

# Peer Profile Report

## HealthCare Plus FCU

Customized Peer Analysis Based on  
First Quarter 2019 Call Report Data

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# Credit Union Profile



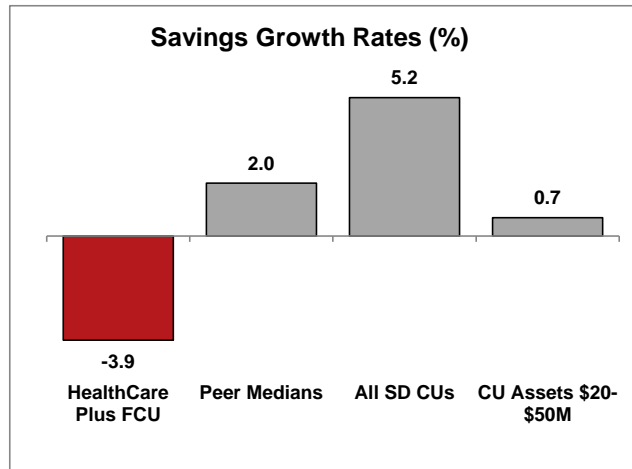
First Quarter 2019

Demographic Information	CU Assets \$20-\$50M	All SD CUs	Peer Medians	HealthCare Plus FCU
Number of CUs	1,036	37	6	
Total assets (\$ mil)	\$33,511	\$3,503	\$29	\$47
Assets per CU (\$ mil)	\$32	\$95		
Total loans (\$ mil)	\$18,282	\$2,381	\$22	\$37
Total savings (\$ mil)	\$29,042	\$3,059	\$26	\$42
Total memberships (thousands)	3,911	285	3	5
<b>Growth Rates</b>				
Total assets (%)	1.2	5.7	2.8	-3.5
Total loans (%)	5.3	8.8	5.8	0.8
Total savings (%)	0.7	5.2	2.0	-3.9
Total memberships (%)	0.0	3.2	1.8	-2.4
<b>Earnings - Basis Pts.</b>				
Yield on total assets	360	381	401	396
- Dividend/interest cost of assets	34	67	30	66
= Net interest margin	326	314	371	330
+ Fee & other income	117	173	76	99
- Operating expense	358	383	389	403
- Loss Provisions	30	17	2	31
= Net Income (ROA)	54	88	66	-4
<b>Ratios</b>				
Net worth/assets	12.7	10.8	11.9	7.8
Delinquencies (60+ day \$)/loans (%)	1.07	0.54	0.44	0.87
Net chargeoffs/average loans	0.52	0.21	0.03	0.12
Loans/savings	63.0	77.8	83.6	86.2
Net Long-term assets/assets	21.0	29.2	17.8	16.5
<b>Distribution of Operating Expense (bp of average assets)</b>				
Compensation/fringes	170	213	209	198
Travel/conference	4	4	3	1
Office occupancy	23	29	21	38
Office operations	73	60	59	107
Educational/promotional	8	12	11	13
Loan servicing	21	25	18	22
Professional & outside services	47	33	55	11
Member insurance	0	0	0	0
Operating fees	3	2	1	3
Other expenses	9	5	7	9
Total Expenses	358	383	389	403
<b>Productivity Measures</b>				
Members/Potential Members	2.9	9.8	20.9	13.5
Borrowers/Members	52.9	64.5	58.1	59.7
Members/FTE	400	260	338	354
Avg Shares/Member	\$7,425	\$10,735	\$9,090	\$8,875
Average Loan Balance	\$8,840	\$12,942	\$13,049	\$12,804
Sal & Ben/FTE	\$58,640	\$67,083	\$75,664	\$68,060
Number loans originated/FTE	112.1	24.2	14.6	15.4
Efficiency ratio	75.6	74.6	78.8	81.4

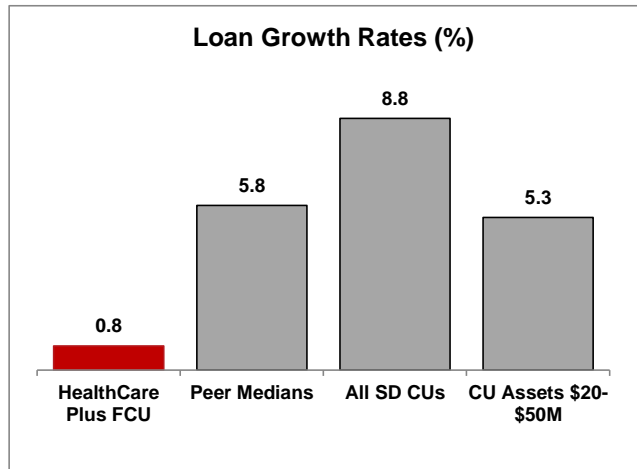
Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file. Source: NCUA and CUNA E&S.

