



Office of Credit Unions

2010 First Quarter Financial Data

The attached information is from the National Credit Union Administration (NCUA) Financial Performance Report (FPR) for all Wisconsin state-chartered credit unions. The effective date of the report is March 31, 2010.

The FPR is a financial analysis tool derived from call report data. It provides a customized, multi-cycle picture of the financial trends and operating results for a credit union or a group of credit unions. The FPR may help users identify key trends, analyze past performance, and set future goals. This FPR is also available to the public via NCUA's website at <http://www.ncua.gov/>. FPRs can be obtained for a single credit union or a group of credit unions (including peer groups).

In addition, the FPR guide can be obtained at [http://www.ncua.gov/GenInfo/GuidesManuals/fpr_guide/FinancialPerformanceReport\(NCUA8008\).pdf](http://www.ncua.gov/GenInfo/GuidesManuals/fpr_guide/FinancialPerformanceReport(NCUA8008).pdf).

*Suzanne T. Cowan, Director
Office of Credit Unions*

Summary Financial Information									
Return to cover	For Charter : N/A								
06/03/2010	Count of CU : 234								
CU Name: N/A	Asset Range : N/A								
Peer Group: N/A	Criteria : Peer Group: All * State = 'WI' * Region = 4 - Austin * Type Included: Federally Insured State Credit								
Count of CU in Peer Group : N/A									
	Mar-2009	Jun-2009	% Chg	Sep-2009	% Chg	Dec-2009	% Chg	Mar-2010	% Chg
ASSETS:	Amount	Amount		Amount		Amount		Amount	
Cash & Equivalents	1,573,215,682	1,507,001,387	-4.2	1,340,607,090	-11.0	1,400,310,925	4.5	1,573,142,080	12.3
TOTAL INVESTMENTS	1,661,412,769	1,898,776,614	14.3	1,886,008,059	-0.7	1,959,604,560	3.9	2,058,397,264	5.0
Loans Held for Sale	199,735,243	172,993,958	-13.4	94,122,222	-45.6	103,048,993	9.5	72,498,751	-29.6
Real Estate Loans	9,455,790,177	9,523,449,245	0.7	9,727,860,586	2.1	9,857,201,012	1.3	9,892,235,241	0.4
Unsecured Loans	766,151,109	790,328,723	3.2	818,248,961	3.5	851,412,098	4.1	831,050,586	-2.4
Other Loans	4,497,341,945	4,621,812,939	2.8	4,762,952,237	3.1	4,679,848,412	-1.7	4,756,535,793	1.6
TOTAL LOANS	14,719,283,231	14,935,590,907	1.5	15,309,061,784	2.5	15,388,461,522	0.5	15,479,821,620	0.6
(Allowance for Loan & Lease Losses)	(137,823,066)	(146,003,226)	5.9	(151,925,566)	4.1	(157,294,893)	3.5	(161,508,515)	2.7
Land And Building	444,899,141	453,202,612	1.9	457,694,424	1.0	465,701,706	1.7	466,785,740	0.2
Other Fixed Assets	84,852,428	87,832,023	3.5	86,650,612	-1.3	86,678,982	0.0	89,693,590	3.5
NCUSIF Deposit	47,461,690	135,696,336	185.9	135,617,220	-0.1	157,487,074	16.1	157,551,982	0.0
All Other Assets	304,767,316	311,827,517	2.3	316,339,380	1.4	313,985,925	-0.7	349,937,938	11.5
TOTAL ASSETS	18,897,804,434	19,356,918,128	2.4	19,474,175,225	0.6	19,717,984,794	1.3	20,086,320,450	1.9
