

2012 FIRST QUARTER CREDIT UNION BULLETIN

This bulletin highlights the 2012 first quarter financial trends for Wisconsin's 199 state-chartered credit unions. The analysis is based on data compiled from the March 2012 call reports. This information is provided to keep you informed of current conditions and trends in the Wisconsin credit union industry.

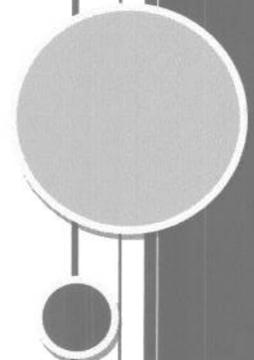
Total assets increased to \$22.9 billion, up from \$21.9 billion as of yearend 2011. The net worth ratio remained strong at 9.73%. Net income was \$49.4 million compared to \$27.8 million as of March 31, 2011. The return on average assets ratio was 0.88% compared to 0.53% for the first quarter of 2011.

Loans outstanding increased slightly in the first quarter while savings continued to grow at a faster pace resulting in a loan to savings ratio of 82.5%. The delinquency ratio was 1.70% compared to 1.83% as of December 31, 2011.

Overall, Wisconsin credit unions continue to perform well based on the financial results filed as of March 31, 2012.

Additional information regarding credit union consolidations/liquidations for the first quarter of 2012 is included in this bulletin.

Ginger Larson, Director
Office of Credit Unions



**COMPARISON STATEMENTS OF CONDITION
OF WISCONSIN CREDIT UNIONS
MARCH 31, 2012 and DECEMBER 31, 2011**

	<u>March 31, 2012</u>		<u>December 31, 2011</u>		Increase or Decrease	<u>% Change</u>
Number of Credit Unions	199		203		-4	-2.0%
	<u>AMOUNT</u>	<u>% OF ASSETS</u>	<u>AMOUNT</u>	<u>% OF ASSETS</u>		
ASSETS						
Personal Loans	5,845,055,135	25.5%	5,869,625,620	26.8%	-24,570,485	-0.4%
Real Estate Loans	<u>10,595,731,916</u>	46.3%	<u>10,570,037,055</u>	48.2%	<u>25,694,861</u>	0.2%
Total Loans	16,440,787,051	71.8%	16,439,662,675	75.0%	1,124,376	0.0%
Allowance for Loan Losses	<u>201,240,966</u>	0.9%	<u>200,290,083</u>	0.9%	<u>950,883</u>	0.5%
Net Loans	16,239,546,085	71.0%	16,239,372,592	74.1%	173,493	0.0%
Cash	2,287,624,717	10.0%	1,500,429,029	6.8%	787,195,688	52.5%
Investments	3,047,454,941	13.3%	2,858,705,183	13.0%	188,749,758	6.6%
Fixed Assets	648,370,303	2.8%	646,196,966	2.9%	2,173,337	0.3%
Other Assets	<u>661,840,294</u>	2.9%	<u>670,944,108</u>	3.1%	<u>-9,103,814</u>	-1.4%
TOTAL ASSETS	<u><u>22,884,836,340</u></u>	100.0%	<u><u>21,915,647,878</u></u>	100.0%	<u><u>969,188,462</u></u>	4.4%
LIABILITIES						
Regular Shares	5,109,691,577	22.3%	4,445,525,302	20.3%	664,166,275	14.9%
Share Drafts	2,902,228,111	12.7%	2,840,328,263	13.0%	61,899,848	2.2%
Other Shares & Deposits	<u>12,040,889,991</u>	52.6%	<u>11,794,460,277</u>	53.8%	<u>246,429,714</u>	2.1%
Total Savings	20,052,809,679	87.6%	19,080,313,842	87.1%	972,495,837	5.1%
Notes and Accounts Pay.	616,634,126	2.7%	663,150,447	3.0%	-46,516,321	-7.0%
Regular Reserve	843,065,579	3.7%	842,717,990	3.8%	347,589	0.0%
Other Reserves	<u>1,372,326,956</u>	6.0%	<u>1,329,465,599</u>	6.1%	<u>42,861,357</u>	3.2%
TOTAL LIABILITIES	<u><u>22,884,836,340</u></u>	100.0%	<u><u>21,915,647,878</u></u>	100.0%	<u><u>969,188,462</u></u>	4.4%

Note: Some small statistical errors may occur due to rounding.

