



2013 FIRST QUARTER CREDIT UNION BULLETIN

This bulletin highlights the 2013 first quarter financial trends for Wisconsin's 184 state-chartered credit unions. The analysis is based on data compiled from the March 2013 5300 call reports. This information is provided to keep you informed of current conditions and trends in the Wisconsin credit union industry.

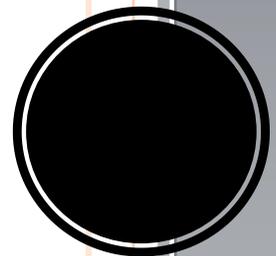
Total assets increased to \$24.1 billion, up from \$23.3 billion as of yearend 2012. The net worth ratio remained strong at 10.14%. Net income was just over \$53 million resulting in a return on average assets ratio of 0.90%.

Loans outstanding grew by \$15.5 million since yearend 2012 and savings grew by \$754 million resulting in a loan to savings ratio of 80.67%. The delinquency ratio was 1.22% compared to 1.36% as of December 31, 2012.

The financial indicators for Wisconsin's state-chartered credit unions exhibit sound financial performance through March 31, 2013.

Additional information about consolidations and liquidations that occurred in the first quarter of 2013 is included in this bulletin.

Kim Santos, Director
Office of Credit Unions



2013 CONSOLIDATIONS

Consolidation Date	Absorbed Credit Union	Location	Continuing Credit Union	Location
3/20/13	Medical Empls.	Sheboygan	UnitedOne	Manitowoc
3/31/13	MET	Eau Claire	Marine	Onalaska

2013 LIQUIDATIONS

Liquidation Date	Credit Union	Location
1/7/2013	New Covenant Missionary Bapt. Church	Milwaukee

**COMPARISON STATEMENTS OF CONDITION
OF WISCONSIN CREDIT UNIONS
MARCH 31, 2013 and DECEMBER 31, 2012**

	<u>March 31, 2013</u>		<u>December 31, 2012</u>		<u>Increase or Decrease</u>	<u>% Change</u>
Number of Credit Unions	184		187		-3	-1.6%
	<u>AMOUNT</u>	<u>% OF ASSETS</u>	<u>AMOUNT</u>	<u>% OF ASSETS</u>		
ASSETS						
Personal Loans	6,245,975,525	25.9%	6,227,053,588	26.7%	18,921,937	0.3%
Real Estate Loans	<u>10,762,422,351</u>	44.6%	<u>10,765,751,836</u>	46.1%	<u>-3,329,485</u>	0.0%
Total Loans	17,008,397,876	70.5%	16,992,805,424	72.8%	15,592,452	0.1%
Allowance for Loan Losses	<u>199,270,995</u>	0.8%	<u>198,167,854</u>	0.8%	<u>1,103,141</u>	0.6%
Net Loans	16,809,126,881	69.6%	16,794,637,570	71.9%	14,489,311	0.1%
Cash	2,566,883,690	10.6%	1,914,627,051	8.2%	652,256,639	34.1%
Investments	3,452,853,116	14.3%	3,270,424,338	14.0%	182,428,778	5.6%
Fixed Assets	642,258,161	2.7%	639,417,784	2.7%	2,840,377	0.4%
Other Assets	<u>664,184,139</u>	2.8%	<u>734,677,198</u>	3.1%	<u>-70,493,059</u>	-9.6%
TOTAL ASSETS	<u><u>24,135,305,987</u></u>	100.0%	<u><u>23,353,783,941</u></u>	100.0%	<u><u>781,522,046</u></u>	3.3%
LIABILITIES						
Regular Shares	5,697,517,419	23.6%	5,212,907,487	22.3%	484,609,932	9.3%
Share Drafts	3,161,281,557	13.1%	3,016,286,871	12.9%	144,994,686	4.8%
Other Shares & Deposits	<u>12,224,233,556</u>	50.6%	<u>12,099,924,737</u>	51.8%	<u>124,308,819</u>	1.0%
Total Savings	21,083,032,532	87.4%	20,329,119,095	87.0%	753,913,437	3.7%
Notes and Accounts Pay.	618,706,675	2.6%	640,576,839	2.7%	-21,870,164	-3.4%
Regular Reserve	877,830,113	3.6%	864,615,233	3.7%	13,214,880	1.5%
Other Reserves	<u>1,555,736,667</u>	6.4%	<u>1,519,472,774</u>	6.5%	<u>36,263,893</u>	2.4%
TOTAL LIABILITIES	<u><u>24,135,305,987</u></u>	100.0%	<u><u>23,353,783,941</u></u>	100.0%	<u><u>781,522,046</u></u>	3.3%

