

# New York Credit Union Profile

Third Quarter 2020

CUNA Economics & Statistics



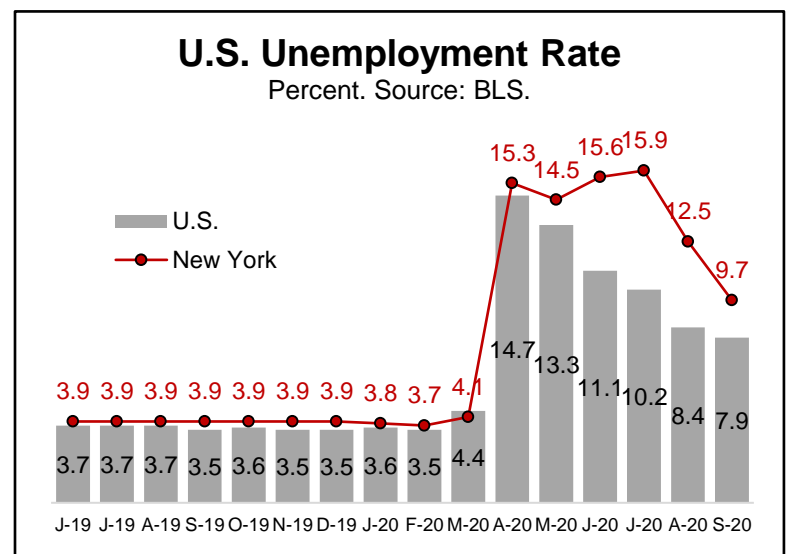
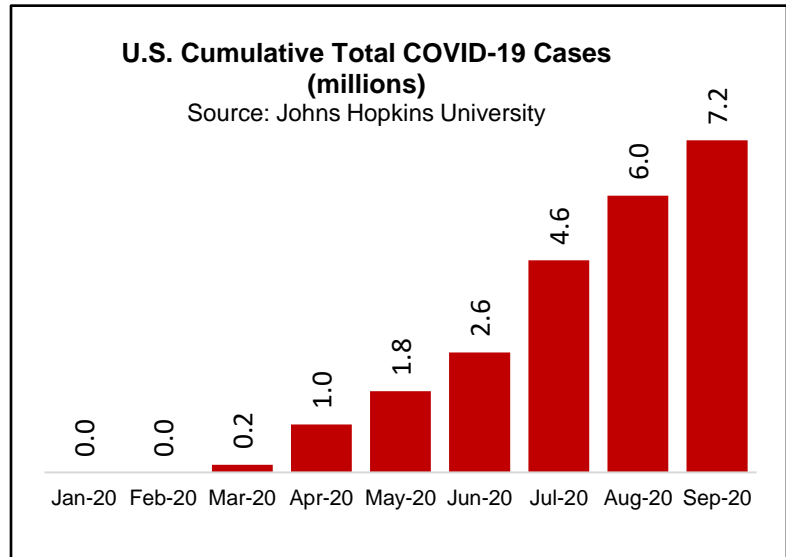
### Signs of Hope amidst the Crisis

The COVID-19 virus continued to spread across the U.S. in the third quarter of 2020, with total confirmed cases reaching 7.2 million.

Nonetheless, the economy showed signs of a relatively quick rebound from the recent recession, as the unemployment rate fell from a high of 14.7% in April to 7.9% by September. In New York, the unemployment rate fell from a high of 15.9% in June to 9.7% in September. Moreover, COVID-19 vaccines are being rapidly developed and early results suggest they are [90% - 95% effective](#).

While promising, the unemployment rate remains well above its pre-pandemic level of 3.5% and employment growth is slowing. Moreover, the long-term effects of the pandemic on employment remain unclear—industries that are able to cater to online and mobile shopping have flourished while others reliant on in-person clients have struggled. Meanwhile, women and people of color have been particularly impacted.