**STATEMENT OF INCOME
FOR WISCONSIN CREDIT UNIONS
FOR THE PERIOD ENDING MARCH 31, 2012**

	<u>AMOUNT</u>	<u>% OF GROSS INCOME</u>	<u>% OF AVERAGE ASSETS</u>
INCOME			
Interest on Loans	209,160,854	68.56%	3.73%
Less: Interest Refunds	<u>43,086</u>	0.01%	0.00%
Net Interest Income	209,117,768	68.55%	3.73%
Income on Investments	11,808,528	3.87%	0.21%
Other Income	<u>84,144,503</u>	27.58%	1.50%
TOTAL OPERATING INCOME	305,070,799	100.00%	5.45%
ADMINISTRATIVE EXPENSES			
Employee Costs	98,878,402	32.41%	1.77%
Travel and Conference	1,709,537	0.56%	0.03%
Office Occupancy	13,833,865	4.53%	0.25%
General Operations	32,459,797	10.64%	0.58%
Education and Promotion	6,468,425	2.12%	0.12%
Loan Servicing	15,152,661	4.97%	0.27%
Professional Services	12,708,735	4.17%	0.23%
Member Insurance	6,626,151	2.17%	0.12%
Operating Fees	780,157	0.26%	0.01%
Other Operational Expenses	<u>4,504,672</u>	1.48%	0.08%
TOTAL ADMINISTRATIVE	193,122,402	63.30%	3.45%
Provision for Loan Loss	<u>23,233,562</u>	7.62%	0.41%
TOTAL OPERATING EXPENSES	216,355,964	70.92%	3.86%
Dividends Paid on Savings	35,245,259	11.55%	0.63%
Interest on Borrowed Funds	<u>2,985,308</u>	0.98%	0.05%
TOTAL COST OF FUNDS	38,230,567	12.53%	0.68%
TOTAL EXPENSES	254,586,531	83.45%	4.55%
NET OPERATING INCOME	50,484,268	16.55%	0.90%
NON-OPERATING GAIN/LOSS	<u>-1,080,872</u>	-0.35%	-0.02%
NET INCOME	49,403,396	16.19%	0.88%
NCUA PREMIUMS AND ASSESSMENTS	4,056,049	1.33%	0.07%
NET INCOME (LOSS)	53,459,445	17.52%	0.95%

Note: Some small statistical errors may occur due to rounding.

