

QUARTERLY CREDIT UNION PERFORMANCE REPORT

SECOND QUARTER 2023



As your senior management team and board of directors strategically plan for each upcoming quarter, consider our **2Q 2023 Quarterly Credit Union Performance Report** your relevant guidepost for where other credit unions stand in comparison with yours!

Created each quarter with the latest California and Nevada credit union data, this comprehensive report is for C-level executives and other senior officers. It will equip your team each quarter with the right financial metrics needed for accurately benchmarking your credit union's performance to others across the state. It includes the following:

- California, Nevada, and U.S. trends (five-year breakdown).
- Industry demographic snapshots and growth rates (portfolio analysis).
- Earnings, capital adequacy, and asset quality.
- Asset/liability management, productivity, and structure.

It's just one of multiple endeavors the California and Nevada Credit Union Leagues are always fine-tuning to help you navigate the future.

Questions?

Email Rick Stanton (Vice President of Business and Data Analytics for the Leagues) at rstanton@ccul.org.



California
CREDIT UNION LEAGUE

NEVADA
CREDIT UNION LEAGUE

California & Nevada Credit Union Profile

Second Quarter 2023

Overview by Year

| | U.S. CUs | California CUs | Nevada CUs |
|---------------------------------------|------------------|------------------|------------------|
| Demographic Information | 6/30/2023 | 6/30/2023 | 6/30/2023 |
| Number of CUs | 4,787 | 263 | 14 |
| Avg. Assets per CU (\$ mil) | \$468 | \$1,113 | \$548 |
| Median assets (\$mil) | \$55.4 | \$168.3 | \$265.0 |
| Total assets (\$mil) | \$2,241,145 | \$292,607 | \$7,678 |
| Total loans (\$mil) | \$1,579,413 | \$193,635 | \$4,543 |
| Total surplus funds (\$mil) | \$483,107 | \$74,034 | \$2,188 |
| Total Savings (\$mil) | \$1,897,097 | \$240,948 | \$6,907 |
| Total members (thousands) | 139,080 | 13,494 | 398 |
| Growth Rates | 6/30/2023 | 6/30/2023 | 6/30/2023 |
| Total assets | 4.5% | 4.3% | -1.4% |
| Total loans | 13.2% | 13.9% | 18.5% |
| Total surplus funds | -9.4% | -12.1% | -11.1% |
| Total savings | 1.8% | -1.4% | -2.1% |
| Total members | 4.5% | 3.4% | 3.3% |
| % CUs with increasing assets | 43.4% | 49.0% | 35.7% |
| Earnings - Basis Pts. | 6/30/2023 | 6/30/2023 | 6/30/2023 |
| Yield on total assets | 421 | 364 | 392 |
| Dividends/interest cost of assets | 118 | 110 | 80 |
| Annualized Net interest margin | 302 | 253 | 313 |
| Annualized Fee & other income | 109 | 78 | 143 |
| Operating expense | 292 | 243 | 327 |
| Loss Provisions | 3 | 1 | 4 |
| Net Income (ROA) without Stab Exp | 86 | 71 | 72 |
| % CUs with positive ROA | 86.5% | 86.3% | 100.0% |
| Capital Adequacy | 6/30/2023 | 6/30/2023 | 6/30/2023 |
| Net worth/assets | 10.6% | 10.9% | 11.7% |
| % CUs with NW >7% of assets | 94.3% | 89.4% | 100.0% |
| Asset Quality | 6/30/2023 | 6/30/2023 | 6/30/2023 |
| Delinquencies (60+ day \$)/loans (%) | 0.63% | 0.39% | 1.67% |
| Net chargeoffs/average loans | 0.52% | 0.39% | 0.33% |
| Asset/Liability Management | 6/30/2023 | 6/30/2023 | 6/30/2023 |
| Loans/savings | 83.3% | 80.4% | 65.8% |
| Loans/assets | 70.5% | 66.2% | 59.2% |
| Net Long-term assets/assets | 8.6% | 7.1% | 8.7% |
| Liquid assets/assets | 7.0% | 7.6% | 12.7% |
| Core deposits/shares & borrowings | 53.2% | 53.0% | 68.4% |
| Productivity | 6/30/2023 | 6/30/2023 | 6/30/2023 |
| Members/potential members (%) | 3.0% | 2.9% | 4.6% |
| Borrowers/members (%) | 65.1% | 56.8% | 44.7% |
| Members/FTE | 396 | 405 | 313 |
| Average shares/member (\$) | \$13,640 | \$17,857 | \$17,367 |
| Average loan balance (\$) | \$17,433 | \$25,250 | \$25,555 |
| Employees per million in assets | 0.16 | 0.11 | 0.17 |
| Structure | 6/30/2023 | 6/30/2023 | 6/30/2023 |
| CUs with a Federal Charter | 2931 | 150 | 6 |
| CUs with a State Charter | 1755 | 102 | 3 |
| CUs Privately Insured (state charter) | 101 | 11 | 5 |

Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized, Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.

Source: NCUA and Callahan

California Credit Union Profile Second Quarter 2023

Overview by Year

| | U.S. CUs | | California Credit Unions | | | | |
|---------------------------------------|-------------|-----------|--------------------------|-----------|-----------|-----------|-----------|
| | 6/30/2023 | 6/30/2023 | 2022 | 2021 | 2020 | 2019 | 2018 |
| Demographic Information | | | | | | | |
| Number of CUs | 4,787 | 263 | 272 | 285 | 290 | 298 | 310 |
| Avg. Assets per CU (\$ mil) | \$468 | \$1,113 | \$1,033 | \$968 | \$807 | \$684 | \$626 |
| Median assets (\$mil) | \$55 | \$168 | \$155 | \$141 | \$127 | \$109 | \$96 |
| Total assets (\$mil) | \$2,241,145 | \$292,607 | \$281,033 | \$263,370 | \$234,069 | \$203,901 | \$194,144 |
| Total loans (\$mil) | \$1,579,413 | \$193,635 | \$170,421 | \$145,248 | \$146,184 | \$139,834 | \$130,568 |
| Total surplus funds (\$mil) | \$483,107 | \$74,034 | \$84,395 | \$78,805 | \$54,772 | \$43,578 | \$56,513 |
| Total Savings (\$mil) | \$1,897,097 | \$240,948 | \$244,922 | \$229,582 | \$199,256 | \$172,187 | \$163,948 |
| Total members (thousands) | 139,080 | 13,494 | 13,085 | 12,789 | 12,510 | 12,142 | 11,607 |
| Growth Rates | | | | | | | |
| Total assets | 4.5% | 4.3% | 7.2% | 13.0% | 16.0% | 5.2% | 6.3% |
| Total loans | 13.2% | 13.9% | 17.6% | -0.2% | 5.7% | 7.2% | 11.5% |
| Total surplus funds | -9.4% | -12.1% | 8.2% | 44.3% | 26.7% | -22.7% | -4.9% |
| Total savings | 1.8% | -1.4% | 7.2% | 15.7% | 17.0% | 5.2% | 6.0% |
| Total members | 4.5% | 3.4% | 2.8% | 2.6% | 4.4% | 4.9% | 5.7% |
| % CUs with increasing assets | 43.4% | 49.0% | 77.6% | 93.3% | 93.4% | 66.1% | 74.2% |
| Earnings - Basis Pts. | | | | | | | |
| Yield on total assets | 421 | 364 | 260 | 255 | 337 | 363 | 332 |
| Dividends/interest cost of assets | 118 | 110 | 31 | 37 | 67 | 73 | 54 |
| Net interest margin | 302 | 253 | 228 | 217 | 266 | 288 | 277 |
| Fee & other income | 109 | 78 | 88 | 95 | 98 | 100 | 109 |
| Operating expense | 292 | 243 | 232 | 233 | 264 | 273 | 267 |
| Loss Provisions | 3 | 1 | 4 | 0 | 18 | 13 | 13 |
| Net Income (ROA) without Stab Exp | 86 | 71 | 80 | 78 | 82 | 103 | 106 |
| % CUs with positive ROA | 86.5% | 86.3% | 78.3% | 79.3% | 76.9% | 89.9% | 84.5% |
| Capital Adequacy | | | | | | | |
| Net worth/assets | 10.6% | 10.9% | 10.3% | 8.8% | 9.2% | 9.8% | 9.5% |
| % CUs with NW >7% of assets | 94.3% | 89.4% | 84.6% | 82.1% | 91.4% | 91.6% | 89.4% |
| Asset Quality | | | | | | | |
| Delinquencies (60+ day \$)/loans (%) | 0.63% | 0.39% | 0.30% | 0.31% | 0.34% | 0.38% | 0.39% |
| Net chargeoffs/average loans | 0.52% | 0.39% | 0.15% | 0.19% | 0.35% | 0.37% | 0.35% |
| Asset/Liability Management | | | | | | | |
| Loans/savings | 83.3% | 80.4% | 69.6% | 63.3% | 73.4% | 81.2% | 79.6% |
| Loans/assets | 70.5% | 66.2% | 60.6% | 55.1% | 62.5% | 68.6% | 67.3% |
| Net Long-term assets/assets | 8.6% | 7.1% | 6.7% | 46.5% | 40.6% | 41.1% | 67.3% |
| Liquid assets/assets | 7.0% | 7.6% | 7.6% | 9.1% | 9.4% | 7.6% | 12.9% |
| Core deposits/shares & borrowings | 53.2% | 53.0% | 55.5% | 55.0% | 51.4% | 49.6% | 50.5% |
| Productivity | | | | | | | |
| Members/potential members (%) | 3.0% | 2.9% | 3.0% | 3.0% | 3.2% | 3.3% | 3.5% |
| Borrowers/members (%) | 65.1% | 56.8% | 54.5% | 51.2% | 52.8% | 55.5% | 55.1% |
| Members/FTE | 396 | 405 | 408 | 411 | 402 | 399 | 398 |
| Average shares/member (\$) | \$13,640 | \$17,857 | \$18,718 | \$17,951 | \$15,927 | \$14,182 | \$14,125 |
| Average loan balance (\$) | \$17,433 | \$25,250 | \$23,914 | \$22,165 | \$22,126 | \$20,760 | \$20,403 |
| Employees per million in assets | 0.16 | 0.11 | 0.11 | 0.12 | 0.13 | 0.15 | 0.15 |
| Structure | | | | | | | |
| CUs with a Federal Charter | 2,931 | 150 | 154 | 164 | 169 | 173 | 183 |
| CUs with a State Charter | 1,755 | 102 | 107 | 110 | 110 | 114 | 116 |
| CUs Privately Insured (state charter) | 101 | 11 | 11 | 11 | 11 | 11 | 11 |

Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.

Source: NCUA and Callahan

California Credit Union Profile

Second Quarter 2023

Portfolio: State Trends

| | U.S. CUs | | California Credit Unions | | | | |
|---|------------------|-------------|--------------------------|-------------|-------------|-------------|-------------|
| | 6/30/2023 | 2023 | 2022 | 2021 | 2020 | 2019 | 2018 |
| Growth Rates | | | | | | | |
| Credit Cards | 14.4% | 15.9% | 13.1% | -6.1% | -6.7% | 6.2% | 6.7% |
| Other unsecured loans | 16.3% | 21.4% | 18.4% | 2.4% | 26.2% | 15.2% | 12.0% |
| New automobile | 13.4% | 20.7% | 10.1% | -11.0% | -6.2% | 7.6% | 17.3% |
| Used automobile | 9.9% | 8.7% | 14.0% | 0.8% | 0.9% | 6.1% | 13.3% |
| First mortgage | 9.3% | 9.8% | 19.9% | 1.6% | 12.9% | 6.3% | |
| HEL & 2nd Mtg. | 34.4% | 37.3% | 23.2% | -16.1% | -9.5% | 7.0% | |
| Member Business Loans | 18.2% | 15.8% | 19.6% | 7.2% | 5.9% | 6.5% | -10.5% |
| Share drafts | 0.7% | -1.7% | 10.9% | 59.1% | 31.5% | 0.8% | 7.9% |
| Certificates | 69.3% | 63.3% | -8.5% | -8.4% | 13.0% | 21.4% | 7.8% |
| IRAs | 0.9% | -1.3% | -3.7% | 2.5% | 3.2% | 0.7% | -1.3% |
| Money market shares | -17.3% | -21.5% | 10.7% | 25.2% | 14.0% | -0.5% | 3.0% |
| Regular shares | -10.1% | -11.1% | 10.1% | 7.8% | 17.7% | 4.2% | 7.4% |
| Portfolio & Distribution | 6/30/2023 | 2023 | 2022 | 2021 | 2020 | 2019 | 2018 |
| Credit cards / total loans | 4.9% | 3.6% | 3.5% | 3.7% | 3.9% | 4.4% | 4.5% |
| Other unsecured loans / total loans | 4.2% | 3.8% | 3.6% | 3.6% | 3.5% | 2.9% | 2.7% |
| New automobile / total loans | 11.3% | 11.8% | 11.1% | 11.9% | 13.4% | 15.1% | 15.1% |
| Used automobile / total loans | 20.6% | 14.6% | 15.3% | 15.9% | 15.7% | 16.6% | 16.8% |
| First mortgage / total loans | 36.3% | 45.8% | 47.5% | 46.8% | 46.0% | 42.7% | 43.0% |
| HEL & 2nd Mtg / total loans | 7.6% | 7.6% | 6.3% | 6.0% | 7.2% | 8.4% | 8.4% |
| Member business loans / total loans | 9.2% | 7.0% | 6.9% | 6.8% | 6.4% | 6.2% | 6.3% |
| Shared drafts / total savings | 7.6% | 20.6% | 20.7% | 20.0% | 14.6% | 13.1% | 13.6% |
| Certificates / total savings | 21.5% | 20.8% | 12.6% | 14.7% | 18.5% | 19.1% | 16.5% |
| IRAs / total savings | 4.4% | 3.6% | 3.6% | 4.0% | 4.5% | 5.1% | 5.3% |
| Money market shares / total savings | 18.7% | 20.9% | 26.2% | 25.3% | 23.4% | 24.0% | 25.4% |
| Regular shares / total savings | 32.8% | 32.4% | 36.0% | 35.2% | 37.7% | 37.4% | 37.8% |
| Percent of CUs Offering | 6/30/2023 | 2023 | 2022 | 2021 | 2020 | 2019 | 2018 |
| Credit cards | 64.6% | 81.0% | 80.9% | 80.7% | 79.7% | 78.5% | 77.7% |
| Other unsecured loans | 99.2% | 98.5% | 98.9% | 98.6% | 99.0% | 99.0% | 99.0% |
| New automobile | 96.1% | 99.2% | 98.9% | 98.2% | 97.9% | 98.0% | 98.1% |
| Used automobile | 96.9% | 98.9% | 98.9% | 98.6% | 98.3% | 98.3% | 98.1% |
| First mortgage | 73.2% | 87.1% | 86.0% | 84.6% | 83.4% | 83.6% | 81.2% |
| HEL & 2nd Mtg | 70.3% | 85.6% | 84.2% | 84.2% | 84.1% | 83.6% | 85.4% |
| Member business loans | 33.3% | 37.6% | 36.0% | 34.7% | 34.5% | 33.9% | 32.4% |
| Shared drafts | 82.9% | 90.9% | 90.8% | 90.5% | 89.3% | 88.9% | 87.7% |
| Certificates | 84.3% | 90.1% | 88.6% | 88.8% | 87.6% | 87.2% | 86.1% |
| IRAs | 70.8% | 85.6% | 84.9% | 83.9% | 83.4% | 82.9% | 83.2% |
| Money market shares | 55.7% | 73.0% | 72.4% | 72.3% | 70.7% | 69.8% | 68.0% |
| Percent of Members in Offering CUs | 6/30/2023 | 2023 | 2022 | 2021 | 2020 | 2019 | 2018 |
| Credit cards | 19.3% | 20.4% | 20.0% | 18.9% | 18.7% | 19.7% | 19.9% |
| Other unsecured loans | 18.1% | 19.7% | 19.4% | 18.3% | 18.2% | 19.1% | 19.3% |
| New automobile | 7.7% | 6.1% | 5.9% | 6.3% | 7.2% | 7.8% | 7.4% |
| Used automobile | 19.8% | 11.9% | 12.1% | 12.2% | 13.0% | 13.6% | 13.5% |
| First mortgage | 2.4% | 1.8% | 1.8% | 1.7% | 1.8% | 0.1% | 0.1% |
| HEL & 2nd Mtg | 2.0% | 1.9% | 1.6% | 1.4% | 1.7% | 1.9% | 1.9% |
| Member business loans | 0.2% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% |
| Shared drafts | 62.0% | 67.1% | 66.8% | 66.2% | 65.2% | 64.5% | 64.5% |
| Certificates | 8.5% | 8.6% | 6.2% | 7.0% | 7.8% | 7.8% | 7.0% |
| IRAs | 3.2% | 3.4% | 3.6% | 3.9% | 4.1% | 4.3% | 4.5% |
| Money market shares | 7.3% | 10.0% | 10.1% | 10.0% | 9.7% | 9.5% | 9.6% |

Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.

Source: NCUA and Callahan

California Credit Union Profile

Second Quarter 2023

Overview: State Results by Asset Size

| | CA | California Credit Union Asset Groups | | | | | | |
|---------------------------------------|-------------|--------------------------------------|-----------|------------|-------------|-------------|------------|-----------|
| Demographic Information | 6/30/2023 | <\$20Mil | \$20-\$50 | \$50-\$100 | \$100-\$250 | \$250-\$500 | \$500-\$1B | >\$1B |
| Number of CUs | 4,787 | 33 | 31 | 42 | 42 | 26 | 28 | 61 |
| Avg. Assets per CU (\$ mil) | \$468 | \$8 | \$36 | \$101 | \$157 | \$358 | \$760 | \$4,113 |
| Median assets (\$mil) | \$55 | \$8 | \$36 | \$76 | \$155 | \$360 | \$777 | \$2,245 |
| Total assets (\$mil) | \$2,241,145 | \$28 | \$1,130 | \$3,134 | \$6,607 | \$9,310 | \$21,267 | \$250,879 |
| Total loans (\$mil) | \$1,579,413 | \$128 | \$569 | \$1,709 | \$4,002 | \$5,428 | \$14,357 | \$167,442 |
| Total surplus funds (\$mil) | \$483,107 | \$143 | \$513 | \$1,255 | \$2,127 | \$2,949 | \$4,944 | \$62,102 |
| Total Savings (\$mil) | \$1,897,097 | \$241 | \$1,006 | \$2,762 | \$5,859 | \$8,178 | \$18,550 | \$204,352 |
| Total members (thousands) | 139,080 | 35 | 75 | 207 | 400 | 498 | 1,215 | 11,063 |
| Growth Rates | 6/30/2023 | <\$20Mil | \$20-\$50 | \$50-\$100 | \$100-\$250 | \$250-\$500 | \$500-\$1B | >\$1B |
| Total assets | 4.5% | -2.5% | -2.6% | -1.8% | -1.4% | 2.8% | 2.4% | 4.9% |
| Total loans | 13.2% | 11.4% | 10.8% | 9.4% | 12.8% | 11.8% | 10.0% | 14.4% |
| Total surplus funds | -9.4% | -10.4% | -14.2% | -10.9% | -17.0% | -9.5% | -14.5% | -12.0% |
| Total savings | 1.8% | -3.2% | -3.5% | -2.8% | -2.3% | -0.7% | 0.0% | -1.5% |
| Total members | 4.5% | 3.8% | 0.6% | -1.6% | 1.1% | 2.0% | 0.5% | 4.0% |
| % CUs with increasing assets | 43.4% | 36.4% | 29.0% | 35.7% | 26.2% | 65.4% | 64.3% | 77.0% |
| Earnings - Basis Pts. | 6/30/2023 | <\$20Mil | \$20-\$50 | \$50-\$100 | \$100-\$250 | \$250-\$500 | \$500-\$1B | >\$1B |
| Yield on total assets | 421 | 370 | 343 | 343 | 355 | 365 | 373 | 364 |
| Dividends/interest cost of assets | 118 | 21 | 43 | 55 | 62 | 73 | 76 | 117 |
| Net interest margin | 302 | 348 | 300 | 288 | 294 | 291 | 297 | 246 |
| Fee & other income | 109 | 92 | 70 | 81 | 91 | 92 | 94 | 76 |
| Operating expense | 292 | 385 | 305 | 299 | 312 | 294 | 302 | 233 |
| Loss Provisions | 3 | 2 | 1 | 1 | 2 | 7 | 3 | 1 |
| Net Income (ROA) without Stab Exp | 86 | 54 | 65 | 69 | 70 | 82 | 87 | 88 |
| % CUs with positive ROA | 86.5% | 66.7% | 83.9% | 88.1% | 83.3% | 80.8% | 92.9% | 98.4% |
| Capital Adequacy | 6/30/2023 | <\$20Mil | \$20-\$50 | \$50-\$100 | \$100-\$250 | \$250-\$500 | \$500-\$1B | >\$1B |
| Net worth/assets | 10.6% | 13.6% | 11.0% | 11.2% | 11.3% | 10.3% | 10.2% | 10.3% |
| % CUs with NW >7% of assets | 94.3% | 90.9% | 100.0% | 97.6% | 92.9% | 100.0% | 100.0% | 100.0% |
| Asset Quality | 6/30/2023 | <\$20Mil | \$20-\$50 | \$50-\$100 | \$100-\$250 | \$250-\$500 | \$500-\$1B | >\$1B |
| Delinquencies (60+ day \$)/loans (%) | 0.63% | 1.05% | 0.49% | 0.51% | 0.46% | 0.29% | 0.43% | 0.38% |
| Net chargeoffs/average loans | 0.52% | 0.50% | 0.17% | 0.28% | 0.33% | 0.30% | 0.40% | 0.39% |
| Asset/Liability Management | 6/30/2023 | <\$20Mil | \$20-\$50 | \$50-\$100 | \$100-\$250 | \$250-\$500 | \$500-\$1B | >\$1B |
| Loans/savings | 83.3% | 53.0% | 56.6% | 61.9% | 68.3% | 66.4% | 77.4% | 81.9% |
| Loans/assets | 70.5% | 45.6% | 50.4% | 54.5% | 60.6% | 58.3% | 67.5% | 66.7% |
| Net Long-term assets/assets | 8.6% | 2.6% | 3.7% | 6.2% | 7.8% | 5.0% | 67.5% | 66.7% |
| Liquid assets/assets | 7.0% | 27.1% | 16.9% | 14.7% | 12.5% | 8.6% | 7.7% | 7.3% |
| Core deposits/shares & borrowings | 53.2% | 88.3% | 74.0% | 70.4% | 68.6% | 67.1% | 59.6% | 51.1% |
| Productivity | 6/30/2023 | <\$20Mil | \$20-\$50 | \$50-\$100 | \$100-\$250 | \$250-\$500 | \$500-\$1B | >\$1B |
| Members/potential members (%) | 3.0% | 7.0% | 1.0% | 3.3% | 2.3% | 2.3% | 1.5% | 3.4% |
| Borrowers/members (%) | 65.1% | 60.8% | 62.5% | 48.0% | 55.8% | 58.4% | 49.4% | 57.7% |
| Members/FTE | 396 | 429 | 384 | 414 | 360 | 364 | 387 | 411 |
| Average shares/member (\$) | \$13,640 | \$6,926 | \$13,386 | \$13,369 | \$14,632 | \$16,414 | \$15,266 | \$18,471 |
| Average loan balance (\$) | \$17,433 | \$6,038 | \$12,123 | \$17,238 | \$17,900 | \$18,651 | \$23,919 | \$26,218 |
| Employees per million in assets | 0.16 | 2.90 | 0.17 | 0.16 | 0.17 | 0.15 | 0.15 | 0.11 |
| Structure | 6/30/2023 | <\$20Mil | \$20-\$50 | \$50-\$100 | \$100-\$250 | \$250-\$500 | \$500-\$1B | >\$1B |
| CUs with a Federal Charter | 2,931 | 27 | 21 | 27 | 25 | 17 | 5 | 23 |
| CUs with a State Charter | 1,755 | 5 | 9 | 13 | 16 | 6 | 16 | 37 |
| CUs Privately Insured (state charter) | 101 | 1 | 1 | 2 | 1 | 3 | 2 | 1 |

Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized, Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.

Source: NCUA and Callahan

California Credit Union Profile

Second Quarter 2023

Portfolio: State Trends

| | CA | California CUs Asset Groups | | | | | | |
|-------------------------------------|--------|-----------------------------|-----------|------------|-------------|-------------|------------|--------|
| Growth Rates | 2023 | <\$20Mil | \$20-\$50 | \$50-\$100 | \$100-\$250 | \$250-\$500 | \$500-\$1B | >\$1B |
| Credit Cards | 15.9% | -8.4% | 8.8% | 5.8% | 11.2% | 14.3% | 7.4% | 16.9% |
| Other unsecured loans | 21.4% | 0.0% | 17.2% | -4.3% | 4.1% | 28.6% | 9.3% | 23.5% |
| New automobile | 20.7% | 32.5% | 26.5% | 35.3% | 30.7% | 22.1% | 18.6% | 20.4% |
| Used automobile | 8.7% | 10.4% | 11.7% | 7.8% | 11.0% | 4.9% | 9.1% | 8.7% |
| First mortgage | 9.8% | -7.2% | 2.1% | 2.5% | 4.3% | 1.4% | 2.9% | 10.6% |
| HEL & 2nd Mtg. | 37.3% | 31.9% | 22.1% | 31.5% | 42.7% | 45.5% | 41.7% | 36.6% |
| Member Business Loans | 15.8% | -9.7% | -9.5% | 6.4% | 26.6% | -11.7% | 13.3% | 16.2% |
| Share drafts | -1.7% | -1.0% | -8.2% | -4.1% | -0.3% | -0.1% | -2.9% | -1.6% |
| Certificates | 63.3% | 4.9% | 39.0% | 50.1% | 36.9% | 55.3% | 55.4% | 65.1% |
| IRAs | -1.3% | -33.3% | -9.1% | -7.5% | -5.1% | -6.5% | -2.0% | -0.8% |
| Money market shares | -21.5% | 8.2% | -16.3% | -20.8% | -14.5% | -17.4% | -15.0% | -22.1% |
| Regular shares | -11.1% | -4.2% | -6.0% | -11.5% | -9.7% | -10.1% | -9.0% | -11.5% |
| Portfolio & Distribution | 2023 | <\$20Mil | \$20-\$50 | \$50-\$100 | \$100-\$250 | \$250-\$500 | \$500-\$1B | >\$1B |
| Credit cards / total loans | 3.6% | 3.3% | 2.9% | 2.4% | 2.8% | 3.9% | 3.4% | 3.6% |
| Other unsecured loans / total loans | 3.8% | 16.8% | 7.9% | 4.5% | 4.4% | 3.7% | 4.0% | 3.8% |
| New automobile / total loans | 11.8% | 26.7% | 16.5% | 12.3% | 15.5% | 15.1% | 12.4% | 11.5% |
| Used automobile / total loans | 14.6% | 31.1% | 26.3% | 18.6% | 21.9% | 21.0% | 19.1% | 13.7% |
| First mortgage / total loans | 45.8% | 11.5% | 32.6% | 39.6% | 36.3% | 31.2% | 32.9% | 47.7% |
| HEL & 2nd Mtg / total loans | 7.6% | 4.9% | 7.4% | 11.3% | 7.6% | 10.1% | 8.0% | 7.4% |
| Member business loans / total loans | 7.0% | 0.7% | 0.5% | 5.2% | 6.1% | 0.6% | 13.2% | 6.7% |
| Shared drafts / total savings | 20.6% | 11.4% | 17.0% | 19.3% | 21.8% | 21.3% | 23.9% | 20.3% |
| Certificates / total savings | 20.8% | 8.8% | 12.6% | 15.3% | 15.0% | 17.5% | 18.8% | 21.5% |
| IRAs / total savings | 3.6% | 2.5% | 3.1% | 4.5% | 3.6% | 3.0% | 3.1% | 3.6% |
| Money market shares / total savings | 20.9% | 3.1% | 8.8% | 6.5% | 10.2% | 11.2% | 16.4% | 22.3% |
| Regular shares / total savings | 32.4% | 70.5% | 57.1% | 51.1% | 46.7% | 45.9% | 35.7% | 30.7% |
| Percent of CUs Offering | 2023 | <\$20Mil | \$20-\$50 | \$50-\$100 | \$100-\$250 | \$250-\$500 | \$500-\$1B | >\$1B |
| Credit cards | 81.0% | 21.8% | 87.1% | 81.0% | 92.9% | 92.3% | 92.9% | 96.7% |
| Other unsecured loans | 98.5% | 96.4% | 100.0% | 97.6% | 100.0% | 100.0% | 100.0% | 100.0% |
| New automobile | 99.2% | 90.9% | 100.0% | 97.6% | 100.0% | 100.0% | 100.0% | 100.0% |
| Used automobile | 98.9% | 92.7% | 100.0% | 97.6% | 100.0% | 100.0% | 100.0% | 100.0% |
| First mortgage | 87.1% | 21.8% | 93.5% | 92.9% | 100.0% | 96.2% | 100.0% | 100.0% |
| HEL & 2nd Mtg | 85.6% | 25.5% | 87.1% | 92.9% | 97.6% | 100.0% | 100.0% | 100.0% |
| Member business loans | 37.6% | 5.5% | 16.1% | 28.6% | 33.3% | 23.1% | 53.6% | 73.8% |
| Shared drafts | 90.9% | 47.3% | 93.5% | 100.0% | 97.6% | 100.0% | 100.0% | 98.4% |
| Certificates | 90.1% | 54.5% | 87.1% | 95.2% | 95.2% | 92.3% | 100.0% | 98.4% |
| IRAs | 85.6% | 34.5% | 87.1% | 92.9% | 88.1% | 96.2% | 100.0% | 98.4% |
| Money market shares | 73.0% | 16.4% | 54.8% | 69.0% | 85.7% | 80.8% | 100.0% | 95.1% |
| Percent of Members in Offering CUs | 2023 | <\$20Mil | \$20-\$50 | \$50-\$100 | \$100-\$250 | \$250-\$500 | \$500-\$1B | >\$1B |
| Credit cards | 20.4% | 17.9% | 15.2% | 14.5% | 16.3% | 24.0% | 17.8% | 20.9% |
| Other unsecured loans | 19.7% | 7.5% | 14.0% | 12.0% | 14.9% | 22.0% | 16.8% | 20.5% |
| New automobile | 6.1% | 4.0% | 6.2% | 4.9% | 6.2% | 6.9% | 5.3% | 6.2% |
| Used automobile | 11.9% | 12.6% | 19.8% | 12.3% | 15.3% | 15.1% | 12.1% | 11.6% |
| First mortgage | 1.8% | 0.7% | 1.1% | 1.2% | 1.5% | 0.0% | 0.2% | 0.1% |
| HEL & 2nd Mtg | 1.9% | 1.0% | 1.3% | 1.6% | 1.4% | 2.5% | 1.8% | 1.9% |
| Member business loans | 0.1% | 0.0% | 0.0% | 0.2% | 0.1% | 0.0% | 0.2% | 0.1% |
| Shared drafts | 67.1% | 32.2% | 45.2% | 44.1% | 57.6% | 67.3% | 62.5% | 68.9% |
| Certificates | 8.6% | 2.9% | 4.2% | 5.1% | 5.5% | 6.7% | 7.0% | 9.1% |
| IRAs | 3.4% | 2.2% | 2.6% | 3.1% | 3.3% | 2.8% | 2.8% | 3.5% |
| Money market shares | 10.0% | 2.5% | 4.4% | 2.4% | 3.4% | 4.4% | 5.1% | 11.1% |

Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.

Source: NCUA and Callahan

Nevada Credit Union Profile Second Quarter 2023

Overview by Year

| | U.S. CUs | | Nevada Credit Unions | | | | |
|---------------------------------------|------------------|---------------|----------------------|-------------|-------------|-------------|-------------|
| | 6/30/2023 | 30-Jun | 2022 | 2021 | 2020 | 2019 | 2018 |
| Demographic Information | | | | | | | |
| Number of CUs | 4,787 | 14 | 15 | 15 | 15 | 15 | 17 |
| Avg. Assets per CU (\$ mil) | \$468 | \$548 | \$519 | \$483 | \$410 | \$354 | \$297 |
| Median assets (\$mil) | \$55 | \$265 | \$265 | \$252 | \$215 | \$182 | \$164 |
| Total assets (\$mil) | \$2,241,145 | \$7,678 | \$7,789 | \$7,246 | \$6,153 | \$5,305 | \$5,056 |
| Total loans (\$mil) | \$1,579,413 | \$4,543 | \$3,834 | \$3,539 | \$3,480 | \$3,190 | \$2,975 |
| Total surplus funds (\$mil) | \$483,107 | \$2,188 | \$2,465 | \$1,973 | \$1,625 | \$1,249 | \$1,858 |
| Total Savings (\$mil) | \$1,897,097 | \$6,907 | \$7,055 | \$6,439 | \$5,363 | \$4,585 | \$4,441 |
| Total members (thousands) | 139,080 | 398 | 386 | 378 | 371 | 364 | 358 |
| Growth Rates | 6/30/2023 | 30-Jun | 2022 | 2021 | 2020 | 2019 | 2018 |
| Total assets | 4.5% | -1.4% | 7.5% | 17.8% | 16.0% | 5.3% | 9.1% |
| Total loans | 13.2% | 18.5% | 8.4% | 1.7% | 9.1% | 7.4% | 12.0% |
| Total surplus funds | -9.4% | -11.1% | 24.9% | 21.4% | 30.2% | -32.3% | 4.1% |
| Total savings | 1.8% | -2.1% | 9.6% | 20.0% | 17.0% | 3.6% | 8.4% |
| Total members | 4.5% | 3.3% | 2.0% | 1.9% | 2.0% | 2.2% | 3.4% |
| % CUs with increasing assets | 43.4% | 35.7% | 86.7% | 100.0% | 100.0% | 80.0% | 94.1% |
| Earnings - Basis Pts. | 6/30/2023 | 30-Jun | 2022 | 2021 | 2020 | 2019 | 2018 |
| Yield on total assets | 421 | 392 | 248 | 248 | 310 | 378 | 343 |
| Dividends/interest cost of assets | 118 | 80 | 20 | 22 | 30 | 40 | 21 |
| Net interest margin | 302 | 313 | 227 | 224 | 278 | 337 | 321 |
| Fee & other income | 109 | 143 | 149 | 205 | 229 | 196 | 212 |
| Operating expense | 292 | 327 | 308 | 328 | 391 | 386 | 387 |
| Loss Provisions | 2.9 | 3.6 | 3.4 | 3.9 | 21.4 | 13.6 | 13.0 |
| Net Income (ROA) without Stab Exp | 86 | 72 | 62 | 94 | 73 | 120 | 120 |
| % CUs with positive ROA | 86.5% | 100.0% | 93.3% | 86.7% | 86.7% | 100.0% | 88.2% |
| Capital Adequacy | 6/30/2023 | 30-Jun | 2022 | 2021 | 2020 | 2019 | 2018 |
| Net worth/assets | 10.6% | 11.7% | 10.0% | 6.6% | 7.1% | 7.5% | 6.7% |
| % CUs with NW >7% of assets | 94.3% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 94.1% |
| Asset Quality | 6/30/2023 | 30-Jun | 2022 | 2021 | 2020 | 2019 | 2018 |
| Delinquencies (60+ day \$)/loans (%) | 0.63% | 1.67% | 1.05% | 0.55% | 0.44% | 0.50% | 0.54% |
| Net chargeoffs/average loans | 0.52% | 0.33% | 0.20% | 0.19% | 0.38% | 0.47% | 0.43% |
| Asset/Liability Management | 6/30/2023 | 30-Jun | 2022 | 2021 | 2020 | 2019 | 2018 |
| Loans/savings | 83.3% | 65.8% | 54.4% | 55.0% | 64.9% | 69.6% | 67.0% |
| Loans/assets | 70.5% | 59.2% | 49.2% | 48.8% | 56.6% | 60.1% | 58.8% |
| Net Long-term assets/assets | 8.6% | 8.7% | 9.1% | 39.1% | 35.2% | 36.7% | 58.8% |
| Liquid assets/assets | 7.0% | 12.7% | 13.6% | 12.4% | 14.8% | 11.3% | 24.2% |
| Core deposits/shares & borrowings | 53.2% | 68.4% | 73.1% | 72.5% | 70.1% | 68.2% | 67.0% |
| Productivity | 6/30/2023 | 30-Jun | 2022 | 2021 | 2020 | 2019 | 2018 |
| Members/potential members (%) | 3.0% | 4.6% | 4.8% | 5.2% | 5.9% | 5.7% | 5.6% |
| Borrowers/members (%) | 65.1% | 44.7% | 43.0% | 43.1% | 47.1% | 50.4% | 51.1% |
| Members/FTE | 396 | 313 | 309 | 306 | 295 | 290 | 305 |
| Average shares/member (\$) | \$13,640 | \$17,367 | \$18,290 | \$17,029 | \$14,461 | \$12,609 | \$12,423 |
| Average loan balance (\$) | \$17,433 | \$25,555 | \$23,094 | \$21,704 | \$19,916 | \$17,402 | \$16,269 |
| Employees per million in assets | 0.16 | 0.17 | 0.16 | 0.17 | 0.20 | 0.24 | 0.23 |
| Structure | 6/30/2023 | 30-Jun | 2022 | 2021 | 2020 | 2019 | 2018 |
| CUs with a Federal Charter | 2,931 | 6 | 7 | 7 | 7 | 7 | 7 |
| CUs with a State Charter | 1,755 | 4 | 3 | 3 | 3 | 3 | 3 |
| CUs Privately Insured (state charter) | 101 | 4 | 5 | 5 | 5 | 5 | 5 |

Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.

Source: NCUA and Callahan

Nevada Credit Union Profile

Second Quarter 2023

Portfolio: State Trends

| Growth Rates | U.S. CUs | | Nevada Credit Unions | | | | |
|-------------------------------------|-----------|--------|----------------------|--------|--------|--------|--------|
| | 6/30/2023 | 2023 | 2022 | 2021 | 2020 | 2019 | 2018 |
| Credit Cards | 14.4% | 9.3% | 4.4% | -8.4% | -9.8% | -1.9% | 0.1% |
| Other unsecured loans | 16.3% | -3.5% | -33.6% | -23.7% | 277.4% | 1.7% | 4.7% |
| New automobile | 13.4% | 51.6% | 12.4% | -6.6% | -5.5% | 21.8% | 28.4% |
| Used automobile | 9.9% | 21.0% | 10.3% | 0.3% | 0.0% | 6.1% | 11.7% |
| First mortgage | 9.3% | 8.1% | 6.9% | -6.3% | 5.5% | 8.1% | |
| HEL & 2nd Mtg. | 34.4% | 34.4% | 11.1% | 12.6% | -0.2% | 20.2% | |
| Member Business Loans | 18.2% | 7.8% | 14.4% | 23.7% | 30.1% | 23.8% | -8.7% |
| Share drafts | 0.7% | -0.8% | 5.0% | 20.0% | 23.9% | 9.7% | 14.9% |
| Certificates | 69.3% | 164.1% | -14.4% | 0.3% | 26.7% | 13.6% | -0.4% |
| IRAs | 0.9% | -2.9% | -1.2% | 5.5% | -0.8% | -2.7% | -3.6% |
| Money market shares | -17.3% | -13.6% | 14.9% | 15.4% | 6.6% | -2.3% | 5.0% |
| Regular shares | -10.1% | -12.1% | 13.4% | 25.9% | 18.8% | 3.0% | 9.5% |
| Portfolio & Distribution | 6/30/2023 | 2023 | 2022 | 2021 | 2020 | 2019 | 2018 |
| Credit cards / total loans | 4.9% | 1.7% | 1.9% | 2.0% | 2.2% | 2.6% | 2.9% |
| Other unsecured loans / total loans | 4.2% | 2.7% | 3.3% | 5.5% | 7.3% | 2.1% | 2.2% |
| New automobile / total loans | 11.3% | 14.2% | 11.1% | 10.7% | 11.7% | 13.5% | 11.9% |
| Used automobile / total loans | 20.6% | 26.2% | 25.5% | 25.2% | 25.7% | 28.0% | 28.2% |
| First mortgage / total loans | 36.3% | 25.5% | 27.8% | 28.3% | 30.9% | 31.9% | 31.5% |
| HEL & 2nd Mtg / total loans | 7.6% | 6.3% | 5.5% | 5.4% | 4.9% | 5.4% | 4.8% |
| Member business loans / total loans | 9.2% | 13.3% | 14.5% | 13.8% | 11.4% | 9.6% | 8.3% |
| Shared drafts / total savings | 7.6% | 24.5% | 24.1% | 25.2% | 25.2% | 23.8% | 22.5% |
| Certificates / total savings | 21.5% | 11.1% | 4.1% | 5.3% | 6.3% | 5.8% | 5.3% |
| IRAs / total savings | 4.4% | 3.1% | 3.1% | 3.5% | 3.9% | 4.6% | 4.9% |
| Money market shares / total savings | 18.7% | 17.1% | 19.4% | 18.5% | 19.3% | 21.2% | 22.4% |
| Regular shares / total savings | 32.8% | 43.9% | 48.9% | 47.3% | 45.1% | 44.4% | 44.6% |
| Percent of CUs Offering | 6/30/2023 | 2023 | 2022 | 2021 | 2020 | 2019 | 2018 |
| Credit cards | 64.6% | 57.1% | 53.3% | 53.3% | 53.3% | 53.3% | 60.0% |
| Other unsecured loans | 99.2% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| New automobile | 96.1% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| Used automobile | 96.9% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| First mortgage | 73.2% | 92.9% | 86.7% | 86.7% | 86.7% | 86.7% | 86.7% |
| HEL & 2nd Mtg | 70.3% | 92.9% | 86.7% | 86.7% | 86.7% | 86.7% | 86.7% |
| Member business loans | 33.3% | 71.4% | 66.7% | 66.7% | 80.0% | 80.0% | 80.0% |
| Shared drafts | 82.9% | 92.9% | 86.7% | 86.7% | 86.7% | 86.7% | 86.7% |
| Certificates | 84.3% | 92.9% | 80.0% | 80.0% | 80.0% | 80.0% | 80.0% |
| IRAs | 70.8% | 85.7% | 80.0% | 80.0% | 80.0% | 80.0% | 80.0% |
| Money market shares | 55.7% | 64.3% | 60.0% | 60.0% | 60.0% | 60.0% | 60.0% |
| Percent of Members in Offering CUs | 6/30/2023 | 2023 | 2022 | 2021 | 2020 | 2019 | 2018 |
| Credit cards | 19.3% | 15.6% | 15.9% | 16.1% | 19.0% | 19.9% | 16.0% |
| Other unsecured loans | 18.1% | 10.7% | 11.0% | 11.1% | 13.2% | 14.1% | 14.5% |
| New automobile | 7.7% | 4.9% | 3.8% | 3.9% | 4.3% | 4.8% | 4.3% |
| Used automobile | 19.8% | 14.3% | 13.4% | 14.3% | 15.3% | 16.2% | 16.4% |
| First mortgage | 2.4% | 1.5% | 1.5% | 1.5% | 1.7% | 0.2% | 0.2% |
| HEL & 2nd Mtg | 2.0% | 1.7% | 1.5% | 1.3% | 1.3% | 1.3% | 1.2% |
| Member business loans | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% |
| Shared drafts | 62.0% | 66.3% | 67.7% | 68.3% | 67.6% | 67.1% | 71.3% |
| Certificates | 8.5% | 5.7% | 3.0% | 3.5% | 3.7% | 3.5% | 3.2% |
| IRAs | 3.2% | 2.4% | 2.5% | 2.7% | 2.8% | 3.0% | 3.2% |
| Money market shares | 7.3% | 6.3% | 6.5% | 6.8% | 7.0% | 7.3% | 7.5% |

Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.

Source: NCUA and Callahan