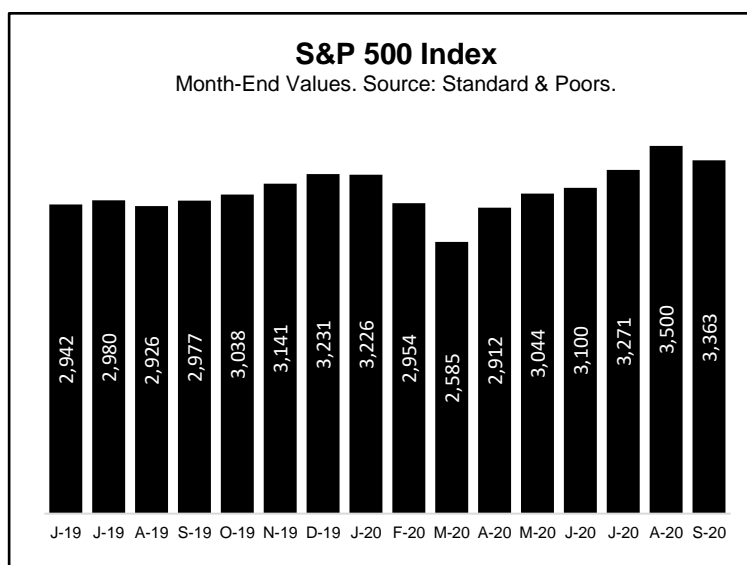
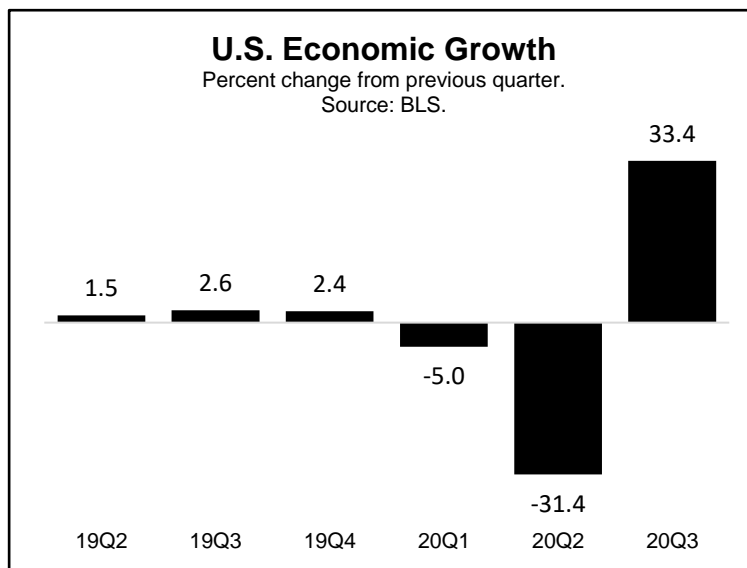
The impact of the recession on women has been especially poignant, leading some to refer to it as a "[she-cession](#)". Typically, during recessions, the male unemployment rate rises significantly higher than the female rate, as men often work in more vulnerable sectors such as construction and transportation. For example, during the Great Recession, men were unemployed at an 11.1% rate versus a peak of 9.0% for women. However, this is the first recession since the 1970s where females have faced a significantly higher rate of unemployment. The unemployment rate for women rose to 16.2% in April, well above the 13.5% rate for men. Moreover, more women are leaving the labor force altogether relative to men. Economists suspect that the closure of schools and daycare centers have disproportionately affected women, both as teachers and parents. Female workers are overrepresented in education, and mothers are significantly more likely than fathers to stay home with their children to help with childcare and virtual learning.



Fortunately, economic growth has rebounded rather quickly, as gross domestic product (GDP)—or the sum of all goods and services produced in the economy—grew a record 33.4% during the third quarter. However, GDP remains well below its pre-pandemic level and [most economists](#) don't expect it to return to its 2019 pace until 2022 or later. CUNA economists forecast [growth to remain positive but slow](#) to just 4.0% in the fourth quarter and 2.5% in 2021.

Incredibly, during the third quarter stock markets hit record highs. The S&P 500 jumped to a record of 3,580 on September 2<sup>nd</sup>, before falling slightly to 3,363 to end the month. Stock prices are being boosted by tech and pharmaceutical companies, along with positive news about potential COVID-19 vaccines. However, only [about half of U.S. families own any stock](#), so many have not benefited from the booming stock market.

A similar trend has appeared in the housing market with [skyrocketing housing prices](#) due to both record low mortgage rates and an increase in demand as consumers choose to invest in housing as they work from home and leave urban apartments. As home values continue to rise, many are benefiting from increased home equity (unlike during the 2008 – 2009 recession) and are refinancing their homes for lower rates and home improvements. Yet, again, similar to the stock market, many households are not benefiting from increasing home values. According to the recent [Census](#), about two-thirds of U.S. households own their home.