LIABILITIES & CAPITAL:									
Dividends Payable	11,677,330	12,048,672	3.2	10,300,912	-14.5	8,881,394	-13.8	8,054,256	-9.3
Notes & Interest Payable	717,163,995	680,196,588	-5.2	661,991,121	-2.7	616,883,490	-6.8	517,858,123	-16.1
Accounts Payable & Other Liabilities	179,455,995	191,301,388	6.6	185,302,168	-3.1	166,659,763	-10.1	161,016,844	-3.4
Uninsured Secondary Capital	0	0	N/A	0	N/A	0	N/A	0	N/A
TOTAL LIABILITIES	908,297,320	883,546,648	-2.7	857,594,201	-2.9	792,424,647	-7.6	686,929,223	-13.3
Share Drafts	2,031,744,263	2,054,053,751	1.1	2,021,056,428	-1.6	2,310,751,562	14.3	2,242,236,354	-3.0
Regular shares	3,538,216,808	3,708,996,401	4.8	3,705,025,055	-0.1	3,601,257,943	-2.8	3,912,655,214	8.6
All Other Shares & Deposits	10,628,536,131	10,798,825,442	1.6	10,947,918,386	1.4	11,055,398,903	1.0	11,260,333,883	1.9
TOTAL SHARES & DEPOSITS	16,198,497,202	16,561,875,594	2.2	16,673,999,869	0.7	16,967,408,408	1.8	17,415,225,451	2.6
Regular Reserve	804,823,498	802,820,972	-0.2	802,464,142	0.0	815,801,352	1.7	815,999,111	0.0
Other Reserves	24,620,179	28,695,693	16.6	38,299,588	33.5	43,537,148	13.7	46,830,548	7.6
Undivided Earnings	961,566,235	1,079,979,221	12.3	1,101,817,425	2.0	1,098,813,239	-0.3	1,121,336,117	2.0
TOTAL EQUITY	1,791,009,912	1,911,495,886	6.7	1,942,581,155	1.6	1,958,151,739	0.8	1,984,165,776	1.3
TOTAL LIABILITIES, SHARES, & EQUITY	18,897,804,434	19,356,918,128	2.4	19,474,175,225	0.6	19,717,984,794	1.3	20,086,320,450	1.9
INCOME & EXPENSE									
Loan Income*	222,613,247	440,990,933	-1.0	659,993,731	-0.2	878,678,993	-0.1	216,487,897	-1.4
Investment Income*	15,382,646	31,196,269	1.4	46,015,608	-1.7	60,684,110	-1.1	12,936,628	-14.7
Other Income*	69,435,381	146,548,003	5.5	217,644,662	-1.0	285,526,338	-1.6	62,429,932	-12.5
Salaries & Benefits*	87,571,065	176,784,676	0.9	263,592,362	-0.6	351,280,451	-0.1	89,223,952	1.6
Total Other Operating Expenses*	80,121,841	160,265,512	0.0	240,124,790	-0.1	318,730,842	-0.4	89,973,368	12.9
Non-operating Income & (Expense)*	-955,474	78,358,215	4,200.5	4,211,071	-96.4	-5,290,235	-194.2	308,069	123.3
NCUSIF Stabilization Income*	N/A	N/A		73,585,711		78,709,757	-19.8	0	-100.0
Provision for Loan/Lease Losses*	36,842,814	61,765,429	-16.2	93,419,371	0.8	139,557,393	12.0	24,574,240	-29.6
Cost of Funds*	90,328,685	174,228,158	-3.6	251,482,824	-3.8	324,717,370	-3.2	65,515,881	-19.3
NET INCOME (LOSS) BEFORE NCUSIF STABILIZATION EXPENSE*	11,611,395	124,049,645	434.2	152,831,436	-17.9	164,022,907	-19.5	22,875,085	-44.2
NCUSIF Stabilization Expense*	91,122,858	82,660,249	-54.6	85,131,072	-31.3	78,976,684	-30.4	0	-100.0
Net Income (Loss)*	-79,511,463	41,389,396	126.0	67,700,364	9.0	85,046,223	-5.8	22,875,085	7.6
TOTAL CU's	247	245	-0.8	242	-1.2	236	-2.5	234	-0.8

* Income/Expense items are year-to-date while the related %change ratios are annualized.

