

INDUSTRY PERFORMANCE

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THE CONSOLIDATED CREDIT UNION FINANCIAL STATEMENT *
 FOR ALL U.S. CREDIT UNIONS | DATA AS OF 06.30.16

	JUN15	JUN16	% CHG		6 MOS. ENDED JUN15	6 MOS. ENDED JUN16	% CHG
ASSETS				INCOME			
Cash & Equivalents	93,559,393	103,037,043	10.13%	Loans (Less Rebates)	17,173,409	18,655,888 (9,478)	8.63% -8.80%
Govt & Agencies	196,010,102	186,280,415	-4.96%	Investments	2,213,958	2,425,499	9.55%
Corporate Credit Unions	3,172,617	2,986,963	-5.85%	Fee Income	3,648,466	3,801,775	4.37%
Banks And S&Ls	42,946,085	40,816,750	-4.96%	Trading & Other Operating Income	4,013,104	4,331,459	7.93%
Mutual Funds	2,109,506	1,984,695	-5.92%	Total Income	27,038,544	29,211,143	8.04%
All Other Inv & Ins	38,034,573	43,169,768	13.50%				
Total Investments, Cash & Cash Eq.	375,833,176	378,275,635	0.65%	EXPENSES			
Real Estate Loans	383,722,045	416,903,835	8.65%	Employee Compensation & Benefits	9,111,841	9,829,895	7.88%
Auto Loans	248,011,558	282,973,326	14.10%	Travel & Conferences	178,406	187,729	5.23%
All Other Loans	122,332,258	133,423,904	9.07%	Office Occupancy	1,255,748	1,282,261	2.11%
Total Loans	754,065,860	833,301,065	10.51%	Office Operations	3,353,145	3,590,094	7.07%
(Loan Loss Allowances)				Education & Promotional	659,051	702,796	6.64%
Repossessed Property	1,025,123	900,399	-12.17%	Loan Servicing	1,320,528	1,357,993	2.84%
Land & Buildings	19,509,727	20,604,508	5.61%	Professional Services	1,399,830	1,520,121	8.59%
Other Fixed Assets	4,010,458	4,383,485	9.30%	Member Insurance	11,932	9,582	-19.70%
All Other Assets	35,212,997	40,462,822	14.91%	Operating Fees	72,654	74,225	2.16%
Total Assets	1,182,603,553	1,270,323,429	7.42%	Miscellaneous	611,124	679,516	11.19%
				Expense Subtotal	17,974,259	19,234,211	7.01%
				Prov/Loan Loss	1,698,183	2,257,981	32.96%
				Subtotal	19,672,442	21,492,192	9.25%
Liabilities & Capital				Non-Operating Gain (Loss)	256,363	267,380	4.30%
Dividends Payable	180,540	188,316	4.31%	Income Before Dividends	7,622,465	7,986,331	4.77%
Notes Payable	41,418,346	45,401,408	9.62%				
Reverse Repurchase Agreements	2,464,099	1,660,126	-32.63%				
Other Liabilities	12,167,977	13,535,380	11.24%				
Total Liabilities	56,230,962	60,785,230	8.10%				
				Cost Of Funds	384,170	440,382	14.79%
				Interest On Borrowed Funds	2,565,055	2,738,547	6.76%
				Net Income Prior To Stabilization	4,673,284	4,806,801	2.86%
				Net NCUSF Stabilization Expense	4,560	1,960	-57.02%
				Net Income	4,668,654	4,804,842	2.92%
				Total Number Of Credit Unions	6,284	6,011	% Chg
				# Of FCUs	3,856	3,679	-4.34%
				# Of SCUs – Federally Insured	2,303	2,208	-4.13%
				# Of SCUs – Cooperatively Insured	125	124	-0.80%
				Members	102,277,044	106,151,856	3.79%
				Employees	266,303	277,213	4.10%
				Average Share Balance	9,716	10,031	3.24%
				Average Loan Balance	13,461	13,953	3.66%

* IN THOUSANDS OF DOLLARS

SOURCE: CALLAHAN & ASSOCIATES

10-YEAR BALANCE SHEET AND INCOME STATEMENT *

FOR U.S. CREDIT UNIONS | DATA AS OF 12.31.15

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	10-Year CAGR
Assets											
Cash & Equivalents	53,885,119	49,354,434	68,952,777	75,914,572	96,693,026	102,677,780	88,974,390	87,248,766	95,814,836	6.10%	
Cash At Corporate Credit Unions	29,521,409	25,887,004	41,693,216	51,255,252	50,655,840	183,263,445	200,487,823	19,100,819	17,697,213	3.95%	
Corporate Credit Unions **	71,236,307	70,455,762	85,024,462	115,592,056	144,376,187	6,253,631	3,997,640	3,664,204	204,517,471	10.30%	
34,097,026	39,271,697	32,318,226	33,844,888	17,427,592	44,600,407	48,089,975	45,807,321	35,141,667	2,979,800	-22.14%	
16,090,063	16,773,341	28,139,807	37,486,619	26,151,291	25,741,055	31,030,421	38,241,064	40,382,707	40,364,591	9.63%	
16,102,845	18,856,548	22,513,672	21,141,429	36,847,726	317,141,841	386,551,565	378,105,053	366,457,545	41,993,938	10.06%	
190,548,442	199,254,466	217,350,601	282,027,611	317,141,841	386,551,565	386,283,640	343,679,567	370,852,764	41,993,938	6.89%	
250,337,351	277,871,832	309,706,835	314,429,599	314,407,860	317,642,009	325,012,942	369,349,312	401,705,035	401,705,035	4.84%	
179,685,341	179,409,022	178,191,611	175,407,954	166,169,796	166,701,550	180,294,933	200,565,705	232,126,754	263,887,554	3.92%	
75,521,721	81,321,956	86,845,680	90,616,684	91,867,533	94,629,423	99,963,054	108,816,993	119,311,912	129,077,149	5.51%	
505,644,413	538,602,811	574,752,126	580,454,237	572,445,189	578,972,981	605,270,929	653,060,265	720,787,978	794,669,717	4.63%	
(3,368,603)	(3,926,469)	(6,266,040)	(8,392,005)	(9,552,391)	(8,359,904)	(8,232,849)	(7,386,291)	(7,371,017)	(7,428,610)	8.15%	
15,943,015	17,614,279	19,250,382	19,979,137	20,422,185	20,846,107	21,404,434	22,112,280	23,101,044	24,267,060	4.29%	
17,541,549	18,556,643	18,555,766	23,255,214	25,880,267	26,775,988	30,142,514	29,422,558	32,804,529	33,568,161	6.71%	
726,208,517	770,099,730	823,622,835	886,824,195	926,610,092	974,186,737	1,075,313,865	1,075,313,865	1,136,122,486	1,215,986,685	5.29%	
Liabilities & Capital											
Total Liabilities											
Regular Shares, Deposits, Share Drafts	265,576,233	253,589,891	266,131,809	299,445,427	325,896,401	36,924,172	36,267,582	40,956,211	50,205,403	60,110,340	8.01%
Share Certificates	193,893,881	221,340,456	229,767,476	229,021,727	216,294,399	206,687,709	200,360,115	193,895,523	197,135,669	191,412,534	-0.11%
All Other Shares (MMA, IRA)	155,833,356	171,792,455	195,865,376	234,874,433	255,112,027	269,876,480	285,706,174	294,344,287	299,521,311	311,343,398	7.17%
Total Shares	615,403,070	646,722,802	691,744,661	763,341,587	797,303,427	838,505,580	889,579,460	922,033,767	963,116,358	1,026,195,215	5.25%
Total Reserves & Undivided Earnings											
Total Liabilities & Capital											
Income											
Net Loan Interest Income	31,513,483	36,743,588	36,246,560	34,937,058	33,150,824	32,084,795	31,522,127	32,885,876	35,136,490	1.09%	
Investment, Trading, & Other Operating Income	10,594,437	12,481,059	10,853,734	10,639,623	10,548,334	11,520,795	11,156,807	11,663,896	12,433,354	1.61%	
Fee Income	6,015,391	6,493,332	7,130,385	7,145,827	7,033,973	7,474,767	7,584,715	7,302,483	7,604,674	2.37%	
Total Income	48,123,312	54,065,365	55,297,104	54,230,680	52,722,507	50,733,132	51,080,357	50,263,649	51,822,255	55,174,517	1.38%
Expenses											
Employee Compensation & Benefits	11,783,792	13,493,513	13,875,216	14,193,147	14,680,575	15,704,930	16,508,134	17,268,006	18,569,429	18,656,429	4.65%
Office Occupancy & Operations	6,459,804	6,925,299	7,320,901	7,490,055	7,570,624	7,719,205	8,105,401	8,409,285	8,924,613	9,354,320	3.77%
All Other Expenses	5,330,991	5,706,712	7,739,011	6,088,851	6,295,300	6,639,384	7,405,094	7,771,446	8,214,208	8,580,190	5.00%
Operating Expense Subtotal	23,573,386	25,319,700	28,553,425	27,454,122	28,057,071	29,039,164	31,215,425	32,668,865	34,406,826	36,603,339	4.50%
Pro/Loan Loss	2,216,335	3,218,914	7,066,982	9,602,530	11,19,129	4,704,597	5,583,523	2,761,769	3,056,730	3,992,023	6.06%
Non-Operating Gain (Loss)	102,139	134,940	(445,361)	(551,407)	122,167	122,167	396,200	323,500	364,641	13,57%	
Income Before Dividends	22,355,130	25,661,691	19,333,236	16,222,621	17,572,093	17,111,538	16,677,609	15,136,515	14,818,642	14,943,196	-3.98%
Cost of Funds ***	16,644,122	18,864,491	19,379,243	11,013,477	8,777,430	8,777,430	6,242,655	5,950,464	6,078,465	9.58%	
Net Income Prior To Stabilization	5,791,118	4,815,200	(151,830)***	1,243,378	6,558,616	8,334,108	9,378,232	8,893,860	8,864,178	8,864,731	4.35%
NCUSIF Stabilization Expense											
Total Income											
Total Number of Credit Unions	8,536	8,268	7,968	7,710	7,491	7,240	6,960	6,687	6,402	6,147	
5,190	5,038	4,852	4,712	4,589	4,447	4,272	4,105	3,928	3,765		
3,172	3,063	2,952	2,839	2,750	2,647	2,547	2,449	2,345	2,256		
174	167	164	159	152	146	141	133	129	126		
87,395,078	88,500,886	89,887,193	91,175,370	91,778,378	93,054,800	95,076,586	97,462,474	100,515,100	103,993,756		
228,405	236,716	241,682	239,218	238,889	239,735	247,674	254,109	260,943	270,946		
251,394,673	255,591,299	253,886,502	271,047,330	256,298,416	264,244,588	330,627,691	350,987,807	364,348,064	410,613,336		
0.45%	0.10%	0.85%	1.22%	1.14%	0.92%	0.74%	0.57%	0.49%	0.48%		
0.82%	0.64%	0.02%	0.18%	0.50%	0.69%	0.86%	0.78%	0.80%	0.75%		
12.0%	11.9%	11.3%	10.9%	11.0%	11.2%	11.2%	11.2%	11.2%	11.4%	11.3%	

* IN THOUSANDS OF DOLLARS | ** EXCLUDES CASH EQUIVALENTS HELD AT CORPORATE CREDIT UNIONS | *** INCLUDES DIVIDENDS AND INTEREST ON BORROWED FUNDS | **** 2008 INCOME AND EXPENSE FIGURES ALSO INCLUDE APPROXIMATELY \$10.4 BILLION IN STABILIZATION EXPENSES. THESE WERE ACCOUNTED FOR IN ALL OTHER EXPENSES AND NON-OPERATING GAIN (LOSS). | ***** DUE TO THE CREATION OF THE CORPORATE CREDIT UNION STABILIZATION FUND, THE NCUA REFUNDED A PORTION OF THE INITIAL PREMIUM ASSESSMENT FROM THE FIRST QUARTER IN JUNE 2009. THE NEGATIVE NCUSIF STABILIZATION EXPENSE REPRESENTS THE AMOUNT PAID TO THE FUND LESS THE REFUND.

SOURCE: CALLAHAN & ASSOCIATES

200 LARGEST CREDIT UNIONS BY ASSETS

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

Rk		Credit Union	St.	Assets	Rk		Credit Union	St.	Assets
'16	'15				'16	'15			
1	1	NAVY	VA	\$77,830,150,313	51	50	MEMBERS 1ST	PA	\$3,198,095,639
2	2	SECU	NC	\$33,785,749,087	52	55	VIRGINIA	VA	\$3,095,704,778
3	3	PENTAGON	VA	\$20,162,693,973	53	56	LANDMARK	WI	\$3,094,468,727
4	4	BECU	WA	\$15,136,255,033	54	48	STATE EMP. CREDIT UNION	MD	\$3,066,193,747
5	5	SCHOOLSFIRST	CA	\$12,432,563,789	55	53	NORTHWEST	VA	\$3,035,578,437
6	6	THE GOLDEN 1	CA	\$10,255,810,690	56	58	MISSION	CA	\$3,014,984,215
7	7	SECURITY SERVICE	TX	\$9,466,667,991	57	64	REDWOOD	CA	\$3,004,475,288
8	8	ALLIANT	IL	\$9,137,887,323	58	59	VERIDIAN	IA	\$2,988,489,043
9	9	FIRST TECH	CA	\$9,109,027,385	59	61	SERVICE	NH	\$2,982,130,144
10	10	STAR ONE	CA	\$8,171,941,931	60	62	CHEVRON	CA	\$2,935,808,062
11	12	AMERICA FIRST	UT	\$7,716,639,881	61	63	TDECU	TX	\$2,932,960,830
12	13	SUNCOAST	FL	\$7,560,713,099	62	60	TEACHERS	IN	\$2,924,966,860
13	11	SAN DIEGO COUNTY	CA	\$7,546,233,777	63	57	TOWER	MD	\$2,907,736,974
14	14	RANDOLPH-BROOKS	TX	\$7,328,281,762	64	54	SAN ANTONIO	TX	\$2,877,204,239
15	15	DIGITAL	MA	\$7,213,280,539	65	65	APCO EMP.	AL	\$2,706,714,944
16	16	BETHPAGE	NY	\$6,775,646,701	66	66	COASTAL	NC	\$2,669,331,062
17	17	ALASKA USA	AK	\$6,439,378,542	67	68	EDUCATIONAL EMP.	CA	\$2,665,340,691
18	19	VYSTAR	FL	\$6,186,443,670	68	67	TRAVIS	CA	\$2,628,539,247
19	18	AMERICAN AIRLINES	TX	\$6,093,859,555	69	83	IDAHO CENTRAL	ID	\$2,626,923,300
20	20	ESL	NY	\$5,916,471,237	70	75	CITADEL	PA	\$2,600,086,378
21	24	MOUNTAIN AMERICA	UT	\$5,607,855,844	71	74	SUMMIT	WI	\$2,581,606,557
22	21	CEFCU	IL	\$5,491,635,124	72	77	BCU	IL	\$2,580,572,678
23	22	TEACHERS	NY	\$5,416,314,761	73	76	MIDFLORIDA	FL	\$2,534,757,227
24	25	PATELCO	CA	\$5,220,406,933	74	70	NASSAU EDUCATORS	NY	\$2,522,905,290
25	23	DELTA COMMUNITY	GA	\$5,209,454,018	75	79	MUNICIPAL	NY	\$2,507,692,414
26	32	LOGIX	CA	\$4,664,371,670	76	72	WASHINGTON STATE EMP.	WA	\$2,497,035,487
27	26	PENNSYLVANIA STATE EMP.	PA	\$4,636,115,712	77	80	COMMUNITY FIRST	WI	\$2,468,005,264
28	29	UNITED NATIONS	NY	\$4,580,037,328	78	69	AFFINITY	NJ	\$2,458,049,018
29	28	HUDSON VALLEY	NY	\$4,526,115,374	79	78	SAFE	CA	\$2,437,684,656
30	27	POLICE AND FIRE	PA	\$4,519,433,789	80	84	GENERAL ELECTRIC	OH	\$2,433,372,380
31	37	LAKE MICHIGAN	MI	\$4,515,855,832	81	71	NAVYARMY COMMUNITY	TX	\$2,419,773,538
32	30	ENT	CO	\$4,446,156,907	82	73	KEESLER	MS	\$2,390,539,161
33	36	REDSTONE	AL	\$4,396,277,821	83	86	SPOKANE TEACHERS	WA	\$2,380,369,695
34	33	BANK-FUND STAFF	DC	\$4,320,885,916	84	81	GECU	TX	\$2,372,377,710
35	31	WINGS FINANCIAL	MN	\$4,311,931,633	85	82	SANDIA LABORATORY	NM	\$2,284,468,237
36	35	DFCU FINANCIAL	MI	\$4,281,108,267	86	90	COMMUNITYAMERICA	MO	\$2,281,916,105
37	39	ONPOINT COMMUNITY	OR	\$4,181,816,606	87	88	UNIFY FINANCIAL	CA	\$2,272,827,292
38	38	DESERT SCHOOLS	AZ	\$3,998,778,942	88	87	GROW FINANCIAL	FL	\$2,255,631,902
39	34	STATE FARM	IL	\$3,969,169,724	89	109	PREMIER AMERICA	CA	\$2,250,739,878
40	40	KINECTA	CA	\$3,891,022,831	90	97	UNIVERSITY OF WISCONSIN	WI	\$2,241,348,946
41	42	SPACE COAST	FL	\$3,756,866,429	91	95	LANGLEY	VA	\$2,228,322,269
42	51	UNIVERSITY OF IOWA COMMUNITY	IA	\$3,587,521,024	92	91	APPLE	VA	\$2,222,253,245
43	41	VISIONS	NY	\$3,579,529,937	93	94	ROBINS FINANCIAL	GA	\$2,213,212,168
44	43	TINKER	OK	\$3,499,259,900	94	96	FIRST COMMUNITY	MO	\$2,207,444,508
45	45	EASTMAN	TN	\$3,452,294,252	95	89	PROVIDENT	CA	\$2,186,823,153
46	44	WESCOM	CA	\$3,363,500,030	96	92	CHARTWAY	VA	\$2,137,391,940
47	46	WRIGHT-PATT	OH	\$3,313,520,384	97	98	GENISYS	MI	\$2,117,474,736
48	52	BELLCO	CO	\$3,300,223,996	98	99	UNITED	MI	\$2,103,323,416
49	49	MICHIGAN STATE UNIVERSITY	MI	\$3,266,917,961	99	101	CALIFORNIA COAST	CA	\$2,092,348,029
50	47	STATE EMP.	NY	\$3,263,012,739	100	103	TECHNOLOGY	CA	\$2,078,802,594

CONTINUED ON PAGE 17

200 LARGEST CREDIT UNIONS BY ASSETS

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

Rk		Credit Union	St.	Assets	Rk		Credit Union	St.	Assets
'16	'15				'16	'15			
101	93	ATLANTA POSTAL	GA	\$2,064,389,383	151	153	SOUTH CAROLINA	SC	\$1,502,872,086
102	104	GEORGIA'S OWN	GA	\$2,063,228,534	152	150	BAYPORT	VA	\$1,477,652,845
103	102	UNIVERSITY	TX	\$2,053,907,695	153	160	OREGON COMMUNITY	OR	\$1,476,683,618
104	106	TRULIANT	NC	\$2,026,479,800	154	159	PARTNERS	CA	\$1,458,635,861
105	107	FAIRWINDS	FL	\$2,021,051,930	155	162	CAMPUS USA	FL	\$1,453,855,856
106	111	STANFORD	CA	\$1,982,705,651	156	168	HAPO COMMUNITY	WA	\$1,452,315,956
107	100	MERCK EMP.	NJ	\$1,965,022,222	157	149	AMERICAN EAGLE FINANCIAL	CT	\$1,450,507,251
108	108	FOUNDERS	SC	\$1,943,439,318	158	152	HAWAII STATE	HI	\$1,446,827,458
109	127	NASA	MD	\$1,942,339,493	159	175	WORKERS	MA	\$1,444,106,702
110	105	JSC	TX	\$1,938,100,788	160	156	CALTECH EMP.	CA	\$1,442,667,305
111	110	ASCEND	TN	\$1,931,831,003	161	161	ARIZONA	AZ	\$1,436,880,483
112	112	EECU	TX	\$1,919,144,145	162	155	NUVISION	CA	\$1,419,984,672
113	85	MELROSE	NY	\$1,918,689,436	163	192	ACHIEVA	FL	\$1,418,710,197
114	116	ONEAZ	AZ	\$1,862,594,621	164	157	AMERICA'S FIRST	AL	\$1,418,638,564
115	114	PAWTUCKET	RI	\$1,860,054,384	165	154	ASSOCIATED	GA	\$1,410,934,610
116	124	ROYAL	WI	\$1,855,625,606	166	173	ORANGE COUNTY'S	CA	\$1,405,966,977
117	115	AFFINITY PLUS	MN	\$1,832,748,759	167	163	KERN SCHOOLS	CA	\$1,403,505,414
118	125	TRUMARK FINANCIAL	PA	\$1,832,228,832	168	214	CONNEXUS	WI	\$1,396,624,378
119	113	GTE FINANCIAL	FL	\$1,802,680,973	169	167	DUPACO COMMUNITY	IA	\$1,395,470,468
120	121	NUSENDA	NM	\$1,770,053,380	170	164	AUSTIN TELCO	TX	\$1,391,273,075
121	119	ORNL	TN	\$1,767,237,926	171	166	WESTERRA	CO	\$1,381,933,096
122	118	STATE DEPARTMENT	VA	\$1,761,683,719	172	165	COMMUNITY FIRST CU OF FLORIDA	FL	\$1,374,958,464
123	134	PUBLIC SERVICE	CO	\$1,753,511,618	173	174	SELCO COMMUNITY	OR	\$1,360,415,016
124	120	LAKE TRUST	MI	\$1,752,582,132	174	171	WHITEFISH	MT	\$1,349,082,453
125	131	AMERICAN HERITAGE	PA	\$1,752,373,336	175	178	FORT KNOX	KY	\$1,347,410,184
126	117	CONNECTICUT STATE EMP.	CT	\$1,751,054,070	176	185	COVANTAGE	WI	\$1,347,042,191
127	122	POLISH & SLAVIC	NJ	\$1,738,825,682	177	180	CAP COM	NY	\$1,343,501,518
128	141	NUMERICA	WA	\$1,735,189,667	178	172	CENTRA	IN	\$1,334,376,849
129	128	SCHOOLS FINANCIAL	CA	\$1,732,350,740	179	181	CREDIT UNION OF TEXAS	TX	\$1,332,744,229
130	136	NAVIGANT	RI	\$1,722,892,040	180	170	AMERICU	NY	\$1,331,948,712
131	137	ELEVATIONS	CO	\$1,722,187,710	181	169	PEN AIR	FL	\$1,321,302,805
132	135	LOCAL GOVERNMENT	NC	\$1,712,722,325	182	205	MERIWEST	CA	\$1,320,873,788
133	123	EGLIN	FL	\$1,703,043,724	183	183	SOUND	WA	\$1,312,266,721
134	138	GESA	WA	\$1,695,119,750	184	176	CREDIT UNION OF COLORADO	CO	\$1,311,740,660
135	130	EDUCATORS	WI	\$1,686,676,452	185	177	ADVANCIAL	TX	\$1,309,751,745
136	129	TTCU	OK	\$1,686,534,332	186	200	ELEMENTS FINANCIAL	IN	\$1,306,489,453
137	126	CFE	FL	\$1,668,840,785	187	191	SHARONVIEW	SC	\$1,300,377,746
138	139	INDIANA MEMBERS	IN	\$1,636,643,650	188	187	FIRST ENTERTAINMENT	CA	\$1,298,943,587
139	146	KNOXVILLE TVA EMP.	TN	\$1,610,153,177	189	184	LBS FINANCIAL	CA	\$1,285,597,249
140	140	VANTAGE WEST	AZ	\$1,606,712,614	190	186	ADVANTIS	OR	\$1,277,998,142
141	133	MICHIGAN SCHOOLS & GOVERNMENT	MI	\$1,605,092,766	191	199	WHATCOM EDUCATIONAL	WA	\$1,277,260,353
142	132	ANHEUSER-BUSCH EMP.	MO	\$1,593,191,605	192	190	A+	TX	\$1,272,638,241
143	143	HAWAIIUSA	HI	\$1,562,471,860	193	195	EVANSVILLE TEACHERS	IN	\$1,266,307,745
144	145	CALIFORNIA	CA	\$1,562,286,551	194	194	CORNING	NY	\$1,264,122,458
145	148	METRO	MA	\$1,543,996,473	195	179	BARKSDALE	LA	\$1,247,779,367
146	142	DOW CHEMICAL EMP.	MI	\$1,534,179,497	196	207	COAST CENTRAL	CA	\$1,236,600,492
147	147	F&A	CA	\$1,531,550,910	197	189	NORTH ISLAND	CA	\$1,234,771,232
148	144	TEXANS	TX	\$1,527,965,915	198	188	TYNDALL	FL	\$1,229,883,585
149	158	EMPOWER	NY	\$1,522,474,210	199	193	ADVIA	MI	\$1,218,247,024
150	151	ROCKLAND	MA	\$1,505,477,444	200	197	SELF RELIANCE NEW YORK	NY	\$1,213,006,628

U.S. AVERAGE

\$211,333,127

CREDIT UNION MEMBERSHIP GROWTH PICKS UP STEAM

Credit unions are appealing to consumers across the country, as evidenced by six consecutive quarters of accelerating year-over-year membership growth. As of June 30, 2016, the industry posted 3.8% yearly growth, adding more than 3 million new members and reaching nearly 106.2 million — a new record high.

The penetration rate, which measures the percent of members who use a specific product, is a popular indicator of member participation and has increased nearly across the board. For example, share draft penetration — the percentage of members with a checking account at a credit union — expanded from 54.7% in second quarter 2015 to 55.5% in second quarter 2016. Auto loan penetration increased nearly a full percentage point to 19.0%, and credit card penetration is up 57 basis points to top 17.2%.

Average member relationship — which tracks total deposit and loan balances per member, excluding member business loans — also increased. This indicates members are not only willing to join a credit union but also eager to commit to their new financial

institution. Average member relationship has expanded 4.5%, or \$740, over the past 12 months and surpassed \$17,300 in the second quarter of 2016. Furthermore, despite the growth in raw membership numbers, the number of loan and share accounts per member also increased slightly to 2.45.

Meanwhile, the average share balance per member has increased 3.2% in the past year to \$10,031 as of June 30, 2016. Total shares expanded 7.3% to nearly \$1.1 trillion. Core deposits — regular shares, share drafts, and money market shares — accounted for the majority of the growth, collectively expanding 8.7%. Share drafts posted the largest increase of any deposit account, growing 12.6% year-over-year as of June 30, 2016.

The industry has also maintained high levels of capital, well above the NCUA's requirement to be considered well-capitalized. Capital per member rose from \$1,311 in the second quarter of 2015 to \$1,362 in the second quarter of 2016.



CASE STUDY

DIVING INTO SEG'S TO BUILD MEMBER RELATIONSHIPS

MINNESOTA POWER EMPLOYEES CREDIT UNION / DULUTH, MN / ASSETS: \$92.7M / MEMBERS: 6,465

SEG-based credit unions don't have to limit their member outreach to their hometown, especially if their SEGs include companies with employees spread across the country.

But those credit unions might need to rethink their definition of marketing, which in credit union land is really about relationships. The strategy at Minnesota Power Employees Credit Union (\$94.2M, Duluth, MN) is to deepen those ties through proximity and products.

"We don't sell anything," says president and CEO Debora Almirall. "We listen a lot and recommend products based on what our members want and need."

The credit union is meeting those wants and needs through mobile banking, remote deposit checking, personal and business loans, shared branching, and now a third branch.

The new facility speaks volumes about MPECU's strategy of deepening SEG relationships. The 3,500-square-foot branch is one of three retail storefronts at the new corporate headquarters of Maurices, a Duluth-based clothing retailer with 900 locations and more than 9,000 employees across the United States and Canada.

"We're leasing from Maurices, so it had a lot of say in the design and specifications for the branch in terms

of signage and space use," Almirall says. "We're hoping to re-create the great relationship we had with Maurices when it became a SEG in 2007, and we're also making this a shared branch to serve members of other credit unions."

She also met with the company's CEO to talk about how members can help members, how to accrue savings by using the credit union, and other topics in which the SEG might be interested.

"We stressed our 5,000 shared branches and vast ATM network throughout the United States," Almirall says.

The talk went well. Now, along with the in-house branch, the credit union has the green light to give each employee a welcome packet and offer free financial literacy courses through the company's Maurices University.

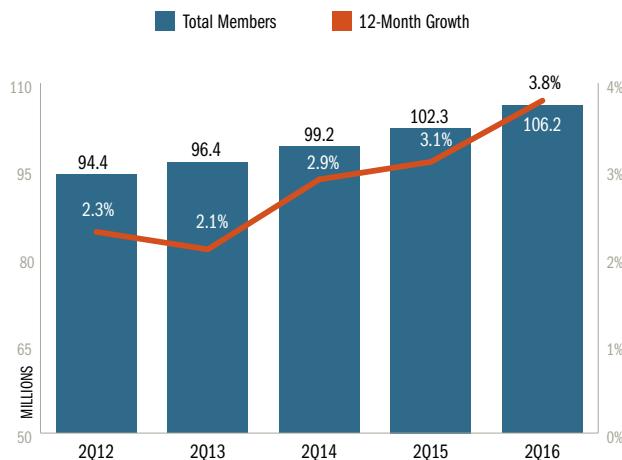
"Maurices management understands workers who are not worried about their finances perform better and are happier," Almirall says. "We can help with that by helping them understand their finances and add value through lower fees and better rates."

Get the full story about MPECU and its SEG-serving strategy. Read "How To Deepen A SEG Relationship" at CreditUnions.com.

MEMBERS

TOTAL MEMBERS & 12-MONTH GROWTH

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



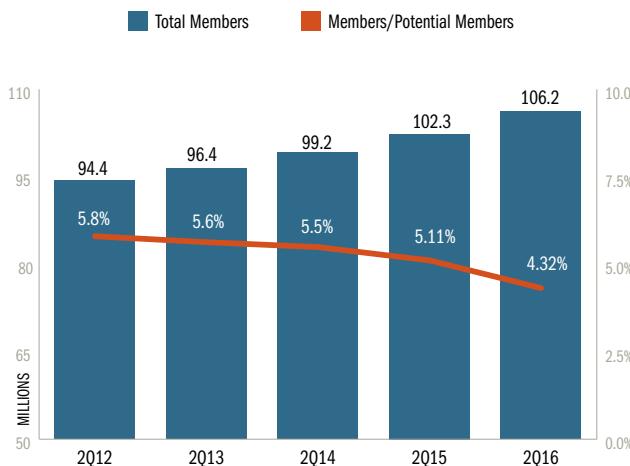
AVERAGE MEMBER RELATIONSHIP & 12-MONTH GROWTH

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



TOTAL MEMBERS & MEMBERS/POTENTIAL MEMBERS

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



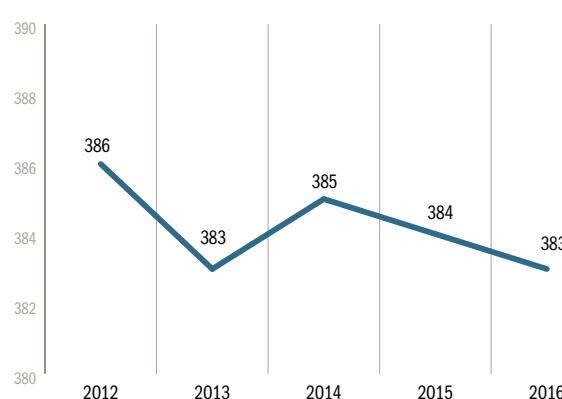
ANNUALIZED EDUCATIONAL & PROMOTIONAL EXPENSE PER NET NEW MEMBER

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



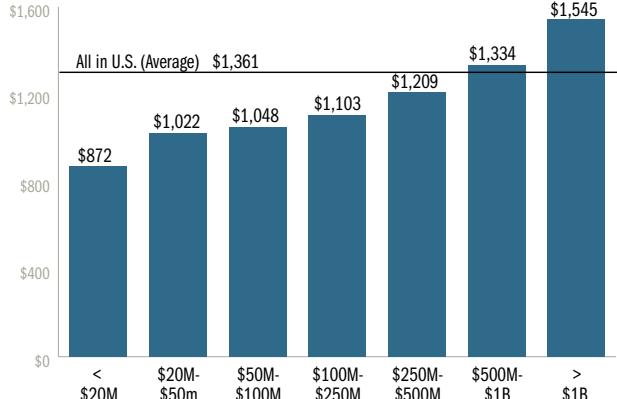
MEMBERS PER EMPLOYEE

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



CAPITAL PER MEMBER

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



SOURCE: CALLAHAN & ASSOCIATES

200 LARGEST CREDIT UNIONS BY MEMBERSHIP

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Members	Average Share		Rk.	Credit Union	St.	Members	Average Share	
				Balance	Assets					Balance	Assets
1	NAVY	VA	6,353,581	\$8,408	\$77,830,150,313	51	POLICE AND FIRE	PA	242,499	\$15,214	\$4,519,433,789
2	SECU	NC	2,133,547	\$14,434	\$33,785,749,087	52	TDECU	TX	240,288	\$9,500	\$2,932,960,830
3	PENTAGON	VA	1,438,618	\$11,080	\$20,162,693,973	53	STATE EMP.	MD	239,054	\$11,427	\$3,066,193,747
4	BECU	WA	971,328	\$13,658	\$15,136,255,033	54	MIDFLORIDA	FL	237,939	\$8,575	\$2,534,757,227
5	THE GOLDEN 1	CA	791,570	\$11,280	\$10,255,810,690	55	SAN ANTONIO	TX	237,093	\$8,839	\$2,877,204,239
6	AMERICA FIRST	UT	781,258	\$8,665	\$7,716,639,881	56	IDAHO CENTRAL	ID	234,457	\$9,111	\$2,626,923,300
7	SECURITY SERVICE	TX	734,129	\$9,921	\$9,466,667,991	57	SERVICE	NH	228,792	\$10,479	\$2,982,130,144
8	SUNCOAST	FL	713,081	\$9,169	\$7,560,713,099	58	MICHIGAN STATE UNIVERSITY	MI	223,697	\$12,614	\$3,266,917,961
9	SCHOOLSFIRST	CA	701,714	\$15,002	\$12,432,563,789	59	DFCU FINANCIAL	MI	220,068	\$16,919	\$4,281,108,267
10	RANDOLPH-BROOKS	TX	657,097	\$9,083	\$7,328,281,762	60	COASTAL	NC	218,151	\$9,998	\$2,669,331,062
11	MOUNTAIN AMERICA	UT	599,700	\$7,545	\$5,607,855,844	61	REDWOOD	CA	217,494	\$12,053	\$3,004,475,288
12	ALASKA USA	AK	583,619	\$10,004	\$6,439,378,542	62	UNIVERSITY OF WISCONSIN	WI	214,452	\$9,313	\$2,241,348,946
13	DIGITAL	MA	580,055	\$9,983	\$7,213,280,539	63	NORTHWEST	VA	212,635	\$12,090	\$3,035,578,437
14	VYSTAR	FL	526,012	\$9,342	\$6,186,443,670	64	FOUNDERS	SC	210,768	\$7,434	\$1,943,439,318
15	FIRST TECH	CA	444,520	\$14,364	\$9,109,027,385	65	WINGS FINANCIAL	MN	210,297	\$17,428	\$4,311,931,633
16	PENNSYLVANIA STATE EMP.	PA	421,794	\$9,749	\$4,636,115,712	66	BCU	IL	208,414	\$10,847	\$2,580,572,678
17	MUNICIPAL	NY	409,310	\$5,684	\$2,507,692,414	67	UNIVERSITY	TX	208,082	\$8,826	\$2,053,907,695
18	REDSTONE	AL	387,293	\$9,136	\$4,396,277,821	68	TRULIANT	NC	205,707	\$8,828	\$2,026,479,800
19	GECU	TX	348,208	\$5,947	\$2,372,377,710	69	COMMUNITYAMERICA	MO	205,018	\$8,907	\$2,281,916,105
20	SPACE COAST	FL	346,877	\$9,189	\$3,756,866,429	70	VERIDIAN	IA	199,707	\$13,156	\$2,988,489,043
21	DELTA COMMUNITY	GA	341,415	\$13,209	\$5,209,454,018	71	KEESLER	MS	198,106	\$10,256	\$2,390,539,161
22	STATE EMP.	NY	337,162	\$8,824	\$3,263,012,739	72	SAFE	CA	197,557	\$10,719	\$2,437,684,656
23	ESL	NY	331,671	\$8,837	\$5,916,471,237	73	MISSION	CA	196,620	\$13,080	\$3,014,984,215
24	TINKER	OK	331,567	\$9,334	\$3,499,259,900	74	GROW FINANCIAL	FL	192,657	\$10,178	\$2,255,631,902
25	MEMBERS 1ST	PA	328,573	\$8,501	\$3,198,095,639	75	UNIFY FINANCIAL	CA	191,863	\$10,438	\$2,272,827,292
26	WRIGHT-PATT	OH	324,496	\$8,530	\$3,313,520,384	76	PUBLIC SERVICE	CO	190,878	\$8,076	\$1,753,511,618
27	SAN DIEGO COUNTY	CA	322,592	\$19,088	\$7,546,233,777	77	WESCOM	CA	189,827	\$13,034	\$3,363,500,030
28	ALLIANT	IL	321,615	\$23,931	\$9,137,887,323	78	METRO	MA	189,721	\$6,126	\$1,543,996,473
29	CEFCU	IL	318,306	\$15,129	\$5,491,635,124	79	GEORGIA'S OWN	GA	187,237	\$9,313	\$2,063,228,534
30	DESERT SCHOOLS	AZ	315,793	\$10,587	\$3,998,778,942	80	TRAVIS	CA	186,356	\$11,767	\$2,628,539,247
31	ONPOINT COMMUNITY	OR	304,810	\$11,871	\$4,181,816,606	81	AFFINITY PLUS	MN	185,153	\$8,956	\$1,832,748,759
32	PATELCO	CA	303,506	\$14,854	\$5,220,406,933	82	GENISYS	MI	182,982	\$9,611	\$2,117,474,736
33	BETHPAGE	NY	293,443	\$20,296	\$6,775,646,701	83	CHARTWAY	VA	182,249	\$10,658	\$2,137,391,940
34	KINECTA	CA	287,616	\$11,615	\$3,891,022,831	84	APPLE	VA	180,127	\$9,905	\$2,222,253,245
35	LAKE MICHIGAN	MI	283,542	\$12,243	\$4,515,855,832	85	ROCKLAND	MA	179,697	\$6,763	\$1,505,477,444
36	LOCAL GOVERNMENT	NC	282,563	\$5,491	\$1,712,722,325	86	VISIONS	NY	179,406	\$17,142	\$3,579,529,937
37	TEACHERS	IN	281,136	\$8,128	\$2,924,966,860	87	EECU	TX	175,526	\$9,464	\$1,919,144,145
38	LANDMARK	WI	279,729	\$9,548	\$3,094,468,727	88	EASTMAN	TN	174,864	\$16,979	\$3,452,294,252
39	BELLCO	CO	273,824	\$9,495	\$3,300,223,996	89	FAIRWINDS	FL	174,119	\$9,902	\$2,021,051,930
40	ENT	CO	271,853	\$13,209	\$4,446,156,907	90	CITADEL	PA	173,085	\$12,278	\$2,600,086,378
41	HUDSON VALLEY	NY	271,418	\$13,599	\$4,526,115,374	91	ROBINS FINANCIAL	GA	171,699	\$10,579	\$2,213,212,168
42	FIRST COMMUNITY	MO	264,288	\$7,302	\$2,207,444,508	92	ROYAL	WI	171,617	\$8,946	\$1,855,625,606
43	TEACHERS	NY	263,639	\$18,418	\$5,416,314,761	93	LAKE TRUST	MI	171,347	\$8,941	\$1,752,582,132
44	AMERICAN AIRLINES	TX	263,422	\$20,534	\$6,093,859,555	94	LOGIX	CA	168,339	\$21,896	\$4,664,371,670
45	EDUCATIONAL EMP.	CA	252,286	\$9,113	\$2,665,340,691	95	ASCEND	TN	167,852	\$9,342	\$1,931,831,003
46	VIRGINIA	VA	251,676	\$9,960	\$3,095,704,778	96	EMPOWER	NY	167,304	\$8,118	\$1,522,474,210
47	CONNEXUS	WI	245,192	\$4,582	\$1,396,624,378	97	NASSAU EDUCATORS	NY	166,607	\$13,507	\$2,522,905,290
48	LANGLEY	VA	245,134	\$7,353	\$2,228,322,269	98	NUSENDA	NM	163,954	\$9,536	\$1,770,053,380
49	GTE FINANCIAL	FL	244,460	\$6,722	\$1,802,680,973	99	ASSOCIATED	GA	162,878	\$7,507	\$1,410,934,610
50	WASHINGTON STATE EMP.	WA	242,589	\$8,645	\$2,497,035,487	100	KNOXVILLE TVA EMP.	TN	161,209	\$7,818	\$1,610,153,177

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200 LARGEST CREDIT UNIONS BY MEMBERSHIP

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Members	Average Share Balance		Rk.	Credit Union	St.	Members	Average Share Balance	
				Assets	Assets					Assets	Assets
101	GENERAL ELECTRIC	OH	159,639	\$12,202	\$2,433,372,380	151	TENNESSEE VALLEY	TN	121,585	\$8,464	\$1,186,415,751
102	SUMMIT	WI	157,365	\$13,302	\$2,581,606,557	152	LBS FINANCIAL	CA	121,418	\$9,175	\$1,285,597,249
103	SPOKANE TEACHERS	WA	156,512	\$11,898	\$2,380,369,695	153	UNITED NATIONS	NY	121,000	\$33,752	\$4,580,037,328
104	ORNL	TN	153,261	\$9,521	\$1,767,237,926	154	TTCU	OK	120,530	\$10,761	\$1,686,534,332
105	GEORGIA UNITED	GA	153,048	\$6,364	\$1,128,143,134	155	BARKSDALE	LA	120,441	\$9,268	\$1,247,779,367
106	SOUTH CAROLINA	SC	151,520	\$7,636	\$1,502,872,086	156	TWINSTAR	WA	119,933	\$7,931	\$1,084,938,444
107	UNITED	MI	149,211	\$10,044	\$2,103,323,416	157	ANDREWS	MD	119,430	\$7,746	\$1,156,579,285
108	AMERICAN HERITAGE	PA	148,747	\$8,759	\$1,752,373,336	158	APG	MD	117,955	\$8,588	\$1,131,576,906
109	EVANSVILLE TEACHERS	IN	148,731	\$6,174	\$1,266,307,745	159	ELEVATIONS	CO	117,301	\$12,265	\$1,722,187,710
110	TOWER	MD	148,714	\$16,793	\$2,907,736,974	160	ALTURA	CA	117,143	\$9,017	\$1,199,425,481
111	CFE	FL	148,455	\$9,840	\$1,668,840,785	161	FIRST COMMUNITY	TX	117,043	\$9,249	\$1,211,358,549
112	KERN SCHOOLS	CA	148,349	\$8,408	\$1,403,505,414	162	INDIANA MEMBERS	IN	116,619	\$12,047	\$1,636,643,650
113	CALIFORNIA COAST	CA	144,804	\$12,497	\$2,092,348,029	163	COMMUNITY FIRST OF FLORIDA	FL	116,044	\$10,106	\$1,374,958,464
114	NAVARMY COMMUNITY	TX	144,246	\$14,928	\$2,419,773,538	164	AMERICU	NY	115,814	\$10,148	\$1,331,948,712
115	ACHIEVA	FL	141,915	\$8,665	\$1,418,710,197	165	AMERICAN EAGLE FINANCIAL	CT	115,806	\$11,053	\$1,450,507,251
116	CREDIT UNION OF TEXAS	TX	141,893	\$7,948	\$1,332,744,229	166	EGLIN	FL	114,796	\$13,098	\$1,703,043,724
117	EDUCATORS	WI	141,675	\$10,422	\$1,686,676,452	167	ALLSOUTH	SC	114,303	\$5,832	\$777,061,445
118	UNIV. OF IOWA COMMUNITY	IA	141,020	\$18,061	\$3,587,521,024	168	LGE COMMUNITY	GA	114,122	\$8,219	\$1,128,941,964
119	AMERICA'S FIRST	AL	140,868	\$8,890	\$1,418,638,564	169	MUNICIPAL EMP.	MD	113,921	\$8,862	\$1,179,265,905
120	VANTAGE WEST	AZ	139,769	\$9,994	\$1,606,712,614	170	SOUND	WA	113,455	\$9,906	\$1,312,266,721
121	GESA	WA	139,124	\$10,071	\$1,695,119,750	171	SAFE	SC	112,974	\$7,701	\$980,435,171
122	ONEAZ	AZ	138,543	\$10,972	\$1,862,594,621	172	PHILADELPHIA	PA	111,898	\$8,005	\$1,020,778,496
123	HAPO COMMUNITY	WA	137,938	\$9,164	\$1,452,315,956	173	NORTHEAST	NH	111,838	\$8,297	\$1,095,471,166
124	CREDIT UNION ONE	MI	137,632	\$7,003	\$1,069,705,314	174	ATLANTA POSTAL	GA	111,648	\$16,107	\$2,064,389,383
125	OREGON COMMUNITY	OR	136,363	\$9,581	\$1,476,683,618	175	CREDIT UNION OF COLORADO	CO	110,482	\$10,445	\$1,311,740,660
126	CENTRA	IN	135,407	\$8,347	\$1,334,376,849	176	GOLDENWEST	UT	109,770	\$9,279	\$1,195,870,022
127	UTAH COMMUNITY	UT	134,141	\$7,374	\$1,128,962,712	177	TEXANS	TX	109,717	\$13,231	\$1,527,965,915
128	SCOTT	IL	134,060	\$7,042	\$1,062,382,488	178	SRP	SC	108,898	\$6,401	\$777,019,194
129	STATE FARM	IL	132,316	\$26,104	\$3,969,169,724	179	TYNDALL	FL	108,660	\$9,828	\$1,229,883,585
130	AFFINITY	NJ	131,931	\$15,945	\$2,458,049,018	180	FIRSTLIGHT	TX	107,410	\$7,972	\$961,650,794
131	PUBLIX EMP.	FL	131,742	\$5,595	\$858,543,147	181	Y-12	TN	107,347	\$7,174	\$1,023,866,135
132	FORUM	IN	130,675	\$6,667	\$1,191,645,182	182	NORTHWEST COMMUNITY	OR	107,284	\$8,530	\$1,083,319,444
133	NASA	MD	130,270	\$11,775	\$1,942,339,493	183	CHEVRON	CA	106,275	\$24,553	\$2,935,808,062
134	SCHOOLS FINANCIAL	CA	129,616	\$11,640	\$1,732,350,740	184	MICHIGAN SCHOOLS & GOVT.	MI	105,576	\$13,340	\$1,605,092,766
135	A+	TX	129,484	\$8,803	\$1,272,638,241	185	DADE COUNTY	FL	105,572	\$5,539	\$673,550,824
136	ALLEGACY	NC	128,366	\$7,985	\$1,212,785,180	186	MAX	AL	105,295	\$9,692	\$1,205,722,556
137	BAYPORT	VA	128,364	\$9,671	\$1,477,652,845	187	PROVIDENT	CA	104,855	\$16,434	\$2,186,823,153
138	ARROWHEAD CENTRAL	CA	128,352	\$6,746	\$1,034,909,261	188	ROGUE	OR	104,413	\$10,020	\$1,178,858,100
139	CAP COM	NY	127,862	\$9,047	\$1,343,501,518	189	IH MISSISSIPPI VALLEY	IL	104,191	\$8,471	\$1,002,221,922
140	JSC	TX	127,262	\$13,590	\$1,938,100,788	190	FIRSTMARK	TX	102,734	\$8,225	\$1,023,637,579
141	PARTNERS	CA	127,096	\$9,982	\$1,458,635,861	191	WESTERRA	CO	102,235	\$11,270	\$1,381,933,096
142	TRUMARK FINANCIAL	PA	127,000	\$12,170	\$1,832,228,832	192	ST. MARY'S BANK	NH	100,891	\$8,017	\$941,357,838
143	ADVIA	MI	125,245	\$8,061	\$1,218,247,024	193	CORNING	NY	100,434	\$11,256	\$1,264,122,458
144	NUMERICA	WA	123,935	\$11,549	\$1,735,189,667	194	VANTAGE	MO	100,061	\$7,245	\$805,330,523
145	COMMUNITY FIRST	WI	123,831	\$16,989	\$2,468,005,264	195	TRUSTONE FINANCIAL	MN	99,090	\$9,109	\$1,112,805,622
146	ARIZONA	AZ	123,637	\$9,656	\$1,436,880,483	196	HUGHES	AZ	98,989	\$8,196	\$911,940,771
147	HAWAIIUSA	HI	123,361	\$11,081	\$1,562,471,860	197	CAPITAL	WI	98,909	\$10,029	\$1,167,918,592
148	MICHIGAN FIRST	MI	123,092	\$4,945	\$780,824,761	198	MARINE	NC	98,665	\$6,632	\$723,899,022
149	SELCO COMMUNITY	OR	122,838	\$9,824	\$1,360,415,016	199	CREDIT UNION 1	IL	98,091	\$7,207	\$779,483,577
150	ANHEUSER-BUSCH EMP.	MO	121,645	\$11,521	\$1,593,191,605	200	Premier America	CA	97,899	\$20,415	\$2,250,739,878

U.S. AVERAGE **17,660** **\$10,031** **\$211,333,127**

LEADERS IN 12-MONTH MEMBER GROWTH

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS* | DATA AS OF 06.30.16

Rk.	Credit Union	St.	12-Month Growth	Members	Assets
1	WSSC	MD	48.36%	4,565	\$26,938,194
2	HAZLETON SCHOOL EMP.	PA	43.42%	1,985	\$26,622,953
3	USE	CA	36.59%	58,401	\$849,697,633
4	FERGUSON	MS	34.25%	5,558	\$60,663,650
5	DEPARTMENT OF COMMERCE	DC	33.31%	24,378	\$408,599,970
6	EVANSVILLE TEACHERS	IN	31.39%	148,731	\$1,266,307,745
7	EDWARDS	CA	29.41%	20,991	\$182,656,718
8	AMERICA'S CHRISTIAN	CA	29.37%	85,459	\$328,085,243
9	GREAT MEADOW	NY	27.99%	3,612	\$25,535,772
10	SELECT	TX	26.17%	6,879	\$42,799,532
11	GREATER CENTRAL TEXAS	TX	24.26%	3,196	\$24,727,743
12	HELENA COMMUNITY	MT	22.36%	18,071	\$182,022,443
13	CARPENTERS	MN	21.97%	18,279	\$25,597,874
14	PIONEER	ID	21.84%	49,625	\$423,510,830
15	NMA	VA	21.15%	9,353	\$61,292,833
16	PEOPLE'S	RI	21.12%	37,637	\$457,332,548
17	MANATEE COMMUNITY	FL	21.01%	4,418	\$35,946,601
18	HEALTHCARE SERVICES	TN	20.48%	4,765	\$20,474,929
19	ARCHER COOPERATIVE	NE	20.21%	3,855	\$60,183,437
20	UNION YES	CA	19.18%	19,917	\$54,233,750
21	GREAT LAKES	IL	18.86%	78,106	\$736,053,885
22	TEAM ONE	MI	18.84%	47,685	\$487,064,442
23	SUPERIOR	OH	18.57%	62,779	\$610,699,373
24	ONE DETROIT	MI	18.19%	11,291	\$33,430,190
25	FIVE STAR	AL	18.15%	36,837	\$369,274,324
26	NEW CASTLE COUNTY SCHOOL EMP.	DE	18.03%	9,767	\$45,690,035
27	MOLOKAI COMMUNITY	HI	17.90%	4,564	\$23,631,547
28	RIVERWAYS	MO	17.83%	6,120	\$44,571,146
29	ELEMENTS FINANCIAL	IN	17.82%	90,036	\$1,306,489,453
30	THE LOCAL	MI	17.68%	6,357	\$94,594,989
31	EMPLOYEE RESOURCES	TN	17.25%	15,261	\$82,673,242
32	CACL	PA	17.15%	8,020	\$90,854,923
33	MID-HUDSON VALLEY	NY	16.65%	73,854	\$919,961,867
34	PORTALLIANCE	VA	16.49%	12,615	\$96,453,332
35	NORTHWEST	VA	16.37%	212,635	\$3,035,578,437
36	IDAHO CENTRAL	ID	16.35%	234,457	\$2,626,923,300
37	COMMUNITY FINANCIAL SERVICES	NJ	15.81%	3,779	\$39,253,352
38	TRUMARK FINANCIAL	PA	15.76%	127,000	\$1,832,228,832
39	NASA	MD	15.67%	130,270	\$1,942,339,493
40	MEMBERS PREFERRED	ID	15.52%	4,049	\$22,850,002
41	PEOPLE'S TRUST	TX	15.39%	31,801	\$517,965,951
42	PUGET SOUND COOPERATIVE	WA	15.36%	13,353	\$106,271,322
43	FRESNO COUNTY	CA	15.33%	78,177	\$656,118,216
44	ALLEGACY	NC	15.23%	128,366	\$1,212,785,180
45	USALLIANCE	NY	15.22%	93,890	\$1,174,533,150
46	CRANE	IN	15.16%	41,993	\$492,965,510
47	NEW HORIZONS	AL	14.96%	41,321	\$223,683,816
48	DOCHES	TX	14.80%	8,417	\$41,206,635
49	PIEDMONT	VA	14.57%	10,450	\$58,963,072
50	DIGITAL	MA	14.54%	580,055	\$7,213,280,539
U.S. AVERAGE			3.79%	17,660	\$211,333,127

* U.S. CREDIT UNIONS >\$20 MILLION IN ASSETS; EXCLUDING SIGNIFICANT MERGERS.

