
| Operating Exp. (less PLL) | 3.75% | 3.77% | 3.71% | 3.72% | 3.58% | 3.64% |
| Net Interest Margin | 3.91% | 3.74% | 3.89% | 3.65% | 3.60% | 3.51% |
| PLL | 0.23% | 0.26% | 0.28% | 0.29% | 0.27% | 0.29% |
| Asset-Liability Management | | | | | | |
| Net Long Term Assets/Assets | 20.66% | 22.05% | 19.91% | 24.44% | 26.41% | 25.10% |
| Shares/Savings+Borrowings | 29.63% | 29.21% | 29.89% | 30.20% | 29.28% | 26.04% |
| Loans/Savings | 94.86% | 88.84% | 84.25% | 87.62% | 93.49% | 97.67% |
| Loans/Assets | 82.18% | 77.79% | 73.14% | 75.49% | 79.07% | 81.28% |
| Cash + ST Invest./Assets | 14.96% | 13.61% | 14.50% | 11.55% | 9.14% | 8.72% |
| Other Ratios | | | | | | |
| Savings Growth | 7.65% | 14.54% | 9.56% | 8.74% | 5.26% | 6.89% |
| Net Worth Growth | 8.51% | 8.30% | 11.46% | 10.31% | 8.92% | 8.62% |
| Loan Growth | 12.08% | 7.58% | 3.98% | 13.01% | 12.23% | 11.21% |
| Asset Growth | 7.88% | 13.29% | 10.45% | 9.49% | 7.14% | 8.19% |
| Investments/Assets | 12.53% | 17.06% | 19.02% | 18.69% | 15.08% | 12.62% |
| Employee Cost/Gross Inc. | 22.73% | 23.53% | 26.61% | 29.77% | 31.35% | 29.75% |
| Employee Cost/ Avg. Assets | 1.93% | 1.96% | 1.96% | 1.98% | 1.91% | 1.93% |
| Average Loan Balance | \$7,693 | \$8,258 | \$8,507 | \$9,314 | \$10,003 | \$10,565 |
| Average Savings Balance | \$2,443 | \$2,718 | \$2,908 | \$3,112 | \$3,209 | \$3,260 |

**Foreclosed and Repossessed Assets

**ANALYSIS OF INCOME AND EXPENSES TO GROSS INCOME
FOR THE PERIOD ENDING MARCH 31, 2006**

| Peer Groups by Assets | \$ 500,001- <\$500,000 | \$ 2,000,001- \$2,000,000 | \$ 10,000,001- \$10,000,000 | \$10,000,001- \$50,000,000 | >\$50,000,000 | TOTAL |
|-----------------------------------|---------------------------|------------------------------|--------------------------------|-------------------------------|----------------|----------------|
| Number of Credit Unions | 18 | 41 | 64 | 97 | 56 | 276 |
| Operating Income | | | | | | |
| Interest on Loans | 75.37% | 77.02% | 74.49% | 75.21% | 76.00% | 75.86% |
| Less: Interest Refunds | 0.00% | 0.00% | 0.03% | 0.03% | 0.00% | 0.01% |
| Income on Investments | 23.64% | 20.99% | 17.67% | 10.03% | 5.89% | 6.78% |
| Income on Trading Securities | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Fee Income | 0.61% | 1.29% | 5.84% | 10.29% | 10.91% | 10.69% |
| Other Operating Income | <u>0.39%</u> | <u>0.70%</u> | <u>2.04%</u> | <u>4.49%</u> | <u>7.20%</u> | <u>6.67%</u> |
| TOTAL INCOME | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| Operating Expenses | | | | | | |
| Employee Costs | 32.92% | 31.97% | 33.77% | 32.97% | 28.44% | 29.23% |
| Travel and Conference | 0.53% | 1.00% | 0.95% | 0.99% | 0.72% | 0.76% |
| Office Occupancy | 1.30% | 2.46% | 3.56% | 4.70% | 3.77% | 3.90% |
| General Operations | 21.13% | 12.95% | 13.36% | 12.69% | 10.45% | 10.85% |
| Education and Promotion | 1.54% | 0.54% | 0.79% | 2.18% | 2.05% | 2.04% |
| Loan Servicing | 0.97% | 1.13% | 1.80% | 3.24% | 3.40% | 3.34% |
| Professional Services | 3.60% | 3.13% | 4.08% | 5.56% | 2.92% | 3.34% |
| Member Insurance | 10.80% | 4.52% | 1.74% | 0.43% | 0.17% | 0.25% |
| Operating Fees | 1.66% | 1.27% | 0.47% | 0.28% | 0.18% | 0.20% |
| Miscellaneous | <u>8.29%</u> | <u>4.89%</u> | <u>3.16%</u> | <u>2.01%</u> | <u>1.01%</u> | <u>1.22%</u> |
| TOTAL ADMINISTRATIVE | 82.73% | 63.86% | 63.68% | 65.05% | 53.11% | 55.14% |
| Provision for Loan Loss | <u>0.00%</u> | <u>2.25%</u> | <u>2.76%</u> | <u>3.19%</u> | <u>3.57%</u> | <u>3.49%</u> |
| TOTAL OPERATING EXP. | 82.73% | 66.11% | 66.44% | 68.24% | 56.67% | 58.63% |
| Cost of Funds | | | | | | |
| Interest on Borrowed Funds | 0.00% | 0.40% | 0.85% | 1.49% | 3.27% | 2.95% |
| Dividends on Savings | <u>9.39%</u> | <u>21.62%</u> | <u>21.64%</u> | <u>23.46%</u> | <u>31.11%</u> | <u>29.75%</u> |
| TOTAL COST OF FUNDS | 9.39% | 22.02% | 22.49% | 24.95% | 34.38% | 32.70% |
| Net Income From Operations | 7.88% | 11.87% | 11.07% | 6.81% | 8.95% | 8.68% |
| NON-OPERATING GAIN/LOSS | <u>9.01%</u> | <u>-0.01%</u> | <u>0.09%</u> | <u>0.37%</u> | <u>0.48%</u> | <u>0.46%</u> |
| Adjusted Net Income | 16.90% | 11.86% | 11.16% | 7.18% | 9.43% | 9.13% |