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Ratio Analysis									
Return to cover	For Charter : N/A								
06/03/2010	Count of CU : 234								
CU Name: N/A	Asset Range : N/A								
Peer Group: N/A	Criteria : Peer Group: All * State = 'WI' * Region = 4 - Austin * Type Included: Federally Insured State								
Count of CU in Peer Group : N/A					Dec-2009		Mar-2010		
	Mar-2009	Jun-2009	Sep-2009	Dec-2009	PEER Avg	Percentile**	Mar-2010	PEER Avg	Percentile**
CAPITAL ADEQUACY									
Net Worth/Total Assets	9.68	10.07	10.13	10.07	N/A	N/A	10.00	N/A	N/A
Net Worth/Total Assets--Including Optional Total Assets Election (if used)	9.69	10.08	10.14	10.09	N/A	N/A	10.02	N/A	N/A
Total Delinquent Loans / Net Worth	12.46	12.99	14.64	15.63	N/A	N/A	15.17	N/A	N/A
Solvency Evaluation (Estimated)	111.06	111.54	111.65	111.54	N/A	N/A	111.39	N/A	N/A
Classified Assets (Estimated) / Net Worth	7.53	7.49	7.70	7.91	N/A	N/A	8.03	N/A	N/A
ASSET QUALITY									
Delinquent Loans / Total Loans	1.55	1.70	1.89	2.02	N/A	N/A	1.97	N/A	N/A
* Net Charge-Offs / Average Loans	0.54	0.50	0.54	0.67	N/A	N/A	0.52	N/A	N/A
Fair (Market) HTM Invest Value/Book Value HTM Invest.	100.13	99.64	99.46	99.60	N/A	N/A	100.14	N/A	N/A
Accum Unreal G/L On AFS/Cost Of AFS	-3.77	-3.25	-1.72	-1.74	N/A	N/A	-1.19	N/A	N/A
Delinquent Loans / Assets	1.21	1.31	1.48	1.58	N/A	N/A	1.52	N/A	N/A
EARNINGS									
* Return On Average Assets	-1.72	0.44	0.48	0.45	N/A	N/A	0.46	N/A	N/A
*Return On Average Assets Before NCUSIF Stabilization Income/Expense	0.25	1.32	0.56	0.45	N/A	N/A	0.46	N/A	N/A
* Gross Income/Average Assets	6.64	6.60	6.55	6.47	N/A	N/A	5.87	N/A	N/A
* Yield on Average Loans	6.04	5.94	5.86	5.83	N/A	N/A	5.61	N/A	N/A
* Yield on Average Investments	2.31	2.26	2.31	2.22	N/A	N/A	1.57	N/A	N/A
* Fee & Other Op.Income / Avg. Assets	1.50	1.56	1.54	1.51	N/A	N/A	1.25	N/A	N/A
* Cost of Funds / Avg. Assets	1.95	1.86	1.78	1.71	N/A	N/A	1.32	N/A	N/A
* Net Margin / Avg. Assets	4.69	4.74	4.76	4.75	N/A	N/A	4.55	N/A	N/A
* Operating Exp./ Avg. Assets	5.59	4.48	4.17	3.96	N/A	N/A	3.60	N/A	N/A
* Provision For Loan & Lease Losses / Average Assets	0.80	0.66	0.66	0.74	N/A	N/A	0.49	N/A	N/A
* Net Interest Margin/Avg. Assets	3.19	3.18	3.22	3.25	N/A	N/A	3.29	N/A	N/A
Operating Exp./Gross Income	84.19	67.83	63.75	61.15	N/A	N/A	61.40	N/A	N/A
Fixed Assets & Foreclosed & Repossessed Assets / Total Assets ¹	3.08	3.09	3.05	3.10	N/A	N/A	3.11	N/A	N/A
* Net Operating Exp. /Avg. Assets	4.85	3.72	3.40	3.19	N/A	N/A	2.95	N/A	N/A
ASSET / LIABILITY MANAGEMENT									
Net Long-Term Assets / Total Assets	29.44	29.91	30.91	31.17	N/A	N/A	30.83	N/A	N/A