**COMPARISON STATEMENTS OF INCOME
FOR WISCONSIN CREDIT UNIONS
FOR THE PERIODS ENDING MARCH 31, 2012 AND MARCH 31, 2011**

	2012	% OF AVERAGE ASSETS	2011	% OF AVERAGE ASSETS
	<u>AMOUNT</u>		<u>AMOUNT</u>	
INCOME				
Interest on Loans	209,160,854	3.73%	210,969,879	4.02%
Less: Interest Refunds	<u>43,086</u>	<u>0.00%</u>	<u>39,187</u>	<u>0.00%</u>
Net Interest Income	209,117,768	3.73%	210,930,692	4.02%
Income on Investments	11,808,528	0.21%	11,781,530	0.22%
Other Income	<u>84,144,503</u>	<u>1.50%</u>	<u>65,741,671</u>	<u>1.25%</u>
TOTAL OPERATING INCOME	305,070,799	5.45%	288,453,893	5.49%
ADMINISTRATIVE EXPENSES				
Employee Costs	98,878,402	1.77%	92,501,365	1.76%
Travel and Conference	1,709,537	0.03%	1,602,558	0.03%
Office Occupancy	13,833,865	0.25%	14,300,863	0.27%
General Operations	32,459,797	0.58%	31,513,782	0.60%
Education and Promotion	6,468,425	0.12%	5,645,240	0.11%
Loan Servicing	15,152,661	0.27%	14,062,105	0.27%
Professional Services	12,708,735	0.23%	11,169,858	0.21%
Member Insurance*	6,626,151	0.12%	10,887,833	0.21%
Operating Fees	780,157	0.01%	724,407	0.01%
Other Operational Expenses	<u>4,504,672</u>	<u>0.08%</u>	<u>4,551,488</u>	<u>0.09%</u>
TOTAL ADMINISTRATIVE	193,122,402	3.45%	186,959,499	3.57%
Provision for Loan Loss	<u>23,233,562</u>	<u>0.41%</u>	<u>25,586,783</u>	<u>0.49%</u>
TOTAL OPERATING EXPENSES	216,355,964	3.86%	212,546,282	4.05%
COST OF ACQUISITION OF FUNDS				
Dividends Paid on Savings	35,245,259	0.63%	45,552,180	0.87%
Interest on Borrowed Funds	<u>2,985,308</u>	<u>0.05%</u>	<u>3,412,490</u>	<u>0.07%</u>
TOTAL COST OF FUNDS	<u>38,230,567</u>	<u>0.68%</u>	<u>48,964,670</u>	<u>0.93%</u>
TOTAL EXPENSES	254,586,531	4.55%	261,510,952	4.99%
NET OPERATING INCOME	50,484,268	0.90%	26,942,941	0.51%
NON-OPERATING GAIN/LOSS	<u>-1,080,872</u>	<u>-0.02%</u>	<u>884,772</u>	<u>0.02%</u>
NET INCOME	49,403,396	0.88%	27,827,713	0.53%
NCUA PREMIUMS & ASSESSMENTS*	4,056,049	0.07%	5,751,529	0.11%
NET INCOME (LOSS)	53,459,445	0.95%	33,579,242	0.64%

Note: Some small statistical errors may occur due to rounding.

**SIGNIFICANT OPERATIONAL RATIOS
FOR ALL WISCONSIN CREDIT UNIONS
2007-2012**

	2007	2008	2009	2010	2011	2012
Number of Credit Unions	260	250	236	223	203	199
CAPITAL ADEQUACY						
Net Worth/Total Assets	11.19%	10.68%	10.08%	9.99%	9.96%	9.73%
Total Delinquency/Net Worth	9.17%	10.96%	15.53%	14.30%	13.75%	12.52%
Solvency Evaluation	113.21%	112.58%	111.55%	111.38%	111.39%	111.05%
Classified Assets/Net Worth	5.11%	5.94%	7.91%	8.49%	9.18%	9.04%
ASSET QUALITY						
Delinquent Loans/Loans	1.27%	1.44%	2.01%	1.87%	1.83%	1.70%
Net Charge Offs/Avg. Loans	0.31%	0.38%	0.66%	0.60%	0.59%	0.55%
EARNINGS (to Average Assets)						
Return on Average Assets	0.70%	0.53%	0.46%	0.47%	0.59%	0.88%
Net Operating Expense	2.85%	2.87%	2.78%	3.00%	2.86%	2.75%
Fixed Assets+FRA's**/Assets	3.08%	2.99%	3.11%	3.11%	2.95%	2.83%
Gross Income	7.44%	7.07%	6.47%	6.02%	5.59%	5.45%
Cost of Funds	2.79%	2.38%	1.71%	1.19%	0.86%	0.68%
Operating Exp. (less PLL)	3.65%	3.66%	3.54%	3.67%	3.58%	3.45%
Net Interest Margin	3.33%	3.35%	3.25%	3.37%	3.35%	3.26%
PLL	0.32%	0.42%	0.73%	0.63%	0.55%	0.41%
ASSET-LIABILITY MANAGEMENT						
Net Long Term Assets/Assets	28.34%	39.03%	31.32%	30.42%	30.62%	29.90%
Shares/Savings+Borrowings	20.63%	20.04%	20.48%	22.80%	23.05%	25.28%
Loans/Savings	95.90%	97.48%	90.69%	88.05%	86.68%	82.48%
Loans/Assets	80.57%	81.08%	78.04%	76.20%	75.01%	71.84%
Cash + ST Invest./Assets	10.12%	9.04%	11.41%	11.86%	11.50%	14.75%
OTHER RATIOS						
Savings Growth	5.57%	8.98%	11.58%	6.92%	6.10%	20.39%
Net Worth Growth	5.92%	4.83%	4.09%	5.76%	5.70%	7.87%
Loan Growth	4.87%	10.61%	4.38%	3.23%	4.34%	0.03%
Asset Growth	5.72%	9.91%	8.63%	5.71%	6.00%	17.69%
Investments/Assets	8.04%	8.67%	12.49%	10.89%	13.04%	13.32%
Employee Cost/Gross Inc.	25.83%	27.14%	28.68%	29.86%	31.32%	32.41%
Employee Cost/ Avg. Assets	1.92%	1.92%	1.86%	1.80%	1.75%	1.77%
Average Loan Balance	\$11,306	\$11,777	\$11,535	\$11,706	\$11,640	\$12,060
Average Savings Balance	\$3,473	\$3,661	\$4,023	\$4,211	\$4,330	\$4,504

