

# 2008 Third Quarter Financial Statistics for Wisconsin Credit Unions

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**COMPARISON STATEMENTS OF CONDITION  
OF WISCONSIN CREDIT UNIONS  
SEPTEMBER 30, 2008 and DECEMBER 31, 2007**

	<u>September 30, 2008</u>		<u>December 31, 2007</u>		<u>Increase or Decrease</u>	<u>% Change</u>
<b>Number of Credit Unions</b>	<b>257</b>		<b>260</b>		<b>-3</b>	<b>-1.2%</b>
	<u>AMOUNT</u>	<u>% OF ASSETS</u>	<u>AMOUNT</u>	<u>% OF ASSETS</u>		
<b>ASSETS</b>						
Personal Loans	5,180,633,002	29.0%	4,780,768,463	28.9%	399,864,539	8.4%
Real Estate Loans	<u>9,365,229,090</u>	52.4%	<u>8,547,967,431</u>	51.7%	<u>817,261,659</u>	9.6%
Total Loans	14,545,862,092	81.4%	13,328,735,894	80.6%	1,217,126,198	9.1%
Allowance for Loan Losses	<u>96,910,345</u>	0.5%	<u>94,691,648</u>	0.6%	<u>2,218,697</u>	2.3%
Net Loans	14,448,951,747	80.9%	13,234,044,246	80.0%	1,214,907,501	9.2%
Cash	735,800,442	4.1%	1,023,277,316	6.2%	-287,476,874	-28.1%
Investments	1,681,303,940	9.4%	1,330,249,006	8.0%	351,054,934	26.4%
Fixed Assets	526,530,874	2.9%	508,761,921	3.1%	17,768,953	3.5%
Other Assets	<u>477,326,995</u>	2.7%	<u>446,993,102</u>	2.7%	<u>30,333,893</u>	6.8%
TOTAL ASSETS	<u><u>17,869,913,998</u></u>	100.0%	<u><u>16,543,325,591</u></u>	100.0%	<u><u>1,326,588,407</u></u>	8.0%
<b>LIABILITIES</b>						
Regular Shares	3,338,826,850	18.7%	2,952,021,110	17.8%	386,805,740	13.1%
Share Drafts	1,865,816,420	10.4%	1,876,362,931	11.3%	-10,546,511	-0.6%
Other Shares & Deposits	<u>9,693,524,614</u>	54.2%	<u>9,124,983,365</u>	55.2%	<u>568,541,249</u>	6.2%
Total Savings	14,898,167,884	83.4%	13,953,367,406	84.3%	944,800,478	6.8%
Notes and Accounts Pay.	1,050,945,049	5.9%	746,981,229	4.5%	303,963,820	40.7%
Regular Reserve	784,328,694	4.4%	709,606,512	4.3%	74,722,182	10.5%
Other Reserves	<u>1,136,472,371</u>	6.4%	<u>1,133,370,444</u>	6.9%	<u>3,101,927</u>	0.3%
TOTAL LIABILITIES	<u><u>17,869,913,998</u></u>	100.0%	<u><u>16,543,325,591</u></u>	100.0%	<u><u>1,326,588,407</u></u>	8.0%

**NOTE:** Some small statistical errors may occur due to rounding.

**STATEMENT OF INCOME  
FOR WISCONSIN CREDIT UNIONS  
FOR THE PERIOD ENDING SEPTEMBER 30, 2008**

	<u>AMOUNT</u>	<u>% OF GROSS INCOME</u>	<u>% OF AVERAGE ASSETS</u>
<b>INCOME</b>			
Interest on Loans	677,739,776	73.57%	5.25%
Less: Interest Refunds	<u>175,521</u>	0.02%	0.00%
Net Interest Income	677,564,255	73.55%	5.25%
Income on Investments	69,565,877	7.55%	0.54%
Other Income	<u>174,105,829</u>	18.90%	1.35%
<b>TOTAL OPERATING INCOME</b>	921,235,961	100.00%	7.14%
<b>ADMINISTRATIVE EXPENSES</b>			
Employee Costs	247,511,281	26.87%	1.92%
Travel and Conference	6,584,360	0.71%	0.05%
Office Occupancy	33,673,224	3.66%	0.26%
General Operations	87,534,892	9.50%	0.68%
Education and Promotion	18,770,873	2.04%	0.15%
Loan Servicing	32,134,056	3.49%	0.25%
Professional Services	30,461,072	3.31%	0.24%
Member Insurance	1,644,173	0.18%	0.01%
Operating Fees	1,994,116	0.22%	0.02%
Other Operational Expenses	<u>10,548,718</u>	1.15%	0.08%
<b>TOTAL ADMINISTRATIVE</b>	470,856,765	51.11%	3.65%
Provision for Loan Loss	<u>38,659,450</u>	4.20%	0.30%
<b>TOTAL OPERATING EXPENSES</b>	509,516,215	55.31%	3.95%
<b>COST OF ACQUISITION OF FUNDS</b>			
Dividends Paid on Savings	295,109,051	32.03%	2.29%
Interest on Borrowed Funds	<u>19,801,141</u>	2.15%	0.15%
<b>TOTAL COST OF FUNDS</b>	314,910,192	34.18%	2.44%
<b>TOTAL EXPENSES</b>	824,426,407	89.49%	6.39%
<b>NET OPERATING INCOME</b>	96,809,554	10.51%	0.75%
<b>NON-OPERATING INCOME</b>	<u>-1,032,637</u>	-0.11%	-0.01%
<b>NET INCOME</b>	95,776,917	10.40%	0.74%