First Quarter 2019

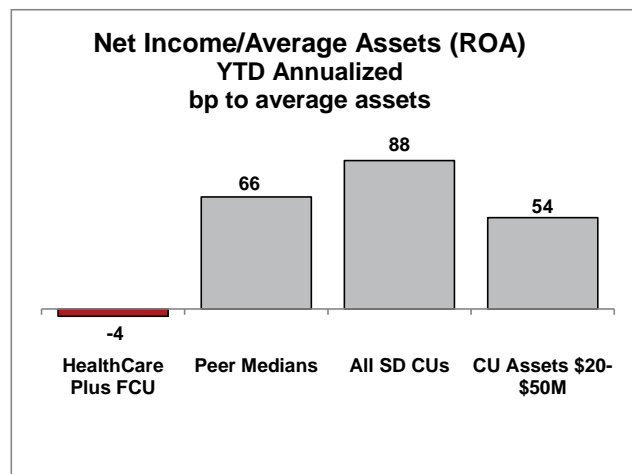
## Savings Growth



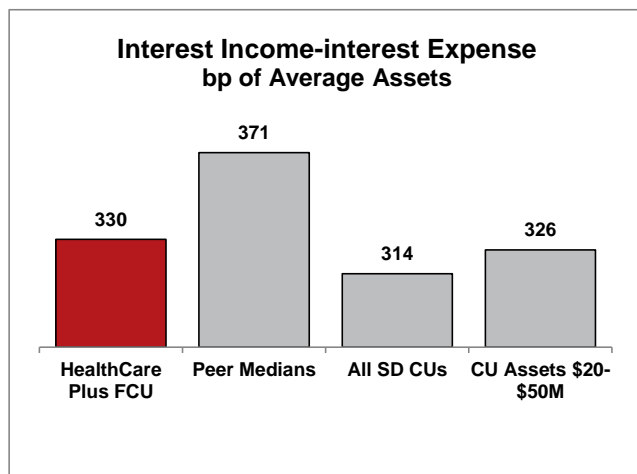
## Loan Growth



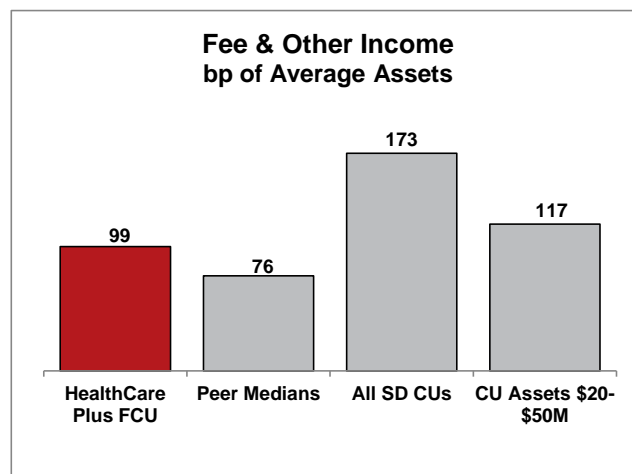
## Earnings



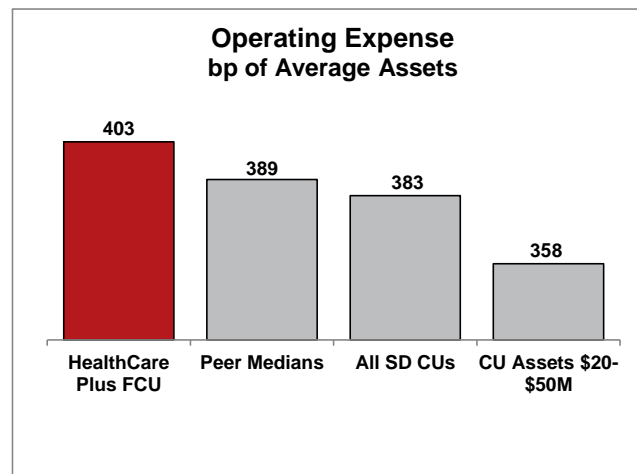
## Interest Margins



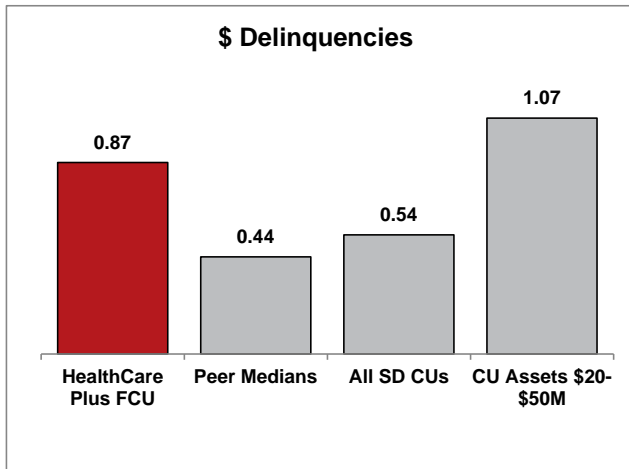
## Noninterest Income



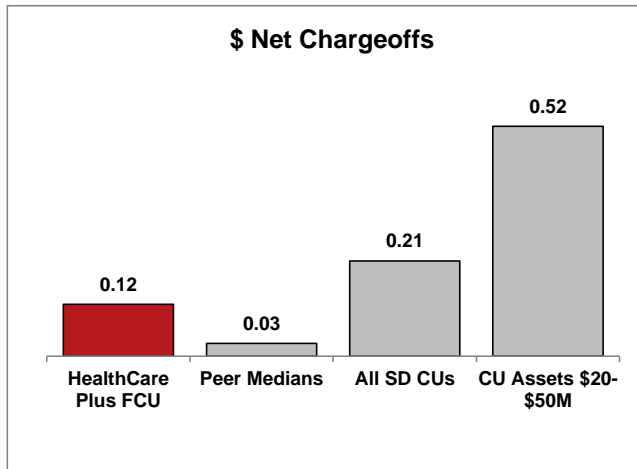
## Overhead



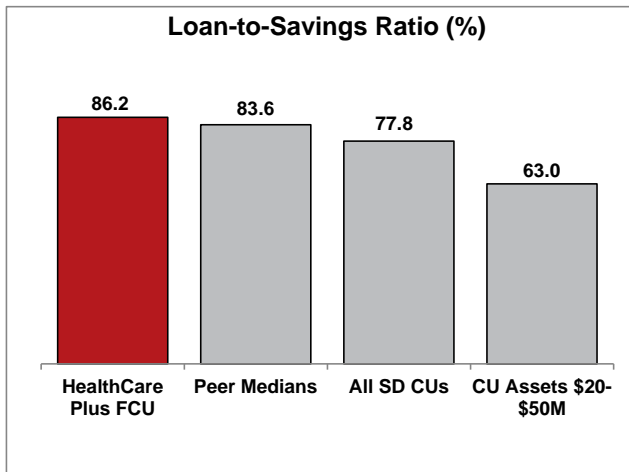
### Asset Quality



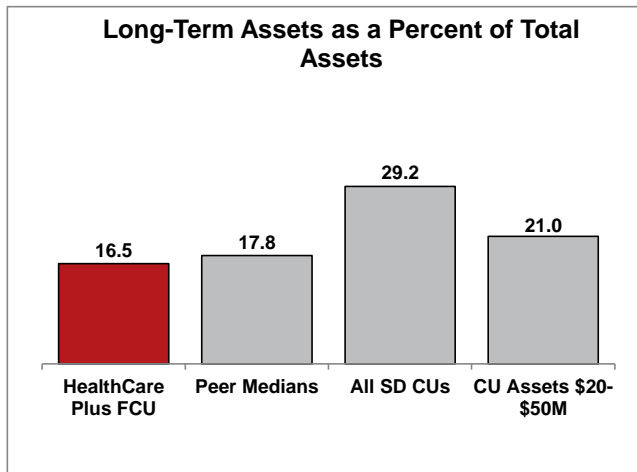
### Asset Quality



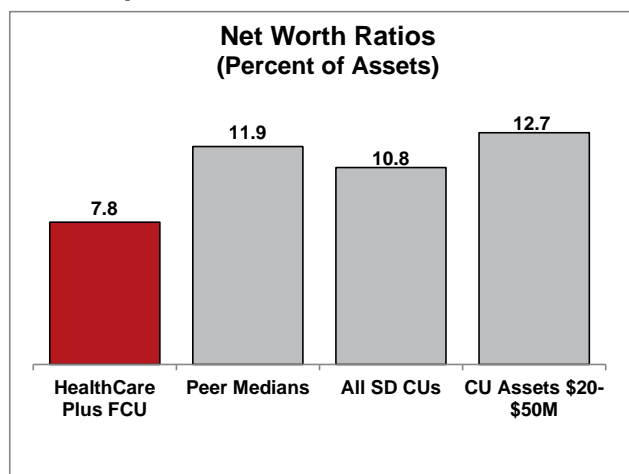
### Liquidity Risk Exposure



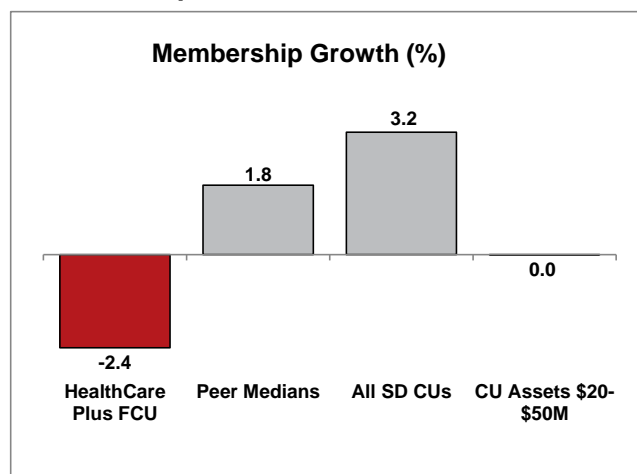
### Interest Rate Risk Exposure



### Solvency



### Membership Growth



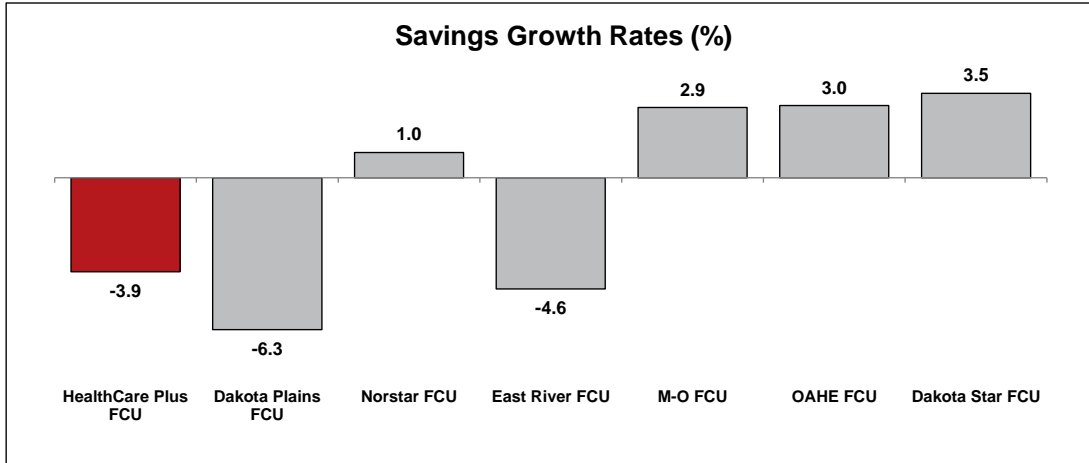
First Quarter 2019

	Closest Asset Peers in SD							
Demographic Information	HealthCare Plus FCU	Peer Medians	Dakota Plains FCU	Norstar FCU	East River FCU	M-O FCU	OAHE FCU	Dakota Star FCU
Number of CUs								
Total assets (\$ mil)	\$47	\$29	\$55	\$43	\$31	\$27	\$25	\$25
Assets per CU (\$ mil)								
Total loans (\$ mil)	\$37	\$22	\$48	\$25	\$23	\$20	\$18	\$21
Total savings (\$ mil)		\$26	\$48	\$37	\$28	\$24	\$22	\$22
Total memberships (thousands)		3	5	3	3	2	3	3
<b>Growth Rates (Year over Year)</b>								
Total assets (%)		2.8	-4.8	2.4	-3.2	3.2	3.6	3.6
Total loans (%)		5.8	7.7	3.8	-0.8	7.7	10.7	0.6
Total savings (%)	-3.9	2.0	-6.3	1.0	-4.6	2.9	3.0	3.5
Total memberships (%)	-2.4	1.8	2.3	9.2	1.3	-0.6	3.3	-0.5
<b>Earnings - Basis Pts.</b>								
Yield on total assets	396	401	442	342	416	343	387	437
- Dividend/interest cost of assets	66	30	55	24	18	39	33	28
= Net interest margin	330	371	388	318	398	303	354	410
+ Fee & other income	99	76	77	59	169	45	83	75
- Operating expense	403	389	415	250	483	300	362	435