LEADERS IN 5-YEAR MEMBER GROWTH

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS* | DATA AS OF 06.30.16

Rk.	Credit Union	St.	5-Year CAGR	Members	Rk.	Credit Union	St.	5-Year CAGR	Members
1	CARPENTERS	MN	35.15%	18,279	51	GENERAL ELECTRIC	OH	12.11%	159,639
2	PATHWAYS FINANCIAL	OH	29.61%	26,211	52	MEMBERS UNITED	GA	12.09%	10,618
3	PREMIER MEMBERS	CO	28.27%	64,123	53	PREFERRED	MI	12.05%	24,884
4	PARTNERSHIP FINANCIAL	IL	26.98%	13,840	54	WESTEX COMMUNITY	TX	12.03%	11,067
5	AMERICA'S CHRISTIAN	CA	25.15%	85,459	55	NORTHEASTERN OPERATING ENGINEERS	NY	11.86%	3,734
6	CAPITAL	WI	24.77%	98,909	56	WESTMORELAND COMMUNITY	PA	11.79%	14,781
7	SOLARITY	WA	22.11%	52,477	57	RAILWAY	ND	11.69%	7,066
8	LINCOME	NE	21.46%	18,608	58	TRUSTONE FINANCIAL	MN	11.64%	99,090
9	SOUND	WA	21.37%	113,455	59	SJP	NY	11.63%	5,550
10	EMPLOYEE RESOURCES	TN	20.52%	15,261	60	CENTRAL FLORIDA POSTAL	FL	11.63%	13,850
11	EVANSVILLE TEACHERS	IN	20.52%	148,731	61	HUGHES	AZ	11.61%	98,989
12	IDAHO CENTRAL	ID	18.95%	234,457	62	RICHMOND VA FIRE POLICE	VA	11.57%	2,514
13	HONOR	MI	18.70%	62,718	63	ADVIA	MI	11.53%	125,245
14	FIVE STAR	AL	18.63%	36,837	64	ASSOCIATED HEALTHCARE	MN	11.52%	14,283
15	WASATCH PEAKS	UT	18.61%	31,181	65	ELECTRIC SERVICE	TN	11.50%	5,954
16	MEMBERS FIRST	MI	18.40%	48,088	66	PARK COMMUNITY	KY	11.50%	84,396
17	GREAT MEADOW	NY	18.31%	3,612	67	MONROE COUNTY TEACHERS	FL	11.47%	2,194
18	EDUCATIONAL SYSTEMS	MD	17.75%	87,353	68	FERGUSON	MS	11.40%	5,558
19	TRIUS	NE	17.70%	10,181	69	FRESNO COUNTY	CA	11.38%	78,177
20	PUGET SOUND COOPERATIVE	WA	17.67%	13,353	70	DIGITAL	MA	11.35%	580,055
21	HOOSIER UNITED	IN	17.65%	3,780	71	HOLY ROSARY	MO	11.30%	4,720
22	LOWER VALLEY	WA	17.61%	13,544	72	NAVY	VA	11.27%	6,353,581
23	PARK SIDE FINANCIAL	MT	17.55%	25,333	73	MEMBERS 1ST	PA	11.26%	328,573
24	FLORENCE DUPONT EMP.	SC	16.78%	3,629	74	POSTCITY FINANCIAL	CA	11.22%	7,548
25	AMERICAN UNITED	UT	16.16%	19,028	75	TDECU	TX	11.18%	240,288
26	VOYAGE	SD	15.91%	10,433	76	CONSUMERS	MI	11.18%	73,297
27	ROGUE	OR	15.62%	104,413	77	ICON	ID	11.18%	24,228
28	RIVERTRACE	VA	15.28%	2,850	78	QUORUM	NY	11.13%	75,714
29	SAN FRANCISCO FIRE	CA	15.22%	61,335	79	L'OREAL USA	NJ	11.13%	3,925
30	CARDINAL	OH	15.14%	35,113	80	RIVERDALE	AL	11.13%	11,679
31	CU OF SOUTHERN CALIFORNIA	CA	14.89%	83,213	81	ATOMIC	OH	11.03%	41,430
32	NORTHWEST	VA	14.82%	212,635	82	PUBLIC SERVICE #3	IN	11.02%	5,172
33	CALCOE	WA	14.67%	3,654	83	CAPED	ID	10.93%	65,090
34	FLORIDA STATE UNIVERSITY	FL	14.63%	21,664	84	NAVYARMY COMMUNITY	TX	10.88%	144,246
35	CONNECTIONS	ID	14.62%	20,534	85	WSSC	MD	10.84%	4,565
36	USALLIANCE	NY	14.56%	93,890	86	DES MOINES POLICE OFFICERS	IA	10.83%	3,659
37	MENDO LAKE	CA	14.34%	29,168	87	NASA	MD	10.79%	130,270
38	FIRST COMMUNITY	OR	14.07%	74,669	88	MOUNTAIN AMERICA	UT	10.78%	599,700
39	NORTHSTAR	IL	13.70%	14,713	89	UNIVERSITY OF IOWA COMMUNITY	IA	10.75%	141,020
40	GREAT LAKES	IL	13.67%	78,106	90	DEPARTMENT OF COMMERCE	DC	10.75%	24,378
41	HARTFORD MUNICIPAL EMP.	CT	13.47%	8,478	91	NIAGARA'S CHOICE	NY	10.63%	22,636
42	DAKOTALAND	SD	13.35%	26,048	92	OSWEGO COUNTY	NY	10.63%	10,931
43	PYRAMID	AZ	13.15%	15,470	93	COMMUNITY WEST	MI	10.61%	22,325
44	GARDEN SAVINGS	NJ	13.09%	25,540	94	TELCO COMMUNITY	NC	10.58%	25,486
45	RANDOLPH-BROOKS	TX	12.95%	657,097	95	HUDSON HERITAGE	NY	10.57%	35,249
46	CU COMMUNITY	MO	12.95%	11,281	96	LANDMARK	WI	10.54%	279,729
47	LEADERS	TN	12.64%	39,531	97	USF	FL	10.51%	52,604
48	COMMUNITY FIRST	MI	12.45%	8,066	98	SIERRA PACIFIC	NV	10.47%	8,603
49	HORIZON	TN	12.38%	5,742	99	EMPOWER	NY	10.45%	167,304
50	PREMIER ONE	CA	12.27%	24,817	100	COLORADO	CO	10.37%	13,594
U.S. AVERAGE							3.71%	17,660	

* EXCLUDING SIGNIFICANT MERGERS.

LEADERS IN 12-MONTH AVERAGE MEMBER RELATIONSHIP GROWTH

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS* | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Growth In Average Member Relationship**	Average Member Relationship**	Average Loan/ Member**	Average Share Balance	Assets
1	GREEN MOUNTAIN	VT	39.31%	\$17,213	\$8,703	\$9,605	\$44,921,995
2	WILKES-BARRE CITY EMP.	PA	24.39%	\$28,484	\$12,268	\$16,217	\$37,933,096
3	CAHP	CA	24.10%	\$19,342	\$9,426	\$9,917	\$165,939,415
4	FAIRFAX COUNTY	VA	21.94%	\$33,481	\$16,894	\$16,979	\$382,356,616
5	PLATINUM	GA	21.28%	\$14,805	\$5,880	\$8,925	\$77,312,992
6	MOTOR CITY CO-OP	MI	21.01%	\$11,877	\$4,960	\$6,917	\$141,047,003
7	GENERATIONS	WA	20.78%	\$12,157	\$5,478	\$6,678	\$28,331,058
8	BIRMINGHAM-BLOOMFIELD	MI	19.90%	\$17,958	\$7,490	\$10,468	\$65,264,623
9	CHAFFEY	CA	18.88%	\$15,751	\$5,851	\$9,900	\$126,492,112
10	CASTPARTS EMP.	OR	17.34%	\$15,854	\$6,138	\$10,290	\$58,204,430
11	ALLIANCE	CA	17.01%	\$18,591	\$8,803	\$9,788	\$390,653,489
12	CALHOUN-LIBERTY EMP.	FL	16.73%	\$10,917	\$4,170	\$6,747	\$37,062,031
13	ALPS	AK	16.58%	\$23,017	\$10,243	\$12,774	\$59,200,112
14	MID CAROLINA	SC	16.54%	\$13,200	\$6,251	\$7,486	\$124,697,381
15	AMERICA'S	WA	16.23%	\$19,313	\$9,721	\$10,665	\$586,333,407
16	INSPIRE	PA	15.98%	\$13,248	\$6,639	\$7,106	\$118,047,982
17	CORNER STONE	TX	15.83%	\$7,236	\$3,313	\$4,001	\$22,656,718
18	LA TERRE	LA	15.45%	\$7,066	\$2,645	\$4,421	\$24,968,978
19	DESERT VALLEYS	CA	15.42%	\$12,072	\$4,554	\$7,519	\$30,016,815
20	NORTH PLATTE UNION PACIFIC EMP.	NE	15.27%	\$12,425	\$5,004	\$7,476	\$33,817,879
21	SUPERIOR CHOICE	WI	15.23%	\$19,188	\$8,407	\$11,116	\$344,772,881
22	FIRST COMMUNITY	OR	14.81%	\$17,804	\$6,542	\$11,263	\$937,798,162
23	BRAGG MUTUAL	NC	14.67%	\$6,448	\$2,155	\$4,292	\$49,930,844
24	PATELCO	CA	14.66%	\$26,048	\$11,194	\$14,854	\$5,220,406,933
25	DYNAMIC	OH	14.62%	\$10,116	\$3,854	\$6,262	\$35,081,690
26	WESTERN ILLINOIS	IL	14.55%	\$11,885	\$4,980	\$6,905	\$22,825,066
27	RELIANCE	KS	14.46%	\$12,176	\$5,278	\$6,898	\$24,103,419
28	LATINO COMMUNITY	NC	14.43%	\$6,017	\$2,978	\$3,086	\$229,849,923
29	THORNAPPLE	MI	14.23%	\$7,924	\$3,841	\$4,284	\$23,848,338
30	COMMUNITY FIRST	MI	14.13%	\$9,617	\$5,129	\$4,945	\$43,365,050
31	DIRECT	MA	14.09%	\$34,587	\$18,223	\$16,364	\$491,628,332
32	UNIVERSITY OF IOWA COMMUNITY	IA	13.92%	\$36,382	\$18,322	\$19,822	\$3,587,521,024
33	PREMIER	IA	13.79%	\$16,620	\$7,774	\$8,846	\$160,338,745
34	ORION	TN	13.74%	\$16,126	\$7,566	\$8,560	\$621,241,771
35	OPPORTUNITIES	VT	13.67%	\$5,492	\$3,108	\$3,643	\$36,433,321
36	OAHE	SD	13.62%	\$11,725	\$4,814	\$6,911	\$23,065,182
36	FRONTIER FINANCIAL	NV	13.51%	\$17,977	\$7,948	\$10,029	\$78,478,726
38	UNCLE	CA	13.39%	\$23,308	\$9,982	\$13,326	\$337,490,024
39	ST. HELENS COMMUNITY	OR	13.30%	\$18,493	\$6,808	\$11,685	\$198,646,300
40	CITY	TX	13.20%	\$13,460	\$5,797	\$7,663	\$361,642,855
41	FAMILY ADVANTAGE	TN	13.14%	\$11,174	\$4,182	\$6,992	\$57,003,149
42	OLD WEST	OR	13.06%	\$17,084	\$4,097	\$12,987	\$129,908,806
43	ADVENTURE	MI	12.98%	\$15,897	\$7,612	\$8,477	\$315,302,942
44	UNITED POLICE	FL	12.76%	\$12,953	\$3,870	\$9,082	\$52,282,196
44	TURBINE	SC	12.72%	\$10,750	\$4,040	\$6,710	\$26,455,217
46	KINGS	CA	12.61%	\$17,203	\$7,260	\$9,944	\$105,828,928
47	SELF-HELP	NC	12.60%	\$17,480	\$7,031	\$10,461	\$740,849,554
48	WHATCOM EDUCATIONAL	WA	12.59%	\$21,306	\$8,216	\$13,090	\$1,277,260,353
49	LONGSHOREMEN'S LOCAL 4	WA	12.57%	\$26,757	\$8,521	\$18,236	\$26,033,363
50	SETTLERS	MI	12.54%	\$10,399	\$4,394	\$6,005	\$22,968,513
U.S. AVERAGE			4.22%	\$12,068	\$4,474	\$7,661	\$211,333,127

* U.S. CREDIT UNIONS >\$20 MILLION IN ASSETS AND MEMBER GROWTH GREATER THAN OR EQUAL TO ZERO; EXCLUDING SIGNIFICANT MERGERS.

** EXCLUDING MEMBER BUSINESS LOANS.

CONSUMER, REAL ESTATE, AND MBL ORIGINATIONS ARE ON THE RISE

The industry's loan portfolio has increased 10.5% year-over-year, underscoring the continued strength of credit union lending.

In aggregate, the portfolio growth is understated because credit unions sold \$23.6 billion, or 37.6%, of total first mortgage originations to the secondary market in the first six months of the year. However, loan balances still increased at a faster rate than deposits and pushed the industry's loan-to-share ratio to 77.7%, the highest level since third quarter 2009.

Credit unions originated a record amount of loans in the first six months of 2016. During the first and second quarters, credit unions originated \$218.4 billion in loans. That's up 9.1% from the \$200.3 billion originated over the same period one year ago. Consumer loans — primarily auto and credit card — increased 11.9% to \$131.4 billion and accounted for the majority of the growth.

Other real estate and member business loan originations also posted double-digit growth of 13.4% and 16.6%, respectively. First mortgage loans, which accounted for 28.8% of originations, posted lower growth for the period but were up 1.6% year-over-year and in line with previous midyear highs.

Keeping with strong origination growth, nearly every major loan category expanded at a faster pace than in 2015. New auto loans continued their strong performance, increasing 15.6% over second quarter 2015 to reach \$108.2 billion as of June 30, 2016. With 14.9% year-over-year growth, member business loans was the second-fastest growing segment of the loan portfolio.

Amid indications of an upcoming interest rate increase, balances of first mortgage loans increased 10.6% from June 30, 2015, to total \$340.5 billion industrywide as of June 30, 2016. Other real estate loans grew as well, doubling their rate from 2015, up 4.4% over the 12-month period.

Used auto loans posted double-digit growth, with balances increasing 13.2% from second quarter 2015 to \$174.8 billion today. Credit card loan growth trailed most categories, expanding at a slightly slower pace of 7.1% as of June 30, 2016, which is still up from the 6.8% growth reported one year ago.

Asset quality remained stable year-over-year. The overall delinquency rate increased 1.0 basis point from June 30, 2015, to 0.75% at June 30, 2016. This is significantly lower than U.S. banks' delinquency rate of 1.68%.



HOW INTERRA BOOSTED ONLINE LOAN APPS 50% IN 1 YEAR

INTERRA CREDIT UNION / GOSHEN, IN / ASSETS: \$862.4M / MEMBERS: 66,988

Interra Credit Union (\$862.4M, Goshen, IN) has increased its digital loan application volume by 50% in little more than one year using a new mobile app.

And David Dekker, vice president of Interra's INdirect Services, projects another 50% increase by this time next year. A key reason for this is because the credit union now offers a consistent interface for users regardless of device.

"A key driver in getting someone to come back to our institution is giving them the same look and feel every time versus having Interra look different when they access it on different devices," Dekker says.

Implementing the new mobile loan platform created a centralized, standardized, nearly automated lending environment. It also offers controls Interra didn't have previously.

Now, instead of loan advisers rendering decisions on applications, every application goes through underwriting. If a number is outside of the credit union's lending parameters, the system flags it.

The platform has reduced Interra's human resource expenditures — and according to Dekker, the mobile and online app should lower branch-staffing needs

— but Interra still ensures there is ample human oversight and quality control.

"We have a monthly report we review on instant decisions to make sure all the documentation adheres to what we need," says Vi Ryder, Interra's assistant vice president of lending operations.

"The report functionality is bar none," Ryder adds. "I can pull any data anytime. If I want to see how many online applications we received from 10 p.m. to midnight, I can find that out. I can see how many applications we approved but didn't fund. If we can dream it, we can build it."

Currently, Interra is using the platform primarily for car loans and credit cards. Whether it offers other services, such as loans for small businesses, depends on how aggressive it wants to get.

"We're known as an industry that's a little slow to react to change," Dekker says. "From our perspective, we're wanting to be a leader in this space and be more progressive than some of our peers might be comfortable with."

Get the full story about Interra and its tech-savvy lending strategies. Read "How Interra Credit Union Boosted Online Apps By 50% In One Year" at CreditUnions.com.

A woman with curly hair, wearing a red jacket and blue jeans, is standing in front of an ATM. She is holding a smartphone in her right hand and a small object, possibly a card or a small device, in her left hand. She is looking down at the device in her left hand. The ATM is a standard grey metal model with a screen and a keypad. The background shows a hallway with other ATMs and a door.

EMPOWERING MEMBER

EXPERIENCE

Provide easy access to 30,000 surcharge-free ATMs in all 50 states.

The CO-OP ATM network gives members convenience even most big banks don't offer. Learn more at CO-OPfs.org



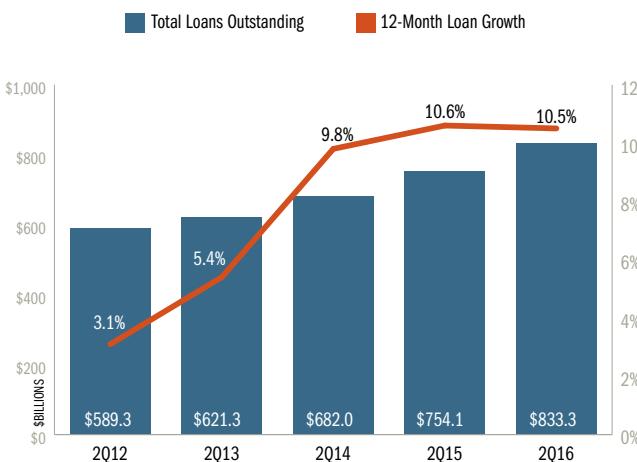
Be There. Be More.

LENDING

LENDING

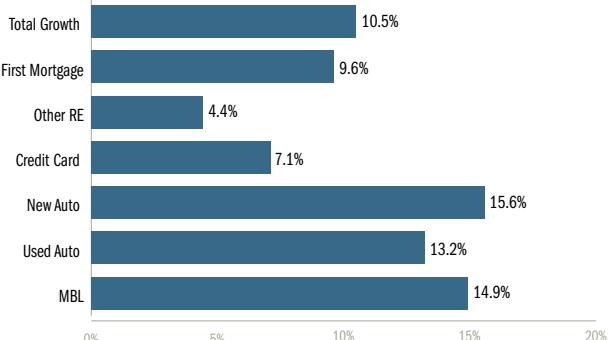
TOTAL LOANS OUTSTANDING & 12-MONTH GROWTH

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



12-MONTH LOAN GROWTH BY CATEGORY

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



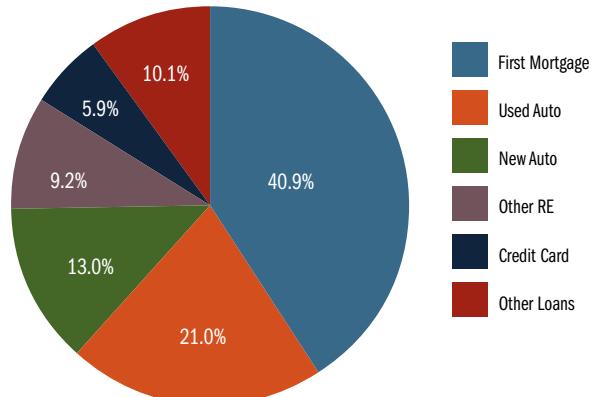
AVERAGE LOAN BALANCE

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



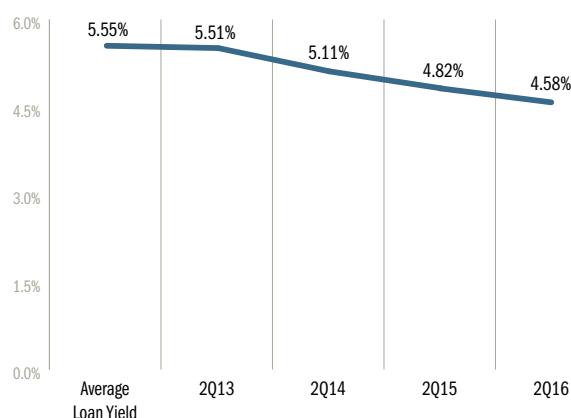
LOAN PORTFOLIO COMPOSITION

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



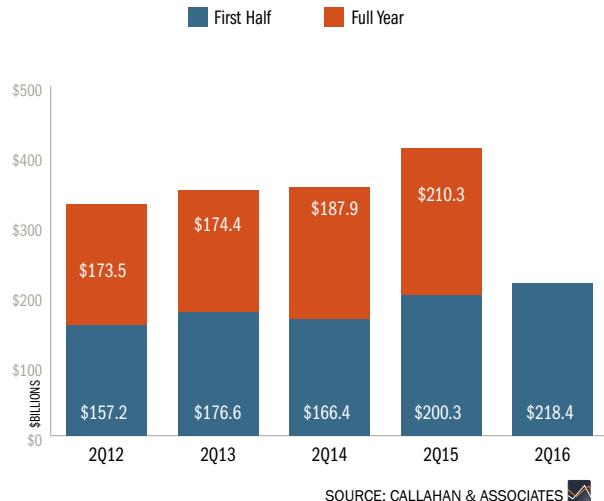
AVERAGE LOAN YIELD

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



TOTAL LOAN ORIGINATIONS

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



SOURCE: CALLAHAN & ASSOCIATES

LEADERS IN 12-MONTH LOAN GROWTH

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS* | DATA AS OF 06.30.16

Rk.	Credit Union	St.	12-Month Growth	Loans	Rk.	Credit Union	St.	12-Month Growth	Loans
1	NARC	MD	225.13%	\$6,231,030	51	ALTA VISTA	CA	32.97%	\$90,953,138
2	MOTOR CITY CO-OP	MI	107.60%	\$85,708,606	52	MIAMI FIREFIGHTERS	FL	32.89%	\$46,633,304
3	WILKES-BARRE CITY EMP.	PA	103.52%	\$25,029,845	53	OLD WEST	OR	32.85%	\$89,531,318
4	SHELL WESTERN STATES	CA	103.37%	\$18,346,835	54	CLASSIC	OH	32.83%	\$29,228,219
5	WEST MAUI COMMUNITY	HI	75.35%	\$5,935,071	55	CU HAWAII	HI	32.52%	\$126,717,263
6	CANNON	NM	68.45%	\$34,187,144	56	CARDINAL	OH	32.04%	\$169,756,065
7	BIRMINGHAM-BLOOMFIELD	MI	67.00%	\$41,214,656	57	COMMUNITY CHOICE	MI	31.84%	\$666,825,331
8	CITY	TX	66.47%	\$18,032,829	58	KAIPERM DIABLO	CA	31.74%	\$33,522,485
9	GLENDALE AREA SCHOOLS	CA	64.77%	\$73,098,035	59	HERCULES	UT	31.45%	\$24,099,521
10	MEMBERS FIRST	MD	63.44%	\$21,286,012	60	THORNAPPLE	MI	31.12%	\$18,975,665
11	COOPERATIVE CENTER	CA	62.46%	\$64,699,125	61	MODESTO'S FIRST	CA	31.04%	\$8,901,758
12	SHERWIN-WILLIAMS EMP.	IL	59.18%	\$8,653,108	62	HUNTINGTON C&O RAILWAY EMP.	WV	30.97%	\$30,461,470
13	LA TERRE	LA	59.16%	\$13,352,126	63	COLUMBUS UNITED	NE	30.91%	\$44,296,074
14	MANATEE COMMUNITY	FL	55.16%	\$22,782,250	64	PEOPLESCHOICE	ME	30.89%	\$129,493,446
15	ALPS	AK	54.95%	\$44,089,890	65	THE HERITAGE	MT	30.86%	\$11,291,419
16	BRAGG MUTUAL	NC	54.61%	\$21,863,836	66	FIRST FLORIDA	FL	30.58%	\$391,489,781
17	HONOLULU FIRE DEPARTMENT	HI	49.85%	\$22,885,570	67	RELIANCE	KS	30.53%	\$15,447,807
18	AMERICA'S	WA	49.66%	\$477,785,214	68	LATINO COMMUNITY	NC	30.42%	\$185,092,297
19	MOLOKAI COMMUNITY	HI	48.65%	\$11,260,878	69	BUCKEYE STATE	OH	30.32%	\$72,165,242
20	SENTINEL	SD	48.17%	\$62,598,767	70	FANNIN	TX	30.29%	\$21,053,909
21	CEDARS-SINAI	CA	47.52%	\$4,715,868	71	1ST VALLEY	CA	30.20%	\$20,815,018
22	GREEN MOUNTAIN	VT	46.97%	\$40,447,911	72	SERVICE FIRST	SD	30.07%	\$87,089,566
23	MID CAROLINA	SC	46.82%	\$90,485,311	73	IH	OH	30.05%	\$160,845,396
24	UNITED	IL	46.40%	\$72,031,351	74	PUBLIC SERVICE	CO	29.91%	\$1,412,115,699
25	CHAFFEY	CA	46.02%	\$69,334,104	75	NORTH PLATTE UNION PACIFIC EMP.	NE	29.88%	\$18,984,883
26	NORTHSTAR	IL	44.82%	\$120,582,996	76	CALHOUN-LIBERTY EMP.	FL	29.85%	\$20,129,422
27	HARVESTERS	FL	42.40%	\$88,376,916	77	MICHIGAN COMMUNITY	MI	29.76%	\$139,471,707
28	TELCO	NC	42.15%	\$42,727,962	78	THE LOCAL	MI	29.56%	\$39,227,700
29	CALCOM	CA	40.08%	\$46,990,363	79	FERGUSON	MS	29.44%	\$34,504,188
30	UNITED POLICE	FL	39.98%	\$17,856,759	80	121 FINANCIAL	FL	29.27%	\$395,706,059
31	LIBERTY BAY	MA	39.64%	\$435,792,342	81	HORIZON	PA	29.24%	\$37,069,272
32	HOLY GHOST PARISH	IA	39.51%	\$380,836	82	ALLIED TRADES	CA	29.16%	\$6,229,203
33	FAIRFAX COUNTY	VA	39.02%	\$269,693,687	83	MISSION CITY	CA	29.15%	\$50,388,549
34	NEW HORIZONS	AL	38.92%	\$148,579,679	84	EQT	PA	29.13%	\$1,741,739
35	CAPITOL	TX	38.35%	\$71,906,520	85	SECURITY	MI	28.90%	\$250,720,321
36	CAHP	CA	38.25%	\$143,263,792	86	CACL	PA	28.84%	\$69,729,595
37	GENERATIONS	TX	37.51%	\$449,681,861	87	RIVERFRONT	PA	28.81%	\$100,384,252
38	GENERATIONS	WA	36.87%	\$21,425,238	88	OKLAHOMA CENTRAL	OK	28.46%	\$287,024,746
39	EAST COUNTY SCHOOLS	CA	36.85%	\$59,217,055	89	ADVIA	MI	28.40%	\$899,465,184
40	FRONTIER FINANCIAL	NV	36.41%	\$55,673,489	90	KENTUCKY TELCO	KY	28.37%	\$255,513,315
41	HUTCHINSON GOVERNMENT EMP.	KS	35.73%	\$15,161,247	91	INSPIRUS	WA	28.32%	\$770,034,003
42	BLUE MOUNTAIN	WA	35.63%	\$21,063,183	92	TECU	KS	28.31%	\$72,254,244
43	NASA	MD	35.35%	\$1,579,804,966	93	LA FINANCIAL	CA	28.23%	\$232,782,784
44	INSPIRE	PA	35.31%	\$93,427,779	94	FIRST COMMUNITY	OR	28.21%	\$589,016,102
45	AUTO CLUB	CA	34.80%	\$13,224,478	95	MICHIGAN EDUCATIONAL	MI	28.18%	\$406,095,181
46	ADVENTURE	MI	34.45%	\$245,781,471	96	AVADIAN	AL	28.07%	\$484,383,238
47	ALLIANCE	CA	34.37%	\$318,936,872	97	BEACON	IN	28.04%	\$901,789,324
48	AZALEA CITY	AL	34.22%	\$14,280,009	98	MEDINA COUNTY	OH	27.95%	\$25,529,555
49	VERMONT VA	VT	34.03%	\$10,344,997	99	GREATER PITTSBURGH POLICE	PA	27.90%	\$29,345,403
50	PEOPLES ADVANTAGE	VA	33.63%	\$32,664,323	100	UNIWYO	WY	27.87%	\$205,569,237
U.S. AVERAGE					10.51%	\$138,629,357			

* FOR U.S. CREDIT UNIONS >\$20 MILLION IN ASSETS; EXCLUDING SIGNIFICANT MERGERS.

LEADERS IN 5-YEAR LOAN GROWTH

FOR U.S. CREDIT UNION >\$20M IN ASSETS* | DATA AS OF 06.30.16

Rk	Credit Union	St	5-Year CAGR	Total Loans	Rk	Credit Union	St	5-Year CAGR	Total Loans
1	AMERICAN 1	MI	112.89%	\$209,327,315	51	HUGHES	AZ	19.22%	\$755,202,341
2	PREMIER MEMBERS	CO	47.52%	\$649,971,524	52	PUBLIC SERVICE	CO	19.11%	\$1,412,115,699
3	PATHWAYS FINANCIAL	OH	42.37%	\$152,663,805	53	RIVERWAYS	MO	19.06%	\$36,399,910
4	SOLARITY	WA	38.91%	\$492,749,997	54	4FRONT	MI	19.05%	\$303,808,071
5	NARC	MD	32.21%	\$6,231,030	55	FIRST FLORIDA	FL	18.95%	\$391,489,781
6	GRAND COUNTY	UT	31.21%	\$20,347,212	56	SOMERVILLE MUNICIPAL	MA	18.87%	\$19,426,313
7	LA ELECTRICAL WORKERS	CA	30.92%	\$3,755,621	57	GREEN MOUNTAIN	VT	18.78%	\$40,447,911
8	NEWARK BOARD OF ED. EMP.	NJ	29.32%	\$15,782,519	58	WINSLOW COMMUNITY	ME	18.69%	\$28,915,698
9	COMMUNITY FIRST	MI	29.15%	\$41,367,371	59	TAPCO	WA	18.65%	\$243,513,183
10	PUGET SOUND COOPERATIVE	WA	29.10%	\$93,147,890	60	NASA	MD	18.64%	\$1,579,804,966
11	CAPED	ID	27.70%	\$465,565,640	61	WILKES-BARRE CITY EMP.	PA	18.63%	\$25,029,845
12	SOUND	WA	26.45%	\$869,538,472	62	HTM AREA	OH	18.58%	\$15,091,618
13	CAPITAL	WI	26.12%	\$950,533,181	63	POST COMMUNITY	MI	18.51%	\$64,820,611
14	TOLEDO METRO	OH	25.12%	\$32,467,853	64	TRUST	TN	18.51%	\$57,226,282
15	WASATCH PEAKS	UT	24.93%	\$212,058,365	65	AMERICAN UNITED	UT	18.49%	\$142,402,328
16	CAHP	CA	24.78%	\$143,263,792	66	SOUTHERN SECURITY	TN	18.48%	\$80,037,213
17	IDAHO CENTRAL	ID	24.43%	\$2,402,730,978	67	VOYAGE	SD	18.48%	\$61,267,416
18	DENVER FIRE DEPARTMENT	CO	24.09%	\$59,572,936	68	ROGUE	OR	18.39%	\$874,994,295
19	UNIVERSITY OF IOWA COMMUNITY	IA	23.98%	\$3,239,709,902	69	DOVER	DE	18.39%	\$277,372,677
20	TRIUS	NE	23.80%	\$56,870,222	70	IQ	WA	18.37%	\$629,558,630
21	ORION	TN	23.51%	\$493,649,639	71	FIRST TECH	CA	18.37%	\$6,566,015,858
22	EMPLOYEE RESOURCES	TN	23.26%	\$63,043,901	72	CONSUMERS	MI	18.32%	\$654,796,595
23	TRUSTONE FINANCIAL	MN	22.87%	\$777,462,619	73	CHEROKEE STRIP	OK	18.29%	\$48,183,605
24	ISLAND	NY	22.79%	\$516,987,665	74	EQT	PA	18.23%	\$1,741,739
25	FERGUSON	MS	22.47%	\$34,504,188	75	CASE	MI	18.15%	\$214,680,430
26	PACIFIC NORTHWEST IRONWORKERS	OR	22.38%	\$19,844,318	76	AMERICA'S	WA	18.13%	\$477,785,214
27	LANGLEY	VA	22.13%	\$1,657,529,254	77	MAUI	HI	18.12%	\$29,988,492
28	LOWER VALLEY	WA	22.08%	\$81,908,338	78	MAROON FINANCIAL	IL	18.06%	\$22,728,473
29	EDUCATIONAL SYSTEMS	MD	21.96%	\$520,604,515	79	LEADERS	TN	18.06%	\$240,392,702
30	SJP	NY	21.92%	\$48,700,247	80	SELF-HELP	NC	18.05%	\$511,139,578
31	SOUTH TEXAS	TX	21.85%	\$29,611,926	81	DIVERSIFIED MEMBERS	MI	17.93%	\$105,294,776
32	ADVIA	MI	21.79%	\$899,465,184	82	NUSENDA	NM	17.82%	\$1,393,744,614
33	LATINO COMMUNITY	NC	21.74%	\$185,092,297	83	ENERGY CAPITAL	TX	17.75%	\$162,497,995
34	FAIRFAX COUNTY	VA	21.74%	\$269,693,687	84	MANATEE COMMUNITY	FL	17.62%	\$22,782,250
35	MAUI TEACHERS	HI	21.48%	\$6,144,816	85	LAKE MICHIGAN	MI	17.60%	\$3,242,754,447
36	HONOR	MI	21.36%	\$531,803,857	86	CREDIT UNION ONE	OK	17.46%	\$24,977,289
37	PLATINUM	GA	21.25%	\$53,558,234	87	URW COMMUNITY	VA	17.37%	\$132,654,936
38	WCLA	WA	21.07%	\$43,669,201	88	THORNAPPLE	MI	17.36%	\$18,975,665
39	SAFEAMERICA	CA	20.99%	\$366,998,745	89	UPS EMP.	TN	17.36%	\$12,983,052
40	COMMUNICATION	OK	20.73%	\$738,886,880	90	VENTURA COUNTY	CA	17.34%	\$590,242,607
41	WEST TEXAS EDUCATORS	TX	20.54%	\$25,867,438	91	GREAT MEADOW	NY	17.32%	\$18,547,570
42	HOLLEY	TN	20.44%	\$35,491,177	92	HUTCHINSON GOVERNMENT EMP.	KS	17.29%	\$15,161,247
43	FIVE STAR	AL	20.44%	\$239,602,790	93	NORTHSTAR	IL	17.22%	\$120,582,996
44	UNITED METHODIST FINANCIAL	OH	20.12%	\$32,612,953	94	HARBORSTONE	WA	17.21%	\$799,814,595
45	TECHNICOLOR	CA	20.11%	\$40,423,946	95	BLUCURRENT	MO	17.19%	\$131,170,099
46	MEMBERS FIRST	MD	20.04%	\$21,286,012	96	JETSTREAM	FL	17.14%	\$131,525,315
47	MEMBERS FIRST	MI	19.97%	\$234,558,173	97	FLORENCE DUPONT EMP.	SC	17.10%	\$23,401,775
48	PYRAMID	AZ	19.49%	\$111,310,295	98	CAROLINA	NC	17.03%	\$31,390,918
49	GUARDIAN	AL	19.31%	\$266,676,586	99	FIRST SERVICE	TX	17.01%	\$457,648,155
50	CALCOM	CA	19.29%	\$46,990,363	100	PEOPLE'S CHOICE	WI	17.01%	\$20,771,101
U.S. AVERAGE								8.40%	\$138,629,357

* EXCLUDING SIGNIFICANT MERGERS.

LEADERS IN AVERAGE LOAN BALANCE

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Average Loan Balance*	Loans	Rk.	Credit Union	St.	Average Loan Balance*	Loans
1	CALIFORNIA LITHUANIAN	CA	\$155,673	\$69,512,095	51	NORRISTOWN BELL	PA	\$33,107	\$19,349,418
2	CHEVRON	CA	\$84,323	\$2,321,237,560	52	SILVER STATE SCHOOLS	NV	\$33,044	\$428,240,786
3	LONG BEACH FIREMEN'S	CA	\$83,441	\$110,215,306	53	SAN JOAQUIN POWER EMP.	CA	\$32,784	\$84,937,219
4	UKRAINIAN SELFRELIANCE	PA	\$81,980	\$171,119,966	54	AURORA	WI	\$32,756	\$47,168,961
5	IDB-IIC	DC	\$80,205	\$355,503,002	55	FIRST PRIORITY	MA	\$32,493	\$66,714,290
6	SUMA YONKERS	NY	\$79,468	\$201,041,667	56	ATHOL	MA	\$32,218	\$60,923,678
7	NORTHEASTERN OP. ENG.	NY	\$78,002	\$51,747,156	57	CALTECH EMP.	CA	\$32,151	\$374,490,136
8	STAR ONE	CA	\$75,817	\$3,438,032,311	58	NAVEO	MA	\$31,967	\$59,742,903
9	SELF RELIANCE NEW YORK	NY	\$75,339	\$718,301,793	59	MILLBURY	MA	\$31,608	\$235,011,753
10	CONSUMERS	NY	\$71,645	\$42,532,850	60	PITTSFORD	NY	\$31,486	\$274,177,330
11	WHITEFISH	MT	\$71,040	\$676,470,151	61	SONOMA	CA	\$31,232	\$18,099,678
12	TECHNOLOGY	CA	\$71,004	\$1,444,570,673	62	BANK-FUND STAFF	DC	\$30,984	\$2,429,461,494
13	POLISH NATIONAL	MA	\$68,031	\$315,075,920	63	PEOPLE'S	RI	\$30,637	\$369,547,015
14	POLAM	CA	\$67,285	\$34,522,170	64	MANVILLE AREA	NJ	\$30,616	\$18,522,450
15	SELF RELIANCE	NJ	\$59,420	\$53,815,489	65	SANTA BARBARA TEACHERS	CA	\$30,140	\$62,220,165
16	UNILEVER	NJ	\$58,731	\$33,124,089	66	MERRIMACK VALLEY	MA	\$30,126	\$314,852,582
17	SM	KS	\$57,004	\$48,909,526	67	APPLETREE	WI	\$30,112	\$99,157,782
18	MIRAMAR	CA	\$56,868	\$86,135,825	68	COUNTRYSIDE	NY	\$30,068	\$121,798,725
19	LUSO	MA	\$53,630	\$175,282,446	69	ISLAND	NY	\$29,911	\$516,987,665
20	LATVIAN CLEVELAND	OH	\$51,159	\$19,706,557	70	ALLIANT	IL	\$29,218	\$5,630,959,324
21	TEXAS ASSOCIATIONS OF PROFS.	TX	\$47,282	\$30,063,745	71	SHARON	MA	\$29,204	\$338,602,850
22	CHABOT	CA	\$47,250	\$18,332,901	72	SCHOFIELD	HI	\$29,092	\$14,986,805
23	BETHPAGE	NY	\$44,751	\$4,492,266,073	73	VISION ONE	CA	\$29,055	\$58,007,946
24	SOMERSET	MA	\$44,402	\$79,304,019	74	GREATER SPRINGFIELD	MA	\$28,988	\$75,369,786
25	COUNTRY HERITAGE	MI	\$43,744	\$26,403,022	75	AMERICAN FIRST	CA	\$28,926	\$335,637,042
26	COVENTRY	RI	\$42,713	\$166,711,709	76	CROW WING POWER	MN	\$28,921	\$47,256,750
27	BROTHERHOOD	MA	\$42,262	\$44,290,890	77	KEYPOINT	CA	\$28,797	\$862,941,258
28	NORTHWESTERN MUTUAL	WI	\$41,903	\$75,174,256	78	EMPOWER	WI	\$28,486	\$65,249,485
29	STANFORD	CA	\$41,728	\$1,223,858,299	79	MEMBERS PLUS	MA	\$28,431	\$152,218,659
30	LIBERTY BAY	MA	\$41,516	\$435,792,342	80	PAHO-WHO	DC	\$28,250	\$108,040,410
31	FREEDOM	MA	\$40,629	\$312,835,152	81	RIVER WORKS	MA	\$28,160	\$88,261,866
32	PAWTUCKET	RI	\$40,422	\$1,624,944,229	82	WINDSOR LOCKS	CT	\$27,749	\$36,877,937
33	POLAM	CA	\$40,053	\$30,928,195	83	L&N	KY	\$27,713	\$657,073,230
34	NAVIGANT	RI	\$38,947	\$1,396,499,226	84	HOUSATONIC TEACHERS	CT	\$27,624	\$9,005,413
35	MELROSE	NY	\$38,804	\$1,927,172,556	85	ST. JEAN'S	MA	\$27,576	\$150,535,668
36	WEBSTER FIRST	MA	\$37,765	\$627,092,674	86	BOULDER DAM	NV	\$27,515	\$197,528,848
37	POWER FINANCIAL	FL	\$37,723	\$381,585,238	87	WHITING REFINERY	IN	\$27,497	\$9,953,875
38	ST. ANNE'S	MA	\$37,158	\$706,097,442	88	ENERGY	MA	\$27,486	\$40,142,781
39	FAIRFAX COUNTY	VA	\$36,396	\$269,693,687	89	MOOG EMP.	NY	\$27,392	\$68,834,844
40	DOW GREAT WESTERN	CA	\$35,833	\$20,317,374	90	YOLO	CA	\$27,232	\$166,268,707
41	MEMBERS CHOICE	TX	\$35,832	\$357,658,276	91	HORIZON COMMUNITY	WI	\$27,148	\$28,102,160
42	VAN CORTLANDT COOPERATIVE	NY	\$35,715	\$28,429,204	92	MASS BAY	MA	\$27,103	\$159,707,041
43	MAUI COUNTY	HI	\$35,304	\$136,649,793	93	SOUTH METRO	MN	\$26,865	\$59,620,618
44	HOBOKEN SCHOOL EMP.	NJ	\$35,246	\$24,249,030	94	CONNECTICUT STATE EMP.	CT	\$26,621	\$318,940,729
45	MERIWEST	CA	\$35,017	\$958,131,706	95	PATELCO	CA	\$26,527	\$3,475,952,128
46	BROOKLINE MUNICIPAL	MA	\$34,335	\$14,317,847	96	FOUNDATION	MO	\$26,406	\$25,127,465
47	DOY	OH	\$34,257	\$19,937,668	97	GREYLOCK	MA	\$26,385	\$885,675,250
48	LONG BEACH CITY EMP.	CA	\$34,216	\$96,537,241	98	FIRST	IA	\$26,350	\$94,854,197
49	WESTERLY COMMUNITY	RI	\$34,193	\$215,213,713	99	ADVANCIAL	TX	\$26,350	\$1,130,436,546
50	UKRAINIAN NATIONAL	NY	\$33,253	\$75,628,455	100	ACUSHNET	MA	\$26,212	\$9,305,103
U.S. AVERAGE							\$13,009	\$138,629,357	

* AVERAGE LOAN BALANCE EXCLUDES MEMBER BUSINESS LOAN BALANCES.

LEADERS IN PRIVATE STUDENT LOANS OUTSTANDING

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Outstanding Non-Fed Gtd. Student Loans	Average Balance Of Student Loans	Student Loans/ Total Loans	Assets
1	DIGITAL	MA	\$131,063,877	\$37,825	2.22%	\$7,213,280,539
2	UNIVERSITY OF WISCONSIN	WI	\$126,850,284	\$6,976	8.99%	\$2,241,348,946
3	MASSACHUSETTS INSTITUTE OF TECHNOLOGY	MA	\$101,151,824	\$60,679	24.84%	\$493,183,568
4	NAVY	VA	\$86,246,769	\$18,142	0.16%	\$77,830,150,313
5	HARVARD UNIVERSITY EMP.	MA	\$85,953,229	\$28,843	20.00%	\$545,577,064
6	QUORUM	NY	\$80,337,757	\$58,598	9.59%	\$940,387,718
7	WRIGHT-PATT	OH	\$76,854,130	\$24,712	3.22%	\$3,313,520,384
8	ELEMENTS FINANCIAL	IN	\$71,816,446	\$11,394	6.75%	\$1,306,489,453
9	AFFINITY	NJ	\$67,196,005	\$14,309	3.23%	\$2,458,049,018
10	MEMBERS 1ST	PA	\$66,936,117	\$21,796	2.71%	\$3,198,095,639
11	BECU	WA	\$66,610,116	\$28,588	0.68%	\$15,136,255,033
12	COASTAL	NC	\$61,204,592	\$79,076	2.79%	\$2,669,331,062
13	AFFINITY PLUS	MN	\$57,622,897	\$20,441	3.57%	\$1,832,748,759
14	EASTMAN	TN	\$55,987,789	\$14,430	1.97%	\$3,452,294,252
15	CEFCU	IL	\$55,268,606	\$9,575	1.40%	\$5,491,635,124
16	MOUNTAIN AMERICA	UT	\$53,188,673	\$8,684	1.11%	\$5,607,855,844
17	STAR ONE	CA	\$48,995,229	\$54,560	1.43%	\$8,171,941,931
18	CAP COM	NY	\$43,931,307	\$14,171	3.83%	\$1,343,501,518
19	EDUCATORS	WI	\$39,323,291	\$13,152	3.17%	\$1,686,676,452
20	LAKE TRUST	MI	\$34,883,382	\$22,347	2.61%	\$1,752,582,132
21	NASA	MD	\$34,304,927	\$27,248	2.17%	\$1,942,339,493
22	NORTHWEST	VA	\$33,028,297	\$27,206	1.80%	\$3,035,578,437
23	WORKERS	MA	\$32,187,972	\$6,246	3.22%	\$1,444,106,702
24	UNIVERSITY FIRST	UT	\$31,124,669	\$1,951	5.10%	\$826,356,451
25	BCU	IL	\$29,235,709	\$34,681	1.38%	\$2,580,572,678
26	ALLIANT	IL	\$26,627,413	\$9,294	0.47%	\$9,137,887,323
27	UNIVERSITY OF MICHIGAN	MI	\$26,535,038	\$24,892	6.35%	\$700,938,676
28	BLACK HILLS	SD	\$26,355,427	\$2,469	3.87%	\$1,091,125,086
29	VISIONS	NY	\$26,185,155	\$6,832	1.17%	\$3,579,529,937
30	BELLCO	CO	\$26,148,065	\$1,951	0.94%	\$3,300,223,996
31	PENTAGON	VA	\$25,940,346	\$7,510	0.15%	\$20,162,693,973
32	COMMUNITY FIRST	WI	\$25,222,579	\$15,764	1.25%	\$2,468,005,264
33	CAPITAL	WI	\$25,108,205	\$2,208	2.64%	\$1,167,918,592
34	ALTAONE	CA	\$24,013,838	\$1,864	4.32%	\$627,710,837
35	HUDSON VALLEY	NY	\$23,744,330	\$8,980	0.99%	\$4,526,115,374
36	FIRST FINANCIAL	NJ	\$22,569,709	\$2,088	16.40%	\$187,578,442
37	KEMBA FINANCIAL	OH	\$22,136,696	\$27,810	2.80%	\$1,070,297,643
38	UMASSIVE COLLEGE	MA	\$21,370,474	\$23,904	6.78%	\$430,591,840
39	FIRST TECH	CA	\$21,327,057	\$29,662	0.32%	\$9,109,027,385
40	NASSAU EDUCATORS	NY	\$20,869,444	\$32,917	1.08%	\$2,522,905,290
41	USC	CA	\$20,640,511	\$20,256	5.97%	\$448,189,946
42	ASPIRE	NJ	\$19,635,773	\$1,745	13.53%	\$184,269,819
43	JEANNE D'ARC	MA	\$19,577,407	\$33,754	1.98%	\$1,207,977,156
44	ANHEUSER-BUSCH EMP.	MO	\$19,123,189	\$27,876	1.47%	\$1,593,191,605
45	EMPOWER	NY	\$18,254,490	\$24,735	1.53%	\$1,522,474,210
46	NOTRE DAME	IN	\$17,966,376	\$9,195	4.70%	\$477,197,633
47	APPLE	VA	\$17,655,778	\$21,987	1.06%	\$2,222,253,245
48	DIRECTIONS	OH	\$16,986,917	\$3,710	3.37%	\$668,312,105
49	AMERICU	NY	\$16,967,032	\$28,045	1.44%	\$1,331,948,712
50	VERIDIAN	IA	\$16,683,917	\$2,333	0.72%	\$2,988,489,043
U.S. AVERAGE			\$607,047	\$7,273	0.44%	\$211,333,127

LEADERS IN LOAN-TO-SHARE RATIO

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Loans/ Shares	Net Worth/ Assets	Rk.	Credit Union	St.	Loans/ Shares	Net Worth/ Assets
1	PROGRESSIVE	NY	199.05%	36.71%	51	BELLWETHER COMMUNITY	NH	106.84%	10.49%
2	SHARONVIEW	SC	136.60%	10.86%	52	ARKANSAS	AR	106.21%	9.42%
3	SAN ANTONIO	TX	126.16%	12.04%	53	MARATHON COUNTY EMP.	WI	106.15%	15.49%
4	MARINE	WI	124.30%	10.60%	54	FIRST PEOPLES COMMUNITY	MD	106.01%	12.15%
5	UNITED	MI	123.59%	10.27%	55	CORNERSTONE COMMUNITY FINANCIAL	MI	105.91%	12.12%
6	NEPHI WESTERN EMP.	UT	120.25%	31.34%	56	MOUNTAIN AMERICA	UT	105.81%	9.32%
7	CRESCEENT	MA	117.27%	13.58%	57	Y-12	TN	105.68%	8.54%
8	UNIVERSITY OF IOWA COMMUNITY	IA	115.90%	8.20%	58	BATON ROUGE FIRE DEPARTMENT	LA	105.62%	18.05%
9	COMMUNITY FINANCIAL	MI	115.67%	12.60%	59	WORKERS	MA	105.41%	11.13%
10	WCLA	WA	114.62%	11.59%	60	CENTRIS	NE	105.40%	8.51%
11	FOX COMMUNITIES	WI	114.42%	10.78%	61	VERVE	WI	105.14%	11.21%
12	MELROSE	NY	114.10%	7.50%	62	SELECT	TX	105.06%	13.90%
13	TDECU	TX	113.63%	8.20%	63	MED5	SD	104.95%	8.57%
14	ARCHER COOPERATIVE	NE	112.93%	10.39%	64	DENALI	AK	104.86%	8.29%
15	SECURITY SERVICE	TX	112.28%	8.11%	65	FINANCIAL ONE	MN	104.73%	8.47%
16	HOMETOWN	ND	112.20%	12.81%	66	KNOXVILLE TVA EMP.	TN	104.47%	8.95%
17	PAWTUCKET	RI	112.14%	9.58%	67	COTTONWOOD COMMUNITY	ID	104.44%	17.74%
18	ROCKLAND	MA	111.61%	11.45%	68	FIRST COMMUNITY CREDIT UNION	WI	104.42%	12.58%
19	PENTAGON	VA	111.43%	10.31%	69	METRO	MA	104.26%	11.04%
20	DIRECT	MA	111.36%	14.88%	70	ALTRA	WI	104.08%	11.04%
21	IDAHO CENTRAL	ID	110.93%	8.53%	71	WYHY	WY	104.08%	11.79%
22	APPLETREE	WI	110.46%	23.16%	72	MID-ILLINI	IL	104.08%	7.86%
23	CHIEF FINANCIAL	MI	110.41%	11.17%	73	GOLDEN PLAINS	KS	104.00%	9.98%
24	FIRST	IA	110.33%	10.51%	74	SUNMARK	NY	103.98%	8.32%
25	SPOKANE TEACHERS	WA	110.25%	10.77%	75	MOBIL OIL	TX	103.88%	12.18%
26	CONSUMERS	MI	109.99%	9.56%	76	NAVY	VA	103.82%	11.05%
27	HOOSIER HILLS	IN	109.89%	9.82%	77	GENERAL ELECTRIC	OH	103.73%	10.37%
28	FIRST CITIZENS'	MA	109.76%	10.05%	78	COMMUNITY FIRST	MI	103.72%	6.74%
29	COASTHILLS	CA	109.47%	9.06%	79	TEXAS TRUST	TX	103.72%	11.23%
30	ALLIANCE	MO	109.44%	9.28%	80	UNITED SAVINGS	ND	103.68%	16.70%
31	CITADEL	PA	109.33%	9.47%	81	NEW DIMENSIONS	ME	103.61%	7.96%
32	TOWN AND COUNTRY	ND	109.17%	13.86%	82	ALPS	AK	103.40%	9.68%
33	COMMUNITY ALLIANCE	MI	109.13%	8.28%	83	LIBERTY FIRST	NE	103.25%	10.95%
34	CARTER	LA	109.04%	8.04%	84	MICHIGAN ONE COMMUNITY	MI	103.25%	8.91%
35	TEXAS ASSOCIATIONS OF PROFS.	TX	109.04%	8.25%	85	VISION ONE	CA	103.18%	14.15%
36	FORUM	IN	109.02%	10.79%	86	ST. MARY'S	MA	103.02%	10.10%
37	PEOPLES	CO	108.48%	18.11%	87	TRIANGLE	NH	103.01%	7.45%
38	CITIZENS COMMUNITY	ND	108.19%	11.11%	88	SEBASTICOOK VALLEY	ME	102.91%	9.91%
39	COMMUNITY CREDIT UNION	MA	108.14%	12.85%	89	FIRST FLIGHT	NC	102.80%	12.43%
40	TEACHERS	IN	108.10%	8.16%	90	CO-OP	WI	102.77%	12.64%
41	TOWN & COUNTRY	ME	107.91%	7.95%	91	CENTRAL FLORIDA POSTAL	FL	102.76%	7.99%
42	AURORA	WI	107.65%	11.75%	92	NAVIGANT	RI	102.64%	11.29%
43	SAC	NE	107.60%	8.25%	93	FARMERS INSURANCE GROUP	CA	102.25%	13.60%
44	LOMTO	NY	107.35%	11.05%	94	UNIVERSITY	ME	102.24%	9.24%
45	SANDIA AREA	NM	107.28%	11.29%	95	LINN AREA	IA	102.19%	9.07%
46	SAFEAMERICA	CA	107.09%	8.05%	96	ESSENTIAL	LA	102.12%	8.24%
47	MERITRUST	KS	107.08%	9.47%	97	CENTRAL ONE	MA	102.03%	9.59%
48	MID AMERICAN	KS	107.03%	9.33%	98	BELLCO	CO	102.03%	11.19%
49	VANTAGE WEST	AZ	106.98%	11.77%	99	ADVANCIAL	TX	102.03%	8.95%
50	LOGIX	CA	106.95%	15.76%	100	JEFFERSON FINANCIAL	LA	101.95%	11.83%
U.S. AVERAGE							77.68%	10.85%	

INDIRECT AUTO LENDING BECOMES THE CHANNEL OF CHOICE FOR MEMBERS

North American light vehicle sales increased to 8.6 million units through June 30, 2016, according to Autodata Corp. Credit union auto loan balances followed suit, reaching a new high of \$283.0 billion in the second quarter of 2016. That's up 14.1% from second quarter 2015. New auto loans expanded 15.6% annually, followed by used auto, which grew 13.2%. New and used auto loans accounted for 44.1% of growth in the total credit union loan portfolio over the past 12 months.

According to data from Experian Automotive, credit unions increased their auto market share 1.2 percentage points over the past year. This growth underscores the success credit unions have had in gaining market share throughout the financial services spectrum. When it comes to auto lending, it's not only the pie but also credit unions' share of the pie that is expanding.

Indirect lending has become a key growth driver at credit unions across the country. As a percentage of total auto loans, indirect loans' share continues to grow, up 3.0 percentage points from June 2015 to 53.6% as

of June 30, 2016. More than 32.5% of credit unions now offer indirect lending. That's up 7.0 percentage points from 2010, when only 25.5% of credit unions participated in indirect lending. Although not all indirect lending is from auto loans, approximately 95% of credit unions reporting indirect loan originations use this channel solely for auto lending. Nationwide, indirect lending totaled \$151.6 billion in second quarter 2016.