**NOTE:** Some small statistical errors may occur due to rounding.

**COMPARISON STATEMENTS OF INCOME  
FOR WISCONSIN CREDIT UNIONS  
FOR THE PERIODS ENDING SEPTEMBER 30, 2008 AND SEPTEMBER 30, 2007**

	2008	% OF AVERAGE ASSETS	2007	% OF AVERAGE ASSETS
	<u>AMOUNT</u>		<u>AMOUNT</u>	
<b>INCOME</b>				
Interest on Loans	677,739,776	5.25%	655,289,232	5.47%
Less: Interest Refunds	<u>175,521</u>	<u>0.00%</u>	<u>141,916</u>	<u>0.00%</u>
Net Interest Income	677,564,255	5.25%	655,147,316	5.47%
Income on Investments	69,565,877	0.54%	75,920,353	0.63%
Other Income	<u>174,105,829</u>	<u>1.35%</u>	<u>159,392,296</u>	<u>1.33%</u>
TOTAL OPERATING INCOME	921,235,961	7.14%	890,459,965	7.43%
<b>ADMINISTRATIVE EXPENSES</b>				
Employee Costs	247,511,281	1.92%	228,843,551	1.91%
Travel and Conference	6,584,360	0.05%	5,844,696	0.05%
Office Occupancy	33,673,224	0.26%	31,103,781	0.26%
General Operations	87,534,892	0.68%	82,486,411	0.69%
Education and Promotion	18,770,873	0.15%	17,881,798	0.15%
Loan Servicing	32,134,056	0.25%	27,228,863	0.23%
Professional Services	30,461,072	0.24%	28,280,331	0.24%
Member Insurance	1,644,173	0.01%	1,775,910	0.01%
Operating Fees	1,994,116	0.02%	1,849,537	0.02%
Other Operational Expenses	<u>10,548,718</u>	<u>0.08%</u>	<u>10,185,440</u>	<u>0.08%</u>
TOTAL ADMINISTRATIVE	470,856,765	3.65%	435,480,318	3.63%
Provision for Loan Loss	<u>38,659,450</u>	<u>0.30%</u>	<u>36,017,182</u>	<u>0.30%</u>
TOTAL OPERATING EXPENSES	509,516,215	3.95%	471,497,500	3.93%
<b>COST OF ACQUISITION OF FUNDS</b>				
Dividends Paid on Savings	295,109,051	2.29%	313,973,827	2.62%
Interest on Borrowed Funds	<u>19,801,141</u>	<u>0.15%</u>	<u>16,625,303</u>	<u>0.14%</u>
TOTAL COST OF FUNDS	<u>314,910,192</u>	<u>2.44%</u>	<u>330,559,130</u>	<u>2.76%</u>
TOTAL EXPENSES	824,426,407	6.39%	802,096,630	6.69%
<b>NET OPERATING INCOME</b>	96,809,554	0.75%	88,363,335	0.74%
<b>NON-OPERATING INCOME</b>	<u>-1,032,637</u>	<u>-0.01%</u>	<u>4,655,176</u>	<u>0.04%</u>
<b>NET INCOME</b>	95,776,917	0.74%	93,018,511	0.78%