Reg. Shares / Total Shares & Borrowings	20.92	21.51	21.37	20.48	N/A	N/A	21.82	N/A	N/A
Total Loans / Total Shares	90.87	90.18	91.81	90.69	N/A	N/A	88.89	N/A	N/A
Total Loans / Total Assets	77.89	77.16	78.61	78.04	N/A	N/A	77.07	N/A	N/A
Cash + Short-Term Investments / Assets	12.60	12.42	11.29	11.41	N/A	N/A	11.99	N/A	N/A
Total Shares, Dep. & Borr. / Earning Assets	95.20	94.95	94.57	94.74	N/A	N/A	94.84	N/A	N/A
Reg Shares + Share Drafts / Total Shares & Borr	32.93	33.42	33.03	33.62	N/A	N/A	34.32	N/A	N/A
Borrowings / Total Shares & Net Worth	3.98	3.67	3.54	3.25	N/A	N/A	2.67	N/A	N/A
PRODUCTIVITY									
Members / Potential Members	5.29	5.61	5.83	5.63	N/A	N/A	5.69	N/A	N/A
Borrowers / Members	58.40	59.25	60.91	61.71	N/A	N/A	60.88	N/A	N/A
Members / Full-Time Employees	319.71	316.78	325.18	321.28	N/A	N/A	322.55	N/A	N/A
Avg. Shares Per Member	\$7,586	\$7,764	\$7,709	\$7,848	N/A	N/A	\$8,022	N/A	N/A
Avg. Loan Balance	\$11,805	\$11,818	\$11,620	\$11,535	N/A	N/A	\$11,712	N/A	N/A
* Salary And Benefits / Full-Time Empl.	\$52,450	\$52,509	\$52,839	\$52,204	N/A	N/A	\$53,027	N/A	N/A
OTHER RATIOS									
* Net Worth Growth	-16.76	4.07	4.41	4.01	N/A	N/A	4.57	N/A	N/A
* Market (Share) Growth	26.11	17.83	12.87	11.58	N/A	N/A	10.56	N/A	N/A
* Loan Growth	-0.65	2.61	5.12	4.38	N/A	N/A	2.37	N/A	N/A
* Asset Growth	16.43	13.27	9.71	8.62	N/A	N/A	7.47	N/A	N/A
* Investment Growth	133.61	82.10	42.86	38.77	N/A	N/A	32.38	N/A	N/A
* Membership Growth	3.15	1.37	2.80	2.05	N/A	N/A	1.68	N/A	N/A
* Annualization factor: March = 4; June = 2; September =4/3; December = 1 (or no annualizing)									
**Percentile Rankings and Peer Average Ratios are produced once a quarter after the data collection is complete.									
Subsequent corrections to data after this date are not reflected in the Percentile Rank or the Peer Average Ratios until the next cycle.									
Percentile Rankings show where the credit union stands in relation to its peers in key areas of performance. To arrive at the percentile ranking, all data for all credit unions in a peer group are arranged in order from highest (100) to lowest (0) value. The percentile ranking assigned to the credit union is a measure of the relative standing of that ratio in the entire range of ratios. A high or low ranking does not imply good or bad performance. However, when reviewed in relation to other available data, users may draw conclusions as to the importance of the percentile rank to the credit union's financial performance.									
¹ For periods before 2004, the Fixed Assets & Foreclosed and Repossessed assets did not include repossessed vehicles.									