As credit union membership expands across the country, members are increasingly turning to credit unions for their automotive financing needs. Auto penetration rates increased nearly a full percentage point over the past 12 months, reaching 19.0% as of June 30, 2016.

The total delinquency for the credit union loan portfolio increased 1 basis point to 0.75% as of June 30, 2016. Since being added to the 5300 Call Report in the second quarter of 2013, auto loan delinquency has been significantly lower than other major loan types. As of second quarter 2016, auto delinquency stood at 0.58%. That's a 4-basis-point increase over June 30, 2015.



CASE STUDY

VIBRANT SCORES WITH DIRECT AUTO LENDING

VIBRANT CREDIT UNION / MOLINE, IL / ASSETS: \$566.7M / MEMBERS: 36,875

In May 2011, Vibrant Credit Union (\$566.7M, Moline, IL) had an auto loan portfolio of approximately \$80 million, about 73% of that from indirect lending, and a loan-to-share ratio of 62.9%. Today, those numbers are \$160 million, 8.5%, and 98.6%, respectively, as of the second quarter of 2016.

What happened? Matt McCombs took over as president and CEO in June 2011 and has steered the credit union's auto lending strategy sharply toward direct lending. That began in July 2011 with a refinance campaign to shore up auto loan penetration within its membership base. In just three months, Vibrant went from closing \$1.5 million to \$2.0 million a month in direct auto loans to more than \$30.0 million.

The campaign was a success for Vibrant but unintentionally resulted in significant chargebacks to the dealers for the loans they originally sent elsewhere. On top of that, prime auto loan rates started dropping below 2%, so Vibrant changed what it was paying in dealer reserves in early 2012.

"We told dealers we wanted to work with them, to continue the indirect program," McCombs says. "But

our expectation was that if one of our members came in, they would send that loan to us."

The one-two punch stressed its dealer relationships, and the fact Vibrant wasn't paying as high a dealer reserve as the national players meant dealerships weren't sending member loans back to Vibrant. By the end of 2012 and into 2013, the relationship between Vibrant and its auto dealer partners was rocky. Vibrant realized it needed to do one of two things: One, go all in on direct lending, or, two, back away from direct lending, including refinancing.

Direct lending was the better choice from a member relationship standpoint as well as a profitability standpoint. Direct lending also gave Vibrant the ability to cross-sell products and services.

"It's hard to have one foot in indirect and one foot in direct, both aggressively," McCombs says. "I'm not opposed to indirect lending, but it's not a loan origination channel. It's not a loan origination strategy. It's a supplement to your investment portfolio."

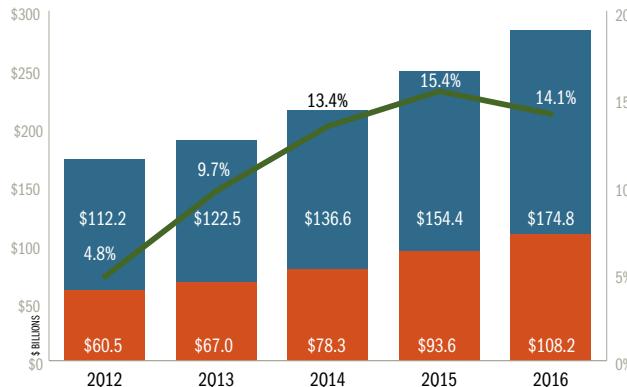
Get the full story about Vibrant Credit Union and its auto lending strategy. Read "Why Vibrant Credit Union Doubled Down On Direct Lending" at CreditUnions.com.

AUTO LENDING

AUTO LOANS OUTSTANDING & 12-MONTH GROWTH

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

■ New Auto Loans ■ Used Auto Loans ■ 12-Month Loan Growth



AVERAGE AUTO LOAN BALANCE

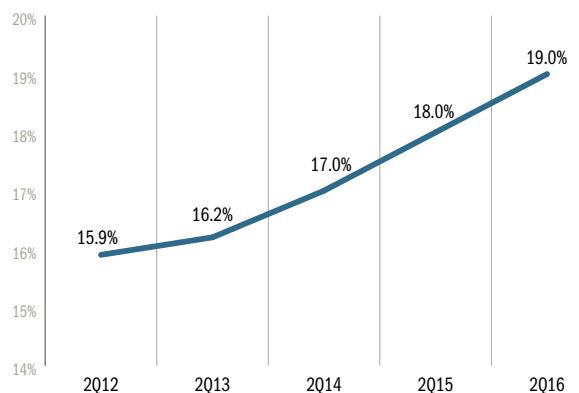
FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

■ New Auto ■ Used Auto



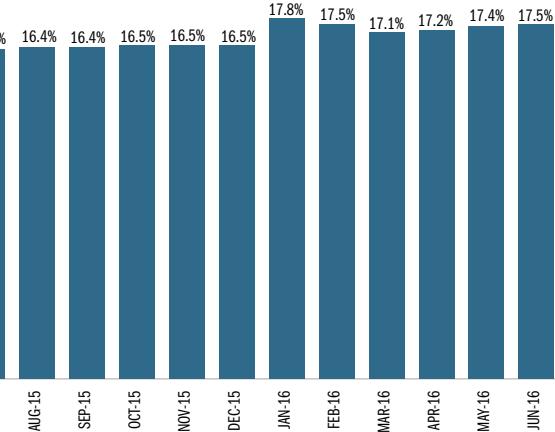
AUTO LOAN PENETRATION

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



AUTO LENDING MARKET SHARE

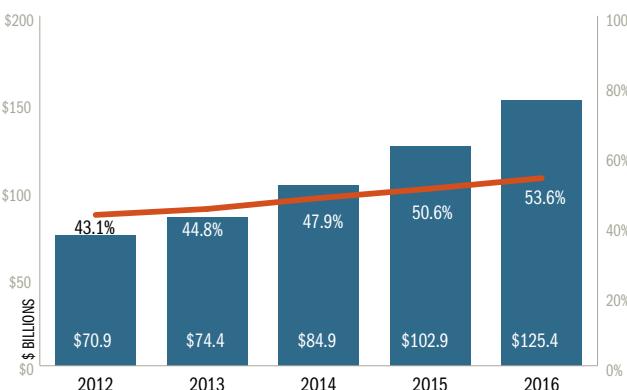
FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



INDIRECT LOANS TO TOTAL AUTO LOANS

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

■ Total Indirect Loans ■ Indirect/Total Auto



AUTO LOAN RATES

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

■ New Auto ■ Used Auto



SOURCE: CALLAHAN & ASSOCIATES | EXPERIAN AUTOMOTIVE

LEADERS IN 12-MONTH AUTO LOAN GROWTH

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS* | DATA AS OF 06.30.16

Rk.	Credit Union	St.	12-Month Growth	Auto Loans Outstanding (06.30.16)	Auto Loans Outstanding (06.30.15)	Assets
1	NARC	MD	463.44%	\$5,480,724	\$972,728	\$22,423,878
2	HONOLULU FIRE DEPARTMENT	HI	422.55%	\$9,782,180	\$1,871,991	\$68,932,893
3	UNION BUILDING TRADES	NJ	363.28%	\$12,522,788	\$2,703,077	\$74,896,061
4	GLENDALE AREA SCHOOLS	CA	358.58%	\$41,218,424	\$8,988,232	\$343,460,710
5	PEOPLESCHOICE	ME	251.85%	\$33,406,633	\$9,494,626	\$182,090,729
6	UNITED	IL	240.03%	\$31,351,182	\$9,220,042	\$179,571,542
7	MEMBERS FIRST OF MARYLAND	MD	225.09%	\$10,259,790	\$3,155,968	\$31,763,564
8	OREGONIANS	OR	220.12%	\$50,026,111	\$15,627,312	\$304,351,238
9	COOPERATIVE CENTER	CA	186.06%	\$35,064,655	\$12,257,731	\$111,513,927
10	DIRECT	MA	182.12%	\$65,377,050	\$23,173,680	\$491,628,332
11	SHELL WESTERN STATES	CA	177.81%	\$7,318,099	\$2,634,236	\$103,050,746
12	SAN FRANCISCO	CA	174.91%	\$96,201,940	\$34,994,091	\$1,045,823,085
13	CHAFFEY	CA	164.09%	\$27,259,524	\$10,321,967	\$126,492,112
14	LONG BEACH CITY EMP.	CA	155.00%	\$17,001,203	\$6,667,240	\$298,172,585
15	BLUE MOUNTAIN	WA	152.99%	\$9,933,442	\$3,926,341	\$30,615,267
16	EAST COUNTY SCHOOLS	CA	152.49%	\$11,200,100	\$4,435,940	\$101,878,166
17	CU HAWAII	HI	147.12%	\$38,336,557	\$15,513,591	\$261,731,746
18	SPERRY ASSOCIATES	NY	135.69%	\$31,292,622	\$13,277,232	\$260,131,039
19	STATE DEPARTMENT	VA	132.17%	\$123,453,376	\$53,173,854	\$1,761,683,719
20	PARSONS	CA	128.73%	\$13,375,996	\$5,847,824	\$219,306,455
21	LATERRE	LA	124.94%	\$8,166,155	\$3,630,411	\$24,968,978
22	HARVESTERS	FL	124.56%	\$40,736,382	\$18,140,273	\$147,706,991
23	THE ATLANTIC	NJ	120.85%	\$24,558,619	\$11,120,039	\$236,338,163
24	CANNON	NM	120.19%	\$23,825,392	\$10,820,338	\$65,481,185
25	CENTRAL WILLAMETTE COMMUNITY	OR	116.64%	\$86,608,943	\$39,978,803	\$248,172,260
26	WILKES-BARRE CITY EMP.	PA	116.28%	\$8,015,069	\$3,705,908	\$37,933,096
27	NATIONAL JACL	UT	109.13%	\$3,914,379	\$1,871,756	\$29,739,168
28	BENCHMARK	PA	109.03%	\$30,241,416	\$14,467,534	\$231,224,395
29	MY CREDIT UNION	CA	108.83%	\$6,741,258	\$3,228,067	\$33,043,096
30	ALTA VISTA	CA	108.60%	\$33,175,898	\$15,904,134	\$143,275,796
31	THE LOCAL	MI	107.52%	\$19,955,054	\$9,615,890	\$94,594,989
32	PINNACLE	NJ	106.85%	\$20,697,254	\$10,005,713	\$148,541,596
33	ADVENTURE	MI	105.93%	\$56,790,837	\$27,578,051	\$315,302,942
34	EAST TRAVERSE CATHOLIC	MI	104.69%	\$13,819,966	\$6,751,790	\$52,517,166
35	EVANGELICAL CHRISTIAN	CA	103.31%	\$111,009,868	\$54,600,864	\$911,444,390
36	WEST MAUI COMMUNITY	HI	102.08%	\$4,006,254	\$1,982,483	\$36,275,955
37	CEDARS-SINAI	CA	97.23%	\$3,200,848	\$1,622,917	\$25,667,239
38	NORFOLK MUNICIPAL	VA	95.47%	\$4,555,097	\$2,330,305	\$25,528,014
39	CINFED	OH	95.37%	\$66,122,796	\$33,844,632	\$382,380,449
40	TOWER	MD	94.86%	\$612,687,663	\$314,421,890	\$2,907,736,974
41	WHATCOM EDUCATIONAL	WA	93.10%	\$205,949,193	\$106,655,596	\$1,277,260,353
42	PEOPLE'S	RI	92.15%	\$84,623,891	\$44,040,286	\$457,332,548
43	HORIZON	PA	90.37%	\$14,958,254	\$7,857,409	\$66,332,846
44	NASA	MD	90.30%	\$560,298,597	\$294,435,829	\$1,942,339,493
45	ALOHA PACIFIC	HI	87.80%	\$39,649,608	\$21,112,616	\$768,249,745
46	CHRISTIAN COMMUNITY	CA	87.73%	\$10,158,330	\$5,411,142	\$642,286,900
47	FINANCIAL RESOURCES	NJ	87.09%	\$36,072,744	\$19,281,253	\$449,062,097
48	MICHIGAN EDUCATIONAL	MI	85.96%	\$147,835,553	\$79,496,821	\$752,342,235
49	NEW CENTURY	IL	82.76%	\$6,682,730	\$3,656,652	\$52,214,491
50	HFS	HI	82.61%	\$30,959,004	\$16,953,448	\$510,844,190
U.S. AVERAGE			14.10%	\$47,075,915	\$41,086,241	\$211,333,127

* FOR U.S. CREDIT UNIONS >\$20 MILLION IN ASSETS AND TOTAL AUTO LOANS >\$3 MILLION; EXCLUDING SIGNIFICANT MERGERS.

LEADERS IN AUTO LOAN PENETRATION

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS* | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Members With Auto Loans	Auto Loans/ Total Loans	Auto Loans	12-Month Auto Loan Growth	Indirect Loans Outstanding
1	SERVICE 1ST	TX	160.72%	70.31%	\$16,900,556	15.33%	\$0
2	CTECU	TX	130.50%	41.72%	\$3,316,469	0.49%	\$0
3	USAGENCIES	OR	120.08%	40.98%	\$18,992,154	18.60%	\$0
4	HOTEL & TRAVEL INDUSTRY	HI	104.39%	26.22%	\$4,036,867	-9.17%	\$0
5	CABOT & NOI EMP.	TX	103.70%	68.87%	\$15,406,977	6.01%	\$0
6	CITIZENS COMMUNITY	IA	100.70%	89.11%	\$129,573,374	4.80%	\$112,600,688
7	KAHULUI	HI	90.06%	14.41%	\$3,107,196	79.30%	\$0
8	STATE HIGHWAY	WA	88.49%	34.66%	\$5,341,188	49.47%	\$0
9	MINNESOTA CATHOLIC	MN	85.96%	44.93%	\$7,116,409	18.24%	\$4,489,247
10	COMMUNITY CREDIT UNION OF LYNN	MA	80.75%	46.93%	\$52,006,597	10.27%	\$48,406,619
11	BAYLOR HEALTH CARE SYSTEMS	TX	77.90%	63.30%	\$18,017,689	13.23%	\$0
12	ATLANTA POSTAL	GA	76.06%	62.47%	\$742,665,628	29.98%	\$0
13	MOLOKAI COMMUNITY	HI	73.93%	21.26%	\$2,393,548	116.77%	\$0
14	CONSOLIDATED	OR	66.62%	26.11%	\$35,318,831	-7.73%	\$24,784,553
15	COMMUNITYWIDE	IN	65.20%	85.38%	\$288,061,077	6.71%	\$287,260,812
16	MISSION CITY	CA	63.47%	23.17%	\$11,673,302	46.25%	\$0
17	ASSOCIATED	GA	62.09%	62.53%	\$553,718,143	-3.75%	\$121,701,803
18	EVANGELICAL CHRISTIAN	CA	60.92%	16.85%	\$111,009,868	103.31%	\$102,812,697
19	HAWAII SCHOOLS	HI	59.06%	27.81%	\$7,007,258	6.02%	\$2,531,422
20	SISKIYOU CENTRAL	CA	58.85%	63.08%	\$14,913,551	16.46%	\$0
21	GENERAL ELECTRIC	OH	58.29%	64.67%	\$1,446,988,895	18.33%	\$1,661,609,479
22	MCGRAW-HILL	NJ	57.59%	41.25%	\$115,167,052	38.66%	\$86,074,610
23	SOLANO FIRST	CA	56.77%	51.18%	\$44,673,137	47.56%	\$25,532,828
24	HANIN	CA	55.56%	86.39%	\$18,151,697	2.14%	\$0
25	MERITRUST	KS	54.11%	71.13%	\$755,528,857	37.69%	\$635,012,688
26	EAGLE COMMUNITY	CA	53.83%	43.86%	\$51,461,676	9.96%	\$21,756,742
27	WINDWARD COMMUNITY	HI	52.89%	30.37%	\$11,957,824	-0.81%	\$261,429
28	SOUTHWEST RESEARCH CENTER	TX	52.57%	63.14%	\$21,919,252	43.62%	\$32,078
29	FIREFLY	MN	52.52%	40.95%	\$347,479,862	14.26%	\$167,354,256
30	1ST VALLEY	CA	52.24%	33.25%	\$6,921,990	19.00%	\$220,916
31	HOMETOWN	IN	50.68%	67.68%	\$11,056,436	10.21%	\$0
32	PORTALLIANCE	VA	49.60%	89.03%	\$68,028,703	5.84%	\$64,021,491
33	SECURITY SERVICE	TX	49.30%	64.51%	\$5,560,697,844	-3.88%	\$5,155,659,265
34	ONE SOURCE	TX	49.25%	72.35%	\$44,385,019	-8.57%	\$25,912,137
35	GEORGIA'S OWN	GA	49.04%	42.17%	\$670,472,581	-2.80%	\$27,547,134
36	POINT WEST	OR	47.81%	53.29%	\$38,360,897	30.07%	\$24,738,439
37	CONSUMERS COOPERATIVE	NE	47.71%	73.11%	\$12,866,829	7.45%	\$0
38	ONTARIO MONTCLAIR SCHOOLS	CA	46.98%	48.31%	\$24,088,969	71.37%	\$0
39	COLUMBUS METRO	OH	46.85%	81.69%	\$148,864,760	-5.78%	\$138,009,735
40	FLORENCE DUPONT EMP.	SC	46.62%	74.44%	\$17,420,294	-41.15%	\$0
41	CHARTWAY	VA	46.62%	59.66%	\$1,001,009,077	5.86%	\$386,401,583
42	HTM AREA	OH	46.27%	83.82%	\$12,649,667	19.52%	\$3,942,186
43	COMPASS FINANCIAL	FL	46.14%	87.36%	\$17,132,147	5.87%	\$0
44	1ST RESOURCE	AL	45.53%	33.16%	\$9,377,591	-4.28%	\$0
45	SHERIDAN COMMUNITY	WY	44.58%	80.01%	\$30,692,611	20.23%	\$3,673,712
46	SUPERIOR SAVINGS	OH	44.28%	86.71%	\$14,263,604	13.73%	\$10,643,126
47	DOW CHEMICAL EMP.	MI	44.07%	34.75%	\$276,290,106	32.86%	\$59,199,023
48	HERITAGE COMMUNITY	CA	43.89%	50.04%	\$67,582,417	12.39%	\$43,317,004
49	GULF COAST	TX	43.47%	43.43%	\$73,566,957	11.30%	\$35,079,811
50	OREGON COMMUNITY	OR	43.41%	51.33%	\$672,634,599	-11.51%	\$720,991,775
U.S. AVERAGE			18.96%	33.96%	\$47,075,915	14.10%	\$25,223,518

* FOR U.S. CREDIT UNIONS >\$20 MILLION IN ASSETS AND TOTAL AUTO LOANS >\$3 MILLION; EXCLUDING SIGNIFICANT MERGERS.

LEADERS IN AUTO LOAN CONCENTRATION

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Auto Loans/ Total Loans	Auto Loans Outstanding	Total Loans	Assets
1	SHELTER INSURANCE	MO	93.85%	\$5,937,125	\$6,326,199	\$29,623,756
2	HIGH PLAINS	NM	92.64%	\$29,465,001	\$31,804,574	\$38,566,020
3	CAL-COM	TX	91.75%	\$88,150,674	\$96,076,859	\$138,850,749
4	CREDIT UNION ONE OF OKLAHOMA	OK	91.04%	\$22,739,267	\$24,977,289	\$38,689,947
5	OMAHA PUBLIC POWER DISTRICT EMPLOYEES	NE	90.33%	\$7,651,586	\$8,470,294	\$30,125,235
6	FIRST FAMILY	OK	89.58%	\$52,052,567	\$58,109,416	\$76,148,250
7	HEREFORD TEXAS	TX	89.23%	\$32,732,914	\$36,682,914	\$49,236,903
8	CITIZENS COMMUNITY	IA	89.11%	\$129,573,374	\$145,410,923	\$190,236,926
9	PORTALLIANCE	VA	89.03%	\$68,028,703	\$76,412,024	\$96,453,332
10	CHAVES COUNTY SCHOOL EMPLOYEES	NM	87.98%	\$6,506,480	\$7,395,002	\$24,296,056
11	NARC	MD	87.96%	\$5,480,724	\$6,231,030	\$22,423,878
12	COMPASS FINANCIAL	FL	87.36%	\$17,132,147	\$19,611,637	\$25,669,786
13	EQUISHARE	KS	87.02%	\$19,746,270	\$22,690,723	\$29,677,780
14	NORTHEAST PANHANDLE TEACHERS	TX	86.96%	\$10,167,188	\$11,692,210	\$22,681,123
15	SUPERIOR SAVINGS	OH	86.71%	\$14,263,604	\$16,449,688	\$23,091,461
16	CREDIT UNION OF DODGE CITY	KS	86.57%	\$46,201,007	\$53,366,002	\$69,785,351
17	HORIZON	MO	86.57%	\$12,571,125	\$14,521,132	\$27,106,774
18	FIRST CONNECTICUT	CT	86.54%	\$27,916,602	\$32,260,402	\$38,684,849
19	HANIN	CA	86.39%	\$18,151,697	\$21,012,368	\$26,215,685
20	LATITUDE 32	SC	86.08%	\$33,522,445	\$38,942,521	\$52,866,011
21	KINGS	CA	85.88%	\$55,733,761	\$64,900,603	\$105,828,928
22	MANATEE COMMUNITY	FL	85.73%	\$19,531,033	\$22,782,250	\$35,946,601
23	HEARTLAND	IL	85.62%	\$175,032,598	\$204,425,685	\$260,475,625
24	DOWELL	OK	85.53%	\$17,523,122	\$20,488,886	\$34,933,938
25	COMMUNITYWIDE	IN	85.38%	\$288,061,077	\$337,402,481	\$397,448,570
26	RAYTOWN-LEE'S SUMMIT COMMUNITY	MO	85.21%	\$43,116,832	\$50,597,811	\$60,484,773
27	CHEROKEE COUNTY	TX	85.19%	\$18,625,041	\$21,862,726	\$30,397,014
28	HALLIBURTON EMPLOYEES	OK	85.14%	\$93,667,051	\$110,009,125	\$153,180,041
29	FRATERNAL ORDER OF POLICE	OK	84.76%	\$17,254,586	\$20,355,809	\$36,654,569
30	ENERGIZE	OK	84.70%	\$15,472,047	\$18,267,103	\$25,827,906
31	UNITED ARKANSAS	AR	84.49%	\$12,865,226	\$15,226,875	\$26,969,805
32	FREEDOM 1ST	KS	84.28%	\$4,850,452	\$5,754,994	\$32,104,437
33	HOLY GHOST PARISH	IA	84.08%	\$320,213	\$380,836	\$27,257,461
34	LORMET COMMUNITY	OH	83.90%	\$74,195,703	\$88,428,325	\$150,680,951
35	HTM AREA	OH	83.82%	\$12,649,667	\$15,091,618	\$23,617,578
36	BUSINESS AND INDUSTRIAL	IN	83.75%	\$11,287,006	\$13,476,508	\$35,378,357
37	AREA EDUCATIONAL	IL	83.73%	\$5,024,132	\$6,000,103	\$25,117,722
38	KEMBA DELTA	TN	83.21%	\$9,436,427	\$11,340,378	\$23,449,388
39	LA ELECTRICAL WORKERS CREDIT UN.	CA	83.08%	\$3,120,046	\$3,755,621	\$44,713,575
40	LINN-CO	OR	83.02%	\$60,609,581	\$73,009,795	\$90,727,144
41	ABILENE	TX	82.88%	\$11,504,632	\$13,880,294	\$25,054,350
42	BAPTIST HEALTH	AR	82.72%	\$14,453,042	\$17,472,019	\$29,155,647
43	NAE	VA	82.70%	\$60,173,643	\$72,758,565	\$92,507,963
44	SAINT FRANCIS EMPLOYEES	OK	82.50%	\$9,616,084	\$11,656,407	\$37,120,232
45	NORTH PLATTE UNION PACIFIC EMPLOYEE	NE	82.46%	\$15,655,185	\$18,984,883	\$33,817,879
46	GOLDEN PLAINS	KS	81.74%	\$418,479,851	\$511,987,940	\$565,821,663
47	COLUMBUS METRO	OH	81.69%	\$148,864,760	\$182,223,588	\$236,050,138
48	CITIZENS	TX	81.59%	\$21,670,148	\$26,561,162	\$126,699,201
49	AMERICA'S	WA	81.36%	\$388,745,773	\$477,785,214	\$586,333,407
50	BAYOU CITY	TX	81.22%	\$6,759,836	\$8,323,210	\$25,567,246
U.S. AVERAGE			33.96%	\$47,075,915	\$138,629,357	\$211,333,127

LEADERS IN INDIRECT LOANS OUTSTANDING

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Indirect Loans Outstanding*	Auto Loans Outstanding	Auto Loan Penetration	12-Month Auto Loan Growth	Auto Loans/ Total Loans
1	SECURITY SERVICE	TX	\$5,155,659,265	\$5,560,697,844	49.30%	-3.88%	64.51%
2	ALASKA USA	AK	\$3,803,193,367	\$3,727,457,819	34.24%	7.44%	73.64%
3	THE GOLDEN 1	CA	\$2,616,883,115	\$3,159,462,023	20.01%	31.24%	49.27%
4	KINECTA	CA	\$2,249,962,834	\$1,220,005,055	23.48%	22.42%	36.11%
5	AMERICA FIRST	UT	\$2,027,755,957	\$2,863,767,695	26.92%	19.07%	52.01%
6	GENERAL ELECTRIC	OH	\$1,661,609,479	\$1,446,988,895	58.29%	18.33%	64.67%
7	BECU	WA	\$1,609,514,452	\$1,946,533,886	12.83%	14.76%	19.81%
8	MOUNTAIN AMERICA	UT	\$1,380,313,695	\$2,223,066,673	22.35%	20.33%	46.40%
9	TEACHERS	IN	\$1,289,526,277	\$1,371,437,619	32.33%	8.62%	55.52%
10	TINKER	OK	\$1,222,949,005	\$1,719,486,661	27.56%	16.40%	75.44%
11	FIRST TECH	CA	\$1,207,635,110	\$1,535,978,051	17.07%	32.91%	23.39%
12	TDECU	TX	\$1,178,038,129	\$1,314,337,794	25.13%	17.50%	49.38%
13	LANDMARK	WI	\$1,147,329,458	\$1,232,324,983	32.51%	26.72%	46.91%
14	IDAHO CENTRAL	ID	\$1,106,804,585	\$1,073,488,333	29.73%	17.23%	44.68%
15	SPACE COAST	FL	\$1,067,056,549	\$1,472,855,141	22.10%	23.29%	51.72%
16	SAN DIEGO COUNTY	CA	\$1,030,179,290	\$1,491,614,983	26.87%	50.52%	27.71%
17	SAN ANTONIO	TX	\$1,026,934,702	\$1,055,888,962	22.25%	7.26%	39.44%
18	BELLCO	CO	\$1,018,198,715	\$1,173,256,236	27.40%	26.01%	42.20%
19	WRIGHT-PATT	OH	\$1,003,022,459	\$1,263,513,440	29.07%	-1.98%	52.90%
20	BETHPAGE	NY	\$952,984,083	\$287,443,365	6.51%	2.21%	6.40%
21	COASTAL	NC	\$949,334,137	\$988,816,189	24.23%	19.70%	45.08%
22	GECU	TX	\$912,312,294	\$1,247,159,871	19.11%	16.04%	59.82%
23	VANTAGE WEST	AZ	\$896,632,744	\$980,097,510	37.91%	11.93%	65.57%
24	TEACHERS	NY	\$859,526,119	\$996,870,278	16.62%	28.06%	35.68%
25	TRAVIS	CA	\$834,081,307	\$1,044,943,347	39.91%	24.12%	61.04%
26	ENT	CO	\$820,261,669	\$1,039,606,740	21.46%	21.24%	30.91%
27	MEMBERS 1ST	PA	\$819,377,632	\$851,955,575	21.17%	20.27%	34.53%
28	GROW FINANCIAL	FL	\$813,564,806	\$1,014,491,811	29.92%	20.36%	57.85%
29	CEFCU	IL	\$808,372,702	\$1,094,364,517	23.85%	9.07%	27.67%
30	LANGLEY	VA	\$803,475,541	\$931,455,005	24.97%	13.29%	56.20%
31	NAVARMY COMMUNITY	TX	\$797,654,288	\$997,201,270	34.31%	10.34%	49.75%
32	PUBLIC SERVICE	CO	\$785,506,149	\$977,355,492	35.63%	32.02%	69.21%
33	WASHINGTON STATE EMP.	WA	\$770,420,439	\$640,331,354	19.07%	14.40%	34.26%
34	ECCU	TX	\$768,130,585	\$935,359,846	27.93%	9.13%	66.17%
35	TTCU	OK	\$755,294,649	\$694,209,384	30.84%	1.17%	58.36%
36	CITADEL	PA	\$745,297,319	\$818,371,068	31.60%	18.12%	34.48%
37	GESA	WA	\$739,495,646	\$838,463,590	36.63%	11.74%	61.52%
38	MIDFLORIDA	FL	\$739,072,492	\$915,670,466	21.34%	30.27%	49.34%
39	OREGON COMMUNITY	OR	\$720,991,775	\$672,634,599	43.41%	-11.51%	51.33%
40	ALLIANT	IL	\$719,041,900	\$1,371,171,261	20.79%	37.18%	24.35%
41	ROCKLAND	MA	\$716,153,061	\$773,328,168	33.76%	7.59%	57.01%
42	SERVICE	NH	\$710,131,366	\$1,293,604,111	34.14%	10.45%	56.98%
43	HAPO COMMUNITY	WA	\$709,899,353	\$814,801,426	37.22%	24.62%	63.60%
44	VYSTAR	FL	\$679,497,908	\$1,368,638,798	14.99%	18.04%	32.80%
45	CONNEXUS	WI	\$660,065,673	\$269,562,373	10.66%	27.04%	24.66%
46	NORTHWEST	VA	\$658,125,715	\$893,989,666	33.50%	5.80%	48.81%
47	VERIDIAN	IA	\$650,535,469	\$843,183,557	30.18%	18.11%	36.52%
48	UNIVERSITY OF IOWA COMMUNITY	IA	\$649,282,938	\$857,663,952	37.60%	28.85%	26.47%
49	MERITRUST	KS	\$635,012,688	\$755,528,857	54.11%	37.69%	71.13%
50	USALLIANCE	NY	\$634,920,045	\$90,209,421	7.46%	-5.65%	9.24%
U.S. AVERAGE			\$25,223,518	\$47,075,915	18.96%	14.10%	33.96%

* THE 5300 CALL REPORT DATA DOES NOT DISTINGUISH BETWEEN INDIRECT LOAN TYPES. THESE BALANCES MIGHT INCLUDE INDIRECT MORTGAGES, BUSINESS LOANS, OR CONSUMER LOANS. CURRENTLY LESS THAN 5% OF CREDIT UNIONS OFFER INDIRECT MORTGAGE OR CONSUMER LOANS.

MORTGAGE ORIGINATION ACTIVITY EDGES UP. BALANCE GROWTH STAYS STRONG.

Real estate loan balances at credit unions climbed steadily year-over-year, expanding 8.7% from June 30, 2015 to \$416.9 billion as of June 30, 2016.

First mortgage originations showed improvement, albeit at a slower pace than 2015, increasing 1.6% year-over-year to \$62.9 billion in the first half of 2016, the highest six-month balance since the first half of 2013. Despite weak origination growth, total first mortgages outstanding increased at a strong rate — 9.6% — adding \$29.9 billion to the loan portfolio in 12 months to reach \$340.5 billion as of June 30, 2016.

This single-digit growth, however, understates the industry's total mortgage activity, as credit unions sold 37.6% of their first mortgage originations to the secondary market in the first half of 2016. Other real estate loans also posted gains, expanding 4.4% and adding \$3.2 billion to the balance sheet between second quarter 2015 and second quarter 2016 to reach \$76.4 billion.

Credit unions' share of the first mortgage origination market remains strong at 7.3%, although this is down slightly from the 7.7% reported as of June 30, 2015, according to the Mortgage Bankers Association. However, this is a significant improvement from the 4.4% market share reported in June 2010.

Credit unions also originated more adjustable rate and hybrid mortgages through the first six months of 2016, accounting for 31.4% of first mortgage originations compared with 28.3% one year ago. The lower rates offered by these loans are an incentive to buy for many members, including those who might not plan to be in their homes for the full loan term. Credit unions also benefit from this trend, as these loans' periodic adjustments help mitigate interest rate risk.

And perhaps due to an improving economy, credit unions reported real estate delinquency of 0.65% as of second quarter 2016. That's the lowest second quarter rate since June 30, 2007, when real estate delinquency was 0.39%.



CASE STUDY

MEMBER ONE'S STRATEGY TO IMPROVE INCENTIVES, HOURS, AND MORTGAGE LENDING

MEMBER ONE FEDERAL CREDIT UNION / ROANOKE, VA / ASSETS: \$787.8M / MEMBERS: 97,545

Member One Federal Credit Union (\$787.8M, Roanoke, VA) has boosted its mortgage lending by changing its pay structure for lenders and extending their hours.

"We wanted to begin rewarding and compensating our mortgage loan officers the same way the competition outside the credit union industry was," says Richard Socha-Mower, director of consumer and real estate lending at the Virginia credit union.

To close more mortgages, Member One also extended business hours to include evenings and weekends.

"We needed MLOs who were willing to take calls and meet with members during extended hours," Socha-Mower says. "Our new compensation model was the incentive for that."

Socha-Mower says he knows the mortgage industry standard is tipping toward a commission-only model, but Member One executives settled on a combination of a lower base salary and higher incentives. That provides a balance between member service and personal benefit.

According to Socha-Mower, Member One's annual volume in dollars closed since implementing the new pay structure in 2013 increased 117% from \$24 million in 2012 to \$54 million in 2015. Socha-Mower

believes that's largely because members are pleased with the credit union's strategy to shift service hours to accommodate them.

Executing the new compensation model meant recruiting the right MLOs, and many of the credit union's former MLOs transitioned to other roles at the credit union.

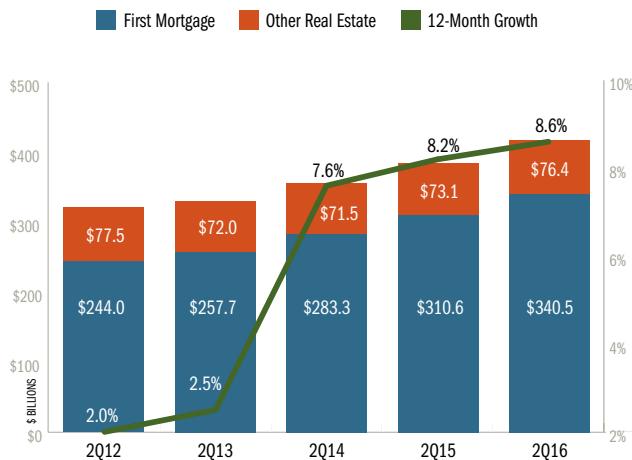
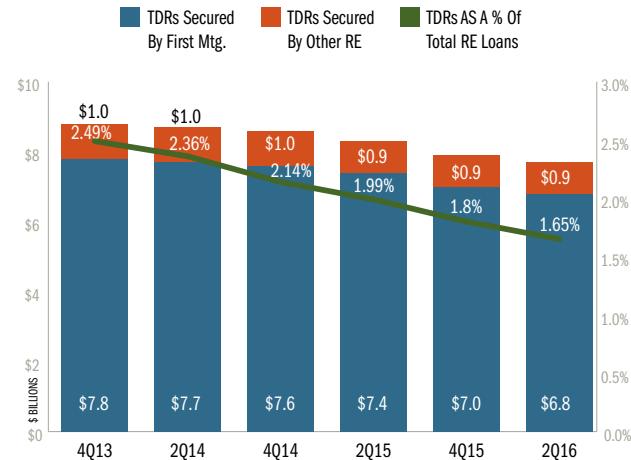
"The candidates we hired knew they had to be salespeople who could build strong relationships with members and real estate agents," Socha-Mower says.

The new model also requires a restructured onboarding process. No longer do MLOs immediately begin taking applications. Instead, they work from the real estate center in the Member One's Roanoke headquarters in a process that takes 30 to 90 days.

For more experienced MLOs, the process takes fewer days, but the credit union doesn't want to send MLOs into the field until they know how to take an application in accordance with both industry regulations and Member One's member-first mission, Socha-Mower says.

Get the full story about Member One and its mortgage lending strategies. Read "A New Approach To Pay Scales At Member One FCU" at CreditUnions.com.

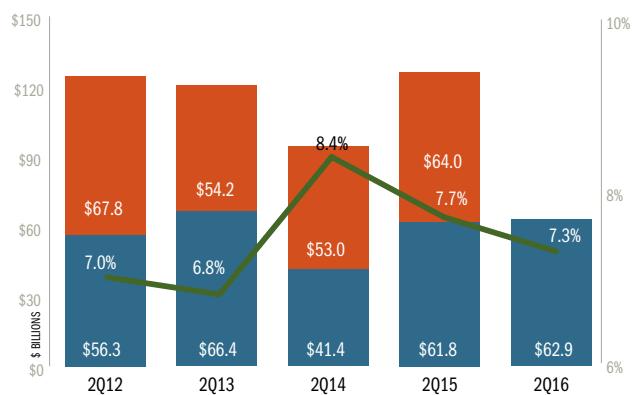
REAL ESTATE LENDING

REAL ESTATE LOANS OUTSTANDING & 12-MONTH GROWTH
FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16TROUBLED DEBT RESTRUCTURES OUTSTANDING
FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

FIRST MORTGAGE ORIGINATIONS: VOLUME AND MARKET SHARE

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

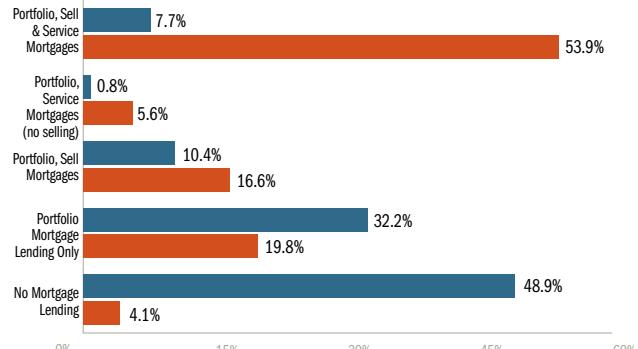
First Half Second Half Market Share



MORTGAGE LENDING ACTIVITY

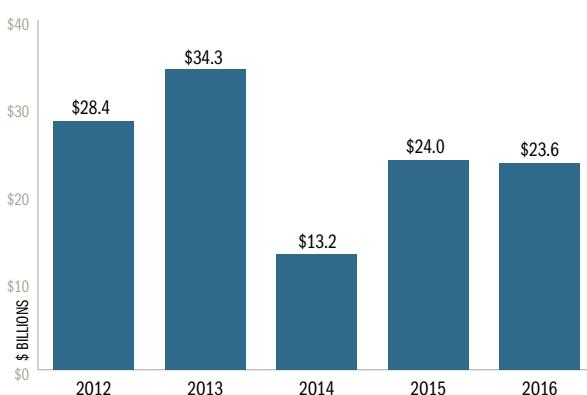
FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

% Assets of CU Industry % All Credit Unions



YTD CREDIT UNION MORTGAGE SALES TO THE SECONDARY MARKET

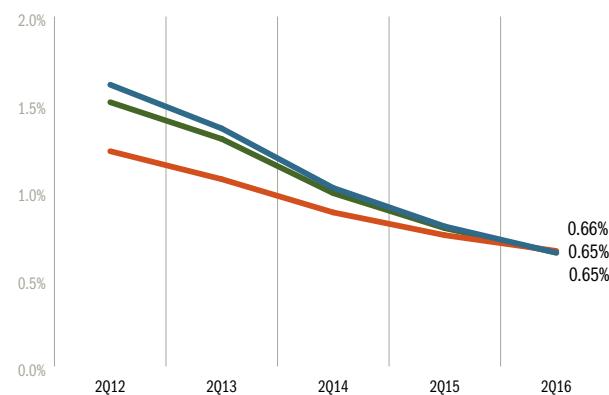
FOR ALL U.S. CREDIT UNIONS | 6 MOS. ENDING JUNE 30, 2015



REAL ESTATE DELINQUENCY

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

First Mortgage Other RE Total RE



SOURCE: CALLAHAN & ASSOCIATES | MORTGAGE BANKERS ASSOCIATION

LEADERS IN 12-MONTH FIRST MORTGAGES OUTSTANDING GROWTH

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS* | DATA AS OF 06.30.16

Rk.	Credit Union	St.	12-Month Growth In First Mortgages Outstanding	First Mortgages Outstanding	First Mortgages/ Total Loans	First Mortgage Delinquency	First Mortgage Originations In Past 12 Months**	Assets
1	HORIZON	PA	409.53%	\$5,689,403	15.35%	0.31%	\$2,772,736	\$66,332,846
2	BCS COMMUNITY	CO	289.79%	\$6,766,530	45.82%	0.00%	\$5,237,071	\$24,878,731
3	HEB	TX	248.96%	\$57,055,086	56.11%	0.00%	\$18,672,133	\$161,345,539
4	HIGHMARK	SD	181.78%	\$23,824,299	26.77%	1.65%	\$22,067,278	\$108,505,503
5	CROSS VALLEY	PA	174.16%	\$22,308,043	32.49%	0.84%	\$3,857,717	\$155,170,294
6	ATLANTIC CITY	WY	167.80%	\$11,327,991	16.39%	2.70%	\$1,190,981	\$114,630,263
7	CALCOM	CA	141.33%	\$19,911,788	42.37%	0.48%	\$13,259,640	\$61,686,589
8	FAA	TN	117.00%	\$13,054,987	29.34%	0.00%	\$1,664,400	\$107,836,527
9	SHELL WESTERN STATES	CA	116.00%	\$8,935,562	48.70%	0.00%	\$5,884,613	\$103,050,746
10	MIAMI FIREFIGHTERS	FL	114.50%	\$17,239,503	36.97%	0.00%	\$10,422,010	\$90,815,650
11	DISTRICT GOVERNMENT EMP.	DC	113.66%	\$8,955,328	23.54%	0.00%	\$5,101,705	\$55,027,833
12	GENERATIONS	WA	107.62%	\$6,403,810	29.89%	0.00%	\$3,908,018	\$28,331,058
13	NORTHERN TIER	ND	104.00%	\$7,373,975	8.88%	0.00%	\$1,326,900	\$119,733,985
14	SUSQUEHANNA VALLEY	PA	94.92%	\$15,318,709	41.57%	2.57%	\$3,498,550	\$68,229,306
15	LOWER VALLEY	WA	93.17%	\$11,858,972	14.48%	1.10%	\$7,309,900	\$99,734,159
16	WCLA	WA	91.00%	\$6,406,906	14.67%	0.00%	\$3,956,018	\$49,352,895
17	AMERICU	NY	89.41%	\$501,094,810	42.64%	0.93%	\$105,516,625	\$1,331,948,712
18	SOUTH JERSEY	NJ	88.45%	\$43,754,987	25.60%	1.25%	\$22,546,804	\$345,209,452
19	ALLIANCE	CA	86.39%	\$98,115,322	30.76%	0.26%	\$59,200,249	\$390,653,489
20	AVADIAN	AL	79.98%	\$168,273,493	34.74%	0.54%	\$42,418,539	\$743,160,627
21	ORION	TN	78.20%	\$218,005,062	44.16%	0.68%	\$131,173,392	\$621,241,771
22	GREEN MOUNTAIN	VT	77.62%	\$23,694,386	58.58%	0.00%	\$12,162,624	\$44,921,995
23	HONOLULU	HI	77.49%	\$59,514,059	43.02%	0.49%	\$16,964,000	\$246,650,246
24	5 STAR COMMUNITY	IA	73.46%	\$7,343,691	36.35%	2.31%	\$2,653,427	\$29,461,095
25	WESTERN DIVISION	NY	72.04%	\$25,123,099	46.73%	0.00%	\$6,579,535	\$137,973,823
26	PALISADES	NY	71.21%	\$37,621,485	30.80%	2.57%	\$17,020,750	\$166,574,760
27	MATTEL	CA	68.56%	\$5,163,666	38.82%	6.15%	\$2,377,000	\$25,366,998
28	SAGINAW MEDICAL	MI	68.54%	\$19,934,502	34.28%	0.00%	\$10,475,047	\$127,685,716
29	COMMUNITY CHOICE	IA	68.54%	\$93,638,874	26.83%	0.00%	\$113,862,219	\$454,124,074
30	EAST TEXAS PROFESSIONAL	TX	68.03%	\$112,160,798	33.58%	1.24%	\$49,421,998	\$564,278,934
31	ALPS	AK	64.37%	\$15,072,976	34.19%	0.00%	\$7,804,275	\$59,200,112
32	SIOUX EMPIRE	SD	63.17%	\$7,468,950	12.08%	0.71%	\$68,877,087	\$97,674,475
33	SEAPORT	NJ	61.41%	\$8,122,029	24.61%	0.10%	\$3,629,000	\$65,837,236
34	PIONEER MUTUAL	TX	61.31%	\$17,742,526	26.66%	0.00%	\$9,842,051	\$131,245,534
35	PROCTOR	MN	60.78%	\$5,095,097	20.53%	1.20%	\$2,084,750	\$35,631,835
36	PREMIER MEMBERS	CO	59.30%	\$282,173,365	43.41%	0.26%	\$140,484,892	\$884,120,163
37	FERGUSON	MS	58.27%	\$11,397,129	33.03%	3.18%	\$4,277,754	\$60,663,650
38	ACHIEVA	FL	57.36%	\$321,231,368	28.49%	0.33%	\$120,164,606	\$1,418,710,197
39	GREEN COUNTRY	OK	57.13%	\$17,555,562	38.68%	1.30%	\$8,208,636	\$59,492,490
40	FIRST CALIFORNIA	CA	56.46%	\$5,121,899	12.37%	0.94%	\$2,178,250	\$83,644,566
41	NORTHERN COMMUNITIES	MN	54.89%	\$18,959,328	41.18%	0.00%	\$6,254,392	\$70,868,767
42	SNO FALLS	WA	54.68%	\$8,487,157	19.53%	0.00%	\$3,059,471	\$56,467,248
43	MOTOR CITY CO-OP	MI	54.60%	\$17,610,457	20.55%	0.76%	\$4,507,635	\$141,047,003
44	RIVERSET	PA	54.50%	\$31,644,409	38.15%	1.50%	\$7,572,452	\$119,426,878
45	COUNTY SCHOOLS	CA	54.03%	\$13,364,800	36.79%	0.00%	\$6,748,681	\$52,375,056
46	LIBERTY BAY	MA	53.34%	\$241,259,247	55.36%	3.08%	\$108,517,152	\$657,644,501
47	LA FINANCIAL	CA	53.10%	\$136,217,421	58.52%	0.14%	\$69,439,686	\$368,513,666
48	OHIO UNIVERSITY	OH	52.96%	\$116,956,246	52.23%	1.18%	\$45,790,197	\$325,569,672
49	GREATER TEXAS	TX	52.48%	\$132,720,924	40.05%	0.24%	\$26,282,859	\$573,851,448
50	WEST TEXAS EDUCATORS	TX	52.04%	\$6,756,701	26.12%	0.00%	\$3,281,766	\$54,417,390
U.S. AVERAGE			9.64%	\$56,651,646	40.87%	0.65%	\$21,100,091	\$211,333,127

* U.S. CREDIT UNIONS >\$20 MILLION IN ASSETS, AT LEAST \$1 MILLION IN FIRST MORTGAGES OUTSTANDING FIVE YEARS AGO, AT LEAST \$1 MILLION IN FIRST MORTGAGE ORIGINATIONS EACH OF THE PAST THREE YEARS, AND \$5 MILLION OUTSTANDING THIS YEAR; EXCLUDING SIGNIFICANT MERGERS.

** ORIGINATIONS IN THE SECOND HALF OF 2015 AND THE FIRST HALF OF 2016.

2017 CALLAHAN CREDIT UNION DIRECTORY | CREDITUNIONS.COM

LEADERS IN REAL ESTATE LOAN CONCENTRATION

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	RE Loans/ Total Loans*	Average RE Loan Balance*	Assets	Rk.	Credit Union	St.	RE Loans/ Total Loans*	Average RE Loan Balance*	Assets
1	CALIFORNIA LITHUANIAN	CA	99.50%	\$494,020	\$113,105,771	51	MOOG EMP.	NY	88.57%	\$104,394	\$160,665,420
2	SELF RELIANCE NEW YORK	NY	99.17%	\$373,944	\$1,213,006,628	52	CHABOT	CA	88.52%	\$146,204	\$70,190,201
3	POLAM	CA	97.94%	\$279,434	\$69,186,071	53	WESTPORT	MA	88.37%	\$77,772	\$59,153,516
4	UKRAINIAN SELFRELIANCE	PA	97.68%	\$124,092	\$281,900,186	54	CONSUMERS	NY	88.36%	\$318,497	\$60,081,577
5	UKRAINIAN NATIONAL	NY	97.55%	\$255,273	\$145,999,784	55	WEBSTER FIRST	MA	88.11%	\$135,522	\$846,755,038
6	SELF RELIANCE (NJ)	NJ	97.35%	\$188,447	\$103,708,368	56	EMPOWER	WI	88.01%	\$60,833	\$99,766,929
7	CLEVELAND SELFRELIANCE	OH	96.95%	\$64,849	\$90,550,407	57	WINDSOR LOCKS	CT	87.86%	\$68,794	\$55,488,352
8	SELFRELIANCE UKRAINIAN AMERICAN	IL	96.12%	\$175,228	\$452,648,926	58	NORTH SHORE	MN	87.80%	\$89,723	\$145,407,212
9	LONG BEACH FIREMEN'S	CA	95.87%	\$277,322	\$174,244,015	59	ST. ANTHONY OF PADUA	MA	87.74%	\$77,242	\$25,360,841
10	POLAM	CA	95.76%	\$262,083	\$54,470,271	60	UKRAINIAN FUTURE	MI	87.68%	\$85,026	\$84,864,497
11	IDB-IIC	DC	95.33%	\$309,202	\$544,843,154	61	HORIZON COMMUNITY	WI	87.67%	\$90,576	\$43,936,271
12	LATVIAN CLEVELAND	OH	95.32%	\$110,497	\$31,115,616	62	NORTHWESTERN MUTUAL	WI	87.60%	\$69,243	\$158,976,177
13	FIRST PRIORITY	MA	95.25%	\$140,895	\$106,901,653	63	NOTRE DAME COMMUNITY	MA	87.12%	\$103,337	\$47,841,682
14	SUMA YONKERS	NY	94.39%	\$231,981	\$314,425,041	64	UKRAINIAN SELFRELIANCE MICHIGAN	MI	86.98%	\$96,273	\$116,986,525
15	TAUPA LITHUANIAN	MA	93.77%	\$139,655	\$21,978,916	65	ST. MICHAEL'S	MA	86.77%	\$132,133	\$41,620,908
16	LUSO	MA	93.00%	\$112,113	\$212,352,753	66	OPPORTUNITIES	VT	86.60%	\$86,886	\$36,433,321
17	TEXAS ASSOCIATIONS OF PROFS.	TX	92.96%	\$128,795	\$31,088,707	67	COUNTRYSIDE	NY	86.36%	\$52,723	\$143,930,009
18	PITTSFORD	NY	92.37%	\$69,652	\$384,985,849	68	BETHPAGE	NY	86.33%	\$155,631	\$6,775,646,701
19	DOY	OH	92.33%	\$73,049	\$47,588,123	69	ST. FRANCIS X	MI	85.95%	\$68,811	\$122,404,676
20	POLISH & SLAVIC	NJ	92.20%	\$162,241	\$1,738,825,682	70	NAVEO	MA	85.89%	\$138,678	\$119,702,677
21	COUNTRY HERITAGE	MI	92.01%	\$84,943	\$39,827,536	71	CONNECTICUT STATE EMP.	CT	85.83%	\$81,154	\$1,751,054,070
22	SILVERADO	CA	92.00%	\$184,840	\$40,449,190	72	RIVER WORKS	MA	85.39%	\$132,458	\$113,596,512
23	AURORA	WI	91.86%	\$93,179	\$49,938,827	73	COMMUNITY & TEACHERS	RI	85.27%	\$73,432	\$25,217,718
24	CHRISTIAN COMMUNITY	CA	91.83%	\$309,357	\$642,286,900	74	MANVILLE AREA	NJ	85.17%	\$88,129	\$30,032,132
25	UNILEVER	NJ	91.81%	\$170,858	\$46,366,016	75	NBC (NY) EMP.	NY	85.10%	\$142,551	\$34,006,676
26	WORKMEN'S CIRCLE	GA	91.39%	\$108,845	\$66,267,256	76	EVERETT	MA	85.09%	\$142,340	\$46,231,962
27	BOULDER DAM	NV	91.12%	\$137,603	\$558,545,035	77	L&N	KY	85.06%	\$77,343	\$1,053,711,148
28	FREEDOM	MA	90.74%	\$103,492	\$511,629,944	78	LUSO-AMERICAN	MA	84.97%	\$116,900	\$86,744,538
29	MEMBERS PLUS	MA	90.71%	\$114,784	\$218,800,413	79	CONSTRUCTION	MI	84.90%	\$111,093	\$20,658,988
30	FAIRFAX COUNTY	VA	90.70%	\$85,171	\$382,356,616	80	ALTERNATIVES	NY	84.84%	\$71,173	\$100,585,897
31	BANK-FUND STAFF	DC	90.70%	\$267,478	\$4,320,885,916	81	PEOPLE'S COMMUNITY	WA	84.78%	\$180,838	\$195,922,268
32	STAR ONE	CA	90.57%	\$255,495	\$8,171,941,931	82	STANFORD	CA	84.61%	\$418,580	\$1,982,705,651
33	WHITEFISH	MT	90.42%	\$136,072	\$1,349,082,453	83	LAKEVIEW	OH	84.59%	\$55,885	\$94,403,090
34	POLISH-AMERICAN	MI	90.24%	\$65,678	\$107,208,188	84	BROOKLINE MUNICIPAL	MA	84.40%	\$112,935	\$39,219,169
35	BROTHERHOOD	MA	90.14%	\$87,742	\$105,839,589	85	THRIVENT	WI	84.35%	\$70,110	\$505,282,702
36	NORTHEASTERN OP. ENG.	NY	90.13%	\$147,127	\$72,926,753	86	WNC COMMUNITY	NC	84.19%	\$72,091	\$77,666,040
37	T&I	MI	90.11%	\$72,315	\$73,967,854	87	MON VALLEY COMMUNITY	PA	84.08%	\$48,193	\$153,052,658
38	CHEVRON	CA	89.83%	\$218,873	\$2,935,808,062	88	JEANNE D'ARC	MA	84.02%	\$147,341	\$1,207,977,156
39	FALL RIVER MUNICIPAL EMP.	MA	89.66%	\$102,058	\$201,320,050	89	CALTECH EMP.	CA	83.82%	\$165,218	\$1,442,667,305
40	CONSTELLATION	VA	89.41%	\$122,792	\$206,670,292	90	GUADALUPE PARISH	CO	83.76%	\$69,011	\$25,428,525
41	SOMERSET	MA	89.28%	\$98,473	\$137,534,931	91	LUFTHANSA EMP.	NY	83.69%	\$96,752	\$96,484,533
42	TECHNOLOGY	CA	89.20%	\$182,358	\$2,078,802,594	92	HINGHAM	MA	83.60%	\$60,532	\$47,323,513
43	SM	KS	89.16%	\$97,556	\$64,292,707	93	SHARON	MA	83.56%	\$87,060	\$513,448,478
44	HOPE	MS	89.04%	\$111,401	\$184,171,801	94	COMMUNITY	CA	83.35%	\$138,762	\$89,458,385
45	LOWER EAST SIDE PEOPLE'S	NY	89.01%	\$118,172	\$46,720,325	95	LAFAYETTE	MD	83.35%	\$200,481	\$487,069,082
46	PORT WASHINGTON	NY	89.00%	\$160,942	\$31,345,848	96	STATE POLICE	CT	83.24%	\$91,267	\$62,045,784
47	MERCK EMP.	NJ	88.99%	\$94,949	\$1,965,022,222	97	CROW WING POWER	MN	83.06%	\$47,065	\$77,126,585
48	NAVIGANT	RI	88.91%	\$111,106	\$1,722,892,040	98	AMERICA'S CHRISTIAN	CA	83.05%	\$231,325	\$328,085,243
49	HOBOKEN SCHOOL EMP.	NJ	88.61%	\$193,587	\$47,721,839	99	VIBE	MI	83.04%	\$72,886	\$509,054,128
50	SANTA BARBARA TEACHERS	CA	88.59%	\$166,029	\$224,950,423	100	GREATER WOODLAWN	NY	82.87%	\$65,514	\$122,462,643

U.S. AVERAGE **50.03%** **\$88,882** **\$211,333,127**

* RE LOANS INCLUDE ALL FIRST MORTGAGES AND OTHER REAL ESTATE LOANS.