**NOTE:** Some small statistical errors may occur due to rounding.

**SIGNIFICANT OPERATIONAL RATIOS  
FOR THE PERIOD ENDING SEPTEMBER 30, 2008**

Peer Groups by Assets	\$ 2,000,001- <\$2,000,000	\$ 10,000,001- \$10,000,000	\$ 50,000,001- \$50,000,000	\$ 100,000,001- \$100,000,000	\$ 500,000,001- \$500,000,000	>\$500,000,000	TOTAL
<b>Number of Credit Unions</b>	<b>54</b>	<b>54</b>	<b>89</b>	<b>20</b>	<b>31</b>	<b>9</b>	<b>257</b>
<b>CAPITAL ADEQUACY</b>							
Net Worth/Total Assets	22.15%	16.61%	13.30%	11.75%	11.09%	9.67%	10.90%
Net Worth/PCA Optional Total Assets	22.15%	16.62%	13.31%	11.75%	11.10%	9.77%	10.94%
Total Delinquency/Net Worth	9.48%	5.44%	7.13%	8.98%	10.51%	8.67%	9.01%
Solvency Evaluation	128.66%	120.29%	115.70%	113.69%	113.34%	111.32%	112.89%
Classified Assets/Net Worth	5.87%	4.44%	3.90%	5.56%	5.15%	5.14%	4.98%
<b>ASSET QUALITY</b>							
Delinquent Loans/Loans	3.61%	1.38%	1.33%	1.41%	1.41%	0.99%	1.21%
Net Charge Offs/Avg. Loans	0.60%	0.34%	0.33%	0.39%	0.38%	0.34%	0.35%
Fair Value/Amortized Cost for HTM	100.00%	99.96%	99.98%	97.21%	97.87%	99.86%	98.85%
Accumulated Unrealized Gains or Losses on AFS/Amortized Cost AFS	0.00%	0.00%	0.06%	-0.39%	-3.10%	-3.01%	-2.71%
Delinquent Loans/Assets	2.10%	0.90%	0.95%	1.06%	1.17%	0.84%	0.98%
<b>EARNINGS (to Average Assets)</b>							
Return on Average Assets	0.11%	0.24%	0.56%	0.65%	0.62%	0.92%	0.74%
Gross Income	5.42%	6.16%	6.96%	7.03%	7.19%	7.22%	7.14%
Yield on Average Loans	6.77%	6.81%	7.01%	6.59%	6.48%	6.33%	6.48%
Yield on Average Investments	2.80%	3.54%	4.03%	3.68%	4.49%	4.34%	4.19%
Fee & Other Op. Income	0.17%	0.49%	1.05%	1.30%	1.40%	1.44%	1.35%
Cost of Funds	1.29%	1.73%	1.96%	2.20%	2.41%	2.67%	2.44%
Net Margin	4.13%	4.43%	5.00%	4.82%	4.77%	4.55%	4.70%
Operating Exp. (less PLL)	3.74%	3.83%	4.18%	4.01%	3.88%	3.26%	3.65%
PLL	0.28%	0.37%	0.26%	0.19%	0.27%	0.35%	0.30%
Net Interest Margin	3.96%	3.94%	3.95%	3.52%	3.37%	3.11%	3.35%
Operating Exp./Gross Income	68.99%	62.15%	60.09%	56.99%	54.02%	45.15%	51.11%
Fixed Assets+FRA's**/Assets	0.25%	1.50%	2.86%	3.53%	3.48%	2.55%	2.95%
Net Operating Expense	3.68%	3.48%	3.44%	3.20%	3.03%	2.46%	2.85%
<b>ASSET-LIABILITY MANAGEMENT</b>							
Net Long Term Assets/Assets	0.48%	11.02%	15.63%	20.31%	49.48%	53.89%	39.19%
Shares/Savings+Borrowings	86.71%	59.01%	37.32%	25.44%	21.16%	15.45%	21.55%
Loans/Savings	75.18%	80.09%	84.92%	89.85%	102.07%	101.05%	98.09%
Loans/Assets	58.15%	65.56%	71.54%	74.79%	82.73%	84.96%	81.40%
Cash + ST Invest./Assets	37.58%	25.06%	16.59%	10.98%	6.23%	6.25%	8.27%
Shares, Deposits & Borrowings/Earning Assets	77.85%	85.69%	92.20%	93.92%	94.43%	94.74%	94.07%
Shares + Drafts/Savings+Borrowings	87.82%	66.02%	50.64%	37.96%	32.55%	26.40%	32.96%
Borrowings/Shares & Net Worth	0.03%	0.99%	1.34%	2.52%	7.29%	5.68%	5.30%