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

**STATEMENT OF INCOME
FOR WISCONSIN CREDIT UNIONS
FOR THE PERIOD ENDING MARCH 31, 2013**

	<u>AMOUNT</u>	<u>% OF GROSS INCOME</u>	<u>% OF AVERAGE ASSETS</u>
INCOME			
Interest on Loans	199,195,051	67.01%	3.36%
Less: Interest Refunds	<u>49,478</u>	0.02%	0.00%
Net Interest Income	199,145,573	67.00%	3.35%
Income on Investments	10,623,850	3.57%	0.18%
Other Income	<u>87,474,103</u>	29.43%	1.47%
TOTAL OPERATING INCOME	297,243,526	100.00%	5.01%
ADMINISTRATIVE EXPENSES			
Employee Costs	103,018,095	34.66%	1.74%
Travel and Conference	1,763,291	0.59%	0.03%
Office Occupancy	14,574,026	4.90%	0.25%
General Operations	33,114,031	11.14%	0.56%
Education and Promotion	6,556,962	2.21%	0.11%
Loan Servicing	14,379,567	4.84%	0.24%
Professional Services	13,029,929	4.38%	0.22%
Member Insurance	4,885,141	1.64%	0.08%
Operating Fees	831,831	0.28%	0.01%
Other Operational Expenses	<u>5,228,733</u>	1.76%	0.09%
TOTAL ADMINISTRATIVE	197,381,606	66.40%	3.33%
Provision for Loan Loss	<u>18,074,825</u>	6.08%	0.30%
TOTAL OPERATING EXPENSES	215,456,431	72.48%	3.63%
Dividends Paid on Savings	27,520,976	9.26%	0.46%
Interest on Borrowed Funds	<u>2,149,441</u>	0.72%	0.04%
TOTAL COST OF FUNDS	<u>29,670,417</u>	9.98%	0.50%
TOTAL EXPENSES	245,126,848	82.47%	4.13%
NET OPERATING INCOME	52,116,678	17.53%	0.88%
NON-OPERATING GAIN/LOSS	<u>1,030,263</u>	0.35%	0.02%
NET INCOME	53,146,941	17.88%	0.90%
NCUA PREMIUMS AND ASSESSMENTS	3,083,240	1.04%	0.05%
NET INCOME (LOSS)	56,230,181	18.92%	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, 2013 AND MARCH 31, 2012**