***Foreclosed and Repossessed Assets*

Note: Some small statistical errors may occur due to rounding.

**SIGNIFICANT OPERATIONAL RATIOS
FOR THE PERIOD ENDING MARCH 31, 2012**

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	\$100,000,001- \$500,000,000	\$500,000,000 >\$500,000,000	TOTAL
Number of Credit Unions	29	32	71	24	33	10	199
CAPITAL ADEQUACY							
Net Worth/Total Assets	20.46%	15.88%	11.73%	10.59%	10.15%	9.03%	9.73%
Net Worth/PCA Optional Total Assets	20.46%	15.90%	11.78%	10.60%	10.18%	9.05%	9.75%
Total Delinquency/Net Worth	5.47%	6.89%	7.42%	11.33%	13.13%	13.39%	12.52%
Solvency Evaluation	125.81%	119.00%	113.39%	111.98%	111.46%	110.29%	111.05%
Classified Assets/Net Worth	5.06%	4.48%	7.10%	6.83%	9.91%	9.34%	9.04%
ASSET QUALITY							
Delinquent Loans/Loans	2.04%	2.08%	1.49%	1.76%	1.85%	1.63%	1.70%
Net Charge Offs/Avg. Loans	0.64%	0.24%	0.46%	0.78%	0.47%	0.57%	0.55%
Fair Value/Amortized Cost for HTM	N/A	99.59%	99.99%	100.65%	100.73%	100.71%	100.58%
Accumulated Unrealized Gains or Losses on AFS/Amortized Cost AFS	N/A	N/A	2.37%	0.73%	0.01%	0.70%	0.60%
Delinquent Loans/Assets	1.12%	1.10%	0.87%	1.20%	1.33%	1.21%	1.22%
EARNINGS (to Average Assets)							
Return on Average Assets	0.03%	0.05%	0.12%	0.54%	0.66%	1.16%	0.88%
ROAA Excluding NCUA Expenses	0.10%	0.16%	0.21%	0.63%	0.75%	1.22%	0.95%
Gross Income	4.05%	4.07%	4.57%	5.11%	5.37%	5.67%	5.45%
Yield on Average Loans	6.35%	5.94%	5.60%	5.39%	5.24%	4.91%	5.09%
Yield on Average Investments	0.82%	1.13%	0.96%	1.17%	0.89%	1.07%	1.01%
Fee & Other Op. Income	0.15%	0.38%	0.86%	1.09%	1.34%	1.75%	1.50%
Cost of Funds	0.46%	0.37%	0.47%	0.62%	0.71%	0.71%	0.68%
Net Margin	3.59%	3.70%	4.10%	4.50%	4.66%	4.96%	4.76%
Operating Exp. (less PLL)	3.58%	3.45%	3.66%	3.69%	3.63%	3.29%	3.45%
PLL	0.17%	0.18%	0.30%	0.28%	0.34%	0.49%	0.41%
Net Interest Margin	3.43%	3.32%	3.24%	3.40%	3.32%	3.21%	3.26%
Operating Exp./Gross Income	88.38%	84.79%	80.18%	72.12%	67.62%	58.10%	63.30%
Fixed Assets+FRA's**/Assets	0.09%	1.13%	2.24%	3.33%	3.46%	2.55%	2.83%
Net Operating Expense	3.50%	3.20%	3.10%	3.08%	2.88%	2.57%	2.75%
ASSET-LIABILITY MANAGEMENT							
Net Long Term Assets/Assets	2.95%	14.54%	15.31%	24.73%	30.98%	32.22%	29.90%
Shares/Savings+Borrowings	79.91%	68.55%	45.06%	29.79%	27.28%	20.51%	25.28%
Loans/Savings	69.23%	62.88%	66.86%	78.32%	82.95%	85.12%	82.48%
Loans/Assets	54.88%	52.54%	58.30%	68.14%	72.08%	74.27%	71.84%
Cash + ST Invest./Assets	34.59%	30.48%	25.48%	16.26%	14.91%	12.82%	14.75%
Shares, Deposits & Borrowings/Earning Assets	80.05%	85.95%	92.13%	93.76%	95.22%	94.62%	94.46%
Shares + Drafts/Savings+Borrowings	82.04%	74.85%	60.68%	46.57%	42.08%	33.60%	39.26%
Borrowings/Shares & Net Worth	0.00%	0.00%	0.09%	0.31%	1.54%	2.02%	1.60%