**SIGNIFICANT OPERATIONAL RATIOS  
FOR THE PERIOD ENDING SEPTEMBER 30, 2008**

Peer Groups by Assets	\$ 2,000,001- <\$2,000,000	\$ 10,000,001- \$10,000,000	\$ 50,000,001- \$50,000,000	\$ 100,000,001- \$100,000,000	\$ 500,000,001- \$500,000,000	>\$500,000,000	TOTAL
<b>Number of Credit Unions</b>	<b>54</b>	<b>54</b>	<b>89</b>	<b>20</b>	<b>31</b>	<b>9</b>	<b>257</b>
<b>OTHER RATIOS</b>							
Net Worth Growth	0.25%	0.65%	4.14%	5.39%	5.82%	9.59%	6.84%
Savings Growth	8.67%	9.56%	8.57%	10.51%	5.33%	11.60%	9.03%
Loan Growth	-5.88%	-0.23%	4.20%	11.39%	10.55%	15.96%	12.18%
Asset Growth	6.66%	9.07%	8.74%	11.22%	8.03%	13.25%	10.69%
Investment Growth	16.01%	20.26%	33.26%	-27.94%	11.12%	-5.76%	3.36%
Investments/Assets	16.26%	21.99%	15.89%	13.93%	8.82%	6.81%	9.41%
Employee Cost/Gross Inc.	34.28%	34.10%	29.84%	29.31%	28.77%	24.00%	26.87%
Employee Cost/ Avg. Assets	1.86%	2.10%	2.08%	2.06%	2.07%	1.73%	1.92%
Average Loan Balance	\$6,750	\$8,839	\$10,204	\$11,728	\$13,486	\$11,320	\$11,784
Average Savings Balance	\$1,958	\$2,661	\$2,879	\$3,388	\$3,554	\$4,132	\$3,638

*\*\*Foreclosed and Repossessed Assets*

**NOTE:** Some small statistical errors may occur due to rounding.

**SIGNIFICANT OPERATIONAL RATIOS  
FOR ALL WISCONSIN CREDIT UNIONS  
2002-2007**

	2002	2003	2004	2005	2006	2007
<b>Number of Credit Unions</b>	<b>308</b>	<b>298</b>	<b>287</b>	<b>280</b>	<b>267</b>	<b>260</b>
<b>CAPITAL ADEQUACY</b>						
Net Worth/Total Assets	10.82%	10.90%	11.08%	11.12%	11.17%	11.19%
Total Delinquency/Net Worth	7.46%	7.28%	6.38%	7.65%	7.91%	9.17%
Solvency Evaluation	112.48%	112.62%	113.04%	113.22%	113.20%	113.21%
Classified Assets/Net Worth	4.49%	4.62%	4.52%	4.81%	4.71%	5.11%
<b>ASSET QUALITY</b>						
Delinquent Loans/Loans	1.10%	1.05%	0.89%	1.05%	1.09%	1.27%
Net Charge Offs/Avg. Loans	0.29%	0.31%	0.30%	0.30%	0.31%	0.31%
<b>EARNINGS (to Average Assets)</b>						
Return on Average Assets	1.19%	1.07%	0.94%	0.91%	0.70%	0.70%
Net Operating Expense	2.91%	2.88%	2.80%	2.86%	2.84%	2.85%
Fixed Assets+FRA's**/Assets	2.49%	2.54%	2.71%	3.03%	3.00%	3.08%
Gross Income	7.36%	6.67%	6.09%	6.48%	7.01%	7.44%
Cost of Funds	2.20%	1.61%	1.32%	1.75%	2.45%	2.79%
Operating Exp. (less PLL)	3.71%	3.72%	3.58%	3.64%	3.62%	3.65%
Net Interest Margin	3.89%	3.65%	3.60%	3.51%	3.31%	3.33%
PLL	0.28%	0.29%	0.27%	0.29%	0.28%	0.32%
<b>ASSET-LIABILITY MANAGEMENT</b>						
Net Long Term Assets/Assets	19.91%	24.44%	26.41%	25.10%	26.32%	28.34%
Shares/Savings+Borrowings	29.89%	30.20%	29.28%	26.04%	22.82%	20.63%
Loans/Savings	84.25%	87.62%	93.49%	97.67%	96.66%	95.90%
Loans/Assets	73.14%	75.49%	79.07%	81.28%	81.21%	80.57%
Cash + ST Invest./Assets	14.50%	11.55%	9.14%	8.72%	9.79%	10.12%
<b>OTHER RATIOS</b>						
Savings Growth	9.56%	8.74%	5.26%	6.89%	6.62%	5.57%
Net Worth Growth	11.46%	10.31%	8.92%	8.62%	6.26%	5.92%
Loan Growth	3.98%	13.01%	12.23%	11.21%	5.66%	4.87%
Asset Growth	10.45%	9.49%	7.14%	8.19%	5.75%	5.72%
Investments/Assets	19.02%	18.69%	15.08%	12.62%	7.74%	8.04%
Employee Cost/Gross Inc.	26.61%	29.77%	31.35%	29.75%	27.16%	25.83%
Employee Cost/ Avg. Assets	1.96%	1.98%	1.91%	1.93%	1.90%	1.92%
Average Loan Balance	\$8,507	\$9,314	\$10,003	\$10,565	\$11,030	\$11,306
Average Savings Balance	\$2,908	\$3,112	\$3,209	\$3,260	\$3,386	\$3,473