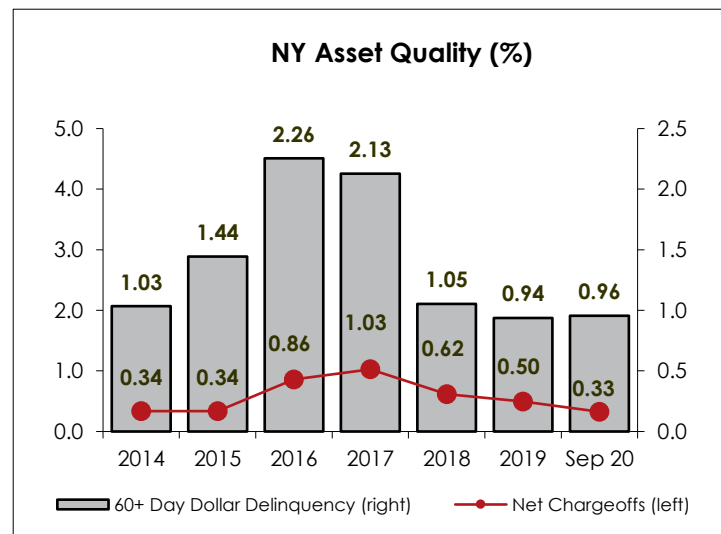
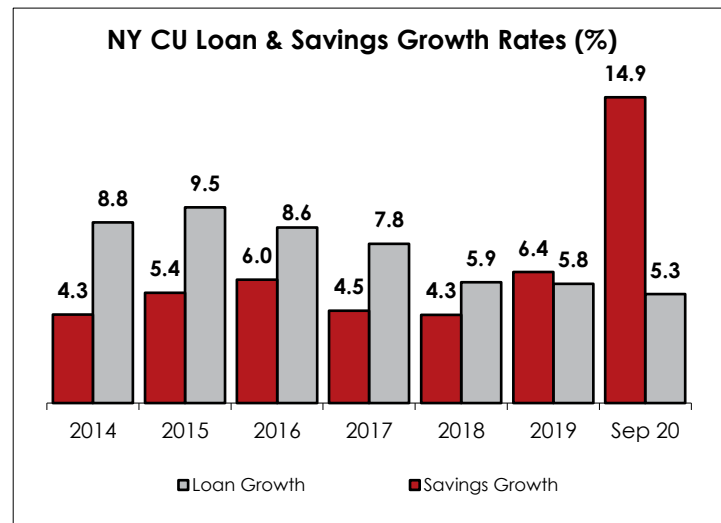
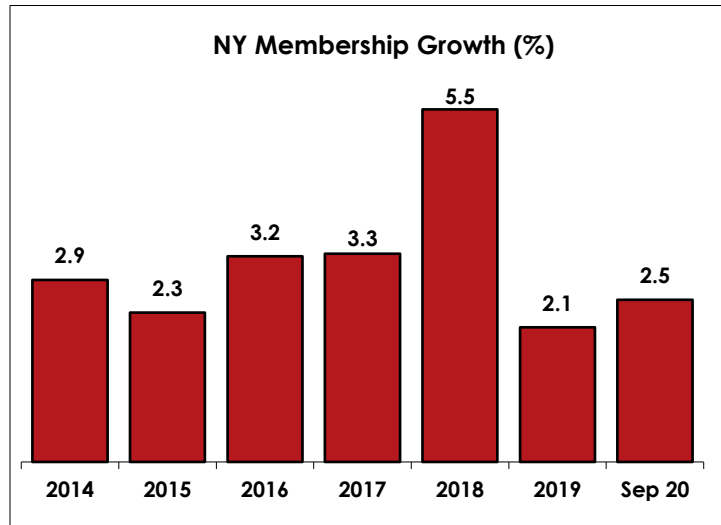


The low interest-rate environment and strong housing market have bolstered credit union loan and membership growth, as roughly half of credit union loan portfolios consist of mortgages. In New York, total loans grew 1.6% in the third quarter and are up 5.3% over the past 12 months, while credit union memberships grew 0.7% in the quarter and 2.5% over the past year. In fact, loan growth is marginally below last year's annual rate of 5.8% and membership growth is slightly above last year's pace of 2.1%.