**SIGNIFICANT OPERATIONAL RATIOS
FOR THE PERIOD ENDING MARCH 31, 2012**

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
Number of Credit Unions	29	32	71	24	33	10	199
OTHER RATIOS							
Net Worth Growth	-0.10%	0.43%	1.13%	4.21%	6.17%	10.83%	7.87%
Savings Growth	10.72%	9.87%	18.08%	16.74%	16.71%	23.25%	20.39%
Loan Growth	-3.12%	-9.62%	-4.86%	0.15%	-2.26%	1.77%	0.03%
Asset Growth	8.47%	8.33%	15.75%	17.01%	13.83%	20.19%	17.69%
Investment Growth	18.81%	9.34%	15.00%	120.10%	68.30%	137.47%	95.94%
Investments/Assets	22.78%	30.94%	26.10%	17.42%	12.40%	11.32%	13.32%
Employee Cost/Gross Inc.	42.09%	44.53%	38.54%	36.33%	35.99%	29.41%	32.41%
Employee Cost/ Avg. Assets	1.70%	1.81%	1.76%	1.86%	1.93%	1.67%	1.77%
Average Loan Balance	\$7,194	\$7,747	\$9,884	\$12,028	\$15,092	\$11,261	\$12,060
Average Savings Balance	\$2,199	\$3,077	\$3,429	\$3,838	\$4,341	\$4,957	\$4,504