\*\*Foreclosed and Repossessed Assets

**NOTE:** Some small statistical errors may occur due to rounding.

**ANALYSIS OF INCOME AND EXPENSES TO GROSS INCOME  
FOR THE PERIOD ENDING SEPTEMBER 30, 2008**

Peer Groups by Assets	\$ 2,000,001- <\$2,000,000	\$ 10,000,001- \$10,000,000	\$ 50,000,001- \$50,000,000	\$100,000,001- \$100,000,000	\$500,000,001- \$500,000,000	>\$500,000,000	TOTAL
<b>Number of Credit Unions</b>	<b>54</b>	<b>54</b>	<b>89</b>	<b>20</b>	<b>31</b>	<b>9</b>	<b>257</b>
<b>OPERATING INCOME</b>							
Interest on Loans	76.19%	74.86%	73.24%	70.15%	73.92%	73.92%	73.57%
Less: Interest Refunds	0.00%	0.01%	0.07%	0.06%	0.02%	0.00%	0.02%
Income on Investments	20.67%	17.27%	11.70%	11.39%	6.60%	6.14%	7.55%
Income on Trading Securities	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Fee Income	1.15%	5.61%	10.68%	11.46%	11.85%	10.99%	11.18%
Other Operating Income	<u>1.99%</u>	<u>2.28%</u>	<u>4.44%</u>	<u>7.06%</u>	<u>7.65%</u>	<u>8.95%</u>	<u>7.72%</u>
<b>TOTAL INCOME</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>
<b>OPERATING EXPENSES</b>							
Employee Costs	34.28%	34.10%	29.84%	29.31%	28.77%	24.00%	26.87%
Travel and Conference	1.13%	0.72%	0.95%	0.95%	0.94%	0.44%	0.71%
Office Occupancy	2.56%	3.39%	4.55%	4.14%	3.99%	3.10%	3.66%
General Operations	13.64%	12.82%	11.24%	11.82%	10.42%	7.85%	9.50%
Education and Promotion	0.78%	0.80%	2.08%	2.40%	2.11%	1.96%	2.04%
Loan Servicing	1.33%	1.21%	3.17%	2.61%	3.57%	3.74%	3.49%
Professional Services	5.19%	4.36%	5.54%	4.22%	2.67%	2.98%	3.31%
Member Insurance	4.18%	1.27%	0.41%	0.20%	0.14%	0.09%	0.18%
Operating Fees	1.18%	0.49%	0.30%	0.21%	0.22%	0.18%	0.22%
Miscellaneous	<u>4.73%</u>	<u>2.99%</u>	<u>2.01%</u>	<u>1.12%</u>	<u>1.18%</u>	<u>0.82%</u>	<u>1.15%</u>
<b>TOTAL ADMINISTRATIVE</b>	<b>68.99%</b>	<b>62.15%</b>	<b>60.09%</b>	<b>56.99%</b>	<b>54.02%</b>	<b>45.15%</b>	<b>51.11%</b>
Provision for Loan Loss	<u>5.19%</u>	<u>6.01%</u>	<u>3.79%</u>	<u>2.74%</u>	<u>3.77%</u>	<u>4.80%</u>	<u>4.20%</u>
<b>TOTAL OPERATING EXP.</b>	<b>74.18%</b>	<b>68.16%</b>	<b>63.88%</b>	<b>59.73%</b>	<b>57.79%</b>	<b>49.96%</b>	<b>55.31%</b>
<b>COST OF FUNDS</b>							
Interest on Borrowed Funds	0.04%	0.48%	0.43%	0.91%	2.80%	2.39%	2.15%
Dividends on Savings	<u>23.73%</u>	<u>27.67%</u>	<u>27.72%</u>	<u>30.44%</u>	<u>30.79%</u>	<u>34.55%</u>	<u>32.03%</u>
<b>TOTAL COST OF FUNDS</b>	<b>23.77%</b>	<b>28.15%</b>	<b>28.15%</b>	<b>31.35%</b>	<b>33.60%</b>	<b>36.94%</b>	<b>34.18%</b>
<b>NET INCOME FROM OPERATIONS</b>	<b>2.05%</b>	<b>3.69%</b>	<b>7.97%</b>	<b>8.92%</b>	<b>8.62%</b>	<b>13.10%</b>	<b>10.51%</b>
NON-OPERATING GAIN/LOSS	<u>-0.05%</u>	<u>0.20%</u>	<u>0.06%</u>	<u>0.31%</u>	<u>0.03%</u>	<u>-0.34%</u>	<u>-0.11%</u>
<b>ADJUSTED NET INCOME</b>	<b>2.01%</b>	<b>3.90%</b>	<b>8.03%</b>	<b>9.23%</b>	<b>8.64%</b>	<b>12.76%</b>	<b>10.40%</b>