	2013	% OF AVERAGE	2012	% OF AVERAGE
	<u>AMOUNT</u>	<u>ASSETS</u>	<u>AMOUNT</u>	<u>ASSETS</u>
INCOME				
Interest on Loans	199,195,051	3.36%	209,160,854	3.73%
Less: Interest Refunds	<u>49,478</u>	<u>0.00%</u>	<u>43,086</u>	<u>0.00%</u>
Net Interest Income	199,145,573	3.35%	209,117,768	3.73%
Income on Investments	10,623,850	0.18%	11,808,528	0.21%
Other Income	<u>87,474,103</u>	<u>1.47%</u>	<u>84,144,503</u>	<u>1.50%</u>
TOTAL OPERATING INCOME	297,243,526	5.01%	305,070,799	5.44%
ADMINISTRATIVE EXPENSES				
Employee Costs	103,018,095	1.74%	98,878,402	1.77%
Travel and Conference	1,763,291	0.03%	1,709,537	0.03%
Office Occupancy	14,574,026	0.25%	13,833,865	0.25%
General Operations	33,114,031	0.56%	32,459,797	0.58%
Education and Promotion	6,556,962	0.11%	6,468,425	0.12%
Loan Servicing	14,379,567	0.24%	15,152,661	0.27%
Professional Services	13,029,929	0.22%	12,708,735	0.23%
Member Insurance	4,885,141	0.08%	6,626,151	0.12%
Operating Fees	831,831	0.01%	780,157	0.01%
Other Operational Expenses	<u>5,228,733</u>	<u>0.09%</u>	<u>4,504,672</u>	<u>0.08%</u>
TOTAL ADMINISTRATIVE	197,381,606	3.33%	193,122,402	3.45%
Provision for Loan Loss	<u>18,074,825</u>	<u>0.30%</u>	<u>23,233,562</u>	<u>0.41%</u>
TOTAL OPERATING EXPENSES	215,456,431	3.63%	216,355,964	3.86%
COST OF ACQUISITION OF FUNDS				
Dividends Paid on Savings	27,520,976	0.46%	35,245,259	0.63%
Interest on Borrowed Funds	<u>2,149,441</u>	<u>0.04%</u>	<u>2,985,308</u>	<u>0.05%</u>
TOTAL COST OF FUNDS	<u>29,670,417</u>	<u>0.50%</u>	<u>38,230,567</u>	<u>0.68%</u>
TOTAL EXPENSES	245,126,848	4.13%	254,586,531	4.55%
NET OPERATING INCOME	52,116,678	0.88%	50,484,268	0.90%
NON-OPERATING GAIN/LOSS	<u>1,030,263</u>	<u>0.02%</u>	<u>-1,080,872</u>	<u>-0.02%</u>
NET INCOME	53,146,941	0.90%	49,403,396	0.88%
NCUA PREMIUMS & ASSESSMENTS	3,083,240	0.05%	4,056,049	0.07%
NET INCOME (LOSS)	56,230,181	0.95%	53,459,445	0.95%

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

**SIGNIFICANT OPERATIONAL RATIOS
FOR ALL WISCONSIN CREDIT UNIONS
2008-2013**

	2008	2009	2010	2011	2012	2013
Number of Credit Unions	250	236	223	203	187	184
CAPITAL ADEQUACY						
Net Worth/ Total Assets	10.68%	10.08%	9.99%	9.96%	10.25%	10.14%
Total Delinquency/ Net Worth	10.96%	15.53%	14.30%	13.75%	9.66%	8.49%
Solvency Evaluation	112.58%	111.55%	111.38%	111.39%	111.73%	111.54%
Classified Assets/ Net Worth	5.94%	7.91%	8.49%	9.18%	8.28%	8.15%
ASSET QUALITY						
Delinquent Loans/ Loans	1.44%	2.01%	1.87%	1.83%	1.36%	1.22%
Net Charge Offs/ Avg. Loans	0.38%	0.66%	0.60%	0.59%	0.51%	0.40%
EARNINGS (to Average Assets)						
Return on Average Assets	0.53%	0.46%	0.47%	0.59%	1.00%	0.90%
Net Operating Expense	2.87%	2.78%	3.00%	2.86%	2.69%	2.66%
Fixed Assets+FRA's**/ Assets	2.99%	3.11%	3.11%	2.95%	2.78%	2.71%
Gross Income	7.07%	6.47%	6.02%	5.59%	5.48%	5.01%
Cost of Funds	2.38%	1.71%	1.19%	0.86%	0.62%	0.50%
Operating Exp. (less PLL)	3.66%	3.54%	3.67%	3.58%	3.43%	3.33%
Net Interest Margin	3.35%	3.25%	3.37%	3.35%	3.24%	3.03%
PLL	0.42%	0.73%	0.63%	0.55%	0.41%	0.30%
ASSET-LIABILITY MANAGEMENT						
Net Long Term Assets/ Assets	39.03%	31.32%	30.42%	30.62%	30.65%	30.71%
Shares/ Savings+Borrowings	20.04%	20.48%	22.80%	23.05%	25.45%	26.85%
Loans/ Savings	97.48%	90.69%	88.05%	86.68%	83.59%	80.67%
Loans/ Assets	81.08%	78.04%	76.20%	75.01%	72.76%	70.47%
Cash + ST Invest./ Assets	9.04%	11.41%	11.86%	11.50%	13.69%	16.03%
OTHER RATIOS						
Savings Growth	8.98%	11.58%	6.92%	6.10%	7.48%	14.85%
Net Worth Growth	4.83%	4.09%	5.76%	5.70%	10.13%	8.64%
Loan Growth	10.61%	4.38%	3.23%	4.34%	4.07%	0.38%
Asset Growth	9.91%	8.63%	5.71%	6.00%	7.44%	13.40%
Investments/ Assets	8.67%	10.28%	10.89%	13.04%	14.00%	14.31%
Employee Cost/ Gross Inc.	27.14%	28.68%	29.86%	31.32%	32.16%	34.66%
Employee Cost/ Avg. Assets	1.92%	1.86%	1.80%	1.75%	1.76%	1.74%
Average Loan Balance	\$11,777	\$11,535	\$11,706	\$11,640	\$11,882	\$11,800
Average Savings Balance	\$3,661	\$4,023	\$4,211	\$4,330	\$4,511	\$4,635