Peer Ratio Analysis

	Assets less than \$2M	Assets \$2 - \$10M	Assets \$10 - \$50M	Assets \$50 - \$100M	Assets \$100 - \$500M	Assets over \$500M	All WI CU's
	46	39	85	21	34	9	234
CAPITAL ADEQUACY							
Net Worth/Total Assets	20.83	16.49	12.04	11.38	10.29	9.04	10.00
Net Worth/Total Assets--Including Optional Total Assets Election (if used)	20.83	16.52	12.05	11.39	10.30	9.06	10.02
Total Delinquent Loans / Net Worth	7.76	6.58	9.92	9.13	16.10	17.36	15.17
Solvency Evaluation (Estimated)	126.41	120.06	113.84	113.10	111.77	110.20	111.39
Classified Assets (Estimated) / Net Worth	5.73	3.22	7.01	6.09	8.81	8.29	8.03
ASSET QUALITY							
Delinquent Loans / Total Loans	2.98	1.84	1.81	1.47	2.13	1.96	1.97
* Net Charge-Offs / Average Loans	0.12	0.34	0.38	0.43	0.63	0.50	0.52
Fair (Market) HTM Invest Value/Book Value HTM Invest.	0.00	100.00	100.14	101.91	99.64	101.13	100.14
Accum Unreal G/L On AFS/Cost Of AFS	0.00	0.00	2.39	1.73	-2.67	-1.28	-1.19
Delinquent Loans / Assets	1.62	1.09	1.20	1.04	1.66	1.57	1.52
EARNINGS							
* Return On Average Assets	0.04	-0.02	0.22	0.41	0.37	0.58	0.46
*Return On Average Assets Before NCUSIF Stabilization Income/Expense	0.04	-0.02	0.22	0.41	0.37	0.58	0.46
* Gross Income/Average Assets	4.04	4.77	5.55	5.61	6.07	5.87	5.87
* Yield on Average Loans	6.25	6.23	6.26	5.84	5.81	5.34	5.61
* Yield on Average Investments	1.08	1.63	1.79	1.66	1.72	1.36	1.57
* Fee & Other Op.Income / Avg. Assets	0.09	0.42	0.89	1.09	1.25	1.38	1.25
* Cost of Funds / Avg. Assets	0.70	0.86	1.00	1.14	1.35	1.40	1.32
* Net Margin / Avg. Assets	3.34	3.90	4.56	4.47	4.72	4.47	4.55
* Operating Exp./ Avg. Assets	3.30	3.68	3.97	3.72	3.87	3.34	3.60
* Provision For Loan & Lease Losses / Average Assets	0.08	0.25	0.38	0.32	0.52	0.53	0.49
* Net Interest Margin/Avg. Assets	3.25	3.49	3.67	3.38	3.47	3.09	3.29
Operating Exp./Gross Income	81.61	77.19	71.46	66.37	63.72	56.93	61.40
Fixed Assets & Foreclosed & Repossessed Assets / Total Assets 1/	0.18	1.24	2.72	3.33	3.74	2.80	3.11
* Net Operating Exp. /Avg. Assets	3.24	3.40	3.34	2.99	3.13	2.73	2.95
ASSET / LIABILITY MANAGEMENT							
Net Long-Term Assets / Total Assets	1.45	14.65	16.86	21.23	33.40	33.81	30.83
Reg. Shares / Total Shares & Borrowings	85.71	63.95	39.98	24.80	23.51	15.78	21.82
Total Loans / Total Shares	68.69	71.29	75.51	80.83	90.92	91.85	88.89
Total Loans / Total Assets	54.20	58.93	65.91	70.53	77.96	80.12	77.07
Cash + Short-Term Investments / Assets	38.45	28.82	20.83	14.66	11.12	9.94	11.99
Total Shares, Dep. & Borrs / Earning Assets	79.26	85.61	92.86	93.63	95.44	95.29	94.84
Reg Shares + Share Drafts / Total Shares & Borrs	86.97	70.98	54.06	38.30	36.77	27.52	34.32
Borrowings / Total Shares & Net Worth	0.00	0.22	0.18	0.75	3.40	3.05	2.67
PRODUCTIVITY							
Members / Potential Members	16.44	9.04	4.11	2.77	5.51	8.60	5.69
Borrowers / Members	22.97	36.31	42.99	48.81	48.06	81.45	60.88
Members / Full-Time Employees	258.20	375.75	368.68	296.87	294.86	338.21	322.55
Avg. Shares Per Member	\$2,317	\$4,153	\$5,557	\$7,012	\$7,606	\$9,682	\$8,022
Avg. Loan Balance	\$6,928	\$8,154	\$9,761	\$11,613	\$14,388	\$10,918	\$11,712
* Salary And Benefits / Full-Time Empl.	\$12,371	\$37,644	\$43,449	\$46,112	\$51,276	\$60,779	\$53,027
OTHER RATIOS							
* Net Worth Growth	-33.03	-6.37	3.53	-23.55	11.08	6.46	4.57
* Market (Share) Growth	-18.62	-3.65	10.94	-20.44	15.76	12.43	10.56
* Loan Growth	-40.41	-21.27	-1.92	-22.56	3.54	6.24	2.37
* Asset Growth	-22.05	-4.29	7.69	-20.58	9.99	10.51	7.47
* Investment Growth	2.92	25.85	28.49	-14.62	42.41	40.36	32.38
* Membership Growth	-30.46	-16.52	6.31	-14.39	4.76	2.37	1.68