**NOTE:** Some small statistical errors may occur due to rounding.

**ANALYSIS OF INCOME AND EXPENSES TO AVERAGE ASSETS  
FOR THE PERIOD ENDING SEPTEMBER 30, 2008**

Peer Groups by Assets	\$ 2,000,001- <\$2,000,000	\$ 10,000,001- \$10,000,000	\$ 50,000,001- \$50,000,000	\$100,000,001- \$100,000,000	\$500,000,001- \$500,000,000	>\$500,000,000	TOTAL
<b>Number of Credit Unions</b>	<b>54</b>	<b>54</b>	<b>89</b>	<b>20</b>	<b>31</b>	<b>9</b>	<b>257</b>
<b>OPERATING INCOME</b>							
Interest on Loans	4.13%	4.61%	5.10%	4.93%	5.31%	5.33%	5.25%
Less: Interest Refunds	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Income on Investments	1.12%	1.06%	0.81%	0.80%	0.47%	0.44%	0.54%
Income on Trading Securities	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Fee Income	0.06%	0.35%	0.74%	0.81%	0.85%	0.79%	0.80%
Other Operating Income	<u>0.11%</u>	<u>0.14%</u>	<u>0.31%</u>	<u>0.50%</u>	<u>0.55%</u>	<u>0.65%</u>	<u>0.55%</u>
<b>TOTAL INCOME</b>	<b>5.42%</b>	<b>6.16%</b>	<b>6.96%</b>	<b>7.03%</b>	<b>7.19%</b>	<b>7.22%</b>	<b>7.14%</b>
<b>OPERATING EXPENSES</b>							
Employee Costs	1.86%	2.10%	2.08%	2.06%	2.07%	1.73%	1.92%
Travel and Conference	0.06%	0.04%	0.07%	0.07%	0.07%	0.03%	0.05%
Office Occupancy	0.14%	0.21%	0.32%	0.29%	0.29%	0.22%	0.26%
General Operations	0.74%	0.79%	0.78%	0.83%	0.75%	0.57%	0.68%
Education and Promotion	0.04%	0.05%	0.14%	0.17%	0.15%	0.14%	0.15%
Loan Servicing	0.07%	0.07%	0.22%	0.18%	0.26%	0.27%	0.25%
Professional Services	0.28%	0.27%	0.39%	0.30%	0.19%	0.22%	0.24%
Member Insurance	0.23%	0.08%	0.03%	0.01%	0.01%	0.01%	0.01%
Operating Fees	0.06%	0.03%	0.02%	0.01%	0.02%	0.01%	0.02%
Miscellaneous	<u>0.26%</u>	<u>0.18%</u>	<u>0.14%</u>	<u>0.08%</u>	<u>0.08%</u>	<u>0.06%</u>	<u>0.08%</u>
<b>TOTAL ADMINISTRATIVE</b>	<b>3.74%</b>	<b>3.83%</b>	<b>4.18%</b>	<b>4.01%</b>	<b>3.88%</b>	<b>3.26%</b>	<b>3.65%</b>
Provision for Loan Loss	<u>0.28%</u>	<u>0.37%</u>	<u>0.26%</u>	<u>0.19%</u>	<u>0.27%</u>	<u>0.35%</u>	<u>0.30%</u>
<b>TOTAL OPERATING EXP.</b>	<b>4.02%</b>	<b>4.20%</b>	<b>4.45%</b>	<b>4.20%</b>	<b>4.15%</b>	<b>3.60%</b>	<b>3.95%</b>
<b>COST OF FUNDS</b>							
Interest on Borrowed Funds	0.00%	0.03%	0.03%	0.06%	0.20%	0.17%	0.15%
Dividends on Savings	<u>1.29%</u>	<u>1.71%</u>	<u>1.93%</u>	<u>2.14%</u>	<u>2.21%</u>	<u>2.49%</u>	<u>2.29%</u>
<b>TOTAL COST OF FUNDS</b>	<b>1.29%</b>	<b>1.73%</b>	<b>1.96%</b>	<b>2.20%</b>	<b>2.41%</b>	<b>2.67%</b>	<b>2.44%</b>
<b>NET INCOME FROM OPERATIONS</b>	<b>0.11%</b>	<b>0.23%</b>	<b>0.56%</b>	<b>0.63%</b>	<b>0.62%</b>	<b>0.95%</b>	<b>0.75%</b>
<b>NON-OPERATING GAIN/LOSS</b>	<u>0.00%</u>	<u>0.01%</u>	<u>0.00%</u>	<u>0.02%</u>	<u>0.00%</u>	<u>-0.02%</u>	<u>-0.01%</u>
<b>ADJUSTED NET INCOME</b>	<b>0.11%</b>	<b>0.24%</b>	<b>0.56%</b>	<b>0.65%</b>	<b>0.62%</b>	<b>0.92%</b>	<b>0.74%</b>