The growth at credit unions has been led by other unsecured loans and used auto loans, which grew 3.6% and 3.1%, respectively, in the third quarter. These were followed by growth in first mortgages (2.1%), and second mortgages (0.1%). New auto loans, credit card loans, and commercial loans fell at rates of 1.1%, 0.9%, and 0.8%, respectively.

After growing an incredible 8.0% in the second quarter alone, total savings at credit unions grew a more modest 1.3% in the third quarter. Overall, credit union savings balances have grown 14.9% over the past 12 months through September, spurred by government stimulus checks and precautionary savings. In 2021, CUNA economists expect savings, loan, and membership growth to revert closer to long-run averages of approximately 8.0%, 6.0%, and 3.0%, respectively.

Despite the pandemic and the worst recession in decades, credit union asset quality continues to improve: The New York credit union delinquency rate slightly increased to 0.96% in September from its 2019 year-end levels of 0.94%. However, net charge-offs dropped to just 0.33%, well below its 2019 year-end levels of 0.50%. This trend is being driven by three main factors:

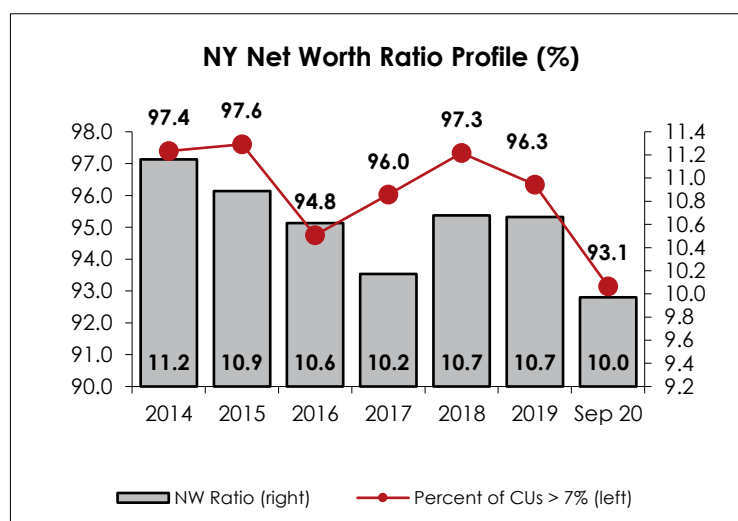
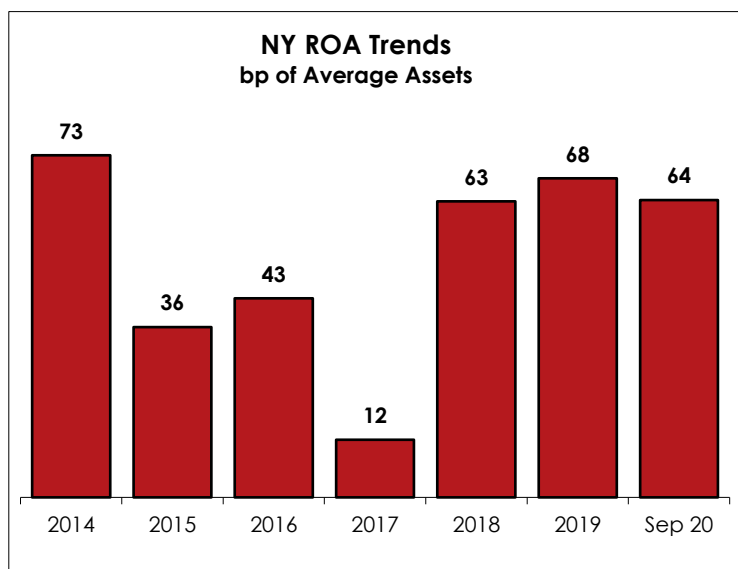


1) Significant government stimulus via the CARES Act earlier in the year, including extended unemployment benefits and direct payments to consumers; 2) Relatively strong year-to-date loan growth; 3) Credit unions [working with members](#) to modify and defer loans, and thereby avoid delinquencies and charge-offs. However, delinquencies and charge-offs are often understated during periods of significant loan modifications and many modifications and deferrals are now expiring. CUNA economists expect the delinquency rate to rise to 1.0% by year-end 2020, and the net charge-off rate to rise to 0.59%. Portfolio quality is likely to deteriorate further in 2021 as deferrals and modifications expire, temporary unemployment becomes permanent, and government stimulus dissipates.