***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 MARCH 31, 2012**

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	\$100,000,001- \$500,000,000	>\$500,000,000	TOTAL
Number of Credit Unions	29	32	71	24	33	10	199
OPERATING INCOME							
Interest on Loans	87.35%	78.32%	73.44%	73.35%	71.77%	65.78%	68.56%
Less: Interest Refunds	0.00%	0.00%	0.05%	0.05%	0.02%	0.00%	0.01%
Income on Investments	8.83%	12.39%	7.83%	5.36%	3.36%	3.44%	3.87%
Income on Trading Securities	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Fee Income	1.98%	6.37%	12.29%	11.93%	13.88%	12.70%	12.91%
Other Operating Income	<u>1.84%</u>	<u>2.92%</u>	<u>6.51%</u>	<u>9.41%</u>	<u>11.00%</u>	<u>18.09%</u>	<u>14.67%</u>
TOTAL INCOME	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
OPERATING EXPENSES							
Employee Costs	42.09%	44.53%	38.54%	36.33%	35.99%	29.41%	32.41%
Travel and Conference	1.16%	0.67%	1.02%	0.96%	0.68%	0.40%	0.56%
Office Occupancy	3.32%	4.70%	5.65%	5.23%	5.22%	4.00%	4.53%
General Operations	19.02%	18.03%	14.76%	13.40%	11.63%	9.31%	10.64%
Education and Promotion	1.08%	0.41%	1.59%	2.09%	2.22%	2.15%	2.12%
Loan Servicing	2.98%	1.52%	4.87%	3.62%	4.22%	5.54%	4.97%
Professional Services	5.58%	6.36%	8.30%	6.37%	3.86%	3.58%	4.17%
Member Insurance	4.98%	4.02%	2.34%	2.12%	2.02%	2.21%	2.17%
Operating Fees	1.33%	0.90%	0.51%	0.32%	0.29%	0.19%	0.26%
Miscellaneous	<u>6.82%</u>	<u>3.65%</u>	<u>2.60%</u>	<u>1.68%</u>	<u>1.50%</u>	<u>1.29%</u>	<u>1.48%</u>
TOTAL ADMINISTRATIVE	88.38%	84.79%	80.18%	72.12%	67.62%	58.10%	63.30%
Provision for Loan Loss	<u>4.09%</u>	<u>4.43%</u>	<u>6.51%</u>	<u>5.54%</u>	<u>6.31%</u>	<u>8.66%</u>	<u>7.62%</u>
TOTAL OPERATING EXP.	92.47%	89.21%	86.69%	77.66%	73.93%	66.75%	70.92%
COST OF FUNDS							
Interest on Borrowed Funds	0.00%	0.01%	0.04%	0.43%	1.25%	1.02%	0.98%
Dividends on Savings	<u>11.46%</u>	<u>9.19%</u>	<u>10.19%</u>	<u>11.64%</u>	<u>11.96%</u>	<u>11.51%</u>	<u>11.55%</u>
TOTAL COST OF FUNDS	11.46%	9.20%	10.24%	12.07%	13.21%	12.53%	12.53%
NET INCOME FROM OPERATIONS	-3.94%	1.59%	3.08%	10.27%	12.86%	20.71%	16.55%
NON-OPERATING GAIN/LOSS	<u>4.67%</u>	<u>-0.24%</u>	<u>-0.40%</u>	<u>0.23%</u>	<u>-0.54%</u>	<u>-0.34%</u>	<u>-0.35%</u>
NET INCOME	0.73%	1.34%	2.68%	10.51%	12.32%	20.38%	16.19%
NCUA EXPENSES	1.67%	2.67%	1.89%	1.82%	1.63%	1.05%	1.33%
ADJUSTED NET INCOME (LOSS)	2.41%	4.02%	4.57%	12.32%	13.94%	21.43%	17.52%

Note: Some small statistical errors may occur due to rounding.