LEADERS IN FIRST MORTGAGE ORIGINATIONS YEAR-TO-DATE

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	First Mortgage Originations YTD	First Mortgage Orig. / Total Loan Orig.	RE Loans / Total Loans*	RE Loans Outstanding*	Assets
1	NAVY	VA	\$5,902,611,072	27.42%	50.42%	\$27,968,333,673	\$77,830,150,313
2	SECU	NC	\$1,546,899,338	40.59%	80.35%	\$15,431,494,057	\$33,785,749,087
3	PENTAGON	VA	\$1,436,724,197	33.27%	73.10%	\$12,984,314,689	\$20,162,693,973
4	FIRST TECH	CA	\$1,125,671,612	57.26%	71.38%	\$4,686,528,033	\$9,109,027,385
5	LAKE MICHIGAN	MI	\$1,039,223,782	79.88%	81.79%	\$2,652,120,896	\$4,515,855,832
6	BETHPAGE	NY	\$935,900,624	69.38%	86.33%	\$3,878,002,380	\$6,775,646,701
7	BECU	WA	\$881,867,790	25.65%	63.83%	\$6,273,053,223	\$15,136,255,033
8	KINECTA	CA	\$735,826,259	56.08%	59.01%	\$1,993,951,359	\$3,891,022,831
9	LOGIX	CA	\$638,884,976	58.26%	74.09%	\$2,920,824,705	\$4,664,371,670
10	ELEVATIONS	CO	\$634,370,179	82.91%	79.90%	\$995,043,600	\$1,722,187,710
11	SECURITY SERVICE	TX	\$591,043,083	23.63%	24.24%	\$2,089,343,756	\$9,466,667,991
12	ALASKA USA	AK	\$581,037,445	27.05%	15.57%	\$788,047,231	\$6,439,378,542
13	STAR ONE	CA	\$554,893,006	70.31%	90.57%	\$3,113,719,738	\$8,171,941,931
14	AMERICA FIRST	UT	\$550,443,519	17.37%	23.27%	\$1,281,559,628	\$7,716,639,881
15	PATELCO	CA	\$476,651,837	47.39%	64.65%	\$2,247,223,126	\$5,220,406,933
16	ONPOINT COMMUNITY	OR	\$476,304,616	46.66%	60.30%	\$1,595,101,099	\$4,181,816,606
17	SCHOOLSFIRST	CA	\$469,434,792	34.29%	56.05%	\$3,375,031,397	\$12,432,563,789
18	DIGITAL	MA	\$467,264,343	31.47%	49.88%	\$2,940,609,672	\$7,213,280,539
19	THE GOLDEN 1	CA	\$454,657,451	22.10%	40.17%	\$2,576,068,611	\$10,255,810,690
20	WRIGHT-PATT	OH	\$436,570,782	53.01%	31.32%	\$748,118,316	\$3,313,520,384
21	SAN DIEGO COUNTY	CA	\$415,196,705	31.32%	69.28%	\$3,728,863,602	\$7,546,233,777
22	UNIVERSITY	TX	\$401,095,505	52.63%	52.13%	\$876,774,533	\$2,053,907,695
23	LANDMARK	WI	\$388,466,860	45.01%	45.37%	\$1,191,965,471	\$3,094,468,727
24	MOUNTAIN AMERICA	UT	\$371,109,019	20.46%	43.72%	\$2,094,600,869	\$5,607,855,844
25	SUMMIT	WI	\$370,092,667	57.62%	69.73%	\$1,349,963,840	\$2,581,606,557
26	UNIVERSITY OF IOWA COMMUNITY	IA	\$349,865,989	34.91%	66.25%	\$2,146,274,789	\$3,587,521,024
27	RANDOLPH-BROOKS	TX	\$348,106,170	23.24%	51.85%	\$2,821,201,612	\$7,328,281,762
28	ENT	CO	\$328,309,196	39.64%	63.74%	\$2,143,565,516	\$4,446,156,907
29	BCU	IL	\$313,910,233	36.32%	56.99%	\$1,208,631,898	\$2,580,572,678
30	UNIVERSITY OF WISCONSIN	WI	\$313,535,803	42.45%	48.76%	\$687,720,496	\$2,241,348,946
31	COMMUNITYAMERICA	MO	\$302,196,376	63.77%	58.63%	\$830,554,596	\$2,281,916,105
32	IDAHO CENTRAL	ID	\$289,889,032	22.08%	41.90%	\$1,006,780,216	\$2,626,923,300
33	COMMUNITY FIRST	WI	\$278,392,286	68.76%	79.16%	\$1,602,746,940	\$2,468,005,264
34	REDWOOD	CA	\$268,587,100	39.75%	65.32%	\$1,501,381,803	\$3,004,475,288
35	PROVIDENT	CA	\$257,481,338	64.74%	78.13%	\$1,012,412,066	\$2,186,823,153
36	PREMIER AMERICA	CA	\$254,243,936	62.71%	82.22%	\$1,339,677,089	\$2,250,739,878
37	APPLE	VA	\$248,786,826	79.36%	57.34%	\$952,195,404	\$2,222,253,245
38	UNITED NATIONS	NY	\$246,646,349	75.15%	72.28%	\$1,518,285,655	\$4,580,037,328
39	ALLIANT	IL	\$246,433,894	22.48%	63.67%	\$3,585,510,902	\$9,137,887,323
40	EASTMAN	TN	\$243,990,708	46.01%	66.02%	\$1,874,508,135	\$3,452,294,252
41	CAP COM	NY	\$242,955,764	85.26%	66.59%	\$763,316,189	\$1,343,501,518
42	SAFE	CA	\$236,822,336	44.37%	51.09%	\$810,837,933	\$2,437,684,656
43	ROYAL	WI	\$235,688,751	47.60%	61.59%	\$949,540,663	\$1,855,625,606
44	DELTA COMMUNITY	GA	\$235,226,590	17.82%	47.89%	\$1,887,681,414	\$5,209,454,018
45	CHEVRON	CA	\$230,997,775	69.46%	89.83%	\$2,085,199,151	\$2,935,808,062
46	VERIDIAN	IA	\$230,107,243	31.31%	55.08%	\$1,271,777,388	\$2,988,489,043
47	DESERT SCHOOLS	AZ	\$229,074,742	47.99%	58.65%	\$966,849,881	\$3,998,778,942
48	STATE EMP.	NY	\$222,312,725	45.10%	51.60%	\$950,063,249	\$3,263,012,739
49	COASTAL	NC	\$217,301,961	32.11%	44.40%	\$973,933,503	\$2,669,331,062
50	BANK-FUND STAFF	DC	\$217,260,099	41.47%	90.70%	\$2,203,487,785	\$4,320,885,916
U.S. AVERAGE			\$10,456,753	28.78%	50.03%	\$69,356,818	\$211,333,127

* RE LOANS INCLUDE ALL FIRST MORTGAGES AND OTHER REAL ESTATE LOANS.

LEADERS IN MORTGAGE SERVICING PORTFOLIOS

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	RE Loans Sold But Serviced By CU*	RE Loans Outstanding*	First Mortgages / Total Loans	First Mortgages Sold YTD	Assets
1	NAVY	VA	\$23,310,293,450	\$27,968,333,673	46.44%	\$2,465,276,425	\$77,830,150,313
2	LAKE MICHIGAN	MI	\$6,017,912,123	\$2,652,120,896	75.12%	\$604,163,035	\$4,515,855,832
3	PENTAGON	VA	\$5,378,449,583	\$12,984,314,689	63.22%	\$650,332,758	\$20,162,693,973
4	ALASKA USA	AK	\$4,869,903,567	\$788,047,231	14.11%	\$474,146,718	\$6,439,378,542
5	BETHPAGE	NY	\$4,083,306,717	\$3,878,002,380	64.26%	\$419,820,767	\$6,775,646,701
6	KINECTA	CA	\$3,661,315,263	\$1,993,951,359	53.17%	\$560,276,435	\$3,891,022,831
7	FIRST TECH	CA	\$3,531,860,804	\$4,686,528,033	55.38%	\$573,148,448	\$9,109,027,385
8	BECU	WA	\$3,458,165,963	\$6,273,053,223	42.01%	\$377,543,067	\$15,136,255,033
9	WRIGHT-PATT	OH	\$3,425,769,622	\$748,118,316	24.93%	\$68,515,013	\$3,313,520,384
10	AMERICA FIRST	UT	\$2,367,715,541	\$1,281,559,628	17.16%	\$267,840,879	\$7,716,639,881
11	ELEVATIONS	CO	\$2,307,228,311	\$995,043,600	57.27%	\$450,209,122	\$1,722,187,710
12	BCU	IL	\$1,959,160,156	\$1,208,631,898	46.01%	\$214,945,805	\$2,580,572,678
13	LANDMARK	WI	\$1,912,058,306	\$1,191,965,471	34.09%	\$226,369,480	\$3,094,468,727
14	COMMUNITYAMERICA	MO	\$1,808,429,915	\$830,554,596	40.61%	\$268,468,971	\$2,281,916,105
15	SCHOOLSFIRST	CA	\$1,735,434,111	\$3,375,031,397	44.62%	\$120,991,711	\$12,432,563,789
16	DESERT SCHOOLS	AZ	\$1,709,012,297	\$966,849,881	38.38%	\$147,002,602	\$3,998,778,942
17	UNIVERSITY OF WISCONSIN	WI	\$1,572,672,826	\$687,720,496	31.62%	\$196,469,000	\$2,241,348,946
18	SUMMIT	WI	\$1,548,018,445	\$1,349,963,840	60.36%	\$163,755,506	\$2,581,606,557
19	NORTHWEST	VA	\$1,540,201,787	\$708,596,450	29.74%	\$121,180,404	\$3,035,578,437
20	ROYAL	WI	\$1,533,914,533	\$949,540,663	47.85%	\$134,862,939	\$1,855,625,606
21	ONPOINT COMMUNITY	OR	\$1,498,552,474	\$1,195,101,099	47.46%	\$189,507,322	\$4,181,816,606
22	STATE EMP.	NY	\$1,479,715,045	\$950,063,249	41.65%	\$148,192,398	\$3,263,012,739
23	MOUNTAIN AMERICA	UT	\$1,459,962,003	\$2,094,600,869	35.47%	\$184,814,254	\$5,607,855,844
24	AFFINITY PLUS	MN	\$1,441,968,034	\$736,114,026	29.21%	\$85,007,096	\$1,832,748,759
25	GTE FINANCIAL	FL	\$1,440,820,858	\$721,382,160	26.38%	\$89,467,581	\$1,802,680,973
26	IDAHO CENTRAL	ID	\$1,337,858,524	\$1,006,780,216	35.48%	\$375,290,323	\$2,626,923,300
27	DIGITAL	MA	\$1,333,468,510	\$2,940,609,672	37.90%	\$244,596,130	\$7,213,280,539
28	PROVIDENT	CA	\$1,320,302,622	\$1,012,412,066	70.01%	\$133,981,463	\$2,186,823,153
29	HUDSON VALLEY	NY	\$1,319,181,714	\$1,142,614,382	30.52%	\$73,982,631	\$4,526,115,374
30	NEW ENGLAND	VT	\$1,300,403,109	\$632,545,524	72.61%	\$99,469,092	\$1,156,017,044
31	COASTAL	NC	\$1,300,159,240	\$973,933,503	35.65%	\$93,833,460	\$2,669,331,062
32	TEACHERS	NY	\$1,276,189,090	\$1,613,634,603	43.56%	\$73,395,339	\$5,416,314,761
33	WASHINGTON STATE EMP.	WA	\$1,196,930,130	\$624,157,573	26.06%	\$63,448,033	\$2,497,035,487
34	WESCOM	CA	\$1,187,543,419	\$1,248,682,597	53.37%	\$86,012,159	\$3,363,500,030
35	LOGIX	CA	\$1,168,964,059	\$2,920,824,705	65.92%	\$100,932,927	\$4,664,371,670
36	TOWER	MD	\$1,101,591,211	\$738,673,844	26.65%	\$60,811,643	\$2,907,736,974
37	PATELCO	CA	\$1,087,194,643	\$2,247,223,126	57.13%	\$90,637,843	\$5,220,406,933
38	ESL	NY	\$1,034,830,546	\$1,522,999,929	17.23%	\$59,679,259	\$5,916,471,237
39	MISSION	CA	\$893,511,218	\$1,079,659,152	49.16%	\$79,257,076	\$3,014,984,215
40	EVANGELICAL CHRISTIAN	CA	\$867,975,089	\$544,157,325	79.55%	\$77,070,675	\$911,444,390
41	ALTRA	WI	\$859,102,782	\$555,664,124	46.27%	\$87,520,253	\$1,200,869,752
42	AMERICAN HERITAGE	PA	\$848,332,619	\$671,894,454	44.77%	\$77,413,182	\$1,752,373,336
43	STATE EMP. CREDIT UNION	MD	\$848,080,793	\$1,661,843,860	48.20%	\$37,319,000	\$3,066,193,747
44	SPACE COAST	FL	\$838,478,254	\$1,092,041,708	27.65%	\$45,769,549	\$3,756,866,429
45	WESTCONSIN	WI	\$823,741,647	\$453,678,843	48.13%	\$69,696,944	\$1,049,100,897
46	ADVANTIS	OR	\$822,352,800	\$403,938,354	33.85%	\$102,490,164	\$1,277,998,142
47	MERIWEST	CA	\$819,962,217	\$672,306,169	48.17%	\$80,457,200	\$1,320,873,788
48	FORUM	IN	\$779,710,337	\$365,930,375	27.41%	\$79,963,699	\$1,191,645,182
49	CAP COM	NY	\$767,174,092	\$763,316,189	59.50%	\$134,764,782	\$1,343,501,518
50	ONEAZ	AZ	\$742,938,973	\$636,196,231	49.28%	\$75,366,200	\$1,862,594,621
U.S. AVERAGE			\$30,588,035	\$69,356,818	40.87%	\$3,933,084	\$211,333,127

* RE LOANS INCLUDE ALL FIRST MORTGAGES AND OTHER REAL ESTATE LOANS.

LEADERS IN OUTSTANDING TROUBLED DEBT RESTRUCTURES (TDRs)

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	First Mortgage & Other RE TDRs	First Mortgage TDRs*	Other RE TDRs**	TDRs As % Of Total Outstanding RE Loans	Assets
1	SECU	NC	\$567,138,057	\$551,173,978	\$15,964,079	3.68%	\$33,785,749,087
2	NAVY	VA	\$556,480,929	\$438,268,178	\$118,212,751	1.99%	\$77,830,150,313
3	KINECTA	CA	\$155,195,517	\$149,526,522	\$5,668,995	7.78%	\$3,891,022,831
4	SCHOOLSFIRST	CA	\$132,300,854	\$112,913,732	\$19,387,122	3.92%	\$12,432,563,789
5	VYSTAR	FL	\$91,857,156	\$85,566,813	\$6,290,343	4.07%	\$6,186,443,670
6	BECU	WA	\$88,279,669	\$78,953,732	\$9,325,937	1.41%	\$15,136,255,033
7	SPACE COAST	FL	\$84,392,609	\$79,390,393	\$5,002,216	7.73%	\$3,756,866,429
8	GTE FINANCIAL	FL	\$81,395,251	\$68,954,677	\$12,440,574	11.28%	\$1,802,680,973
9	THE GOLDEN 1	CA	\$79,130,940	\$74,485,471	\$4,645,469	3.07%	\$10,255,810,690
10	AMERICA FIRST	UT	\$74,903,122	\$68,484,934	\$6,418,188	5.84%	\$7,716,639,881
11	SAN DIEGO COUNTY	CA	\$71,580,815	\$66,592,395	\$4,988,420	1.92%	\$7,546,233,777
12	DIGITAL	MA	\$63,187,874	\$56,048,533	\$7,139,341	2.15%	\$7,213,280,539
13	BETHPAGE	NY	\$62,645,945	\$44,116,370	\$18,529,575	1.62%	\$6,775,646,701
14	WESCOM	CA	\$60,059,977	\$55,730,289	\$4,329,688	4.81%	\$3,363,500,030
15	SAFE	CA	\$53,197,761	\$49,658,710	\$3,539,051	6.56%	\$2,437,684,656
16	FAIRWINDS	FL	\$52,401,410	\$50,520,378	\$1,881,032	6.86%	\$2,021,051,930
17	DESERT SCHOOLS	AZ	\$48,967,516	\$40,098,779	\$8,868,737	5.06%	\$3,998,778,942
18	ONEAZ	AZ	\$48,551,873	\$48,401,518	\$150,355	7.63%	\$1,862,594,621
19	EVANGELICAL CHRISTIAN	CA	\$43,568,108	\$37,777,178	\$5,790,930	8.01%	\$911,444,390
20	GREYLOCK	MA	\$42,029,663	\$40,393,062	\$1,636,601	6.49%	\$1,077,406,324
21	PENTAGON	VA	\$41,982,914	\$28,183,934	\$13,798,980	0.32%	\$20,162,693,973
22	APPLE	VA	\$40,667,398	\$38,290,521	\$2,376,877	4.27%	\$2,222,253,245
23	NORTH ISLAND	CA	\$39,835,073	\$34,334,667	\$5,500,406	6.39%	\$1,234,771,232
24	ONE NEVADA	NV	\$39,705,298	\$39,080,543	\$624,755	24.13%	\$795,344,056
25	LOCAL GOVERNMENT	NC	\$38,055,142	\$34,436,124	\$3,619,018	7.28%	\$1,712,722,325
26	REDWOOD	CA	\$37,622,408	\$34,605,545	\$3,016,863	2.51%	\$3,004,475,288
27	PREMIER AMERICA	CA	\$37,512,372	\$37,021,164	\$491,208	2.80%	\$2,250,739,878
28	SILVER STATE SCHOOLS	NV	\$37,069,979	\$37,042,384	\$27,595	11.05%	\$698,077,833
29	ALLIANT	IL	\$36,787,694	\$35,479,894	\$1,307,800	1.03%	\$9,137,887,323
30	FORUM	IN	\$36,083,362	\$30,326,136	\$5,757,226	9.86%	\$1,191,645,182
31	SUNCOAST	FL	\$36,056,301	\$35,715,490	\$340,811	1.53%	\$7,560,713,099
32	PATELCO	CA	\$35,720,716	\$33,061,833	\$2,658,883	1.59%	\$5,220,406,933
33	AFFINITY	NJ	\$35,295,828	\$33,151,263	\$2,144,565	2.30%	\$2,458,049,018
34	SELF-HELP	NC	\$33,261,199	\$33,261,199	\$0	8.28%	\$740,849,554
35	FIRST TECH	CA	\$33,017,743	\$30,959,295	\$2,058,448	0.70%	\$9,109,027,385
36	MOUNTAIN AMERICA	UT	\$31,785,754	\$30,565,874	\$1,219,880	1.52%	\$5,607,855,844
37	CALIFORNIA	CA	\$29,713,053	\$22,586,251	\$7,126,802	3.91%	\$1,562,286,551
38	LOGIX	CA	\$29,096,737	\$27,160,003	\$1,936,734	1.00%	\$4,664,371,670
39	ANHEUSER-BUSCH EMP.	MO	\$28,984,905	\$27,440,245	\$1,544,660	6.13%	\$1,593,191,605
40	ALTURA	CA	\$28,215,234	\$26,735,462	\$1,479,772	14.62%	\$1,199,425,481
41	DELTA COMMUNITY	GA	\$28,210,127	\$26,119,637	\$2,090,490	1.49%	\$5,209,454,018
42	LANDMARK	WI	\$27,970,702	\$18,762,508	\$9,208,194	2.35%	\$3,094,468,727
43	TEACHERS	IN	\$27,851,807	\$27,770,037	\$81,770	2.72%	\$2,924,966,860
44	WHITEFISH	MT	\$27,834,934	\$27,606,630	\$228,304	4.55%	\$1,349,082,453
45	CALIFORNIA COAST	CA	\$27,831,374	\$25,022,360	\$2,809,014	3.47%	\$2,092,348,029
46	PARTNERS	CA	\$26,790,273	\$22,941,314	\$3,848,959	4.02%	\$1,458,635,861
47	VISIONS	NY	\$25,416,592	\$24,631,690	\$784,902	1.72%	\$3,579,529,937
48	MIDFLORIDA	FL	\$25,016,685	\$22,680,861	\$2,335,824	3.08%	\$2,534,757,227
49	SHARONVIEW	SC	\$24,776,354	\$22,471,850	\$2,304,504	3.55%	\$1,300,377,746
50	ONPOINT COMMUNITY	OR	\$24,389,124	\$13,654,324	\$10,734,800	1.53%	\$4,181,816,606
U.S. AVERAGE			\$1,147,126	\$1,014,778	\$132,349	1.65%	\$211,333,127

*TDRS SECURED BY FIRST MORTGAGES.

**TDRS SECURED BY OTHER REAL ESTATE OR LINES OF CREDIT.

CREDIT CARD LENDING

CREDIT CARD ADOPTION RISES. DELINQUENCY RATES OUTPERFORM BANKS.

Credit card lending is on the rise nationwide. Card balances at credit unions topped \$49.6 billion as of June 30, 2016 — that's an annual increase of \$3.3 billion.

As of second quarter 2016, 59.6% of credit unions held credit card loans on their books, up 1.5 percentage points from one year ago. Credit cards accounted for 6.0% of total loans at the end of the second quarter. That's down from 6.1% one year ago because other loan products, such as first mortgages and auto loans, posted faster growth of 9.6% and 14.1%, respectively, over the same period.

Despite slower growth in total credit card balances, credit card penetration is on the rise. The percentage of members holding a credit card increased 57 basis points from 16.7% as of June 30, 2015, to 17.2% as of June 30, 2016.

Over the past 12 months, credit union members opened more than 1.3 million credit card accounts. Although the number of credit cards and credit card balances outstanding is growing, the average credit card balance for the industry decreased \$8.09 to \$2,709 at midyear.

Credit card delinquency, meanwhile, increased slightly. It was up 8 basis points over second quarter 2015 to 0.93% today. However, this is still considerably lower than the 1.07% average for all FDIC-insured institutions, whose delinquency was up 7 basis points over June 30, 2015. This difference is even more compelling when taking into account FDIC-insured institutions report delinquency at 90 days, whereas credit unions report it at 60 days.



SEGMENTING FOR CREDIT CARD SUCCESS

DUPONT COMMUNITY CREDIT UNION / WAYNESBORO, VA / ASSETS: \$1.1B / MEMBERS: 80,058

Plastic has long been pivotal to the payments strategy at DuPont Community Credit Union (\$1.1B, Waynesboro, VA), and new analytics are helping to keep that focus front and center.

When the credit union analyzed its regional and national card-issuing competitors, it uncovered several opportunities it began leveraging in 2015. That began with new pricing on credit card accounts, says Michael Weiss, director of card services, and then moved on to a pre-approval campaign aimed at non-card carrying members that included email blasts, outbound calling, and retail staff sales contests, all customized to members' potential credit line and other parameters.

"The result was our highest response rate ever — 6% — and the most new accounts — 970 — we ever generated in a two-month campaign," Weiss says.

A second campaign focused on dormant accounts, cards not used for 12 months as well as those never activated. DCCU further segmented variables such as frequency of use and average spend to personalize offers that included combinations of credit line increases and 2% cashback or double rewards.

"We sent a mailer and followed that up with an email blast and the result was an 18% increase in June and July card usage for those members, compared with the

same two months one year ago," Weiss says.

A new mobile app also includes a dashboard that gives members a graphical view of balances and rewards activity on debit accounts.

"Our users can look at their app and see if they spend \$114 more, they'll hit the double rewards level," Weiss says. "It can drive a spending decision. We're seeing that."

The data also can drive quick solutions to problems. For example, the credit union kept hearing online retailers were basing the expiration date on the first day of the month rather than the last day, and that was causing some cards to be rejected.

"We now extend the window for renewals to eight weeks before the plastic actually expires," Weiss says.

All those efforts have helped DuPont Community post a credit card penetration rate consistently better than average, including 23.4% in the second quarter of 2016, compared with 20.6% for the average billion-dollar credit union and 17.2% for all U.S. credit unions in the same time period.

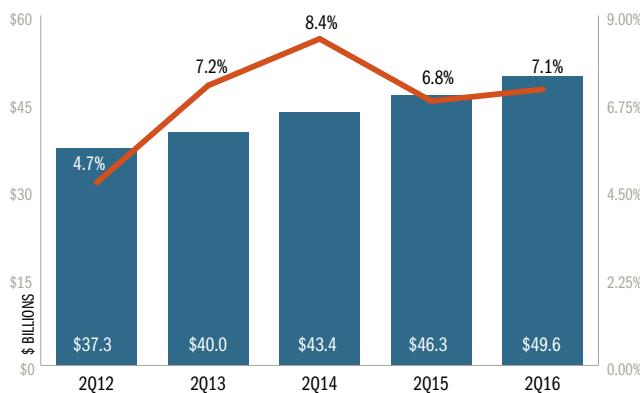
Get the full story about DuPont Community Credit Union and its card segmenting strategies. Read "How To Segment For Success" at CreditUnions.com.

CREDIT CARD LENDING

TOTAL CREDIT CARD LOANS OUTSTANDING & 12-MONTH GROWTH

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

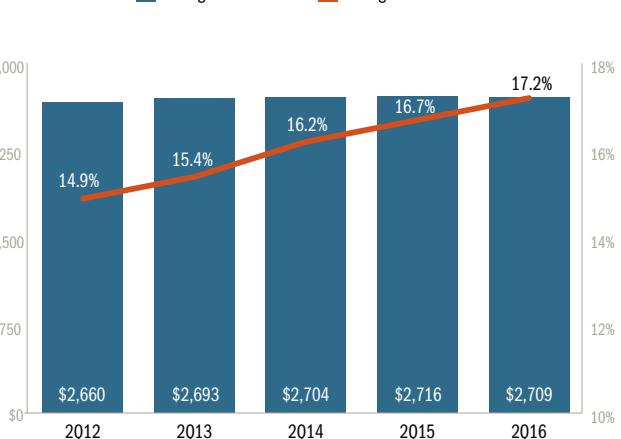
■ CC Loans Outstanding ■ 12-Month Loan Growth



AVERAGE CREDIT CARD BALANCE & MEMBER PENETRATION

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

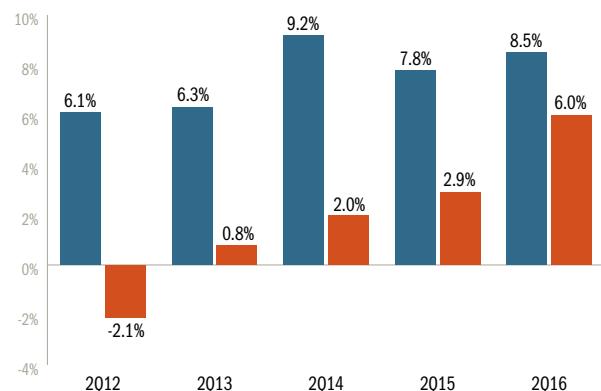
■ Average Balance ■ Average Penetration



12-MONTH GROWTH OF CREDIT CARD LINES

FOR U.S. CREDIT UNIONS, BANKS, S&LS | DATA AS OF 06.30.16

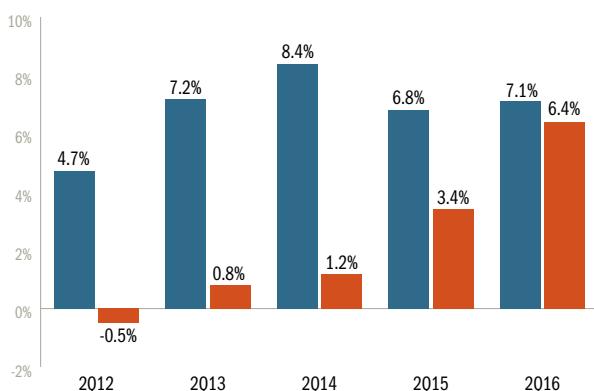
■ Credit Unions ■ All FDIC-Insured Institutions



12-MONTH GROWTH IN CREDIT CARD LOANS OUTSTANDING

FOR U.S. CREDIT UNIONS, BANKS, S&LS | DATA AS OF 06.30.16

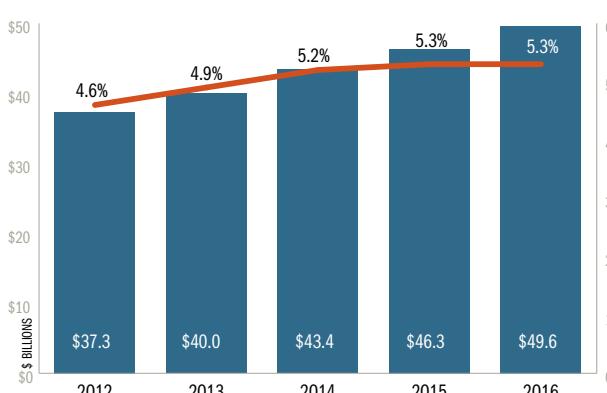
■ Credit Unions ■ All FDIC-Insured Institutions



TOTAL CREDIT CARD LOANS OUTSTANDING & MARKET SHARE

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

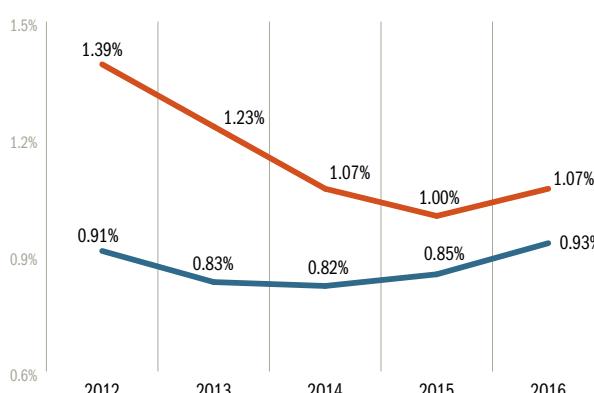
■ Total Credit Card Loans ■ Credit Union Market Share



CREDIT CARD DELINQUENCY RATE

FOR U.S. CREDIT UNIONS, BANKS, S&LS | DATA AS OF 06.30.16

■ Credit Unions ■ All FDIC-Insured Institutions



SOURCE: CALLAHAN & ASSOCIATES | FDIC | FEDERAL RESERVE

LEADERS IN 12-MONTH CREDIT CARD LOAN GROWTH

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS* | DATA AS OF 06.30.16

Rk.	Credit Union	St.	12-Month Growth	Credit Card Loans/ Total Loans	Credit Card Loans Out- standing (06.30.16)	Credit Card Loans Out- standing (06.30.15)	Assets
1	ARROWHEAD CENTRAL	CA	159.98%	3.65%	\$17,527,050	\$6,741,791	\$1,034,909,261
2	CBC	CA	92.07%	5.65%	\$12,540,781	\$6,529,207	\$441,496,981
3	KEYPOINT	CA	82.26%	0.92%	\$7,942,786	\$4,358,007	\$1,079,743,632
4	PUBLIC SERVICE	CO	75.17%	1.87%	\$26,429,016	\$15,087,889	\$1,753,511,618
5	PARK COMMUNITY	KY	66.60%	1.23%	\$7,264,596	\$4,360,508	\$823,126,830
6	INFINITY	ME	57.67%	3.80%	\$7,697,390	\$4,881,882	\$316,092,125
7	PIMA	AZ	56.71%	2.73%	\$7,618,241	\$4,861,258	\$473,455,832
8	GREATER IOWA	IA	52.03%	3.03%	\$8,666,493	\$5,700,612	\$375,902,531
9	PACIFIC MARINE	CA	48.22%	6.52%	\$31,089,568	\$20,975,972	\$763,898,664
10	KERN SCHOOLS	CA	47.59%	2.04%	\$18,257,408	\$12,370,505	\$1,403,505,414
11	CREDIT UNION OF TEXAS	TX	47.26%	2.34%	\$24,239,184	\$16,460,156	\$1,332,744,229
12	HERITAGE	WI	43.55%	1.97%	\$4,537,066	\$3,160,669	\$307,041,611
13	DADE COUNTY	FL	43.20%	7.64%	\$27,065,470	\$18,900,713	\$673,550,824
14	RIO GRANDE	NM	43.12%	2.38%	\$5,294,559	\$3,699,292	\$287,252,103
15	FIRST FLORIDA	FL	42.99%	2.96%	\$11,570,255	\$8,091,849	\$781,812,331
16	CARDINAL	OH	41.86%	6.43%	\$10,922,011	\$7,699,194	\$247,086,558
17	ENVISTA	KS	40.71%	5.56%	\$15,089,628	\$10,724,135	\$313,858,134
18	VENTURA COUNTY	CA	38.05%	6.94%	\$40,951,112	\$29,664,337	\$758,027,678
19	LEADERS	TN	35.29%	2.99%	\$7,193,846	\$5,317,337	\$289,936,432
20	TEXELL	TX	34.75%	7.04%	\$17,175,768	\$12,746,364	\$291,277,026
21	MIDFLORIDA	FL	34.40%	4.26%	\$78,984,540	\$58,766,607	\$2,534,757,227
22	FORUM	IN	34.11%	2.22%	\$22,440,948	\$16,733,502	\$1,191,645,182
23	DOWN EAST	ME	34.01%	4.03%	\$5,313,897	\$3,965,224	\$154,769,997
24	OUR	MI	33.94%	3.55%	\$4,182,933	\$3,122,979	\$237,840,828
25	GECU	TX	32.85%	10.62%	\$221,325,670	\$166,601,086	\$2,372,377,710
26	SUFFOLK	NY	32.63%	1.29%	\$7,396,728	\$5,576,822	\$1,036,573,087
27	IH MISSISSIPPI VALLEY	IL	31.82%	4.47%	\$34,858,642	\$26,443,293	\$1,002,221,922
28	NORTH ISLAND	CA	31.65%	2.31%	\$20,027,205	\$15,212,651	\$1,234,771,232
29	DEPARTMENT OF COMMERCE	DC	31.24%	8.22%	\$16,884,756	\$12,865,311	\$408,599,970
30	FINANCIAL PARTNERS	CA	29.90%	3.70%	\$31,582,546	\$24,313,582	\$1,150,473,349
31	CASE	MI	29.67%	6.55%	\$14,058,388	\$10,841,971	\$269,883,111
32	TEACHERS	IN	29.49%	1.61%	\$39,668,511	\$30,634,116	\$2,924,966,860
33	UNIVERSITY OF MICHIGAN	MI	29.07%	12.00%	\$50,137,672	\$38,845,074	\$700,938,676
34	COAST360	GU	27.53%	2.29%	\$5,924,250	\$4,645,458	\$346,914,402
35	TEXAS TRUST	TX	27.28%	3.92%	\$28,575,597	\$22,450,841	\$945,098,481
36	ME/CU	OK	27.18%	5.07%	\$6,738,532	\$5,298,365	\$168,185,762
37	ROCKY MOUNTAIN	MT	27.10%	5.38%	\$8,539,690	\$6,719,039	\$197,131,944
38	TTCU THE CREDIT UNION	OK	26.93%	2.76%	\$32,816,566	\$25,854,125	\$1,686,534,332
39	WESTERLY COMMUNITY	RI	26.88%	2.07%	\$4,455,851	\$3,511,742	\$243,039,267
40	NORSTATE	ME	26.84%	3.97%	\$5,605,642	\$4,419,509	\$178,465,822
41	NUSENDA	NM	26.81%	7.21%	\$100,464,339	\$79,223,959	\$1,770,053,380
42	FIRST	AZ	26.75%	3.07%	\$9,391,134	\$7,409,467	\$443,914,611
43	ALPENA ALCONA AREA	MI	26.64%	10.57%	\$15,939,478	\$12,586,066	\$313,900,704
44	ALLIANCE	CA	26.00%	3.64%	\$11,600,204	\$9,206,870	\$390,653,489
45	SEACOMM	NY	25.87%	11.43%	\$28,212,733	\$22,414,331	\$512,666,005
46	CME	OH	25.80%	5.75%	\$11,235,703	\$8,931,351	\$275,154,498
47	NASA	MD	25.65%	14.56%	\$229,950,375	\$183,008,462	\$1,942,339,493
48	BEACON	VA	25.44%	9.53%	\$12,165,382	\$9,698,247	\$166,996,924
49	GENERATIONS	TX	25.31%	8.20%	\$36,894,966	\$29,444,128	\$615,770,170
50	SANTA ROSA COUNTY	FL	24.90%	9.72%	\$4,749,688	\$3,802,731	\$117,886,279
U.S. AVERAGE			7.06%	5.95%	\$8,247,437	\$7,681,269	\$211,333,127

* FOR U.S. CREDIT UNIONS >\$20 MILLION IN ASSETS AND TOTAL CREDIT CARD BALANCES >\$3 MILLION ONE YEAR AGO; EXCLUDING SIGNIFICANT MERGERS.

LEADERS IN AVERAGE CREDIT CARD LOAN BALANCE

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS* | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Average Credit Card Loan Balance	Credit Card Loans Outstanding	Credit Card Loans	Growth In Credit Card Loans Outstanding	Assets
1	NASA	MD	\$6,886	\$229,950,375	33,393	25.65%	\$1,942,339,493
2	MEADVILLE AREA	PA	\$6,296	\$11,396,354	1,810	0.55%	\$69,538,291
3	SILVER STATE SCHOOLS	NV	\$6,153	\$6,368,305	1,035	119.20%	\$698,077,833
4	NAVY	VA	\$5,854	\$11,191,285,845	1,911,836	13.24%	\$77,830,150,313
5	BOEING HELICOPTERS	PA	\$5,734	\$4,736,599	826	-5.44%	\$134,950,758
6	SHARONVIEW	SC	\$5,438	\$95,213,331	17,509	0.77%	\$1,300,377,746
7	APG	MD	\$5,400	\$133,484,178	24,721	4.96%	\$1,131,576,906
8	PEOPLE'S TRUST	TX	\$5,386	\$25,459,360	4,727	-0.08%	\$517,965,951
9	THE PARTNERSHIP	DC	\$5,361	\$10,229,691	1,908	-2.54%	\$149,492,442
10	INSPIRUS	WA	\$5,183	\$106,358,346	20,519	2.51%	\$1,147,570,329
11	PENNSYLVANIA STATE EMP.	PA	\$5,146	\$610,095,280	118,554	5.00%	\$4,636,115,712
12	NORTHERN STAR	VA	\$5,142	\$10,300,347	2,003	10.77%	\$83,460,615
13	MONTGOMERY COUNTY EMP.	MD	\$5,028	\$10,353,321	2,059	1.87%	\$121,849,635
14	CONGRESSIONAL	DC	\$4,938	\$65,312,733	13,227	4.85%	\$852,278,699
15	NW PREFERRED	OR	\$4,891	\$9,763,343	1,996	-1.47%	\$125,786,620
16	BATON ROUGE TELCO	LA	\$4,799	\$21,749,466	4,532	2.44%	\$280,565,131
17	MPD COMMUNITY	TN	\$4,723	\$2,678,051	567	0.42%	\$26,096,835
18	UNIVERSITY	FL	\$4,710	\$10,973,445	2,330	7.46%	\$197,649,828
19	JAX	FL	\$4,679	\$34,032,378	7,273	16.55%	\$362,183,231
20	HOBOKEN SCHOOL EMP.	NJ	\$4,625	\$1,082,230	234	-4.10%	\$47,721,839
21	AEROSPACE	CA	\$4,607	\$6,427,002	1,395	7.88%	\$375,111,019
22	SARATOGA'S COMMUNITY	NY	\$4,541	\$4,681,287	1,031	7.11%	\$39,712,145
23	IBM SOUTHEAST EMP.	FL	\$4,528	\$75,856,437	16,751	19.58%	\$929,342,042
24	VIRGINIA	VA	\$4,520	\$324,101,360	71,704	4.99%	\$3,095,704,778
25	TRUE NORTH	AK	\$4,479	\$7,062,657	1,577	-4.73%	\$136,850,015
26	SAN FRANCISCO FIRE	CA	\$4,424	\$61,207,915	13,834	5.87%	\$1,171,621,724
27	UNIVERSITY OF VA COMMUNITY	VA	\$4,402	\$48,031,507	10,911	-3.47%	\$788,354,972
28	ENERGY PLUS	IN	\$4,401	\$3,010,565	684	3.41%	\$30,811,646
29	NORTH FRANKLIN	NY	\$4,381	\$3,285,674	750	-1.85%	\$52,235,804
30	FIRST	AZ	\$4,336	\$9,391,134	2,166	26.75%	\$443,914,611
31	TRI-TOWN TEACHERS	CT	\$4,324	\$1,630,252	377	-0.71%	\$20,580,667
32	BOURNS EMP.	CA	\$4,298	\$2,441,534	568	6.92%	\$36,505,850
33	MWD	CA	\$4,286	\$2,708,904	632	8.37%	\$45,171,567
34	WELCOME	NC	\$4,239	\$1,135,962	268	69.79%	\$87,306,770
35	FIRST FINANCIAL	NJ	\$4,228	\$14,696,277	3,476	-8.25%	\$187,578,442
36	U.S. POSTAL SERVICE	MD	\$4,225	\$18,576,196	4,397	-1.40%	\$206,369,657
37	CHICAGO MUNICIPAL EMP.	IL	\$4,196	\$3,041,750	725	-8.44%	\$39,173,565
38	SCE	CA	\$4,184	\$37,094,133	8,866	2.84%	\$659,744,973
39	NEW JERSEY LAW AND PUBLIC SAFETY	NJ	\$4,181	\$6,133,717	1,467	-0.87%	\$48,332,570
40	HAPO COMMUNITY	WA	\$4,161	\$122,668,255	29,477	15.65%	\$1,452,315,956
41	ACME CONTINENTAL	IL	\$4,146	\$9,125,321	2,201	-6.70%	\$44,628,094
42	MUSKEGON GOVERNMENTAL EMP.	MI	\$4,142	\$3,317,881	801	12.45%	\$48,418,415
43	LEHIGH VALLEY EDUCATORS	PA	\$4,127	\$15,588,522	3,777	3.61%	\$310,575,452
44	LANGLEY	VA	\$4,119	\$133,821,840	32,485	18.66%	\$2,228,322,269
45	FINANCIAL CENTER FIRST	IN	\$4,064	\$17,196,555	4,231	-3.88%	\$499,563,315
46	KAUAI GOVERNMENT EMP.	HI	\$4,063	\$2,437,594	600	25.64%	\$113,362,705
47	FORT WORTH COMMUNITY	TX	\$4,060	\$48,557,491	11,960	4.15%	\$840,906,147
48	DALLAS	TX	\$4,059	\$4,826,464	1,189	7.19%	\$53,743,202
49	DEPARTMENT OF THE INTERIOR	DC	\$4,038	\$10,063,690	2,492	3.93%	\$169,734,683
50	ONTARIO MONTCLAIR SCHOOLS	CA	\$4,003	\$5,636,871	1,408	6.33%	\$100,890,216
U.S. AVERAGE			\$2,709	\$8,247,437	3,045	7.37%	\$211,333,127

* FOR U.S. CREDIT UNIONS >\$20 MILLION IN ASSETS AND TOTAL CREDIT CARD BALANCES >\$3 MILLION ONE YEAR AGO; EXCLUDING SIGNIFICANT MERGERS.

LEADERS IN CREDIT CARD CONCENTRATION

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS* | DATA AS OF 06.30.16

Rk.	Credit Union	St.	CC Loans/ Total Loans	CC Loans Outstanding	Total Loans	Credit Card Loan Growth	Average Credit Card Balance	Credit Card Penetration	Assets
1	ACME CONTINENTAL	IL	46.02%	\$9,125,321	\$19,829,818	-6.70%	\$4,146	33.48%	\$44,628,094
2	PEPCO	DC	36.88%	\$3,375,195	\$9,151,298	8.47%	\$3,614	37.48%	\$33,072,109
3	LOYOLA UNIVERSITY EMP.	IL	35.93%	\$2,051,488	\$5,710,271	-4.20%	\$2,721	14.48%	\$47,507,914
4	ROGUE RIVER COMMUNITY	MI	24.51%	\$3,668,538	\$14,968,887	-6.26%	\$3,451	18.10%	\$41,442,570
5	NORTHERN STAR	VA	23.59%	\$10,300,347	\$43,658,472	10.77%	\$5,142	19.97%	\$83,460,615
6	HAMPTON ROADS EDUCATORS	VA	22.95%	\$2,966,367	\$12,926,016	-4.43%	\$3,626	11.96%	\$32,092,374
7	JOPLIN METRO	MO	22.85%	\$4,069,147	\$17,805,146	1.25%	\$3,563	22.56%	\$27,470,618
8	NEW JERSEY LAW AND PUB. SAFETY	NJ	22.30%	\$6,133,717	\$27,507,609	-0.87%	\$4,181	15.86%	\$48,332,570
9	AMERICAN CHEMICAL SOCIETY	OH	22.17%	\$1,501,722	\$6,773,671	1.36%	\$1,843	45.15%	\$20,302,641
10	PA HEALTHCARE	PA	21.74%	\$1,125,426	\$5,175,915	-1.19%	\$1,812	21.68%	\$25,741,620
11	SMW 104	CA	21.62%	\$6,232,142	\$28,828,963	-2.10%	\$2,647	26.73%	\$87,150,948
12	WINTHROP-UNIVERSITY HOSP. EMP.	NY	21.53%	\$3,497,618	\$16,244,700	9.57%	\$3,686	22.62%	\$32,770,499
13	SOUTH DIVISION	IL	21.52%	\$4,176,023	\$19,403,384	-5.99%	\$2,465	24.26%	\$48,440,317
14	CREDIT UNION OF OHIO	OH	21.36%	\$12,955,470	\$60,648,362	0.46%	\$2,741	25.92%	\$135,812,655
15	PIEDMONT PLUS	GA	20.97%	\$2,935,704	\$14,002,465	-6.00%	\$3,058	10.88%	\$34,518,289
16	AMERICAN 1	MI	20.95%	\$43,847,080	\$209,327,315	8.44%	\$2,201	36.46%	\$301,403,065
17	MEADVILLE AREA	PA	20.88%	\$11,396,354	\$54,570,379	0.55%	\$6,296	15.37%	\$69,538,291
18	FOX VALLEY	IL	20.82%	\$1,782,786	\$8,562,997	-0.92%	\$2,603	28.26%	\$20,017,830
19	ARIZONA	AZ	20.61%	\$124,287,894	\$603,055,391	-0.06%	\$3,300	30.46%	\$1,436,880,483
20	ENTRUST FINANCIAL	VA	20.39%	\$7,971,284	\$39,086,593	-15.63%	\$1,564	48.11%	\$79,708,696
21	VIRGINIA EDUCATORS	VA	20.35%	\$3,934,596	\$19,331,996	-6.57%	\$1,775	30.42%	\$61,883,571
22	NAVY	VA	20.18%	\$11,191,285,845	\$55,465,292,584	13.24%	\$5,854	30.09%	\$77,830,150,313
23	ANDOVER	MA	19.50%	\$1,591,308	\$8,158,610	-6.07%	\$2,947	19.42%	\$29,518,215
24	GSA	DC	19.39%	\$3,932,255	\$20,282,512	7.97%	\$3,133	23.64%	\$33,960,481
25	DUPAGE	IL	19.10%	\$37,330,001	\$195,462,505	0.77%	\$2,170	50.34%	\$329,164,020
26	UNIVERSITY	FL	18.94%	\$10,973,445	\$57,937,291	7.46%	\$4,710	12.63%	\$197,649,828
27	FIRSTENERGY CHOICE	PA	18.56%	\$2,356,968	\$12,696,714	2.92%	\$1,724	34.47%	\$54,066,867
28	LIBERTY SAVINGS	NJ	18.35%	\$10,487,167	\$57,155,482	-7.46%	\$1,787	26.99%	\$86,039,386
29	MUSKEGON GOVERNMENTAL EMP.	MI	18.16%	\$3,317,881	\$18,269,333	12.45%	\$4,142	14.75%	\$48,418,415
30	ARGENT	VA	17.97%	\$23,443,246	\$130,458,171	14.09%	\$3,433	28.65%	\$220,598,365
31	CECIL COUNTY SCHOOL EMP.	MD	17.82%	\$2,030,755	\$11,395,209	1.62%	\$2,170	25.40%	\$27,933,155
32	PENNSYLVANIA STATE EMP.	PA	17.73%	\$610,095,280	\$3,441,002,586	5.00%	\$5,146	28.11%	\$4,636,115,712
33	GHA	CT	17.65%	\$1,127,324	\$6,386,719	2.71%	\$2,710	17.30%	\$24,494,899
34	CITY CO	PA	17.63%	\$1,764,842	\$10,010,991	42.75%	\$2,797	14.55%	\$20,851,850
35	LEHIGH VALLEY EDUCATORS	PA	17.60%	\$15,588,522	\$88,548,602	3.61%	\$4,127	23.15%	\$310,575,452
36	UNIVERSITY OF ILLINOIS COMMUNITY	IL	17.59%	\$45,728,988	\$259,993,786	17.99%	\$2,500	41.06%	\$310,043,289
37	SARATOGA'S COMMUNITY	NY	17.58%	\$4,681,287	\$26,633,153	7.11%	\$4,541	20.77%	\$39,712,145
38	FRANKLIN TRUST	CT	17.57%	\$3,730,274	\$21,230,944	12.44%	\$1,540	35.14%	\$43,535,672
39	WEST COAST FEDERAL EMP.	FL	17.52%	\$1,713,745	\$9,782,146	-1.68%	\$1,498	43.30%	\$30,310,029
40	KUE	KY	17.45%	\$2,282,218	\$13,076,391	7.78%	\$1,358	48.19%	\$42,157,823
41	HUNTINGTON BEACH CITY EMP.	CA	17.38%	\$2,162,478	\$12,439,421	1.18%	\$3,332	23.27%	\$54,002,324
42	U.S. POSTAL SERVICE	MD	17.10%	\$18,576,196	\$108,631,817	-1.40%	\$4,225	19.75%	\$206,369,657
43	SC STATE	SC	16.96%	\$56,140,555	\$331,098,440	2.83%	\$2,272	35.36%	\$714,481,755
44	PALCO	PA	16.79%	\$3,856,128	\$22,969,887	2.31%	\$2,794	20.02%	\$75,342,763
45	ECU	FL	16.72%	\$2,335,139	\$13,963,167	14.19%	\$1,663	37.96%	\$37,293,201
46	CHICAGO MUNICIPAL EMP.	IL	16.39%	\$3,041,750	\$18,561,004	-8.44%	\$4,196	5.75%	\$39,173,565
47	ACMG	NY	16.36%	\$5,545,388	\$33,904,296	-8.22%	\$2,570	30.86%	\$59,084,432
48	BAY CITIES	CA	16.20%	\$4,153,343	\$25,639,961	-8.07%	\$2,849	12.93%	\$69,442,859
49	SCHOOL EMP. LORAIN COUNTY	OH	16.03%	\$8,879,553	\$55,381,473	-4.76%	\$1,538	44.09%	\$154,097,081
50	STANDARD REGISTER	OH	15.97%	\$3,775,651	\$23,649,047	-7.95%	\$2,600	35.05%	\$40,166,363
AVERAGE FOR CREDIT UNION INDUSTRY			5.95%	\$8,247,437	\$138,629,357	7.06%	\$2,709	17.24%	\$211,333,127

* FOR U.S. CREDIT UNIONS >\$20 MILLION IN ASSETS AND TOTAL CREDIT CARD BALANCES >\$3 MILLION ONE YEAR AGO; EXCLUDING SIGNIFICANT MERGERS.