Driven by strong fee and other income as a result of mortgage and PPP loans, New York credit union earnings (ROA) increased from 61 basis points in the second quarter to 89 in the third quarter. However, for the year ROA is at 64 basis points, still marginally below last year's figure of 68. CUNA economists expect [credit union earnings to fall in the fourth quarter and in 2021](#) as the low interest rate environment puts a significant squeeze on interest margins.

The relatively fast asset growth and lower earnings have depressed New York credit union's net worth ratio, which fell from 10.7% as of year-end 2019 to 10.0% through September. Nonetheless, 93.1% of credit unions remain well capitalized with net worth ratios above 7.0%.

Overall, 2021 will likely present many challenges for credit unions, including lower earnings and a deterioration in portfolio quality. Yet, with vaccines on the horizon and a recovering economy, most credit unions are in a strong position to weather the storm and continue to serve their members with distinction.



### Overview by Year

	U.S. CUs	New York CUs
<b>Demographic Information</b>		
	Sep 20	Sep 20
Number of CUs	5,240	321
Assets per CU (\$ mil)	344.9	312.2
Median assets (\$ mil)	42.2	29.0
Total assets (\$ mil)	1,807,169	100,232
Total loans (\$ mil)	1,179,976	60,710
Total surplus funds (\$ mil)	552,620	36,382
Total savings (\$ mil)	1,546,278	85,599
Total memberships (thousands)	125,112	6,120
<b>Growth Rates (%)</b>		
Total assets	16.1	14.0
Total loans	6.6	5.3
Total surplus funds	44.8	33.1
Total savings	18.2	14.9
Total memberships	3.4	2.5
% CUs with increasing assets	93.3	89.1
<b>Earnings - Basis Pts.</b>		
Yield on total assets	361	334
Dividend/interest cost of assets	74	73
Net interest margin	287	260
Fee & other income	137	110
Operating expense	303	266
Loss Provisions	56	41
Net Income (ROA) with Stab Exp	65	64
Net Income (ROA) without Stab Exp	65	64
% CUs with positive ROA	82.0	81.3
<b>Capital Adequacy (%)</b>		
Net worth/assets	10.4	10.0
% CUs with NW > 7% of assets	96.7	93.1
<b>Asset Quality</b>		
Delinquencies (60+ day \$)/loans (%)	0.54	0.96
Net chargeoffs/average loans (%)	0.47	0.33
Total borrower-bankruptcies	155,188	5,847
Bankruptcies per CU	29.6	18.2
Bankruptcies per 1000 members	1.2	1.0
<b>Asset/Liability Management</b>		
Loans/savings	76.3	70.9
Loans/assets	65.3	60.6
Net Long-term assets/assets	34.1	38.2
Liquid assets/assets	17.2	15.0
Core deposits/shares & borrowings	52.4	52.3
<b>Productivity</b>		
Members/potential members (%)	3	1
Borrowers/members (%)	57	53
Members/FTE	396	424
Average shares/member (\$)	12,359	13,988
Average loan balance (\$)	16,413	18,826
Employees per million in assets	0.17	0.14
<b>Structure (%)</b>		
Fed CUs w/ single-sponsor	11.2	17.4
Fed CUs w/ community charter	17.7	27.4
Other Fed CUs	32.3	49.8
CUs state chartered	38.7	5.3