**NOTE:** Some small statistical errors may occur due to rounding.

**LOAN DELINQUENCY  
PERIOD ENDING SEPTEMBER 30, 2008**

Peer Groups by Assets	\$ <2,000,000	\$ 2,000,001- \$10,000,000	\$ 10,000,001- \$50,000,000	\$ 50,000,001- \$100,000,000	\$ 100,000,001- \$500,000,000	>\$500,000,000	TOTAL
<b>Number of Credit Unions</b>	<b>54</b>	<b>54</b>	<b>89</b>	<b>20</b>	<b>31</b>	<b>9</b>	<b>257</b>
<b>Loan Delinquency Ratios</b>							
2 - 6 Months Delinquent	1.83%	0.74%	0.84%	0.88%	0.73%	0.57%	0.68%
6 - 12 Months Delinquent	1.05%	0.32%	0.32%	0.34%	0.34%	0.24%	0.29%
Over 12 Months Delinquent	<u>0.73%</u>	<u>0.32%</u>	<u>0.16%</u>	<u>0.20%</u>	<u>0.34%</u>	<u>0.18%</u>	<u>0.23%</u>
Total Delinquent Loans	3.61%	1.38%	1.33%	1.41%	1.41%	0.99%	1.21%
<b>Loan Loss Ratio</b>	0.60%	0.34%	0.33%	0.39%	0.38%	0.34%	0.35%

**ANALYSIS OF LOANS BY TYPE  
PERIOD ENDING SEPTEMBER 30, 2008**

Number of Credit Unions	54	54	89	20	31	9	257
<b>Loan Types</b>							
Credit Card Loans	0.03%	0.97%	2.55%	2.10%	2.28%	4.26%	3.21%
Unsecured Loans	10.73%	6.44%	3.30%	2.21%	1.82%	2.02%	2.18%
New Auto Loans	24.31%	13.24%	7.78%	7.69%	4.63%	5.48%	5.74%
Used Auto Loans	43.05%	28.47%	20.50%	18.46%	16.11%	12.57%	15.30%
First Mortgages	6.20%	26.90%	41.98%	45.00%	51.26%	46.26%	47.05%
Other Real Estate	6.76%	17.10%	15.99%	16.00%	15.25%	19.38%	17.33%
Leases	0.00%	0.00%	0.03%	0.08%	0.00%	0.00%	0.01%
All Other Loans	<u>8.92%</u>	<u>6.87%</u>	<u>7.86%</u>	<u>8.46%</u>	<u>8.65%</u>	<u>10.04%</u>	<u>9.18%</u>
Total Loans	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
<b>Real Estate Loan Detail</b>							
(As a percent of loans)							
First Mortgage - Fixed > 15 yrs.	0.00%	3.55%	2.09%	2.81%	4.70%	2.74%	3.34%
First Mortgage - Fixed - 15 yrs. Or less	0.10%	8.38%	6.66%	10.27%	9.41%	7.98%	8.47%
First Mortgage - Balloon/Hybrid - > 5 yrs.	0.39%	2.81%	2.73%	8.25%	5.52%	5.02%	5.13%
First Mortgage - Balloon/Hybrid - 5 yrs. Or less	5.24%	11.55%	22.98%	13.84%	18.49%	17.26%	17.95%
First Mortgage - Other Fixed Rate	0.48%	0.07%	0.40%	0.06%	0.32%	0.46%	0.38%
First Mortgage - Adjustable - 1 year or less	0.00%	0.05%	1.77%	3.98%	4.59%	2.43%	3.16%
First Mortgage - Adjustable - > 1 year	0.00%	0.48%	5.36%	5.79%	8.22%	10.36%	8.63%
Other - Closed End Fixed	5.60%	14.18%	10.31%	8.48%	7.12%	8.97%	8.52%
Other - Closed End Adjustable	0.89%	1.50%	2.64%	1.35%	1.82%	0.73%	1.36%
Other - Open End Adjustable	0.27%	1.37%	3.04%	5.99%	5.82%	9.67%	7.28%
Other - Open-End Fixed	0.00%	0.06%	0.01%	0.18%	0.48%	0.01%	0.18%
Other	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Total Real Estate (as a percent of loans)	12.96%	44.00%	57.98%	61.00%	66.51%	65.64%	64.38%
Total Real Estate (as a percent of assets)	7.53%	28.85%	41.48%	45.62%	55.02%	55.77%	52.41%