- Loss Provisions	31	3	118	-2	0	-12	3	24
= Net Income (ROA)	-4	66	-70	129	84	60	72	25
<b>Ratios</b>								
Net worth/assets	7.8	11.9	8.9	15.0	11.5	13.9	12.4	10.2
Delinquencies (60+ day \$)/loans (%)	0.87	0.44	0.34	0.00	0.54	0.27	1.22	0.68
Net chargeoffs/average loans	0.12	0.03	0.20	-0.01	0.33	-0.17	-0.03	0.06
Loans/savings	86.2	83.6	101.0	68.8	82.3	84.9	81.3	94.1
Net Long-term assets/assets	16.5	17.8	45.1	21.4	8.4	30.1	14.3	13.5
<b>Distribution of Operating Expense (bp of average assets)</b>								
Compensation/fringes	198	209	230	145	237	188	165	235
Travel/conference	1	3	8	3	6	3	3	2
Office occupancy	38	21	18	14	24	17	33	33
Office operations	107	59	58	17	36	67	79	60
Educational/promotional	13	11	10	6	13	4	20	16
Loan servicing	22	18	24	3	10	11	25	26
Professional & outside services	11	55	60	57	145	3	31	52
Member insurance	0	0	0	0	0	0	0	0
Operating fees	3	2	3	0	3	1	0	1
Other expenses	9	7	4	4	8	9	5	10
Total Expenses	403	389	415	250	483	300	362	435
Full-time employees	14	9	19	8	9	6	8	11
# Offices (main+branches)	1	1	5	1	1	2	1	1
<b>Productivity Measures</b>								
Members/Potential Members	13.5	20.9	5.1	63.1	23.0	58.1	18.9	4.7
Borrowers/Members	59.7	58.1	69.0	48.5	67.9	49.9	48.1	66.3
Members/FTE	354	338	259	337	379	339	402	278
Avg Shares/Member	\$8,875	\$9,090	\$9,969	\$14,565	\$8,211	\$11,563	\$6,819	\$7,293
Average Loan Balance	\$12,804	\$13,049	\$14,585	\$20,656	\$9,957	\$19,693	\$11,514	\$10,347
Sal & Ben/FTE	\$68,060	\$75,664	\$69,485	\$84,363	\$81,843	\$85,700	\$52,094	\$53,289
Number loans originated/FTE	15.4	14.6	12.5	20.4	18.7	16.7	11.5	10.8
Efficiency ratio	81.4	78.8	80.2	62.2	82.6	77.3	77.1	85.0

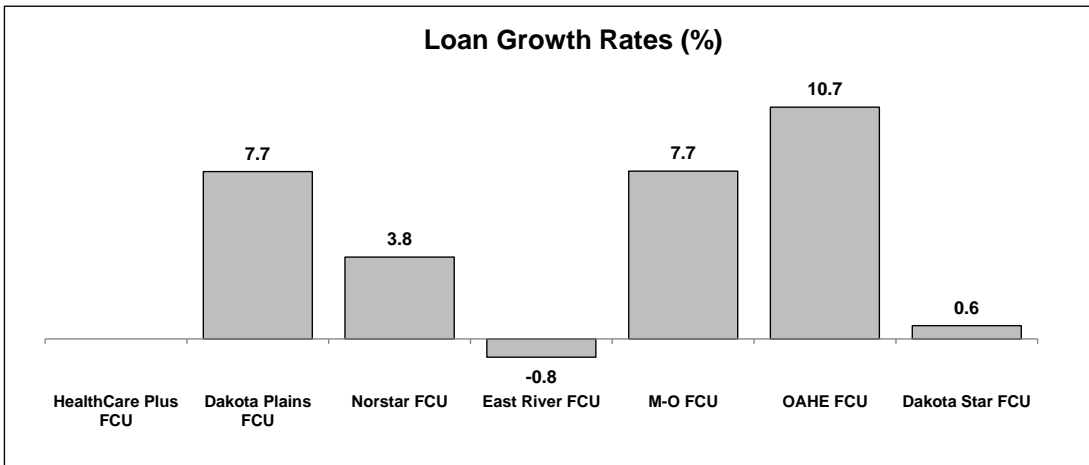
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First Quarter 2019