*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.*

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Third Quarter 2020

## Overview: State Trends

	U.S.	New York Credit Unions						
	Sep 20	Sep 20	2019	2018	2017	2016	2015	2014
<b>Demographic Information</b>								
Number of CUs	5,240	321	328	337	352	362	376	384
Assets per CU (\$ mil)	344.9	312.2	272.9	249.0	229.8	212.3	192.7	178.6
Median assets (\$ mil)	42.2	29.0	25.2	24.5	21.0	19.4	17.7	16.4
Total assets (\$ mil)	1,807,169	100,232	89,503	83,906	80,885	76,864	72,437	68,597
Total loans (\$ mil)	1,179,976	60,710	58,681	55,460	52,376	48,603	44,773	40,875
Total surplus funds (\$ mil)	552,620	36,382	27,642	25,644	25,958	25,768	25,518	25,263
Total savings (\$ mil)	1,546,278	85,599	75,798	71,253	68,320	65,380	61,672	58,529
Total memberships (thousands)	125,112	6,120	6,016	5,892	5,584	5,408	5,239	5,119
<b>Growth Rates (%)</b>								
Total assets	16.1	14.0	6.7	3.7	5.2	6.1	5.6	5.0
Total loans	6.6	5.3	5.8	5.9	7.8	8.6	9.5	8.8
Total surplus funds	44.8	33.1	7.8	-1.2	0.7	1.0	1.0	-0.9
Total savings	18.2	14.9	6.4	4.3	4.5	6.0	5.4	4.3
Total memberships	3.4	2.5	2.1	5.5	3.3	3.2	2.3	2.9
% CUs with increasing assets	93.3	89.1	70.7	66.2	69.9	72.7	71.8	63.3
<b>Earnings - Basis Pts.</b>								
Yield on total assets	361	334	381	357	332	319	321	324
Dividend/interest cost of assets	74	73	95	72	57	52	53	56
Net interest margin	287	260	286	284	275	267	267	268
Fee & other income	137	110	111	114	104	107	102	99
Operating expense	303	266	295	286	276	275	275	273
Loss Provisions	56	41	33	48	91	56	58	21
Net Income (ROA) with Stab Exp	65	64	68	63	12	43	36	73
Net Income (ROA) without Stab Exp	65	64	68	63	12	43	36	73
% CUs with positive ROA	82.0	81.3	86.6	84.9	77.3	74.0	74.7	73.4
<b>Capital Adequacy (%)</b>								
Net worth/assets	10.4	10.0	10.7	10.7	10.2	10.6	10.9	11.2
% CUs with NW > 7% of assets	96.7	93.1	96.3	97.3	96.0	94.8	97.6	97.4
<b>Asset Quality</b>								
Delinquencies (60+ day \$)/loans (%)	0.54	0.96	0.94	1.05	2.13	2.26	1.44	1.03
Net chargeoffs/average loans (%)	0.47	0.33	0.50	0.62	1.03	0.86	0.34	0.34
Total borrower-bankruptcies	155,188	5,847	6,585	6,372	6,266	6,216	5,972	6,119
Bankruptcies per CU	29.6	18.2	20.1	18.9	17.8	17.2	15.9	15.9
Bankruptcies per 1000 members	1.2	1.0	1.1	1.1	1.1	1.1	1.1	1.2
<b>Asset/Liability Management</b>								
Loans/savings	76.3	70.9	77.4	77.8	76.7	74.3	72.6	69.8
Loans/assets	65.3	60.6	65.6	66.1	64.8	63.2	61.8	59.6
Net Long-term assets/assets	34.1	38.2	37.4	38.6	40.9	39.8	41.6	43.9
Liquid assets/assets	17.2	15.0	12.6	11.4	12.5	12.7	12.8	12.0
Core deposits/shares & borrowings	52.4	52.3	48.3	49.5	49.2	48.5	47.2	45.2
<b>Productivity</b>								
Members/potential members (%)	3	1	1	1	1	1	9	9
Borrowers/members (%)	57	53	55	53	53	52	51	50
Members/FTE	396	424	415	413	408	404	403	405
Average shares/member (\$)	12,359	13,988	12,599	12,093	12,236	12,091	11,772	11,433
Average loan balance (\$)	16,413	18,826	17,873	17,786	17,808	17,266	16,795	15,856
Employees per million in assets	0.17	0.14	0.16	0.17	0.17	0.17	0.18	0.18
<b>Structure (%)</b>								
Fed CUs w/ single-sponsor	11.2	17.4	17.7	19.3	19.6	19.6	19.4	19.0
Fed CUs w/ community charter	17.7	27.4	27.4	26.1	25.6	25.1	24.7	23.7
Other Fed CUs	32.3	49.8	50.3	50.1	50.6	50.8	51.1	52.1
CUs state chartered	38.7	5.3	4.6	4.5	4.3	4.4	4.8	5.2

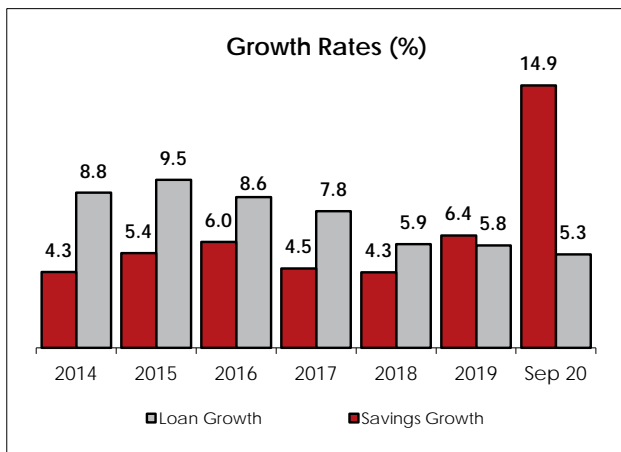
Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.