**ANALYSIS OF INCOME AND EXPENSES TO AVERAGE ASSETS
FOR THE PERIOD ENDING MARCH 31, 2012**

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	\$100,000,001- \$500,000,000	>\$500,000,000	TOTAL
Number of Credit Unions	29	32	71	24	33	10	199
OPERATING INCOME							
Interest on Loans	3.54%	3.19%	3.35%	3.75%	3.85%	3.73%	3.73%
Less: Interest Refunds	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Income on Investments	0.36%	0.50%	0.36%	0.27%	0.18%	0.19%	0.21%
Income on Trading Securities	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Fee Income	0.08%	0.26%	0.56%	0.61%	0.75%	0.72%	0.70%
Other Operating Income	<u>0.07%</u>	<u>0.12%</u>	<u>0.30%</u>	<u>0.48%</u>	<u>0.59%</u>	<u>1.03%</u>	<u>0.80%</u>
TOTAL INCOME	4.05%	4.07%	4.57%	5.11%	5.37%	5.67%	5.45%
OPERATING EXPENSES							
Employee Costs	1.70%	1.81%	1.76%	1.86%	1.93%	1.67%	1.77%
Travel and Conference	0.05%	0.03%	0.05%	0.05%	0.04%	0.02%	0.03%
Office Occupancy	0.13%	0.19%	0.26%	0.27%	0.28%	0.23%	0.25%
General Operations	0.77%	0.73%	0.67%	0.68%	0.62%	0.53%	0.58%
Education and Promotion	0.04%	0.02%	0.07%	0.11%	0.12%	0.12%	0.12%
Loan Servicing	0.12%	0.06%	0.22%	0.19%	0.23%	0.31%	0.27%
Professional Services	0.23%	0.26%	0.38%	0.33%	0.21%	0.20%	0.23%
Member Insurance	0.20%	0.16%	0.11%	0.11%	0.11%	0.13%	0.12%
Operating Fees	0.05%	0.04%	0.02%	0.02%	0.02%	0.01%	0.01%
Miscellaneous	<u>0.28%</u>	<u>0.15%</u>	<u>0.12%</u>	<u>0.09%</u>	<u>0.08%</u>	<u>0.07%</u>	<u>0.08%</u>
TOTAL ADMINISTRATIVE	3.58%	3.45%	3.66%	3.69%	3.63%	3.29%	3.45%
Provision for Loan Loss	<u>0.17%</u>	<u>0.18%</u>	<u>0.30%</u>	<u>0.28%</u>	<u>0.34%</u>	<u>0.49%</u>	<u>0.41%</u>
TOTAL OPERATING EXP.	3.74%	3.64%	3.96%	3.97%	3.97%	3.79%	3.86%
COST OF FUNDS							
Interest on Borrowed Funds	0.00%	0.00%	0.00%	0.02%	0.07%	0.06%	0.05%
Dividends on Savings	<u>0.46%</u>	<u>0.37%</u>	<u>0.47%</u>	<u>0.60%</u>	<u>0.64%</u>	<u>0.65%</u>	<u>0.63%</u>
TOTAL COST OF FUNDS	0.46%	0.37%	0.47%	0.62%	0.71%	0.71%	0.68%
NET INCOME FROM OPERATIONS	-0.16%	0.06%	0.14%	0.53%	0.69%	1.17%	0.90%
NON-OPERATING GAIN/LOSS	<u>0.19%</u>	<u>-0.01%</u>	<u>-0.02%</u>	<u>0.01%</u>	<u>-0.03%</u>	<u>-0.02%</u>	<u>-0.02%</u>
NET INCOME	0.03%	0.05%	0.12%	0.54%	0.66%	1.16%	0.88%
NCUA EXPENSES	<u>0.07%</u>	<u>0.11%</u>	<u>0.09%</u>	<u>0.09%</u>	<u>0.09%</u>	<u>0.06%</u>	<u>0.07%</u>
ADJUSTED NET INCOME (LOSS)	0.10%	0.16%	0.21%	0.63%	0.75%	1.22%	0.95%

Note: Some small statistical errors may occur due to rounding.

**LOAN DELINQUENCY
PERIOD ENDING MARCH 31, 2012**

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
Number of Credit Unions	29	32	71	24	33	10	199
Loan Delinquency Ratios							
2 - 6 Months Delinquent	1.20%	0.75%	0.78%	0.97%	0.90%	0.70%	0.78%
6 - 12 Months Delinquent	0.38%	0.78%	0.40%	0.55%	0.49%	0.57%	0.53%
Over 12 Months Delinquent	<u>0.46%</u>	<u>0.56%</u>	<u>0.32%</u>	<u>0.24%</u>	<u>0.45%</u>	<u>0.37%</u>	<u>0.38%</u>
Total Delinquent Loans	2.04%	2.08%	1.49%	1.76%	1.85%	1.63%	1.70%
Loan Loss Ratio	0.64%	0.24%	0.46%	0.78%	0.47%	0.57%	0.55%