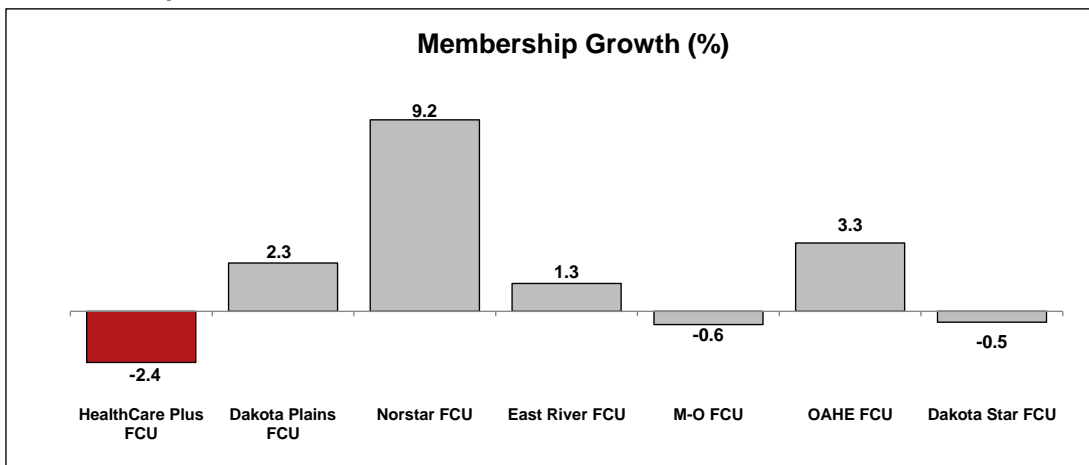
## Savings Growth



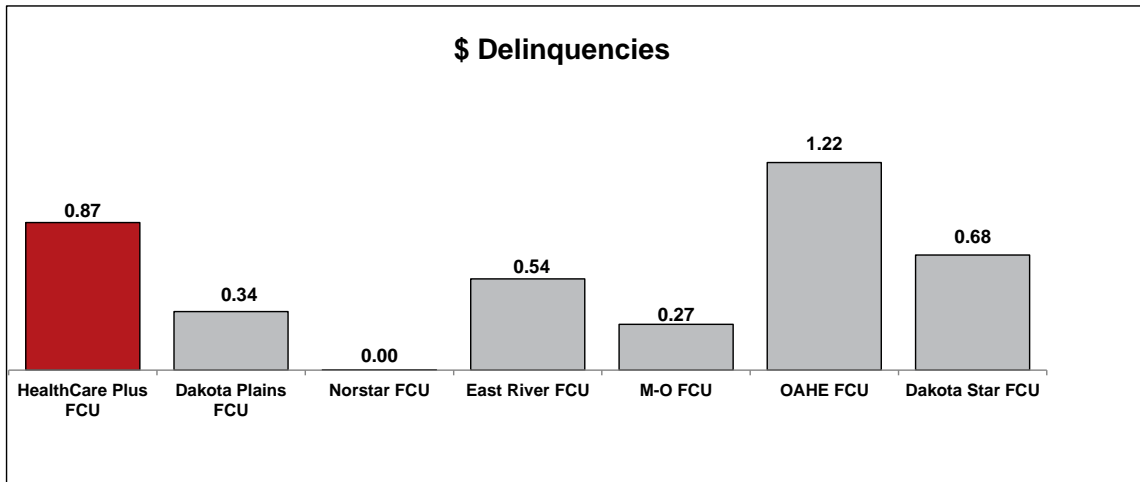
## Loan Growth



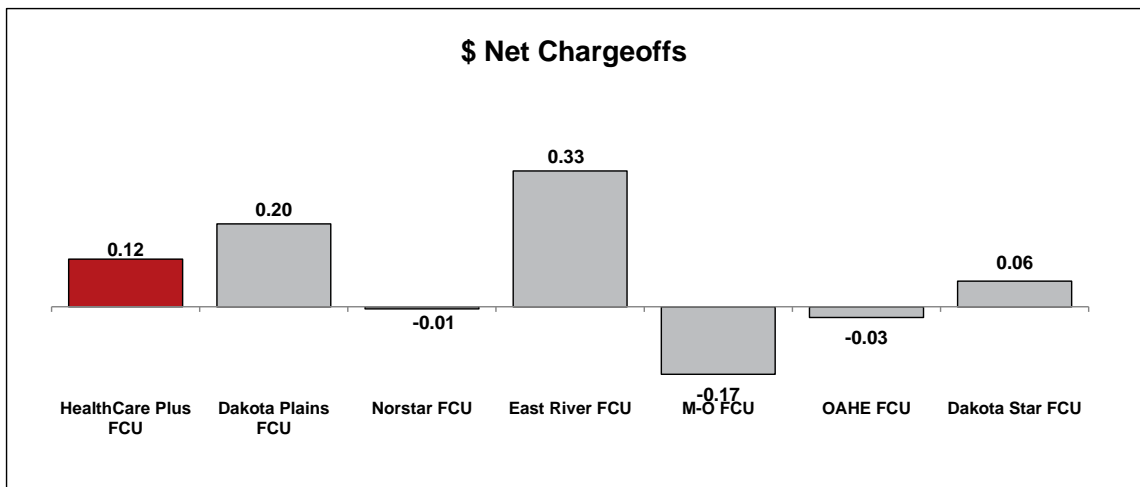
## Membership Growth



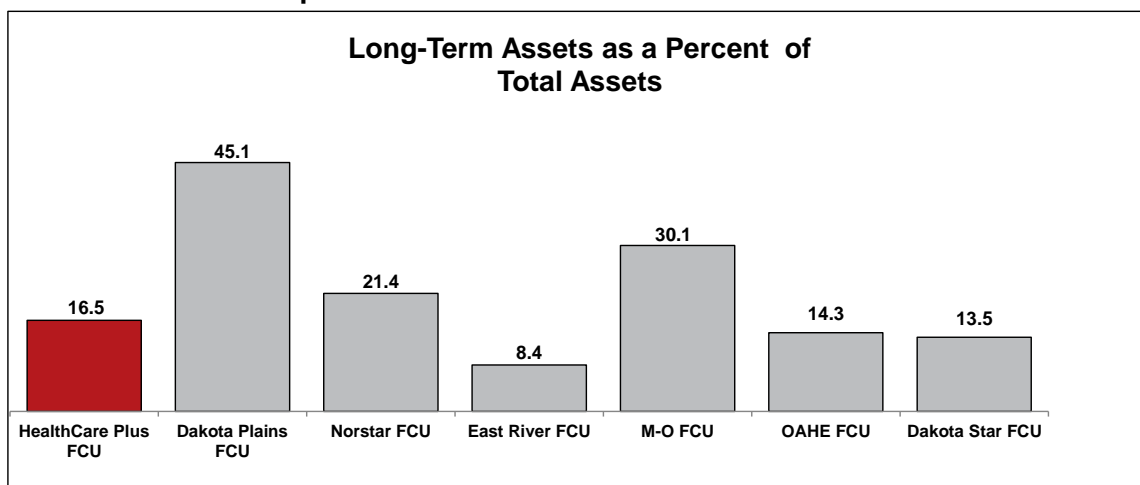
### Asset Quality



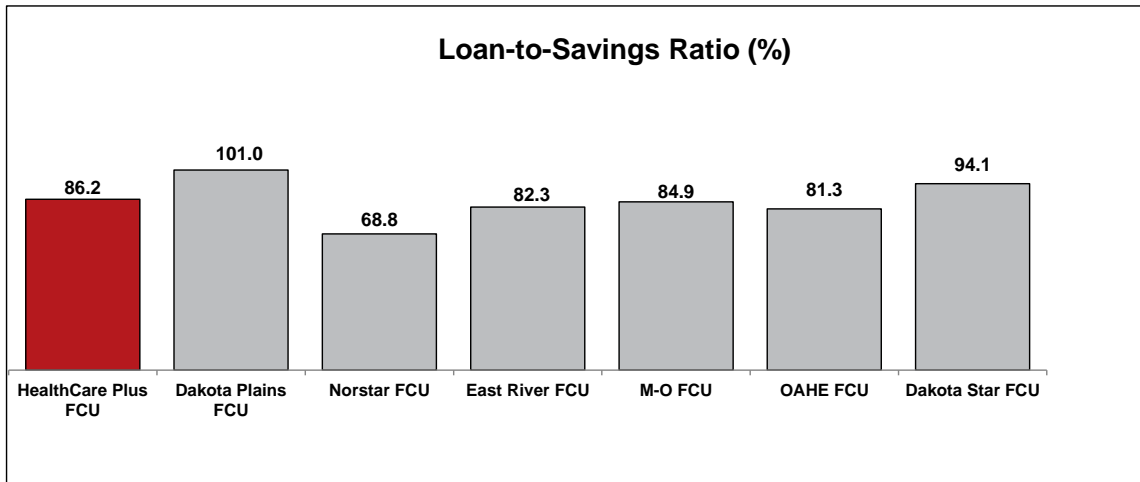
### Asset Quality



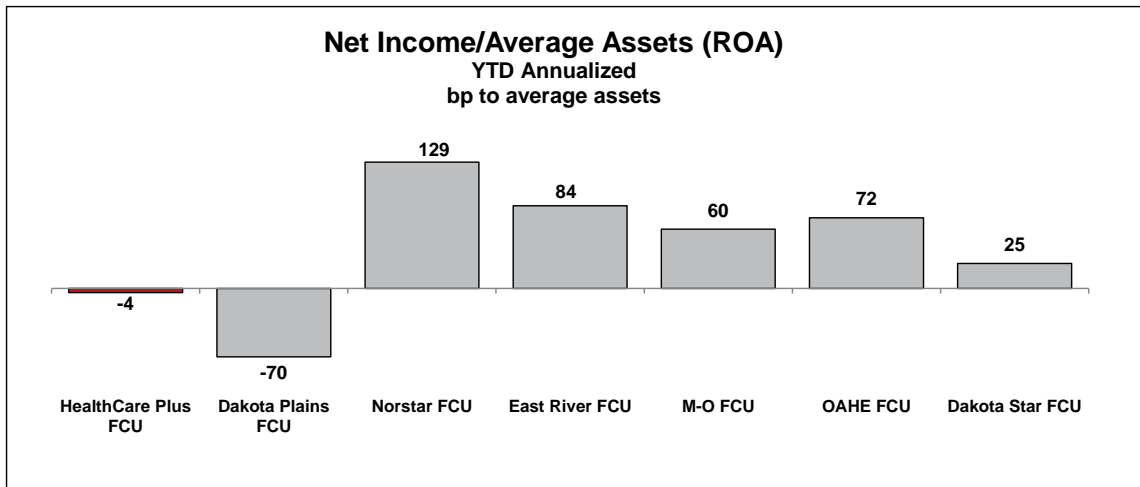
### Interest Rate Risk Exposure



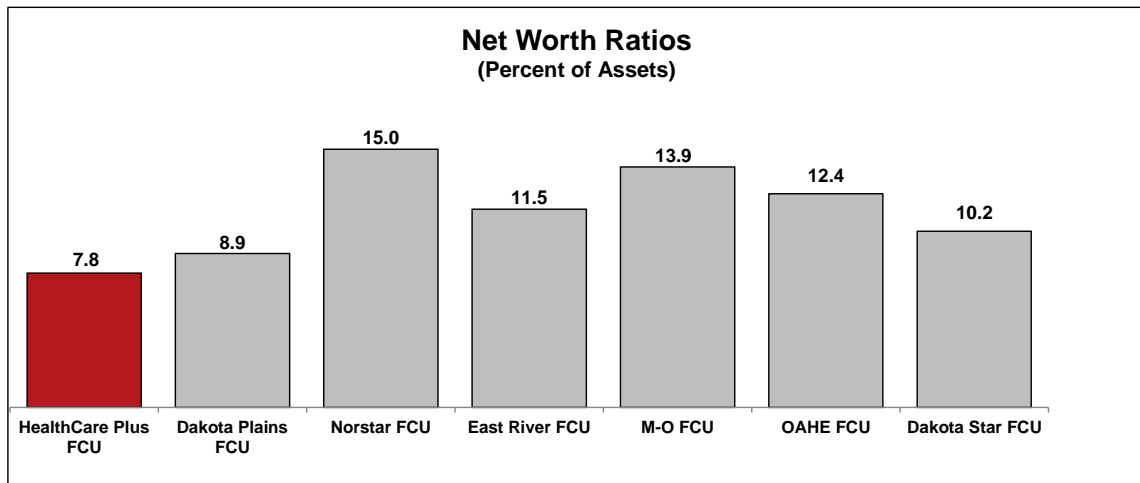
### Liquidity Risk Exposure



### Earnings



### Solvency





## First Quarter 2019

### HealthCare Plus FCU

Demographic Information	Mar 19	Dec 18	Dec 17	Dec 16	Dec 15
Number of CUs					
Total assets (\$ mil)	\$47	\$46	\$47	\$47	\$48
Assets per CU (\$ mil)					
Total loans (\$ mil)	\$37	\$37	\$37	\$41	\$43
Total savings (\$ mil)	\$42	\$42	\$43	\$43	\$42
Total memberships (\$ thousands)	5	5	5	5	5
<b>Growth Rates (Year over Year)</b>					
Total assets (%)	-3.5	-1.1	-0.5	-2.2	7.4
Total loans (%)	0.8	-2.0	-8.5	-4.8	8.4
Total savings (%)	-3.9	-1.3	-0.5	2.4	10.4
Total memberships (%)	-2.4	-2.6	-3.9	1.6	11.4
<b>Earnings - Basis Pts.</b>					
Yield on total assets	396	374	396	433	462
- Dividend/interest cost of assets	66	63	63	62	67
= Net interest margin	330	312	333	370	395
+ Fee & other income	99	111	107	119	114
- Operating expense	403	415	404	388	385
- Loss Provisions	31	11	28	168	50
= Net Income (ROA)	-4	-4	8	-67	74
<b>Ratios</b>					
Net worth/assets	7.8	7.9	7.9	7.7	8.2
Delinquencies (60+ day \$)/loans (%)	0.87	0.59	1.02	1.87	0.93
Net chargeoffs/average loans	0.12	0.51	0.69	0.82	0.46
Loans/savings	86.2	86.7	87.3	94.9	102.1
Net Long-term assets/assets	16.5	19.1	14.5	16.8	21.0
<b>Distribution of Operating Expense (bp of average assets)</b>					
Compensation/fringes	198	217	214	208	198
Travel/conference	1	3	2	2	2
Office occupancy	38	34	34	36	37
Office operations	107	102	96	88	91
Educational/promotional	13	16	12	13	16
Loan servicing	22	24	26	23	22
Professional & outside services	11	11	11	10	11
Member insurance	0	0	0	0	0
Operating fees	3	3	2	2	2
Other expenses	9	6	8	6	7
Total Expenses	403	415	404	388	385
<b>Productivity Measures</b>					
Members/Potential Members	13.5	13.5	13.9	14.4	14.2
Borrowers/Members	59.7	60.2	61.7	62.4	64.8
Members/FTE	354	369	317	320	347
Avg Shares/Member	\$8,875	\$8,789	\$8,674	\$8,382	\$8,321