LEADERS IN CREDIT CARD PENETRATION

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS* | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Members With Credit Card	Credit Card Loans/ Total Loans	Average Credit Card Balance	12-Month Credit Card Loan Growth	Credit Card Loans Outstanding	Assets
1	BCS COMMUNITY	CO	66.65%	1.88%	\$162	-9.96%	\$277,185	\$24,878,731
2	FIRST FINANCIAL	CA	63.91%	14.12%	\$2,953	14.87%	\$58,613,298	\$493,241,563
3	HOUSTON POLICE	TX	59.71%	7.85%	\$1,744	10.29%	\$27,209,532	\$641,893,577
4	BANK-FUND STAFF	DC	55.94%	3.75%	\$1,930	3.23%	\$91,151,458	\$4,320,885,916
5	SAN DIEGO FIREFIGHTERS	CA	55.55%	5.38%	\$1,217	-3.29%	\$2,505,428	\$94,679,462
6	FIRST TECH	CA	54.47%	3.38%	\$917	3.62%	\$222,012,186	\$9,109,027,385
7	HOUSTON TEXAS FIRE FIGHTERS	TX	53.64%	11.35%	\$1,747	-2.01%	\$15,273,165	\$255,261,947
8	SIGNATURE	VA	53.41%	13.51%	\$2,615	-4.49%	\$31,500,573	\$292,913,977
9	OAS STAFF	DC	51.60%	4.40%	\$1,343	-0.53%	\$4,364,320	\$193,195,876
10	EARTHTOWER	IL	51.59%	13.32%	\$1,483	3.86%	\$20,210,606	\$245,846,602
11	POINT WEST	OR	50.55%	10.57%	\$1,631	-2.05%	\$7,608,015	\$97,146,395
12	PURDUE	IN	50.46%	10.39%	\$1,996	-0.53%	\$69,939,719	\$1,027,526,949
13	DUPAGE	IL	50.34%	19.10%	\$2,170	0.77%	\$37,330,001	\$329,164,020
14	MASSACHUSETTS INSTITUTE OF TECHNOLOGY	MA	49.11%	4.54%	\$1,111	-4.17%	\$18,499,186	\$493,183,568
15	GATES CHILI	NY	49.08%	13.02%	\$1,201	8.69%	\$1,250,526	\$23,319,325
16	FIREFIGHTERS FIRST	CA	48.22%	3.92%	\$2,056	10.74%	\$35,087,962	\$1,092,502,100
17	KUE	KY	48.19%	17.45%	\$1,358	7.78%	\$2,282,218	\$42,157,823
18	ENTRUST FINANCIAL	VA	48.11%	20.39%	\$1,564	-15.63%	\$7,971,284	\$79,708,696
19	SAGINAW MEDICAL	MI	47.32%	13.56%	\$1,457	8.86%	\$7,883,196	\$127,685,716
20	MICHIGAN COLUMBUS	MI	46.64%	8.39%	\$744	4.49%	\$1,492,239	\$46,472,638
21	TAUPA LITHUANIAN	MA	46.55%	4.33%	\$929	-3.50%	\$677,573	\$21,978,916
22	SCHLUMBERGER EMP.	TX	46.55%	8.41%	\$1,009	-7.84%	\$14,905,698	\$857,606,592
23	ALABAMA RURAL ELECTRIC	AL	45.71%	6.81%	\$593	-2.69%	\$1,003,404	\$33,003,319
24	PARTNERS	CA	45.57%	8.67%	\$1,919	2.63%	\$111,126,754	\$1,458,635,861
25	AMERICAN CHEMICAL SOCIETY	OH	45.15%	22.17%	\$1,843	1.36%	\$1,501,722	\$20,302,641
26	NW PRIORITY	OR	44.80%	4.76%	\$530	-3.13%	\$3,914,390	\$235,686,799
27	HARVEST	OH	44.66%	15.50%	\$1,786	1.62%	\$2,002,211	\$26,682,902
28	BENCHMARK	PA	44.53%	8.41%	\$2,090	-3.48%	\$11,471,246	\$231,224,395
29	UTICA GAS & ELECTRIC EMP.	NY	44.11%	4.67%	\$1,437	3.83%	\$1,701,402	\$60,885,209
30	SCHOOL EMP. LORAIN COUNTY	OH	44.09%	16.03%	\$1,538	-4.76%	\$8,879,553	\$154,097,081
31	POLICE AND FIRE	PA	44.06%	6.46%	\$1,502	9.42%	\$160,493,492	\$4,519,433,789
32	UNITED METHODIST CONNECTIONAL	GA	43.60%	15.16%	\$1,289	-0.20%	\$2,819,907	\$28,334,543
33	DIABLO VALLEY	CA	43.44%	6.18%	\$1,171	-11.53%	\$1,342,296	\$35,255,184
34	PEOPLESCHOICE	ME	43.41%	5.38%	\$929	18.08%	\$6,972,904	\$182,090,729
35	BURBANK CITY	CA	43.37%	7.94%	\$1,874	4.67%	\$14,549,126	\$292,162,576
36	WEST COAST FEDERAL EMP.	FL	43.30%	17.52%	\$1,498	-1.68%	\$1,713,745	\$30,310,029
37	QUORUM	NY	43.11%	6.73%	\$1,729	-12.50%	\$56,449,252	\$940,387,718
38	UNIVERSITY OF WISCONSIN	WI	42.67%	10.31%	\$1,588	6.83%	\$145,334,464	\$2,241,348,946
39	METHUEN MUNICIPAL EMP.	MA	42.20%	14.11%	\$1,451	-6.09%	\$1,539,657	\$23,282,905
40	UNITED METHODIST	CA	42.06%	14.76%	\$2,694	16.29%	\$5,829,041	\$90,434,695
41	TOWER	MD	41.63%	8.43%	\$2,101	2.73%	\$130,052,410	\$2,907,736,974
42	CONSTELLATION	VA	41.36%	2.35%	\$856	9.63%	\$3,110,936	\$206,670,292
43	UNIVERSITY OF ILLINOIS COMMUNITY	IL	41.06%	17.59%	\$2,500	17.99%	\$45,728,988	\$310,043,289
44	HONDA	CA	41.02%	11.35%	\$2,272	-3.04%	\$56,548,386	\$721,918,506
45	CSE	OH	39.59%	11.62%	\$1,061	20.67%	\$17,197,042	\$215,747,689
46	BECU	WA	39.07%	9.19%	\$2,379	10.21%	\$902,893,846	\$15,136,255,033
47	WATERBURY CONNECTICUT TEACHERS	CT	38.99%	9.96%	\$2,228	0.42%	\$15,634,747	\$237,018,542
48	CAHP	CA	38.97%	9.88%	\$2,393	13.02%	\$14,158,472	\$165,939,415
49	LOGIX	CA	38.94%	5.19%	\$3,118	16.30%	\$204,406,915	\$4,664,371,670
50	RUSHMORE ELECTRIC	SD	38.92%	9.61%	\$1,430	-5.13%	\$889,169	\$20,649,673
AVERAGE FOR CREDIT UNION INDUSTRY			17.24%	5.95%	\$2,709	7.06%	\$8,247,437	\$211,333,127

* FOR U.S. CREDIT UNIONS <\$20 MILLION IN ASSETS; EXCLUDING SIGNIFICANT MERGERS.

MEMBER BUSINESS LENDING

CREDIT UNIONS RAMP-UP MEMBER BUSINESS LENDING

Encouraged by loosening NCUA regulations, a growing entrepreneurial economy, and the need to expand their reach, credit unions are increasing their member business lending activity. As of June 30, 2016, 34.8% of credit unions offered member business loans.

Credit unions across the country added \$7.3 billion in member business loans year-over-year — that's a growth rate of 14.9% and 2.6 percentage points from one year ago. At the end of second quarter 2016, member business loans at credit unions reached \$56.4 billion. Average member business loan balances per credit union topped \$9.4 million, a 20.2% increase from second quarter 2015.

What's more, growth has accelerated. The MBL annual growth rate of 14.9% in second quarter 2016 is 2.5 percentage points higher than last year's year-over-year rate of 12.3%. For the total credit union loan portfolio, annual growth was 10.5% as of June 30, 2016.

Credit unions originated a total of \$10.3 billion in MBLs in the first six months of 2016. That's a \$1.5 billion increase from what they reported in the first two quarters of 2015. At midyear, 6.8% of all loans in the industry's portfolio were MBLs, up 26 basis points from 6.5% one year ago.

Asset quality remains high despite increasing MBL delinquencies and net charge-offs. MBL delinquency rose 51 basis points annually to 1.48% as of June 30, 2016. Net charge-offs rose 10 basis points over the same period to 0.24%. And 85.5% of member business loans are now secured by real estate, up 1.3 percentage points from 84.2% one year ago.



OP-ED

HOW LISTERHILL BUILT AN MBL PROGRAM

LISTERHILL CREDIT UNION / SHEFFIELD, AL / ASSETS: \$704.9M / MEMBERS: 86,169

Listerhill Credit Union (\$704.9M, Sheffield, AL) is taking advantage of the benefits that member business lending can yield, including to the bottom line and community relationships.

The Tennessee Valley credit union held approximately \$94.0 million in member business loans at the end of second quarter 2016. That's about 18% of its total loan portfolio and double what it was four years ago. By comparison, the average credit union with \$500 million to \$1 billion in assets had 8.9%.

"We did a few commercial loans before it became a major strategy for us," says Daryl McMinn, chief operating officer. "Maybe we made a loan for the guy with a backhoe who digs septic tanks across the street, but we had no real intention of doing all that many."

Then an examiner suggested it was in Listerhill's best interest to create a separate policy for business loans, which differ in complexity and risk from mortgage and auto lending.

That was approximately 10 years ago, McMinn says. And it was around that time the credit union leagues identified business loans as the next growth opportunity, McMinn recalls.

So Listerhill established a plan to start approving more MBLs and built out a team to handle the increased business. Today, approximately 300 of its 350 or so loans are in improved real estate, with the rest spread among equipment, unsecured business cards, unimproved real estate, and construction and development.

Listerhill is a low-income designated institution, so it does not run up against the NCUA's member business loan cap. However, despite aggressive demand, McMinn says Listerhill's MBL philosophy will remain conservative because the credit union itself is conservative.

Delinquencies within this portfolio are minimal — 0.24% in second quarter 2016 — compared with 1.47% on average for credit unions that participate in member business lending, according to mid-year data from Callahan database.

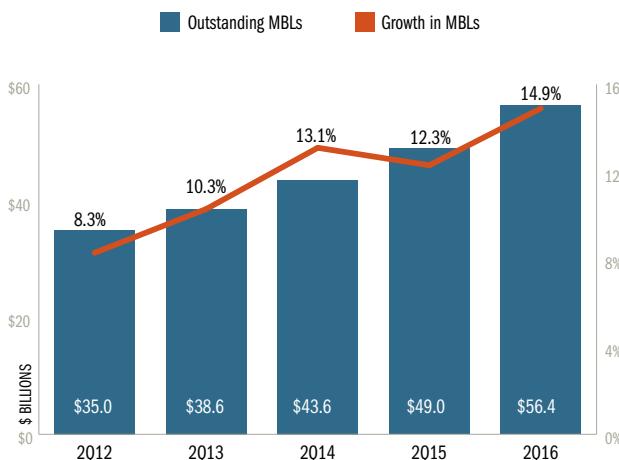
"We're not out here to try and put a bunch of loans on the books," says Fred Lindsey, Listerhill's vice president of business service operations. "We're here to grow steady and do the right things."

Get the full story about Listerhill and its member business strategies. Read "How To Build An MBL Program" at CreditUnions.com.

MEMBER BUSINESS LENDING

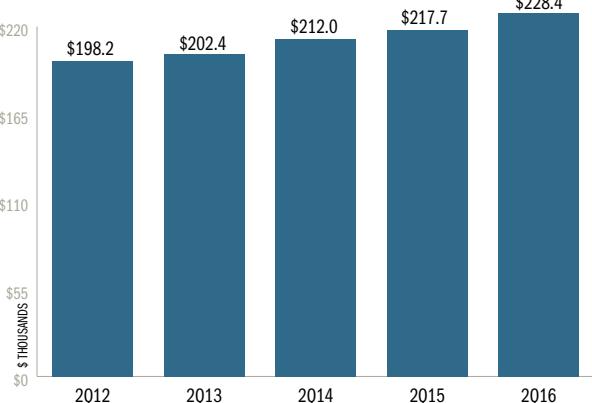
MEMBER BUSINESS LOANS OUTSTANDING & 12-MONTH GROWTH

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



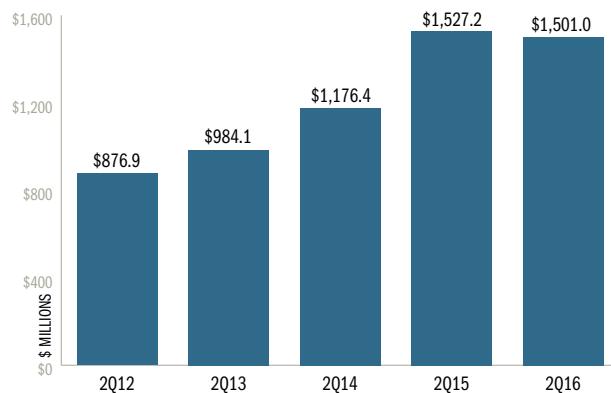
AVERAGE MEMBER BUSINESS LOAN BALANCE

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



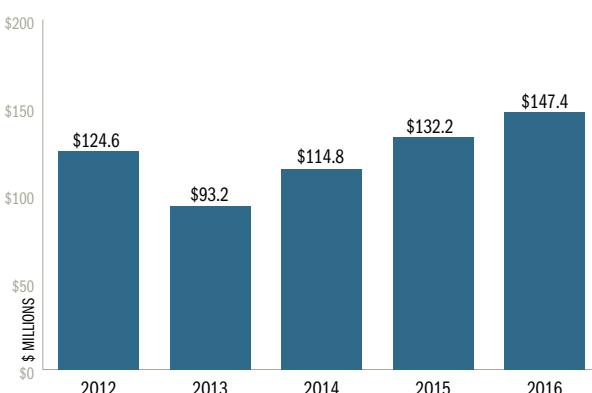
SMALL BUSINESS ADMINISTRATION LOANS OUTSTANDING

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



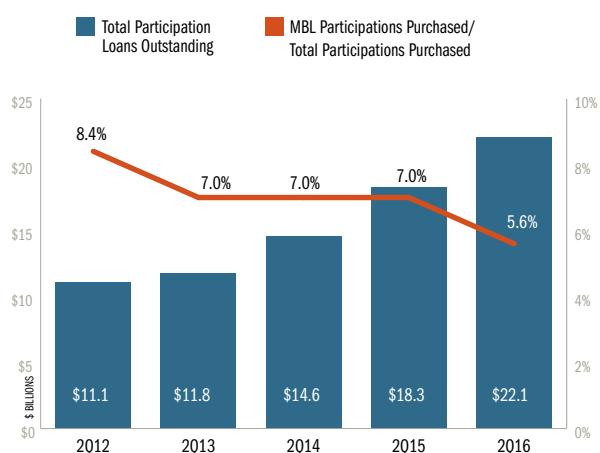
UNSECURED MEMBER BUSINESS LOANS OUTSTANDING

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



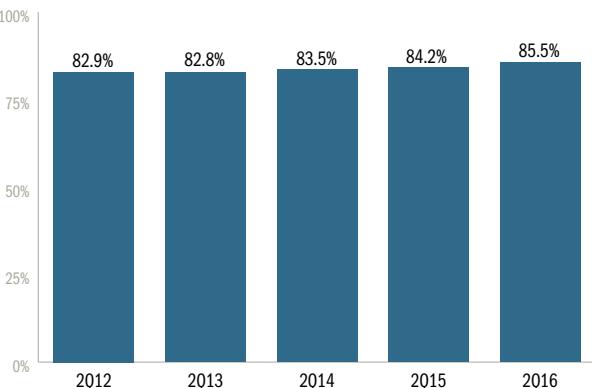
PARTICIPATION LOANS OUTSTANDING

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



REAL ESTATE SECURED BUSINESS LOANS/TOTAL BUSINESS LOANS

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



SOURCE: CALLAHAN & ASSOCIATES

LEADERS IN 12-MONTH MEMBER BUSINESS LOAN GROWTH

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS* | DATA AS OF 06.30.16

Rk.	Credit Union	SL	12-Month MBL Growth	MBLs Outstanding (06.30.16)	MBLs Outstanding (06.30.15)	MBL / Total Loans	Assets
1	EAGLE COMMUNITY	CA	306.86%	\$13,616,117	\$3,346,596	11.61%	\$224,060,551
2	SKYONE	CA	262.57%	\$7,551,438	\$2,082,741	2.65%	\$461,854,482
3	SECURITYPLUS	MD	244.57%	\$12,678,555	\$3,679,496	5.77%	\$367,794,893
4	SAN MATEO	CA	231.45%	\$10,550,627	\$3,183,201	1.79%	\$895,257,132
5	KEESLER	MS	227.46%	\$20,308,158	\$6,201,665	1.52%	\$2,390,539,161
6	AVADIAN	AL	215.85%	\$53,448,306	\$16,921,919	11.03%	\$743,160,627
7	POINT LOMA	CA	213.00%	\$41,699,318	\$13,322,383	12.69%	\$461,848,592
8	LAMOURE	ND	197.31%	\$8,184,861	\$2,752,938	45.42%	\$24,124,996
9	TEXAR	TX	194.76%	\$9,281,403	\$3,148,792	4.10%	\$348,590,789
10	DFCU FINANCIAL	MI	193.32%	\$20,190,996	\$6,883,527	1.91%	\$4,281,108,267
11	PINNACLE	NJ	154.88%	\$6,334,821	\$2,485,420	4.68%	\$148,541,596
12	FIRST SOURCE	NY	153.03%	\$6,615,596	\$2,614,591	1.65%	\$459,244,230
13	LEBANON	PA	146.55%	\$7,785,612	\$3,157,828	6.52%	\$201,563,965
14	NASA	MD	144.89%	\$108,653,717	\$44,368,253	6.88%	\$1,942,339,493
15	GREEN COUNTRY	OK	137.53%	\$9,417,863	\$3,964,895	20.75%	\$59,492,490
16	ANDIGO	IL	136.36%	\$26,572,261	\$11,242,133	5.03%	\$897,092,412
17	CAPED	ID	130.14%	\$14,973,491	\$6,506,158	3.22%	\$536,684,863
18	IBM SOUTHEAST EMP.	FL	128.45%	\$17,833,872	\$7,806,338	2.86%	\$929,342,042
19	PARK SIDE FINANCIAL	MT	121.60%	\$4,996,573	\$2,254,746	3.06%	\$209,490,060
20	JEFFERSON FINANCIAL	LA	119.72%	\$36,502,088	\$16,612,656	10.78%	\$399,979,933
21	PRIMEWAY	TX	118.04%	\$14,832,512	\$6,802,703	4.08%	\$464,425,812
22	VIBE	MI	116.98%	\$20,059,172	\$9,244,501	6.55%	\$509,054,128
23	BANK-FUND STAFF	DC	116.16%	\$9,130,719	\$4,224,045	0.38%	\$4,320,885,916
24	VIRGINIA	VA	106.36%	\$51,152,190	\$24,787,292	2.47%	\$3,095,704,778
25	QUEST	OH	102.56%	\$8,833,507	\$4,360,907	12.88%	\$97,288,112
26	GREATER TEXAS	TX	101.44%	\$19,240,432	\$9,551,434	5.81%	\$573,851,448
27	EDUCATION FIRST	TX	100.83%	\$9,190,871	\$4,576,462	5.20%	\$353,224,820
28	BEACON	IN	100.60%	\$758,363,719	\$378,050,546	84.10%	\$1,177,465,114
29	RTN	MA	99.58%	\$27,366,021	\$13,712,105	6.40%	\$861,062,357
30	ALTANA	MT	98.85%	\$12,427,293	\$6,249,642	7.60%	\$232,835,297
31	VALLEYSTAR	VA	98.66%	\$12,263,689	\$6,173,244	7.31%	\$283,322,183
32	TREMONT	MA	97.94%	\$4,039,517	\$2,040,730	3.94%	\$171,768,696
33	WORKERS	MA	95.25%	\$70,261,027	\$35,985,645	7.04%	\$1,444,106,702
34	FREEDOM	PA	93.79%	\$7,731,558	\$3,989,626	1.94%	\$716,389,874
35	MERIWEST	CA	90.61%	\$88,181,370	\$46,262,718	9.20%	\$1,320,873,788
36	GREAT BASIN	NV	89.81%	\$4,991,058	\$2,629,556	4.73%	\$144,963,430
37	UNITED TELETECH FINANCIAL	NJ	88.87%	\$7,276,600	\$3,852,783	2.73%	\$341,475,417
38	MEMBERS FIRST	NH	87.64%	\$9,292,683	\$4,952,310	8.54%	\$169,224,925
39	ARBOR FINANCIAL	MI	87.44%	\$23,706,192	\$12,647,682	6.61%	\$454,770,050
40	COUNTRY	FL	86.38%	\$4,334,628	\$2,325,674	8.06%	\$68,236,382
41	ENRICHMENT	TN	86.37%	\$27,559,424	\$14,787,467	10.79%	\$428,597,269
42	UNIFY FINANCIAL	CA	85.68%	\$70,514,961	\$37,976,018	4.48%	\$2,272,827,292
43	POTLATCH NO 1	ID	84.45%	\$51,910,445	\$28,142,685	7.26%	\$859,363,632
44	FOOTHILLS	CO	84.03%	\$4,432,305	\$2,408,466	6.76%	\$89,057,654
45	WINGS FINANCIAL	MN	82.88%	\$120,445,764	\$65,860,215	6.00%	\$4,311,931,633
46	PUBLIC SERVICE	CO	82.12%	\$92,390,831	\$50,731,443	6.54%	\$1,753,511,618
47	NORTH CAROLINA COMMUNITY	NC	81.55%	\$6,820,080	\$3,756,658	22.51%	\$67,929,943
48	CSE	LA	80.41%	\$12,182,467	\$6,752,680	6.01%	\$297,271,904
49	AMERICU	NY	79.88%	\$17,280,682	\$9,606,893	1.47%	\$1,331,948,712
50	ARLINGTON COMMUNITY	VA	77.84%	\$5,413,308	\$3,043,881	2.68%	\$249,735,975
U.S. AVERAGE			14.94%	\$9,375,009	\$8,119,982	6.76%	\$211,333,127

* U.S. CREDIT UNIONS > \$20 MILLION ASSETS WITH >\$2 MILLION IN MBLs OUTSTANDING ON JUNE 30, 2016 AND \$1 MILLION OUTSTANDING ON JUNE 30, 2015; EXCLUDING SIGNIFICANT MERGERS.

LEADERS IN MEMBER BUSINESS LOANS OUTSTANDING

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	MBLs Outstanding	12-Month MBL Growth	MBL/ Total Loans	Assets
1	MELROSE	NY	\$1,734,587,777	-3.48%	90.01%	\$1,918,689,436
2	BEACON	IN	\$758,363,719	100.60%	84.10%	\$1,177,465,114
3	DIGITAL	MA	\$753,538,710	14.93%	12.78%	\$7,213,280,539
4	BETHPAGE	NY	\$750,810,027	11.55%	16.71%	\$6,775,646,701
5	BECU	WA	\$665,832,956	42.82%	6.78%	\$15,136,255,033
6	ROYAL	WI	\$659,452,959	5.78%	42.78%	\$1,855,625,606
7	UNIVERSITY OF IOWA COMMUNITY	IA	\$656,004,630	42.58%	20.25%	\$3,587,521,024
8	PROGRESSIVE	NY	\$595,774,164	-4.03%	98.07%	\$634,674,596
9	KINECTA	CA	\$575,574,329	44.63%	17.04%	\$3,891,022,831
10	EVANGELICAL CHRISTIAN	CA	\$550,028,629	-18.00%	83.49%	\$911,444,390
11	MOUNTAIN AMERICA	UT	\$548,211,735	18.83%	11.44%	\$5,607,855,844
12	CENTRAL MINNESOTA	MN	\$544,677,035	3.39%	73.07%	\$912,252,282
13	LOGIX	CA	\$516,014,917	13.02%	13.09%	\$4,664,371,670
14	SECURITY SERVICE	TX	\$515,351,757	18.49%	5.98%	\$9,466,667,991
15	ALASKA USA	AK	\$457,053,502	25.58%	9.03%	\$6,439,378,542
16	SAN DIEGO COUNTY	CA	\$439,851,701	18.55%	8.17%	\$7,546,233,777
17	CEFCU	IL	\$435,795,846	12.00%	11.02%	\$5,491,635,124
18	SECU	NC	\$435,647,801	-4.25%	2.27%	\$33,785,749,087
19	COMMUNITY FIRST	WI	\$404,930,817	25.91%	20.00%	\$2,468,005,264
20	VISIONS	NY	\$394,022,646	11.57%	17.64%	\$3,579,529,937
21	FIRST TECH	CA	\$377,137,080	34.01%	5.74%	\$9,109,027,385
22	RANDOLPH-BROOKS	TX	\$366,508,050	11.70%	6.74%	\$7,328,281,762
23	LANDMARK	WI	\$356,660,975	21.23%	13.58%	\$3,094,468,727
24	NUMERICA	WA	\$338,924,637	31.92%	23.70%	\$1,735,189,667
25	MEMBERS 1ST	PA	\$335,324,846	8.31%	13.59%	\$3,198,095,639
26	MIDFLORIDA	FL	\$325,391,863	18.60%	17.53%	\$2,534,757,227
27	FARMERS INSURANCE GROUP	CA	\$324,265,642	1.44%	52.44%	\$707,156,980
28	ESL	NY	\$321,252,640	37.56%	13.17%	\$5,916,471,237
29	NUSENDA	NM	\$319,253,281	12.64%	22.91%	\$1,770,053,380
30	LAKE MICHIGAN	MI	\$315,215,244	16.23%	9.72%	\$4,515,855,832
31	SELF RELIANCE NEW YORK	NY	\$314,109,312	-3.50%	43.73%	\$1,213,006,628
32	FIRST COMMUNITY	ND	\$312,226,778	0.36%	66.98%	\$546,305,425
33	SPOKANE TEACHERS	WA	\$308,284,338	32.04%	14.98%	\$2,380,369,695
34	REDWOOD	CA	\$302,829,794	18.36%	13.17%	\$3,004,475,288
35	POLISH & SLAVIC	NJ	\$295,048,790	13.67%	30.45%	\$1,738,825,682
36	CHRISTIAN COMMUNITY	CA	\$292,644,847	-3.35%	58.30%	\$642,286,900
37	BELLCO	CO	\$291,592,621	2.34%	10.49%	\$3,300,223,996
38	INTERRA	IN	\$284,067,732	32.63%	42.60%	\$862,382,427
39	DUPACO COMMUNITY	IA	\$280,559,818	11.40%	32.70%	\$1,395,470,468
40	NAVY	VA	\$280,137,090	12.18%	0.51%	\$77,830,150,313
41	ALLIANT	IL	\$279,623,547	13.83%	4.97%	\$9,137,887,323
42	PREMIER AMERICA	CA	\$273,734,311	55.04%	16.80%	\$2,250,739,878
43	COASTAL	NC	\$271,506,663	4.28%	12.38%	\$2,669,331,062
44	UNITED	MI	\$261,542,160	5.81%	14.07%	\$2,103,323,416
45	EASTMAN	TN	\$258,812,894	15.60%	9.12%	\$3,452,294,252
46	AMERICA FIRST	UT	\$258,635,135	26.77%	4.70%	\$7,716,639,881
47	TOWN AND COUNTRY	ND	\$253,074,494	8.95%	74.01%	\$386,997,783
48	PROVIDENT	CA	\$248,099,453	14.42%	19.15%	\$2,186,823,153
49	STATE EMP.	NY	\$247,553,957	11.06%	13.44%	\$3,263,012,739
50	COVANTAGE	WI	\$247,528,271	13.30%	24.08%	\$1,347,042,191
U.S. AVERAGE			\$9,375,009	14.94%	6.76%	\$211,333,127

LEADERS IN SMALL BUSINESS ADMINISTRATION LOANS OUTSTANDING

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	SBA Loans Outstanding	MBLs Outstanding	SBA Loans / Total MBL Loans	Average SBA Loan Balance	Assets
1	CALIFORNIA	CA	\$165,164,457	\$147,613,973	111.89%	\$409,837	\$1,562,286,551
2	MOUNTAIN AMERICA	UT	\$155,901,764	\$548,211,735	28.44%	\$163,762	\$5,607,855,844
3	MEMBERS CHOICE	TX	\$73,625,869	\$23,341,988	315.42%	\$657,374	\$519,027,123
4	REDWOOD	CA	\$55,839,156	\$302,829,794	18.44%	\$351,190	\$3,004,475,288
5	APPLE	VA	\$52,665,522	\$246,214,413	21.39%	\$1,120,543	\$2,222,253,245
6	SECURITY SERVICE	TX	\$48,127,698	\$515,351,757	9.34%	\$295,262	\$9,466,667,991
7	STANFORD	CA	\$35,888,924	\$228,112,085	15.73%	\$1,055,557	\$1,982,705,651
8	NORTHWEST	VA	\$34,859,103	\$162,562,390	21.44%	\$622,484	\$3,035,578,437
9	ACHIEVA	FL	\$32,557,623	\$107,749,407	30.22%	\$602,919	\$1,418,710,197
10	KINECTA	CA	\$31,057,326	\$575,574,329	5.40%	\$403,342	\$3,891,022,831
11	SAFE	CA	\$27,450,603	\$106,386,253	25.80%	\$149,188	\$2,437,684,656
12	WHATCOM EDUCATIONAL	WA	\$24,264,557	\$243,401,112	9.97%	\$933,252	\$1,277,260,353
13	TECHNOLOGY	CA	\$24,028,158	\$197,960,675	12.14%	\$775,102	\$2,078,802,594
14	SUMMIT	WI	\$23,025,659	\$221,367,703	10.40%	\$82,826	\$2,581,606,557
15	BLACK HILLS	SD	\$20,288,193	\$106,403,765	19.07%	\$281,780	\$1,091,125,086
16	ALTRA	WI	\$20,118,660	\$153,929,600	13.07%	\$264,719	\$1,200,869,752
17	RANDOLPH-BROOKS	TX	\$19,903,394	\$366,508,050	5.43%	\$86,162	\$7,328,281,762
18	INSIGHT	FL	\$18,629,769	\$21,367,938	87.19%	\$388,120	\$567,460,844
19	VISION ONE	CA	\$18,390,479	\$32,787,961	56.09%	\$18,390	\$65,800,668
20	TRULIANT	NC	\$15,195,125	\$161,535,830	9.41%	\$241,192	\$2,026,479,800
21	UNIVERSITY	TX	\$15,007,416	\$82,753,859	18.14%	\$454,770	\$2,053,907,695
22	NUSENDA	NM	\$13,296,631	\$319,253,281	4.16%	\$1,022,818	\$1,770,053,380
23	NASSAU EDUCATORS	NY	\$12,848,096	\$238,859,842	5.38%	\$988,315	\$2,522,905,290
24	REDSTONE	AL	\$12,155,242	\$60,021,738	20.25%	\$94,227	\$4,396,277,821
25	KELLOGG COMMUNITY	MI	\$11,215,727	\$25,203,735	44.50%	\$467,322	\$477,204,072
26	ESL	NY	\$11,183,244	\$321,252,640	3.48%	\$99,850	\$5,916,471,237
27	CORNING	NY	\$10,749,540	\$115,622,766	9.30%	\$114,357	\$1,264,122,458
28	FIRST U.S. COMMUNITY	CA	\$10,068,243	\$10,972,247	91.76%	\$170,648	\$342,599,082
29	CHARTWAY	VA	\$9,189,590	\$17,406,485	52.79%	\$122,528	\$2,137,391,940
30	UTAH COMMUNITY	UT	\$8,993,943	\$113,435,020	7.93%	\$1,498,991	\$1,128,962,712
31	NAVIGANT	RI	\$8,729,102	\$203,966,045	4.28%	\$134,294	\$1,722,892,040
32	COASTHILLS	CA	\$8,363,620	\$89,018,959	9.40%	\$261,363	\$944,803,699
33	UNIVERSITY FIRST	UT	\$8,093,536	\$81,536,556	9.93%	\$74,253	\$826,356,451
34	FINANCIAL RESOURCES	NJ	\$7,920,733	\$51,872,415	15.27%	\$158,415	\$449,062,097
35	CARTER	LA	\$7,713,087	\$27,391,193	28.16%	\$771,309	\$259,583,960
36	LAKE MICHIGAN	MI	\$7,375,539	\$315,215,244	2.34%	\$614,628	\$4,515,855,832
37	MICHIGAN STATE UNIVERSITY	MI	\$7,229,371	\$118,439,276	6.10%	\$131,443	\$3,266,917,961
38	TELHIO	OH	\$7,211,660	\$30,287,135	23.81%	\$73,588	\$602,619,289
39	COMMUNITY 1ST	IA	\$7,179,272	\$87,606,455	8.19%	\$312,142	\$572,901,235
40	VERVE, A	WI	\$7,059,144	\$126,743,587	5.57%	\$207,622	\$766,318,316
41	MEMBERS 1ST	PA	\$6,844,785	\$335,324,846	2.04%	\$977,826	\$3,198,095,639
42	LAKE TRUST	MI	\$6,543,269	\$144,218,144	4.54%	\$261,731	\$1,752,582,132
43	ALASKA USA	AK	\$6,110,575	\$457,053,502	1.34%	\$265,677	\$6,439,378,542
44	MERRIMACK VALLEY	MA	\$5,851,398	\$24,772,997	23.62%	\$65,746	\$578,407,843
45	FOX COMMUNITIES	WI	\$5,654,624	\$197,762,873	2.86%	\$152,828	\$1,206,793,591
46	FORUM	IN	\$5,447,184	\$114,314,461	4.77%	\$286,694	\$1,191,645,182
47	ALLIANT	IL	\$4,999,429	\$279,623,547	1.79%	\$999,886	\$9,137,887,323
48	AMPLIFY	TX	\$4,996,951	\$67,339,164	7.42%	\$199,878	\$804,452,403
49	AMERICAN HERITAGE	PA	\$4,955,124	\$221,625,128	2.24%	\$991,025	\$1,752,373,336
50	AMERICAN UNITED	UT	\$4,893,568	\$18,786,633	26.05%	\$1,631,189	\$186,610,046
U.S. AVERAGE			\$249,716	\$9,375,009	2.66%	\$168,071	\$211,333,127

THE STREAK IN RECORD SHARE BALANCES REACHES 8 QUARTERS

Credit unions posted record share balances for the eighth consecutive quarter as of June 30, 2016, with shares increasing 7.3% annually to top \$1.1 trillion.

Loan balances also increased — 10.5% year-over-year — and reached an all-time high of \$833.3 billion. Loan growth outpaced share growth by 3.2 percentage points, which pushed the loan-to-share ratio up 2.2 percentage points to 77.7%.

Credit unions are preparing for a rise in interest rates by making core deposits a key component of their asset-liability management strategies, as these “sticky” balances tend to remain in the credit union when rates rise. Credit unions held a similar proportion of core deposits at midyear 2016 as they did in 2003, when the Federal Reserve prepared to increase rates (the Fed ultimately raised rates 400 basis points between 2004 and 2006). That funding base allowed credit unions to post compounded annual loan growth of 10.1% between 2003 and 2006. This is a good indication credit unions are well positioned to continue their lending momentum in the coming years.

Average share balances increased 3.2% over June 30, 2015, to \$10,031 as of June 30, 2016. This in combination with expanding membership indicates members are increasingly choosing a credit union as their financial institution of choice.

Core deposit growth — which includes share drafts, regular shares, and money market shares — accounted for 85.0% of share growth from second quarter 2015 through second quarter 2016 and added \$62.3 billion to the portfolio year-over-year.

Of all share products, other shares posted the largest growth rate. Other shares expanded 18.4% annually to reach \$17.4 billion as of June 30, 2016. Share certificates posted an annual increase of 3.7% to reach \$7.1 billion at midyear. IRA and Keogh deposits posted growth of 1.4% after two years of negative second quarter growth. This reflects members’ optimistic outlook and increased willingness to tie up their funds for longer periods of time.



CASE STUDY

ROGUE CREDIT UNION'S HIGH-YIELD LOYALTY PROGRAM

ROGUE CREDIT UNION / BEDFORD, OR / ASSETS: \$1.2B / MEMBERS: 104,413

Rogue Credit Union (\$1.2B, Bedford, OR) posted annual share growth of 17.9% in the second quarter of 2016; that's in the top 4% of all credit unions nationally, according to data from Callahan & Associates.

Helping that along has been loyalty programs such as its new Rogue Rewards, which the credit union launched in February 2016 with the Rogue Rewards Loyalty Dividend and the opening of a separate Ownership Savings Account for every member.

Rogue had deposited \$2.5 million in dividends into those accounts by mid-year, and president and CEO Gene Pelham says the feedback has been “overwhelmingly positive.”

Rogue designed the high-yield Ownership Savings Account as a withdrawal-only savings account earning one of the highest rates available to members — 2.00% APY at this writing.

Members earn deposits into the account by participating in the loyalty program, which has no fees and no minimum balance.

The Ownership Savings Account is non-transactional. Members may remove funds from their account at any time by making a transfer to another savings or checking account, but they cannot redeposit these funds once withdrawn, nor can they make additional deposits to the account.

According to Rogue executives, who are careful to say dividend payouts are dependent upon the financial performance of the credit union, of the \$2.5 million in loyalty dividends deposited to members’ owner accounts in February 2016, fully 89% of funds remained in the accounts six months later. Rogue’s average balances per member is \$18,334. That’s below its \$20,677 peer average, but balances have been on the rise.

Membership growth also reflects a positive consumer response. Rogue added new members to its rolls at a 14.1% annualized clip in second quarter 2016, compared with 6.6% for the average billion-dollar credit union.

To ensure a positive rollout, Rogue’s CEO says people at all levels of the organization were ready to answer member questions.

“For our members, the loyalty dividend was new, and they didn’t really know what it meant,” Pelham says. “So we had 14 additional folks, including members of senior management, answering members’ questions.”

Get the full story about Rogue Credit Union and its deposit strategies. Read “A High-Yield Loyalty Program Builds Relationships And Deposits” at CreditUnions.com.

SHARES

TOTAL SHARES & 12-MONTH SHARE GROWTH

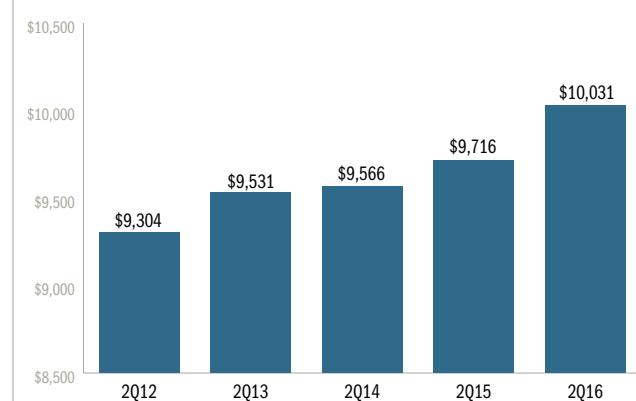
FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

■ Total Shares ■ 12-Month Share Growth



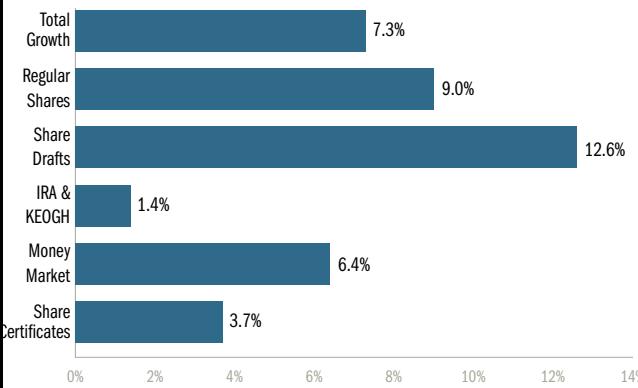
AVERAGE SHARE BALANCE

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



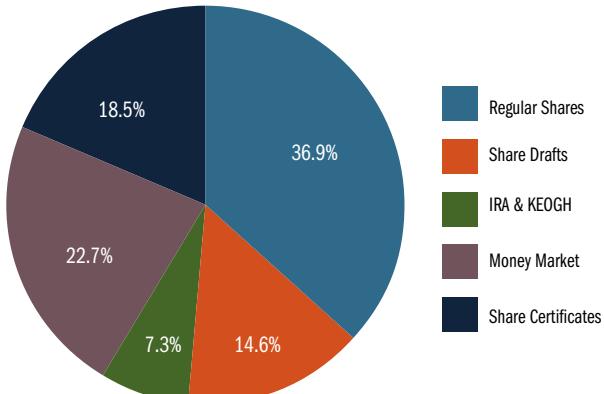
12-MONTH SHARE GROWTH BREAKDOWN

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



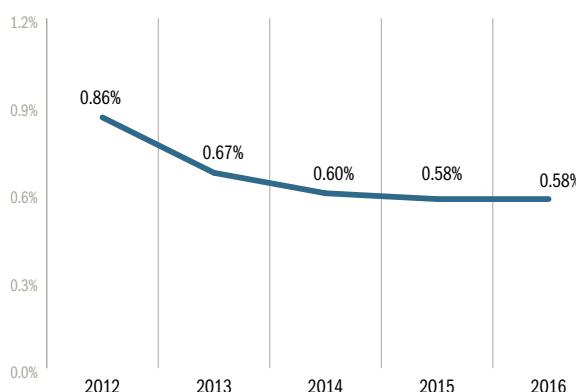
SHARE PORTFOLIO COMPOSITION

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



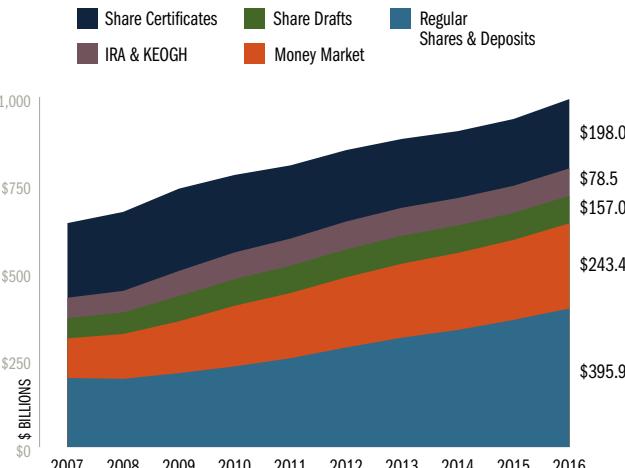
COST OF FUNDS

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



10-YEAR SHARE PORTFOLIO COMPARISON

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



SOURCE: CALLAHAN & ASSOCIATES

LEADERS IN 12-MONTH SHARE GROWTH

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS* | DATA AS OF 06.30.16

Rk.	Credit Union	St.	12-Month		Rk.	Credit Union	St.	12-Month	
			Growth	Shares				Growth	Shares
1	WEST OAHU COMMUNITY	HI	46.13%	\$43,917,228	51	NUMERICA	WA	18.12%	\$1,449,816,699
2	GREEN MOUNTAIN	VT	45.42%	\$41,791,540	52	ROGUE	OR	17.85%	\$1,046,268,856
3	BRIDGETON ONIZED	NJ	33.58%	\$39,380,674	53	MID CAROLINA	SC	17.70%	\$107,853,005
4	COMMUNITY FIRST	MI	28.93%	\$39,882,352	54	CONSUMERS	MI	17.59%	\$595,339,984
5	PLATINUM	GA	28.48%	\$70,100,274	55	CALHOUN-LIBERTY EMP.	FL	17.58%	\$32,565,643
6	CARPENTERS	MN	28.46%	\$23,505,849	56	CITADEL	PA	17.41%	\$2,171,146,851
7	FAMILY ADVANTAGE	TN	28.06%	\$52,541,151	57	DESERT VALLEYS	CA	17.40%	\$27,774,521
8	CASTPARTS EMP.	OR	27.86%	\$50,697,507	58	FIRST TECH	CA	17.35%	\$6,585,048,919
9	SJP	NY	27.48%	\$48,592,054	59	DYNAMIC	OH	17.28%	\$29,450,987
10	FIRST FAMILY	OK	25.90%	\$68,455,586	60	GENERAL ELECTRIC	OH	17.24%	\$2,156,972,726
11	FAIRFAX COUNTY	VA	25.08%	\$270,766,898	61	COLORADO	CO	17.13%	\$138,374,362
12	UNIVERSITY OF IOWA COMMUNITY	IA	25.05%	\$2,795,367,380	62	BAKER	NJ	17.10%	\$35,580,747
13	ACHIEVA	FL	25.02%	\$1,236,977,679	63	NASA	MD	17.09%	\$1,590,216,528
14	INSPIRE	PA	24.88%	\$99,901,013	64	HEALTHCARE SERVICES	TN	16.97%	\$17,493,959
15	CONSUMERS	NY	24.13%	\$52,157,450	65	FINANCIAL ONE	MN	16.94%	\$79,111,676
16	SUPERIOR	OH	23.45%	\$510,152,343	66	FIRST COMMUNITY CU OF BELOIT	WI	16.74%	\$112,100,757
17	CACL	PA	23.07%	\$81,057,829	67	Y-12	TN	16.69%	\$820,381,273
18	MICHIGAN COMMUNITY	MI	22.99%	\$139,117,475	68	PREMIER	IA	16.61%	\$140,933,349
19	AMERICA'S	WA	22.96%	\$501,693,856	69	TELCO-TRIAD COMMUNITY	IA	16.55%	\$77,291,169
20	IDAHO CENTRAL	ID	22.35%	\$2,166,006,241	70	LATINO COMMUNITY	NC	16.48%	\$190,426,520
21	KINGS	CA	21.80%	\$88,897,087	71	BCU	IL	15.99%	\$2,260,587,540
22	FREEDOM FIRST	VA	21.69%	\$341,708,316	72	KEMBA	OH	15.94%	\$658,814,044
23	ESSENTIAL	LA	21.62%	\$270,972,955	73	FAMILY TRUST	SC	15.91%	\$338,428,617
24	AVADIAN	AL	21.57%	\$651,634,680	74	FLORIDA	FL	15.78%	\$702,537,960
25	HOLYoke	MA	21.47%	\$122,006,189	75	SCTELCO	SC	15.61%	\$290,677,235
26	XCEL	NJ	20.70%	\$178,217,966	76	FREEDOM NORTHWEST	ID	15.49%	\$59,584,039
27	HARTFORD MUNICIPAL EMP.	CT	20.54%	\$50,088,120	77	ROYAL	WI	15.48%	\$1,614,549,871
28	MANATEE COMMUNITY	FL	20.35%	\$25,415,140	78	NEW DIMENSIONS	ME	15.42%	\$70,268,052
29	LEWIS CLARK	ID	20.11%	\$57,773,019	79	SUNCOAST	FL	15.41%	\$6,538,424,947
30	COMMUNITY CHOICE	MI	20.01%	\$708,055,362	80	TROPICAL FINANCIAL	FL	15.38%	\$593,485,449
31	COOSA VALLEY	GA	19.88%	\$184,142,816	81	UPS EMP.	TN	15.37%	\$15,652,079
32	FIVE STAR	AL	19.84%	\$328,724,638	82	SOFTITE COMMUNITY	OH	15.37%	\$17,529,401
33	DEPARTMENT OF COMMERCE	DC	19.77%	\$360,801,831	83	SECURITY SERVICE	TX	15.34%	\$7,677,464,935
34	SOUTHEAST	SC	19.75%	\$50,665,840	84	HIGH PEAKS	MT	15.30%	\$20,520,681
35	CAHP	CA	19.74%	\$150,553,515	85	VIBE	MI	15.27%	\$429,580,886
36	AZALEA CITY	AL	19.65%	\$17,805,202	86	DOWN EAST	ME	15.26%	\$136,316,876
37	CME	OH	19.59%	\$251,800,490	87	O BEE	WA	15.26%	\$197,322,200
38	TOLEDO METRO	OH	19.46%	\$45,080,387	88	WELLSPRING	TX	15.25%	\$39,285,504
39	MERITRUST	KS	19.46%	\$991,892,863	89	ROCKY MOUNTAIN	MT	15.24%	\$171,074,990
40	FULDA AREA	MN	19.43%	\$83,406,240	90	SETTLERS	MI	15.22%	\$20,682,215
41	THORNAPPLE	MI	19.40%	\$21,161,752	91	BEACON	VA	15.15%	\$151,513,464
42	PIONEER VALLEY	MA	19.39%	\$58,945,229	92	HELENA COMMUNITY	MT	15.11%	\$162,594,887
42	BUCKEYE COMMUNITY	FL	19.27%	\$74,734,579	93	POTLATCH NO 1	ID	15.05%	\$769,072,539
44	LAKE MICHIGAN	MI	19.18%	\$3,492,846,054	94	BREWTON MILL	AL	15.04%	\$20,262,003
45	UNION YES	CA	18.92%	\$51,666,420	95	TRIUS	NE	15.02%	\$60,313,466
46	HUNTINGTONIZED	WV	18.83%	\$24,189,552	96	IC	MA	15.00%	\$407,719,219
47	BROOKLYN COOPERATIVE	NY	18.55%	\$20,172,286	97	ATLANTIC CITY ELECTRIC CO. EMP.	NJ	14.90%	\$53,264,409
48	SHERIDAN COMMUNITY	WY	18.53%	\$39,880,861	98	CHIEF FINANCIAL	MI	14.87%	\$132,889,363
49	PATELCO	CA	18.39%	\$4,508,234,570	99	GUARDIAN	AL	14.86%	\$294,869,908
50	TELCO COMMUNITY	NC	18.36%	\$143,547,678	100	FINANCIAL PARTNERS	IN	14.85%	\$26,425,990

U.S. AVERAGE **7.33%** **\$178,464,007**

* FOR U.S. CREDIT UNIONS > \$20 MILLION IN ASSETS; EXCLUDING SIGNIFICANT MERGERS.

LEADERS IN 5-YEAR SHARE GROWTH

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS* | DATA AS OF 06.30.16

Rk.	Credit Union	St.	5-Year CAGR	Shares	Rk.	Credit Union	St.	5-Year CAGR	Shares
1	PATHWAYS FINANCIAL	OH	32.30%	\$202,355,928	51	NAVYARMY COMMUNITY	TX	14.65%	\$2,153,310,153
2	PREMIER MEMBERS	CO	30.39%	\$767,400,233	52	BROOKLYN COOPERATIVE	NY	14.64%	\$20,172,286
3	LINCOME	NE	26.69%	\$112,854,257	53	INVESTEX	TX	14.61%	\$169,021,146
4	SOLARITY	WA	26.05%	\$503,950,895	54	ICON	ID	14.44%	\$233,852,471
5	WASATCH PEAKS	UT	24.17%	\$257,700,186	55	PUBLIC SERVICE #3	IN	14.28%	\$44,890,062
6	PIONEER MUTUAL	TX	23.48%	\$110,677,457	56	NORTHSTAR	IL	14.09%	\$135,432,492
7	CAPITAL	WI	23.48%	\$992,190,355	57	IQ	WA	14.09%	\$788,219,978
8	UNIVERSITY OF IOWA COMMUNITY	IA	22.57%	\$2,795,367,380	58	LEADERS	TN	14.08%	\$237,083,323
9	SOUND	WA	21.90%	\$1,123,866,336	59	DOWN EAST	ME	14.02%	\$136,316,876
10	TRIUS	NE	21.78%	\$60,313,466	60	FRANKENMUTH	MI	13.92%	\$366,367,012
11	WCLA	WA	21.67%	\$38,099,465	61	FLORIDA STATE UNIVERSITY	FL	13.81%	\$165,683,431
12	COMMUNITY FIRST	MI	21.54%	\$39,882,352	62	CAPED	ID	13.78%	\$476,907,474
13	IDAHO CENTRAL	ID	20.90%	\$2,166,006,241	63	ASSOCIATED HEALTHCARE	MN	13.65%	\$93,972,211
14	EDUCATIONAL SYSTEMS	MD	20.62%	\$748,094,589	64	OAKLAND COUNTY	MI	13.60%	\$290,946,455
15	EMPLOYEE RESOURCES	TN	20.24%	\$75,436,872	65	WESTEX COMMUNITY	TX	13.56%	\$62,359,950
16	PACIFIC NORTHWEST IRONWORKERS	OR	19.72%	\$19,536,298	66	URW COMMUNITY	VA	13.50%	\$138,675,086
17	VOYAGE	SD	19.38%	\$75,186,296	67	FIRST SERVICE	TX	13.44%	\$524,083,220
18	GREEN MOUNTAIN	VT	19.18%	\$41,791,540	68	LAKE MICHIGAN	MI	13.40%	\$3,492,846,054
19	AMERICAN UNITED	UT	18.86%	\$162,562,795	69	HENRICO	VA	13.40%	\$205,989,811
20	PLATINUM	GA	18.63%	\$70,100,274	70	GULF COAST	TX	13.29%	\$170,957,652
21	UNITED COMMUNITY	PA	18.46%	\$80,335,638	71	COMPASS FINANCIAL	FL	13.23%	\$21,248,998
22	CONNECTIONS	ID	18.45%	\$134,577,433	72	5 STAR COMMUNITY	IA	13.18%	\$26,353,596
23	SCHLUMBERGER EMP.	TX	18.29%	\$756,482,140	73	LOWER VALLEY	WA	13.18%	\$87,597,666
24	4FRONT	MI	18.07%	\$387,472,178	74	FLORENCE DUPONT EMP.	SC	13.16%	\$35,406,647
25	NIAGARA'S CHOICE	NY	17.60%	\$142,771,382	75	FLORIDA	FL	13.15%	\$702,537,960
26	FIRST COMMUNITY	OR	17.49%	\$840,961,976	76	SOUTHWEST LOUISIANA	LA	13.13%	\$81,332,598
27	ROGUE	OR	17.49%	\$1,046,268,856	77	MOUNTAIN LAUREL	PA	13.11%	\$88,319,870
28	ROANOKE VALLEY COMMUNITY	VA	17.43%	\$68,252,197	78	FIRST FLORIDA	FL	13.09%	\$609,477,491
29	SPACE CITY	TX	17.00%	\$64,016,488	79	PYRAMID	AZ	13.06%	\$128,007,851
30	SJP	NY	16.92%	\$48,592,054	80	FINANCIAL PLUS	IA	13.05%	\$149,034,182
31	UPPER CUMBERLAND	TN	16.68%	\$50,875,084	81	FINANCIAL TRUST	NY	13.03%	\$63,234,175
32	HOOSIER UNITED	IN	16.50%	\$19,233,729	82	1ST RESOURCE	AL	12.91%	\$31,110,455
33	MENDO LAKE	CA	16.43%	\$201,049,987	83	WHATCOM EDUCATIONAL	WA	12.88%	\$1,058,443,193
34	HOLY ROSARY	MO	16.39%	\$18,872,681	84	POTLATCH NO 1	ID	12.83%	\$769,072,539
35	LATINO COMMUNITY	NC	16.37%	\$190,426,520	85	HARTFORD MUNICIPAL EMP.	CT	12.78%	\$50,088,120
36	MONROE COUNTY TEACHERS	FL	16.19%	\$26,062,466	86	DAKOTALAND	SD	12.64%	\$250,806,434
37	GENERAL ELECTRIC	OH	16.06%	\$2,156,972,726	87	LANDMARK	WI	12.62%	\$2,670,797,947
38	TELCO COMMUNITY	NC	15.89%	\$143,547,678	88	BOSSIER	LA	12.61%	\$150,998,640
39	HONOR	MI	15.83%	\$575,996,326	89	HORIZON	TN	12.55%	\$40,420,988
40	SOUTHWEST AIRLINES	TX	15.78%	\$364,298,420	90	DAKOTA WEST	ND	12.54%	\$218,742,462
41	BEACON	VA	15.65%	\$151,513,464	91	SHELL	TX	12.52%	\$726,270,611
42	CONSUMERS	MI	15.61%	\$595,339,984	92	WEST OAHU COMMUNITY	HI	12.52%	\$43,917,228
43	PREMIER ONE	CA	15.48%	\$344,491,328	93	TEXELL	TX	12.46%	\$251,904,156
44	PREFERRED	MI	15.43%	\$137,114,393	94	NORTHERN SKIES	AK	12.44%	\$87,196,825
45	FIVE STAR	AL	15.39%	\$328,724,638	95	CROSSROADS COMMUNITY	NY	12.43%	\$56,399,981
46	MEMBERS FIRST	MI	15.13%	\$341,908,648	96	UPSTATE	SC	12.39%	\$44,472,224
47	CREDIT UNION OF SOUTHERN CALIF.	CA	15.11%	\$946,833,263	97	PARK SIDE	MT	12.34%	\$185,771,168
48	FIRST FAMILY	OK	15.08%	\$68,455,586	98	KERR COUNTY	TX	12.32%	\$54,645,582
49	PARTNERSHIP FINANCIAL	IL	14.93%	\$157,753,771	99	ADVIA	MI	12.30%	\$1,009,865,662
50	WESTERN INDIANA	IN	14.75%	\$19,878,448	100	CREDIT UNION OF AMERICA	KS	12.29%	\$571,829,022
U.S. AVERAGE								6.05%	\$178,464,007

* 5-YEAR CAGR JUNE 2011 - JUNE 2016 FOR CREDIT UNIONS >\$20 MILLION IN ASSETS; EXCLUDING SIGNIFICANT MERGERS.