**ANALYSIS OF LOANS BY TYPE
PERIOD ENDING MARCH 31, 2012**

Number of Credit Unions	29	32	71	24	33	10	199
Loan Types							
Credit Card Loans	0.21%	0.85%	2.82%	2.36%	1.81%	4.76%	3.60%
Unsecured Loans	8.84%	9.44%	3.33%	1.81%	1.65%	1.98%	2.00%
New Auto Loans	19.43%	12.60%	7.29%	5.40%	3.24%	3.60%	3.90%
Used Auto Loans	49.22%	33.82%	24.20%	20.31%	17.37%	15.09%	16.78%
First Mortgages	8.98%	24.55%	43.48%	52.62%	56.41%	49.85%	51.38%
Other Real Estate	3.20%	10.34%	11.43%	10.04%	10.89%	14.73%	13.07%
Leases	0.00%	0.00%	0.06%	0.25%	0.00%	0.00%	0.02%
All Other Loans	<u>10.12%</u>	<u>8.40%</u>	<u>7.38%</u>	<u>7.19%</u>	<u>8.62%</u>	<u>8.80%</u>	<u>8.55%</u>
Total Loans	100.00%	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%	6.49%	2.70%	5.54%	3.22%	1.89%	2.59%
First Mortgage - Fixed - 15 yrs. Or less	0.45%	9.18%	8.38%	10.30%	11.11%	13.01%	11.96%
First Mortgage - Balloon/Hybrid - > 5 yrs.	0.00%	2.02%	2.25%	2.05%	7.57%	7.61%	6.86%
First Mortgage - Balloon/Hybrid - 5 yrs. Or less	8.50%	6.64%	22.57%	24.93%	18.25%	16.07%	17.65%
First Mortgage - Other Fixed Rate	0.03%	0.07%	0.38%	0.09%	0.27%	0.48%	0.38%
First Mortgage - Adjustable - 1 year or less	0.00%	0.00%	2.85%	2.85%	6.18%	4.16%	4.55%
First Mortgage - Adjustable - > 1 year	0.00%	0.16%	4.33%	6.85%	9.82%	6.63%	7.39%
Other - Closed End Fixed	3.01%	7.88%	5.92%	4.20%	3.47%	4.32%	4.18%
Other - Closed End Adjustable	0.20%	0.22%	1.84%	1.41%	1.13%	0.64%	0.90%
Other - Open End Adjustable	0.00%	2.20%	3.35%	4.32%	5.97%	9.75%	7.85%
Other - Open-End Fixed	0.00%	0.04%	0.32%	0.09%	0.32%	0.03%	0.14%
Other	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Total Real Estate (as a percent of loans)	12.19%	34.89%	54.91%	62.66%	67.30%	64.58%	64.45%
Total Real Estate (as a percent of assets)	6.69%	18.33%	32.01%	42.70%	48.51%	47.97%	46.30%

*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 MARCH 31, 2012**

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
Number of Credit Unions	29	32	71	24	33	10	199
Share Drafts	2.13%	6.55%	15.85%	17.10%	15.37%	13.60%	14.47%
Regular Shares	79.91%	68.30%	44.89%	29.63%	27.44%	20.75%	25.48%
Money Market Shares	2.04%	1.99%	12.75%	19.56%	24.04%	31.80%	27.04%
Share Certificates	15.40%	19.59%	18.54%	23.32%	23.39%	25.36%	24.09%
IRA Accounts	0.52%	3.26%	7.07%	9.12%	8.75%	7.78%	8.07%
All Other Shares	<u>0.00%</u>	<u>0.32%</u>	<u>0.90%</u>	<u>1.27%</u>	<u>1.01%</u>	<u>0.72%</u>	<u>0.85%</u>
Total Shares	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

**ANALYSIS OF INVESTMENTS BY TYPE
PERIOD ENDING MARCH 31, 2012**

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
Number of Credit Unions	29	32	71	24	33	10	199
Trading Securities	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Available for Sale Securities	0.00%	0.00%	2.45%	27.93%	24.92%	62.02%	39.09%
Held-to-Maturity Securities	0.00%	0.82%	4.80%	2.86%	5.94%	2.90%	3.94%
Commercial Banks, S&L's, and Mutual Savings Banks	71.03%	61.10%	69.89%	38.52%	41.11%	13.96%	32.54%
Credit Unions	20.85%	19.49%	6.00%	2.89%	1.95%	0.31%	2.16%
Corporate Credit Unions	7.81%	16.90%	14.75%	24.70%	21.02%	14.97%	17.50%
Other Investments	<u>0.31%</u>	<u>1.69%</u>	<u>2.11%</u>	<u>3.11%</u>	<u>5.05%</u>	<u>5.85%</u>	<u>4.75%</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.

2012 Credit Union Consolidations

Consolidation Date	Absorbed Credit Union	Location	Continuing Credit Union	Location
1/1/2012	Kyle Central	South Milwaukee	Educators	Racine
1/1/2012	Marathon Rothschild	Rothschild	CoVantage	Antigo
1/31/2012	NewVISION	Neenah	Community First	Appleton
2/29/2012	Maple Hill	Wausau	Connexus	Wausau