Note: Small statistical errors may exist due to rounding.

**ANALYSIS OF INCOME AND EXPENSES TO AVERAGE ASSETS
FOR THE PERIOD ENDING MARCH 31, 2006**

| Peer Groups by Assets | <\$500,000 | \$ 500,001- \$2,000,000 | \$ 2,000,001- \$10,000,000 | \$10,000,001- \$50,000,000 | >\$50,000,000 | TOTAL |
|-----------------------------------|--------------|----------------------------|-------------------------------|-------------------------------|---------------|--------------|
| Number of Credit Unions | 18 | 41 | 64 | 97 | 56 | 276 |
| Operating Income | | | | | | |
| Interest on Loans | 4.06% | 4.14% | 4.33% | 4.84% | 5.03% | 4.98% |
| Less: Interest Refunds | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Income on Investments | 1.27% | 1.13% | 1.03% | 0.65% | 0.39% | 0.45% |
| Income on Trading Securities | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Fee Income | 0.03% | 0.07% | 0.34% | 0.66% | 0.72% | 0.70% |
| Other Operating Income | <u>0.02%</u> | <u>0.04%</u> | <u>0.12%</u> | <u>0.29%</u> | <u>0.48%</u> | <u>0.44%</u> |
| TOTAL INCOME | 5.39% | 5.37% | 5.81% | 6.43% | 6.62% | 6.57% |
| Operating Expenses | | | | | | |
| Employee Costs | 1.77% | 1.72% | 1.96% | 2.12% | 1.88% | 1.92% |
| Travel and Conference | 0.03% | 0.05% | 0.06% | 0.06% | 0.05% | 0.05% |
| Office Occupancy | 0.07% | 0.13% | 0.21% | 0.30% | 0.25% | 0.26% |
| General Operations | 1.14% | 0.70% | 0.78% | 0.82% | 0.69% | 0.71% |
| Education and Promotion | 0.08% | 0.03% | 0.05% | 0.14% | 0.14% | 0.13% |
| Loan Servicing | 0.05% | 0.06% | 0.10% | 0.21% | 0.23% | 0.22% |
| Professional Services | 0.19% | 0.17% | 0.24% | 0.36% | 0.19% | 0.22% |
| Member Insurance | 0.58% | 0.24% | 0.10% | 0.03% | 0.01% | 0.02% |
| Operating Fees | 0.09% | 0.07% | 0.03% | 0.02% | 0.01% | 0.01% |
| Miscellaneous | <u>0.45%</u> | <u>0.26%</u> | <u>0.18%</u> | <u>0.13%</u> | <u>0.07%</u> | <u>0.08%</u> |
| TOTAL ADMINISTRATIVE | 4.46% | 3.43% | 3.70% | 4.19% | 3.52% | 3.62% |
| Provision for Loan Loss | <u>0.00%</u> | <u>0.12%</u> | <u>0.16%</u> | <u>0.21%</u> | <u>0.24%</u> | <u>0.23%</u> |
| TOTAL OPERATING EXP. | 4.46% | 3.55% | 3.86% | 4.39% | 3.75% | 3.85% |
| Cost of Funds | | | | | | |
| Interest on Borrowed Funds | 0.00% | 0.02% | 0.05% | 0.10% | 0.22% | 0.19% |
| Dividends on Savings | <u>0.51%</u> | <u>1.16%</u> | <u>1.26%</u> | <u>1.51%</u> | <u>2.06%</u> | <u>1.95%</u> |
| TOTAL COST OF FUNDS | 0.51% | 1.18% | 1.31% | 1.61% | 2.28% | 2.15% |
| Net Income From Operations | 0.43% | 0.64% | 0.64% | 0.44% | 0.59% | 0.57% |
| NON-OPERATING GAIN/LOSS | <u>0.49%</u> | <u>0.00%</u> | <u>0.01%</u> | <u>0.02%</u> | <u>0.03%</u> | <u>0.03%</u> |
| Adjusted Net Income | 0.91% | 0.64% | 0.65% | 0.46% | 0.62% | 0.60% |