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

***Foreclosed and Repossessed Assets*

**SIGNIFICANT OPERATIONAL RATIOS
FOR THE PERIOD ENDING MARCH 31, 2013**

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	\$500,000,000- \$500,000,000	>\$500,000,000	TOTAL
Number of Credit Unions	27	26	65	23	33	10	184
CAPITAL ADEQUACY							
Net Worth/Total Assets	20.38%	15.75%	11.81%	10.75%	10.44%	9.65%	10.14%
Net Worth/PCA Optional Total Assets	20.38%	15.75%	11.84%	10.76%	10.47%	9.67%	10.16%
Total Delinquency/Net Worth	6.71%	5.42%	6.21%	7.91%	9.27%	8.52%	8.49%
Solvency Evaluation	125.67%	118.76%	113.48%	112.14%	111.84%	111.01%	111.54%
Classified Assets/Net Worth	6.44%	4.66%	6.23%	5.89%	8.47%	8.60%	8.15%
ASSET QUALITY							
Delinquent Loans/Loans	2.53%	1.63%	1.30%	1.28%	1.36%	1.14%	1.22%
Net Charge Offs/Avg. Loans	0.10%	0.03%	0.24%	0.38%	0.33%	0.46%	0.40%
Fair Value/Amortized Cost for HTM	N/A	N/A	98.21%	101.33%	99.09%	100.39%	100.03%
Accumulated Unrealized Gains or Losses on AFS/Amortized Cost AFS	N/A	N/A	1.41%	1.20%	0.13%	0.71%	0.65%
Delinquent Loans/Assets	1.37%	0.85%	0.73%	0.85%	0.97%	0.82%	0.86%
EARNINGS (to Average Assets)							
Return on Average Assets	-0.41%	-0.47%	0.15%	0.64%	0.50%	1.22%	0.90%
ROAA Excluding NCUA expenses	-0.38%	-0.39%	0.22%	0.69%	0.57%	1.26%	0.95%
Gross Income	3.51%	3.70%	4.07%	4.63%	5.05%	5.15%	5.01%
Yield on Average Loans	5.53%	5.31%	5.08%	4.97%	4.86%	4.53%	4.69%
Yield on Average Investments	0.79%	1.05%	0.81%	1.07%	0.78%	0.74%	0.79%
Fee & Other Op. Income	0.11%	0.40%	0.83%	0.98%	1.36%	1.68%	1.47%
Cost of Funds	0.36%	0.27%	0.31%	0.44%	0.51%	0.53%	0.50%
Net Margin	3.15%	3.44%	3.76%	4.19%	4.54%	4.63%	4.51%
Operating Exp. (less PLL)	3.49%	3.80%	3.49%	3.49%	3.68%	3.10%	3.33%
PLL	0.21%	0.12%	0.13%	0.14%	0.33%	0.33%	0.30%
Net Interest Margin	3.04%	3.04%	2.94%	3.22%	3.18%	2.95%	3.03%
Operating Exp./Gross Income	99.48%	102.52%	85.69%	75.35%	73.01%	60.21%	66.40%
Fixed Assets+FRA's**/Assets	0.24%	1.00%	1.92%	3.01%	3.30%	2.49%	2.71%
Net Operating Expense	3.41%	3.52%	2.98%	2.91%	2.93%	2.45%	2.66%
ASSET-LIABILITY MANAGEMENT							
Net Long Term Assets/Assets	5.07%	15.03%	16.46%	23.42%	30.68%	33.41%	30.71%
Shares/Savings+Borrowings	79.76%	71.39%	46.75%	31.64%	29.58%	22.23%	26.85%
Loans/Savings	67.99%	62.57%	64.44%	75.57%	81.87%	82.71%	80.67%
Loans/Assets	53.97%	52.53%	56.44%	66.56%	71.37%	72.27%	70.47%
Cash + ST Invest./Assets	32.96%	30.53%	26.84%	17.39%	15.44%	14.77%	16.03%
Shares, Deposits & Borrowings/Earning Assets	79.88%	86.18%	91.67%	93.77%	94.96%	93.68%	93.86%
Shares + Drafts/Savings+Borrowings	81.12%	78.11%	62.45%	48.43%	45.26%	35.76%	41.30%
Borrowings/Shares & Net Worth	0.00%	0.00%	0.10%	0.24%	1.67%	1.83%	1.55%