Average Loan Balance	\$12,804	\$12,657	\$12,284	\$12,751	\$13,110
Sal & Ben/FTE	\$68,060	\$78,462	\$65,598	\$61,397	\$63,400
Number loans originated/FTE	15.4	69.0	59.1	72.8	98.6
Efficiency ratio	81.4	85.6	80.3	70.4	66.8

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## First Quarter 2019

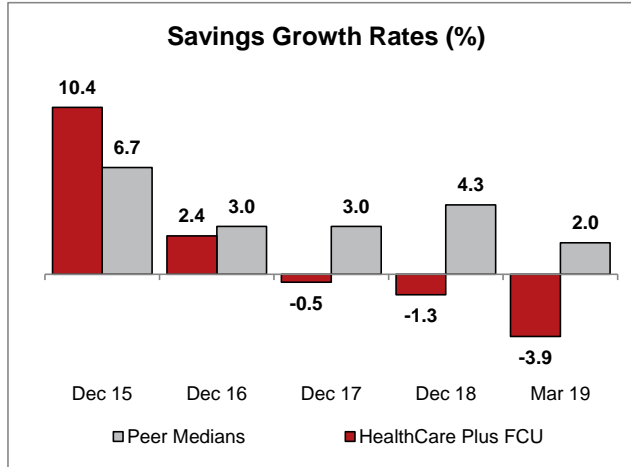
### Peer Medians

Demographic Information	Mar 19	Dec 18	Dec 17	Dec 16	Dec 15
Number of credit unions	6	6	6	6	6
Total assets (\$ mil)	\$29	\$29	\$28	\$28	\$27
Total loans (\$ mil)	\$22	\$23	\$22	\$20	\$20
Total savings (\$ mil)	\$26	\$25	\$25	\$25	\$24
Total memberships (thousands)	3	3	3	3	3
<b>Growth Rates (Year over Year)</b>					
Total assets (%)	2.8	4.8	3.4	3.6	4.2
Total loans (%)	5.8	3.8	7.4	2.7	9.2
Total savings (%)	2.0	4.3	3.0	3.0	6.7
Total memberships (%)	1.8	1.5	2.1	1.3	1.0
<b>Earnings - Basis Pts.</b>					
Yield on total assets	401	387	368	342	353
- Dividend/interest cost of assets	30	21	19	19	20
= Net interest margin	371	366	348	323	334
+ Fee & other income	76	85	69	82	92
- Operating expense	389	384	374	374	352
- Loss Provisions	2	17	13	5	11
= Net Income (ROA)	66	69	42	69	80
<b>Ratios</b>					
Net worth/assets	11.9	11.8	11.5	11.1	11.0
Delinquencies (60+ day \$)/loans (%)	0.44	0.29	0.29	0.25	0.13
Net chargeoffs/average loans	0.03	0.21	0.08	0.07	0.12
Loans/savings	83.6	86.0	85.0	77.1	79.2
Net Long-term assets/assets	17.8	18.2	18.2	16.8	14.9
<b>Distribution of Operating Expense (bp of average assets)</b>					
Compensation/fringes	209	213	208	201	195
Travel/conference	3	3	3	4	3
Office occupancy	21	18	18	17	17
Office operations	59	60	56	62	64
Educational/promotional	11	10	15	14	13
Loan servicing	18	16	18	16	17
Professional & outside services	55	47	52	50	46
Member insurance	0	0	0	0	0
Operating fees	1	3	2	2	2
Other expenses	7	7	7	7	6
Total Expenses	389	384	374	374	352
<b>Productivity Measures</b>					
Members/Potential Members	20.9	20.8	20.9	32.8	32.2
Borrowers/Members	58.1	59.5	61.2	59.4	58.6
Members/FTE	338	328	322	305	304
Avg Shares/Member	\$9,090	\$9,151	\$9,616	\$9,145	\$9,149
Average Loan Balance	\$13,049	\$13,026	\$12,276	\$12,163	\$11,981
Sal & Ben/FTE	\$75,664	\$75,247	\$62,521	\$61,008	\$59,508
Number loans originated/FTE	14.6	74.7	74.0	70.7	77.3
Efficiency ratio	78.8	79.1	81.1	82.5	76.9

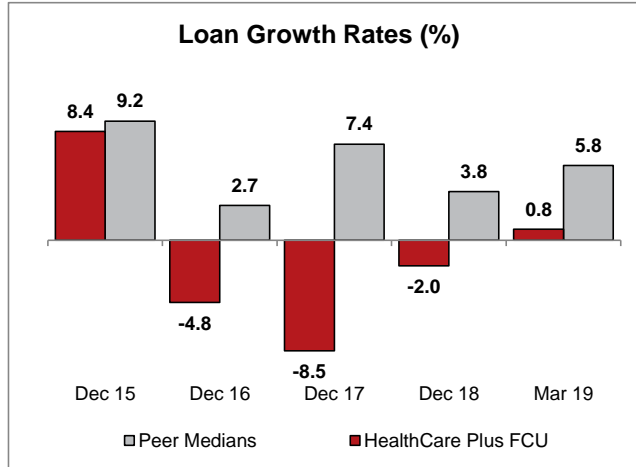
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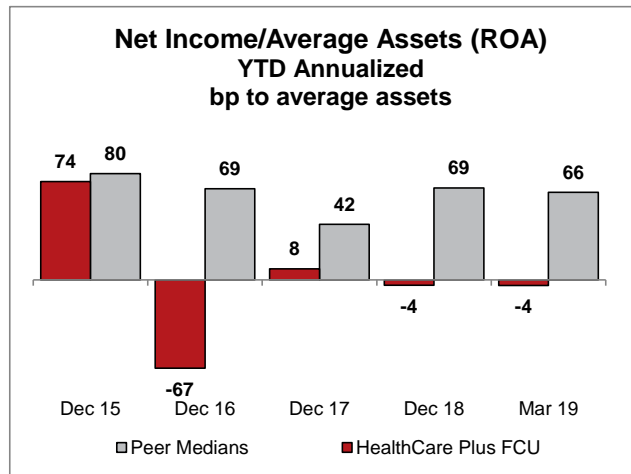
### Savings Growth Trends



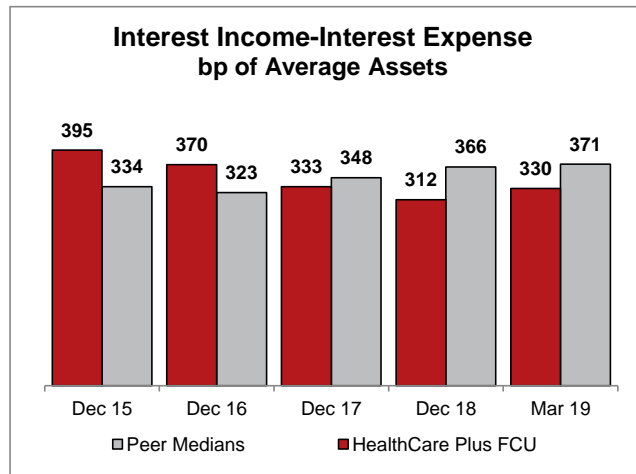
### Loan Growth Trends



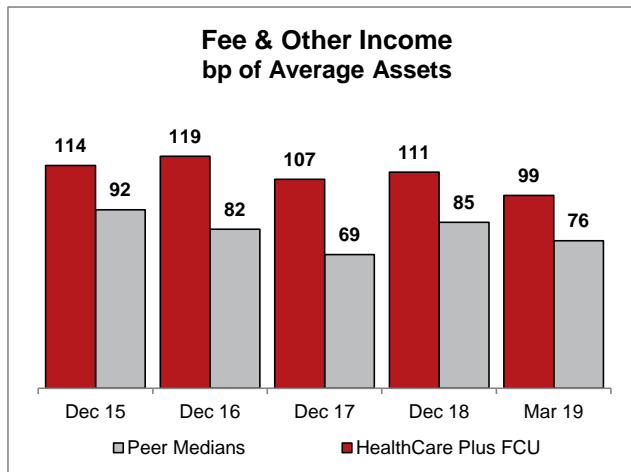
### Earnings Trends



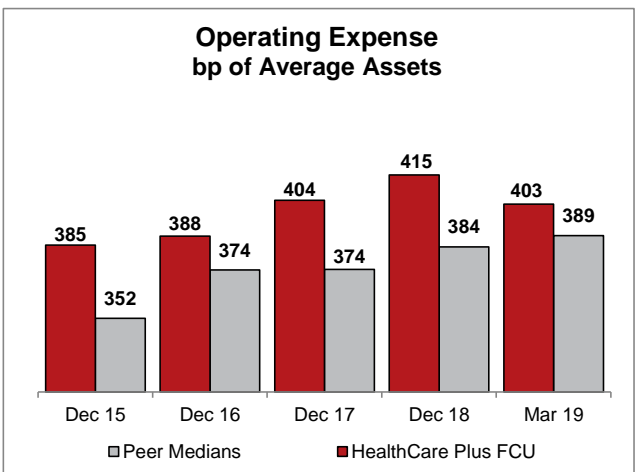
### Interest Margins Trends



### Noninterest Income Trends

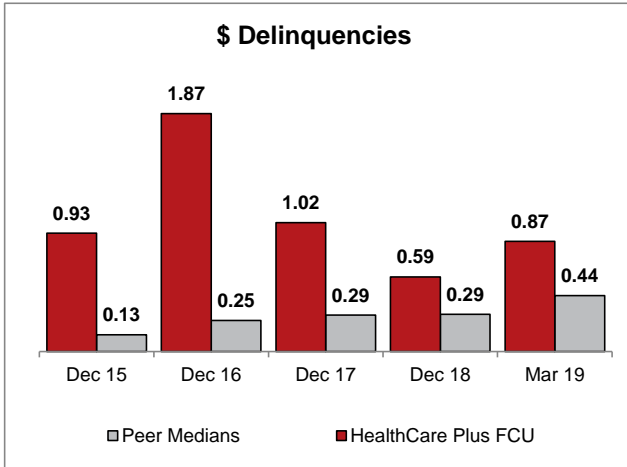


### Overhead Trends

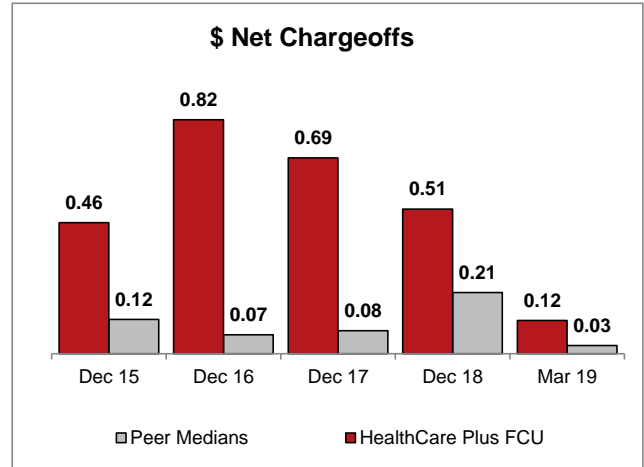


## First Quarter 2019

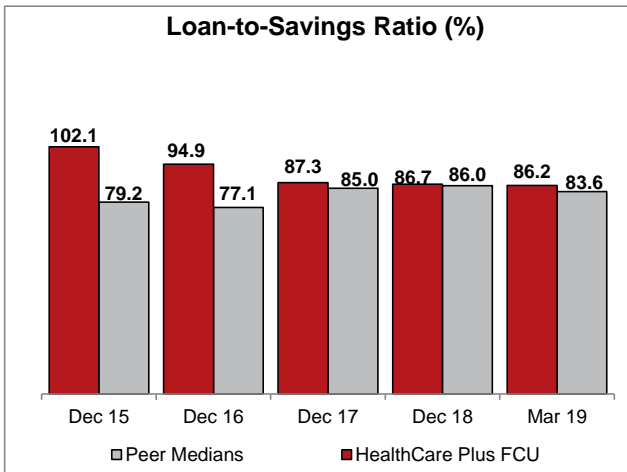
### Asset Quality Trends



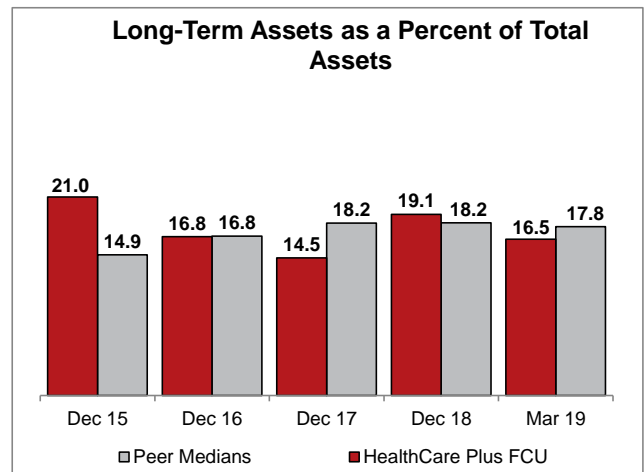
### Asset Quality Trends



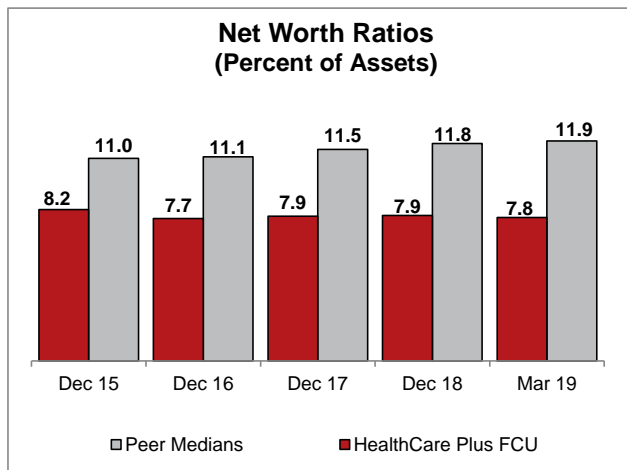
### Liquidity Risk Exposure Trends



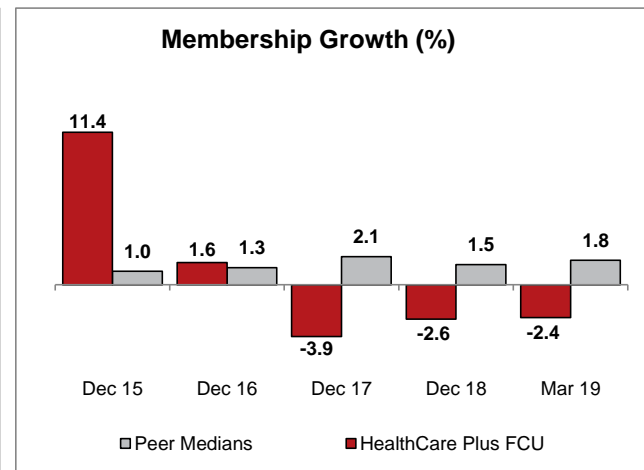
### Interest Rate Risk Exposure Trends



### Solvency Trends



### Membership Growth Trends



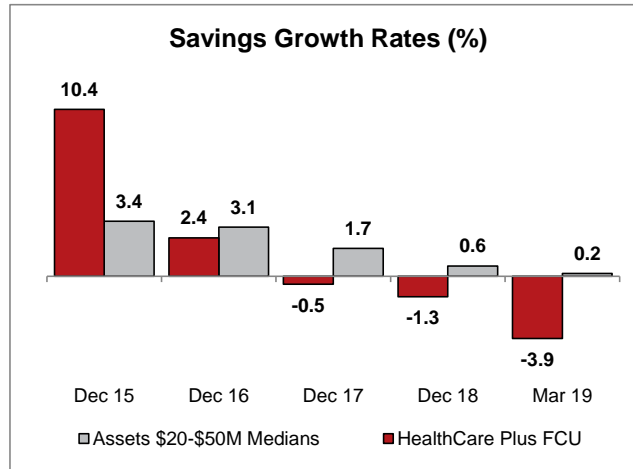
**First Quarter 2019**
**Assets \$20-\$50M Medians**

<b>Demographic Information</b>	<b>Mar 19</b>	<b>Dec 18</b>	<b>Dec 17</b>	<b>Dec 16</b>	<b>Dec 15</b>
Number of credit unions	1026	1026	1024	1023	1046
Total assets (\$ mil)	\$31	\$31	\$31	\$31	\$31
Total loans (\$ mil)	\$16	\$17	\$16	\$16	\$16
Total savings (\$ mil)	\$27	\$27	\$27	\$27	\$27
Total memberships (thousands)	3	3	3	4	4
<b>Growth Rates (Year over Year)</b>					
Total assets (%)	0.9	1.1	2.0	3.1	3.3
Total loans (%)	4.7	5.0	4.1	3.2	3.4
Total savings (%)	0.2	0.6	1.7	3.1	3.4
Total memberships (%)	-0.5	-0.4	-0.5	-0.7	-0.5
<b>Earnings - Basis Pts. The results are medians so they will not add up to the total</b>					
Yield on total assets	364	351	323	317	317
Dividend/interest cost of assets	31	27	23	23	24
Net interest margin	333	325	300	294	292
Fee & other income	87	101	92	92	92
Operating expense	356	347	337	338	338
Loss Provisions	9	15	14	13	11
Net Income (ROA)	76	76	80	82	82
<b>Ratios</b>					
Net worth/assets	11.7	12.0	11.5	11.5	11.4
Delinquencies (60+ day \$)/loans (%)	0.53	0.68	0.77	0.81	0.83
Net chargeoffs/average loans	0.22	0.22	0.22	0.22	0.22
Loans/savings	61.03	62.98	59.38	58.29	57.87
Net Long-term assets/assets	17.98	18.74	18.74	20.01	19.35
<b>Distribution of Operating Expense (bp of average assets) The results are medians so they will not add up to the total</b>					
Compensation/fringes	167	161	160	161	162
Travel/conference	2	3	2	2	3
Office occupancy	21	20	20	20	20
Office operations	64	63	61	63	64
Educational/promotional	6	6	6	6	6
Loan servicing	17	16	16	16	15
Professional & outside services	37	35	34	33	34
Member insurance	0	0	0	0	0
Operating fees	2	3	2	2	2
Other expenses	7	7	6	7	7
Total Expenses	356	347	337	338	338
<b>Productivity Measures</b>					
Members/Potential Members	24.4	25.0	26.0	27.5	28.8
Borrowers/Members	47.1	47.5	46.7	45.8	45.4
Members/FTE	397	398	398	403	407
Avg Shares/Member	\$8,055	\$7,820	\$7,740	\$7,564	\$7,351
Average Loan Balance	\$10,056	\$9,923	\$9,578	\$9,289	\$9,025
Sal & Ben/FTE	\$59,591	\$58,772	\$57,615	\$56,074	\$54,908
Number loans originated/FTE	8.5	8.5	8.5	8.5	9.0
Efficiency ratio	76.5	76.2	80.3	81.9	82.1

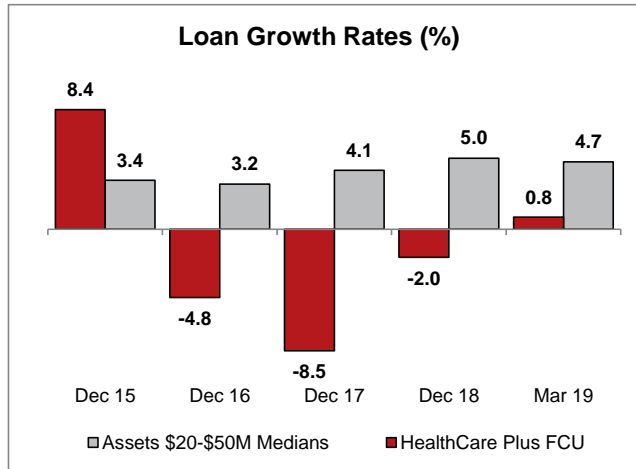
Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file. Source: NCUA and CUNA E&S.

## First Quarter 2019

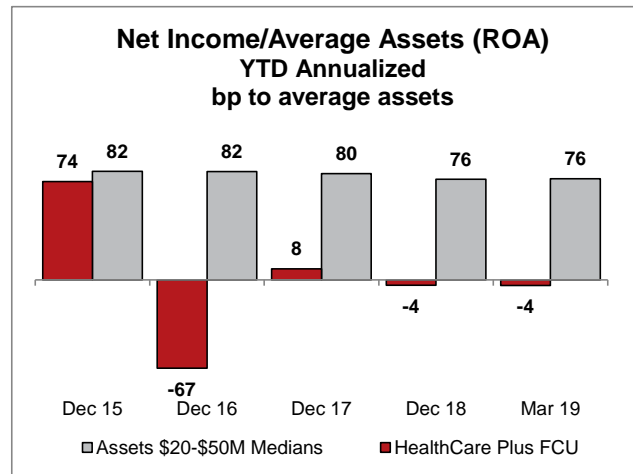
### Savings Growth Trends



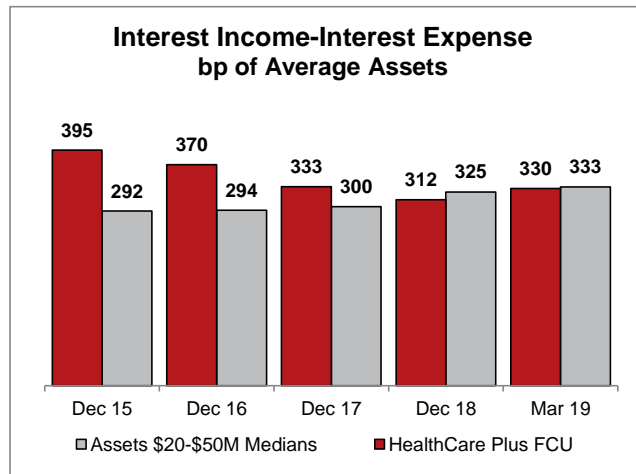
### Loan Growth Trends



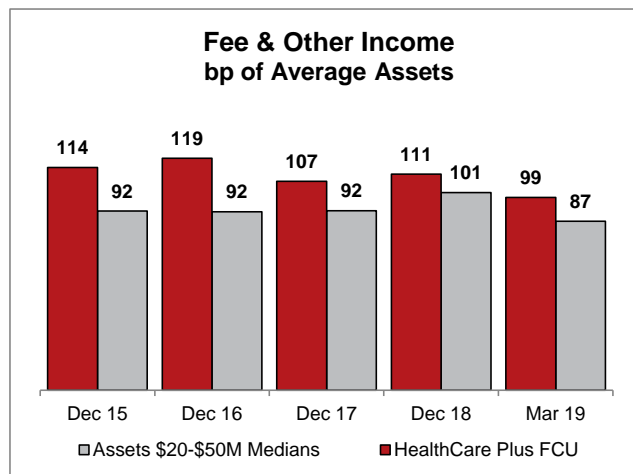
### Earnings Trends



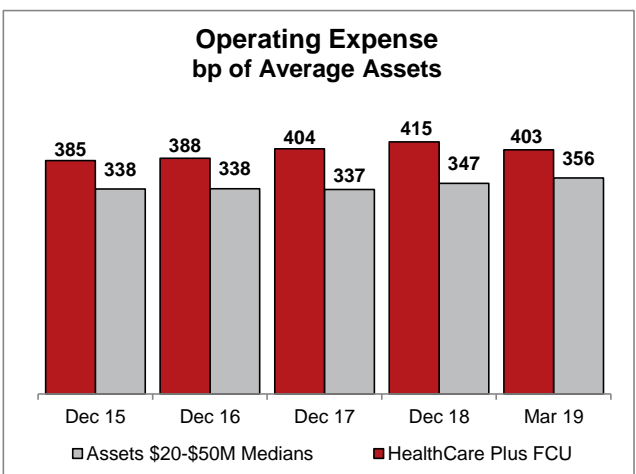
### Interest Margins Trends



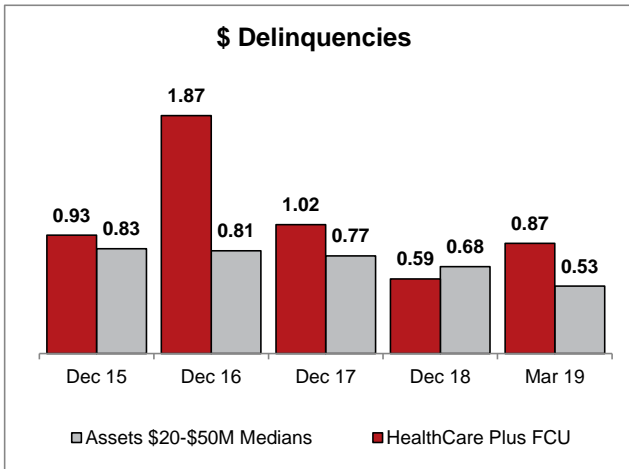
### Noninterest Income Trends



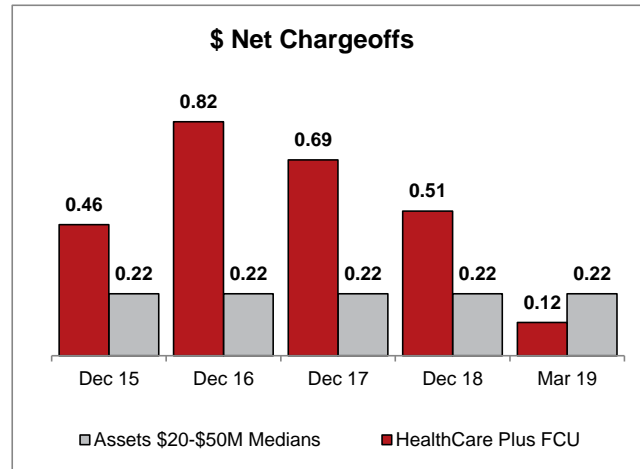
### Overhead Trends



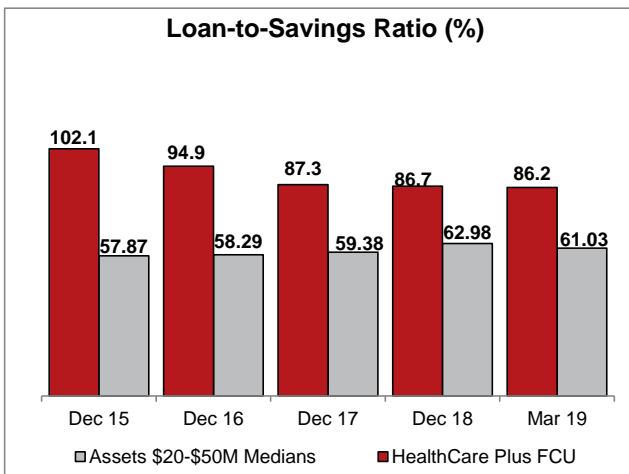
### Asset Quality Trends



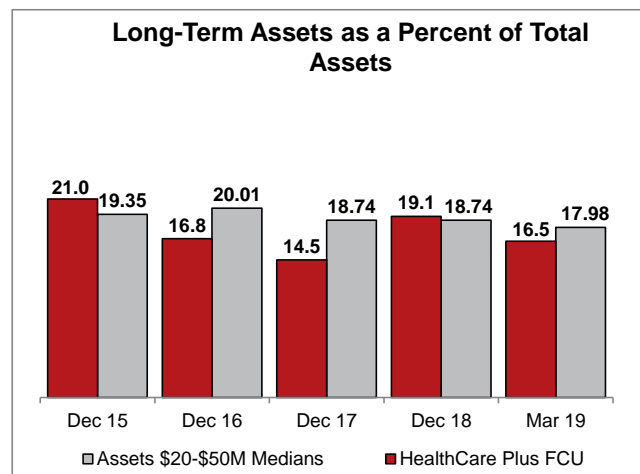
### Asset Quality Trends



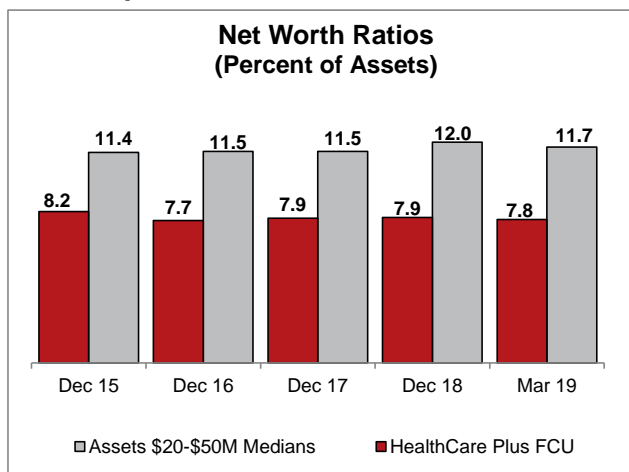
### Liquidity Risk Exposure Trends



### Interest Rate Risk Exposure Trends



### Solvency Trends



### Membership Growth Trends

