

2-Year Financial Comparison for Municipal

	Jun-2018	Jun-2019	%Chg
ASSETS			
Cash & Cash Equivalents	559,718,699	659,937,813	17.91
Government Securities	298,623,847	229,655,928	-23.10
Corporate CU	0	0	
Deposit in Banks and S&L's	0	0	
Mutual Funds	0	0	
All Other Investments	6,586,257	7,023,012	6.63
Total Investments	864,928,803	896,616,753	3.66
Real Estate Loans	899,231,344	994,232,982	10.56
Auto Loans	391,344,154	426,819,437	9.06
All Other Loans	556,877,084	581,679,480	4.45
Total Loans	1,847,452,582	2,002,731,899	8.41
(Loan Loss Allow)	(17,386,183)	(27,034,919)	55.50
Foreclosed & Repossessed Property	1,228,308	1,320,806	7.53
Land & Buildings	0	0	
Other Fixed Assets	31,011,548	21,323,417	-31.24
All Other Assets	175,087,290	161,794,022	-7.59
TOTAL ASSETS	2,902,322,348	3,056,751,978	5.32
LIABILITIES & CAPITAL			
Dividends Payable	65,565	61,997	-5.44
Notes Payable	0	0	
Reverse Repurchase Agreements	0	0	
Other Liabilities	78,262,409	96,588,564	23.42
Total Liabilities	78,327,974	96,650,561	23.39
Regular Shares & Deposits	1,872,997,173	1,992,051,597	6.36
Money Market Shares	112,497,983	120,304,868	6.94
Share Drafts	473,695,777	512,884,474	8.27
IRA & Keogh	75,459,990	74,630,201	-1.10
Share Certificates	163,670,113	155,780,624	-4.82
Total Shares	2,698,321,036	2,855,651,764	5.83
Regular Reserve	61,580,433	61,580,433	0.00
FASB 115 Val Reserves	(101,281,345)	141,820	100.14
Undivided Earnings & Other Reserves	165,374,250	42,727,400	-74.16
Equity Acquired in Merger	0	0	
Total Reserves & Undivided Earnings	125,673,338	104,449,653	-16.89

	YTD 2018	YTD 2019	%Chg
INCOME			
Loans	52,052,344	51,457,962	-1.14
(Less Rebates)	0	0	
Investments	5,893,147	2,704,384	-54.11
Fee Income	37,505,283	27,749,622	-26.01
Trading + Other Operating	3,198,634	14,674,551	358.78
Total Income	98,649,408	96,586,519	-2.09
EXPENSES:			
Employee Compensation & Benefits	42,164,628	151,053,919	258.25
Travel & Conference	421,107	15,166	-96.40
Office Occupancy	7,761,290	6,029,759	-22.31
Office Operations	18,302,212	27,761,870	51.69
Education & Promotional	3,308,272	1,610,724	-51.31
Loan Servicing	6,359,620	1,869,967	-70.60
Professional Services	4,050,190	14,294,257	252.93
Member Insurance	0	0	
Operating Fees	36,147	80,189	121.84
Miscellaneous	1,118,843	851,760	-23.87
Operating Expense Subtotal	83,522,309	203,567,611	143.73
Provision for Loan Losses	6,256,637	13,756,035	119.86
Operating Exp. + Provision for Loan Losses	89,778,946	217,323,646	142.07
Non-Operating Gain (Loss)	4,179,341	0	-100.00
Income before Dividends	13,049,803	(120,737,127)	-1025.20
Interest on Borrowed Funds	0	0	
Dividends	2,329,749	2,599,746	11.59
Net Income Prior to Assessments	10,720,054	(123,336,873)	-1250.52
Net NCUISIF & TCCUSIF Expenses	0	0	100.00
Net Income	10,720,054	(123,336,873)	-1250.52
SELECTED OPERATING DATA:			
Branches	23	22	-4.35
Members	581,533	598,638	2.94
Potential Members	1,500,000	1,715,000	14.33
Employees	729	695	-4.66
Members/Employee	798	861	7.98
Average Salary & Benefits/Employee	115,678	434,688	275.77
Total YTD Loan Originations	276,749,682	146,885,510	-46.92

TOTAL LIABILITIES & CAPITAL	2,902,322,348	3,056,751,978	5.32
DELINQUENT LOANS			
2-6 Months Delinq.	9,011,729	10,120,268	12.30
6-12 Months	1,576,816	1,525,704	-3.24
Over 12 Months	4,815,677	3,509,735	-27.12
Total Delinquent Loans	15,404,222	15,155,707	-1.61
Bankruptcies	3,094,158	2,514,791	-18.72
Net Chargeoff (Recov)	7,674,055	8,497,122	10.73
Loan Portfolio Profile			
		% of Total	
Unsecured Credit Card	197,269,924	9.85	
All Other Unsecured	360,159,334	17.98	
Student Loans	0	0.00	
New Auto	194,975,649	9.74	
Used Auto	231,843,788	11.58	
1st Mortgage	935,213,679	46.70	
Other Real Estate	59,019,303	2.95	
Other Loans	24,250,222	1.21	
First Mtg Fixed Rate included in above	932,437,513	46.56	
Unused Credit/Tot. Invest+Cash	46.17		

KEY RATIOS:			
Operating Exp/Income	84.67	210.76	148.93
Dividends/Income	2.36	2.69	13.97
Net Income/Income	10.87	-127.70	-1275.10
Fee+Other Income/Income	41.26	43.92	6.45
Return on Average Assets	0.77	-8.33	-1186.04
Loans/Assets	63.65	65.52	2.93
Net Worth/Assets	7.82	3.41	-56.36
Delinquency	0.83	0.76	-9.24
% Invest Over 1 yr	17.59	12.54	-28.71
Mortgage-Backed Securities/Total Investments	21.73	30.50	40.33
Yield on Investments	1.53	0.67	-56.60
Yield on Loans	5.74	5.19	-9.53
Average Cost of Funds	0.18	0.19	4.48
Gross Spread	3.97	3.46	-12.84
Average Loan Balance	9,720	7,556	-22.26
Average Share Balance	4,640	4,770	2.81
Assets/Employee	3,981,238	4,398,204	10.47
Avail for Sale/Total Investments	5.89	3.96	-32.74