\*This page does not include loans Held for Sale

**NOTE:** Some small statistical errors may occur due to rounding.

**ANALYSIS OF SAVINGS BY TYPE  
PERIOD ENDING SEPTEMBER 30, 2008**

Peer Groups by Assets	\$ 2,000,001- <\$2,000,000	\$ 10,000,001- \$10,000,000	\$ 50,000,001- \$50,000,000	\$ 100,000,001- \$100,000,000	\$ 500,000,001- \$500,000,000	>\$500,000,000	TOTAL
<b>Number of Credit Unions</b>	<b>54</b>	<b>54</b>	<b>89</b>	<b>20</b>	<b>31</b>	<b>9</b>	<b>257</b>
Share Drafts	1.21%	7.48%	13.70%	13.03%	12.76%	12.19%	12.52%
Regular Shares	86.65%	59.32%	37.72%	26.02%	22.49%	15.88%	22.41%
Money Market Shares	1.04%	4.23%	11.19%	22.05%	21.49%	29.63%	23.63%
Share Certificates	10.10%	24.14%	28.45%	28.56%	33.42%	34.04%	32.49%
IRA Accounts	0.90%	4.39%	8.19%	7.93%	8.93%	7.59%	8.05%
All Other Shares	<u>0.10%</u>	<u>0.43%</u>	<u>0.75%</u>	<u>2.42%</u>	<u>0.91%</u>	<u>0.68%</u>	<u>0.89%</u>
Total Shares	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

**ANALYSIS OF INVESTMENTS BY TYPE  
PERIOD ENDING SEPTEMBER 30, 2008**

Peer Groups by Assets	\$ 2,000,001- <\$2,000,000	\$ 10,000,001- \$10,000,000	\$ 50,000,001- \$50,000,000	\$ 100,000,001- \$100,000,000	\$ 500,000,001- \$500,000,000	>\$500,000,000	TOTAL
<b>Number of Credit Unions</b>	<b>54</b>	<b>54</b>	<b>89</b>	<b>20</b>	<b>31</b>	<b>9</b>	<b>257</b>
Trading Securities	0.00%	0.00%	0.00%	0.00%	0.05%	0.00%	0.02%
Available for Sale Securities	0.00%	0.00%	8.04%	16.02%	32.10%	47.60%	28.96%
Held-to-Maturity Securities	0.00%	3.15%	1.97%	10.05%	9.26%	12.45%	8.61%
Commercial Banks, S&L's, and Mutual Savings Banks	63.51%	65.89%	70.26%	46.90%	22.82%	8.24%	32.48%
Credit Unions	8.17%	9.30%	5.11%	3.36%	0.80%	7.36%	4.48%
Corporate Credit Unions	28.31%	21.35%	14.24%	22.94%	28.44%	20.52%	22.01%
Other Investments	<u>0.01%</u>	<u>0.31%</u>	<u>0.38%</u>	<u>0.72%</u>	<u>6.53%</u>	<u>3.84%</u>	<u>3.44%</u>
Total Investments	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

**NOTE:** Some small statistical errors may occur due to rounding.