Note: Small statistical errors may exist due to rounding.

**LOAN DELINQUENCY
PERIOD ENDING MARCH 31, 2006**

| Peer Groups by Assets | <\$500,000 | \$ 500,001- \$2,000,000 | \$ 2,000,001- \$10,000,000 | \$10,000,001- \$50,000,000 | >\$50,000,000 | TOTAL |
|--------------------------------|--------------|----------------------------|-------------------------------|-------------------------------|---------------|--------------|
| Number of Credit Unions | 18 | 41 | 64 | 97 | 56 | 276 |
| Loan Delinquency Ratios | | | | | | |
| 2 - 6 Months Delinquent | 4.98% | 1.51% | 0.77% | 0.65% | 0.54% | 0.56% |
| 6 - 12 Months Delinquent | 2.46% | 0.48% | 0.30% | 0.27% | 0.28% | 0.28% |
| Over 12 Months Delinquent | <u>1.29%</u> | <u>0.25%</u> | <u>0.23%</u> | <u>0.12%</u> | <u>0.09%</u> | <u>0.10%</u> |
| Total Delinquent Loans | 8.73% | 2.24% | 1.29% | 1.04% | 0.91% | 0.94% |
| Loan Loss Ratio | 0.00% | 0.27% | 0.94% | 0.24% | 0.34% | 0.33% |

**ANALYSIS OF LOANS BY TYPE
PERIOD ENDING MARCH 31, 2006**

| Number of Credit Unions | 18 | 41 | 64 | 97 | 56 | 276 |
|--|---------------|--------------|--------------|--------------|--------------|--------------|
| Loan Types | | | | | | |
| Credit Card Loans | 0.18% | 0.06% | 0.76% | 2.20% | 3.12% | 2.94% |
| Unsecured Loans | 9.24% | 10.00% | 6.13% | 3.04% | 1.78% | 2.06% |
| New Auto Loans | 24.22% | 26.31% | 15.31% | 9.83% | 7.09% | 7.68% |
| Used Auto Loans | 52.57% | 41.76% | 30.26% | 23.49% | 16.16% | 17.53% |
| First Mortgages | 0.00% | 4.97% | 26.38% | 38.85% | 43.48% | 42.40% |
| Other Real Estate | 0.00% | 9.66% | 14.27% | 15.04% | 19.52% | 18.76% |
| Leases | 0.00% | 0.00% | 0.02% | 0.02% | 0.03% | 0.03% |
| All Other Loans | <u>13.80%</u> | <u>7.24%</u> | <u>6.87%</u> | <u>7.52%</u> | <u>8.82%</u> | <u>8.59%</u> |
| Total Loans | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| Real Estate Loan Detail (as a percent of loans) | | | | | | |
| First Mortgage - Fixed > 15 yrs. | 0.00% | 0.00% | 3.56% | 2.75% | 2.38% | 2.44% |
| First Mortgage - Fixed - 15 yrs. Or less | 0.00% | 0.92% | 8.13% | 6.51% | 8.90% | 8.52% |
| First Mortgage - Balloon/Hybrid - > 5 yrs. | 0.00% | 0.16% | 3.14% | 2.41% | 3.88% | 3.65% |
| First Mortgage - Balloon/Hybrid - 5 yrs. Or less | 0.00% | 3.40% | 10.87% | 18.09% | 13.89% | 14.40% |
| First Mortgage - Other Fixed Rate | 0.00% | 0.39% | 0.00% | 0.55% | 0.40% | 0.41% |
| First Mortgage - Adjustable - 1 year or less | 0.00% | 0.05% | 0.06% | 2.08% | 3.69% | 3.39% |
| First Mortgage - Adjustable - > 1 year | 0.00% | 0.05% | 0.61% | 6.48% | 10.33% | 9.58% |
| Other - Closed End Fixed | 0.00% | 5.14% | 10.54% | 8.42% | 7.88% | 8.00% |
| Other - Closed End Adjustable | 0.00% | 1.72% | 1.42% | 2.09% | 1.02% | 1.18% |
| Other - Open End Adjustable | 0.00% | 0.14% | 1.95% | 3.92% | 10.49% | 9.38% |
| Other - Open-End Fixed | 0.00% | 0.27% | 0.29% | 0.04% | 0.05% | 0.05% |
| Other | 0.00% | 2.40% | 0.07% | 0.57% | 0.08% | 0.15% |
| Total Real Estate (as a percent of loans) | 0.00% | 14.63% | 40.65% | 53.90% | 63.00% | 61.17% |
| Total Real Estate (as a percent of assets) | 0.00% | 9.35% | 27.13% | 39.90% | 51.20% | 48.80% |