LEADERS IN AVERAGE SHARE BALANCE

FOR U.S. CREDIT UNIONS > \$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Average Share Balance	Rk.	Credit Union	St.	Average Share Balance
1	PROGRESSIVE	NY	\$84,380	51	TECHNOLOGY	CA	\$24,377
2	LUFTHANSA EMP.	NY	\$83,849	52	TACOMA LONGSHOREMEN	WA	\$24,278
3	EVANGELICAL CHRISTIAN	CA	\$70,726	53	CONNECTICUT STATE EMP.	CT	\$24,278
4	MELROSE	NY	\$70,224	54	KNOXVILLE TEACHERS	TN	\$24,167
5	LOMTO	NY	\$69,473	55	SANDIA LABORATORY	NM	\$24,161
6	MERCK EMP.	NJ	\$67,226	56	LATVIAN CLEVELAND	OH	\$24,133
7	SELF RELIANCE NEW YORK	NY	\$66,762	57	ALLIANT	IL	\$24,029
8	CALIFORNIA LITHUANIAN	CA	\$63,122	58	BOULDER DAM	NV	\$23,942
9	STAR ONE	CA	\$56,948	59	SCHLUMBERGER EMP.	TX	\$23,830
10	BANK-FUND STAFF	DC	\$45,080	60	POLAM	CA	\$23,493
11	LONG BEACH FIREMEN'S	CA	\$43,565	61	BAY RIDGE	NY	\$23,356
12	IDB-IIC	DC	\$41,987	62	SELF RELIANCE (NJ)	NJ	\$23,336
13	NCPD	NY	\$40,390	63	SAN DIEGO FIREFIGHTERS	CA	\$23,165
14	CALTECH EMP.	CA	\$40,368	64	VAH LYONS EMP.	NJ	\$22,961
15	WORKMEN'S CIRCLE	GA	\$40,030	65	DOW CHEMICAL EMP.	MI	\$22,861
16	SUMA YONKERS	NY	\$37,981	66	MCCONE COUNTY	MT	\$22,817
17	WCLA	WA	\$34,201	67	W-BEE	PA	\$22,741
18	PAHO-WHO	DC	\$33,894	68	SOUTH METRO	MN	\$22,329
19	UNITED NATIONS	NY	\$33,752	69	CONSUMERS	NY	\$22,328
20	APCO EMP.	AL	\$33,602	70	SAN FRANCISCO	CA	\$22,250
21	AEROSPACE	CA	\$31,357	71	UTILITIES EMP.	PA	\$22,225
22	HOMETOWN	ND	\$30,832	72	MIRAMAR	CA	\$22,116
23	PARSONS	CA	\$29,920	73	HOLY GHOST PARISH	IA	\$22,017
24	LONG BEACH CITY EMP.	CA	\$29,621	74	1ST NORTHERN CALIFORNIA	CA	\$22,014
25	UNILEVER	NJ	\$29,178	75	LOGIX	CA	\$21,896
26	EQT	PA	\$29,094	76	SEA WEST COAST GUARD	CA	\$21,878
27	CHABOT	CA	\$28,843	77	FOUNDATION	MO	\$21,876
28	STANFORD	CA	\$28,411	78	UKRAINIAN NATIONAL	NY	\$21,854
29	OAS STAFF	DC	\$28,242	79	DENVER FIRE DEPARTMENT	CO	\$21,779
30	MEAD COATED BOARD	AL	\$28,237	80	COUNTRY HERITAGE	MI	\$21,740
31	F&A	CA	\$27,967	81	SM	KS	\$21,490
32	VISION ONE	CA	\$27,956	82	DEERE EMP.	IL	\$21,404
33	SAN MATEO CITY EMP.	CA	\$27,895	83	ANDIGO	IL	\$21,056
34	FIREFIGHTERS FIRST	CA	\$27,451	84	ABBOTT LABORATORIES EMP.	IL	\$20,958
35	DAKOTA WEST	ND	\$27,166	85	WHITEFISH	MT	\$20,954
36	TRIBORO POSTAL	NY	\$26,965	86	EAST COUNTY SCHOOLS	CA	\$20,937
37	CASCADE	WA	\$26,498	87	HOUSTON POLICE	TX	\$20,906
38	APCI	PA	\$26,283	88	DAWSON CO-OP	MN	\$20,812
39	STATE FARM	IL	\$26,104	89	NOVARTIS	NJ	\$20,752
40	COMMUNITY	ND	\$26,025	90	CALIF. STATE & FEDERAL EMP. #20	CA	\$20,702
41	GLENDALE AREA SCHOOLS	CA	\$25,725	91	NORTHWESTERN MUTUAL	WI	\$20,671
42	LUSO	MA	\$25,196	92	DAKOTA TELCO	ND	\$20,644
43	UKRAINIAN SELFRELIANCE	PA	\$25,158	93	NORTHWEST COMMUNITY	IL	\$20,608
44	AAEC	IL	\$25,126	94	CENTRAL HUDSON EMP.	NY	\$20,588
45	UKRAINIAN SELFRELIANCE MICHIGAN	MI	\$25,065	95	AMERICAN AIRLINES	TX	\$20,534
46	ISLAND	NY	\$25,039	96	SRI	CA	\$20,487
47	BOSTON FIREFIGHTERS	MA	\$24,916	97	PREMIER AMERICA	CA	\$20,415
48	SHELL WESTERN STATES	CA	\$24,698	98	CLEVELAND SELFRELIANCE	OH	\$20,332
49	CHEVRON	CA	\$24,553	99	BETHPAGE	NY	\$20,296
50	HONEA	HI	\$24,449	100	POLISH NATIONAL	MA	\$20,210

U.S. AVERAGE **\$10,106**

LEADERS IN SHARE DRAFT PENETRATION

FOR U.S. CREDIT UNIONS > \$20M IN ASSETS | DATA AS OF 06.30.16

Rk	Credit Union	St.	Members With Share Draft Account	Share Draft Accounts	Average Share Balance	Assets
1	COMMUNITY	CA	192.86%	10,839	\$13,861	\$89,458,385
2	MIDMINNESOTA	MN	158.02%	60,800	\$6,753	\$305,504,784
3	ARC	PA	140.99%	17,691	\$5,624	\$77,018,306
4	NUMERICA	WA	122.80%	152,186	\$11,698	\$1,735,189,667
5	DC TEACHERS	DC	117.56%	6,541	\$7,156	\$45,873,318
6	POWER FINANCIAL	FL	110.03%	32,718	\$15,192	\$569,776,067
7	IDB-IIC	DC	108.65%	10,960	\$41,987	\$544,843,154
8	ALABAMA CENTRAL	AL	105.91%	18,929	\$6,807	\$135,294,191
9	CITY & COUNTY	MN	103.69%	40,032	\$10,838	\$476,294,586
10	IBM SOUTHEAST EMP.	FL	102.59%	74,600	\$11,189	\$929,342,042
11	ENTRUST FINANCIAL	VA	100.76%	10,673	\$6,935	\$79,708,696
12	PACIFIC MARINE	CA	96.65%	75,116	\$8,130	\$763,898,664
13	COMMUNITY SOUTH	FL	95.91%	9,700	\$9,376	\$110,970,996
14	1ST ADVANTAGE	VA	95.41%	54,514	\$9,183	\$634,223,164
15	AMERICA'S CHRISTIAN	CA	93.70%	80,077	\$3,430	\$328,085,243
16	ALTERNATIVES	NY	92.01%	9,138	\$8,775	\$100,585,897
17	DESERT VALLEYS	CA	91.01%	3,362	\$7,519	\$30,016,815
18	PAHO-WHO	DC	89.05%	4,463	\$33,894	\$207,756,271
19	ARIZONA	AZ	88.18%	109,026	\$9,658	\$1,436,880,483
20	ANHEUSER-BUSCH EMP.	MO	87.70%	106,680	\$11,521	\$1,593,191,605
21	CONSUMERS	IL	87.43%	74,270	\$9,886	\$926,681,540
22	WINSTON-SALEM	NC	86.57%	10,669	\$4,278	\$62,619,026
23	FLORIDA CENTRAL	FL	85.68%	44,865	\$7,460	\$428,461,408
24	ARROWHEAD CENTRAL	CA	85.51%	109,752	\$6,746	\$1,034,909,261
25	SECURITY FIRST	TX	85.20%	41,938	\$7,012	\$381,009,143
26	TROPICAL FINANCIAL	FL	84.84%	45,326	\$11,109	\$659,324,198
27	POLICE AND FIRE	PA	84.45%	204,789	\$15,214	\$4,519,433,789
28	NORTHWOODS COMMUNITY	WI	84.29%	6,863	\$8,040	\$73,031,548
29	OLYMPIA	WA	83.43%	2,879	\$9,053	\$34,400,174
30	BECU	WA	83.22%	808,295	\$13,658	\$15,136,255,033
31	UNIVERSITY	TX	83.17%	173,059	\$8,826	\$2,053,907,695
32	ONPOINT COMMUNITY	OR	82.89%	252,665	\$11,871	\$4,181,816,606
33	SANTA CLARA COUNTY	CA	82.59%	39,377	\$12,786	\$675,799,715
34	SOLANO FIRST	CA	82.45%	8,228	\$12,128	\$131,705,882
35	SOUTHWEST AIRLINES	TX	81.93%	38,327	\$7,788	\$416,220,645
36	NAVIGANT	RI	81.93%	55,965	\$19,918	\$1,722,892,040
37	TWIN RIVERS	NY	81.77%	2,399	\$8,823	\$28,989,829
38	VERIDIAN	IA	81.33%	162,420	\$13,228	\$2,988,489,043
39	SERVICE	NH	81.22%	185,825	\$10,479	\$2,982,130,144
40	WESTSTAR	NV	81.15%	17,589	\$6,302	\$157,924,249
41	ONE NEVADA	NV	80.91%	62,744	\$8,935	\$795,344,056
42	BANK-FUND STAFF	DC	80.90%	68,318	\$45,080	\$4,320,885,916
43	TECHNOLOGY	CA	80.31%	60,905	\$24,377	\$2,078,802,594
44	PEOPLE'S COMMUNITY	WA	79.69%	9,794	\$14,035	\$195,922,268
45	MID-ATLANTIC	MD	79.61%	19,704	\$11,314	\$301,563,051
46	FIREFIGHTERS FIRST	CA	79.57%	28,169	\$27,451	\$1,092,502,100
47	UNIVERSITY OF WISCONSIN	WI	79.50%	170,497	\$9,313	\$2,241,348,946
48	OAS STAFF	DC	79.28%	4,994	\$28,242	\$193,195,876
49	WATERFRONT	WA	79.12%	4,571	\$9,210	\$58,344,805
50	SAN DIEGO COUNTY	CA	79.07%	255,079	\$20,018	\$7,546,233,777
U.S. AVERAGE			55.54%	9,809	\$10,106	\$211,333,127

LEADERS IN DIVIDEND PAYOUT RATIO

FOR U.S. CREDIT UNIONS > \$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Dividends/Income	Dividends	Income	Assets
1	BUCKS COUNTY EMP.	PA	69.35%	\$297,981	\$429,702	\$35,997,731
2	MERCK EMP.	NJ	60.90%	\$9,856,244	\$16,184,626	\$1,965,022,222
3	LUFTHANSA EMP.	NY	60.03%	\$440,993	\$734,677	\$96,484,533
4	SAN JOAQUIN POWER EMP.	CA	56.80%	\$1,085,304	\$1,910,824	\$132,555,219
5	BUTLER COUNTY TEACHERS	PA	53.36%	\$150,460	\$281,953	\$27,502,044
6	PUBLIC SERVICE PLAZA	NJ	51.40%	\$80,266	\$156,173	\$20,674,699
7	SELF RELIANCE NEW YORK	NY	49.17%	\$9,841,762	\$20,014,786	\$1,213,006,628
8	PITTSBURGH CITY HALL EMP.	PA	47.77%	\$368,620	\$771,604	\$50,884,657
9	CONNECTICUT STATE EMP.	CT	45.56%	\$5,789,910	\$12,709,527	\$1,751,054,070
10	MEAD COATED BOARD	AL	45.27%	\$273,219	\$603,482	\$52,108,038
11	EQT	PA	44.53%	\$146,894	\$329,843	\$40,608,483
12	STATE FARM	IL	42.41%	\$13,762,891	\$32,454,706	\$3,969,169,724
13	TRIBORO POSTAL	NY	41.73%	\$653,993	\$1,567,127	\$132,195,807
14	HOWARD COUNTY SCHOOL EMP.	IN	41.17%	\$136,100	\$330,574	\$32,900,813
15	SM	KS	40.82%	\$319,314	\$782,283	\$64,292,707
16	VAH LYONS EMP.	NJ	39.83%	\$284,734	\$714,843	\$44,389,920
17	DAKOTA TELCO	ND	39.06%	\$55,662	\$142,513	\$21,118,235
18	YONKERS TEACHERS	NY	38.84%	\$240,294	\$618,630	\$57,827,895
19	BEAUREGARD SCHOOL EMP.	LA	37.36%	\$108,587	\$290,613	\$21,213,613
20	RAILROAD	AL	36.82%	\$394,556	\$1,071,509	\$106,576,099
21	FIRESTONE	OH	36.54%	\$615,896	\$1,685,508	\$204,155,439
22	CALTECH EMP.	CA	34.71%	\$6,149,033	\$17,715,163	\$1,442,667,305
23	INTERNAL REVENUE EMP.	NC	33.81%	\$72,144	\$213,375	\$21,692,345
24	SUMA YONKERS	NY	33.80%	\$1,611,544	\$4,768,022	\$314,425,041
25	AFLAC	GA	33.49%	\$931,227	\$2,780,884	\$187,505,092
26	CALIFORNIA LITHUANIAN	CA	33.07%	\$573,179	\$1,733,164	\$113,105,771
27	COLUMBIA POST OFFICE	SC	32.79%	\$147,489	\$449,755	\$34,322,436
28	MCBRYDE	HI	32.62%	\$324,054	\$993,489	\$88,808,691
29	HOLY GHOST PARISH	IA	32.23%	\$59,919	\$185,912	\$27,257,461
30	UTILITIES EMP.	PA	32.21%	\$4,756,759	\$14,767,028	\$1,153,660,822
31	LANAI	HI	30.91%	\$85,673	\$277,201	\$26,438,273
32	APCO EMP.	AL	30.89%	\$9,881,987	\$31,985,973	\$2,706,714,944
33	AMERICAN AIRLINES	TX	30.77%	\$28,909,280	\$93,954,113	\$6,093,859,555
34	ED-MED	NY	30.64%	\$103,466	\$337,684	\$23,904,005
35	INDIANAPOLIS POST OFFICE	IN	30.50%	\$199,938	\$655,615	\$57,083,902
36	GENERAL ELECTRIC	OH	30.16%	\$12,981,420	\$43,039,262	\$2,433,372,380
37	PRR SOUTH FORK	PA	29.86%	\$110,506	\$370,029	\$42,023,223
38	ECCO	FL	29.50%	\$115,264	\$390,709	\$22,986,810
39	HONEA	HI	29.45%	\$89,501	\$303,954	\$25,343,480
40	LOMTO	NY	29.29%	\$1,547,304	\$5,283,137	\$252,947,142
41	ALLIANT	IL	29.16%	\$38,479,877	\$131,940,176	\$9,137,887,323
42	UKRAINIAN SELFRELIANCE	PA	28.69%	\$1,155,068	\$4,026,537	\$281,900,186
43	MONROE COUNTY TEACHERS	FL	28.66%	\$222,796	\$777,376	\$28,439,418
44	FOUR CORNERS	NM	28.38%	\$225,154	\$793,334	\$27,525,722
45	HELCO	HI	28.34%	\$171,852	\$606,373	\$41,093,175
46	BAY RIDGE	NY	28.19%	\$1,294,437	\$4,592,127	\$203,744,056
47	BOPTI	CA	27.21%	\$345,004	\$1,267,960	\$69,106,894
48	NCPD	NY	27.07%	\$2,365,553	\$8,739,575	\$730,375,206
49	CHATTANOOGA AREA SCHOOLS	TN	26.66%	\$411,166	\$1,542,061	\$148,919,204
50	TACOMA LONGSHOREMEN	WA	26.56%	\$277,542	\$1,044,864	\$84,587,259
U.S. AVERAGE			8.35%	\$405,745	\$4,859,615	\$211,333,127

INVESTMENTS & BORROWINGS

DECLINING MATURITY AND FAST LOAN GROWTH UNDERPIN INCREASED LIQUIDITY

In the face of an uncertain rate environment and loan growth that is outpacing share growth, credit unions have drawn down their investments to increase liquidity. That increased liquidity coupled with a larger membership base allowed credit unions to originate more than \$218.4 billion in loans in the first six months of 2016 — an all-time high.

In the second quarter of 2016, the industry reported a slight annual growth of 0.4% in investments. This is the first year-over-year growth for second quarter since June 30, 2013.

Meanwhile, investment maturities are declining. In one year or less, 44.3% of credit union investments are set to mature. In fact, cash and investments maturing in one year or less are the only investment account to post an annual increase. Investments maturing in more than 10 years posted an annual decline of 18.5% as of June 30, 2016. That's the largest decline of any investment account.

As of second quarter 2016, credit union investments are concentrated in agency securities and cash at other financial institutions. These accounts comprised 46.2% and 17.7%, respectively, of the investment portfolio.

Despite slow growth, investments are yielding higher profits. As of June 30, 2016, the average yield on investment at credit unions was 1.35%. That's 12 basis points higher than one year ago but still below the June 30, 2000, high of 6.78%.

Borrowings were up 7.1% to top \$47.3 billion. Unlike the investment portfolio, credit union borrowings are growing in maturity. Borrowings maturing in one to three years posted the most growth, expanding 36.1% year-over-year, followed by borrowings maturing in more than three years, which grew 21.4%. Borrowings maturing in one year or less posted a 13.4% decline in balances over the past 12 months.



CASE STUDY

INFINITY'S HOW-TO GUIDE FOR
SUCCESSFUL MBS INVESTING

INFINITY CREDIT UNION / PORTLAND, ME / ASSETS: \$316.1M / MEMBERS: 15,495

Infinity Credit Union (\$316.1M, Portland, ME) has bested its peers in investment income in the past several years, after losing its chief lending officer and lending focus in 2009.

Between 2010 and 2015, the Maine credit union generated more than \$10.4 million in net income, including more than \$5.8 million in gains from selling securities, says veteran CFO Mike O'Brien.

As of the second quarter of 2016, the credit union held \$90.1 million in investments, according to Callahan's Peer-To-Peer software.

"We planned to reduce investments as the loans grew," O'Brien says. "But the loan volume did not come until recently, so we've stuck to our investment strategy."

Infinity trades in three different tiers of mortgage-backed securities from Ginnie Mae, Fannie Mae, and Freddie Mac. O'Brien uses the highest-rated securities as collateral to borrow from the Fed.

"These are safe investments if you take the time to read the prospectus," O'Brien says. "A lot of people don't want to read it, but I do."

The duration of the investments change constantly as the credit union buys and sells hundreds of lots every month; twice Infinity sold more than 1,000 total in a single month.

"We don't own bonds that only pay interest until maturity or when called," O'Brien says. "Only bonds that pay monthly principal and interest."

There are several other keys for success here. That includes board support, quick accounting, free securities safekeeping (O'Brien uses Raymond James), staying current on investment prices, strong broker relationships, and making the time commitment to do it right. And not least: the NCUA, which insists on strict ALM standards and meticulous documentation of every trade.

"The NCUA has been fair with us over the years," O'Brien says. "But it also examines the heck out of us annually."

Under new CEO Liz Hayes, the credit union has been focusing on loan growth, hitting new institutional highs that should relieve some of the pressure to invest so aggressively. O'Brien now hopes to keep the portfolio size about the same while the credit union increases its lending portfolio.

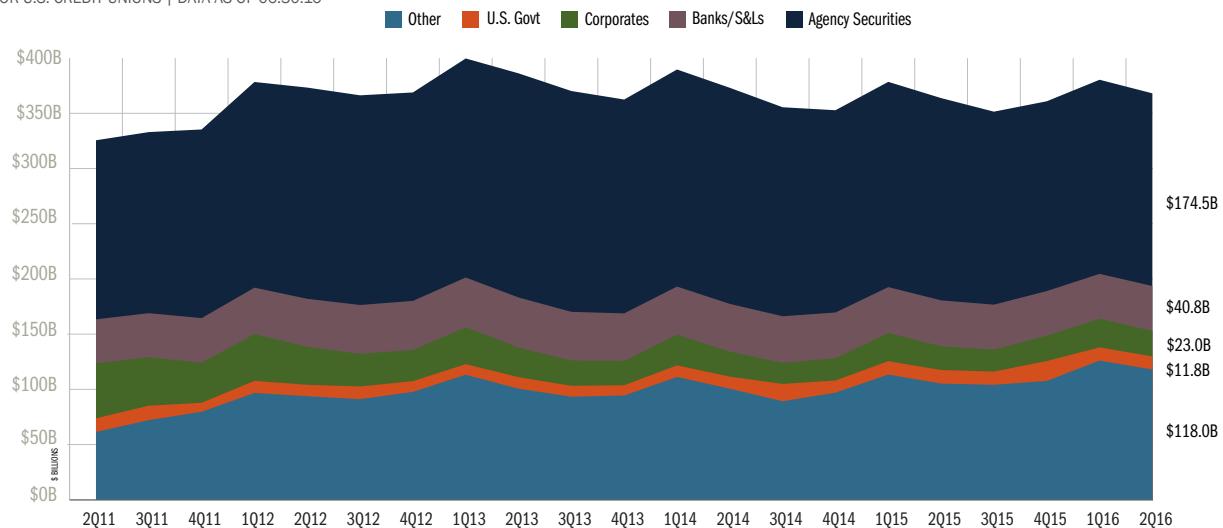
"Our goal was always to grow loans," the Infinity CFO says. "Until we did, we were going to take advantage of investments."

Get the full story about Infinity Credit Union and its investment strategies. Read "How To Make Investments Pay Dividends" at CreditUnions.com.

INVESTMENTS & BORROWINGS

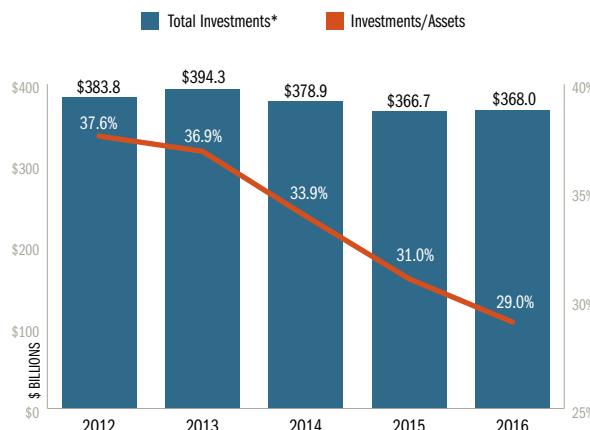
5-YEAR INVESTMENT PORTFOLIO COMPOSITION

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



INVESTMENTS & INVESTMENTS/ASSETS

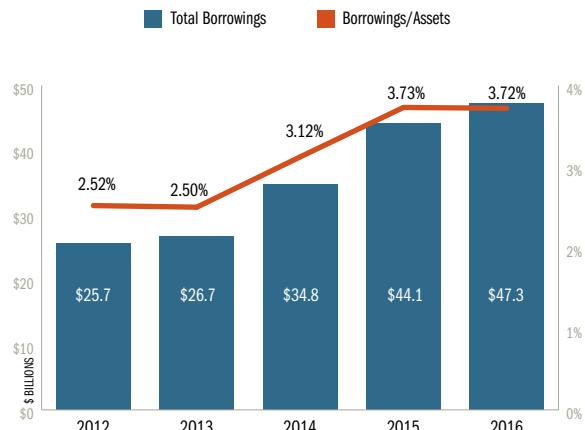
FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



*EXCLUDES CASH ON HAND

OUTSTANDING BORROWINGS & BORROWINGS/ASSETS

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



AVERAGE INVESTMENT YIELD*

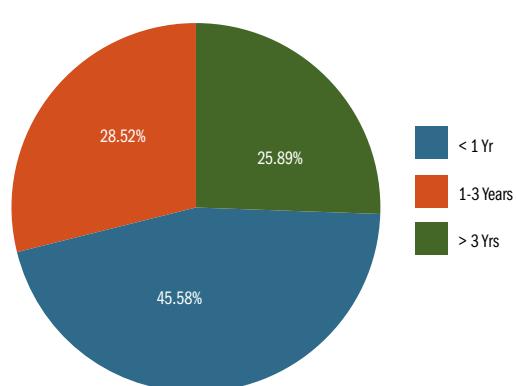
FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



*EXCLUDES NON-OPERATING GAINS/LOSSES ON INVESTMENTS

INVESTMENT MATURITIES

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



SOURCE: CALLAHAN & ASSOCIATES

LEADERS IN INVESTMENTS-TO-ASSETS

FOR U.S. CREDIT UNIONS > \$50M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Investments/Assets	Investments	Yield On Investments*	Assets
1	YONKERS TEACHERS	NY	92.27%	\$53,358,918	1.53%	\$57,827,895
2	TRIBORO POSTAL	NY	90.19%	\$119,222,333	1.85%	\$132,195,807
3	LUFTHANSA EMP.	NY	90.08%	\$86,914,372	1.38%	\$96,484,533
4	LINCOLN PARK COMMUNITY	MI	90.00%	\$48,347,650	1.52%	\$53,717,517
5	MERCK EMP.	NJ	89.09%	\$1,750,612,448	1.39%	\$1,965,022,222
6	MCBRYDE	HI	87.05%	\$77,306,674	1.79%	\$88,808,691
7	RAILROAD	AL	84.90%	\$90,481,130	1.31%	\$106,576,099
8	FIRESTONE	OH	84.51%	\$172,538,336	1.15%	\$204,155,439
9	MCT	NY	84.38%	\$44,194,296	1.35%	\$52,372,586
10	B-M S	NJ	83.89%	\$90,397,059	1.26%	\$107,755,160
11	CRANSTON MUNICIPAL EMP.	RI	83.30%	\$48,804,515	1.68%	\$58,586,200
12	AFLAC	GA	82.18%	\$154,094,351	1.56%	\$187,505,092
13	COMMUNITY	ND	81.97%	\$133,166,916	1.25%	\$162,458,273
14	INDIANAPOLIS POST OFFICE	IN	81.93%	\$46,767,319	1.73%	\$57,083,902
15	HMSA EMP.	HI	81.73%	\$56,398,147	1.37%	\$69,009,575
16	MEAD COATED BOARD	AL	80.66%	\$42,028,913	1.26%	\$52,108,038
17	CONNECTICUT STATE EMP.	CT	80.63%	\$1,411,827,209	0.85%	\$1,751,054,070
18	MOBILE EDUCATORS	AL	80.51%	\$64,335,552	1.53%	\$79,914,002
19	SHELL WESTERN STATES	CA	79.65%	\$82,084,300	1.33%	\$103,050,746
20	F&A	CA	79.58%	\$1,218,879,707	2.30%	\$1,531,550,910
21	CENSUS	DC	78.37%	\$45,643,128	1.55%	\$58,242,950
22	ATLANTIC CITY ELECTRIC CO. EMP.	NJ	78.06%	\$47,315,779	1.32%	\$60,614,701
23	SCHLUMBERGER EMP.	TX	77.56%	\$665,150,969	1.19%	\$857,606,592
24	CBW SCHOOLS	PA	77.21%	\$82,238,420	1.45%	\$106,517,806
25	CALIFORNIA STATE & FEDERAL EMP. #20	CA	77.15%	\$100,634,543	1.13%	\$130,433,038
26	AEROSPACE	CA	77.05%	\$289,018,256	1.79%	\$375,111,019
27	LOUVIERS	DE	76.96%	\$223,277,154	1.74%	\$290,103,579
28	B&V	KS	76.73%	\$51,017,801	1.14%	\$66,492,913
29	STATE FARM	IL	75.90%	\$3,012,737,317	0.93%	\$3,969,169,724
30	HUNTINGTON BEACH CITY EMP.	CA	75.76%	\$40,913,830	1.09%	\$54,002,324
31	GLENDALE AREA SCHOOLS	CA	75.54%	\$259,434,658	1.59%	\$343,460,710
32	EDINBURG TEACHERS	TX	75.18%	\$66,142,291	2.27%	\$87,983,777
33	FIRSTENERGY CHOICE	PA	75.12%	\$40,613,280	1.07%	\$54,066,867
34	COUNTY EDUCATORS	NJ	74.85%	\$75,350,012	1.04%	\$100,673,159
35	METRO MEDICAL	TX	74.73%	\$53,830,542	1.14%	\$72,032,207
36	NCPD	NY	74.37%	\$543,172,772	1.80%	\$730,375,206
37	UKRAINIAN SELFRELIANCE MICHIGAN	MI	74.30%	\$86,921,823	1.31%	\$116,986,525
38	AAEC	IL	74.23%	\$57,584,308	1.10%	\$77,570,656
39	CORNER POST	PA	73.92%	\$62,656,048	1.22%	\$84,756,399
40	UTILITIES EMP.	PA	73.89%	\$852,471,878	1.73%	\$1,153,660,822
41	CITIZENS	TX	73.61%	\$93,258,049	1.73%	\$126,699,201
42	KBR HERITAGE	TX	73.59%	\$66,766,999	0.84%	\$90,731,487
43	BEST REWARD	OH	73.51%	\$113,627,920	1.22%	\$154,583,015
44	SOUTH FLORIDA EDUCATIONAL	FL	73.42%	\$743,616,707	1.12%	\$1,012,762,404
45	FLINT AREA SCHOOL EMP.	MI	73.25%	\$290,172,904	1.49%	\$396,142,583
46	PITTSBURGH CITY HALL EMP.	PA	73.21%	\$37,251,019	2.39%	\$50,884,657
47	LAN-FAIR	OH	73.20%	\$38,945,835	1.24%	\$53,208,189
48	TACOMA LONGSHOREMEN	WA	73.01%	\$61,760,055	1.60%	\$84,587,259
49	HIBBING COOPERATIVE	MN	72.89%	\$51,450,362	0.81%	\$70,587,724
50	CHABOT	CA	72.86%	\$51,137,852	1.50%	\$70,190,201
U.S. AVERAGE			28.97%	\$61,226,620	1.34%	\$211,333,127

*INCLUDES NON-OPERATING GAINS/LOSSES ON INVESTMENTS.

LEADERS IN AVERAGE INVESTMENT YIELD

FOR U.S. CREDIT UNIONS > \$50M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Yield On Investments*	Investments > 1 Year	Investments/Assets	Total Investments	Assets
1	KINECTA	CA	13.35%	11.20%	4.35%	\$169,444,429	\$3,891,022,831
2	VANTAGE WEST	AZ	4.98%	80.24%	2.82%	\$45,230,058	\$1,606,712,614
3	TRUWEST	AZ	4.19%	25.45%	10.46%	\$99,309,900	\$949,212,106
4	COMMUNITY ALLIANCE	MI	3.76%	44.86%	2.30%	\$2,401,786	\$104,460,162
5	INFINITY	ME	3.53%	83.79%	28.52%	\$90,142,597	\$316,092,125
6	GENERATIONS	TX	3.49%	88.12%	20.22%	\$124,495,340	\$615,770,170
7	CHROME	PA	3.43%	52.78%	10.33%	\$14,147,692	\$137,012,788
8	CBC	CA	3.33%	50.38%	43.71%	\$192,998,445	\$441,496,981
9	CO-OP	WI	3.28%	18.80%	5.58%	\$16,431,875	\$294,405,042
10	UTICA GAS & ELECTRIC EMP.	NY	3.24%	72.44%	37.28%	\$22,695,015	\$60,885,209
11	KEYPOINT	CA	3.18%	69.03%	14.54%	\$156,947,851	\$1,079,743,632
12	NORTHERN STAR	VA	3.17%	50.69%	39.61%	\$33,059,925	\$83,460,615
13	LAFAYETTE	MD	3.06%	46.61%	12.50%	\$60,863,996	\$487,069,082
14	CLARITY	ID	3.06%	22.65%	7.65%	\$4,852,225	\$63,458,052
15	OUR COMMUNITY	WA	2.97%	7.48%	50.08%	\$165,109,981	\$329,703,120
16	CITADEL	PA	2.89%	77.33%	3.64%	\$94,526,922	\$2,600,086,378
17	WESCOM	CA	2.87%	63.04%	42.66%	\$1,434,869,199	\$3,363,500,030
18	ROGUE	OR	2.85%	51.61%	19.42%	\$228,979,185	\$1,178,858,100
19	LEOMINSTER	MA	2.78%	99.31%	28.37%	\$181,276,629	\$639,068,456
20	TOWN & COUNTRY	ME	2.77%	53.26%	5.64%	\$17,835,364	\$316,159,907
21	ATHOL	MA	2.71%	86.33%	34.66%	\$34,256,971	\$98,843,464
22	WORKERS	MA	2.65%	65.79%	27.85%	\$402,118,502	\$1,444,106,702
23	ISLAND	NY	2.64%	95.98%	48.78%	\$548,739,913	\$1,124,851,681
24	WILDFIRE	MI	2.63%	83.30%	41.32%	\$299,046,737	\$723,691,367
25	DEPARTMENT OF COMMERCE	DC	2.62%	11.12%	45.87%	\$187,411,390	\$408,599,970
26	AMERICU	NY	2.61%	28.80%	5.55%	\$73,898,574	\$1,331,948,712
27	SKYWARD	KS	2.61%	93.41%	58.17%	\$158,132,503	\$271,862,669
28	HERCULES	UT	2.60%	73.58%	55.98%	\$35,801,092	\$63,955,528
29	CHIEF FINANCIAL	MI	2.58%	25.11%	1.05%	\$1,709,437	\$162,392,138
30	INVESTEX	TX	2.57%	85.75%	36.25%	\$68,226,977	\$188,218,588
31	ESL	NY	2.57%	63.36%	55.28%	\$3,270,542,669	\$5,916,471,237
32	NEW DIMENSIONS	ME	2.55%	11.34%	5.91%	\$4,921,260	\$83,247,468
33	BUFFALO SERVICE	NY	2.54%	31.81%	58.48%	\$30,726,364	\$52,537,798
34	3RIVERS	IN	2.54%	79.49%	26.04%	\$218,572,791	\$839,265,921
35	ARCADIA	WI	2.51%	42.75%	18.79%	\$12,945,268	\$68,897,205
36	CREDIT UNION OF SOUTHERN CALIFORNIA	CA	2.48%	86.07%	49.38%	\$535,701,965	\$1,084,884,034
37	CENTRAL JERSEY	NJ	2.48%	16.56%	43.78%	\$33,466,827	\$76,443,433
38	YORK COUNTY	ME	2.47%	34.95%	10.83%	\$26,690,009	\$246,522,647
39	TTCU THE CREDIT UNION	OK	2.45%	86.76%	24.90%	\$419,875,578	\$1,686,534,332
40	NORTHWEST COMMUNITY	OR	2.45%	16.44%	6.43%	\$69,611,322	\$1,083,319,444
41	DESERT SCHOOLS	AZ	2.44%	67.36%	54.64%	\$2,184,758,458	\$3,998,778,942
42	TRONA VALLEY COMMUNITY	WY	2.43%	52.56%	12.40%	\$21,644,187	\$174,610,890
43	MICHIGAN FIRST	MI	2.43%	90.21%	30.68%	\$239,565,190	\$780,824,761
44	MONTEREY	CA	2.41%	74.45%	40.93%	\$92,316,767	\$225,543,831
45	HEALTHCARE SYSTEMS	VA	2.39%	78.11%	33.00%	\$21,566,105	\$65,360,081
46	PITTSBURGH CITY HALL EMP.	PA	2.39%	86.50%	73.21%	\$37,251,019	\$50,884,657
47	TEXAS TRUST	TX	2.37%	87.97%	12.98%	\$122,670,628	\$945,098,481
48	HUDSON RIVER FINANCIAL	NY	2.37%	72.80%	54.74%	\$28,392,148	\$51,865,718
49	AIR FORCE	TX	2.37%	28.60%	24.29%	\$92,609,711	\$381,342,955
50	UNIVERSITY	ME	2.37%	82.61%	11.65%	\$31,072,770	\$266,701,260
U.S. AVERAGE			1.34%	54.42%	28.97%	\$61,226,620	\$211,333,127

*INCLUDES NON-OPERATING GAINS/LOSSES ON INVESTMENTS.

LEADERS IN BORROWINGS-TO-ASSETS

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS* | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Borrowings/Assets	Borrowings	Loans-To-Shares	Assets
1	ESL	NY	30.30%	\$1,792,803,761	76.83%	\$5,916,471,237
2	ATHOL	MA	29.95%	\$29,600,000	100.95%	\$98,843,464
3	MARINE	WI	26.47%	\$176,264,000	124.30%	\$665,973,169
4	INFINITY	ME	23.75%	\$75,060,822	97.14%	\$316,092,125
5	SHARONVIEW	SC	23.45%	\$305,000,000	136.60%	\$1,300,377,746
6	WORKERS	MA	22.47%	\$324,473,592	105.41%	\$1,444,106,702
7	STAR ONE	CA	21.53%	\$1,759,400,000	62.84%	\$8,171,941,931
8	LEOMINSTER	MA	20.27%	\$129,510,000	95.83%	\$639,068,456
9	FAIRFAX COUNTY	VA	20.16%	\$77,101,180	99.60%	\$382,356,616
10	HOPE	MS	19.82%	\$36,508,102	94.33%	\$184,171,801
11	HOLYOKE	MA	19.59%	\$33,480,910	89.86%	\$170,924,767
12	BEST REWARD	OH	19.41%	\$30,000,000	34.02%	\$154,583,015
13	NAVY	VA	18.51%	\$14,405,555,366	103.82%	\$77,830,150,313
14	BELLWETHER COMMUNITY	NH	18.38%	\$81,675,000	106.84%	\$444,278,489
15	HOMEFIELD	MA	18.35%	\$25,000,000	100.85%	\$136,219,397
16	WEOKIE	OK	18.02%	\$187,887,510	74.93%	\$1,042,403,771
17	ALPS	AK	17.82%	\$10,550,000	103.40%	\$59,200,112
18	IH	OH	17.49%	\$52,547,414	82.95%	\$300,440,589
19	UNITED	MI	17.25%	\$362,900,000	123.59%	\$2,103,323,416
20	ARKANSAS	AR	16.71%	\$179,471,822	106.21%	\$1,074,146,557
21	FIRST TECH	CA	16.64%	\$1,515,528,860	99.71%	\$9,109,027,385
22	FALL RIVER MUNICIPAL EMP.	MA	16.25%	\$32,708,716	78.56%	\$201,320,050
23	LIBERTY BAY	MA	15.97%	\$105,024,726	97.47%	\$657,644,501
24	PROGRESSIVE	NY	15.13%	\$96,040,982	199.05%	\$634,674,596
25	ST. MARY'S	MA	14.96%	\$117,584,123	103.02%	\$785,779,869
26	AMERICAN HERITAGE	PA	14.86%	\$260,396,976	75.98%	\$1,752,373,336
27	AMERICAN FIRST	CA	14.81%	\$90,000,000	74.23%	\$607,592,879
28	HOOSIER HILLS	IN	14.63%	\$67,089,766	109.89%	\$458,461,574
29	CRESCENT	MA	14.55%	\$62,320,000	117.27%	\$428,379,875
30	TEXAS TRUST	TX	14.13%	\$133,551,653	103.72%	\$945,098,481
31	CARTER	LA	13.86%	\$35,984,400	109.04%	\$259,583,960
32	ALLIANCE	MO	13.72%	\$32,355,300	109.44%	\$235,847,811
33	FIRST	IA	13.61%	\$15,500,000	110.33%	\$113,847,479
34	SAN ANTONIO	TX	13.57%	\$390,375,104	126.16%	\$2,877,204,239
35	FOX COMMUNITIES	WI	13.27%	\$160,158,867	114.42%	\$1,206,793,591
36	TEACHERS	IN	12.96%	\$379,037,019	108.10%	\$2,924,966,860
37	WESCOM	CA	12.66%	\$425,944,373	66.94%	\$3,363,500,030
38	UNIVERSITY OF IOWA COMMUNITY	IA	12.65%	\$454,000,000	115.90%	\$3,587,521,024
39	KEMBA FINANCIAL	OH	12.65%	\$135,412,098	99.17%	\$1,070,297,643
40	FREEDOM FIRST	VA	12.60%	\$55,875,000	95.78%	\$443,428,253
41	BRIDGEWATER	MA	12.43%	\$43,510,800	96.25%	\$350,139,602
42	LINN AREA	IA	12.38%	\$46,725,290	102.19%	\$377,412,076
43	GFA	MA	12.35%	\$58,001,135	67.72%	\$469,509,158
44	FAMILY TRUST	SC	12.25%	\$52,600,000	94.00%	\$429,502,202
45	PAWTUCKET	RI	12.17%	\$226,417,056	112.14%	\$1,860,054,384
46	SELF-HELP	NC	12.16%	\$81,000,000	95.03%	\$665,982,102
47	SOUTHBRIDGE	MA	12.15%	\$20,613,455	99.06%	\$169,617,622
48	PALMETTO CITIZENS	SC	11.86%	\$86,296,911	77.74%	\$727,324,332
49	COLLINS COMMUNITY	IA	11.72%	\$115,000,949	97.09%	\$980,926,585
50	CANYON STATE	AZ	11.72%	\$21,806,893	76.51%	\$186,007,124
U.S. AVERAGE			3.72%	\$7,861,016	77.68%	\$211,333,127

*FOR U.S. CREDIT UNIONS >\$20 MILLION IN ASSETS AND BORROWINGS >\$5 MILLION.

INTEREST INCOME HELPS REVENUE REACH NEARLY \$30 BILLION

Total revenue for all credit unions topped \$29.0 billion in the second quarter of 2016. The industry's 8.0% revenue growth rate was largely driven by interest income; however, non-interest income also contributed to the rise in total revenue. Interest income increased \$21.1 billion and NII income increased \$8.4 billion through June 30, 2016.

Other operating income increased 7.6% year-over-year, pushing NII to new heights. Fee income increased 4.4% annually, reaching \$3.8 billion at midyear. Sales of first mortgages to the secondary market was another boon for other operating income. In the first six months of 2016, credit unions sold 36.7% — totaling \$23.6 billion — of first mortgage originations. Sales to the secondary market continue to be a source of revenue and provides additional liquidity to credit unions.

Net loan income increased 2.4 percentage points year-over-year and reached \$4.8 billion as of June 30,

2016. At 8.8% annual growth, interest income was the main driver of net income growth.

Between second quarter 2015 and second quarter 2016, operating expenses to average assets declined 2 basis points to 3.0%. In the same period, return on assets dropped 3 basis points to 0.77%. This drop suggests credit unions are passing value onto members rather than retaining earnings. For example, credit unions now provide more electronic services than in the past.

Nationwide, credit unions posted a 10.9% net worth ratio. This has remained flat since second quarter 2015. Increases in expenses caused the efficiency ratio to increase slightly to 80.9% as of June 30, 2016. Collectively, the industry's net worth ratio at midyear remained well above the "well-capitalized" NCUA threshold.

CASE STUDY

SECU OF MARYLAND BOOSTS INCOME WITH PARTICIPATION LOANS

SECU OF MARYLAND / LINTHICUM, MD / ASSETS: \$3.1B / MEMBERS: 239,054

SECU of Maryland (\$3.1B, Linthicum, MD) knows loan participations can be a valuable tool to earn income, especially as investment yields remain at historically low levels and increasing the lending portfolio remains a challenge.

Kevin Kesecker, the credit union's vice president and chief lending officer, points to the difference in yield as just one reason it buys participation loans — after all, the Old Line State credit union reported a yield of 1.98% on investments and 3.91% on loans in the second quarter of 2016. But that increased yield doesn't mean the credit union is being risky.

"Most of the sellers are brought to us by brokers we have relationships with, some of whom we use for investments," Kesecker says. "We want to make sure, to the extent possible, the pool is similar to the types of loans we'd originate for our own members."

According to Kesecker, the credit union analyzes deals internally, beginning with evaluating the expected net return versus a comparable investment. He says SECU of Maryland also looks at the weighted average credit score, weighted average maturity, and collateral in the case of autos and mortgages.

If the credit union is interested, it puts together a letter of interest that outlines the terms of SECU's offer.

"If we have a competitive bid and the seller accepts our offer, we go into a full-blown, extensive due diligence process," Kesecker says.

That process includes investigating the lead originator, checking its financial rating through Bauer Financial, and conducting a loan-level review on 10% to 20% of the seller credit union's loans. At a minimum, Kesecker says he and his team look at the CLO and CFO reports to evaluate overall performance, and they use Callahan & Associates' CUAnalyzer tool for more in-depth analysis.

"We'll obtain the most recent call report and profile from the NCUA," Kesecker says. "And we'll typically go to the credit union's website for annual reports and audits."

SECU of Maryland also asks the seller for a copy of its org chart and any applicable policies and procedures that govern the loans in which SECU is interested. Depending on the size of the credit union, the SECU team might also ask for resumes of key lending personnel.

Get the full story about SECU of Maryland and its loan participation strategies. Read "How To Buy A Participation Loan" and watch Kevin Kesecker's webinar — "What I Want As A Loan Participation Buyer" — both at CreditUnions.com.

EARNINGS & CAPITAL

CREDIT UNION FINANCIAL MODEL

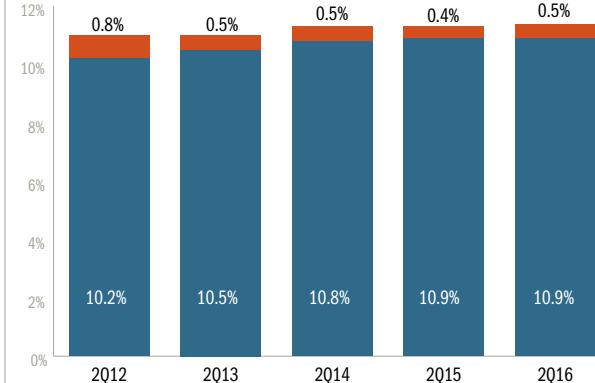
FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16
ALL DATA SHOWN AS A PERCENT OF AVERAGE ASSETS

	2006	2016	Difference
Net Interest Margin	3.09	2.88	-0.21
- Prov. For Loan Loss	0.30	0.36	0.06
- Operating Expenses	3.29	3.09	-0.20
+ Non-Interest Income	1.21	1.35	0.14
- Stabilization Expense	-	-	0.00
Return On Assets	0.87	0.77	-0.10

CAPITAL

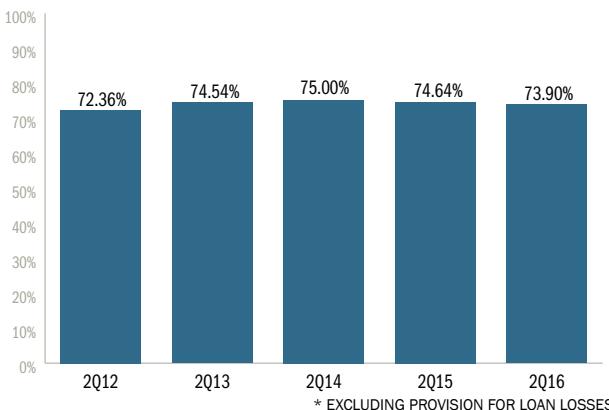
FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

Net Worth/Assets Additional Capital



EFFICIENCY RATIO*

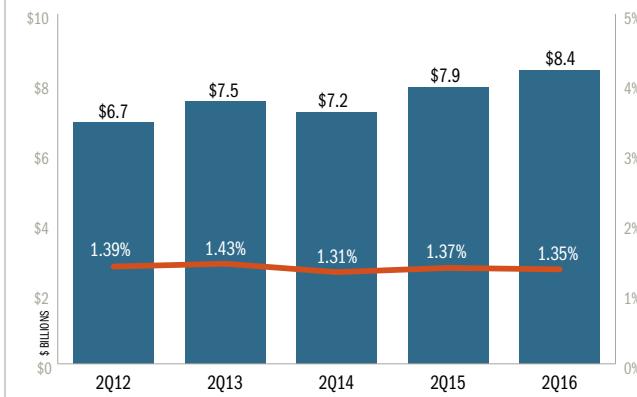
FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



NON-INTEREST INCOME & NII AS A PERCENT OF AVERAGE ASSETS

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

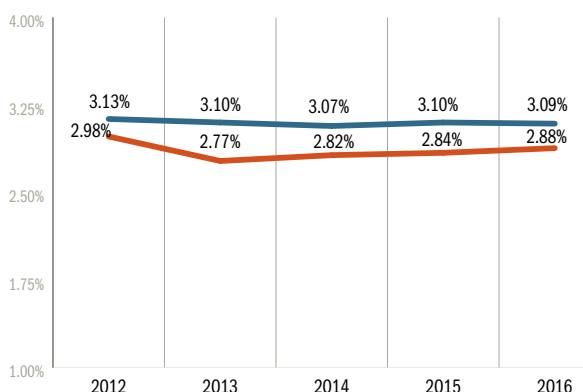
Total NII NII/Avg. Assets



OPERATING EXPENSES/AVERAGE ASSETS VS. NET INTEREST MARGIN

FOR U.S. CREDIT UNIONS | ANNUALIZED DATA AS OF 06.30.16

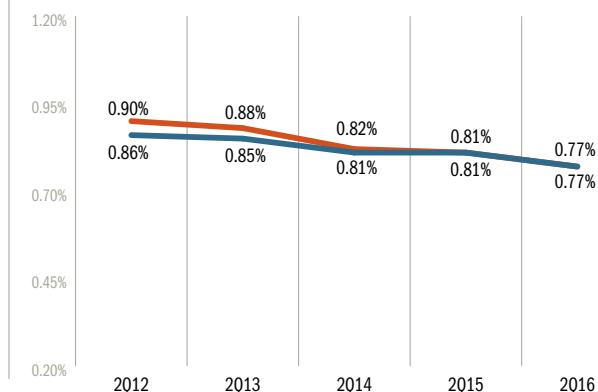
OpEx/Avg. Assets Net Interest Margin



RETURN ON ASSETS

FOR U.S. CREDIT UNIONS | ANNUALIZED DATA AS OF 06.30.16

Post-Assessments Pre-Assessments



SOURCE: CALLAHAN & ASSOCIATES

LEADERS IN OPERATING RETURN ON ASSETS (ROA)

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Operating		Rk.	Credit Union	St.	Operating	
			ROA*	Assets				ROA*	Assets
1	RAFE	CA	4.32%	\$24,074,670	49	PEE DEE	SC	2.16%	\$28,541,613
2	LIBERTY SAVINGS	NJ	3.76%	\$86,039,386	49	ACIPCO	AL	2.16%	\$149,135,762
3	RIVERDALE	AL	3.53%	\$69,709,153	53	VISION FINANCIAL	NC	2.15%	\$52,548,881
4	COMMUNITYWIDE	IN	3.29%	\$397,448,570	54	PSTC EMP.	PA	2.12%	\$35,190,103
4	PELICAN STATE	LA	3.29%	\$273,399,252	55	VA DESERT PACIFIC	CA	2.11%	\$68,860,249
6	URW COMMUNITY	VA	3.15%	\$154,523,846	55	ST. TAMMANY	LA	2.11%	\$20,651,069
7	MAC	AK	3.13%	\$104,972,024	57	DAWSON CO-OP	MN	2.10%	\$142,505,175
8	PACIFIC NORTHWEST IRONWORKERS	OR	3.06%	\$22,069,409	57	CLARK COUNTY	NV	2.10%	\$618,429,730
9	SOUTHWEST FINANCIAL	TX	2.96%	\$57,850,472	57	CLASSIC	OH	2.10%	\$42,172,232
10	ELGA	MI	2.93%	\$461,022,985	60	GREEN MOUNTAIN	VT	2.09%	\$44,921,995
11	AZALEA CITY	AL	2.82%	\$21,514,013	60	UNIVERSITY OF KENTUCKY	KY	2.09%	\$663,520,004
12	SOUTHERN	TX	2.80%	\$93,096,173	62	CARPENTERS	MN	2.08%	\$25,597,874
13	GULF COAST COMMUNITY	MS	2.78%	\$93,680,906	63	GENISYS	MI	2.07%	\$2,117,474,736
14	AMERICAN 1	MI	2.74%	\$301,403,065	63	DISTRICT GOVERNMENT EMP.	DC	2.07%	\$55,027,833
15	NAVY	VA	2.73%	\$77,830,150,313	63	1ST FINANCIAL	MO	2.07%	\$215,337,011
16	SOUTHLAND	TX	2.72%	\$39,541,579	66	UNIVERSAL COOP	PR	2.06%	\$23,830,183
17	AMERICAN UNITED	UT	2.71%	\$186,610,046	67	NAVYARMY COMMUNITY	TX	2.05%	\$2,419,773,538
18	HOMETOWN	IN	2.70%	\$22,785,094	67	NASA	MD	2.05%	\$1,942,339,493
18	CONSUMERS COOPERATIVE	NE	2.70%	\$25,279,816	67	BOX ELDER COUNTY	UT	2.05%	\$110,431,740
20	COMMUNITY SOUTH	FL	2.68%	\$110,970,996	67	ROBINS FINANCIAL	GA	2.05%	\$2,213,212,168
21	CAPROCK SANTA FE	TX	2.67%	\$40,913,675	67	FORT KNOX	KY	2.05%	\$1,347,410,184
22	FINANCIAL HEALTH	IN	2.63%	\$27,804,130	72	ENCOMPASS	IN	2.04%	\$162,295,376
23	MANATEE COMMUNITY	FL	2.60%	\$35,946,601	73	FREEDOM NORTHWEST	ID	2.03%	\$77,688,033
24	LOUISVILLE METRO POLICE OFFICERS	KY	2.58%	\$26,336,108	74	TEXELL	TX	2.02%	\$291,277,026
25	SCOTT	IL	2.53%	\$1,062,382,488	75	CAMPUS	KS	2.01%	\$29,204,670
26	MEMBERS PREFERRED	ID	2.52%	\$22,850,002	76	WESTERN SUN	OK	2.00%	\$156,496,776
26	HEALTH FACILITIES	SC	2.52%	\$27,183,919	77	ADVANTAGE PLUS OF INDIANA	IN	1.99%	\$21,160,016
28	CAPITAL AREA	ME	2.46%	\$31,896,497	78	FIRST SERVICE	TX	1.98%	\$597,769,283
29	WILKES-BARRE CITY EMP.	PA	2.44%	\$37,933,096	79	LAKE MICHIGAN	MI	1.97%	\$4,515,855,832
30	SUNTIDE	TX	2.39%	\$74,656,040	79	WRIGHT-PATT	OH	1.97%	\$3,313,520,384
30	COMPASS FINANCIAL	FL	2.39%	\$25,669,786	81	HTM AREA	OH	1.96%	\$23,617,578
32	EMPLOYEES	IA	2.37%	\$88,426,615	81	DIXIES	SC	1.96%	\$41,181,227
33	MEMBERS EXCHANGE	MS	2.31%	\$101,771,636	83	LATINO COMMUNITY	NC	1.95%	\$229,849,923
34	FIRST SOUTH FINANCIAL	TN	2.27%	\$519,219,858	83	MTC	SC	1.95%	\$166,442,389
35	NAVIGATOR	MS	2.25%	\$326,302,729	83	REDWOOD	CA	1.95%	\$3,004,475,288
36	UPS EMP.	TN	2.24%	\$20,071,985	83	MID-ILLINI	IL	1.95%	\$50,661,093
36	VELOCITY	TX	2.24%	\$836,101,624	83	IDAHO CENTRAL	ID	1.95%	\$2,626,923,300
36	HOMETOWN	ND	2.24%	\$107,816,871	88	FRANKENMUTH	MI	1.94%	\$436,261,291
39	LOCO	NM	2.23%	\$43,692,536	88	FERGUSON	MS	1.94%	\$60,663,650
39	RIO GRANDE	NM	2.23%	\$287,252,103	88	FINANCIAL ONE	MN	1.94%	\$90,351,975
39	COMMUNITY FIRST	MI	2.23%	\$43,365,050	88	MEMBERS "FIRST" COMMUNITY	IL	1.94%	\$50,903,896
39	ONE DETROIT	MI	2.23%	\$33,430,190	92	HUNTINGTON C&O RAILWAY EMP.	WV	1.93%	\$35,803,760
43	NEPHI WESTERN EMP.	UT	2.22%	\$30,952,722	92	HUNTINGTONIZED	WV	1.93%	\$28,699,902
43	BAPTIST HEALTH SOUTH FLORIDA	FL	2.22%	\$58,168,849	92	EMPLOYEE RESOURCES	TN	1.93%	\$82,673,242
45	SOUTHWEST LOUISIANA	LA	2.20%	\$95,033,895	92	GULF COAST	TX	1.93%	\$188,421,827
46	WCLA	WA	2.18%	\$49,352,895	92	SC TELCO	SC	1.93%	\$341,076,329
46	VALLEY	TX	2.18%	\$65,065,725	97	CLARITY	ID	1.91%	\$63,458,052
48	WORKMEN'S CIRCLE	GA	2.17%	\$66,267,256	97	NEBO	UT	1.91%	\$79,375,718
49	HUGHES	AZ	2.16%	\$911,940,771	99	OKLAHOMA EDUCATORS	OK	1.90%	\$124,331,089
49	PUBLIC SERVICE	CO	2.16%	\$1,753,511,618	99	FIVE STAR	AL	1.90%	\$369,274,324

U.S. AVERAGE **1.10%** **\$211,333,127**

*OPERATING ROA IS CALCULATED BY ANNUALIZING: NET INTEREST INCOME + FEE INCOME + OTHER OPERATING INCOME - OPERATING EXPENSES, THEN DIVIDING BY AVERAGE ASSETS. DOES NOT INCLUDE NON-OPERATING GAINS OR STABILIZATION EXPENSES.

LEADERS IN OPERATING RETURN ON EQUITY (ROE)

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Operating ROE*	Capital/Assets	Operating ROA**	Capital Per Member	Assets
1	COMMUNITY FIRST	MI	32.21%	7.09%	2.23%	\$381	\$43,365,050
2	TEXANS	TX	31.77%	4.24%	1.22%	\$591	\$1,527,965,915
3	URW COMMUNITY	VA	30.48%	10.58%	3.15%	\$787	\$154,523,846
4	GREEN MOUNTAIN	VT	30.07%	7.07%	2.09%	\$730	\$44,921,995
5	PELICAN STATE	LA	28.56%	11.66%	3.29%	\$749	\$273,399,252
6	PACIFIC NORTHWEST IRONWORKERS	OR	28.39%	10.88%	3.06%	\$439	\$22,069,409
7	LIBERTY SAVINGS	NJ	25.81%	14.52%	3.76%	\$575	\$86,039,386
8	SCOTT	IL	25.47%	10.11%	2.53%	\$801	\$1,062,382,488
9	RAFE	CA	25.10%	17.24%	4.32%	\$986	\$24,074,670
10	RIVERDALE	AL	24.75%	14.37%	3.53%	\$858	\$69,709,153
11	CARPENTERS	MN	24.68%	8.66%	2.08%	\$121	\$25,597,874
12	MARTIN	FL	24.50%	7.50%	1.79%	\$646	\$117,833,617
13	KEYS	FL	24.43%	7.54%	1.75%	\$844	\$129,526,262
14	FAMILY ADVANTAGE	TN	23.06%	8.01%	1.89%	\$607	\$57,003,149
15	IDAHO CENTRAL	ID	23.03%	8.55%	1.95%	\$958	\$2,626,923,300
16	SOUTHLAND	TX	22.48%	12.17%	2.72%	\$906	\$39,541,579
17	NAVY	VA	22.43%	12.48%	2.73%	\$1,528	\$77,830,150,313
18	LOUISVILLE METRO POLICE OFF.	KY	22.01%	11.79%	2.58%	\$867	\$26,336,108
19	HEALTH FACILITIES	SC	21.90%	11.49%	2.52%	\$353	\$27,183,919
20	MID-ILLINI	IL	21.86%	9.15%	1.95%	\$594	\$50,661,093
21	ELGA	MI	21.63%	13.86%	2.93%	\$1,016	\$461,022,985
22	AMERICAN UNITED	UT	21.45%	12.83%	2.71%	\$1,258	\$186,610,046
23	FINANCIAL ONE	MN	21.36%	9.11%	1.94%	\$1,026	\$90,351,975
24	SILVER STATE SCHOOLS	NV	21.16%	6.89%	1.49%	\$927	\$698,077,833
25	CLASSIC	OH	20.94%	10.01%	2.10%	\$673	\$42,172,232
25	CLARITY	ID	20.94%	9.29%	1.91%	\$380	\$63,458,052
27	1ST FINANCIAL	MO	20.90%	10.10%	2.07%	\$652	\$215,337,011
28	Y-12	TN	20.82%	7.93%	1.65%	\$757	\$1,023,866,135
29	COUNTRY	FL	20.79%	8.42%	1.78%	\$985	\$68,236,382
30	UNIVERSAL COOP	PR	20.75%	10.15%	2.06%	\$611	\$23,830,183
31	UNIVERSITY OF IOWA COMMUNITY	IA	20.70%	8.69%	1.82%	\$2,212	\$3,587,521,024
31	MEMBERS PREFERRED	ID	20.70%	12.30%	2.52%	\$694	\$22,850,002
33	EMPLOYEE RESOURCES	TN	20.56%	9.30%	1.93%	\$504	\$82,673,242
34	VISION FINANCIAL	NC	20.30%	10.04%	2.15%	\$484	\$52,548,881
35	QUORUM	NY	20.13%	9.02%	1.71%	\$1,120	\$940,387,718
36	OKLAHOMA EDUCATORS	OK	20.10%	9.66%	1.90%	\$985	\$124,331,089
37	FINANCIAL HEALTH	IN	20.09%	13.79%	2.63%	\$448	\$27,804,130
38	KERR COUNTY	TX	19.70%	8.68%	1.67%	\$555	\$59,923,951
39	GUARDIAN	WI	19.69%	6.47%	1.28%	\$398	\$220,659,424
40	HOMETOWN	IN	19.23%	14.53%	2.70%	\$944	\$22,785,094
41	HUGHES	AZ	19.12%	11.19%	2.16%	\$1,031	\$911,940,771
42	VELOCITY	TX	18.88%	12.16%	2.24%	\$1,241	\$836,101,624
43	GULF COAST	TX	18.87%	10.22%	1.93%	\$1,690	\$188,421,827
44	NASA	MD	18.86%	10.65%	2.05%	\$1,589	\$1,942,339,493
45	SJP	NY	18.84%	9.04%	1.69%	\$872	\$53,522,170
46	MOUNTAIN AMERICA	UT	18.79%	9.75%	1.86%	\$912	\$5,607,855,844
47	COMMUNITY SOUTH	FL	18.72%	14.56%	2.68%	\$1,598	\$110,970,996
48	TRIUS	NE	18.70%	8.40%	1.58%	\$563	\$68,257,072
48	NAVARMY COMMUNITY	TX	18.70%	11.15%	2.05%	\$1,870	\$2,419,773,538
50	AFFINITY	IA	18.69%	9.39%	1.74%	\$787	\$98,719,816
U.S. AVERAGE			9.74%	11.38%	1.10%	\$1,362	\$211,333,127

*OPERATING ROE IS CALCULATED BY ANNUALIZING: NET INTEREST INCOME + FEE INCOME + OTHER OPERATING INCOME - OPERATING EXPENSES, THEN DIVIDING BY AVERAGE CAPITAL.

**OPERATING ROA IS CALCULATED BY ANNUALIZING: NET INTEREST INCOME + FEE INCOME + OTHER OPERATING INCOME - OPERATING EXPENSES, THEN DIVIDING BY AVERAGE ASSETS. DOES NOT INCLUDE NON-OPERATING GAINS OR STABILIZATION EXPENSES.

2017 CALLAHAN CREDIT UNION DIRECTORY | CALLAHAN.COM

LEADERS IN NET WORTH-TO-ASSETS

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	Net Worth/ Assets		Rk.	Credit Union	Net Worth/ Assets			
		St.	Assets			St.	Assets		
1	PROGRESSIVE	NY	36.71%	\$634,674,596	51	SAFEWAY	WA	22.06%	\$54,211,694
2	ZELLCO	LA	34.86%	\$57,470,198	52	GREENSBORO POSTAL	NC	22.03%	\$22,993,895
3	NEPHI WESTERN EMP.	UT	31.34%	\$30,952,722	53	RYDER SYSTEM	FL	21.93%	\$40,497,428
4	TANGIPAHOA PARISH TEACHERS	LA	30.26%	\$31,150,185	54	BOX ELDER COUNTY	UT	21.88%	\$110,431,740
5	HOUSATONIC TEACHERS	CT	30.02%	\$20,397,221	55	PEOPLES COMMUNITY	MN	21.80%	\$20,368,451
6	CAPROCK SANTA FE	TX	29.85%	\$40,913,675	56	FOOD INDUSTRIES	OR	21.73%	\$23,744,356
7	CBW SCHOOLS	PA	29.26%	\$106,517,806	57	CENTRAL HUDSON EMP.	NY	21.72%	\$46,321,628
8	1ST MISSISSIPPI	MS	28.65%	\$58,241,523	58	DANVILLE CITY EMP.	VA	21.64%	\$24,514,173
9	SOUTHERN	TX	28.01%	\$93,096,173	59	TELCOE	AR	21.57%	\$340,486,020
10	HOBOKEN SCHOOL EMP.	NJ	27.89%	\$47,721,839	60	OLIVE VIEW EMP.	CA	21.46%	\$40,868,668
11	BROTHERHOOD	MA	27.88%	\$105,839,589	61	AREA EDUCATIONAL	IL	21.31%	\$25,117,722
12	UTICA DISTRICT TELEPHONE EMP.	NY	27.78%	\$36,282,768	62	WIREMEN'S	OH	21.30%	\$27,835,161
13	GUADALUPE PARISH	CO	27.76%	\$25,428,525	63	LA ELECTRICAL WORKERS	CA	21.25%	\$44,713,575
14	ST. THOMAS	VI	27.36%	\$56,500,260	64	BEST FINANCIAL	MI	21.24%	\$81,042,069
15	FIRST SOUTH FINANCIAL	TN	27.08%	\$519,219,858	64	CENTEX CITIZENS	TX	21.24%	\$62,411,773
16	WHITING REFINERY	IN	27.06%	\$46,414,229	66	UPS EMP.	TN	21.21%	\$20,071,985
17	POST OFFICE	MD	26.69%	\$33,046,900	67	LUFKIN	TX	21.18%	\$33,046,410
18	KEYSTONE	TX	26.66%	\$36,545,262	68	SOCIAL SECURITY	AL	20.87%	\$29,137,874
19	GALESBURG BURLINGTON	IL	26.65%	\$44,435,814	69	VONS EMP.	CA	20.86%	\$472,689,534
20	FLOWERS EMP. CREDIT LEAGUE	GA	26.51%	\$26,370,035	70	POST OFFICE	WI	20.84%	\$34,822,693
21	TRINITY VALLEY TEACHERS	TX	26.39%	\$27,528,500	71	UNIFIED PEOPLE'S	WY	20.78%	\$43,456,137
22	IRVIN WORKS	PA	26.12%	\$21,694,553	72	DALE EMP.	NE	20.76%	\$24,876,854
23	NEKOOSA	WI	25.09%	\$21,041,174	73	RIVERSET	PA	20.72%	\$119,426,878
24	JACKSON COUNTY TEACHERS	FL	24.80%	\$26,448,502	74	GOOD SAMARITAN	SD	20.70%	\$25,628,791
25	SOUTH BEND FIREFIGHTERS	IN	24.40%	\$38,295,327	75	FIRST FINANCIAL	MD	20.66%	\$995,292,062
26	SEA AIR	CA	24.29%	\$137,538,455	76	SELFRELIANCE UKRAINIAN AMERICAN	IL	20.50%	\$452,648,926
26	HEARTLAND AREA	NE	24.29%	\$22,019,667	77	FINANCIAL CENTER	CA	20.34%	\$445,354,912
28	MEDIA MEMBERS	PA	24.15%	\$42,476,852	78	KEMBA CHARLESTON	WV	20.29%	\$39,612,594
29	MILL TOWN	WA	24.08%	\$48,540,910	79	CELCO COMMUNITY	VA	20.26%	\$102,733,022
30	ST. ANTHONY OF PADUA	MA	24.00%	\$25,360,841	80	BUFFALO CONRAIL	NY	20.14%	\$40,636,793
31	KEMBA DELTA	TN	23.90%	\$23,449,388	80	ANECA	LA	20.14%	\$94,242,383
32	EDINBURG TEACHERS	TX	23.76%	\$87,983,777	82	EAGLE EXPRESS	MS	20.12%	\$62,430,813
33	BRIDGEPORT CITY EMP.	CT	23.72%	\$30,427,863	83	INGERSOLL-RAND	PA	20.08%	\$60,024,179
34	HEALTH	AL	23.70%	\$20,289,659	84	MANATEE COMMUNITY	FL	20.05%	\$35,946,601
35	CHEROKEE COUNTY	TX	23.54%	\$30,397,014	85	FAIRFIELD	AR	19.99%	\$85,297,171
36	FARMWAY	KS	23.31%	\$84,164,885	86	CRANSTON MUNICIPAL EMP.	RI	19.97%	\$58,586,200
37	MCBRYDE	HI	23.28%	\$88,808,691	87	TIMBERLINE	AR	19.95%	\$79,607,631
38	PINE	AR	23.25%	\$40,585,585	88	LG&W	TN	19.87%	\$91,326,025
39	APPLETREE	WI	23.16%	\$118,244,748	89	NEW HAMPSHIRE POSTAL	NH	19.82%	\$43,352,905
40	LOCAL 804	NY	23.10%	\$21,254,399	90	INDIANAPOLIS POST OFFICE	IN	19.81%	\$57,083,902
41	CAMC	WV	23.03%	\$62,897,388	91	TRUGROCER	ID	19.77%	\$250,053,847
42	CHATTANOOGA FIRST	TN	23.01%	\$21,408,751	91	ELECTRICAL WORKERS 558	AL	19.77%	\$23,664,465
43	MATSON EMP.	CA	22.83%	\$31,726,448	91	DIXIES	SC	19.77%	\$41,181,227
44	NAHEOLA	AL	22.81%	\$84,205,450	91	STRIP STEEL COMMUNITY	WV	19.77%	\$45,061,123
45	OMAHA PUB. POWER DIST. EMP.	NE	22.79%	\$30,125,235	95	EMPLOYEES	IA	19.75%	\$88,426,615
46	KIMBERLY CLARK	TN	22.69%	\$109,099,170	96	GREEN RIVER AREA	KY	19.67%	\$40,816,280
47	MON VALLEY COMMUNITY	PA	22.63%	\$153,052,658	97	SEA WEST COAST GUARD	CA	19.65%	\$343,385,523
48	LETOURNEAU	TX	22.54%	\$22,511,602	98	TEXAS PEOPLE	TX	19.63%	\$22,467,254
49	WEST MAUI COMMUNITY	HI	22.23%	\$36,275,955	99	MARKET USA	MD	19.59%	\$99,352,587
50	VALLEY 1ST COMMUNITY	PA	22.07%	\$86,225,935	100	CENTRALALLIANCE	WI	19.58%	\$77,658,871

U.S. AVERAGE **10.85%** **\$211,333,127**

LEADERS IN SERVICE REVENUE-TO-ASSETS

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Service Revenue / Average Assets	12-Month Growth Of Service Revenue	ROA	Assets
1	ONE DETROIT	MI	10.25%	20.95%	1.70%	\$33,430,190
2	FINANCIAL HEALTH	IN	6.08%	-5.05%	1.32%	\$27,804,130
3	HEALTH FACILITIES	SC	6.07%	113.15%	2.78%	\$27,183,919
4	KANSAS CITY	MO	5.56%	24.83%	0.78%	\$31,354,451
5	PELICAN STATE	LA	5.51%	28.95%	1.71%	\$273,399,252
6	ST. LOUIS COMMUNITY	MO	5.49%	4.03%	0.67%	\$247,054,060
7	SOUTHWEST FINANCIAL	TX	4.47%	13.55%	0.82%	\$57,850,472
8	SIOUX EMPIRE	SD	4.45%	0.97%	0.40%	\$97,674,475
9	GEOVISTA	GA	4.31%	-5.20%	0.84%	\$132,299,855
10	CPM	SC	4.30%	-2.44%	0.84%	\$299,171,758
11	UNITED 1ST	GA	4.25%	10.79%	0.43%	\$137,075,825
11	GULF COAST COMMUNITY	MS	4.25%	14.95%	2.29%	\$93,680,906
13	MANATEE COMMUNITY	FL	4.23%	59.88%	1.70%	\$35,946,601
14	HOPE	MS	4.22%	-5.98%	0.13%	\$184,171,801
15	CREDIT UNION OF ATLANTA	GA	4.20%	4.47%	0.08%	\$67,973,652
15	FIRST CENTRAL	TX	4.20%	8.47%	0.93%	\$72,711,907
15	LIBERTY SAVINGS	NJ	4.20%	7.01%	0.22%	\$86,039,386
15	ONE NEVADA	NV	4.20%	-0.30%	1.08%	\$795,344,056
19	COMPASS FINANCIAL	FL	4.18%	21.22%	-0.11%	\$25,669,786
19	MILLSTREAM AREA	OH	4.18%	0.04%	0.72%	\$38,559,184
21	GREATER NEVADA	NV	4.10%	25.13%	1.14%	\$630,174,051
22	ACTORS	NY	4.00%	4.05%	-0.82%	\$230,545,499
23	MY HEALTHCARE	FL	3.99%	3.72%	0.06%	\$25,136,174
23	UPSTATE	SC	3.99%	15.42%	1.35%	\$48,827,516
25	PALMETTO HEALTH	SC	3.98%	5.05%	1.29%	\$66,537,926
26	ADVANTAGE PLUS	ID	3.95%	14.21%	0.45%	\$122,918,662
27	METRO HEALTH SERVICES	NE	3.92%	8.68%	0.95%	\$292,835,729
28	AMERICAN 1	MI	3.89%	8.66%	1.97%	\$301,403,065
29	LA JOYA AREA	TX	3.88%	4.66%	0.54%	\$52,830,031
30	EVANSVILLE TEACHERS	IN	3.81%	23.06%	0.84%	\$1,266,307,745
31	CARPENTERS	MN	3.78%	17.30%	2.10%	\$25,597,874
32	DENALI	AK	3.75%	20.73%	0.37%	\$638,615,994
33	CGR	GA	3.74%	10.78%	1.21%	\$86,066,283
33	MEMBERS EXCHANGE	MS	3.74%	14.39%	1.82%	\$101,771,636
35	OHIO'S FIRST CLASS	OH	3.70%	6.56%	0.32%	\$38,860,700
36	JEEP COUNTRY	OH	3.68%	5.03%	1.12%	\$62,237,002
37	COMMUNITYAMERICA	MO	3.64%	0.25%	0.99%	\$2,281,916,105
38	JEFFERSON PARISH EMP.	LA	3.63%	2.90%	0.33%	\$95,526,598
39	EXCEL	GA	3.59%	8.25%	0.28%	\$98,873,511
40	ASSOCIATED OF TEXAS	TX	3.58%	2.97%	1.04%	\$368,461,652
41	HEALTH CARE PROFESSIONALS	IN	3.56%	8.65%	1.01%	\$21,888,847
42	TRIANGLE	MS	3.51%	5.87%	0.71%	\$78,808,588
43	ROCK VALLEY	IL	3.50%	13.58%	0.61%	\$92,146,128
44	FAMILY SAVINGS	AL	3.49%	17.72%	0.72%	\$367,666,407
45	ABD	MI	3.48%	9.10%	0.04%	\$59,386,408
46	FIRST SOUTH FINANCIAL	TN	3.44%	9.67%	1.81%	\$519,219,858
47	HANIN	CA	3.43%	-1.15%	0.46%	\$26,215,685
47	MICHIGAN FIRST	MI	3.43%	12.48%	0.88%	\$780,824,761
47	MARKET USA	MD	3.43%	2.95%	0.84%	\$99,352,587
50	DEPT. OF CORRECTIONS	LA	3.40%	16.41%	1.23%	\$76,363,160
U.S. AVERAGE			1.32%	10.86%	0.77%	\$211,333,127

LEADERS IN EFFICIENCY

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Efficiency Ratio*	Yield On Earning Assets	Op. Exp. / Avg. Assets (Not Annualized)	ROA	Assets
1	WORKMEN'S CIRCLE	GA	29.86%	3.66%	0.46%	2.17%	\$66,267,256
2	SOUTHERN	TX	35.79%	4.74%	0.78%	2.25%	\$93,096,173
3	APCO EMP.	AL	36.33%	2.29%	0.26%	0.86%	\$2,706,714,944
4	COMMUNITYWIDE	IN	36.92%	5.75%	0.96%	1.35%	\$397,448,570
5	EMP.	IA	38.23%	4.01%	0.73%	2.17%	\$88,426,615
6	CALIFORNIA LITHUANIAN	CA	38.30%	3.10%	0.40%	1.20%	\$113,105,771
7	POWER CO-OP EMP.	IA	39.01%	3.40%	0.60%	1.91%	\$30,738,866
8	LONG BEACH FIREMEN'S	CA	40.10%	2.75%	0.42%	1.25%	\$174,244,015
9	CHURCHILL COUNTY	NV	40.14%	2.64%	0.48%	1.09%	\$46,422,230
10	NCPD	NY	40.75%	2.39%	0.36%	1.03%	\$730,375,206
11	DAWSON CO-OP	MN	41.38%	3.89%	0.74%	1.86%	\$142,505,175
12	ACIPCO	AL	42.75%	4.19%	0.81%	2.17%	\$149,135,762
13	WV NATIONAL GUARD	WV	43.20%	3.25%	0.65%	1.70%	\$43,290,045
14	MERCK EMP.	NJ	43.27%	1.65%	0.14%	0.37%	\$1,965,022,222
15	AFLAC	GA	43.29%	2.97%	0.43%	1.11%	\$187,505,092
16	HOMETOWN	ND	43.63%	4.57%	0.87%	1.86%	\$107,816,871
17	STAR ONE	CA	43.75%	2.19%	0.29%	0.74%	\$8,171,941,931
18	NEPHI WESTERN EMP.	UT	43.99%	3.99%	0.87%	2.22%	\$30,952,722
19	GENERAL ELECTRIC	OH	45.07%	3.08%	0.55%	1.00%	\$2,433,372,380
20	SELF RELIANCE NEW YORK	NY	46.08%	3.36%	0.40%	0.89%	\$1,213,006,628
21	SM	KS	46.53%	2.45%	0.34%	0.78%	\$64,292,707
22	CAPROCK SANTA FE	TX	46.76%	4.59%	1.17%	2.60%	\$40,913,675
23	STATE FARM	IL	47.24%	1.61%	0.22%	0.71%	\$3,969,169,724
24	SCHLUMBERGER EMP.	TX	47.80%	1.97%	0.68%	1.35%	\$857,606,592
25	CONSUMERS COOPERATIVE	NE	48.22%	5.02%	1.26%	2.26%	\$25,279,816
26	MOOG EMP.	NY	48.23%	2.51%	0.59%	0.89%	\$160,665,420
27	WCLA	WA	48.29%	4.76%	1.02%	2.15%	\$49,352,895
28	GREATER SPRINGFIELD	MA	48.88%	2.74%	0.72%	1.43%	\$154,127,676
29	WESTERN ILL. SCHOOL EMP.	IL	49.03%	2.30%	0.47%	0.75%	\$22,184,706
30	UNIVERSITY OF IOWA COMM.	IA	49.20%	4.15%	0.88%	1.48%	\$3,587,521,024
31	WILKES-BARRE CITY EMP.	PA	49.79%	3.02%	1.21%	2.44%	\$37,933,096
32	PROGRESSIVE	NY	49.96%	4.18%	0.83%	-5.96%	\$634,674,596
33	HOUSTON POLICE	TX	50.09%	3.58%	0.92%	1.59%	\$641,893,577
34	ROBINS FINANCIAL	GA	50.41%	3.05%	1.04%	1.85%	\$2,213,212,168
35	FORT KNOX	KY	50.98%	3.78%	1.06%	1.51%	\$1,347,410,184
36	POLICE AND FIRE	PA	51.14%	3.09%	0.89%	1.47%	\$4,519,433,789
37	ESL	NY	51.87%	3.37%	0.95%	1.62%	\$5,916,471,237
38	COUNTRY HERITAGE	MI	51.96%	3.79%	0.85%	1.51%	\$39,827,536
39	COMMUNITY	ND	51.98%	1.80%	0.34%	0.63%	\$162,458,273
40	F&A	CA	52.21%	2.61%	0.55%	1.19%	\$1,531,550,910
41	WHITING REFINERY	IN	52.93%	2.15%	0.45%	0.43%	\$46,414,229
42	GENISYS	MI	53.00%	3.39%	1.17%	1.53%	\$2,117,474,736
43	PENTAGON	VA	53.05%	3.42%	0.76%	1.04%	\$20,162,693,973
44	NAVY ARMY COMMUNITY	TX	53.26%	4.37%	1.17%	0.93%	\$2,419,773,538
45	NAVY	VA	53.37%	5.52%	1.56%	1.52%	\$77,830,150,313
46	WVU EMP.	WV	53.40%	3.22%	1.01%	1.38%	\$34,757,809
47	GLENDALE AREA SCHOOLS	CA	54.00%	2.16%	0.51%	0.82%	\$343,460,710
48	SCOTT	IL	54.06%	3.55%	1.49%	1.32%	\$1,062,382,488
49	COUNTRYSIDE	NY	54.31%	3.36%	0.74%	1.32%	\$143,930,009
50	COMMUNITY FIRST	WI	54.97%	3.21%	0.97%	1.60%	\$2,468,005,264
U.S. AVERAGE			73.89%	3.60%	1.56%	0.77%	\$211,333,127

* THE EFFICIENCY RATIO MEASURES OPERATING EXPENSES AS A PERCENTAGE OF NET-INTEREST INCOME, FEE INCOME, AND OTHER OPERATING INCOME.

PRODUCTIVITY

AS CREDIT UNION PAYROLLS EXPAND, EMPLOYEES BECOME MORE EFFICIENT

The credit union industry added nearly 11,000 full-time employees to its roster over the past 12 months. The 277,000 full-time employees of the credit union system represent a 4.1% increase in numbers over second quarter 2015. After reaching yet another record for credit union membership — 106.2 million members as of June 30, 2016 — the movement shows no signs of slowing down as it adds employees to meet members' needs.

The industry's 4.1% employee growth outpaced its 3.8% membership growth by 31 basis points and reduced the number of members each employee serves to 383 as of midyear 2016. That's down from 384 one year ago. In the same period, assets reached \$1.3 billion. This pushed assets per employee up from \$4.4 million in second quarter 2015 to \$4.6 million today, a 3.2% annual increase.

But credit union staff numbers didn't just increase — those employees were also more efficient. Credit

unions reported \$1.6 million in originations per employee as of June 30, 2016. Notably, the 9.1% growth rate of loan originations outpaced the 4.1% growth rate of employees. As such, total income per employee expanded 3.8% year-over-year from \$203,066 in second quarter 2015 to \$210,749 today. Total operating expenses were also up 7.0% as of June 30, 2016; however, the operating expense ratio dropped 1 basis point year-over-year to 3.12%.

And to ensure they attract top talent, credit unions are spending more per employee. The average salary and benefits per employee increased 3.6% annually to \$70,919 as of June 30, 2016. Revenue at credit unions grew 8.0% year-over-year to \$29.2 billion. Meanwhile, revenue per \$1.00 of salary and benefits remained flat at \$2.97 between second quarter 2015 and second quarter 2016.



CASE STUDY

PURDUE FCU FIELDS A HIGH-SCORING TEAM

PURDUE FEDERAL CREDIT UNION / WEST LAFAYETTE, IN / ASSETS: \$1.0B / MEMBERS: 69,439

In the fall of 2014, Purdue Federal Credit Union (\$1.0B, West Lafayette, IN) held a series of focus groups with its branch-level sales managers. One of the groups focused on how to increase business at its SEGs.

Sarah Fassnacht, sales manager of the Indiana credit union's Northwestern Branch, was already putting together call nights, but she knew they could be more successful. And so the PFED Producers — a team of salespeople who contact members via email or phone to improve relationships — was born.

Sales managers nominate potential PFED Producers, and current PFED Producers review nominees before asking them to join the team, which has had as many as 10 members.

Each month, the PFED Producers hold a 90-minute call night. All team members go to Fassnacht's branch and make outbound calls to credit union members. The credit union tries to bring some fun to the event. Before the calling begins, team members have dinner together, and end with a debriefing and prizes.

"It's a great group of people and a great environment," Fassnacht says. "Their energy bounces off one another."

Call nights generally revolve around a specific theme, such as auto refinances or unsecured loans, but Fassnacht also expects PFED Producers to dedicate at least one or two hours of their own time each week making calls, which don't need to be focused on a specific topic.

Although the credit union keeps them to a minimum, other sales teams do make cold calls. PFED Producers, however, work from more focused lead lists pulled from its CRM and core systems.

To help pull these working lists, the GROW team, a committee of sales and assistant managers, meets each month to discuss sales opportunities based on factors such as time of year, market fluctuations, and credit union promotions. Members of the PFED Producers also have input.

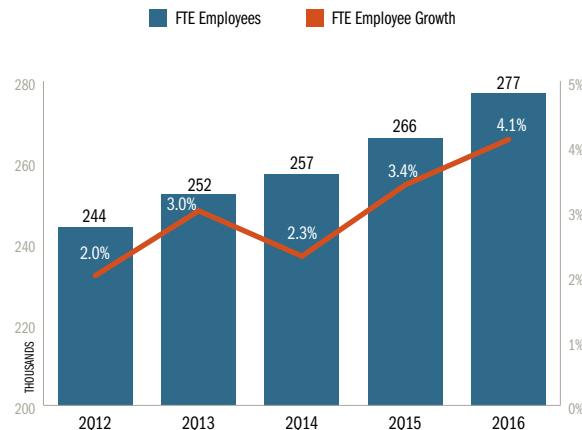
In 2015, the PFED Producers hit its \$2 million production goal in three quarters. Fassnacht expects to set the 2016 goals by the start of the third quarter, after the credit union finishes a large internal project.

Get the full story about Purdue Federal Credit Union and its productivity strategies. Read "Build A Team Of High-Producing Performers" at CreditUnions.com.

PRODUCTIVITY

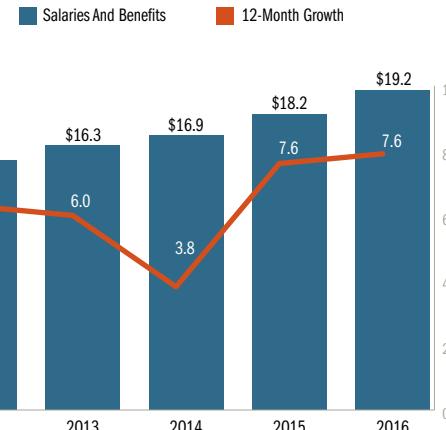
FTE EMPLOYEES* & 12-MONTH GROWTH

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



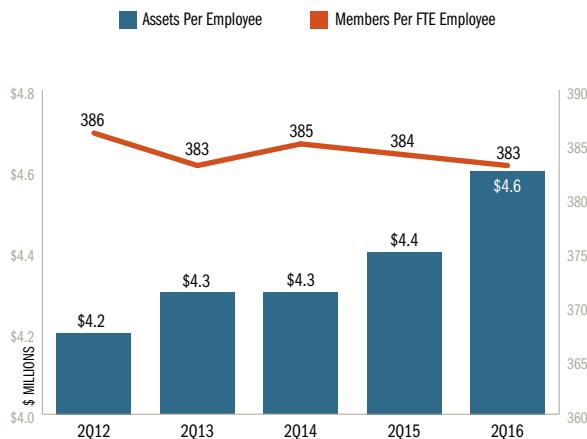
SALARIES AND BENEFITS & 12-MONTH GROWTH

FOR ALL U.S. CREDIT UNION | DATA AS OF JUNE 30, 2015



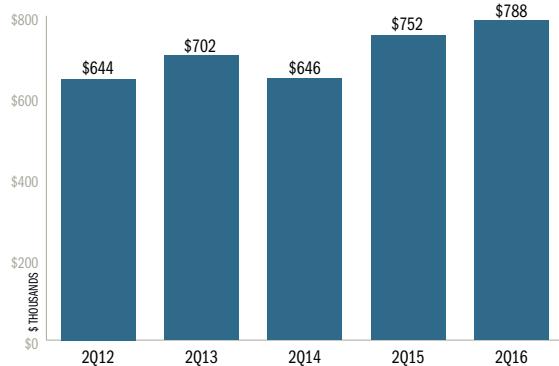
ASSETS AND MEMBERS PER FTE EMPLOYEE*

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



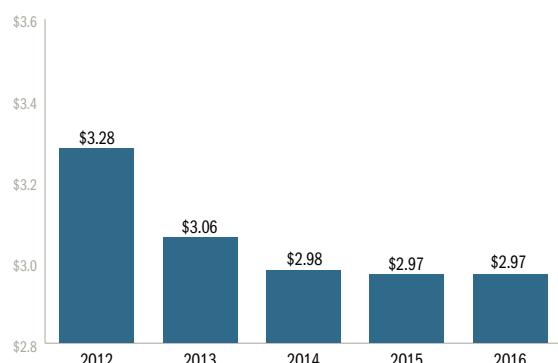
YTD LOAN ORIGINATIONS PER FTE EMPLOYEE*

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



REVENUE GENERATED PER \$1 SALARIES & BENEFITS

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



ANNUALIZED NET INTEREST INCOME & SERVICE INCOME PER FTE EMPLOYEE*

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



*FTE = FULL-TIME EQUIVALENT AND IS CALCULATED AS FULL-TIME EMPLOYEES PLUS 50% OF PART-TIME EMPLOYEES.

SOURCE: CALLAHAN & ASSOCIATES

LEADERS IN SALARY & BENEFITS PER FTE EMPLOYEE

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Annualized Salary & Benefits Per FTE Employee*	FTE Employees*	Annualized Revenue Per FTE Employee*	Assets
1	PROGRESSIVE	NY	\$207,064	35	\$779,319	\$634,674,596
2	VISION ONE	CA	\$186,161	10	\$395,182	\$65,800,668
3	EDINBURG TEACHERS	TX	\$159,046	11	\$286,611	\$87,983,777
4	SAN JOAQUIN POWER EMP.	CA	\$154,371	6	\$636,941	\$132,555,219
5	MELROSE	NY	\$144,323	80	\$791,567	\$1,918,689,436
6	APL	MD	\$136,604	47	\$245,111	\$421,084,955
7	STAR ONE	CA	\$134,358	191	\$951,756	\$8,171,941,931
8	VAH LYONS EMP.	NJ	\$132,033	3	\$476,562	\$44,389,920
9	QUORUM	NY	\$131,512	123	\$415,384	\$940,387,718
10	UNITED NATIONS	NY	\$128,186	485	\$328,732	\$4,580,037,328
11	MUSICIANS' INTERGUILD	CA	\$127,538	8	\$292,494	\$72,138,433
12	PACIFIC SERVICE	CA	\$126,254	113	\$295,545	\$1,146,087,081
13	LOCAL GOVERNMENT	NC	\$125,392	156	\$628,886	\$1,712,722,325
14	LOS ANGELES POLICE	CA	\$125,023	147	\$245,655	\$863,969,018
15	CALIFORNIA	CA	\$124,158	284	\$249,390	\$1,562,286,551
16	ALLIANT	IL	\$124,078	427	\$618,711	\$9,137,887,323
17	OAS STAFF	DC	\$123,397	22	\$294,114	\$193,195,876
18	ENCORE	IL	\$123,014	2	\$269,937	\$34,312,232
19	AFLAC	GA	\$122,198	11	\$529,692	\$187,505,092
20	LIBERTY BAY	MA	\$121,862	79	\$265,057	\$657,644,501
21	MATSON EMP.	CA	\$121,565	3	\$236,799	\$31,726,448
22	UPPER DARBY BELL TELCO	PA	\$121,563	6	\$342,287	\$59,113,658
23	YONKERS TEACHERS	NY	\$121,436	3	\$412,420	\$57,827,895
24	SAN FRANCISCO	CA	\$120,641	131	\$270,896	\$1,045,823,085
25	MICHIGAN EDUCATIONAL	MI	\$120,557	74	\$325,537	\$752,342,235
26	TECHNOLOGY	CA	\$120,396	226	\$304,842	\$2,078,802,594
27	CONSUMERS	NY	\$119,376	9	\$294,217	\$60,081,577
28	INDIANAPOLIS POST OFFICE	IN	\$119,332	5	\$262,246	\$57,083,902
29	CALTECH EMP.	CA	\$118,486	69	\$513,483	\$1,442,667,305
30	NEW ENGLAND TEAMSTERS	MA	\$118,484	12	\$201,085	\$57,882,581
31	BOULDER DAM	NV	\$118,095	45	\$371,467	\$558,545,035
32	HOBOKEN SCHOOL EMP.	NJ	\$117,761	5	\$311,714	\$47,721,839
33	STANFORD	CA	\$117,644	176	\$374,925	\$1,982,705,651
34	WCLA	WA	\$117,332	5	\$477,013	\$49,352,895
35	HELCO	HI	\$117,267	3	\$404,249	\$41,093,175
36	MUNICIPAL	NY	\$116,932	679	\$232,736	\$2,507,692,414
37	FORT MCPHERSON	GA	\$116,696	6	\$191,760	\$22,715,420
38	LOGIX	CA	\$116,381	547	\$365,600	\$4,664,371,670
39	SELF RELIANCE NEW YORK	NY	\$116,228	44	\$920,220	\$1,213,006,628
40	PAHO-WHO	DC	\$116,028	18	\$351,370	\$207,756,271
41	CHICAGO FIREFIGHTER'S	IL	\$115,896	6	\$295,021	\$54,171,863
42	BOPTI	CA	\$115,782	5	\$563,538	\$69,106,894
43	LONG BEACH CITY EMP.	CA	\$115,519	23	\$276,523	\$298,172,585
44	EPA	MS	\$115,099	2	\$314,474	\$21,590,335
45	CAHP	CA	\$113,581	29	\$371,544	\$165,939,415
46	SHELL WESTERN STATES	CA	\$113,546	9	\$223,323	\$103,050,746
47	DIRECT	MA	\$113,222	56	\$304,829	\$491,628,332
48	EVANGELICAL CHRISTIAN	CA	\$113,110	146	\$276,190	\$911,444,390
49	AVISTA CORP.	WA	\$112,882	5	\$336,235	\$58,832,880
50	CHEVRON	CA	\$112,747	235	\$420,559	\$2,935,808,062
U.S. AVERAGE			\$70,919	46	\$210,749	\$211,333,127

*FTE = FULL-TIME EQUIVALENT AND IS CALCULATED AS FULL-TIME EMPLOYEES PLUS 50% OF PART-TIME EMPLOYEES.

LEADERS IN ASSETS PER FTE EMPLOYEE

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Asset Per FTE Employee*	FTE* Employees	Assets
1	MERCK EMP.	NJ	\$83,617,967	24	\$1,965,022,222
2	STAR ONE	CA	\$42,785,036	191	\$8,171,941,931
3	NCPD	NY	\$38,440,800	19	\$730,375,206
4	SELF RELIANCE NEW YORK	NY	\$27,885,210	44	\$1,213,006,628
5	LUFTHANSA EMP.	NY	\$27,567,009	4	\$96,484,533
6	STATE FARM	IL	\$26,638,723	149	\$3,969,169,724
7	CONNECTICUT STATE EMP.	CT	\$26,331,640	67	\$1,751,054,070
8	MELROSE	NY	\$23,983,618	80	\$1,918,689,436
9	CALIF. STATE & FED. EMP. #20	CA	\$23,715,098	6	\$130,433,038
10	APCO EMP.	AL	\$23,035,872	118	\$2,706,714,944
11	SAN JOAQUIN POWER EMP.	CA	\$22,092,537	6	\$132,555,219
12	SCHLUMBERGER EMP.	TX	\$21,989,913	39	\$857,606,592
13	ALLIANT	IL	\$21,425,293	427	\$9,137,887,323
14	CALTECH EMP.	CA	\$20,908,222	69	\$1,442,667,305
15	MEAD COATED BOARD	AL	\$20,843,215	3	\$52,108,038
16	EQT	PA	\$20,304,242	2	\$40,608,483
17	YONKERS TEACHERS	NY	\$19,275,965	3	\$57,827,895
18	F&A	CA	\$19,025,477	81	\$1,531,550,910
19	B&V	KS	\$18,997,975	4	\$66,492,913
20	FIRESTONE	OH	\$18,559,585	11	\$204,155,439
21	SM	KS	\$18,369,345	4	\$64,292,707
22	PROGRESSIVE	NY	\$18,133,560	35	\$634,674,596
23	AFLAC	GA	\$17,857,628	11	\$187,505,092
24	MCBRYDE	HI	\$17,761,738	5	\$88,808,691
25	LONG BEACH FIREMEN'S	CA	\$17,424,402	10	\$174,244,015
26	CALIFORNIA LITHUANIAN	CA	\$17,400,888	7	\$113,105,771
27	ENCORE	IL	\$17,156,116	2	\$34,312,232
28	IDB-IIC	DC	\$17,026,349	32	\$544,843,154
29	SAN MATEO CITY EMP.	CA	\$16,628,693	2	\$33,257,386
30	DENVER FIRE DEPARTMENT	CO	\$15,641,457	9	\$140,773,111
31	BOPTI	CA	\$15,357,088	5	\$69,106,894
32	GLENDALE AREA SCHOOLS	CA	\$14,933,074	23	\$343,460,710
33	VAH LYONS EMP.	NJ	\$14,796,640	3	\$44,389,920
34	BANK-FUND STAFF	DC	\$14,647,071	295	\$4,320,885,916
35	AEROSPACE	CA	\$14,427,347	26	\$375,111,019
36	BUCKS COUNTY EMP.	PA	\$14,399,092	3	\$35,997,731
37	DAKOTA TELCO	ND	\$14,078,823	2	\$21,118,235
38	TRIBORO POSTAL	NY	\$13,915,348	10	\$132,195,807
39	HELCO	HI	\$13,697,725	3	\$41,093,175
40	HOLY GHOST PARISH	IA	\$13,628,731	2	\$27,257,461
41	DOY	OH	\$13,596,607	4	\$47,588,123
42	COMMUNITY	ND	\$13,538,189	12	\$162,458,273
43	UTILITIES EMP.	PA	\$13,414,661	86	\$1,153,660,822
44	GENERAL ELECTRIC	OH	\$13,153,364	185	\$2,433,372,380
45	W-BEE	PA	\$13,018,552	3	\$39,055,656
46	LONG BEACH CITY EMP.	CA	\$12,964,025	23	\$298,172,585
47	AAEC	IL	\$12,928,443	6	\$77,570,656
48	PARSONS	CA	\$12,900,380	17	\$219,306,455
49	BOULDER DAM	NV	\$12,551,574	45	\$558,545,035
50	RAILROAD	AL	\$12,538,365	9	\$106,576,099
U.S. AVERAGE			\$4,582,481	46	\$211,333,127

*FTE = FULL-TIME EQUIVALENT AND IS CALCULATED AS FULL-TIME EMPLOYEES PLUS 50% OF PART-TIME EMPLOYEES.

LEADERS IN MEMBERS PER FTE EMPLOYEE

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Members Per FTE Employee*	Members	FTE Employees*	Assets
1	CARPENTERS	MN	3,656	18279	5	\$25,597,874
2	GOOD SAMARITAN	SD	2,267	9066	4	\$25,628,791
3	UNION BUILDING TRADES	NJ	2,204	29749	14	\$74,896,061
4	UNION YES	CA	2,097	19917	10	\$54,233,750
5	LOCAL GOVERNMENT	NC	1,811	282563	156	\$1,712,722,325
6	1199 SEIU	NY	1,733	27726	16	\$65,110,547
7	CHILDREN'S MEDICAL CENTER	OH	1,679	8396	5	\$36,514,598
8	ELEKTRA	NY	1,674	6694	4	\$39,826,062
9	AFLAC	GA	1,647	17298	11	\$187,505,092
10	B&V	KS	1,388	4859	4	\$66,492,913
11	CORNERSTONE COMMUNITY	IA	1,306	5875	5	\$22,236,498
12	DOWELL	OK	1,292	6458	5	\$34,933,938
13	UNION FIDELITY	TX	1,259	5037	4	\$21,537,619
14	OMAHA PUB. POWER DIST. EMP.	NE	1,249	3748	3	\$30,125,235
15	INTERNATIONAL UAW	MI	1,221	3052	3	\$24,205,652
16	EDINBURG TEACHERS	TX	1,195	13150	11	\$87,983,777
17	GREATER WOODLAWN	NY	1,134	15877	14	\$122,462,643
18	CEDARS-SINAI	CA	1,110	4439	4	\$25,667,239
19	WIREMEN'S	OH	1,109	4435	4	\$27,835,161
20	MERCK EMP.	NJ	1,101	25884	24	\$1,965,022,222
21	UNIVERSITY OF SOUTH ALA.	AL	1,086	8690	8	\$40,295,817
22	ROCKLAND	MA	1,079	179697	167	\$1,505,477,444
23	BOPTI	CA	1,074	4832	5	\$69,106,894
24	JACOM	CA	1,065	9585	9	\$78,596,283
25	FERKO MD	MD	1,051	4202	4	\$33,516,027
26	TONAWANDA COMMUNITY	NY	1,048	6287	6	\$28,377,493
27	GREENWOOD	RI	1,047	59672	57	\$434,581,808
28	EPA	MS	1,044	2087	2	\$21,590,335
29	SAN JOAQUIN POWER EMP.	CA	1,034	6203	6	\$132,555,219
30	MIDWEST CARPEN. & MILLWR.	IN	1,033	21183	21	\$97,441,956
31	CONNECTICUT STATE EMP.	CT	999	66408	67	\$1,751,054,070
32	AMERICA'S CHRISTIAN	CA	988	85459	87	\$328,085,243
33	FIRESTONE	OH	986	10851	11	\$204,155,439
34	CALIF. STATE & FED. EMP. #20	CA	980	5391	6	\$130,433,038
35	SMW 104	CA	979	8808	9	\$87,150,948
36	ALPHA	MA	972	4860	5	\$30,562,708
37	CBW SCHOOLS	PA	963	11073	12	\$106,517,806
38	YONKERS TEACHERS	NY	961	2883	3	\$57,827,895
39	SHELTER INSURANCE	MO	952	3806	4	\$29,623,756
40	NEPHI WESTERN EMP.	UT	950	3799	4	\$30,952,722
41	ENCORE	IL	947	1893	2	\$34,312,232
42	DOY	OH	946	3311	4	\$47,588,123
43	HOWARD COUNTY SCHOOL EMP.	IN	938	2815	3	\$32,900,813
44	PORT CHESTER TEACHERS	NY	936	2809	3	\$33,961,930
45	G.H.S.	SC	934	11678	13	\$39,996,694
46	MIDWEST OPER. ENGINEERS	IL	927	6949	8	\$50,135,709
47	READING BERKS SCHOOL EMP.	PA	924	1848	2	\$20,095,873
48	LA LOMA	CA	915	13272	15	\$75,197,676
49	HEALTHCARE EMP.	NJ	905	19010	21	\$106,869,929
50	KAMEHAMEHA	HI	903	4515	5	\$36,963,768
U.S. AVERAGE			383	17,660	46	\$211,333,127

*FTE = FULL TIME EQUIVALENT AND IS CALCULATED AS FULL-TIME EMPLOYEES PLUS 50% OF PART-TIME EMPLOYEES.

LEADERS IN ANNUAL REVENUE PER FTE EMPLOYEE

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Annualized Revenue Per FTE Employee*	FTE Employees*	Assets
1	MERCK EMP.	NJ	\$1,377,415	24	\$1,965,022,222
2	STAR ONE	CA	\$951,756	191	\$8,171,941,931
3	SELF RELIANCE NEW YORK	NY	\$920,220	44	\$1,213,006,628
4	NCPD	NY	\$919,955	19	\$730,375,206
5	MELROSE	NY	\$791,567	80	\$1,918,689,436
6	PROGRESSIVE	NY	\$779,319	35	\$634,674,596
7	SAN JOAQUIN POWER EMP.	CA	\$636,941	6	\$132,555,219
8	LOCAL GOVERNMENT	NC	\$628,886	156	\$1,712,722,325
9	ALLIANT	IL	\$618,711	427	\$9,137,887,323
10	SCHLUMBERGER EMP.	TX	\$608,346	39	\$857,606,592
11	BOPTI	CA	\$563,538	5	\$69,106,894
12	F&A	CA	\$544,501	81	\$1,531,550,910
13	APCO EMP.	AL	\$544,442	118	\$2,706,714,944
14	CALIFORNIA LITHUANIAN	CA	\$533,281	7	\$113,105,771
15	AFLAC	GA	\$529,692	11	\$187,505,092
16	CALTECH EMP.	CA	\$513,483	69	\$1,442,667,305
17	BELLCO	CO	\$506,458	324	\$3,300,223,996
18	LONG BEACH FIREMEN'S	CA	\$486,542	10	\$174,244,015
19	MEAD COATED BOARD	AL	\$482,786	3	\$52,108,038
20	WCLA	WA	\$477,013	5	\$49,352,895
21	VAH LYONS EMP.	NJ	\$476,562	3	\$44,389,920
22	GENERAL ELECTRIC	OH	\$465,289	185	\$2,433,372,380
23	SOUTHERN	TX	\$462,095	10	\$93,096,173
24	IDB-IIC	DC	\$454,405	32	\$544,843,154
25	ACIPCO	AL	\$448,494	15	\$149,135,762
26	SM	KS	\$447,019	4	\$64,292,707
27	PENTAGON	VA	\$439,616	1894	\$20,162,693,973
28	STATE FARM	IL	\$435,634	149	\$3,969,169,724
29	UNIVERSITY OF IOWA COMM.	IA	\$435,038	381	\$3,587,521,024
30	CHEVRON	CA	\$420,559	235	\$2,935,808,062
31	LUFTHANSA EMP.	NY	\$419,815	4	\$96,484,533
32	QUORUM	NY	\$415,384	123	\$940,387,718
33	YONKERS TEACHERS	NY	\$412,420	3	\$57,827,895
34	MECE	MO	\$409,940	14	\$165,154,823
35	RIVERDALE	AL	\$407,916	15	\$69,709,153
36	BECU	WA	\$406,687	1526	\$15,136,255,033
37	LOMTO	NY	\$406,395	26	\$252,947,142
38	HELCO	HI	\$404,249	3	\$41,093,175
39	BETHPAGE	NY	\$401,713	590	\$6,775,646,701
40	WORKMEN'S CIRCLE	GA	\$398,643	6	\$66,267,256
41	BANK-FUND STAFF	DC	\$397,788	295	\$4,320,885,916
42	MCBRYDE	HI	\$397,396	5	\$88,808,691
43	DEERE EMP.	IL	\$395,517	90	\$776,660,870
44	VISION ONE	CA	\$395,182	10	\$65,800,668
45	CALIF. STATE & FED. EMP. #20	CA	\$394,766	6	\$130,433,038
46	DENVER FIRE DEPARTMENT	CO	\$391,127	9	\$140,773,111
47	CONNECTICUT STATE EMP.	CT	\$382,241	67	\$1,751,054,070
48	NAVY	VA	\$381,469	13458	\$77,830,150,313
49	NASA	MD	\$380,524	272	\$1,942,339,493
50	STANFORD	CA	\$374,925	176	\$1,982,705,651
U.S. AVERAGE			\$210,749	46	\$211,333,127

*FTE = FULL TIME EQUIVALENT AND IS CALCULATED AS FULL-TIME EMPLOYEES PLUS 50% OF PART-TIME EMPLOYEES.

LEADERS IN YEAR-TO-DATE LOAN ORIGINATIONS PER FTE EMPLOYEE

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

YTD Loans Originated Per FTE*				YTD Loans Originated Per FTE*							
Rk.	Credit Union	St.	FTE Employee	Employees	Loans	Rk.	Credit Union	St.	FTE Employee	Employees	Loans
1	STAR ONE	CA	\$4,132,117	191	\$3,438,032,311	51	LANDMARK	WI	\$1,559,372	554	\$2,627,148,034
2	WCLA	WA	\$3,780,033	5	\$43,669,201	52	MECE	MO	\$1,551,906	14	\$96,652,518
3	LOCAL GOVERNMENT	NC	\$3,064,029	156	\$1,231,684,572	53	F&A	CA	\$1,548,744	81	\$285,760,370
4	DAWSON CO-OP	MN	\$2,952,066	20	\$114,048,747	54	DOWELL	OK	\$1,545,784	5	\$20,488,886
5	GENERAL ELECTRIC	OH	\$2,913,000	185	\$2,237,389,355	55	INSPIRUS	WA	\$1,533,561	140	\$770,034,003
6	BELLCO	CO	\$2,775,507	324	\$2,779,945,129	56	STATE FARM	IL	\$1,533,389	149	\$923,989,463
7	UNIVERSITY OF IOWA COMM.	IA	\$2,634,237	381	\$3,239,709,902	57	COASTAL	NC	\$1,531,059	442	\$2,193,627,256
8	ALLIANT	IL	\$2,570,848	427	\$5,630,959,324	58	DELTA COMMUNITY	GA	\$1,516,476	871	\$3,942,005,636
9	SAN JOAQUIN POWER EMP.	CA	\$2,533,442	6	\$84,937,219	59	AMERICAN AIRLINES	TX	\$1,511,550	624	\$3,593,325,838
10	KAUAI GOVERNMENT EMP.	HI	\$2,299,799	17	\$84,662,740	60	ENERGIZE	OK	\$1,505,994	4	\$18,267,103
11	BETHPAGE	NY	\$2,286,265	590	\$4,492,266,073	61	ABBOTT LABORATORIES EMP.	IL	\$1,500,479	89	\$365,337,887
12	PENTAGON	VA	\$2,280,794	1894	\$17,761,790,692	62	KINECTA	CA	\$1,499,534	875	\$3,378,759,242
13	BECU	WA	\$2,252,759	1526	\$9,827,045,037	63	CHURCHILL COUNTY	NV	\$1,499,365	4	\$18,216,189
14	STATE EMP.	MD	\$2,058,692	372	\$2,560,226,581	64	ARCHER COOPERATIVE	NE	\$1,466,208	20	\$54,443,788
15	CAHP	CA	\$2,034,622	29	\$143,263,792	65	NORTHWEST	VA	\$1,463,242	433	\$1,831,530,226
16	LOGIX	CA	\$2,006,627	547	\$3,942,105,484	66	FIREFIGHTERS FIRST	CA	\$1,460,436	146	\$894,300,143
17	IDAHO CENTRAL	ID	\$2,001,111	656	\$2,402,730,978	67	WESTERRA	CO	\$1,459,633	244	\$1,025,987,558
18	ELEMENTS FINANCIAL	IN	\$1,965,688	174	\$1,064,036,060	68	CO-OP	MN	\$1,459,120	36	\$120,780,606
19	SAN FRANCISCO FIRE	CA	\$1,883,858	143	\$851,849,016	69	BOPTI	CA	\$1,458,271	5	\$21,796,640
20	DIRECT	MA	\$1,881,417	56	\$440,299,510	70	SELF RELIANCE NEW YORK	NY	\$1,449,961	44	\$718,301,793
21	GREENWOOD	RI	\$1,876,233	57	\$350,066,722	71	SECURITY SERVICE	TX	\$1,440,556	1737	\$8,620,496,323
22	AVISTA CORP.	WA	\$1,851,601	5	\$39,152,638	72	SUMMIT	WI	\$1,429,004	450	\$1,936,102,593
23	ELEVATIONS	CO	\$1,834,922	417	\$1,245,383,653	73	ANDIGO	IL	\$1,422,892	113	\$527,825,371
24	MCCONE COUNTY	MT	\$1,830,335	12	\$52,358,626	74	CITADEL	PA	\$1,418,648	415	\$2,373,787,518
25	HOMETOWN	ND	\$1,827,914	20	\$98,899,493	75	CHEVRON	CA	\$1,415,077	235	\$2,321,237,560
26	DEERE EMP.	IL	\$1,811,128	90	\$682,792,253	76	THE GOLDEN 1	CA	\$1,413,589	1456	\$6,413,055,732
27	BANK-FUND STAFF	DC	\$1,776,054	295	\$2,429,461,494	77	PROVIDENT	CA	\$1,412,947	282	\$1,295,844,510
28	SAFEAMERICA	CA	\$1,775,121	71	\$366,998,745	78	DIGITAL	MA	\$1,412,608	1051	\$5,895,629,432
29	FIRST UNITED	MI	\$1,769,640	12	\$22,146,561	79	ELM RIVER	ND	\$1,412,262	7	\$18,210,597
30	ONPOINT COMMUNITY	OR	\$1,748,081	584	\$2,645,490,219	80	FAIRFAX COUNTY	VA	\$1,412,182	59	\$269,693,687
31	BCU	IL	\$1,740,657	497	\$2,120,707,088	81	REDWOOD	CA	\$1,410,454	479	\$2,298,567,508
32	SAN DIEGO COUNTY	CA	\$1,733,956	765	\$5,381,988,719	82	COUNTRYSIDE	NY	\$1,406,217	16	\$121,798,725
33	NASA	MD	\$1,721,078	272	\$1,579,804,966	83	APPLETREE	WI	\$1,404,315	17	\$99,157,782
34	WILKES-BARRE CITY EMP.	PA	\$1,683,968	7	\$25,029,845	84	UTAH POWER	UT	\$1,398,732	50	\$264,280,000
35	SONOMA	CA	\$1,678,469	5	\$18,099,678	85	ELECTRICAL WORKERS 558	AL	\$1,370,813	4	\$14,261,618
36	EVANSVILLE TEACHERS	IN	\$1,670,137	337	\$925,605,576	86	HARVARD UNIVERSITY EMP.	MA	\$1,360,170	81	\$429,857,478
37	TOWN AND COUNTRY	ND	\$1,657,587	121	\$341,956,264	87	NEPHI WESTERN EMP.	UT	\$1,359,031	4	\$25,364,340
38	PATELCO	CA	\$1,652,910	609	\$3,475,952,128	88	FINANCIAL PARTNERS	CA	\$1,358,643	217	\$853,414,699
39	STANFORD	CA	\$1,648,514	176	\$1,223,858,299	89	ATLANTA POSTAL	GA	\$1,357,878	206	\$1,188,925,144
40	ROCKLAND	MA	\$1,641,938	167	\$1,356,421,379	90	NEBRASKA ENERGY	NE	\$1,339,358	22	\$180,988,470
41	FIRST TECH	CA	\$1,640,163	1199	\$6,566,015,858	91	IDB-IIC	DC	\$1,334,235	32	\$355,503,002
42	DAKOTA PLAINS	ND	\$1,620,793	20	\$58,950,331	92	PREMIER	IA	\$1,331,980	37	\$123,916,867
43	NAVY	VA	\$1,599,771	13458	\$55,465,292,584	93	PURDUE	IN	\$1,323,403	207	\$673,309,917
44	ADVANCIAL	TX	\$1,597,950	202	\$1,130,436,546	94	SOUTHERN	TX	\$1,322,735	10	\$56,593,638
45	TECHNOLOGY	CA	\$1,596,955	226	\$1,444,570,673	95	ANDREWS	MD	\$1,320,169	280	\$803,415,452
46	LONG BEACH FIREMEN'S	CA	\$1,594,003	10	\$110,215,306	96	UTAH FIRST	UT	\$1,320,037	74	\$239,504,478
47	SM	KS	\$1,581,173	4	\$48,909,526	97	FIRST COMMUNITY	ND	\$1,312,728	157	\$466,165,783
48	COLORADO	CO	\$1,581,165	54	\$99,079,643	98	LAKE MICHIGAN	MI	\$1,309,572	994	\$3,242,754,447
49	UNIVERSITY OF WISCONSIN	WI	\$1,579,923	468	\$1,410,277,689	99	RIVER WORKS	MA	\$1,307,941	24	\$88,261,866
50	ADVANTIS	OR	\$1,576,974	195	\$973,739,970	100	EPA	MS	\$1,307,291	2	\$7,895,643
U.S. AVERAGE									\$787,966	46	\$138,629,357

*FTE = FULL TIME EQUIVALENT AND IS CALCULATED AS FULL-TIME EMPLOYEES PLUS 50% OF PART-TIME EMPLOYEES.

EXPANDING DELIVERY CHANNELS IMPROVE MEMBER RELATIONSHIPS AND PRESENT GROWTH OPPORTUNITIES

Nationwide, credit unions reported having 20,977 branches as of midyear 2016. The industry posted 3.8% year-over-year membership growth and is now serving more than 106 million members as of June 30, 2016. Membership growth outpaced branch growth in the same period, and credit unions are serving 193 more members per branch than they were one year ago — 5,060 members per branch on average as of June 30, 2016.

Online and mobile delivery channels and services are a necessary complement to physical channels, and as of June 30, 2016, the most popular electronic service was account balance inquiry, which more than 78% of credit unions reported offering. Other popular electronic services as of midyear included view account history, which 77% of credit unions offered; share account transfers, which 74% of credit unions offered; loan payments, which 70% of credit unions offered; and download account history, which 68% of credit unions offered.

Credit unions with strong technology offerings reported higher average member relationships, product penetration rates, and annual member growth rates than less technologically equipped peers. For all credit unions in the United States, strong tech-savvy credit unions are those that offered mobile banking, remote deposit capture, online new member application, online loan application, and online share account application as of June 30, 2016.

This competitive edge is especially true for credit unions with less than \$100.0 million in assets. Credit unions in this asset band with strong technology offerings not only increased their assets, loans, shares, and members at a faster pace year-over-year, they also reported a stronger efficiency ratio. Credit unions with less than \$100 million in assets but with strong technology reported an efficiency ratio of 85.7% in the second quarter of 2016, compared with 86.9% for the less technologically robust credit unions.



DELIVERING DEALS THROUGH A NEW APP

FRANKENMUTH CREDIT UNION / FRANKENMUTH, MI / ASSETS: \$436.3M / MEMBERS: 34,672
MIDUSA CREDIT UNION / MIDDLETOWN, OH / ASSETS: \$202.8M / MEMBERS 15,943

MidUSA Credit Union (\$202.8M, Middletown, OH) and Frankenmuth Credit Union (\$436.3M, Frankenmuth, MI) have made it easier for members to find good deals in their area via a smartphone app that requires minimal effort on the part of the credit unions.

"We get an email notification when a business uploads an offer," Vickie Schmitzer, CEO at Frankenmuth, says of the white-label, turnkey app the credit unions got through their core processor. "We review the offer, approve it, and then it's live."

MidUSA calls its version "Star Savings," and Frankenmuth has labeled its "Pretzel Dough."

Marketing the app to local businesses take the most time, Schmitzer says. And to do this, the credit union leans on the area chambers of commerce as well as the business lanes at the credit union's 21 branches.

Kelly Nugent, vice president at MidUSA, is focusing right now on local retail strategy for the coupon app. She calls it a value-add for current business members and a valuable tool for engaging businesses new to the credit union.

"We're keenly aware mobile and other virtual offerings are critical to the way members want to do business, including managing finances and shopping for deals," Nugent says.

According to the vice president, response from local retailers and members alike has been positive following

the solution's rollout around the first of the year. By mid-summer, it had logged 220 registered users and has offered more than 2,100 different coupons.

"We started [marketing] by engaging our staff members, who quickly spread the word to members they serve and to their family and friends," Nugent says.

Website content, newsletters, emails, branch signage, and social media promotions support the power of word-of-mouth.

Within a few weeks of its launch in Frankenmuth, approximately 225 of the credit union's 4,100 mobile users had downloaded Pretzel Dough. Initial takers on the merchant side included restaurants, a hair salon, and a hardware store.

The credit union hopes to make some extra interchange income in the process, but the coupon app is actually part of a wider strategy for delivery channels.

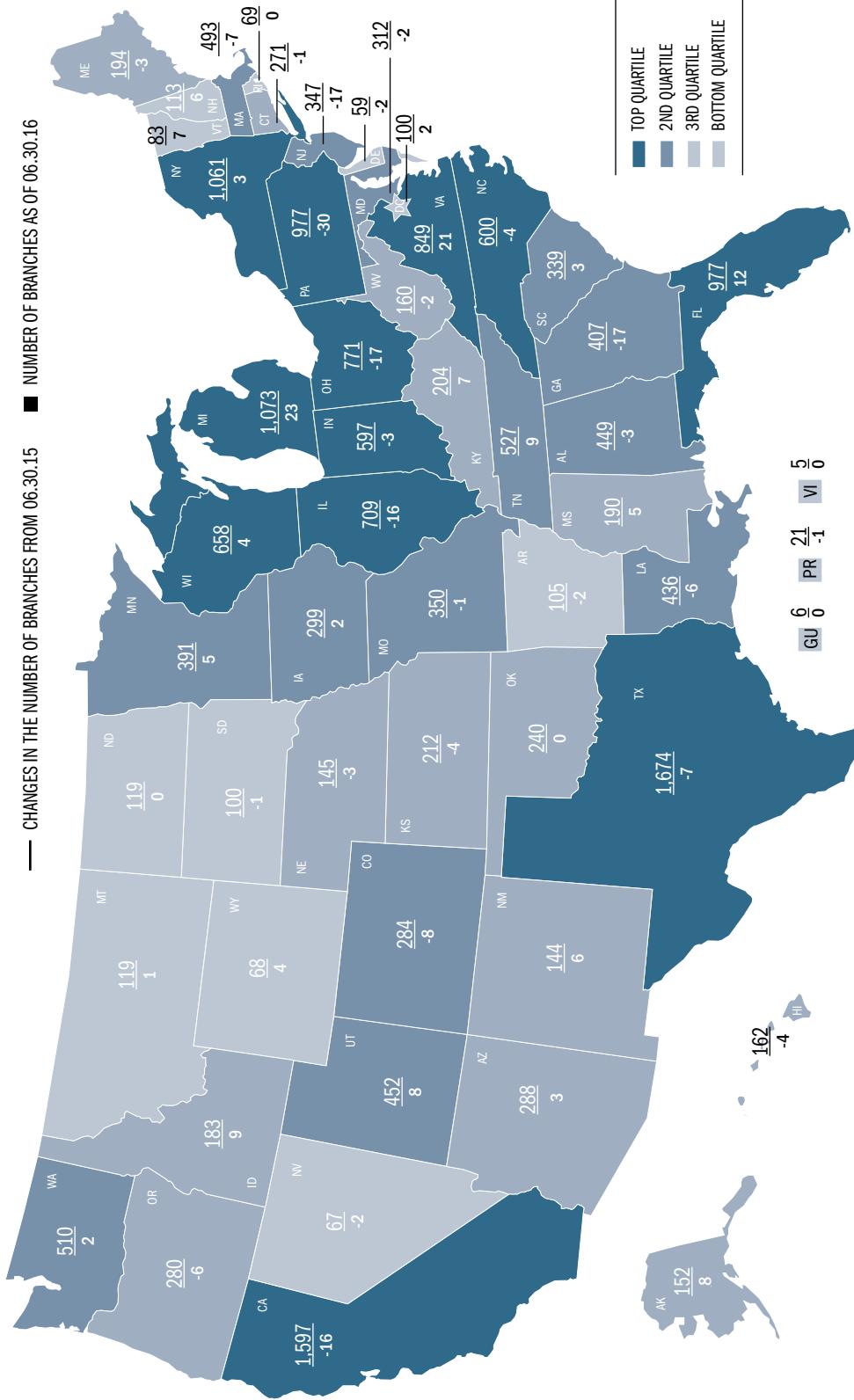
"We're focusing heavily on educating our members on all of our online, mobile, and text touchpoints," Schmitzer says. "Stats show nationally that consumers feel credit unions aren't as cutting edge in technology as banks. We're proving them wrong."

Get the full story about MidUSA and Frankenmuth credit unions and their use of this new delivery channel. Read "Looking For Mobile Coupons? There's An App For That" at CreditUnions.com.

NUMBER AND CHANGE IN NUMBER OF BRANCHES BY STATE

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

— CHANGES IN THE NUMBER OF BRANCHES FROM 06.30.15 ■ NUMBER OF BRANCHES AS OF 06.30.16



LEADERS IN BRANCH & ATM NETWORK

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Branches & ATMs*	Branches	ATMs	Members Per Branch	Assets
1	NAVY	VA	553	287	266	22,138	\$77,830,150,313
2	SECU	NC	508	257	251	8,302	\$33,785,749,087
3	AMERICA FIRST	UT	242	117	125	6,677	\$7,716,639,881
4	ALASKA USA	AK	166	83	83	7,032	\$6,439,378,542
5	TDECU	TX	137	40	97	6,007	\$2,932,960,830
6	SUNCOAST	FL	122	61	61	11,690	\$7,560,713,099
7	RANDOLPH-BROOKS	TX	110	55	55	11,947	\$7,328,281,762
8	SPACE COAST	FL	109	56	53	6,194	\$3,756,866,429
9	CHARTWAY	VA	104	52	52	3,505	\$2,137,391,940
10	MIDFLORIDA	FL	101	42	59	5,665	\$2,534,757,227
11	TEACHERS	IN	100	55	45	5,112	\$2,924,966,860
11	MEMBERS 1ST	PA	100	50	50	6,571	\$3,198,095,639
13	SERVICE	NH	99	49	50	4,669	\$2,982,130,144
14	DESERT SCHOOLS	AZ	95	48	47	6,579	\$3,998,778,942
15	STATE EMP.	NY	92	47	45	7,174	\$3,263,012,739
16	AMERICAN AIRLINES	TX	91	45	46	5,854	\$6,093,859,555
17	VYSTAR	FL	89	51	38	10,314	\$6,186,443,670
18	SCHOOLSFIRST	CA	88	46	42	15,255	\$12,432,563,789
19	MOUNTAIN AMERICA	UT	86	86	0	6,973	\$5,607,855,844
20	BECU	WA	85	42	43	23,127	\$15,136,255,033
21	VISIONS	NY	82	43	39	4,172	\$3,579,529,937
22	SECURITY SERVICE	TX	81	73	8	10,057	\$9,466,667,991
23	SAN DIEGO COUNTY	CA	80	40	40	8,065	\$7,546,233,777
23	THE GOLDEN 1	CA	80	80	0	9,895	\$10,255,810,690
23	BCU	IL	80	43	37	4,847	\$2,580,572,678
26	FIRST TECH	CA	79	40	39	11,113	\$9,109,027,385
27	LAKE MICHIGAN	MI	78	39	39	7,270	\$4,515,855,832
28	SUMMIT	WI	74	34	40	4,628	\$2,581,606,557
28	ROYAL	WI	74	50	24	3,432	\$1,855,625,606
28	FAIRWINDS	FL	74	37	37	4,706	\$2,021,051,930
31	PATELCO	CA	72	36	36	8,431	\$5,220,406,933
32	KINECTA	CA	70	36	34	7,989	\$3,891,022,831
33	UNIFY FINANCIAL	CA	69	50	19	3,837	\$2,272,827,292
33	BETHPAGE	NY	69	35	34	8,384	\$6,775,646,701
35	FIRST COMMUNITY	MO	68	34	34	7,773	\$2,207,444,508
36	ORNL	TN	63	31	32	4,944	\$1,767,237,926
36	TRULIANT	NC	63	33	30	6,234	\$2,026,479,800
38	FRANKLIN MINT	PA	62	38	24	2,181	\$977,960,660
39	MISSION	CA	61	30	31	6,554	\$3,014,984,215
40	WRIGHT-PATT	OH	60	32	28	10,141	\$3,313,520,384
40	ANHEUSER-BUSCH EMP.	MO	60	30	30	4,055	\$1,593,191,605
42	UNITED	MI	59	29	30	5,145	\$2,103,323,416
42	TINKER	OK	59	31	28	10,696	\$3,499,259,900
44	LANDMARK	WI	58	34	24	8,227	\$3,094,468,727
44	IDAHO CENTRAL	ID	58	29	29	8,085	\$2,626,923,300
46	GENISYS	MI	57	29	28	6,310	\$2,117,474,736
47	GOLDENWEST	UT	56	28	28	3,920	\$1,195,870,022
47	FIRST COMMUNITY	OR	56	28	28	2,667	\$937,798,162
47	AMERICAN HERITAGE	PA	56	29	27	5,129	\$1,752,373,336
47	GROW FINANCIAL	FL	56	28	28	6,881	\$2,255,631,902
U.S. AVERAGE			6	3	3	5,060	\$211,333,127

*ATMS OWNED BY THE CREDIT UNION AT OWNED BRANCH LOCATIONS.

LEADERS IN MEMBERS-TO-BRANCH RATIO

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Members Per Branch	Members	Branches	Members Per Employee	Assets
1	GREENWOOD	RI	59,672	59,672	1	1,047	\$434,581,808
2	DOW CHEMICAL EMP.	MI	57,799	57,799	1	452	\$1,534,179,497
3	UTILITIES EMP.	PA	44,341	44,341	1	516	\$1,153,660,822
4	AMERICA'S CHRISTIAN	CA	42,730	85,459	2	988	\$328,085,243
5	INSPIRUS	WA	40,373	80,746	2	579	\$1,147,570,329
6	PENTAGON	VA	35,965	1,438,618	40	760	\$20,162,693,973
7	MARRIOTT EMP.	MD	34,493	34,493	1	719	\$178,470,492
8	NORTHWEST	VA	30,376	212,635	7	492	\$3,035,578,437
9	UNITED NATIONS	NY	30,250	121,000	4	250	\$4,580,037,328
10	1199 SEIU	NY	27,726	27,726	1	1,733	\$65,110,547
11	ALLIANT	IL	26,801	321,615	12	754	\$9,137,887,323
12	DIGITAL	MA	26,366	580,055	22	552	\$7,213,280,539
13	ASPIRE	NJ	25,615	25,615	1	488	\$184,269,819
14	DIRECT	MA	24,162	24,162	1	435	\$491,628,332
15	MELROSE	NY	24,052	24,052	1	301	\$1,918,689,436
16	BECU	WA	23,127	971,328	42	637	\$15,136,255,033
17	SIGNATURE	VA	22,552	22,552	1	422	\$292,913,977
18	NAVY	VA	22,138	6,353,581	287	472	\$77,830,150,313
19	F & A	CA	21,981	43,961	2	546	\$1,531,550,910
20	MIDWEST CARPENTERS & MILLWRIGHTS	IN	21,183	21,183	1	1,033	\$97,441,956
21	BANK-FUND STAFF	DC	21,111	84,443	4	286	\$4,320,885,916
22	BOULDER DAM	NV	20,823	20,823	1	468	\$558,545,035
23	LBS FINANCIAL	CA	20,236	121,418	6	553	\$1,285,597,249
24	POLICE AND FIRE	PA	20,208	242,499	12	387	\$4,519,433,789
25	COAST360	GU	20,089	60,268	3	515	\$346,914,402
26	ROCKLAND	MA	19,966	179,697	9	1,079	\$1,505,477,444
27	MUNICIPAL	NY	19,491	409,310	21	603	\$2,507,692,414
28	CREDIT UNION OF DENVER	CO	19,307	57,921	3	475	\$665,135,205
29	STAR ONE	CA	19,215	96,076	5	503	\$8,171,941,931
30	PENNSYLVANIA STATE EMP.	PA	19,172	421,794	22	606	\$4,636,115,712
31	HEALTHCARE EMP.	NJ	19,010	19,010	1	905	\$106,869,929
32	APCI	PA	18,348	18,348	1	378	\$537,610,814
33	CARPENTERS	MN	18,279	18,279	1	3,656	\$25,597,874
34	BURBANK CITY	CA	17,898	17,898	1	322	\$292,162,576
35	THRIVENT	WI	17,712	53,135	3	378	\$505,282,702
36	AFLAC	GA	17,298	17,298	1	1,647	\$187,505,092
37	POINT BREEZE	MD	17,263	51,788	3	551	\$755,996,402
38	HARRIS COUNTY	TX	16,939	16,939	1	498	\$149,121,831
39	WEST VIRGINIA CENTRAL	WV	16,856	16,856	1	527	\$153,156,169
40	UNIVERSITY	CA	16,789	33,577	2	400	\$570,027,399
41	ESL	NY	16,584	331,671	20	510	\$5,916,471,237
42	GECU	TX	16,581	348,208	21	452	\$2,372,377,710
43	BUFFALO METROPOLITAN	NY	16,553	16,553	1	424	\$98,968,042
44	PUBLIX EMP.	FL	16,468	131,742	8	536	\$858,543,147
45	USC	CA	16,363	65,450	4	727	\$448,189,946
46	QUINCY	MA	16,172	32,343	2	469	\$491,060,790
47	REDSTONE	AL	16,137	387,293	24	467	\$4,396,277,821
48	EDUCATIONAL EMP.	CA	15,768	252,286	16	556	\$2,665,340,691
49	CHRISTIAN COMMUNITY	CA	15,700	31,400	2	246	\$642,286,900
50	DUKE UNIVERSITY	NC	15,479	15,479	1	469	\$128,110,308
U.S. AVERAGE			5,060	17,660	3	383	\$211,333,127

LEADERS IN ONLINE BANKING ADOPTION

FOR U.S. CREDIT UNIONS >\$20M IN ASSETS | DATA AS OF 06.30.16

Rk.	Credit Union	St.	Online Banking Penetration Rate	Members Using Online Banking	Total Members	Assets
1	LOYOLA UNIVERSITY EMP.	IL	99.87%	5,200	5,207	\$47,507,914
2	WESCOM	CA	99.28%	188,459	189,827	\$3,363,500,030
3	CDC	GA	98.15%	17,754	18,089	\$287,091,010
4	PURDUE	IN	98.12%	68,132	69,439	\$1,027,526,949
5	ROCKY MTN. LAW ENFORCEMENT	CO	97.63%	12,375	12,675	\$191,868,730
6	ONE NEVADA	NV	97.54%	75,638	77,544	\$795,344,056
7	WESLA	LA	97.27%	8,893	9,143	\$81,941,155
8	GUTHRIE	PA	96.97%	6,999	7,218	\$67,838,333
9	MARISOL	AZ	96.83%	6,600	6,816	\$36,703,322
10	GOLD COAST	FL	96.26%	19,863	20,634	\$158,846,195
11	KENNEDY VA EMP.	TN	96.08%	2,500	2,602	\$23,734,325
12	JEFFCO	CO	95.91%	1,594	1,662	\$21,290,333
13	FARMERS INSURANCE GROUP	CA	95.77%	45,205	47,204	\$707,156,980
14	FIRST ILLINOIS	IL	95.52%	8,354	8,746	\$50,087,135
15	NMA	VA	95.50%	8,932	9,353	\$61,292,833
16	PACIFIC NORTHWEST IRONWORKERS	OR	95.41%	5,219	5,470	\$22,069,409
17	SCHLUMBERGER EMP.	TX	95.28%	30,247	31,745	\$857,606,592
18	BRIGHTSTAR	FL	95.13%	50,811	53,410	\$435,178,902
19	BCM	TX	95.05%	5,029	5,291	\$40,140,855
20	OAS STAFF	DC	94.03%	5,923	6,299	\$193,195,876
21	SAN DIEGO FIREFIGHTERS	CA	94.01%	3,483	3,705	\$94,679,462
22	CARTER	LA	93.96%	23,142	24,629	\$259,583,960
23	ADIRONDACK REGIONAL	NY	93.06%	5,929	6,371	\$43,084,427
24	WILLIS-KNIGHTON	LA	92.81%	6,596	7,107	\$29,884,179
25	EMPLOYEES	OK	92.77%	2,539	2,737	\$21,840,675
26	KUMC	KS	92.54%	2,408	2,602	\$26,972,171
27	AUGUSTA COUNTY	VA	92.38%	2,462	2,665	\$23,340,623
28	WYHY	WY	92.13%	12,665	13,747	\$212,959,738
29	PEOPLES COMMUNITY	MN	91.78%	2,600	2,833	\$20,368,451
30	SUNSET SCIENCE PARK	OR	91.47%	2,079	2,273	\$42,310,841
31	SOUTHWEST	NM	91.30%	4,702	5,150	\$57,923,228
32	INOVA	IN	91.20%	30,976	33,965	\$332,872,821
33	AMHERST	NY	91.12%	3,785	4,154	\$31,983,344
34	SISKIYOU CENTRAL	CA	91.01%	6,186	6,797	\$60,452,699
35	EDUCATION	TX	91.01%	21,587	23,720	\$243,561,698
36	ST. JOSEPH'S HOSPITAL	FL	90.70%	3,023	3,333	\$38,086,136
37	WESTERN HEALTHCARE	CA	90.64%	3,215	3,547	\$37,257,042
38	GREATER CENTRAL TEXAS	TX	90.61%	2,896	3,196	\$24,727,743
39	NUSENDA	NM	90.06%	147,653	163,954	\$1,770,053,380
40	MEMBERS "FIRST" COMMUNITY	IL	89.61%	5,268	5,879	\$50,903,896
41	MICHIGAN STATE UNIVERSITY	MI	89.49%	200,186	223,697	\$3,266,917,961
42	TRAILHEAD	OR	89.41%	7,135	7,980	\$104,674,223
43	ST. COLUMBKILLE	OH	89.33%	2,000	2,239	\$24,696,592
44	MAC	AK	88.93%	13,250	14,899	\$104,972,024
45	DUTCH POINT	CT	88.90%	18,701	21,037	\$263,366,264
46	FIRST CAPITAL	PA	88.66%	15,949	17,988	\$180,728,234
47	MIAMI UNIVERSITY COMMUNITY	OH	88.57%	5,000	5,645	\$60,549,978
48	UNIVERSITY OF WISCONSIN	WI	88.40%	189,580	214,452	\$2,241,348,946
49	DIABLO VALLEY	CA	88.25%	2,328	2,638	\$35,255,184
50	LINN AREA	IA	88.07%	21,585	24,510	\$377,412,076
U.S. AVERAGE			47.16%	8,328	17,660	\$211,333,127

DELIVERY CHANNEL DEPLOYMENT & ONLINE TRANSACTION CAPABILITIES

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



PEER GROUP PERFORMANCE COMPARISON

RISK AND REWARD DANCE ACROSS CREDIT UNION LEDGERS

Insights from peer groups allow credit unions to set goals and benchmark performance.

The credit union industry is growing at a record pace. Shares, members, loans, and assets have never been higher than they were as of June 30, 2016. Although growth is appealing, the rewards and risks it presents are never far apart. To ensure sustainability in a competitive and regulated landscape, credit unions must understand their performance compared with industry peers.

Frequency, metrics, and peer groups are all critical components of benchmarking success. Callahan products make it easy for credit unions to benchmark themselves every quarter against individual institutions, state and asset-based peers, and custom peer groups.

Plug-and-play filters allow credit unions to build peer groups based on criteria such as asset size, geography, charter type, and vendor partners. When needed, credit unions can also benchmark themselves against larger or better-performing institutions to provide deeper insights on how to reach performance targets.

Benchmarking is a tool that contextualizes individual strengths and weaknesses. And with Callahan's analytical tools, credit unions can stay ahead of the game by identifying merger opportunities, studying

banking competitors, and conducting regulatory and risk analysis. For example, more than 700 credit unions have merged during the past three years. Callahan's benchmarking tools allows credit unions to combine two or more financial institutions for a diagnostic view that ensures a merger plays to financial strengths.

Additionally, benchmarking accommodates role-specific analysis. Callahan's analytical tools — such as CUAnalyzer, BranchAnalyzer, and MortgageAnalyzer — show credit union professionals how to use performance data to guide departmental strategy. And role-specific packets compile the metrics most vital to individual departments in one easy-to-access location.

The following pages contain comparisons that capture varying business models and operating resources based on asset size. Although the industry average is often a useful point of comparison, asset-based comparisons allow credit unions to better gauge their performance against institutions with similar resources and other attributes.

PEER GROUP CLASSIFICATION

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

Peer Group	Credit Unions #	Total Assets (In Thousands)	Total Members	12-Month Loan Growth	12-Month Member Growth	Average Loan Balance	OpExp/Avg. Assets	ROA*	Delinquency
< \$2M	552	\$488,716,147	176,341	-1.02%	-1.90%	\$4,148	4.00%	0.00%	3.05%
\$2M - \$5M	546	\$1,889,907,107	413,179	1.29%	-0.94%	\$5,964	3.76%	0.01%	1.88%
\$5M - \$10M	660	\$4,866,355,578	849,413	2.25%	-1.14%	\$6,803	3.58%	0.12%	1.61%
\$10M - \$20M	813	\$11,813,609,501	1,706,529	3.46%	-1.22%	\$7,929	3.48%	0.28%	1.21%
\$20M - \$50M	1,124	\$36,331,609,793	4,424,703	4.29%	-0.43%	\$9,065	3.49%	0.31%	1.14%
\$50M - \$100M	741	\$52,845,799,535	5,938,204	6.21%	0.98%	\$9,595	3.69%	0.43%	0.97%
\$100M - \$250M	733	\$116,033,761,012	11,823,750	7.47%	2.10%	\$11,805	3.68%	0.51%	0.86%
\$250M - \$500M	338	\$120,658,792,196	11,394,866	9.77%	2.73%	\$12,755	3.62%	0.57%	0.79%
\$500M - \$1B	236	\$165,363,020,903	14,123,341	11.43%	4.61%	\$14,226	3.48%	0.63%	0.71%
> \$1B	268	\$760,031,856,948	55,301,638	12.26%	6.58%	\$15,439	2.76%	0.94%	0.70%
U.S. TOTALS/ AVERAGES	6,011	\$1,270,323,428,720	106,151,964	10.51%	3.79%	\$13,953	3.09%	0.77%	0.75%

*AFTER NCUSIF AND TCCUSF ASSESSMENTS.

PEER GROUP PERFORMANCE COMPARISON

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

PEER GROUP(s)	1-10	1-4	5	6	7	8	9	10	
	All In U.S.	<\$20M	\$20M-\$50M	\$50M-\$100M	\$100M-\$250M	\$250M-\$500M	\$500M-\$1B	>\$1B	
Number Of Credit Unions	6,011	2,571	1,124	741	733	338	236	268	
Average Assets (In Thousands)	\$211,333	\$7,412	\$32,323	\$71,316	\$158,299	\$356,978	\$700,690	\$2,835,939	
12-MONTH GROWTH	Capital	7.78%	1.21%	3.00%	4.40%	6.07%	6.55%	7.73%	9.97%
	Loans	10.51%	2.81%	4.29%	6.21%	7.47%	9.77%	11.43%	12.26%
	Shares	7.33%	1.80%	3.40%	4.18%	5.46%	6.19%	7.40%	9.48%
	Members	3.79%	-1.20%	-0.43%	0.98%	2.10%	2.73%	4.61%	6.58%

CAPITAL RATIOS	Capital/Assets	11.38%	14.39%	12.45%	11.78%	11.24%	11.42%	11.40%	11.24%
	Solvency Ratio	116.06%	116.74%	114.20%	113.54%	113.09%	114.09%	114.67%	117.44%
	Coverage Ratio	121.76%	78.46%	78.77%	86.03%	96.43%	107.28%	121.12%	135.46%
	Delinquency	0.75%	1.43%	1.14%	0.97%	0.86%	0.79%	0.71%	0.70%

EARNINGS	Return On Average Assets (Pre-Assessments)	0.77%	0.21%	0.31%	0.43%	0.51%	0.57%	0.63%	0.94%
	Return On Average Assets (Post-Assessments)	0.77%	0.20%	0.31%	0.43%	0.51%	0.57%	0.63%	0.94%
	Service Revenue/Average Assets	1.35%	0.83%	1.07%	1.29%	1.40%	1.49%	1.47%	1.33%
	Net Interest Margin	2.88%	3.13%	2.98%	3.08%	3.07%	3.03%	3.00%	2.78%
	Operating Expenses/Average Assets*	3.09%	3.55%	3.49%	3.69%	3.68%	3.62%	3.48%	2.76%
	Yield On Average Earnings Assets	3.56%	3.54%	3.41%	3.58%	3.63%	3.64%	3.61%	3.53%
	Cost Of Funds	0.58%	0.35%	0.32%	0.35%	0.39%	0.45%	0.47%	0.69%

*AFTER NCUSIF AND TCCUSF ASSESSMENTS.

PRODUCTIVITY	YTD Total Income Per Employee (In Thousands)	\$105	\$53	\$71	\$76	\$80	\$88	\$95	\$129
	YTD Total Income Per Member	\$275	\$126	\$175	\$203	\$231	\$253	\$278	\$312
	YTD Operating Exp. Per Member	\$181	\$106	\$142	\$162	\$178	\$188	\$200	\$185
	Assets per Employee (In Thousands)	\$4,582	\$2,545	\$3,343	\$3,304	\$3,401	\$3,656	\$3,981	\$5,663
	YTD Loan Originations Per Employee (In Thousands)	\$788	\$313	\$374	\$404	\$467	\$540	\$642	\$1,082

MEMBER SERVICE USAGE**	Auto Loan Penetration	18.96%	13.52%	15.02%	16.43%	17.81%	18.26%	20.13%	19.94%
	Share Draft Penetration	55.54%	23.73%	40.38%	46.50%	50.77%	54.48%	57.45%	60.29%
	Credit Card Penetration	17.24%	5.39%	10.51%	12.22%	13.00%	15.44%	15.89%	20.62%
	Average Share Balance	\$10,031	\$5,144	\$7,117	\$7,734	\$8,540	\$9,093	\$9,964	\$11,318
	Share & Loan Accts Per Member	2.45	1.81	2.11	2.25	2.31	2.39	2.45	2.57

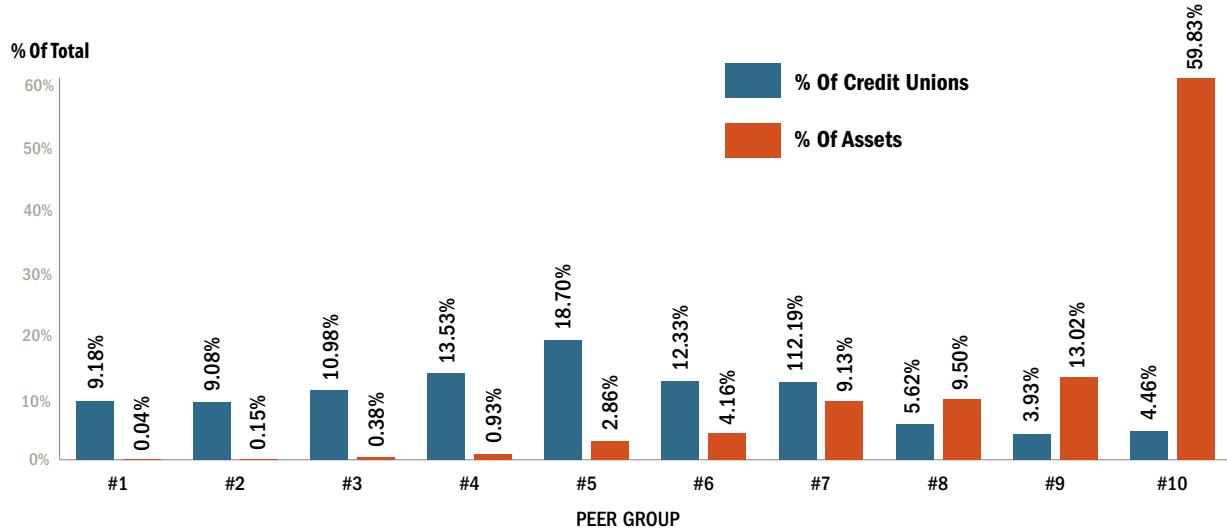
**FOR CREDIT UNIONS <\$20M IN ASSETS, ONLY THOSE WITH AT LEAST ONE RESPECTIVE ACCOUNT ARE INCLUDED IN CALCULATIONS.

LENDING PROFILE	Loans to Shares	77.68%	55.69%	57.61%	63.00%	69.88%	74.61%	78.90%	81.83%
	% of RE Loans to Total Loans	50.03%	19.30%	36.23%	40.35%	45.35%	47.00%	47.01%	53.37%
	\$ Average Loan Balance	\$13,953	\$7,222	\$9,065	\$9,595	\$11,805	\$12,755	\$14,226	\$15,439
	Total Loans per Employee (000s)	\$3,005,996	\$1,213,977	\$1,683,149	\$1,822,763	\$2,084,495	\$2,358,255	\$2,693,312	\$3,844,458

DISTRIBUTION OF ASSETS & INSTITUTIONS ACROSS ALL PEER GROUPS

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

Peer Group	Asset Size	# CUs	% Of Industry CUs	Total Assets	% Of Industry Assets
1	<\$2M	552	9.18%	\$488,716,147	0.04%
2	\$2M - \$5M	546	9.08%	\$1,889,907,107	0.15%
3	\$5M - \$10M	660	10.98%	\$4,866,355,578	0.38%
4	\$10M - \$20M	813	13.53%	\$11,813,609,501	0.93%
5	\$20M - \$50M	1,124	18.70%	\$36,331,609,793	2.86%
6	\$50M - \$100M	741	12.33%	\$52,845,799,535	4.16%
7	\$100M - \$250M	733	12.19%	\$116,033,761,012	9.13%
8	\$250M - \$500M	338	5.62%	\$120,658,792,196	9.50%
9	\$500M - \$1B	236	3.93%	\$165,363,020,903	13.02%
10	>\$1B	268	4.46%	\$760,031,856,948	59.83%
Total		6,011	100%	\$1,270,323,428,720	100%



THE CHANGING COMPOSITION OF CREDIT UNIONS

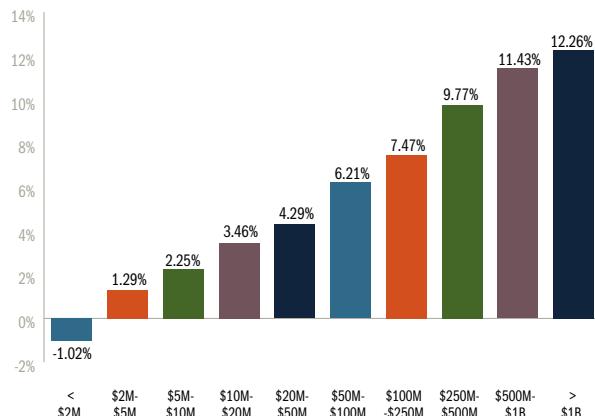
FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

Peer Group	Asset Size	# Credit Unions 2011	# Credit Unions 2016	Difference	Total Assets 2011 (\$000)	Total Assets 2016 (\$000)	Change
1	<\$2M	952	552	(400)	\$849,748	\$488,716	\$(361,032)
2	\$2M - \$5M	824	546	(278)	\$2,806,770	\$1,889,907	\$(916,863)
3	\$5M - \$10M	937	660	(277)	\$6,840,347	\$4,866,355	\$(1,973,992)
4	\$10M - \$20M	1,097	813	(284)	\$15,811,118	\$11,813,609	\$(3,997,509)
5	\$20M - \$50M	1,341	1,124	(217)	\$43,247,947	\$36,331,609	\$(6,916,338)
6	\$50M - \$100M	816	741	(75)	\$57,606,136	\$52,845,799	\$(4,760,337)
7	\$100M - \$250M	694	733	39	\$108,597,220	\$116,033,761	\$7,436,541
8	\$250M - \$500M	336	338	2	\$118,063,020	\$120,658,792	\$2,595,772
9	\$500M - \$1B	216	236	20	\$151,792,588	\$165,363,020	\$13,570,432
10	>\$1B	173	268	95	\$449,142,881	\$760,031,856	\$310,888,975
Totals		7,386	6,011	(1,375)	\$954,757,799	\$1,270,323,428	\$315,565,629

12-MONTH LOAN GROWTH

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

U.S. Average = 10.51%



12-MONTH SHARE GROWTH

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

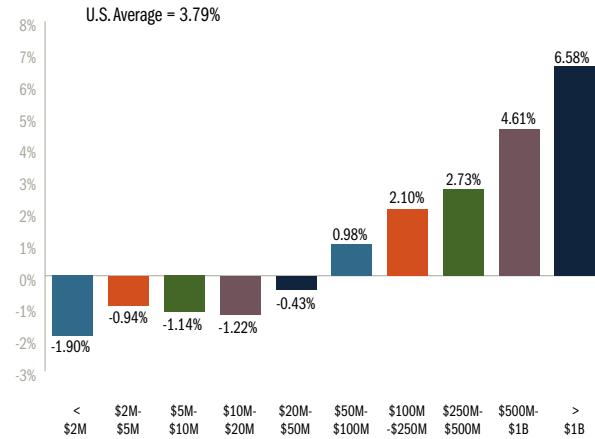
U.S. Average = 7.33%



12-MONTH MEMBER GROWTH

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

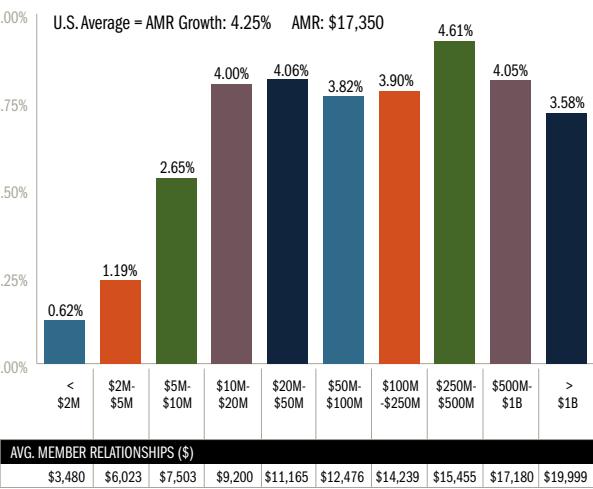
U.S. Average = 3.79%



12-MONTH GROWTH IN AVERAGE MEMBER RELATIONSHIP

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

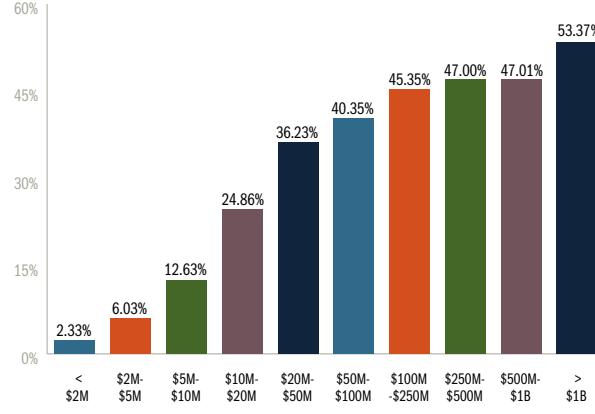
U.S. Average = AMR Growth: 4.25% AMR: \$17,350



REAL ESTATE LOANS/TOTALS LOANS

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

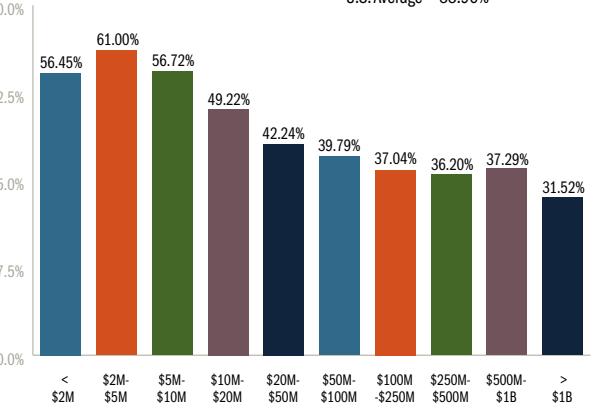
U.S. Average = 50.03%



AUTO LOANS/TOTAL LOANS

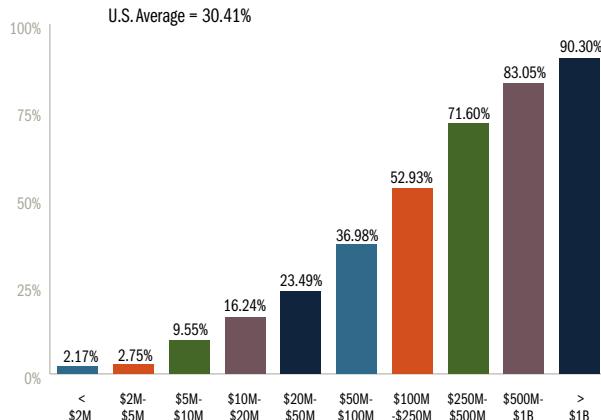
FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

U.S. Average = 33.96%

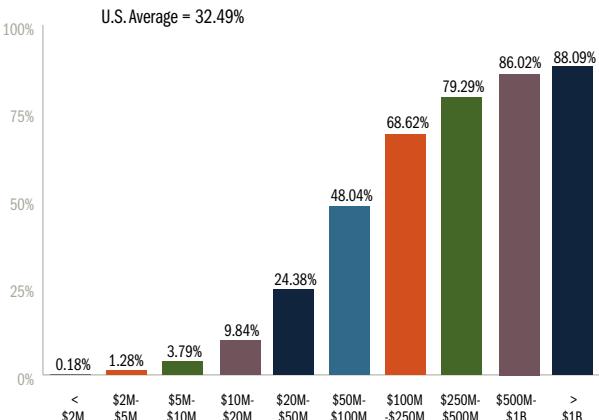


SOURCE: CALLAHAN & ASSOCIATES

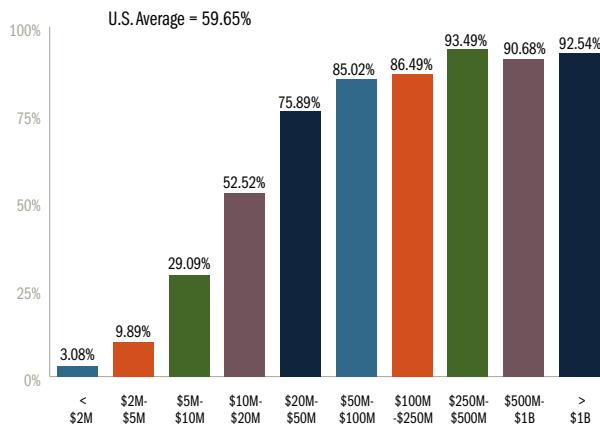
% OFFERING INSURANCE AND INVESTMENT PRODUCTS
FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



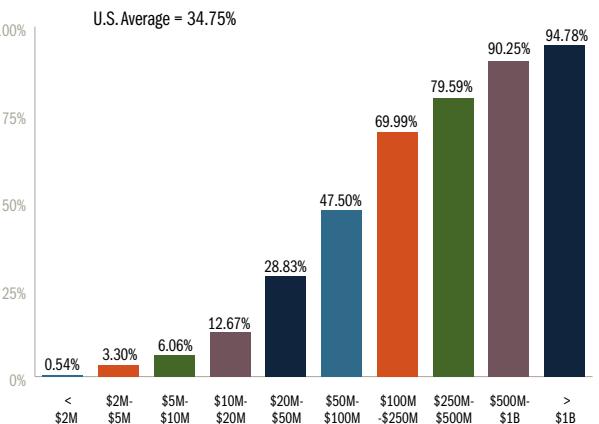
% OFFERING INDIRECT LENDING
FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



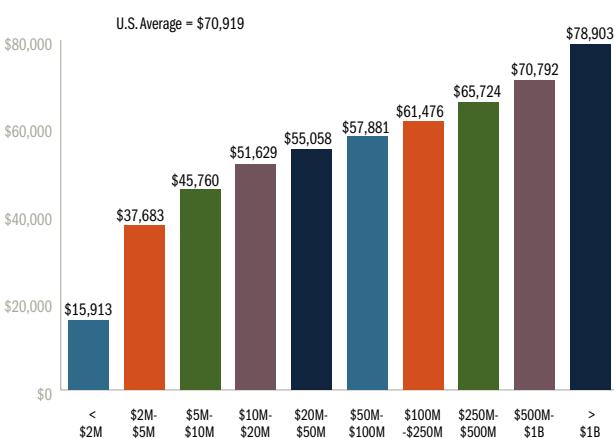
% OFFERING CREDIT CARDS
FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



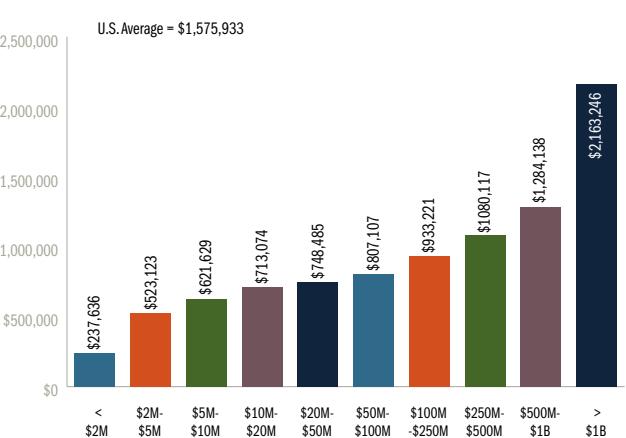
% OFFERING MEMBER BUSINESS LENDING
FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



SALARY & BENEFITS PER EMPLOYEE
FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16

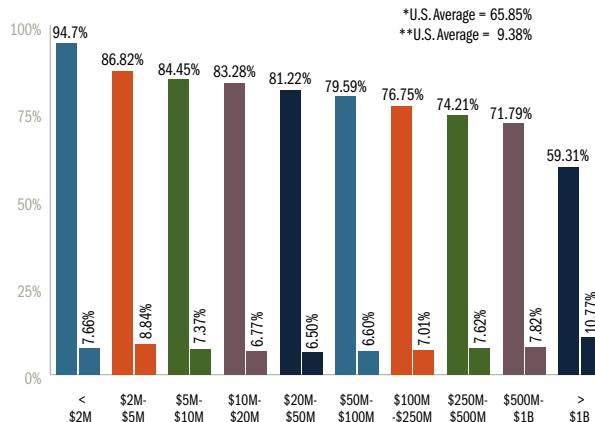


ANNUAL LOAN ORIGINATIONS PER EMPLOYEE
FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



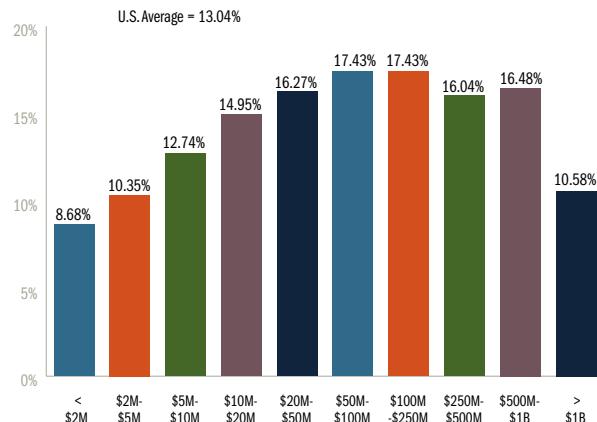
OPERATING EXPENSE/TOTAL INCOME* VS. DIVIDENDS/TOTAL INCOME**

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



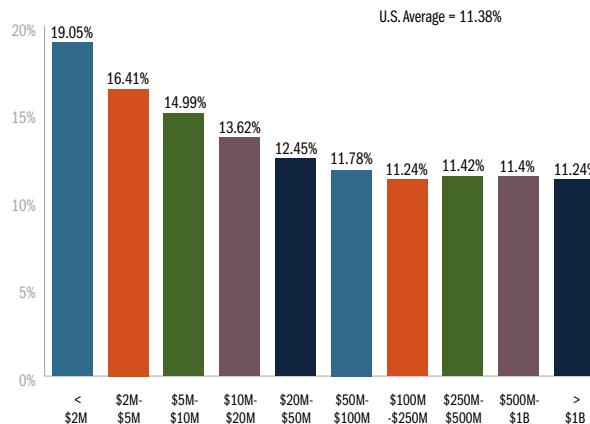
FEE INCOME/TOTAL INCOME

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



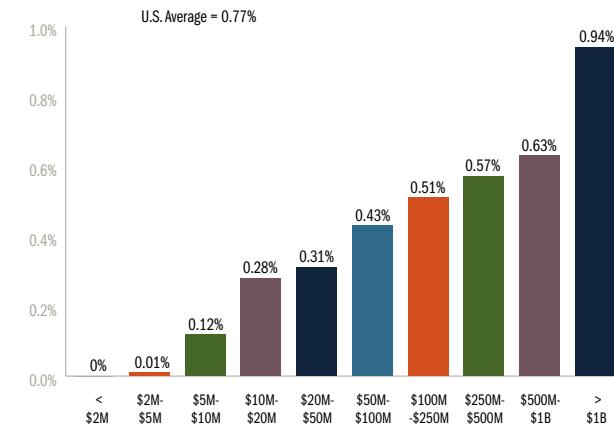
CAPITAL/ASSETS

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



RETURN ON ASSETS*

FOR U.S. CREDIT UNIONS | DATA AS OF 06.30.16



*AFTER NCUSIF AND TCCUSF ASSESSMENTS.

SOURCE: CALLAHAN & ASSOCIATE



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A photograph of a young couple smiling and taking a selfie with a smartphone. The woman has long dark hair and is wearing a pink and blue plaid shirt. The man has short brown hair and is wearing a blue and white plaid shirt. They are outdoors, with a building and trees in the background.

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