**SIGNIFICANT OPERATIONAL RATIOS
FOR THE PERIOD ENDING MARCH 31, 2013**

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	27	26	65	23	33	10	184
OTHER RATIOS							
Net Worth Growth	-2.58%	-3.17%	1.25%	5.97%	4.06%	12.81%	8.64%
Savings Growth	10.95%	13.81%	14.70%	13.14%	14.75%	15.13%	14.85%
Loan Growth	-9.25%	-4.39%	-5.70%	-2.80%	-0.16%	1.59%	0.38%
Asset Growth	8.02%	11.09%	12.74%	12.11%	12.92%	13.90%	13.40%
Investment Growth	22.20%	25.00%	30.30%	55.27%	81.42%	74.74%	69.11%
Investments/Assets	24.59%	30.42%	28.06%	18.42%	12.79%	12.85%	14.31%
Employee Cost/Gross Inc.	49.27%	47.33%	40.88%	38.49%	39.64%	31.16%	34.66%
Employee Cost/ Avg. Assets	1.73%	1.75%	1.67%	1.78%	2.00%	1.61%	1.74%
Average Loan Balance	\$7,429	\$8,094	\$10,265	\$12,027	\$13,533	\$11,264	\$11,800
Average Savings Balance	\$2,528	\$3,243	\$3,708	\$3,975	\$4,409	\$5,034	\$4,635

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

***Foreclosed and Repossessed Assets*

**ANALYSIS OF INCOME AND EXPENSES TO GROSS INCOME
FOR THE PERIOD ENDING MARCH 31, 2013**

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	27	26	65	23	33	10	184
OPERATING INCOME							
Interest on Loans	86.88%	76.73%	72.10%	72.88%	69.90%	64.43%	67.01%
Less: Interest Refunds	0.00%	0.00%	0.05%	0.05%	0.02%	0.01%	0.02%
Income on Investments	10.01%	12.49%	7.65%	6.09%	3.17%	3.07%	3.57%
Income on Trading Securities	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Fee Income	2.26%	7.43%	12.64%	12.45%	14.94%	12.71%	13.30%
Other Operating Income	<u>0.85%</u>	<u>3.34%</u>	<u>7.67%</u>	<u>8.63%</u>	<u>12.01%</u>	<u>19.80%</u>	<u>16.13%</u>
TOTAL INCOME	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
OPERATING EXPENSES							
Employee Costs	49.27%	47.33%	40.88%	38.49%	39.64%	31.16%	34.66%
Travel and Conference	1.13%	0.71%	0.86%	0.95%	0.82%	0.42%	0.59%
Office Occupancy	3.32%	5.30%	6.01%	5.68%	5.52%	4.42%	4.90%
General Operations	22.35%	21.72%	15.74%	13.66%	12.08%	9.92%	11.14%
Education and Promotion	0.38%	0.51%	1.70%	2.04%	2.22%	2.28%	2.21%
Loan Servicing	1.87%	1.79%	5.37%	3.45%	4.47%	5.14%	4.84%
Professional Services	8.21%	7.82%	9.59%	7.41%	3.95%	3.78%	4.38%
Member Insurance	4.43%	3.49%	2.11%	1.65%	1.82%	1.50%	1.64%
Operating Fees	1.78%	1.18%	0.68%	0.28%	0.31%	0.22%	0.28%
Miscellaneous	<u>6.74%</u>	<u>12.67%</u>	<u>2.76%</u>	<u>1.74%</u>	<u>2.18%</u>	<u>1.38%</u>	<u>1.76%</u>
TOTAL ADMINISTRATIVE	99.48%	102.52%	85.69%	75.35%	73.01%	60.21%	66.40%
Provision for Loan Loss	<u>5.98%</u>	<u>3.16%</u>	<u>3.08%</u>	<u>3.12%</u>	<u>6.56%</u>	<u>6.45%</u>	<u>6.08%</u>
TOTAL OPERATING EXP.	105.46%	105.68%	88.77%	78.47%	79.57%	66.67%	72.48%
COST OF FUNDS							
Interest on Borrowed Funds	0.00%	0.01%	0.03%	0.25%	0.65%	0.88%	0.72%
Dividends on Savings	<u>10.34%</u>	<u>7.26%</u>	<u>7.60%</u>	<u>9.16%</u>	<u>9.39%</u>	<u>9.36%</u>	<u>9.26%</u>
TOTAL COST OF FUNDS	10.34%	7.27%	7.63%	9.41%	10.05%	10.24%	9.98%
NET INCOME FROM OPERATIONS	-15.80%	-12.95%	3.60%	12.12%	10.38%	23.10%	17.53%
NON-OPERATING GAIN/LOSS	<u>4.01%</u>	<u>0.27%</u>	<u>0.03%</u>	<u>1.64%</u>	<u>-0.50%</u>	<u>0.64%</u>	<u>0.35%</u>
NET INCOME	-11.79%	-12.67%	3.64%	13.76%	9.87%	23.74%	17.88%
NCUA EXPENSES	1.08%	2.17%	1.74%	1.23%	1.40%	0.77%	1.04%
ADJUSTED NET INCOME (LOSS)	-10.72%	-10.50%	5.38%	15.00%	11.27%	24.51%	18.92%

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

**ANALYSIS OF INCOME AND EXPENSES TO AVERAGE ASSETS
FOR THE PERIOD ENDING MARCH 31, 2013**

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	\$100,000,001- >\$500,000,000	TOTAL
Number of Credit Unions	27	26	65	23	33	10	184
OPERATING INCOME							
Interest on Loans	3.05%	2.84%	2.94%	3.37%	3.53%	3.32%	3.36%
Less: Interest Refunds	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Income on Investments	0.35%	0.46%	0.31%	0.28%	0.16%	0.16%	0.18%
Income on Trading Securities	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Fee Income	0.08%	0.28%	0.51%	0.58%	0.75%	0.65%	0.67%
Other Operating Income	<u>0.03%</u>	<u>0.12%</u>	<u>0.31%</u>	<u>0.40%</u>	<u>0.61%</u>	<u>1.02%</u>	<u>0.81%</u>
TOTAL INCOME	3.51%	3.70%	4.07%	4.63%	5.05%	5.15%	5.01%
OPERATING EXPENSES							
Employee Costs	1.73%	1.75%	1.67%	1.78%	2.00%	1.61%	1.74%
Travel and Conference	0.04%	0.03%	0.04%	0.04%	0.04%	0.02%	0.03%
Office Occupancy	0.12%	0.20%	0.24%	0.26%	0.28%	0.23%	0.25%
General Operations	0.78%	0.80%	0.64%	0.63%	0.61%	0.51%	0.56%
Education and Promotion	0.01%	0.02%	0.07%	0.09%	0.11%	0.12%	0.11%
Loan Servicing	0.07%	0.07%	0.22%	0.16%	0.23%	0.27%	0.24%
Professional Services	0.29%	0.29%	0.39%	0.34%	0.20%	0.19%	0.22%
Member Insurance	0.16%	0.13%	0.09%	0.08%	0.09%	0.08%	0.08%
Operating Fees	0.06%	0.04%	0.03%	0.01%	0.02%	0.01%	0.01%
Miscellaneous	<u>0.24%</u>	<u>0.47%</u>	<u>0.11%</u>	<u>0.08%</u>	<u>0.11%</u>	<u>0.07%</u>	<u>0.09%</u>
TOTAL ADMINISTRATIVE	3.49%	3.80%	3.49%	3.49%	3.68%	3.10%	3.33%
Provision for Loan Loss	<u>0.21%</u>	<u>0.12%</u>	<u>0.13%</u>	<u>0.14%</u>	<u>0.33%</u>	<u>0.33%</u>	<u>0.30%</u>
TOTAL OPERATING EXP.	3.70%	3.91%	3.62%	3.63%	4.02%	3.44%	3.63%
COST OF FUNDS							
Interest on Borrowed Funds	0.00%	0.00%	0.00%	0.01%	0.03%	0.05%	0.04%
Dividends on Savings	<u>0.36%</u>	<u>0.27%</u>	<u>0.31%</u>	<u>0.42%</u>	<u>0.47%</u>	<u>0.48%</u>	<u>0.46%</u>
TOTAL COST OF FUNDS	0.36%	0.27%	0.31%	0.44%	0.51%	0.53%	0.50%
NET INCOME FROM OPERATIONS	-0.55%	-0.48%	0.15%	0.56%	0.52%	1.19%	0.88%
NON-OPERATING GAIN/LOSS	<u>0.14%</u>	<u>0.01%</u>	<u>0.00%</u>	<u>0.08%</u>	<u>-0.03%</u>	<u>0.03%</u>	<u>0.02%</u>
NET INCOME	-0.41%	-0.47%	0.15%	0.64%	0.50%	1.22%	0.90%
NCUA EXPENSES	<u>0.04%</u>	<u>0.08%</u>	<u>0.07%</u>	<u>0.06%</u>	<u>0.07%</u>	<u>0.04%</u>	<u>0.05%</u>
ADJUSTED NET INCOME (LOSS)	-0.38%	-0.39%	0.22%	0.69%	0.57%	1.26%	0.95%

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

**LOAN DELINQUENCY
PERIOD ENDING MARCH 31, 2013**

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	27	26	65	23	33	10	184
Loan Delinquency Ratios							
2 - 6 Months Delinquent	1.70%	0.68%	0.74%	0.78%	0.65%	0.53%	0.59%
6 - 12 Months Delinquent	0.60%	0.59%	0.33%	0.28%	0.37%	0.31%	0.33%
Over 12 Months Delinquent	<u>0.23%</u>	<u>0.36%</u>	<u>0.23%</u>	<u>0.22%</u>	<u>0.34%</u>	<u>0.30%</u>	<u>0.30%</u>
Total Delinquent Loans	2.53%	1.63%	1.30%	1.28%	1.36%	1.14%	1.22%
Loan Loss Ratio	0.10%	0.03%	0.24%	0.38%	0.33%	0.46%	0.40%