*This page does not include loans Held for Sale

Note: Small statistical errors may exist due to rounding.

**ANALYSIS OF SAVINGS BY TYPE
PERIOD ENDING MARCH 31, 2006**

| Peer Groups by Assets | \$ 500,001- <\$500,000 | \$ 2,000,001- \$2,000,000 | \$ 10,000,001- \$10,000,000 | \$10,000,001- \$50,000,000 | >\$50,000,000 | TOTAL |
|--------------------------------|---------------------------|------------------------------|--------------------------------|-------------------------------|---------------|--------------|
| Number of Credit Unions | 18 | 41 | 64 | 97 | 56 | 276 |
| Share Drafts | 6.77% | 1.12% | 8.61% | 15.08% | 14.37% | 14.31% |
| Regular Shares | 92.78% | 86.61% | 65.50% | 42.77% | 23.26% | 27.38% |
| Money Market Shares | 0.00% | 1.34% | 3.61% | 9.19% | 21.89% | 19.48% |
| Share Certificates | 0.45% | 9.95% | 17.75% | 25.05% | 32.32% | 30.81% |
| IRA Accounts | 0.00% | 0.87% | 4.38% | 7.48% | 7.26% | 7.21% |
| All Other Shares | <u>0.00%</u> | <u>0.10%</u> | <u>0.15%</u> | <u>0.43%</u> | <u>0.91%</u> | <u>0.81%</u> |
| Total Shares | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |

**ANALYSIS OF INVESTMENTS BY TYPE
PERIOD ENDING MARCH 31, 2006**

| Peer Groups by Assets | \$ 500,001- <\$500,000 | \$ 2,000,001- \$2,000,000 | \$ 10,000,001- \$10,000,000 | \$10,000,001- \$50,000,000 | >\$50,000,000 | TOTAL |
|--|---------------------------|------------------------------|--------------------------------|-------------------------------|---------------|------------|
| Number of Credit Unions | 18 | 41 | 64 | 97 | 56 | 276 |
| U.S. Government Obligations | 0.25% | 0.58% | 0.23% | 2.20% | 0.06% | 0.52% |
| Federal Agency Securities | 0.00% | 0.00% | 1.07% | 12.93% | 44.45% | 35.48% |
| Mutual Funds & Common Trust | 12.79% | 0.47% | 0.08% | 0.63% | 3.24% | 2.53% |
| Corporate Credit Unions | 32.66% | 22.03% | 34.93% | 33.54% | 29.14% | 30.32% |
| Commercial Banks, S&L's, and Mutual Savings Banks | 51.20% | 58.38% | 51.27% | 45.25% | 13.35% | 22.13% |
| Credit Unions | 0.00% | 17.45% | 6.93% | 4.28% | 0.77% | 1.89% |
| Other Investments | 3.11% | 1.09% | 5.50% | 1.16% | 8.99% | 7.13% |
| Total Investments | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |