



Credit Union Profile

2020 First Quarter



A decade of rapid growth at US credit unions

FEBRUARY 26, 2020

By Robert Clark

Balance-sheet growth at U.S. credit unions last decade was significantly higher than that of their bank competitors.

Total assets at credit unions crossed the \$1 trillion level in 2012, ending the decade at \$1.585 trillion. The 10-year growth rate was 76.7%, outpacing the 42.4% increase for banks and thrifts.

Navy FCU, by far the nation’s largest credit union in terms of assets, cleared the \$100 billion hurdle in the first quarter of 2019. Its asset growth rate from 2009 to 2019 was 183%, less than its 202% growth in shares and deposits but higher than its 162% increase in loans and leases.

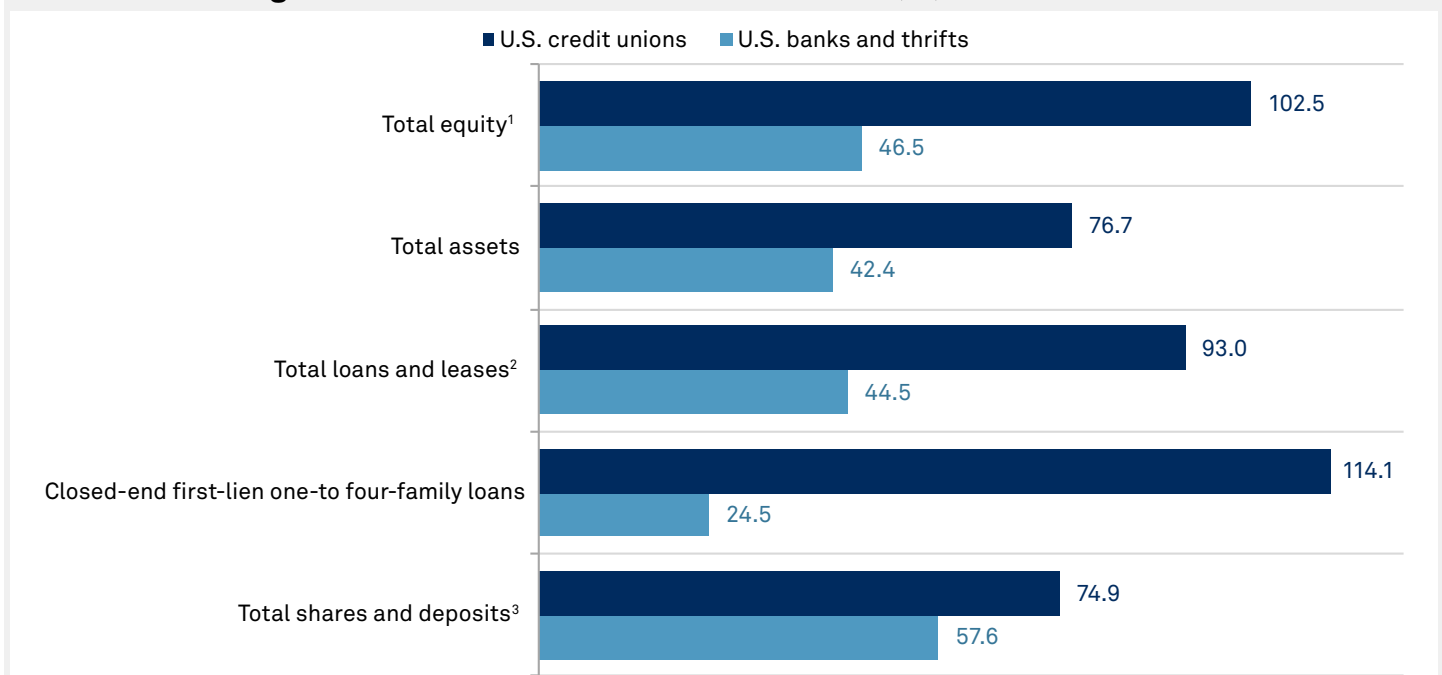
The growth difference between the industries was more pronounced in loans and leases. The credit union industry compiled a 93.0% growth rate last decade, versus 44.5% for banks and thrifts. The closed-end, first-lien one-to four-family loan type was an even starker contrast, with credit unions showing 114% growth and the banking sector up by just 24.5%.

Among the 20 largest credit unions by assets, **First Technology FCU** was No. 1 for 10-year growth in loans and leases at 449%. Part of the growth stems from a **merger of equals** that was completed in 2011.

From 2009 to 2019, credit unions more than doubled their total equity and expanded shares and deposits by 74.9%.

Chart Watch

US credit unions grew faster than banks from 2009 to 2019 (%)



Data compiled Feb. 21, 2020.

Analysis based on aggregate values for U.S. credit unions, commercial banks, savings banks, and savings and loan associations. Excludes corporate credit unions, nondepository trusts and companies with a foreign banking organization charter.

Data based on regulatory filings as of Dec. 31, 2019.

¹ Equity capital, including minority interest, for banks and thrifts.

² Total loans and leases, including those held for investment and held for sale, for banks and thrifts.

³ Total deposits, including those held in domestic and foreign branches, for banks and thrifts.

Source: S&P Global Market Intelligence

A decade of growth at largest US credit unions

Company	City, state	Dec. 31, 2019, total assets (\$B)	Growth from 2009 to 2019 (%)	
			Loans and leases	Shares and deposits
Navy FCU	Vienna, VA	111.99	162.0	202.4
State Employees' CU	Raleigh, NC	41.38	89.6	105.2
Pentagon FCU	McLean, VA	24.77	57.2	58.3
Boeing Employees CU	Tukwila, WA	22.18	103.7	127.0
SchoolsFirst FCU	Santa Ana, CA	16.76	123.0	107.1
First Technology FCU	Hillsboro, OR	13.11	448.7	356.4
Golden 1 CU	Sacramento, CA	12.99	109.0	78.8
Alliant CU	Chicago, IL	12.24	152.4	78.6
America First FCU	Riverdale, UT	11.71	138.6	131.8
Suncoast CU	Tampa, FL	10.53	88.6	92.9
Security Service FCU	San Antonio, TX	9.82	73.7	81.4
Randolph-Brooks FCU	Live Oak, TX	9.68	208.2	168.0
Bethpage FCU	Bethpage, NY	9.47	242.6	149.9
Digital FCU	Marlborough, MA	9.36	113.9	137.3
Mountain America FCU	Sandy, UT	9.35	235.2	214.1
VyStar CU	Jacksonville, FL	9.12	153.2	118.5
Star One CU	Sunnyvale, CA	9.07	106.6	103.6
San Diego County CU	San Diego, CA	8.47	79.7	65.9
Alaska USA FCU	Anchorage, AK	8.34	133.9	104.0
American Airlines FCU	Fort Worth, TX	7.66	86.5	55.3
Industry aggregate[^]			93.0	74.9

Data compiled Feb. 21, 2020.

Analysis limited to the 20 largest U.S. credit unions by total assets at Dec. 31, 2019.

Data based on regulatory filings as of Dec. 31, 2019.

[^] Excludes corporate credit unions.

Source: S&P Global Market Intelligence

Credit card uptake rising at US credit unions; car loan penetration flattens

MARCH 3, 2020

By Fatima Aitizaz

U.S. credit unions continued to convert members into credit card loan customers in the fourth quarter of 2019, though auto loan penetration flat-lined.

Credit card penetration, or the number of credit card loans as a percentage of total credit union members, was 17.7% in the fourth quarter of 2019, up 10 basis points from the third quarter and 14 basis points from the year-ago quarter.

Credit card penetration at Olympia Fields, Ill.-based [St. James Hospital Employees FCU](#) was 49.6% at the end of December 2019, a 28.1-percentage point increase quarter over quarter, and the largest improvement among all credit unions. Houston-based [Houston Texas Fire Fighters FCU](#)'s credit card uptake was 45.0% at the end of the fourth quarter of 2019, a 19.8-percentage-point increase since Sept. 30, 2019.

The nation's largest credit union by total assets, Vienna, Va.-based [Navy FCU](#), had the highest number of credit card loans during the quarter. The credit union's credit card loans uptake was 33.2%, up 50 basis points from the linked quarter.

Credit Union Results – 2020 First Quarter

Meanwhile, vehicle loan penetration was 21.3% at the end of the fourth quarter of 2019, up only 2 basis points from Sept. 30, 2019, and 8 basis points from the year-ago quarter. Vehicle loan penetration rose steadily from 16.7% in the first quarter of 2014 to 21.06% in the third quarter of 2018, but has almost stalled since then.

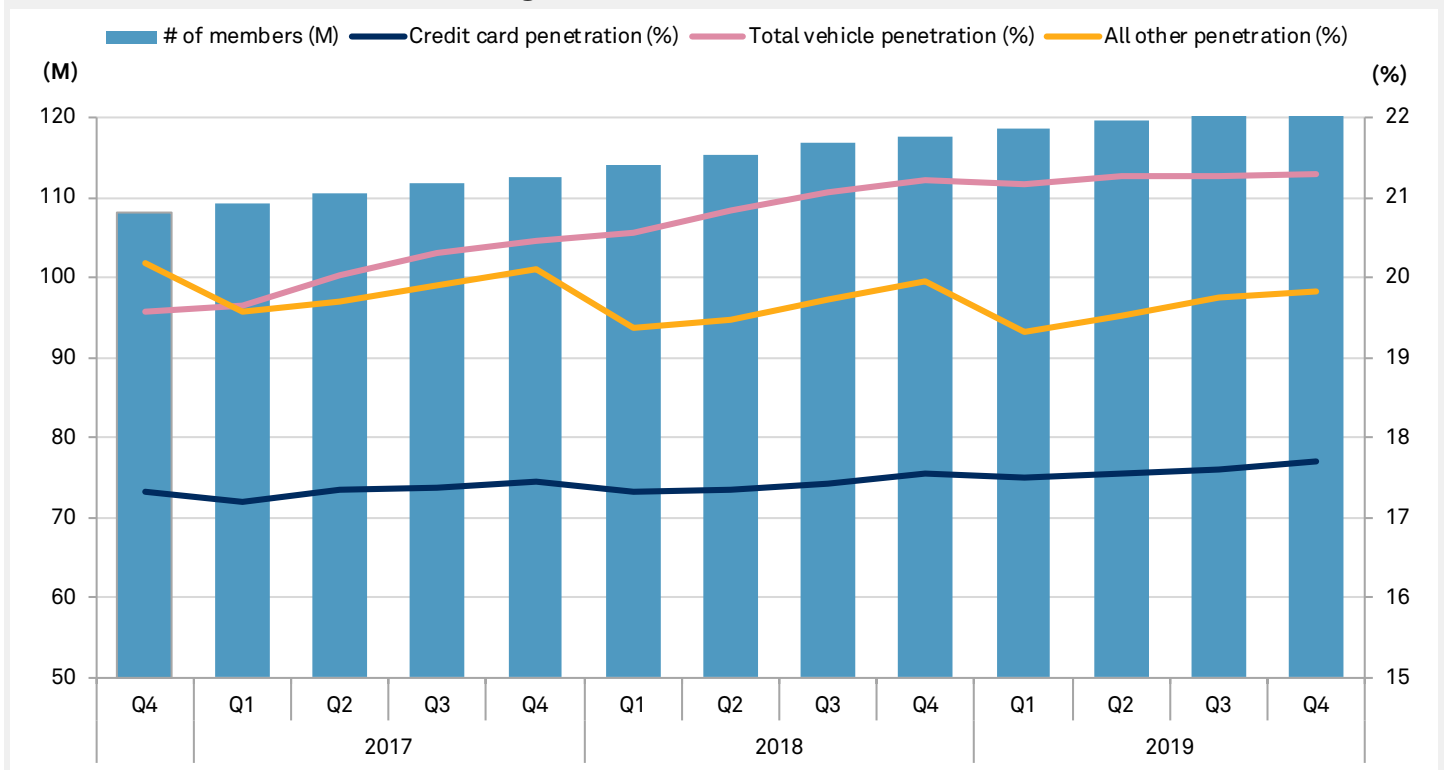
Navy FCU reported a 2-basis-point quarter-over-quarter increase in used-vehicle loan penetration to 7.5%, while new-vehicle loan penetration dropped 5 basis points to 3.3%.

Riverdale, Utah-based [America First FCU](#) had the largest quarter-over-quarter jump in used-vehicle loan penetration among the top lenders at 26 basis points to 26.1%. On the other hand, San Antonio-based [Security Service FCU](#) saw its used-vehicle loan penetration fall by 61 basis points in the quarter to 20.2%.

Colorado Springs, Colo.-based [Ent CU](#) increased its new auto loan penetration by 15 basis points quarter over quarter to 18.9% as of Dec. 31, 2019, the largest jump in the group, while Security Service saw the greatest decline in new vehicle loan penetration with a 56 basis point drop to 13.5%.

Chart Watch

Vehicle loan penetration flattening at US credit unions



Data compiled Feb. 24, 2020.

Data based on regulatory filings by operating and historical credit unions.

Penetration reflects the number of loans as a percentage of total members.

Source: S&P Global Market Intelligence

Largest US credit unions by vehicle loans, Q4'19

Company	City, state	Total vehicle loans (\$B)	Vehicle loan penetration*			
			Used		New	
			(%)	QOQ change (bps)	(%)	QOQ change (bps)
Navy FCU	Vienna, VA	14.68	7.5	2	3.3	-5
America First FCU	Riverdale, UT	5.11	26.1	26	3.6	9
Security Service FCU	San Antonio, TX	4.53	20.2	-61	13.5	-56
Alaska USA FCU	Anchorage, AK	4.44	20.3	-24	12.8	-25
Golden 1 CU	Sacramento, CA	4.30	11.6	-26	9.5	-33
Suncoast CU	Tampa, FL	3.69	19.1	12	6.4	-16
Pentagon FCU	McLean, VA	3.52	7.4	-13	5.2	-16
Mountain America FCU	Sandy, UT	3.41	19.4	16	5.6	-11
Randolph-Brooks FCU	Live Oak, TX	3.13	15.7	-22	6.0	-10
SchoolsFirst FCU	Santa Ana, CA	3.03	13.0	4	7.7	7
State Employees' CU	Raleigh, NC	2.88	8.2	-9	1.6	0
Boeing Employees CU	Tukwila, WA	2.88	5.7	-8	8.0	3
Space Coast CU	Melbourne, FL	2.33	15.3	15	12.2	-30
San Diego County CU	San Diego, CA	2.32	20.2	-43	11.1	-40
Digital FCU	Marlborough, MA	2.27	21.9	-35	6.3	-24
VyStar CU	Jacksonville, FL	2.27	8.9	-4	8.8	-11
Tinker FCU	Oklahoma City, OK	2.14	17.9	-12	9.6	-11
First Technology FCU	Hillsboro, OR	1.88	5.6	-5	11.0	-22
Pennsylvania State Employees CU	Harrisburg, PA	1.87	20.4	-29	6.1	-8
Ent CU	Colorado Springs, CO	1.80	6.2	4	18.9	15
Industry median			12.5	-2	3.6	1

Data compiled Feb. 24, 2020.

Analysis includes largest operating credit unions by total vehicle loans as of Dec. 31, 2019. Excludes corporate credit unions.

Data based on regulatory filings.

* Penetration reflects the number of loans as a percentage of total members.

Source: S&P Global Market Intelligence

Median product penetration rates for US credit unions by asset size, Q4'19

Asset range	Number of credit unions	Vehicle penetration*		Credit card penetration*	
		(%)	QOQ change (bps)	(%)	QOQ change (bps)
<\$100 million	3,697	15.5	0	0.0	0
\$100 million - \$500 million	1,046	19.3	-1	13.2	5
\$500 million - \$3 billion	494	20.8	-8	16.4	4
>\$3 billion	99	21.5	-9	19.7	5

Data compiled Feb. 24, 2020.

Analysis includes currently operating U.S. credit unions. Excludes corporate credit unions.

Based on regulatory filings for the period ended Dec. 31, 2019.

* Penetration reflects the number of loans as a percentage of total members.

Source: S&P Global Market Intelligence

US community bank loan, deposit growth outpace credit unions in 2019

MARCH 10, 2020

By Ronamil Portes

U.S. community banks posted higher growth in both loans and deposits year over year in 2019 compared to U.S. credit unions.

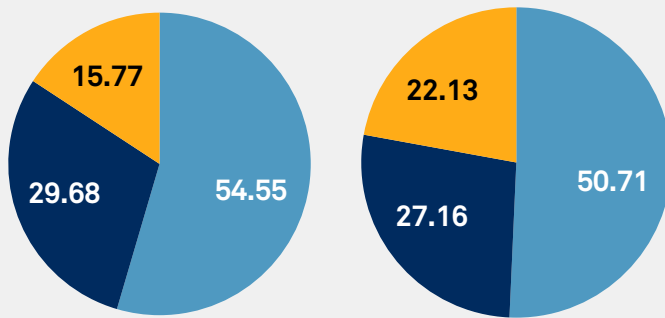
Loans grew by 7.9% at the nation's community banks and thrifts with less than \$10 billion in assets, while U.S. credit unions posted 6.1% growth. Deposits grew by 8.2% at community banks, compared to 8.1% at credit unions.

Meanwhile, the cost of funds at U.S. credit unions was 1.01% in 2019 versus 0.95% at community banks. The net interest margin was 6 basis points higher at community banks, at 3.65%.

Chart Watch

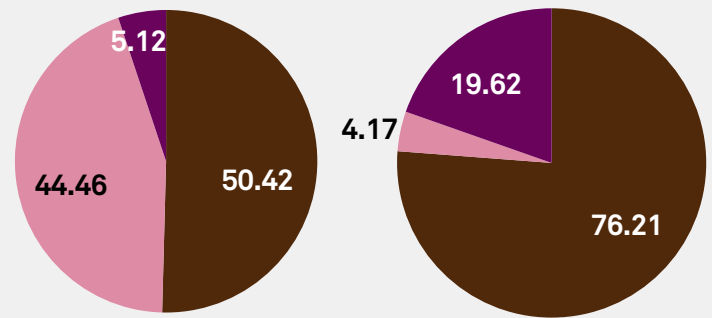
2019 deposit mix for US credit unions, community banks (%)

■ MMDAs and savings ■ Time and other deposits
■ Transaction accounts



2019 loan portfolio for US credit unions, community banks (%)

■ Real estate ■ Consumer
■ Other loans and leases



	Credit unions	Community banks		Credit unions	Community banks
Total deposits (\$ trillion)	1.335	2.179	Total loans (\$ trillion)	1.120	1.880
YOY deposit growth (%)	8.1	8.2	YOY loan growth (%)	6.1	7.9
Cost of funds (%)	1.01	0.95	Net interest margin (%)	3.59	3.65

Data compiled Feb. 28, 2020.

MMDA = money market deposit accounts

Cost of funds = total interest expense as a percentage of average interest-bearing liabilities and average noninterest-bearing deposits

Data based on regulatory filings.

Community banks are defined as U.S. commercial banks, savings banks, and savings and loan associations with less than \$10 billion in assets as of Dec. 31, 2019, and where the middle-tier and ultimate parents' assets were under \$10 billion for the most recent quarter reported. Industrial banks, nondepository trusts and banks with a foreign banking charter are excluded.

Source: S&P Global Market Intelligence

Credit Union Results – 2020 First Quarter

Loans growing faster than deposits at US credit unions

Ranked by total loans and leases (\$B)

Company	Total loans and leases		Net interest margin		Total deposits		Cost of funds	
	2019 (\$B)	YOY growth (%)	2019 (%)	vs. 2018^	2019 (\$B)	YOY growth (%)	2019 (%)	vs. 2018^
Navy FCU	81.44	10.3	4.94	▼	86.03	22.2	1.50	▲
State Employees' CU	24.46	6.3	3.23	▼	37.46	6.2	1.48	▲
Pentagon FCU	19.97	-0.1	2.86	▲	17.97	-4.9	1.81	▲
Boeing Employees CU	14.23	10.0	3.36	▼	17.94	8.6	0.72	▲
SchoolsFirst FCU	10.04	14.5	3.05	▲	14.40	11.0	1.04	▲
America First FCU	9.36	11.1	4.01	▲	10.35	13.8	0.96	▲
First Technology FCU	9.16	2.0	2.84	▼	9.55	9.8	1.28	▲
Security Service FCU	8.65	-1.4	3.09	NC	8.31	3.4	1.32	▲
Golden 1 CU	8.64	-2.1	3.17	▼	11.34	5.7	0.74	▲
Alliant CU	8.38	-1.9	2.22	▲	10.04	8.7	2.28	▲
Suncoast CU	8.29	13.0	3.12	▲	9.34	17.7	1.12	▲
Mountain America FCU	8.00	14.6	4.23	▲	8.09	15.6	1.21	▲
Randolph-Brooks FCU	7.46	2.7	3.21	▲	8.27	10.9	0.89	▲
Digital FCU	7.34	1.5	4.10	▲	7.90	12.0	1.08	▲
VyStar CU	6.61	16.5	3.01	▲	6.96	15.7	1.25	▲
Bethpage FCU	6.57	8.8	2.44	▼	8.11	10.9	1.52	▲
Alaska USA FCU	6.50	4.4	3.50	▲	7.53	8.2	0.8	▲
San Diego County CU	6.44	-2.4	2.98	▲	7.02	3.3	0.67	▲
Patelco CU	5.59	11.2	2.69	▼	6.13	6.8	1.17	▲
Logix FCU	5.55	2.3	3.02	▼	5.14	14.8	1.36	▲
Industry median		3.1	3.90	▲		2.6	0.51	▲

Data compiled Feb. 28, 2020.

NC = no change

Cost of funds = total interest expense as a percentage of average interest-bearing liabilities and average noninterest-bearing deposits

Analysis includes top 20 credit unions by total loans and leases at Dec. 31, 2019.

Data based on regulatory filings as of Dec. 31, 2019.

^ The year-over-year comparison represents the change in values rounded to two decimal places.

Source: S&P Global Market Intelligence

Credit Union Results – 2020 First Quarter

US community banks grow deposits despite rising costs

Ranked by total loans and leases (\$B)

Company (top-level ticker)	Total loans and leases		Net interest margin		Total deposits		Cost of funds	
	2019 (\$B)	YOY growth (%)	2019 (%)	vs. 2018^	2019 (\$B)	YOY growth (%)	2019 (%)	vs. 2018^
EagleBank (EGBN)	7.60	8.4	3.91	▼	7.27	3.1	1.00	▲
Capitol Federal Savings Bank (CFFN)	7.44	-1.3	2.24	▲	5.73	0.6	1.50	▲
Provident Bank (PFS)	7.33	1.1	3.30	▼	7.16	4.3	0.77	▲
Dollar Bank Federal Savings Bank	7.32	5.2	3.00	▼	6.96	2.8	0.95	▲
ServisFirst Bank (SFBS)	7.27	11.2	3.57	▼	7.54	8.9	1.11	▲
NBT Bank NA (NBTB)	7.15	3.7	3.61	▲	7.65	3.1	0.65	▲
S&T Bank (STBA)	7.14	20.1	3.52	▼	7.04	24.0	1.11	▲
Boston Private Bank & Trust Co. (BPFH)	6.98	1.3	2.85	▼	7.30	6.7	0.81	▲
Sandy Spring Bank (SASR)	6.76	2.5	3.48	▼	6.53	9.9	0.92	▲
Oriental Bank (OFG)	6.76	47.1	5.38	▲	7.71	56.9	0.90	▲
Busey Bank (BUSE)	6.76	20.8	3.97	▲	7.92	25.2	0.74	▲
NexBank SSB	6.71	32.9	2.03	▲	6.78	32.4	1.57	▲
TriState Capital Bank (TSC)	6.58	28.1	1.98	▼	6.65	31.3	2.21	▲
Park National Bank (PRK)	6.48	14.3	3.80	▲	7.13	12.5	0.88	▲
Luther Burbank Savings (LBC)	6.23	1.6	1.99	▼	5.28	5.0	2.06	▲
OceanFirst Bank NA (OCFC)	6.22	11.2	3.68	▼	6.35	8.8	0.71	▲
First Commonwealth Bank (FCF)	6.21	7.2	3.77	▲	6.70	13.2	0.63	▲
Columbia Bank (MHC)	6.20	24.3	2.55	▼	5.85	27.2	1.36	▲
Bell Bank	6.20	20.8	3.99	▼	5.66	21.2	0.50	▲
First United Bank and Trust Co.	5.97	19.7	3.95	▼	6.60	13.7	1.19	▲
Industry median		4.0	3.75	▼		4.3	0.86	▲

Data compiled Feb. 28, 2020.

Cost of funds = total interest expense as a percentage of average interest-bearing liabilities and average noninterest-bearing deposits

Analysis includes top 20 U.S. commercial banks, savings banks, and savings and loan associations with less than \$10 billion in total assets as of Dec. 31, 2019, and whose middle-tier and ultimate parents' assets were below \$10 billion in the most recent quarter reported. Industrial banks, nondepository trusts and companies with a foreign banking charter are excluded.

Data based on regulatory filings as of Dec. 31, 2019.

Tickers based on top-level entities' home country stock exchange.

^ The year-over-year comparison represents the change in values rounded to two decimal places.

Source: S&P Global Market Intelligence

Auto loan growth slowed at US credit unions in Q4'19 as delinquencies fell

MARCH 26, 2020

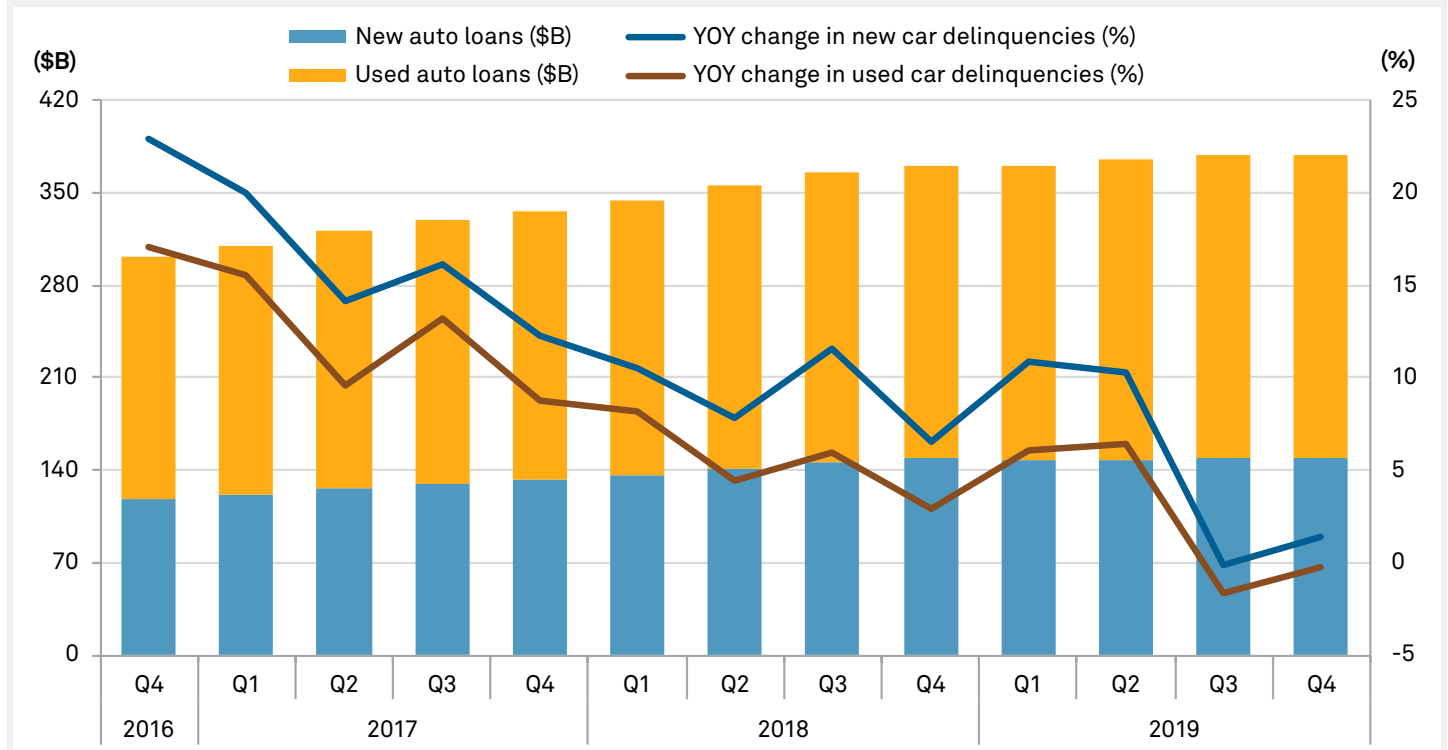
By Ali Shayan Sikander

Auto loan growth at U.S. credit unions continued to slow in the fourth quarter of 2019.

At the end of the year, U.S. credit unions reported \$378.94 billion in new and used auto loans, representing a 0.2% quarterly increase and a 2.5% annual increase. By comparison, total auto loans at U.S. credit unions grew by 10.1% in 2018 and 11.4% in 2017.

Meanwhile, auto loans at least 30 days delinquent fell to 1.86% of total loans at Dec. 31, 2019, down 4 basis points year over year and 16 basis points since the end of 2017.

Auto loan trend at US credit unions



Data compiled March 24, 2020.
 Analysis based on regulatory filings by U.S. credit unions. Excludes corporate credit unions.
 Delinquencies include past due and nonaccrual auto loans.
 Source: S&P Global Market Intelligence

Total auto loans at Vienna, Va.-based [Navy FCU](#) and Riverdale, Utah-based [America First FCU](#), the largest U.S. credit unions by auto loans, increased 5.4% and 12.8%, respectively, year over year. Delinquent auto loans at Navy accounted for 1.72% of auto loans at Dec. 31, while 3.05% of America First's auto loans were 30 days or more past due.

Largest US credit unions by auto loans, Q4'19

Credit union	City, state	Auto loans ¹			
		Balance (\$B)	YOY change (%) ²	Concentration (%) ³	Delinquent (%) ⁴
Navy FCU	Vienna, VA	14.68	5.4	18.0	1.72
America First FCU	Riverdale, UT	5.11	12.8	54.6	3.05
Security Service FCU	San Antonio, TX	4.53	-10.5	52.3	2.67
Alaska USA FCU	Anchorage, AK	4.44	1.3	68.3	1.40
Golden 1 CU	Sacramento, CA	4.30	-10.5	49.8	1.57
Suncoast CU	Tampa, FL	3.69	7.9	44.5	1.18
Pentagon FCU	McLean, VA	3.52	4.1	17.6	2.56
Mountain America FCU	Sandy, UT	3.41	13.1	42.6	1.51
Randolph-Brooks FCU	Live Oak, TX	3.13	-5.6	41.9	1.65
SchoolsFirst FCU	Santa Ana, CA	3.03	13.4	30.2	0.76
State Employees' CU	Raleigh, NC	2.88	1.7	11.8	3.59
Boeing Employees CU	Tukwila, WA	2.88	14.8	20.2	0.94
Space Coast CU	Melbourne, FL	2.33	2.3	61.9	1.49
San Diego County CU	San Diego, CA	2.32	-8.5	36.0	0.83
Digital FCU	Marlborough, MA	2.27	-15.1	31.0	2.52
VyStar CU	Jacksonville, FL	2.27	3.8	34.3	1.25
Tinker FCU	Oklahoma City, OK	2.14	-1.3	73.1	1.09
First Technology FCU	Hillsboro, OR	1.88	1.2	20.5	2.30
Pennsylvania State Employees CU	Harrisburg, PA	1.87	6.4	40.5	1.44
Ent CU	Colorado Springs, CO	1.80	15.7	37.2	0.53
Delta Community CU	Atlanta, GA	1.80	0.2	37.4	1.54
Navy Army Community CU	Corpus Christi, TX	1.74	17.9	58.2	1.63
Veridian CU	Waterloo, IA	1.73	6.9	43.8	2.01
American Airlines FCU	Fort Worth, TX	1.72	-2.0	35.7	0.96
Alliant CU	Chicago, IL	1.70	-22.6	20.3	0.81
Industry median			3.9	47.0	1.57

Data compiled March 24, 2020.

Analysis based on regulatory filings by U.S. credit unions as of Dec. 31, 2019. Excludes corporate credit unions.

¹ Auto loans include both new and used auto loans.

² Year-over-year change is based on reported financials and is not adjusted to exclude growth from M&A activity.

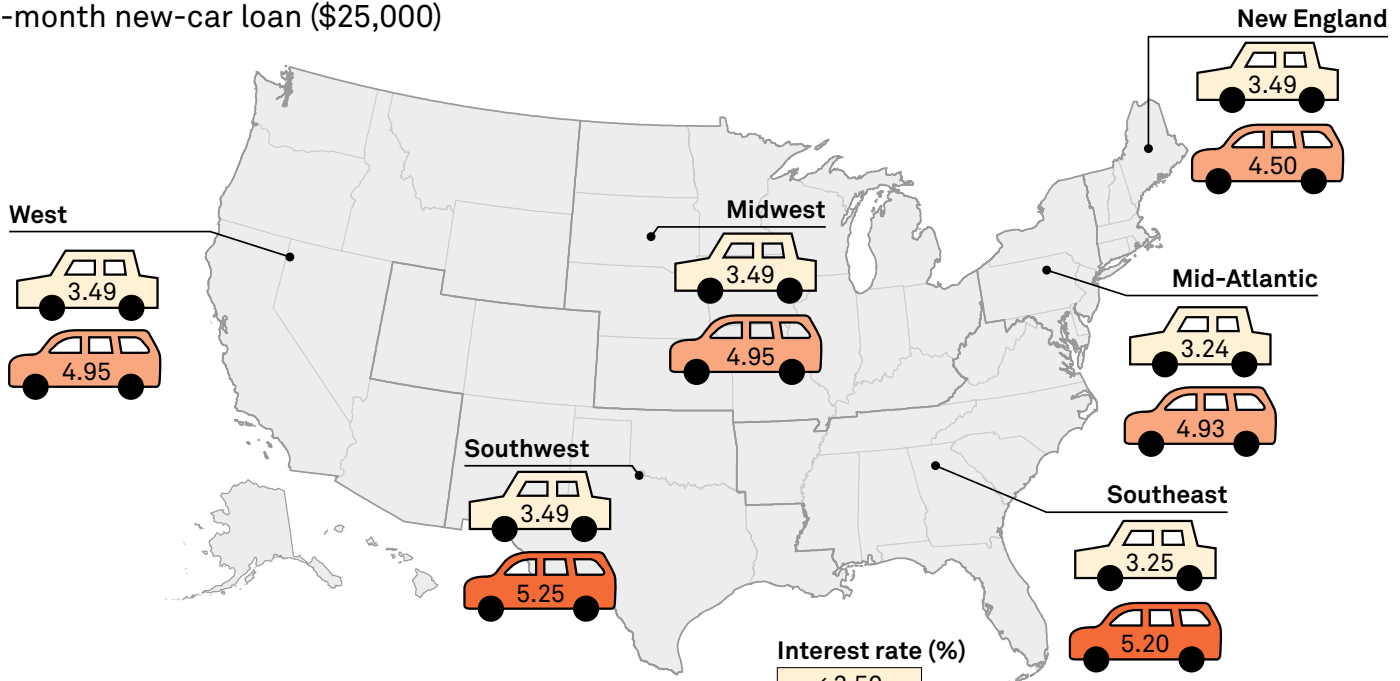
³ Total auto loans as a percentage of total loans and leases.

⁴ Total auto loans 30 or more days past due as a percentage of total auto loans.

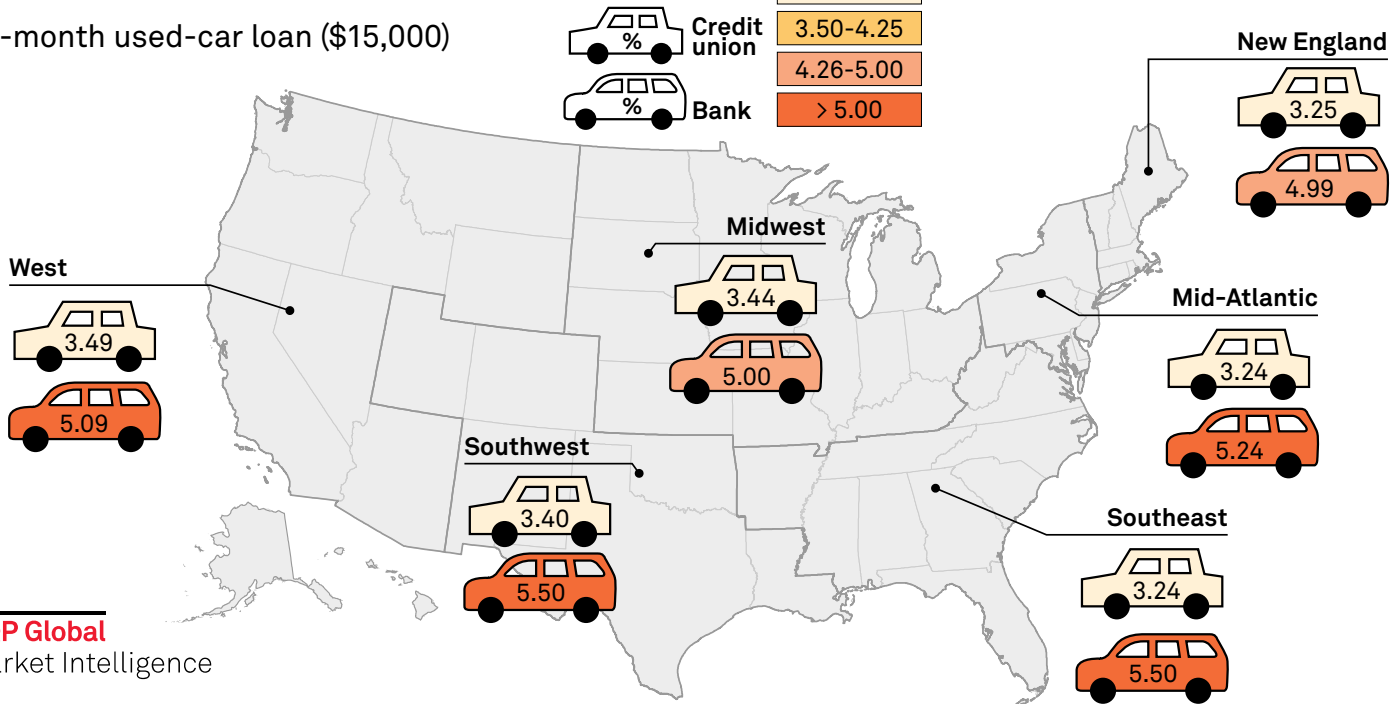
Source: S&P Global Market Intelligence

Regional median interest rates at credit unions and banks for new and used auto loans

60-month new-car loan (\$25,000)



36-month used-car loan (\$15,000)



S&P Global Market Intelligence

Data compiled March 24, 2020.

Analysis limited to operating commercial banks, savings banks, savings and loans associations, and credit unions. Excludes industrial banks, nondepository trusts, companies with a foreign banking organization charter and corporate credit unions.

Displayed rates are medians of the interest rates offered by commercial banks, savings banks, savings and loans associations, and credit unions.

Current interest rates are for the week ended March 20, 2020.

Interest rate data may not reflect all pricing regions for each company and is based on current S&P Global Market Intelligence coverage.

Map credit: Arleigh Andes

Source: S&P Global Market Intelligence

Credit quality improves YOY at US credit unions, community banks in Q4'19

APRIL 2, 2020

By Ali Shayan Sikander

Credit quality largely improved at U.S. credit unions and community banks over the course of 2019.

The nonperforming assets ratio at U.S. credit unions dropped 2 basis points year over year to 0.54% at the end of 2019, while at U.S. community banks with less than \$10 billion in assets, nonperforming assets as a percentage of total assets dropped 8 basis points year over year to 0.78%.

Similarly, the net charge-off ratio at credit unions fell 1 basis point year over year to 0.59% in the fourth quarter of 2019, while at community banks, the net charge-off ratio rose 2 basis points to 0.18% for the quarter.

Meanwhile, the nonperforming loans ratio at U.S. credit unions hit 1.68% at Dec. 31, 2019, down from 1.78% a year earlier.

Vienna, Va.-based [Navy FCU](#), the largest U.S. credit union by assets, reported that 1.20% of its loans were nonperforming as of Dec. 31, up from 1.11% a year earlier. Similarly, the credit union's net charge-off ratio increased to 1.87% in the fourth quarter of 2019, compared to 1.80% in the year-ago period.

Aggregate credit quality data for US credit unions and community banks

Aggregate amounts (\$B)	Q4'19	Change (%)	
		QOQ	YOY
Nonperforming assets	8.53	7.0	3.1
	20.60	-1.3	-1.5
Net charge-offs	1.64	9.1	3.7
	0.83	24.5	20.1
Loan loss reserves	9.65	0.7	3.1
	20.57	0.5	5.5
Ratios (%)	Q4'19	Change (bps)	
		QOQ	YOY
Nonperforming assets/total assets	0.54	3	-2
	0.78	-3	-8
Net charge-offs/average loans	0.59	4	-1
	0.18	3	2
Reserves/nonperforming assets	112.85	-707	-26
	99.83	180	665
Texas ratio ^{1,2}	4.53	23	-33
	7.18	-17	-82
Reserves/total loans and leases	0.86	-1	-3
	1.10	-1	-2
		Credit unions	Community banks*

Data compiled March 27, 2020.

bps = basis points

Analysis based on regulatory filings of U.S. credit unions and community banks as of Dec. 31, 2019.

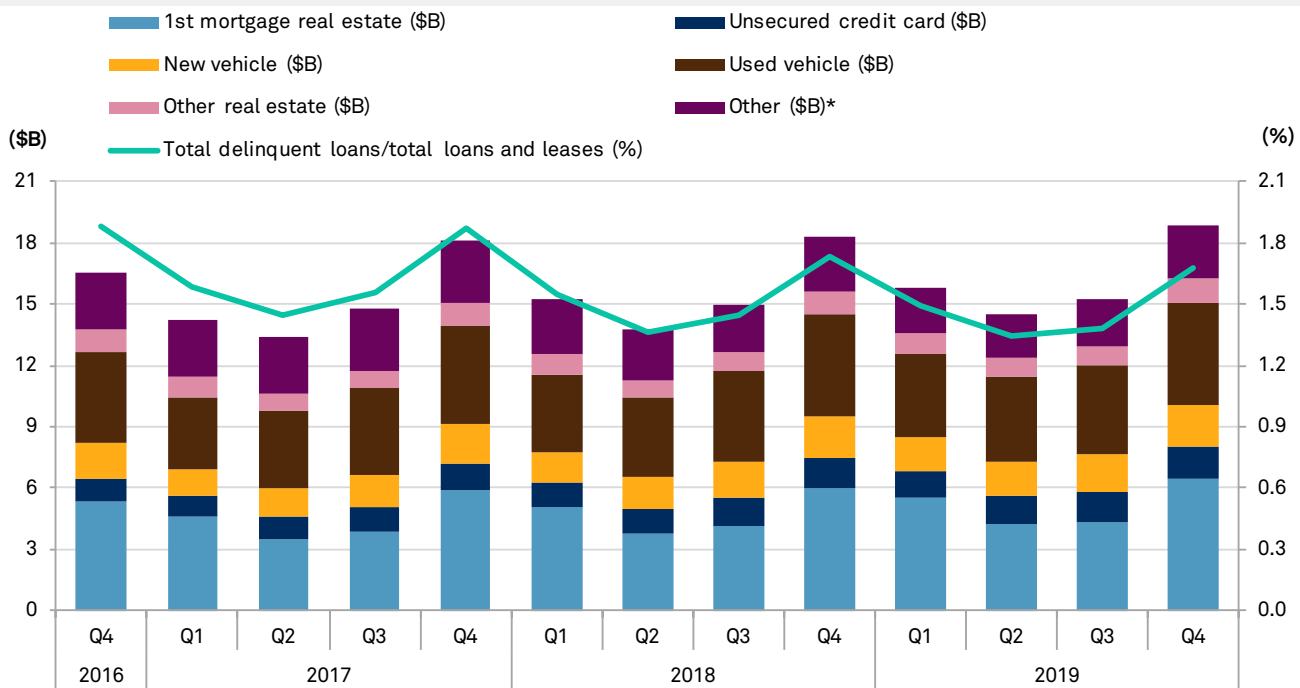
* Community banks include all U.S. commercial banks, saving banks and savings and loan associations that reported total assets of less than \$10 billion for the quarter ending Dec. 31, 2019. Excludes industrial banks, nondepository trusts, and banks with foreign banking charter. In addition, parents and middle-tier parents of banks and thrifts with over \$10 billion in assets are also excluded from the analysis.

¹ Texas ratio for credit unions = total nonperforming assets as a percentage of total equity, loan loss reserves and uninsured secondary capital at low-income designated credit unions.

² Texas ratio for community banks = total nonperforming assets plus loans 90 days or more past due as a percentage of tangible equity and loan loss reserves.

Source: S&P Global Market Intelligence

Delinquencies at US credit unions, by loan type



Data compiled March 27, 2020.

Analysis based on regulatory filings for all U.S. credit unions as of Dec. 31, 2019.

Delinquencies include loans 30 days or more past due.

* Includes payday alternative loans, non-federally guaranteed student loans, lease receivables and all other loans reported by credit unions.

Source: S&P Global Market Intelligence

Asset quality at 20 largest US credit unions by loans and leases, Q4'19

Company	Total loans and leases (\$B)	NPLs/loans		Reserves/NPAs		NCOs/average loans	
		(%)	vs. Q4'18^	(%)	vs. Q4'18^	(%)	vs. Q4'18^
Navy FCU	81.44	1.20	▲	160.83	▼	1.87	▲
State Employees' CU	24.46	1.92	▼	60.02	▲	0.46	NC
Pentagon FCU	19.97	0.88	▲	81.55	▼	0.83	▲
Boeing Employees CU	14.23	0.26	▲	281.27	▼	0.38	▲
SchoolsFirst FCU	10.04	0.47	▼	157.05	▲	0.48	▼
America First FCU	9.36	1.34	▲	113.31	▲	1.04	▲
First Technology FCU	9.16	0.32	▼	184.43	▲	0.66	▲
Security Service FCU	8.65	0.90	▼	91.90	▼	0.79	▼
Golden 1 CU	8.64	0.48	▲	174.89	▲	0.46	▼
Alliant CU	8.38	0.55	▲	134.99	▲	0.72	▲
Suncoast CU	8.29	0.48	▼	205.96	▲	0.71	▲
Mountain America FCU	8.00	0.73	▲	102.73	▲	0.65	▲
Randolph-Brooks FCU	7.46	0.63	▲	93.68	▲	0.59	▲
Digital FCU	7.34	0.96	▲	165.94	▲	0.90	▲
VyStar CU	6.61	0.38	▼	140.70	▲	0.30	▲
Bethpage FCU	6.57	1.22	▲	62.43	▼	0.34	▼
Alaska USA FCU	6.50	0.88	▼	74.85	▲	0.51	▲
San Diego County CU	6.44	0.24	NC	174.20	▲	0.16	▲
Patelco CU	5.59	0.41	▲	135.42	▼	0.23	▲
Logix FCU	5.55	0.46	▲	253.12	▼	0.28	▼
Industry median		0.66	▼	97.87	▲	0.29	▼

Data compiled March 27, 2020.

NPLs = nonperforming loans; NPAs = nonperforming assets; NCOs = net charge-offs; NC = no change

Analysis includes operating U.S. credit unions that filed call reports for the quarter ended Dec. 31, 2019.

^ The year-over-year comparison represents the change in values rounded to two decimal places.

Source: S&P Global Market Intelligence

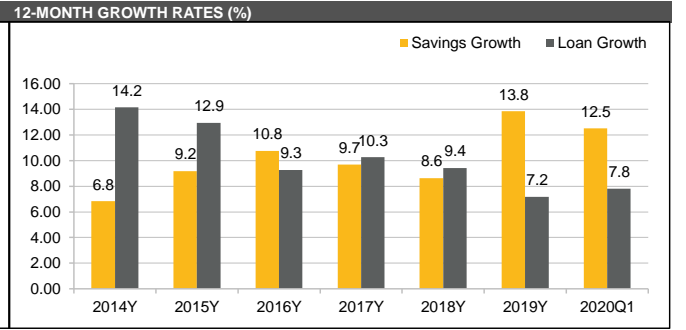
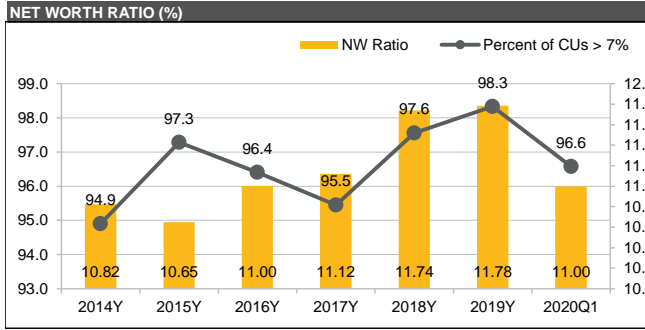
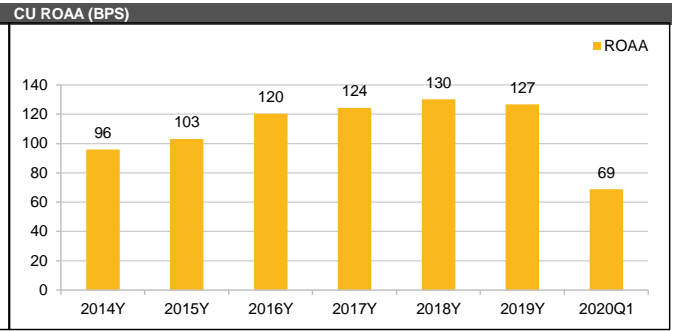
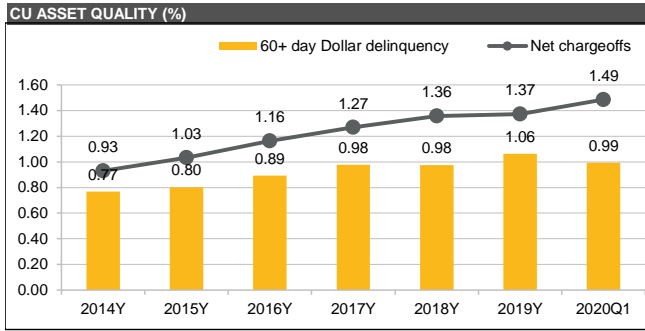
OVERVIEW

	USA CUs	Virginia CUs
	2020Q1	2020Q1
DEMOGRAPHIC INFORMATION		
Number of CUs	5,308	117
Assets per CU (\$ mil)	312.18	1,609.76 ▲
Median assets (\$ mil)	37.38	64.94 ▲
Total assets (\$ mil)	1,657,045	188,342
Total loans (\$ mil)	1,128,659	128,918
Total surplus funds (\$ mil)	446,888	45,881
Total savings (\$ mil)	1,392,169	141,800
Total memberships (thousands)	122,737	13,999
GROWTH RATES (%)		
Total assets	8.74	15.45 ▲
Total loans	6.47	7.79 ▲
Total surplus funds	13.13	36.96 ▲
Total savings	8.06	12.51 ▲
Total memberships	3.47	7.19 ▲
% CUs with increasing assets	71.21	65.81 ▼
EARNINGS - BASIS PTS.		
Yield on total assets	NA	NA
Dividend/interest cost of assets	86	120 ▲
Net interest margin	341	429 ▲
Fee & other income	126	143 ▲
Operating expense	316	320 ▲
Loss Provisions	53	134 ▲
Dividends/ Income	1,526	1,509 ▼
Net Income (ROA) with Stabilization Expense	53	69 ▲
Net Income (ROA) without Stabilization Expense	NA	NA
% CUs with positive ROA	78.09	75.21 ▼
CAPITAL ADEQUACY (%)		
Net worth/assets	11.02	11.00 ▼
% CUs with NW > 7% of assets	98.04	96.58 ▼
Solvency Evaluation	113.16	114.86 ▲
Classified Assets/Net worth	5.55	10.30 ▲
ASSET QUALITY (%)		
Delinquencies (60+ day \$)/ Loans	0.63	0.99 ▲
Net chargeoffs/ Average Loans	0.58	1.49 ▲
Total borrower-bankruptcies (\$000)	273,254	80,647
Bankruptcies per CU	51.48	689.29 ▲
Bankruptcies per 1000 members	2.23	5.76 ▲
ASSET/LIABILITY MANAGEMENT (%)		
Loans/savings	81.07	90.91 ▲
Loans/assets	68.11	68.45 ▲
Net Long-term assets/assets	37.84	39.07 ▲
Liquid assets/assets	15.08	10.42 ▼
Core deposits/shares & borrowings	48.12	34.66 ▼
PRODUCTIVITY (%)		
Members/potential members (%)	3	3 ▼
Borrowers/members (%)	58	63 ▲
Members/FTE	402	499 ▲
Average shares/member (\$)	11,349	10,056 ▼
Average loan balance (\$)	15,823	14,435 ▼
Employees per million in assets	0.18	0.15 ▼
Efficiency Ratio (%)	75.00	61.23 ▼
STRUCTURE		
Federal CUs (%)	61.32	78.63 ▲
Federal CUs w/ community charter (%)	17.45	19.66 ▲
Other Federal CUs (%)	43.88	58.97 ▲
State Chartered Credit Unions (%)	36.57	21.37 ▼

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.

▲ State is higher than the US
 — State is at par with the US
 ▼ State is lower than the US

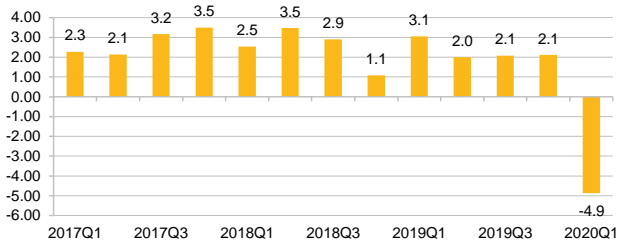
Source: S&P Global Market Intelligence



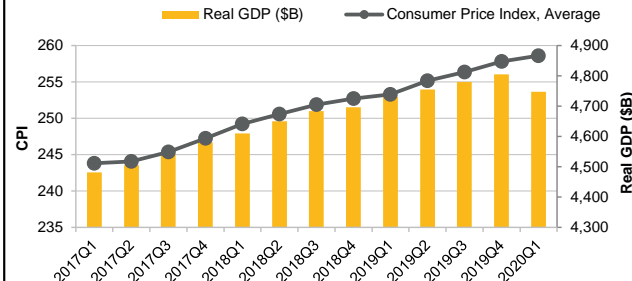
Source: S&P Global Market Intelligence

USA ECONOMIC GROWTH

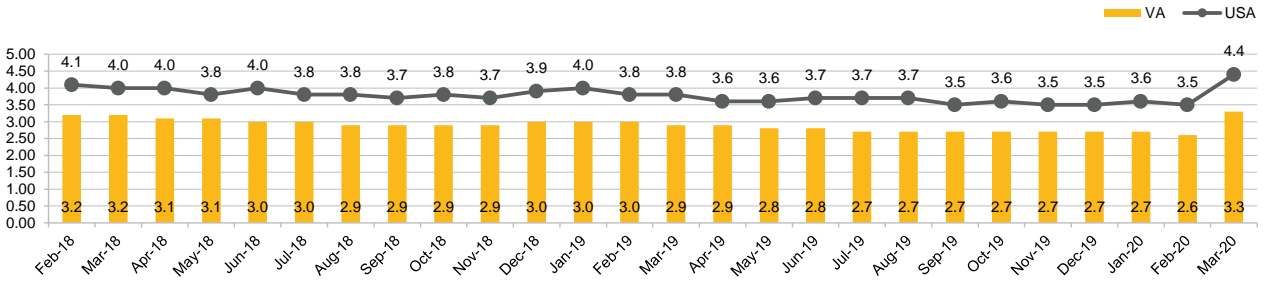
Annualized Quarterly Changes in GDP



CPI VS REAL GDP (\$B)

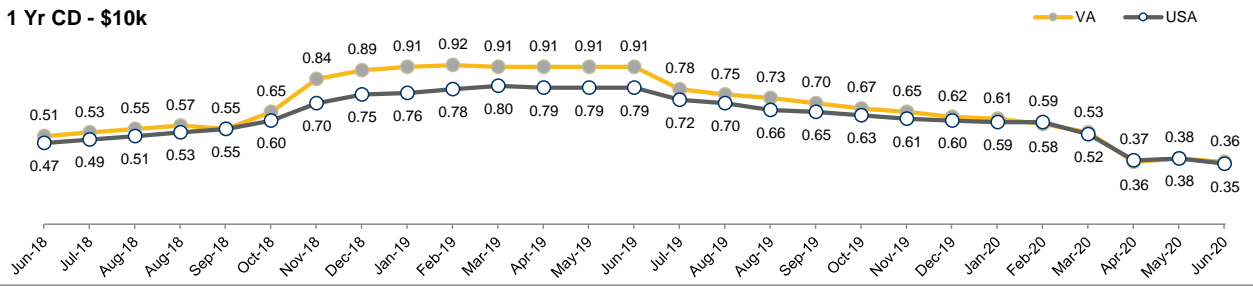


UNEMPLOYMENT RATES (%)

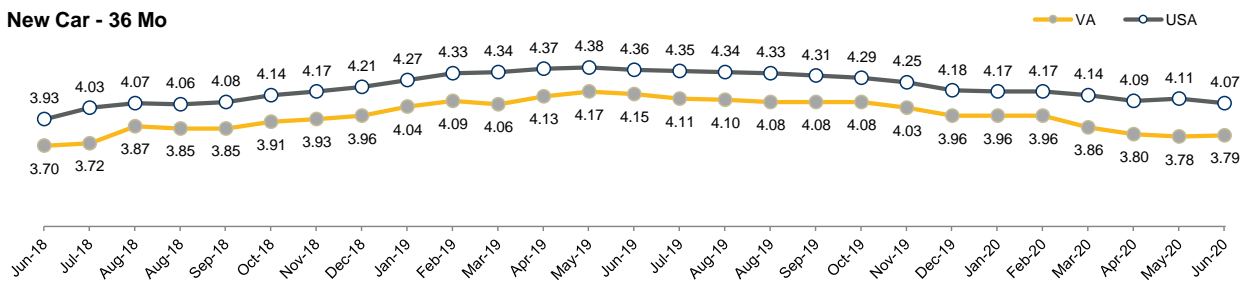


RATES (%)

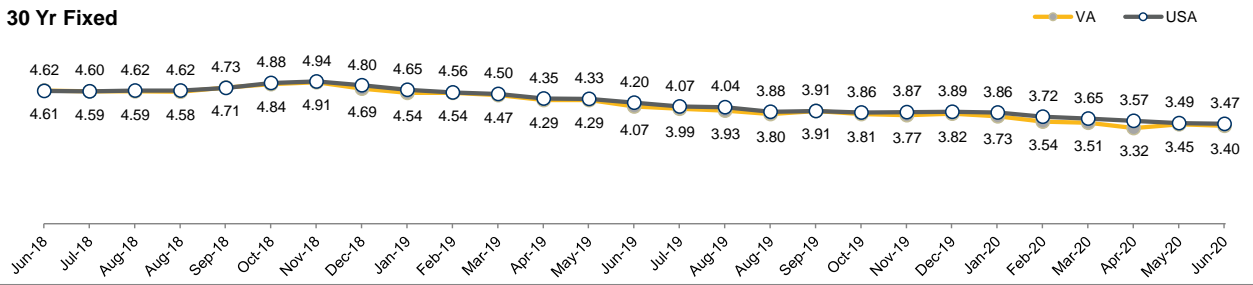
1 Yr CD - \$10k



New Car - 36 Mo



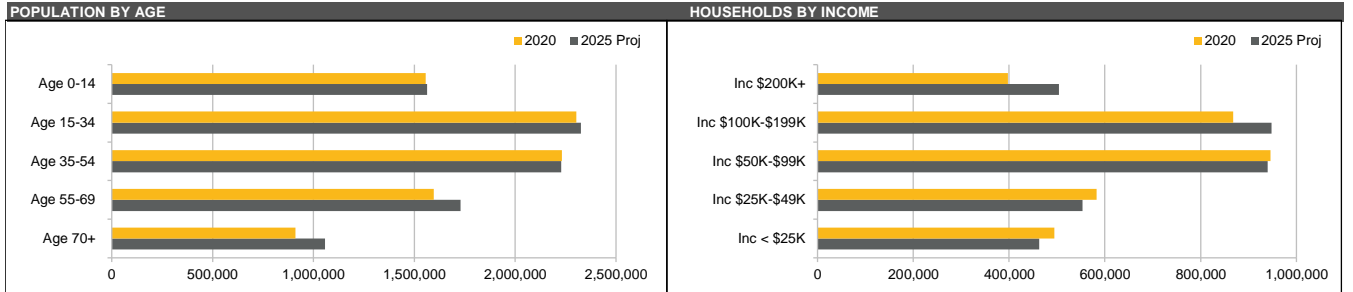
30 Yr Fixed



Source: S&P Global Market Intelligence

	VA			USA		
	2015	2020	2025 Proj	2015	2020	2025 Proj
Population	8,374,034	8,597,973	8,902,523	319,459,991	330,342,293	341,132,738
Households	3,201,996	3,288,726	3,408,244	121,099,157	125,476,002	129,798,868
CAGR: Population	0.92 ▲	0.76 ▲	0.70 ▲	0.68	0.68	0.64
Median Household Income (\$000)	66,642 ▲	77,431 ▲	85,130 ▲	53,706	66,010	72,525
Median Age	38.1 ▲	38.9 ▲	39.9 ▲	37.9	38.7	39.7

▲ State is higher than the US — State is at par with the US ▼ State is lower than the US



DEMOGRAPHICS - COUNTY

Virginia	8,597,973	8,902,523	3,288,726	3,408,244	0.72	0.70	77,431	85,130	38.9	39.9
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County Name	Market Key	Population		Households		CAGR: Population (%)		Median Household Income (\$000)		Median Age (years)	
		2020	2025 Proj	2020	2025 Proj	2020	2025 Proj	2020	2025 Proj	2020	2025 Proj
Accomack, VA	CNTY51001	32,377	32,494	13,750	13,889	-0.24	0.07	48,074	53,749	46.3	46.4
Albemarle, VA	CNTY51003	110,271	115,596	43,147	45,489	1.09	0.95	84,882	96,407	39.8	40.8
Alexandria, VA (City)	CNTY51510	163,625	173,397	80,071	84,929	1.57	1.17	104,830	113,205	37.9	39.5
Alleghany, VA	CNTY51005	14,758	14,417	6,385	6,275	-0.96	-0.47	49,909	53,067	48.3	49.4
Amelia, VA	CNTY51007	13,084	13,402	5,047	5,195	0.31	0.48	65,517	69,778	45.2	45.4
Amherst, VA	CNTY51009	31,600	31,721	12,501	12,633	-0.24	0.08	55,724	60,760	45.1	45.3
Appomattox, VA	CNTY51011	15,938	16,477	6,554	6,816	0.63	0.67	62,150	69,469	43.4	43.9
Arlington, VA	CNTY51013	242,987	257,540	117,133	124,826	1.59	1.17	122,703	132,097	35.7	37.7
Augusta, VA	CNTY51015	75,779	77,525	29,758	30,588	0.27	0.46	61,176	65,224	45.3	46.0
Bath, VA	CNTY51017	4,276	4,173	1,997	1,962	-1.01	-0.49	48,888	54,240	52.0	54.3
Bedford, VA	CNTY51019	79,206	81,799	32,098	33,228	0.56	0.65	67,333	72,848	46.8	47.6
Bland, VA	CNTY51021	6,252	6,128	2,351	2,307	-0.87	-0.40	52,029	59,498	47.1	48.3
Botetourt, VA	CNTY51023	33,322	33,820	13,386	13,645	0.05	0.30	71,841	76,972	48.2	49.6
Bristol, VA (City)	CNTY51520	16,397	16,129	7,259	7,117	-0.84	-0.33	41,434	44,929	43.4	44.3
Brunswick, VA	CNTY51025	16,241	16,022	5,984	5,926	-0.71	-0.27	46,196	50,241	43.9	44.0
Buchanan, VA	CNTY51027	20,823	19,987	8,811	8,522	-1.45	-0.82	32,975	34,293	47.4	48.8
Buckingham, VA	CNTY51029	16,958	17,110	5,993	6,095	-0.11	0.18	52,140	58,586	43.7	44.1
Buena Vista, VA (City)	CNTY51530	6,188	6,118	2,358	2,325	-0.72	-0.23	40,396	43,598	39.4	40.9
Campbell, VA	CNTY51031	55,110	55,941	22,722	23,126	0.05	0.30	54,694	58,962	43.6	44.3
Caroline, VA	CNTY51033	30,991	32,261	11,379	11,851	0.83	0.81	69,488	74,692	40.0	40.4
Carroll, VA	CNTY51035	29,391	29,513	12,703	12,801	-0.22	0.08	46,840	52,457	48.4	49.7
Charles City, VA	CNTY51036	6,924	6,889	2,879	2,884	-0.47	-0.10	61,005	67,456	51.0	53.4
Charlotte, VA	CNTY51037	11,857	11,740	4,867	4,837	-0.59	-0.20	42,213	45,225	45.5	45.2
Charlottesville, VA (City)	CNTY51540	49,280	51,893	20,063	21,096	1.26	1.04	64,331	71,320	32.0	34.1
Chesapeake, VA (City)	CNTY51550	246,383	257,945	89,096	93,585	1.04	0.92	82,970	92,107	37.7	38.8
Chesterfield, VA	CNTY51041	353,513	370,893	130,606	137,528	1.12	0.96	87,939	97,805	39.6	40.6
Clarke, VA	CNTY51043	14,566	14,956	5,746	5,898	0.37	0.53	81,286	88,065	47.3	48.3
Colonial Heights, VA (City)	CNTY51570	17,851	18,249	7,463	7,631	0.25	0.44	55,451	58,627	39.8	39.7
Covington, VA (City)	CNTY51580	5,477	5,375	2,404	2,354	-0.84	-0.38	39,091	41,519	46.0	47.5
Craig, VA	CNTY51045	5,048	5,064	2,169	2,190	-0.28	0.06	62,115	66,740	48.7	50.1
Culpeper, VA	CNTY51047	52,534	55,200	18,131	19,012	1.19	0.99	79,034	86,910	39.3	39.5
Cumberland, VA	CNTY51049	9,802	9,840	3,911	3,935	-0.25	0.08	47,670	55,743	45.7	46.2
Danville, VA (City)	CNTY51590	40,196	39,682	17,807	17,649	-0.68	-0.26	40,167	43,565	41.4	41.3
Dickenson, VA	CNTY51051	14,261	13,879	5,906	5,767	-1.08	-0.54	31,538	31,880	45.0	46.0
Dinwiddie, VA	CNTY51053	28,627	29,230	10,789	11,041	0.22	0.42	60,783	66,689	43.2	43.9
Emporia, VA (City)	CNTY51595	5,118	4,915	1,975	1,888	-1.46	-0.81	32,603	34,918	41.5	42.9
Essex, VA	CNTY51057	10,806	10,815	4,416	4,433	-0.31	0.02	58,225	62,766	46.7	46.9
Fairfax, VA	CNTY51059	1,156,775	1,198,990	418,271	433,481	0.67	0.72	124,098	130,735	39.0	40.3
Fairfax, VA (City)	CNTY51600	24,964	26,126	9,184	9,596	1.02	0.91	117,883	126,135	38.2	38.7
Falls Church, VA (City)	CNTY51610	15,059	16,092	6,106	6,482	2.02	1.34	122,772	128,571	39.3	40.1
Fauquier, VA	CNTY51061	71,508	74,643	26,027	27,206	0.93	0.86	106,901	117,099	42.0	42.4
Floyd, VA	CNTY51063	15,824	16,227	6,676	6,856	0.35	0.50	54,111	60,215	47.0	48.0
Fluvanna, VA	CNTY51065	27,015	27,835	9,979	10,304	0.50	0.60	78,142	87,234	44.2	45.2
Franklin, VA	CNTY51067	56,150	56,888	23,145	23,542	0.00	0.26	58,895	64,791	47.6	48.3
Franklin, VA (City)	CNTY51620	8,012	7,906	3,283	3,236	-0.68	-0.27	45,034	47,801	41.0	41.0
Frederick, VA	CNTY51069	90,057	95,111	32,881	34,655	1.41	1.10	79,356	84,868	40.9	41.4
Fredericksburg, VA (City)	CNTY51630	29,368	31,335	11,447	12,243	1.92	1.31	66,775	71,990	31.7	33.0
Galax, VA (City)	CNTY51640	6,358	6,214	2,613	2,548	-1.02	-0.46	35,197	38,750	43.4	43.7
Giles, VA	CNTY51071	16,853	16,907	7,016	7,034	-0.25	0.06	53,160	55,514	45.3	45.9
Gloucester, VA	CNTY51073	37,400	38,094	14,804	15,166	0.15	0.37	73,856	81,760	44.6	45.3
Goochland, VA	CNTY51075	23,625	24,615	8,873	9,243	0.85	0.82	98,273	106,658	49.3	50.9
Grayson, VA	CNTY51077	15,515	15,701	6,564	6,691	-0.01	0.24	37,717	42,349	49.8	51.3
Greene, VA	CNTY51079	20,082	20,939	7,428	7,758	0.88	0.84	71,652	77,157	40.9	41.7
Greensville, VA	CNTY51081	11,512	11,391	3,355	3,338	-0.61	-0.21	49,093	54,340	40.5	40.1
Halifax, VA	CNTY51083	33,928	33,518	14,379	14,290	-0.66	-0.24	44,920	49,548	46.3	46.3
Hampton, VA (City)	CNTY51650	134,215	134,743	54,400	54,801	-0.24	0.08	60,187	66,789	36.8	38.1
Hanover, VA	CNTY51085	108,838	113,423	40,248	42,083	0.86	0.83	95,284	105,014	43.0	43.7
Harrisonburg, VA (City)	CNTY51660	54,864	57,616	17,997	18,946	1.15	0.98	48,910	55,763	24.6	26.2
Henrico, VA	CNTY51087	331,531	344,681	132,637	137,357	0.77	0.78	73,971	82,224	39.4	40.6
Henry, VA	CNTY51089	50,668	50,039	22,122	21,995	-0.66	-0.25	41,740	45,793	47.6	48.5
Highland, VA	CNTY51091	2,222	2,214	1,059	1,063	-0.43	-0.07	49,618	55,938	57.6	58.4
Hopewell, VA (City)	CNTY51670	22,718	23,064	9,140	9,273	0.06	0.30	45,147	49,378	36.5	37.1
Isle of Wight, VA	CNTY51093	37,505	38,807	14,830	15,421	0.62	0.68	74,076	78,952	44.7	45.2
James City, VA	CNTY51095	77,853	82,306	31,350	33,179	1.51	1.12	93,486	102,805	46.7	47.5
King and Queen, VA	CNTY51097	7,014	7,132	2,967	3,035	0.10	0.33	62,113	68,226	48.2	49.2
King George, VA	CNTY51099	26,769	28,192	9,353	9,803	1.27	1.04	90,477	92,157	38.0	38.9
King William, VA	CNTY51101	17,157	17,822	6,502	6,774	0.74	0.76	78,765	87,994	40.7	41.5
Lancaster, VA	CNTY51103	10,802	10,722	5,109	5,109	-0.53	-0.15	59,063	66,312	57.4	58.2
Lee, VA	CNTY51105	23,339	22,847	9,476	9,338	-0.92	-0.43	37,287	41,185	45.0	45.8
Lexington, VA (City)	CNTY51678	7,242	7,414	2,273	2,321	0.28	0.47	41,845	44,225	24.2	24.7
Loudoun, VA	CNTY51107	421,636	454,780	138,819	149,299	3.05	1.52	144,770	156,323	36.9	37.8
Louisa, VA	CNTY51109	37,292	39,186	14,621	15,386	1.18	1.00	65,955	71,902	45.5	46.1

VIRGINIA CREDIT UNION PROFILE

2020Q1

Lunenburg, VA	CNTY51111	12,007	11,835	4,707	4,666	-0.73	-0.29	44,473	46,621	45.4	45.3
Lynchburg, VA (City)	CNTY51680	83,031	86,739	31,334	32,733	0.95	0.88	47,285	50,176	29.5	30.3
Madison, VA	CNTY51113	13,339	13,524	5,115	5,194	0.02	0.28	59,656	62,607	46.3	46.9
Manassas Park, VA (Ci	CNTY51685	17,535	18,750	5,534	5,907	2.08	1.35	92,572	100,479	36.0	38.5
Manassas, VA (City)	CNTY51683	42,156	44,198	13,739	14,336	1.09	0.95	86,206	92,798	34.9	36.1
Martinsville, VA (City)	CNTY51690	12,848	12,668	5,739	5,686	-0.73	-0.28	39,438	45,352	40.8	39.7
Mathews, VA	CNTY51115	8,756	8,786	3,788	3,809	-0.25	0.07	69,137	73,611	54.1	55.8
Mecklenburg, VA	CNTY51117	30,547	30,150	13,186	13,101	-0.69	-0.26	47,172	52,691	49.1	49.8
Middlesex, VA	CNTY51119	10,826	10,913	4,697	4,754	-0.12	0.16	54,475	56,842	55.3	56.2
Montgomery, VA	CNTY51121	99,894	103,193	37,989	39,302	0.57	0.65	62,744	69,534	30.6	32.5
Neilson, VA	CNTY51125	14,833	14,957	6,455	6,555	-0.13	0.17	63,477	70,427	50.5	51.9
New Kent, VA	CNTY51127	23,178	24,851	8,683	9,352	2.32	1.40	90,081	97,933	44.4	45.6
Newport News, VA (Cit	CNTY51700	178,921	180,439	70,656	71,486	-0.10	0.17	51,723	52,911	34.2	35.4
Norfolk, VA (City)	CNTY51710	247,710	252,783	88,394	90,661	0.20	0.41	54,736	61,315	31.7	32.6
Northampton, VA	CNTY51131	11,656	11,538	5,146	5,135	-0.61	-0.20	47,746	53,374	48.6	48.6
Northumberland, VA	CNTY51133	12,066	12,124	5,443	5,476	-0.22	0.10	66,485	73,131	57.7	58.9
Norton, VA (City)	CNTY51720	3,939	3,970	1,745	1,761	-0.05	0.16	30,227	31,166	40.8	42.1
Nottoway, VA	CNTY51135	15,445	15,488	5,407	5,438	-0.26	0.06	40,894	42,978	41.6	41.6
Orange, VA	CNTY51137	36,838	38,471	14,039	14,610	0.96	0.87	71,766	75,462	44.0	44.4
Page, VA	CNTY51139	23,962	24,237	9,753	9,882	-0.03	0.23	52,597	57,358	45.6	46.3
Patrick, VA	CNTY51141	17,593	17,485	7,816	7,822	-0.50	-0.12	43,047	49,115	50.8	52.9
Petersburg, VA (City)	CNTY51730	31,496	31,550	13,619	13,774	-0.29	0.03	38,362	41,734	38.0	38.1
Pittsylvania, VA	CNTY51143	60,764	60,536	25,470	25,542	-0.44	-0.08	49,634	54,458	47.3	48.4
Poquoson, VA (City)	CNTY51735	12,296	12,512	4,668	4,780	0.12	0.35	95,247	101,188	44.0	45.2
Portsmouth, VA (City)	CNTY51740	94,471	95,298	37,540	37,985	-0.11	0.17	52,596	54,717	36.1	37.1
Powhatan, VA	CNTY51145	29,622	30,579	10,647	11,032	0.55	0.64	92,632	102,666	46.7	48.1
Prince Edward, VA	CNTY51147	23,069	23,254	7,965	8,119	-0.13	0.16	50,310	56,590	32.6	33.2
Prince George, VA	CNTY51149	38,008	39,333	12,706	13,376	0.62	0.69	77,362	85,525	38.0	38.7
Prince William, VA	CNTY51153	475,005	504,441	152,115	160,923	1.68	1.21	110,764	121,180	35.9	36.9
Pulaski, VA	CNTY51155	33,977	34,087	14,513	14,573	-0.26	0.06	54,884	58,911	47.2	48.3
Radford, VA (City)	CNTY51750	18,642	19,641	6,503	6,903	1.28	1.05	40,097	44,075	24.0	24.6
Rappahannock, VA	CNTY51157	7,240	7,234	3,080	3,098	-0.18	-0.02	70,285	77,708	51.6	53.5
Richmond, VA	CNTY51159	9,113	9,177	3,188	3,253	-0.15	0.14	49,858	51,563	44.3	44.4
Richmond, VA (City)	CNTY51760	231,758	244,020	100,066	105,600	1.27	1.04	49,108	55,304	35.7	37.4
Roanoke, VA	CNTY51161	94,258	96,158	38,513	39,336	0.20	0.40	69,162	74,047	44.8	45.8
Roanoke, VA (City)	CNTY51770	100,320	102,908	43,900	44,944	0.33	0.51	44,635	48,476	39.0	39.8
Rockbridge, VA	CNTY51163	22,792	23,252	9,836	10,107	0.22	0.40	61,075	67,502	49.1	50.2
Rockingham, VA	CNTY51165	82,313	85,524	31,799	33,146	0.76	0.77	61,421	64,884	41.5	42.1
Russell, VA	CNTY51167	26,476	25,957	11,115	10,950	-0.87	-0.40	43,498	45,655	46.5	47.7
Salem, VA (City)	CNTY51775	25,789	26,477	10,383	10,631	0.39	0.53	60,767	66,023	40.1	40.4
Scott, VA	CNTY51169	21,457	21,121	9,094	8,985	-0.77	-0.32	42,549	45,304	47.7	49.0
Shenandoah, VA	CNTY51171	43,561	44,714	17,641	18,081	0.37	0.52	62,207	68,366	44.4	44.6
Smyth, VA	CNTY51173	30,142	29,782	12,482	12,337	-0.66	-0.24	42,910	44,514	45.9	46.9
Southampton, VA	CNTY51175	17,486	17,316	6,298	6,233	-0.60	-0.20	62,622	69,576	47.2	47.9
Spotsylvania, VA	CNTY51177	135,953	142,386	46,224	48,342	1.06	0.93	93,229	102,627	38.6	39.4
Stafford, VA	CNTY51179	153,366	163,053	50,045	53,332	1.75	1.23	120,367	132,853	36.2	37.2
Staunton, VA (City)	CNTY51790	25,202	26,061	11,403	11,873	0.60	0.67	53,987	61,099	42.6	43.4
Suffolk, VA (City)	CNTY51800	93,011	97,170	33,952	35,452	0.95	0.88	75,534	82,723	38.5	39.2
Surry, VA	CNTY51181	6,432	6,293	2,629	2,590	-0.92	-0.44	59,656	62,312	49.6	51.2
Sussex, VA	CNTY51183	11,172	10,993	3,641	3,574	-0.78	-0.32	50,443	55,263	40.4	40.2
Tazewell, VA	CNTY51185	40,541	39,480	16,655	16,232	-1.06	-0.53	44,550	47,901	45.7	46.6
Virginia Beach, VA (Cit	CNTY51810	452,407	463,748	173,797	179,256	0.32	0.50	78,581	85,947	37.1	38.5
Warren, VA	CNTY51187	40,269	41,812	14,954	15,480	0.69	0.75	73,425	81,364	41.2	41.8
Washington, VA	CNTY51191	54,193	54,601	22,667	22,861	-0.13	0.15	48,993	52,186	46.5	47.5
Waynesboro, VA (City)	CNTY51820	22,867	23,827	9,625	10,015	0.85	0.83	47,036	49,508	39.2	39.6
Westmoreland, VA	CNTY51193	17,947	18,366	7,619	7,828	0.28	0.46	65,088	72,463	48.0	48.2
Williamsburg, VA (City)	CNTY51830	14,962	15,608	4,807	5,044	0.62	0.85	62,425	67,528	26.8	29.0
Winchester, VA (City)	CNTY51840	28,409	29,557	11,231	11,592	0.81	0.80	60,520	66,539	37.0	37.9
Wise, VA	CNTY51195	37,521	36,619	14,576	14,290	-0.99	-0.49	41,159	43,163	41.2	42.0
Wythe, VA	CNTY51197	28,609	28,740	12,334	12,431	-0.22	0.09	51,559	56,456	46.0	46.9
York, VA	CNTY51199	68,490	70,584	25,602	26,553	0.45	0.60	90,309	94,630	39.6	40.5

OVERVIEW: VIRGINIA TRENDS

DEMOGRAPHIC INFORMATION	USA	Virginia Credit Unions						
	2020Q1	2020Q1	2019Y	2018Y	2017Y	2016Y	2015Y	2014Y
Number of CUs	5,308	117 ▼	120	123	132	139	147	157
Assets per CU (\$ mil)	312.18	1,609.76 ▲	1,442.73	1,268.56	1,110.60	953.11	835.37	698.73
Median assets (\$ mil)	37.38	64.94 ▲	59.14	61.42	49.83	37.45	31.09	23.84
Total assets (\$ mil)	1,657,045	188,342 ▼	173,127	156,033	146,599	132,482	122,799	109,701
Total loans (\$ mil)	1,128,659	128,918 ▼	127,229	118,722	108,510	98,414	90,062	79,743
Total surplus funds (\$ mil)	446,888	45,881 ▼	36,072	30,113	31,163	27,997	27,913	25,387
Total savings (\$ mil)	1,392,169	141,800 ▼	134,677	118,307	108,908	99,287	89,637	82,095
Total memberships (thousands)	122,737	13,999 ▼	13,704	12,805	11,944	11,001	9,978	9,144
GROWTH RATES (%)								
Total assets	8.74	15.45 ▲	10.96	6.44	10.66	7.89	11.94	10.33
Total loans	6.47	7.79 ▲	7.17	9.41	10.26	9.27	12.94	14.15
Total surplus funds	13.13	36.96 ▲	19.79	-3.37	11.31	0.30	9.95	-0.66
Total savings	8.06	12.51 ▲	13.84	8.63	9.69	10.77	9.19	6.83
Total memberships	3.47	7.19 ▲	7.02	7.20	8.57	10.26	9.12	8.44
% CUs with increasing assets	71.21	65.81 ▼	63.33	63.41	67.42	66.91	70.75	62.42
EARNINGS - BASIS PTS.								
Yield on total assets	NA	NA	NA	NA	NA	NA	NA	NA
Dividend/interest cost of assets	86	120 ▲	125	103	93	91	92	98
Net interest margin	341	429 ▲	439	437	419	396	382	367
Fee & other income	126	143 ▲	148	141	143	148	141	144
Operating expense	316	320 ▲	309	298	296	292	298	312
Loss Provisions	53	134 ▲	113	118	112	100	94	75
Dividends/ Income	1,526	1,509 ▼	1,431	1,126	1,019	1,017	1,051	1,134
Net Income (ROA) with Stabilization Expense	53	69 ▲	127	130	124	120	103	96
Net Income (ROA) without Stabilization Expense	NA	NA	NA	NA	NA	NA	NA	NA
% CUs with positive ROA	78.09	75.21 ▼	83.33	85.37	75.00	75.54	74.15	67.52
CAPITAL ADEQUACY (%)								
Net worth/assets	11.02	11.00 ▼	11.78	11.74	11.12	11.00	10.65	10.82
% CUs with NW > 7% of assets	98.04	96.58 ▼	98.33	97.56	95.45	96.40	97.28	94.90
Solvency Evaluation	113.16	114.86 ▲	115.03	114.69	114.52	114.05	114.09	114.14
Classified Assets/Net worth	5.55	10.30 ▲	9.85	9.95	9.78	9.41	9.11	8.16
ASSET QUALITY (%)								
Delinquencies (60+ day \$)/loans	0.63	0.99 ▲	1.06	0.98	0.98	0.89	0.80	0.77
Net chargeoffs/average loans	0.58	1.49 ▲	1.37	1.36	1.27	1.16	1.03	0.93
Total borrower-bankruptcies (\$000)	273,254	80,647 ▼	328,879	300,434	267,743	234,166	211,242	187,039
Bankruptcies per CU	51.48	689.29 ▲	2,740.66	2,442.55	2,028.36	1,684.65	1,437.02	1,191.33
Bankruptcies per 1000 members	2.23	5.76 ▲	24.00	23.46	22.42	21.29	21.17	20.45
ASSET/LIABILITY MANAGEMENT (%)								
Loans/savings	81.07	90.91 ▲	94.47	100.35	99.64	99.12	100.48	97.13
Loans/assets	68.11	68.45 ▲	73.49	76.09	74.02	74.29	73.34	72.69
Net Long-term assets/assets	37.84	39.07 ▲	41.45	43.26	42.10	39.14	30.98	33.08
Liquid assets/assets	15.08	10.42 ▼	6.80	4.51	6.34	6.69	6.93	5.86
Core deposits/shares & borrowings	48.12	34.66 ▼	34.85	34.65	33.83	33.58	32.37	32.33
PRODUCTIVITY (%)								
Members/potential members (%)	3	3 ▼	3	6	6	19	18	17
Borrowers/members (%)	58	63 ▲	65	65	65	65	68	66
Members/FTE	402	499 ▲	495	492	500	502	489	485
Average shares/member (\$)	11,349	10,056 ▼	10,118	9,524	8,902	8,874	8,849	8,806
Average loan balance (\$)	15,823	14,435 ▼	14,407	14,558	13,604	13,517	13,500	13,196
Employees per million in assets	0.18	0.15 ▼	0.16	0.17	0.16	0.17	0.17	0.17
Efficiency Ratio (%)	75.00	61.23 ▼	56.34	54.63	55.63	57.10	60.26	64.49

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.

▲ State is higher than the US
 — State is at par with the US
 ▼ State is lower than the US

Source: S&P Global Market Intelligence

OVERVIEW: VIRGINIA RESULTS BY ASSET SIZE

DEMOGRAPHIC INFORMATION	VA	Virginia Credit Unions Asset Groups						
	2020Q1	< \$20 Mil	\$20 - \$50	\$50 - \$100	\$100 - \$250	\$250 - \$500	\$500 - \$1000	> \$1 Bil
Number of CUs	117	43	13	18	13	10	6	14
Assets per CU (\$ mil)	1,609.76	6.19 ▼	31.48 ▼	76.98 ▼	166.96 ▼	356.21 ▼	653.38 ▼	12,616.30 ▲
Median assets (\$ mil)	64.94	5.39 ▼	29.95 ▼	77.23 ▲	166.26 ▲	342.01 ▲	674.69 ▲	2,215.32 ▲
Total assets (\$ mil)	188,342	266	409	1,386	2,171	3,562	3,920	176,628
Total loans (\$ mil)	128,918	128	217	678	1,480	2,261	2,905	121,248
Total surplus funds (\$ mil)	45,881	130	181	628	562	1,111	756	42,512
Total savings (\$ mil)	141,800	225	366	1,221	1,891	3,151	3,190	131,757
Total memberships (thousands)	13,999	56	44	147	200	278	318	12,956
GROWTH RATES (%)								
Total assets	15.45	-3.08 ▼	2.28 ▼	2.18 ▼	5.26 ▼	7.52 ▼	8.64 ▼	16.49 ▲
Total loans	7.79	-2.33 ▼	2.13 ▼	-2.30 ▼	4.87 ▼	7.43 ▼	6.12 ▼	8.26 ▲
Total surplus funds	36.96	-3.88 ▼	2.87 ▼	7.45 ▼	6.72 ▼	8.91 ▼	17.21 ▼	40.61 ▲
Total savings	12.51	-3.47 ▼	2.55 ▼	1.92 ▼	4.37 ▼	8.09 ▼	6.74 ▼	13.49 ▲
Total memberships	7.19	-2.12 ▼	-1.64 ▼	-3.34 ▼	-0.43 ▼	3.42 ▼	6.11 ▼	7.93 ▲
% CUs with increasing assets	65.81	32.56 ▼	69.23 ▲	72.22 ▲	92.31 ▲	100.00 ▲	100.00 ▲	92.86 ▲
EARNINGS - BASIS PTS.								
Yield on total assets	NA	NA	NA	NA	NA	NA	NA	NA
Dividend/interest cost of assets	120	39 ▼	44 ▼	41 ▼	69 ▼	66 ▼	84 ▼	124 ▲
Net interest margin	429	489 ▲	377 ▼	429 ▲	429 ▼	356 ▼	409 ▼	431 ▲
Fee & other income	143	100 ▼	70 ▼	142 ▼	143 ▼	109 ▼	134 ▼	145 ▲
Operating expense	320	472 ▲	346 ▲	409 ▲	420 ▲	361 ▲	379 ▲	316 ▼
Loss Provisions	134	34 ▼	15 ▼	32 ▼	33 ▼	21 ▼	48 ▼	141 ▲
Dividends/ Income	1,509	745 ▼	986 ▼	754 ▼	1,156 ▼	1,354 ▼	1,220 ▼	1,528 ▲
Net Income (ROA) with Stabilization Expense	69	-19 ▼	36 ▼	35 ▼	46 ▼	32 ▼	54 ▼	71 ▲
Net Income (ROA) without Stabilization Expense	NA	NA	NA	NA	NA	NA	NA	NA
% CUs with positive ROA	75.21	58.14 ▼	76.92 ▲	83.33 ▲	92.31 ▲	90.00 ▲	83.33 ▲	85.71 ▲
CAPITAL ADEQUACY (%)								
Net worth/assets	11.00	15.12 ▲	10.87 ▼	10.86 ▼	11.21 ▲	10.42 ▼	10.95 ▼	11.00 ▲
% CUs with NW > 7% of assets	96.58	90.70 ▼	100.00 ▲	100.00 ▲	100.00 ▲	100.00 ▲	100.00 ▲	100.00 ▲
Solvency Evaluation	114.86	117.84 ▲	111.88 ▼	111.95 ▼	112.23 ▼	111.70 ▼	113.60 ▼	115.03 ▲
Classified Assets/Net worth	10.30	3.26 ▼	2.81 ▼	5.22 ▼	5.91 ▼	3.59 ▼	5.84 ▼	10.66 ▲
ASSET QUALITY (%)								
Delinquencies (60+ day \$)/loans	0.99	1.85 ▲	0.68 ▼	1.12 ▲	0.80 ▼	0.49 ▼	0.67 ▼	1.01 ▲
Net chargeoffs/average loans	1.49	1.30 ▼	0.31 ▼	0.72 ▼	0.55 ▼	0.41 ▼	0.61 ▼	1.55 ▲
Total borrower-bankruptcies	80,647	127 ▼	52 ▼	404 ▼	506 ▼	897 ▼	782 ▼	77,879 ▼
Bankruptcies per CU	689.29	2.95 ▼	4.00 ▼	22.44 ▼	38.92 ▼	89.70 ▼	130.33 ▼	5,562.79 ▼
Bankruptcies per 1000 members	5.76	2.28 ▼	1.19 ▼	2.74 ▼	2.53 ▼	3.23 ▼	2.46 ▼	6.01 ▲
ASSET/LIABILITY MANAGEMENT (%)								
Loans/savings	90.91	57.02 ▼	59.46 ▼	55.57 ▼	78.27 ▼	71.76 ▼	91.08 ▲	92.02 ▲
Loans/assets	68.45	48.16 ▼	53.12 ▼	48.95 ▼	68.18 ▼	63.48 ▼	74.11 ▲	68.65 ▲
Net Long-term assets/assets	39.07	10.28 ▼	16.08 ▼	21.20 ▼	28.51 ▼	38.72 ▼	42.23 ▲	39.38 ▲
Liquid assets/assets	10.42	32.67 ▲	22.53 ▲	25.23 ▲	17.92 ▲	14.84 ▲	11.97 ▲	10.03 ▼
Core deposits/shares & borrowings	34.66	77.67 ▲	74.79 ▲	71.66 ▲	56.26 ▲	56.35 ▲	49.02 ▲	33.17 ▼
PRODUCTIVITY (%)								
Members/potential members (%)	3	9 ▲	5 ▲	2 ▼	3 ▼	4 ▲	4 ▲	3 ▼
Borrowers/members (%)	63	37 ▼	59 ▼	54 ▼	63 ▼	53 ▼	56 ▼	64 ▲
Members/FTE	499	552 ▲	404 ▼	377 ▼	314 ▼	389 ▼	321 ▼	516 ▲
Average shares/member (\$)	10,056	4,021 ▼	8,374 ▼	8,296 ▼	9,561 ▼	11,365 ▲	10,014 ▼	10,088 ▲
Average loan balance (\$)	14,435	6,263 ▼	8,531 ▼	8,563 ▼	11,932 ▼	15,423 ▲	16,335 ▲	14,509 ▲
Employees per million in assets	0.15	0.38 ▲	0.26 ▲	0.28 ▲	0.29 ▲	0.20 ▲	0.25 ▲	0.14 ▼
Efficiency Ratio (%)	61.23	96.88 ▲	87.09 ▲	85.93 ▲	84.25 ▲	87.30 ▲	78.83 ▲	59.89 ▼

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.

▲ Asset Group is higher than overall state
 ▼ Asset Group is lower than overall state

Source: S&P Global Market Intelligence

OVERVIEW: NATIONAL RESULTS BY ASSET SIZE

DEMOGRAPHIC INFORMATION	USA	All U.S. Credit Unions Asset Groups							
	2020Q1	< \$20 Mil	\$20 - \$50	\$50 - \$100	\$100 - \$250	\$250 - \$500	\$500 - \$1000	> \$1 Bil	
Number of CUs	5,308	1,956	1,004	691	695	358	258	346	
Assets per CU (\$ mil)	312.18	7.53 ▼	32.62 ▼	72.16 ▼	158.32 ▼	350.52 ▲	696.66 ▲	3,307.62 ▲	
Median assets (\$ mil)	37.38	6.45 ▼	31.44 ▼	70.72 ▲	149.34 ▲	338.27 ▲	681.45 ▲	1,816.78 ▲	
Total assets (\$ mil)	1,657,045	14,738	32,751	49,862	110,032	125,486	179,739	1,144,437	
Total loans (\$ mil)	1,128,659	7,316	17,206	28,027	69,168	83,922	123,712	799,307	
Total surplus funds (\$ mil)	446,888	7,098	14,348	19,530	34,913	34,615	46,003	290,382	
Total savings (\$ mil)	1,392,169	12,488	28,400	43,386	95,904	108,721	153,451	949,818	
Total memberships (thousands)	122,737	2,248	3,588	5,031	10,011	10,834	13,967	77,059	
GROWTH RATES (%)									
Total assets	8.74	0.98 ▼	2.88 ▼	3.54 ▼	5.01 ▼	6.31 ▼	7.05 ▼	10.98 ▲	
Total loans	6.47	0.37 ▼	2.08 ▼	2.17 ▼	3.59 ▼	4.93 ▼	5.15 ▼	8.17 ▲	
Total surplus funds	13.13	1.57 ▼	3.60 ▼	5.62 ▼	7.03 ▼	8.97 ▼	11.27 ▼	17.07 ▲	
Total savings	8.06	0.86 ▼	2.72 ▼	3.42 ▼	4.84 ▼	6.28 ▼	7.02 ▼	10.08 ▲	
Total memberships	3.47	-1.68 ▼	-0.87 ▼	-0.43 ▼	0.75 ▼	1.74 ▼	2.61 ▼	5.82 ▲	
% CUs with increasing assets	71.21	50.41 ▼	70.82 ▼	79.59 ▲	88.20 ▲	93.85 ▲	94.57 ▲	98.27 ▲	
EARNINGS - BASIS PTS.									
Yield on total assets	NA	NA	NA	NA	NA	NA	NA	NA	
Dividend/interest cost of assets	86	44 ▼	45 ▼	49 ▼	58 ▼	66 ▼	72 ▼	96 ▲	
Net interest margin	341	409 ▲	384 ▲	381 ▲	376 ▲	369 ▲	355 ▲	328 ▼	
Fee & other income	126	77 ▼	103 ▼	120 ▼	133 ▼	141 ▼	136 ▼	124 ▼	
Operating expense	316	374 ▲	367 ▲	374 ▲	378 ▲	376 ▲	359 ▲	292 ▼	
Loss Provisions	53	32 ▼	23 ▼	25 ▼	31 ▼	34 ▼	39 ▼	62 ▲	
Dividends/ Income	1,526	933 ▼	942 ▼	981 ▼	1,098 ▼	1,204 ▼	1,289 ▼	1,689 ▲	
Net Income (ROA) with Stabilization Expense	53	18 ▼	43 ▼	43 ▼	43 ▼	43 ▼	41 ▼	57 ▲	
Net Income (ROA) without Stabilization Expense	NA	NA	NA	NA	NA	NA	NA	NA	
% CUs with positive ROA	78.09	65.24 ▼	82.57 ▲	86.98 ▲	86.62 ▲	87.71 ▲	84.11 ▲	88.44 ▲	
CAPITAL ADEQUACY (%)									
Net worth/assets	11.02	14.83 ▲	12.77 ▲	12.07 ▲	11.43 ▲	11.16 ▲	11.04 ▲	10.81 ▼	
% CUs with NW > 7% of assets	98.04	96.73 ▼	98.31 ▲	98.26 ▲	98.85 ▲	99.44 ▲	100.00 ▲	99.71 ▲	
Solvency Evaluation	113.16	117.44 ▲	114.63 ▲	113.80 ▲	112.99 ▼	112.78 ▼	112.90 ▼	113.13 ▼	
Classified Assets/Net worth	5.55	3.97 ▼	3.73 ▼	3.83 ▼	4.46 ▼	4.73 ▼	4.96 ▼	6.03 ▲	
ASSET QUALITY (%)									
Delinquencies (60+ day \$)/loans	0.63	1.37 ▲	0.95 ▲	0.75 ▲	0.70 ▲	0.64 ▲	0.61 ▼	0.61 ▼	
Net chargeoffs/average loans	0.58	0.52 ▼	0.43 ▼	0.44 ▼	0.45 ▼	0.47 ▼	0.48 ▼	0.62 ▲	
Total borrower-bankruptcies	273,254	1,632 ▼	2,617 ▼	4,966 ▼	12,550 ▼	17,949 ▼	24,676 ▼	208,864 ▼	
Bankruptcies per CU	51.48	0.83 ▼	2.61 ▼	7.19 ▼	18.06 ▼	50.14 ▼	95.64 ▲	603.65 ▲	
Bankruptcies per 1000 members	2.23	0.73 ▼	0.73 ▼	0.99 ▼	1.25 ▼	1.66 ▼	1.77 ▼	2.71 ▲	
ASSET/LIABILITY MANAGEMENT (%)									
Loans/savings	81.07	58.59 ▼	60.58 ▼	64.60 ▼	72.12 ▼	77.19 ▼	80.62 ▼	84.15 ▲	
Loans/assets	68.11	49.66 ▼	52.54 ▼	56.21 ▼	62.86 ▼	66.88 ▼	68.83 ▲	69.84 ▲	
Net Long-term assets/assets	37.84	11.02 ▼	20.08 ▼	25.55 ▼	31.21 ▼	34.94 ▼	40.64 ▲	39.74 ▲	
Liquid assets/assets	15.08	31.20 ▲	25.79 ▲	22.85 ▲	18.59 ▲	16.17 ▲	14.38 ▼	13.88 ▼	
Core deposits/shares & borrowings	48.12	79.54 ▲	71.14 ▲	66.43 ▲	60.62 ▲	56.58 ▲	53.76 ▲	43.27 ▼	
PRODUCTIVITY (%)									
Members/potential members (%)	3	5 ▲	3 ▼	3 ▼	2 ▼	3 ▼	3 ▼	3 ▲	
Borrowers/members (%)	58	45 ▼	59 ▲	54 ▼	56 ▼	56 ▼	56 ▼	60 ▲	
Members/FTE	402	524 ▲	428 ▲	394 ▼	352 ▼	352 ▼	350 ▼	426 ▲	
Average shares/member (\$)	11,349	5,550 ▼	7,908 ▼	8,631 ▼	9,578 ▼	10,023 ▼	10,987 ▼	12,338 ▲	
Average loan balance (\$)	15,823	7,253 ▼	8,040 ▼	10,239 ▼	12,350 ▼	13,936 ▼	15,980 ▲	17,348 ▲	
Employees per million in assets	0.18	0.29 ▲	0.26 ▲	0.26 ▲	0.26 ▲	0.25 ▲	0.22 ▲	0.16 ▼	
Efficiency Ratio (%)	75.00	88.34 ▲	84.83 ▲	84.71 ▲	83.56 ▲	82.84 ▲	81.69 ▲	71.06 ▼	

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.

▲ Asset Group is higher than overall US
 — Asset Group is at par with overall US
 ▼ Asset Group is lower than overall US

Source: S&P Global Market Intelligence

PORTFOLIO: VIRGINIA TRENDS

	USA	Virginia Credit Unions						
	2020Q1	2020Q1	2019Y	2018Y	2017Y	2016Y	2015Y	2014Y
GROWTH RATES								
Credit cards	5.40%	11.57% ▲	12.61%	12.38%	15.70%	13.42%	10.09%	13.10%
Other unsecured loans	7.31%	14.94% ▲	11.68%	7.44%	15.56%	7.69%	12.66%	14.56%
New automobile	-0.66%	0.97% ▲	0.18%	7.82%	12.64%	9.94%	15.57%	19.98%
Used automobile	3.95%	7.55% ▲	6.71%	6.79%	9.58%	11.28%	13.06%	9.00%
First mortgage	11.01%	5.81% ▼	4.91%	8.93%	7.92%	8.19%	15.49%	19.19%
HEL & 2nd Mtg	2.29%	9.45% ▲	8.10%	5.85%	10.47%	5.91%	1.03%	-4.32%
Member business loans	15.88%	33.89% ▲	38.66%	-7.79%	11.73%	17.08%	23.28%	26.19%
Share drafts	19.44%	256.56% ▲	10.96%	226.09%	16.94%	-61.84%	15.68%	14.08%
Certificates	15.68%	15.75% ▲	26.74%	13.21%	13.32%	7.37%	9.61%	5.65%
IRAs	4.37%	11.56% ▲	12.65%	5.03%	1.90%	3.26%	1.66%	0.80%
Money market shares	6.50%	7.93% ▲	0.42%	4.77%	6.23%	14.40%	6.67%	5.93%
Regular shares	0.56%	-26.39% ▼	11.00%	-27.48%	10.24%	59.03%	10.51%	7.82%
PORTFOLIO \$ DISTRIBUTION								
Credit cards/total loans	5.75%	18.00% ▲	18.22%	17.33%	16.88%	16.08%	15.50%	15.90%
Other unsecured loans/total loans	4.12%	6.16% ▲	6.14%	5.90%	6.00%	5.73%	5.81%	5.83%
New automobile/total loans	12.97%	9.59% ▼	9.70%	10.38%	10.53%	10.31%	10.25%	10.02%
Used automobile/total loans	20.53%	12.61% ▼	12.49%	12.54%	12.85%	12.93%	12.69%	12.69%
First mortgage/total loans	42.85%	44.43% ▲	44.41%	45.37%	45.56%	46.55%	47.02%	45.98%
HEL & 2nd Mtg/total loans	8.14%	6.45% ▼	6.39%	6.34%	6.55%	6.54%	6.74%	7.54%
Member business loans/total loans	7.27%	1.85% ▼	1.68%	1.30%	1.54%	1.52%	1.42%	1.30%
Share drafts/total savings	16.49%	17.30% ▲	16.57%	17.00%	5.66%	5.31%	15.42%	14.55%
Certificates/total savings	21.37%	31.85% ▲	32.94%	29.58%	28.39%	27.48%	28.35%	28.24%
IRAs/total savings	5.94%	8.22% ▲	8.42%	8.51%	8.80%	9.48%	10.16%	10.91%
Money market shares/total savings	20.43%	18.72% ▼	18.90%	21.42%	22.21%	22.93%	22.20%	22.73%
Regular shares/total savings	33.86%	22.94% ▼	22.29%	22.86%	34.25%	34.08%	23.73%	23.45%
PERCENT OF CUs OFFERING								
Credit cards	62.57%	67.52% ▲	66.67%	68.29%	68.18%	66.19%	65.99%	63.69%
Other unsecured loans	99.27%	99.15% ▼	99.17%	100.00%	100.00%	99.28%	100.00%	98.73%
New automobile	95.89%	95.73% ▼	95.00%	95.12%	94.70%	94.96%	95.24%	95.54%
Used automobile	96.80%	96.58% ▼	96.67%	96.75%	97.73%	97.84%	97.96%	96.82%
First mortgage	69.61%	67.52% ▼	67.50%	67.48%	68.94%	66.91%	66.67%	65.61%
HEL & 2nd Mtg	69.08%	73.50% ▲	71.67%	73.98%	74.24%	74.10%	74.15%	70.70%
Member business loans	31.37%	29.91% ▼	29.17%	30.08%	33.33%	33.09%	31.97%	28.66%
Share drafts	80.92%	78.63% ▼	78.33%	78.86%	78.03%	77.70%	78.91%	77.07%
Certificates	82.39%	82.91% ▲	81.67%	82.11%	82.58%	81.29%	79.59%	78.98%
IRAs	69.20%	68.38% ▼	68.33%	68.29%	68.18%	68.35%	67.35%	65.61%
Money market shares	53.07%	55.56% ▲	55.00%	55.28%	53.79%	49.64%	47.62%	45.22%
NUMBER OF LOANS AS A PERCENT OF MEMBERS IN OFFERING CUs								
Credit cards	18.91%	29.37% ▲	29.86%	29.27%	29.14%	28.29%	28.45%	28.30%
Other unsecured loans	11.31%	15.35% ▲	16.27%	16.51%	16.90%	17.21%	18.97%	17.51%
New automobile	6.21%	4.16% ▼	4.28%	4.63%	4.74%	4.87%	4.89%	4.87%
Used automobile	15.03%	9.17% ▼	9.31%	9.59%	9.82%	9.88%	10.11%	10.17%
First mortgage	0.00%	0.00% —	0.00%	0.00%	0.00%	1.83%	1.92%	1.91%
HEL & 2nd Mtg	0.00%	0.00%	0.00%	0.00%	0.00%	1.46%	1.58%	1.69%
Member business loans	0.22%	0.05% ▼	0.05%	0.03%	0.03%	0.07%	0.07%	0.06%
Share drafts	60.26%	62.89% ▲	62.04%	60.35%	39.82%	39.51%	55.65%	56.54%
Certificates	8.39%	12.41% ▲	12.38%	11.58%	11.91%	10.95%	11.10%	12.17%
IRAs	3.97%	5.14% ▲	5.15%	5.14%	5.23%	5.55%	5.97%	6.46%
Money market shares	6.97%	6.09% ▼	6.08%	5.94%	5.81%	5.88%	5.92%	6.13%

* Current period flow statistics are trailing four quarters.

▲ State is higher than the US
 — State is at par with the US
 ▼ State is lower than the US

Source: S&P Global Market Intelligence

PORTFOLIO DETAIL: VIRGINIA RESULTS BY ASSET SIZE

	VA	Virginia Credit Unions Asset Group						
	2020Q1	< \$20 Mil	\$20 - \$50	\$50 - \$100	\$100 - \$250	\$250 - \$500	\$500 - \$1000	> \$1 Bil
GROWTH RATES								
Credit cards	11.57%	-5.75% ▼	-2.05% ▼	-4.82% ▼	2.24% ▼	-16.15% ▼	2.94% ▼	12.09% ▲
Other unsecured loans	14.94%	-3.44% ▼	0.99% ▼	2.81% ▼	0.73% ▼	10.76% ▼	-5.29% ▼	16.36% ▲
New automobile	0.97%	-0.35% ▼	3.41% ▲	-7.72% ▼	-3.25% ▼	3.25% ▲	-3.19% ▼	1.43% ▲
Used automobile	7.55%	0.14% ▼	1.16% ▼	0.03% ▼	3.18% ▼	3.94% ▼	5.91% ▼	8.43% ▲
First mortgage	5.81%	-6.60% ▼	-3.10% ▼	-5.33% ▼	13.92% ▲	7.78% ▲	14.63% ▲	5.88% ▲
HEL & 2nd Mtg	9.45%	-10.10% ▼	1.24% ▼	2.18% ▼	7.76% ▼	14.88% ▲	1.24% ▼	10.94% ▲
Member business loans	33.89%	-15.13% ▼	-21.11% ▼	-24.02% ▼	31.32% ▼	31.44% ▼	38.88% ▲	33.34% ▼
Share drafts	256.56%	2.99% ▼	0.85% ▼	3.46% ▼	5.25% ▼	5.59% ▼	7.31% ▼	360.28% ▲
Certificates	15.75%	-4.16% ▼	23.04% ▲	9.09% ▼	9.03% ▼	31.42% ▲	9.99% ▼	15.99% ▲
IRAs	11.56%	-10.81% ▼	-2.56% ▼	-3.78% ▼	-0.84% ▼	6.77% ▼	7.44% ▼	12.19% ▲
Money market shares	7.93%	-10.83% ▼	0.81% ▼	-2.00% ▼	4.23% ▼	-2.62% ▼	7.74% ▼	8.65% ▲
Regular shares	-26.39%	-3.27% ▲	-0.78% ▲	0.65% ▲	1.48% ▲	5.50% ▲	1.96% ▲	-28.81% ▼
PORTFOLIO \$ DISTRIBUTION								
Credit cards/total loans	18.00%	4.68% ▼	5.73% ▼	8.08% ▼	5.55% ▼	6.78% ▼	4.87% ▼	18.76% ▲
Other unsecured loans/total loans	6.16%	19.66% ▲	12.85% ▲	9.70% ▲	6.66% ▲	5.77% ▼	4.84% ▼	6.15% ▼
New automobile/total loans	9.59%	18.29% ▲	21.17% ▲	15.82% ▲	12.75% ▲	10.88% ▲	10.11% ▲	9.45% ▼
Used automobile/total loans	12.61%	42.07% ▲	34.77% ▲	34.99% ▲	30.67% ▲	20.37% ▲	21.49% ▲	11.83% ▼
First mortgage/total loans	44.43%	6.50% ▼	12.16% ▼	14.75% ▼	29.76% ▼	34.76% ▼	36.97% ▼	45.23% ▲
HEL & 2nd Mtg/total loans	6.45%	4.96% ▼	8.69% ▲	11.08% ▲	10.69% ▲	17.03% ▲	19.31% ▲	5.86% ▼
Member business loans/total loans	1.85%	1.03% ▼	0.59% ▼	0.13% ▼	5.27% ▲	0.53% ▼	13.25% ▲	1.58% ▼
Share drafts/total savings	17.30%	10.88% ▼	18.47% ▲	20.16% ▲	17.99% ▲	19.89% ▲	21.22% ▲	17.12% ▼
Certificates/total savings	31.85%	15.35% ▼	14.23% ▼	12.40% ▼	19.47% ▼	19.51% ▼	22.49% ▼	32.81% ▲
IRAs/total savings	8.22%	3.92% ▼	5.48% ▼	5.63% ▼	6.47% ▼	4.62% ▼	4.67% ▼	8.45% ▲
Money market shares/total savings	18.72%	2.03% ▼	4.34% ▼	7.72% ▼	13.32% ▼	18.87% ▼	18.69% ▼	18.96% ▲
Regular shares/total savings	22.94%	66.79% ▲	56.33% ▲	52.03% ▲	39.31% ▲	36.68% ▲	31.87% ▲	21.72% ▼
PERCENT OF CUs OFFERING								
Credit cards	67.52%	20.93% ▼	84.62% ▲	94.44% ▲	100.00% ▲	90.00% ▲	100.00% ▲	100.00% ▲
Other unsecured loans	99.15%	97.67% ▼	100.00% ▲	100.00% ▲	100.00% ▲	100.00% ▲	100.00% ▲	100.00% ▲
New automobile	95.73%	88.37% ▼	100.00% ▲	100.00% ▲	100.00% ▲	100.00% ▲	100.00% ▲	100.00% ▲
Used automobile	96.58%	90.70% ▼	100.00% ▲	100.00% ▲	100.00% ▲	100.00% ▲	100.00% ▲	100.00% ▲
First mortgage	67.52%	25.58% ▼	61.54% ▼	94.44% ▲	100.00% ▲	100.00% ▲	100.00% ▲	100.00% ▲
HEL & 2nd Mtg	73.50%	32.56% ▼	84.62% ▲	100.00% ▲	100.00% ▲	100.00% ▲	100.00% ▲	100.00% ▲
Member business loans	29.91%	4.65% ▼	15.38% ▼	5.56% ▼	76.92% ▲	30.00% ▲	83.33% ▲	85.71% ▲
Share drafts	78.63%	41.86% ▼	100.00% ▲	100.00% ▲	100.00% ▲	100.00% ▲	100.00% ▲	100.00% ▲
Certificates	82.91%	55.81% ▼	100.00% ▲	100.00% ▲	92.31% ▲	100.00% ▲	100.00% ▲	100.00% ▲
IRAs	68.38%	25.58% ▼	76.92% ▲	94.44% ▲	100.00% ▲	90.00% ▲	100.00% ▲	100.00% ▲
Money market shares	55.56%	9.30% ▼	53.85% ▼	72.22% ▲	92.31% ▲	90.00% ▲	100.00% ▲	100.00% ▲
NUMBER OF LOANS AS A PERCENT OF MEMBERS IN OFFERING CUs								
Credit cards	29.37%	16.14% ▼	14.70% ▼	18.51% ▼	18.36% ▼	21.02% ▼	19.07% ▼	30.14% ▲
Other unsecured loans	15.35%	15.75% ▲	15.87% ▲	13.51% ▼	13.66% ▼	11.38% ▼	10.88% ▼	15.58% ▲
New automobile	4.16%	2.36% ▼	5.80% ▲	3.78% ▼	4.33% ▲	4.17% ▲	4.59% ▲	4.15% ▼
Used automobile	9.17%	9.73% ▲	17.90% ▲	13.07% ▲	17.37% ▲	12.23% ▲	15.03% ▲	8.76% ▼
First mortgage	0.00%	0.00% —	0.00% —	0.00% —	0.00% —	0.00% —	0.00% —	0.00% —
HEL & 2nd Mtg	0.00%	0.00% —	0.00% —	0.00% —	0.00% —	0.00% —	0.00% —	0.00% —
Member business loans	0.05%	0.16% ▲	0.00% ▼	0.01% ▼	0.39% ▲	0.11% ▲	0.32% ▲	0.04% ▼
Share drafts	62.89%	34.08% ▼	47.71% ▼	55.79% ▼	52.54% ▼	52.75% ▼	56.68% ▼	63.64% ▲
Certificates	12.41%	4.29% ▼	5.65% ▼	4.54% ▼	7.20% ▼	8.39% ▼	7.82% ▼	12.83% ▲
IRAs	5.14%	2.42% ▼	2.92% ▼	3.36% ▼	3.07% ▼	3.81% ▼	3.22% ▼	5.27% ▲
Money market shares	6.09%	5.02% ▼	1.61% ▼	2.46% ▼	3.65% ▼	5.66% ▼	4.93% ▼	6.21% ▲

* Current period flow statistics are trailing four quarters.

▲ Asset Group is higher than overall state
 — Asset Group is at par with overall state
 ▼ Asset Group is lower than overall state

Source: S&P Global Market Intelligence

PORTFOLIO DETAIL: NATIONAL RESULTS BY ASSET SIZE

GROWTH RATES	USA	All U.S. Credit Unions Asset Groups						
	2020Q1	< \$20 Mil	\$20 - \$50	\$50 - \$100	\$100 - \$250	\$250 - \$500	\$500 - \$1000	> \$1 Bil
Credit cards	5.40%	-2.69% ▼	-2.50% ▼	-0.93% ▼	1.00% ▼	-0.12% ▼	0.40% ▼	7.27% ▲
Other unsecured loans	7.31%	-2.81% ▼	-0.32% ▼	1.23% ▼	1.48% ▼	4.62% ▼	0.86% ▼	11.50% ▲
New automobile	-0.66%	2.64% ▲	3.10% ▲	0.17% ▲	0.50% ▲	1.37% ▲	-2.29% ▼	-0.17% ▲
Used automobile	3.95%	0.87% ▼	1.81% ▼	1.32% ▼	2.64% ▼	3.40% ▼	2.55% ▼	5.90% ▲
First mortgage	11.01%	-0.82% ▼	3.89% ▼	5.97% ▼	7.38% ▼	9.42% ▼	10.98% ▼	12.17% ▲
HEL & 2nd Mtg	2.29%	-2.07% ▼	0.01% ▼	-0.84% ▼	2.01% ▼	1.07% ▼	0.99% ▼	3.90% ▲
Member business loans	15.88%	-15.83% ▼	2.70% ▼	8.58% ▼	5.29% ▼	11.95% ▼	14.76% ▼	17.30% ▲
Share drafts	19.44%	3.83% ▼	3.89% ▼	4.41% ▼	4.83% ▼	6.42% ▼	7.93% ▼	30.17% ▲
Certificates	15.68%	8.27% ▼	9.56% ▼	9.47% ▼	11.13% ▼	15.11% ▼	16.37% ▲	16.85% ▲
IRAs	4.37%	-5.49% ▼	-1.94% ▼	-1.66% ▼	0.45% ▼	2.96% ▼	2.29% ▼	6.24% ▲
Money market shares	6.50%	-1.17% ▼	0.12% ▼	1.04% ▼	4.12% ▼	3.41% ▼	4.34% ▼	7.88% ▲
Regular shares	0.56%	-0.47% ▼	1.53% ▲	2.54% ▲	3.51% ▲	4.44% ▲	3.65% ▲	0.02% ▼
PORTFOLIO \$ DISTRIBUTION								
Credit cards/total loans	5.75%	2.49% ▼	3.73% ▼	3.72% ▼	3.59% ▼	4.00% ▼	3.89% ▼	6.56% ▲
Other unsecured loans/total loans	4.12%	14.84% ▲	8.25% ▲	6.47% ▲	4.90% ▲	4.52% ▲	3.83% ▼	3.78% ▼
New automobile/total loans	12.97%	22.77% ▲	15.96% ▲	13.94% ▲	12.75% ▼	13.01% ▲	12.93% ▼	12.80% ▼
Used automobile/total loans	20.53%	35.88% ▲	30.92% ▲	28.68% ▲	27.04% ▲	25.85% ▲	22.87% ▼	18.40% ▼
First mortgage/total loans	42.85%	9.85% ▼	24.62% ▼	30.10% ▼	34.56% ▼	36.63% ▼	41.49% ▼	45.57% ▲
HEL & 2nd Mtg/total loans	8.14%	5.14% ▼	8.80% ▲	9.25% ▼	9.00% ▲	9.55% ▲	8.70% ▼	7.81% ▼
Member business loans/total loans	7.27%	0.43% ▼	1.20% ▼	3.07% ▼	4.20% ▼	5.55% ▼	8.65% ▲	7.84% ▼
Share drafts/total savings	16.49%	10.27% ▼	16.34% ▼	18.13% ▲	19.29% ▲	19.79% ▲	20.48% ▲	15.20% ▼
Certificates/total savings	21.37%	11.62% ▼	13.18% ▼	14.83% ▼	17.01% ▼	18.91% ▼	20.00% ▼	22.98% ▲
IRAs/total savings	5.94%	2.83% ▼	4.93% ▼	5.61% ▼	5.67% ▼	5.45% ▼	5.42% ▼	6.19% ▲
Money market shares/total savings	20.43%	3.49% ▼	8.59% ▼	11.11% ▼	14.08% ▼	16.13% ▼	17.40% ▼	23.05% ▲
Regular shares/total savings	33.86%	69.36% ▲	54.90% ▲	48.59% ▲	41.88% ▲	37.77% ▲	34.94% ▲	30.66% ▼
PERCENT OF CUs OFFERING								
Credit cards	62.57%	24.64% ▼	74.60% ▲	84.80% ▲	88.20% ▲	90.50% ▲	93.80% ▲	93.93% ▲
Other unsecured loans	99.27%	98.21% ▼	99.80% ▲	99.86% ▲	100.00% ▲	100.00% ▲	99.61% ▲	100.00% ▲
New automobile	95.89%	89.11% ▼	99.70% ▲	99.86% ▲	100.00% ▲	100.00% ▲	99.61% ▲	100.00% ▲
Used automobile	96.80%	91.67% ▼	99.70% ▲	99.71% ▲	100.00% ▲	100.00% ▲	99.61% ▲	99.71% ▲
First mortgage	69.61%	27.81% ▼	84.36% ▲	94.50% ▲	99.28% ▲	100.00% ▲	100.00% ▲	99.71% ▲
HEL & 2nd Mtg	69.08%	29.40% ▼	81.37% ▲	92.04% ▲	97.99% ▲	98.88% ▲	100.00% ▲	100.00% ▲
Member business loans	31.37%	3.68% ▼	18.33% ▼	34.01% ▲	58.27% ▲	70.67% ▲	82.56% ▲	87.57% ▲
Share drafts	80.92%	50.51% ▼	96.71% ▲	99.13% ▲	99.42% ▲	100.00% ▲	100.00% ▲	99.42% ▲
Certificates	82.39%	57.67% ▼	93.33% ▲	96.96% ▲	98.42% ▲	99.44% ▲	99.22% ▲	98.84% ▲
IRAs	69.20%	31.13% ▼	80.58% ▲	90.74% ▲	96.98% ▲	98.60% ▲	99.61% ▲	99.42% ▲
Money market shares	53.07%	13.04% ▼	54.58% ▲	73.95% ▲	86.91% ▲	91.62% ▲	93.41% ▲	95.38% ▲
NUMBER OF LOANS AS A PERCENT OF MEMBERS IN OFFERING CUs								
Credit cards	18.91%	13.83% ▼	13.74% ▼	13.69% ▼	14.73% ▼	15.73% ▼	16.19% ▼	20.87% ▲
Other unsecured loans	11.31%	16.61% ▲	14.15% ▲	12.49% ▲	11.53% ▲	11.26% ▼	10.72% ▼	11.02% ▼
New automobile	6.21%	5.75% ▼	8.69% ▲	5.83% ▼	5.19% ▼	5.36% ▼	5.88% ▼	6.45% ▲
Used automobile	15.03%	13.14% ▼	18.93% ▲	16.20% ▲	16.47% ▲	16.15% ▲	15.79% ▲	14.35% ▼
First mortgage	0.00%	0.00% —	0.00% —	0.00% —	0.00% —	0.00% —	0.00% —	0.00% —
HEL & 2nd Mtg	0.00%	0.00% —	0.00% —	0.00% —	0.00% —	0.00% —	0.00% —	0.00% —
Member business loans	0.22%	0.64% ▲	0.41% ▲	0.36% ▲	0.33% ▲	0.30% ▲	0.31% ▲	0.18% ▼
Share drafts	60.26%	33.29% ▼	44.81% ▼	48.99% ▼	54.62% ▼	56.10% ▼	60.32% ▲	63.57% ▲
Certificates	8.39%	4.88% ▼	5.20% ▼	5.72% ▼	6.61% ▼	6.92% ▼	7.41% ▼	9.38% ▲
IRAs	3.97%	2.21% ▼	2.69% ▼	3.02% ▼	3.36% ▼	3.35% ▼	3.57% ▼	4.34% ▲
Money market shares	6.97%	4.34% ▼	3.48% ▼	3.41% ▼	4.47% ▼	4.53% ▼	5.33% ▼	8.20% ▲

* Current period flow statistics are trailing four quarters.

▲ Asset Group is higher than overall US
 — Asset Group is at par with overall US
 ▼ Asset Group is lower than overall US

Source: S&P Global Market Intelligence

VIRGINIA CREDIT UNION PROFILE - QUARTERLY TRENDS

DEMOGRAPHIC INFORMATION	USA	Virginia Credit Unions				
	2020Q1	2020Q1	2019Q4	2019Q3	2019Q2	2019Q1
Number of CUs	5,308	117	120	121	122	123
GROWTH RATES (QUARTERLY % CHANGE)						
Total loans	0.76	1.33 ▲	2.55	2.17	1.53	0.74
Credit cards	-2.44	0.11 ▲	4.18	3.60	3.26	1.03
Other unsecured loans	-1.13	1.64 ▲	2.90	6.14	3.54	-1.25
New automobile	-1.72	0.08 ▲	-0.59	0.11	1.36	-0.70
Used automobile	0.77	2.30 ▲	1.07	1.56	2.41	1.51
First mortgage	2.34	1.37 ▼	3.06	1.35	-0.06	0.51
HEL & 2nd Mtg	-0.41	2.24 ▲	0.42	2.82	3.67	0.98
Member business loans	3.44	12.00 ▲	4.33	12.51	1.84	15.99
Total savings	4.25	5.29 ▲	2.29	2.74	1.68	6.53
Share drafts	9.00	9.95 ▲	2.32	219.07	-0.68	-65.77
Certificates	2.64	1.82 ▼	0.96	6.84	5.39	11.49
IRAs	1.19	2.73 ▲	1.67	3.37	3.33	3.74
Money market shares	2.36	4.30 ▲	5.11	1.37	-2.88	-2.96
Regular shares	4.63	8.33 ▲	2.69	-34.17	0.51	63.38
Total memberships	0.83	2.15 ▲	1.03	1.86	1.97	2.00
EARNINGS - BASIS PTS.						
Yield on total assets	NA	NA	NA	NA	NA	NA
Dividend/interest cost of assets	86	120 ▲	129	128	124	120
Fee & other income	126	143 ▲	119	155	167	151
Operating expense	316	320 ▲	307	319	306	303
Loss Provisions	53	134 ▲	104	112	119	116
Net Income (ROA)	53	69 ▲	106	125	138	133
% CUs with positive ROA	78	75 ▼	74	83	84	80
CAPITAL ADEQUACY (%)						
Net worth/assets	11.02	11.00 ▼	11.78	11.68	11.69	11.55
% CUs with NW > 7% of assets	98.04	96.58 ▼	98.33	97.52	99.18	95.93
ASSET QUALITY (%)						
Loan delinquency rate - total loans	0.63	0.99 ▲	1.06	1.01	0.94	0.86
Total consumer	0.89	1.49 ▲	1.57	1.47	1.33	1.39
Credit Cards	1.36	1.93 ▲	1.97	1.89	1.72	1.82
All Other Consumer	0.82	1.21 ▲	1.31	1.20	1.10	1.13
Total Mortgages	0.50	0.59 ▲	0.65	0.63	0.63	0.42
First Mortgages	0.46	0.59 ▲	0.67	0.65	0.64	0.41
All Other Mortgages	0.67	0.55 ▼	0.51	0.52	0.61	0.47
Total MBLs	0.71	1.20 ▲	2.15	1.67	1.97	1.88
Ag MBLs	1.48	0.00 ▼	0.00	0.00	0.00	0.00
All Other MBLs	0.68	1.21 ▲	2.18	1.69	1.99	1.89
Net chargeoffs/ avg loans	0.58	1.49 ▲	1.46	1.32	1.36	1.36
Total consumer	1.30	3.16 ▲	3.01	2.77	2.88	2.89
Credit Cards	3.35	4.78 ▲	4.57	4.18	4.52	4.53
All Other Consumer	0.99	2.13 ▲	2.00	1.89	1.88	1.90
Total Mortgages	0.01	0.01 —	0.07	0.01	0.02	0.02
First Mortgages	0.01	0.01 —	0.07	0.01	0.01	0.01
All Other Mortgages	0.01	0.04 ▲	0.07	0.02	0.03	0.10
Total MBLs	0.10	0.12 ▲	0.32	0.12	0.14	0.14
Ag MBLs	0.01	0.00 ▼	0.00	0.00	0.00	0.00
All Other MBLs	0.10	0.12 ▲	0.32	0.12	0.14	0.14
ASSET/LIABILITY MANAGEMENT (%)						
Loans/savings	81.07	90.91 ▲	94.47	94.22	94.75	94.89

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.

▲ State is higher than the US
 — State is at par with the US
 ▼ State is lower than the US

Source: S&P Global Market Intelligence

BANK COMPARISONS

DEMOGRAPHIC INFORMATION	Virginia Credit Unions				Virginia Banks			
	2020Q1	2019Y	2018Y	3 Yr Avg	2020Q1	2019Y	2018Y	3 Yr Avg
Number of Institutions	117 ▲	120 ▲	123 ▲	120 ▲	70	71	74	72
Assets per Institution (\$ mil)	1,610 ▼	1,443 ▼	1,269 ▼	1,440 ▼	11,597	10,868	10,038	10,834
Total assets (\$ mil)	188,342 ▼	173,127 ▼	156,033 ▼	172,501 ▼	811,788	771,596	742,783	775,389
Total loans (\$ mil)	128,918 ▼	127,229 ▼	118,722 ▼	124,956 ▼	417,087	405,398	384,231	402,239
Total surplus funds (\$ mil)	45,881 ▼	36,072 ▼	30,113 ▼	37,355 ▼	321,713	289,432	291,107	300,751
Total savings (\$ mil)	141,800 ▼	134,677 ▼	118,307 ▼	131,595 ▼	611,516	590,236	561,746	587,833
Avg number of branches	8 ▼	8 ▼	7 ▼	8 ▼	69	69	66	68
12 MONTH GROWTH RATES (%)								
Total assets	15.45 ▲	10.96 ▲	6.44 ▲	10.95 ▲	7.81	3.88	1.51	4.40
Total loans	7.79 ▼	7.17 ▲	9.41 ▲	8.12 ▲	9.64	5.51	-1.54	4.54
Real estate loans	6.26 ▲	5.30 ▲	8.54 ▲	6.70 ▲	4.67	2.41	-11.53	-1.48
Commercial loans	27.32 ▲	31.45 ▲	13.41 ▲	24.06 ▲	23.43	5.26	9.83	12.84
Total consumer	8.53 ▲	8.09 ▼	9.15 ▲	8.59 ▲	8.01	9.31	2.14	6.49
Consumer credit card	11.57 ▲	12.61 ▲	12.38 ▲	12.19 ▲	7.73	10.68	1.26	6.56
Other consumer	6.69 ▼	5.37 ▼	7.29 ▲	6.45 ▲	8.48	6.85	3.74	6.36
Total surplus funds	36.96 ▲	19.79 ▲	-3.37 ▼	17.79 ▲	7.68	-0.58	4.04	3.71
Total savings	12.51 ▲	13.84 ▲	8.63 ▲	11.66 ▲	6.92	5.07	2.82	4.94
EARNINGS - BASIS PTS.								
Yield on total assets	NA	NA	NA	NA	502	539	521	520
Dividend/interest cost of assets	120 ▲	125 ▼	103 ▼	116 ▼	111	136	112	120
Net interest margin	429	439 ▲	437 ▼	435 ▲	425	435	444	435
Fee & other income	143 ▼	148 ▼	141 ▼	144 ▼	161	169	168	166
Operating expense	320 ▼	309 ▼	298 ▼	309 ▼	389	356	351	365
Loss Provisions	134 ▼	113 ▲	118 ▲	122 ▼	304	85	79	156
Net Income (ROA)	69 ▲	127 ▲	130 ▲	109 ▲	-111	103	114	35
CAPITAL ADEQUACY (%)								
Net worth/assets	11.00 ▼	11.78 ▼	11.74 ▼	11.51 ▼	12.45	13.21	13.19	12.95
ASSET QUALITY (%)								
Delinquencies/loans	0.99 ▼	1.06 ▼	0.98 ▼	1.01 ▼	1.15	1.17	1.12	1.15
Real estate loans	0.59 ▼	0.65 ▼	0.56 ▼	0.60 ▼	0.83	0.82	0.99	0.88
Commercial loans	1.20 ▲	2.15 ▲	0.20 ▼	1.19 ▲	0.95	1.13	0.68	0.92
Total consumer	1.49 ▼	1.57 ▼	1.49 ▼	1.52 ▼	1.68	1.61	1.57	1.62
Consumer credit card	1.93 ▼	1.97 ▼	1.93 ▼	1.95 ▼	2.33	2.06	2.02	2.13
Other consumer	1.21 ▲	1.31 ▲	1.22 ▲	1.25 ▲	0.60	0.78	0.78	0.72
Net chargeoffs/avg loans	1.49 ▼	1.37 ▼	1.36 ▼	1.41 ▼	1.84	1.66	1.65	1.71
Real estate loans	0.01 ▲	0.03 ▲	0.03 ▲	0.03 ▲	-0.02	0.00	0.00	-0.01
Commercial loans	0.12 ▼	0.17 ▼	0.56 ▲	0.28 ▼	1.02	0.68	0.52	0.74
Total consumer	3.16 ▼	2.79 ▼	2.76 ▼	2.90 ▼	3.70	3.17	3.43	3.43
Consumer credit card	4.78 ▼	4.21 ▲	4.13 ▼	4.37 ▼	5.05	4.11	4.47	4.54
Other consumer	2.13 ▲	1.88 ▲	1.93 ▲	1.98 ▲	1.46	1.42	1.57	1.48
ASSET/LIABILITY MANAGEMENT (%)								
Loans/savings	90.91 ▲	94.47 ▲	100.35 ▲	95.24 ▲	68.21	68.68	68.40	68.43
Loans/assets	68.45 ▲	73.49 ▲	76.09 ▲	72.68 ▲	51.38	52.54	51.73	51.88
Core deposits/shares & borrowings	34.66 ▼	34.85 ▼	34.65 ▼	34.72 ▼	62.44	64.31	62.97	63.24
PRODUCTIVITY (%)								
Employees per million in assets	0.15 ▲	0.16 ▲	0.17 ▲	0.16 ▲	0.10	0.10	0.10	0.10

Source: S&P Global Market Intelligence

▲ State credit unions are higher than state banks
 — State credit unions are at par with state banks
 ▼ State credit unions are lower than state banks

VIRGINIA CREDIT UNION FINANCIAL SUMMARY
Data as of 2020Q1

Source: S&P Global Market Intelligence

	No. of Insts.	Members (actual)	Asset Growth (%)	Loan Growth (%)	Member Growth (%)	Net Worth/ Assets (%)	Delinq Loans/ Loans (%)	NCOs/ Avg Loans (%)	ROAA (%)	Loans/ Shares (%)	Fixed Rate 1st Mtgs. Assets (%)
Medians by Asset Size											
\$5 million and less	21	406	-1.17%	2.21%	-1.59%	16.84%	1.12%	0.00%	0.56%	68.09%	0.00%
\$5 to \$10 million	13	1,404	-2.42%	-3.72%	-1.09%	15.63%	1.78%	0.00%	0.00%	53.01%	0.00%
\$10 to \$20 million	9	2,245	-4.13%	-5.17%	-3.15%	14.61%	0.46%	0.19%	0.00%	60.06%	0.00%
\$20 to \$50 million	13	3,194	1.40%	1.49%	-1.80%	8.75%	0.53%	0.28%	0.32%	59.26%	2.48%
\$50 to \$100 million	18	8,255	1.05%	-3.05%	-3.08%	10.46%	1.17%	0.66%	0.22%	59.65%	3.33%
\$100 to \$250 million	13	14,177	3.85%	3.71%	-0.27%	9.99%	0.94%	0.55%	0.49%	81.39%	10.72%
\$250 million+	30	58,598	8.80%	6.29%	2.69%	10.30%	0.47%	0.46%	0.52%	83.57%	12.91%

Medians	\$64,943	6,083	2.07%	2.11%	-0.75%	11.59%	0.71%	0.41%	0.36%	68.04%	4.15%
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Company Name	State	Assets (\$000)	Members (actual)	Asset Growth (%)	Loan Growth (%)	Member Growth (%)	Net Worth/ Assets (%)	Delinq Loans/ Loans (%)	NCOs/ Avg Loans (%)	ROAA (%)	Loans/ Shares (%)	Fixed Rate 1st Mtgs. Assets (%)
Navy Federal Credit Union	VA	125,580,859	9,195,079	21.75	10.66	8.87	11.20	1.12	1.90	0.83	90.18	26.97
Pentagon Federal Credit Union	VA	25,108,795	1,906,288	2.88	0.88	9.32	10.87	0.92	0.86	0.54	110.62	12.83
Virginia Credit Union, Inc.	VA	3,925,540	296,263	6.343081	4.932726	5.0574289	10.34	1.06	1.04	0.58	86.62	19.8868945
Northwest Federal Credit Union	VA	3,797,702	244,427	10.48	11.10	-8.32	10.48	0.60	0.57	-0.28	98.49	17.45
Langley Federal Credit Union	VA	3,228,485	270,194	9.30	12.25	5.72	10.19	0.38	0.52	0.03	91.69	13.30
Apple Federal Credit Union	VA	3,160,635	223,309	10.01	3.04	5.53	9.82	0.39	0.46	0.59	84.40	11.27
State Department Federal Credit Union	VA	2,215,557	88,364	9.414167	2.704149	2.0228144	10.25	0.41	0.36	0.70	65.29	21.2400764
Chartway Federal Credit Union	VA	2,215,090	192,336	-0.32	-1.06	2.08	9.15	1.30	0.75	0.03	85.15	5.97
Newport News Shipbuilding Employees' Credit Union	VA	1,796,430	144,366	7.704225	-2.885725	0.3538236	12.47	0.47	0.86	0.22	82.73	7.65707542
DuPont Community Credit Union	VA	1,327,000	106,970	8.70	3.34	5.52	10.19	0.41	0.32	0.52	81.03	4.70
Member One Federal Credit Union	VA	1,146,907	129,151	9.811974	11.78382	6.8812274	9.15	0.39	0.46	0.58	93.61	12.542255
University of Virginia Community Credit Union	VA	1,052,063	71,100	8.007585	12.13014	1.0905265	10.36	0.18	0.17	-0.22	61.11	11.8953903
United States Senate Federal Credit Union	VA	1,050,995	41,346	8.99	13.09	2.64	9.66	0.47	2.75	0.76	80.81	7.37
Congressional Federal Credit Union	VA	1,022,199	47,270	2.63341	11.68784	0.1610374	9.34	0.58	0.26	0.39	69.33	15.6725843
Justice Federal Credit Union	VA	805,449	61,388	0.13	-7.48	-0.76	11.52	0.64	0.61	0.99	86.30	22.74
1st Advantage Federal Credit Union	VA	751,768	62,229	5.73	-2.09	-3.04	12.12	0.87	0.72	0.19	87.94	17.29
Freedom First Federal Credit Union	VA	678,371	55,808	6.59	4.77	5.16	9.82	0.47	0.35	0.58	100.99	12.49
ABNB Federal Credit Union	VA	670,999	67,339	13.2851	23.03006	13.357686	8.30	0.75	1.36	-0.19	96.11	11.0401059
Martinsville DuPont Employees Credit Union Inc.	VA	511,329	53,580	22.19	27.31	22.79	11.65	1.02	0.31	0.47	70.88	15.93
NextMark Federal Credit Union	VA	502,366	17,348	12.68334	8.684676	0.5214973	12.61	0.30	0.00	1.30	108.73	4.13801889
NRL Federal Credit Union	VA	470,071	24,207	1.305785	5.17774	2.3075948	11.65	0.11	0.40	-0.28	73.04	26.4983375
Call Federal Credit Union	VA	445,114	31,458	8.764411	26.93361	3.6507414	10.84	0.33	0.48	0.51	58.76	21.6886011
CommonWealth One Federal Credit Union	VA	413,190	37,549	13.34	7.09	11.39	11.59	0.71	0.44	0.10	74.54	9.02
NSWC Federal Credit Union	VA	401,039	39,226	3.192215	-0.605963	3.1150601	7.95	0.24	0.61	0.12	44.99	7.50126546
Arlington Community Federal Credit Union	VA	354,206	22,809	5.41	2.44	1.01	8.46	0.46	0.46	0.37	92.93	17.32
Dominion Energy Credit Union	VA	329,822	20,840	8.83	7.72	6.69	11.87	0.44	0.16	0.97	65.58	20.54
Signature Federal Credit Union	VA	322,871	23,744	9.18	5.45	1.76	12.70	0.20	0.36	0.10	92.99	23.36
Henrico Federal Credit Union	VA	305,959	31,946	9.23557	5.485845	-0.513843	8.73	1.40	0.23	0.52	68.04	11.0014741
Transportation Federal Credit Union	VA	260,179	21,199	16.37	10.67	2.74	10.08	0.36	0.51	0.53	77.12	10.62
Argent Federal Credit Union	VA	259,627	25,011	4.65	14.79	0.66	9.71	0.84	0.93	0.66	82.48	13.00
Beacon Credit Union, Incorporated	VA	215,397	26,769	9.79	13.34	1.58	9.68	0.69	0.74	0.26	97.21	5.00
Park View Federal Credit Union	VA	214,035	11,283	13.46395	12.09832	5.0558659	8.96	0.16	0.01	0.82	92.67	13.1029972
URW Community Federal Credit Union	VA	205,579	30,527	3.72	-4.06	6.37	10.73	1.07	1.19	1.04	81.39	1.92
Fort Lee Federal Credit Union	VA	200,603	16,816	4.838381	3.707378	0.0714116	9.99	0.38	0.20	0.53	64.16	8.60007079
Bronco Federal Credit Union	VA	185,849	18,747	0.03	-6.88	-0.27	9.51	1.19	0.11	0.75	79.56	10.72
InFirst Federal Credit Union	VA	179,582	11,329	2.96	-4.14	0.27	9.83	1.74	0.61	0.22	83.12	14.50
Blue Eagle Credit Union	VA	166,255	15,426	7.94097	8.454999	-10.81175	12.55	0.21	0.66	0.51	82.14	15.7216324
Democracy Federal Credit Union	VA	166,018	14,177	10.66	46.65	-1.53	9.89	0.21	0.62	0.01	82.89	18.37
Central Virginia Federal Credit Union	VA	148,491	13,510	3.85	-0.24	-0.48	9.00	1.49	0.35	0.42	49.16	15.59
TruEnergy Federal Credit Union	VA	129,381	8,937	3.08	-1.32	2.62	12.70	0.45	0.55	-0.14	70.57	5.27
N A E Federal Credit Union	VA	125,851	15,886	-2.17	-8.07	-7.82	15.05	1.28	1.58	0.13	81.39	1.66
Beach Municipal Federal Credit Union	VA	121,586	9,552	4.97	4.98	-0.60	13.86	0.94	0.32	0.50	70.89	5.32
Celco Federal Credit Union	VA	111,887	7,136	1.259786	8.528658	-4.086022	20.57	1.25	0.14	0.49	65.21	26.0932906
Virginia Beach Schools Federal Credit Union	VA	94,967	7,103	0.42	-2.62	-3.94	7.91	0.18	0.10	0.19	45.19	4.37
Healthcare Systems Federal Credit Union	VA	92,652	9,187	9.631768	2.107840	0.1635412	8.89	0.32	0.47	0.77	70.52	3.24008116
Chesterfield Federal Credit Union	VA	91,823	10,844	-1.290004	-10.15397	-9.512684	7.79	0.84	0.55	0.65	57.94	2.4111606
Baylands Family Credit Union, Inc.	VA	88,019	6,180	10.51	-10.13	-1.61	8.50	1.36	0.44	-0.13	62.95	18.99
Jackson River Community Credit Union	VA	86,845	6,446	2.404311	39.01935	4.3210876	12.55	2.34	0.77	0.91	44.99	3.42103748
Northern Star Credit Union, Inc.	VA	84,084	8,877	-4.584449	-5.500368	-3.70973	11.91	1.93	0.52	0.10	64.78	6.67189953
Salem VA Medical Center Federal Credit Union	VA	82,619	10,143	0.314473	-11.43143	-3.427592	9.11	0.97	0.44	0.17	61.35	2.81170191
Roanoke Valley Community Federal Credit Union	VA	81,880	10,166	1.591871	12.42053	-0.751733	11.80	0.89	0.26	1.24	56.76	0.08549096
Partners Financial Federal Credit Union	VA	77,873	8,466	0.359564	-6.097701	-3.400274	8.74	0.35	0.23	0.32	80.87	21.0483736
Connects Federal Credit Union	VA	76,587	8,924	-0.10	-3.48	-6.25	8.18	1.55	0.84	0.18	45.81	0.00
Peoples Advantage Federal Credit Union	VA	74,003	9,711	4.55	-0.61	3.24	11.81	1.76	1.80	0.38	71.33	0.14
Virginia Educators' Credit Union	VA	68,174	5,361	0.504187	-11.72941	-7.249135	13.52	0.31	1.42	0.15	22.80	2.2399895
Credit Union Of Richmond Incorporated	VA	68,155	5,923	-3.76	-4.73	-13.08	18.07	2.17	1.26	-0.41	62.53	8.10
Front Royal Federal Credit Union	VA	66,619	6,363	5.46	8.59	-1.41	14.52	0.54	0.08	1.28	24.99	4.15
RVA Financial Federal Credit Union	VA	66,080	12,681	6.333677	-0.016518	-5.878424	7.96	0.65	1.08	0.30	71.31	14.9984867
PWC Employees Credit Union	VA	64,943	6,951	9.44	8.53	-2.76	14.30	1.40	0.85	0.25	39.78	0.28
KEMBA Roanoke Federal Credit Union	VA	63,691	5,973	2.07	5.93	1.03	16.26	1.61	0.85	0.13	41.18	5.77
NMA Federal Credit Union	VA	56,656	8,043	-1.77	-15.94	-1.69	7.15	1.42	1.55	-0.64	62.53	1.44
Loudoun Credit Union	VA	44,303	6,083	-2.26	-15.97	-5.85	8.75	1.16	0.29	0.25	39.34	0.00
Patent and Trademark Office Federal Credit Union	VA	42,293	3,123	-3.34	-3.32	-2.16	7.27	1.13	0.41	0.11	65.54	5.97
Newport News Municipal Employees Credit Union	VA	41,938	4,790	2.32	6.60	-1.80	8.19	1.09	0.56	-0.12	68.59	2.48
Hopewell Chemical Federal Credit Union	VA	40,992	3,483	4.427574	1.382912	-2.217855	9.53	0.69	0.41	0.32	48.76	0
Vantage Point Federal Credit Union	VA	35,000	3,377	0.298028	-1.831094	-4.227044	15.67	0.41	0.48	-0.79	38.97	4.89142857
Hampton Roads Educators' Credit Union, Inc.	VA	33,470	5,088	-0.395798	4.435346	-3.435187	8.06	0.20	0.28	0.28	48.23	0
PFD Firefighters Credit Union Incorporated	VA	29,949	2,548	9.318879	1.494344	1.1512505	14.12	0.11	0.00	-0.07	94.85	6.42759358
First NRV Federal Credit Union	VA	28,295	2,704	17.35	3.06	1.01	7.98	1.25	0.27	1.02	63.00	12.57
Lynchburg Municipal Employees Federal Credit Union	VA	24,865	3,194	0.87	23.98	-1.30	17.96	0.17	0.20	0.84	59.26	8.07
Augusta County Federal Credit Union	VA	24,231	2,593	1.397665	0.915461	-0.689391	19.52	0.78	0.18	1.42	45.92	0
Fedstar Federal Credit Union	VA	23,259	3,356	5.569172	11.96612	5.7007874	7.15	0.47	0.65	0.94	86.81	0.00859882
Strategic Federal Credit Union	VA	20,399	1,208	6.045956	5.442982	-2.815768	8.08	0.53	-0.06	0.65	76.16	15.8733271
Norfolk Fire Department Federal Credit Union	VA	20,299	2,106	-3.43	-0.63	0.33	14.93	0.28	0.00	1.24	52.51	0.00
Prime Care Credit Union	VA	19,423	4,566	-4.13	18.59	-5.66	14.62	0.30	0.00	0.50	44.46	2.77
Mountain Empire Federal Credit Union	VA	18,827	4,033	4.2816	-0.12439	-2.443154	9.62	0.19	0.19	0.57	62.62	8.09475753
Richmond Virginia Fire Police Credit Union, Inc.	VA	18,771	2,245	-2.74	-9.04	-6.22	12.09	0.46	-0.72	-0.36	63.18	0.00
Virginia United Methodist Credit Union, Inc.	VA	15,798	3,045	-6.148637	-7.726537	-3.148855	8.18	1.46	0.00	-0.15	78.49	0

VIRGINIA CREDIT UNION PROFILE

2020Q1

VIRGINIA CREDIT UNION FINANCIAL SUMMARY

Source: S&P Global Market Intelligence

Data as of 2020Q1

	No. of Insts.	Members (actual)	Asset Growth (%)	Loan Growth (%)	Member Growth (%)	Net Worth/ Assets (%)	Delinq Loans/ Loans (%)	NCOs/ Avg Loans (%)	ROAA (%)	Loans/ Shares (%)	Fixed Rate 1st Mtgs. Assets (%)
Medians by Asset Size											
\$5 million and less	21	406	-1.17%	2.21%	-1.59%	16.84%	1.12%	0.00%	0.56%	68.09%	0.00%
\$5 to \$10 million	13	1,404	-2.42%	-3.72%	-1.09%	15.63%	1.78%	0.00%	0.00%	53.01%	0.00%
\$10 to \$20 million	9	2,245	-4.13%	-5.17%	-3.15%	14.61%	0.46%	0.19%	0.00%	60.06%	0.00%
\$20 to \$50 million	13	3,194	1.40%	1.49%	-1.80%	8.75%	0.53%	0.28%	0.32%	59.26%	2.48%
\$50 to \$100 million	18	8,255	1.05%	-3.05%	-3.08%	10.46%	1.17%	0.66%	0.22%	59.65%	3.33%
\$100 to \$250 million	13	14,177	3.85%	3.71%	-0.27%	9.99%	0.94%	0.55%	0.49%	81.39%	10.72%
\$250 million+	30	58,598	8.80%	6.29%	2.69%	10.30%	0.47%	0.46%	0.52%	83.57%	12.91%

Medians	\$64,943	6,083	2.07%	2.11%	-0.75%	11.59%	0.71%	0.41%	0.36%	68.04%	4.15%
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Company Name	State	Assets (\$000)	Members (actual)	Asset Growth (%)	Loan Growth (%)	Member Growth (%)	Net Worth/ Assets (%)	Delinq Loans/ Loans (%)	NCOs/ Avg Loans (%)	ROAA (%)	Loans/ Shares (%)	Fixed Rate 1st Mtgs. Assets (%)
Mosaic Federal Credit Union	VA	14,697	4,393	-6.64	-10.71	-0.84	6.93	2.48	1.67	0.20	80.95	0.00
Augusta Health Care Credit Union	VA	12,834	1,597	7.307692	-3.508772	-1.601972	14.77	0.54	0.79	1.57	49.24	0
B N A Federal Credit Union	VA	12,014	835	-12.75	-5.17	-6.29	14.61	0.22	0.00	-0.03	13.62	0.00
Midway Federal Credit Union	VA	11,846	1,005	-0.84	8.29	-2.99	17.96	0.95	4.08	0.00	40.76	5.25
Summit Hampton Roads Federal Credit Union	VA	10,827	2,002	-8.70	-7.76	-6.05	17.52	0.00	0.46	-1.42	60.06	1.97
Metropolitan Church Federal Credit Union	VA	9,984	2,037	5.42	-3.72	12.54	29.78	7.86	1.85	0.41	74.24	22.73
Virginia State University Federal Credit Union	VA	9,305	2,041	-0.35	0.05	0.20	8.73	1.18	-0.19	1.52	74.43	3.23
Virginia Beach Postal Federal Credit Union	VA	8,730	1,081	-2.34	-4.52	1.69	11.72	1.52	0.00	0.65	53.01	0.00
Riverside Health System Employees Credit Union	VA	7,732	2,643	-5.34	-3.74	-10.44	17.80	0.29	0.00	-0.53	53.57	0.00
Richmond Heritage Federal Credit Union	VA	7,234	2,413	4.795017	10.10601	10.082117	4.96	2.33	5.05	-1.68	68.04	0
Poly Scientific Employees Federal Credit Union	VA	7,017	820	-4.97	1.53	-1.09	19.51	1.78	0.00	0.11	45.88	5.04
Port of Hampton Roads ILA Federal Credit Union	VA	6,581	1,550	-9.82	-11.21	0.91	14.37	0.00	-1.13	-2.29	29.81	0.00
Hampton V. A. Federal Credit Union	VA	6,142	1,404	-7.75	-15.89	-2.84	11.01	4.81	0.28	-0.53	25.18	0.00
Haliifax County Community Federal Credit Union	VA	6,001	4,664	-1.396648	-11.0021	-1.207371	15.63	4.41	-0.31	0.27	25.22	12.4145976
Kraftsman Federal Credit Union	VA	5,759	538	-5.47	7.77	-2.36	23.44	1.91	-1.40	0.00	26.14	0.00
Yogaville Federal Credit Union	VA	5,651	498	-2.42	5.42	-1.58	19.62	1.37	0.00	0.86	58.01	0.00
St. Matthews Federal Credit Union	VA	5,496	455	-2.26	-24.79	-5.80	17.10	0.32	2.91	-1.11	27.88	0.00
WJC Federal Credit Union	VA	5,393	1,191	-6.06	-0.75	11.10	3.36	7.60	15.93	-11.07	87.12	0.00
CRCH Employees Federal Credit Union	VA	4,638	1,283	1.377049	-0.423601	3.1350482	16.84	0.52	2.95	0.00	86.65	1.16429495
St. Ann's Arlington Federal Credit Union	VA	4,251	500	1.820359	-9.085328	-6.542056	8.63	0.00	0.00	0.39	38.14	3.64620089
Suncomp Employees Federal Credit Union	VA	3,838	406	-13.08877	-10.41515	-23.25142	80.51	0.65	2.55	0.21	330.20	0
Petersburg Federal Reformatory Credit Union, In	VA	3,728	751	-2.15	-0.21	0.67	28.14	0.16	1.76	0.32	91.13	0.00
Planters Federal Credit Union	VA	3,085	1,010	-4.459585	-0.838574	-0.785855	18.67	7.82	0.57	1.19	57.22	0
Star City Federal Credit Union	VA	2,474	559	-8.54	11.07	-4.93	7.92	0.74	-0.21	-1.13	89.62	0.00
Portsmouth Schools Federal Credit Union	VA	2,311	913	6.645132	-1.179941	2.3542601	6.79	11.04	1.76	-3.11	31.25	0
Inland Motor Employees Federal Credit Union	VA	2,195	578	-4.482158	5.295675	0.6968641	19.91	1.17	0.00	0.36	68.09	0
High Street Baptist Church Federal Credit Union	VA	2,114	310	2.08	8.87	1.31	11.92	0.00	0.00	0.95	27.03	0.00
Virginia Trailways Federal Credit Union	VA	2,084	1,185	-10.4811	2.205882	1.3686912	11.76	6.76	0.00	1.13	75.83	0
Glamorgan Employees Federal Credit Union	VA	1,527	310	9.698276	5.76671	-1.587302	32.94	1.12	3.63	0.81	78.96	0
GEA Employees Federal Credit Union	VA	1,466	350	0.548697	68.35165	-5.149051	29.95	0.26	0.00	0.56	74.59	0
Cadmus Credit Union Incorporated	VA	1,255	415	-15.43	0.25	-10.94	10.36	6.72	0.00	-7.66	72.08	0.00
Joy Employees Federal Credit Union	VA	1,210	265	-6.851424	14.80787	-7.017544	21.65	3.76	0.00	2.88	129.36	0
First Baptist Church of Vienna (VA) Federal Cred	VA	1,165	362	-7.76	-39.39	-1.09	13.56	0.00	0.00	0.68	7.98	0.00
IBEW Local Union 80 Federal Credit Union	VA	1,118	649	1.176471	8.681672	-2.406015	11.81	1.48	3.35	0.00	34.31	0
Brunswick County Teachers Federal Credit Unio	VA	524	318	-1.872659	27.03704	-34.0249	34.16	11.37	-1.13	1.52	100.59	0
St. Thomas More Federal Credit Union	VA	432	129	0.70	10.45	-1.53	46.06	22.97	0.00	2.78	63.79	0.00
Bristol Virginia School System Federal Credit Un	VA	261	125	0.38	1.37	-26.90	25.67	0.00	0.00	0.00	38.14	0.00
Mount Pleasant Baptist Church FCU	VA	243	133	13.02326	-41.66667	-0.746269	16.05	0.00	0.00	1.68	6.86	0
TBC Federal Credit Union	VA	169	117	-1.169591	13.95349	-7.142857	12.43	10.20	0.00	2.37	33.11	0

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