**ANALYSIS OF LOANS BY TYPE
PERIOD ENDING MARCH 31, 2013**

Number of Credit Unions	27	26	65	23	33	10	184
Loan Types							
Credit Card Loans	0.18%	0.99%	2.92%	2.38%	1.87%	5.07%	3.84%
Unsecured Loans	9.59%	7.64%	3.40%	1.98%	2.94%	2.06%	2.41%
New Auto Loans	22.31%	14.95%	8.50%	5.28%	3.84%	3.98%	4.32%
Used Auto Loans	45.90%	36.06%	24.05%	21.91%	17.88%	16.00%	17.45%
First Mortgages	9.67%	21.54%	44.63%	52.48%	55.42%	50.19%	51.40%
Other Real Estate	2.98%	8.92%	9.50%	8.81%	9.59%	13.57%	11.87%
Leases	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
All Other Loans	<u>9.37%</u>	<u>9.90%</u>	<u>6.97%</u>	<u>7.13%</u>	<u>8.45%</u>	<u>7.70%</u>	<u>7.85%</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%	6.79%	2.94%	3.34%	2.84%	1.80%	2.28%
First Mortgage - Fixed - 15 yrs. Or less	2.06%	6.60%	9.47%	12.67%	11.67%	15.34%	13.76%
First Mortgage - Balloon/Hybrid - > 5 yrs.	0.03%	2.43%	2.53%	2.14%	7.58%	6.29%	6.18%
First Mortgage - Balloon/Hybrid - 5 yrs. Or less	7.16%	5.58%	21.31%	23.91%	18.25%	16.29%	17.56%
First Mortgage - Other Fixed Rate	0.00%	0.04%	0.34%	0.12%	0.18%	0.45%	0.34%
First Mortgage - Adjustable - 1 year or less	0.00%	0.00%	3.06%	2.63%	5.57%	3.95%	4.27%
First Mortgage - Adjustable - > 1 year	0.42%	0.10%	4.99%	7.68%	9.32%	6.07%	7.02%
Other - Closed End Fixed	2.79%	6.50%	4.85%	3.05%	2.98%	4.08%	3.74%
Other - Closed End Adjustable	0.00%	0.04%	1.29%	1.21%	0.83%	0.67%	0.78%
Other - Open End Adjustable	0.19%	2.35%	3.37%	4.46%	5.60%	8.82%	7.29%
Other - Open-End Fixed	0.00%	0.03%	0.00%	0.08%	0.18%	0.02%	0.07%
Other	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Total Real Estate (as a percent of loans)	12.65%	30.46%	54.13%	61.28%	65.01%	63.76%	63.28%
Total Real Estate (as a percent of assets)	6.83%	16.00%	30.55%	40.79%	46.40%	46.08%	44.59%

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, 2013**

Peer Groups by Assets	\$ 2,000,001-	\$ 10,000,001-	\$ 50,000,001-	\$ 100,000,001-	>\$500,000,000	TOTAL
	<\$2,000,000	\$10,000,000	\$50,000,000	\$100,000,000		
Number of Credit Unions	27	26	65	23	33	10 184
Share Drafts	1.37%	6.96%	15.97%	17.14%	16.36%	14.05% 14.99%
Regular Shares	79.75%	71.14%	46.55%	31.42%	29.75%	22.44% 27.02%
Money Market Shares	2.33%	2.55%	13.68%	20.58%	23.08%	32.37% 27.51%
Share Certificates	16.17%	16.48%	16.32%	20.91%	20.76%	23.16% 21.83%
IRA Accounts	0.36%	2.54%	6.37%	8.90%	8.45%	7.45% 7.73%
All Other Shares	<u>0.01%</u>	<u>0.32%</u>	<u>1.12%</u>	<u>1.05%</u>	<u>1.60%</u>	<u>0.54%</u> <u>0.91%</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, 2013**

Peer Groups by Assets	\$ 2,000,001-	\$ 10,000,001-	\$ 50,000,001-	\$ 100,000,001-	>\$500,000,000	TOTAL
	<\$2,000,000	\$10,000,000	\$50,000,000	\$100,000,000		
Number of Credit Unions	27	26	65	23	33	10 184
Trading Securities	0.00%	0.00%	0.00%	0.00%	0.00%	0.00% 0.00%
Available for Sale Securities	0.00%	0.00%	3.27%	28.46%	28.11%	67.05% 44.70%
Held-to-Maturity Securities	6.58%	0.00%	2.60%	2.36%	2.36%	4.86% 3.66%
Commercial Banks, S&L's, and Mutual Savings Banks	52.10%	68.49%	74.74%	47.88%	44.13%	10.41% 31.23%
Credit Unions	34.76%	18.58%	5.59%	2.18%	2.22%	0.40% 1.97%
Corporate Credit Unions	6.56%	12.92%	10.80%	14.62%	17.75%	12.56% 13.83%
Other Investments	<u>0.00%</u>	<u>0.00%</u>	<u>2.99%</u>	<u>4.50%</u>	<u>5.43%</u>	<u>4.73%</u> <u>4.60%</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.