Source: NCUA and CUNA E&S.

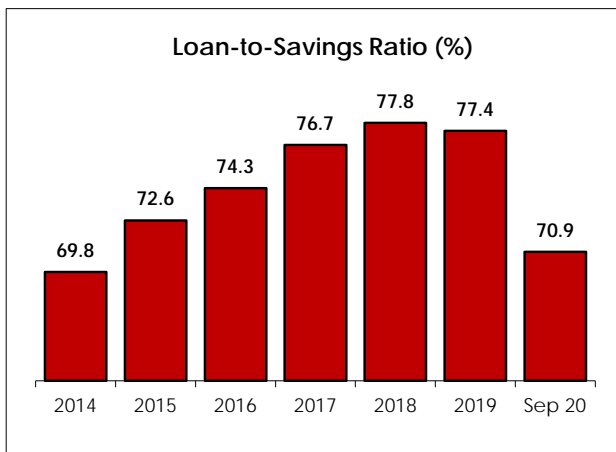
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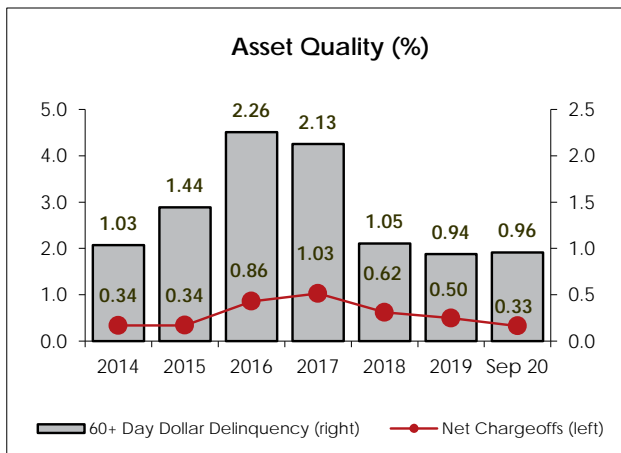
## Loan and Savings Growth Trends



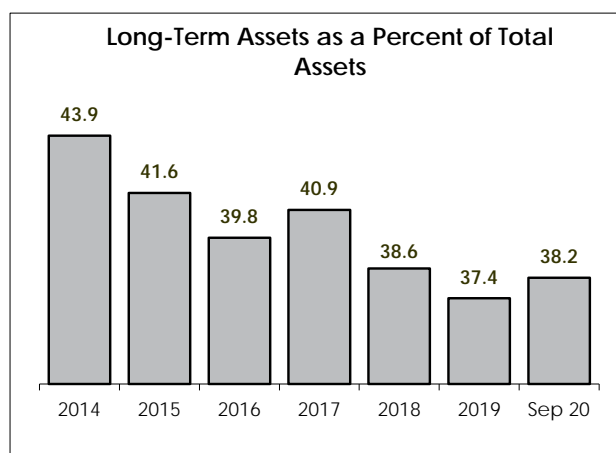
## Liquidity Trends



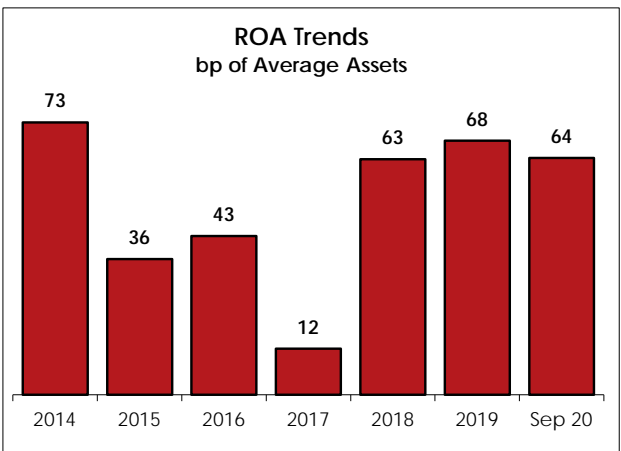
## Credit Risk Trends



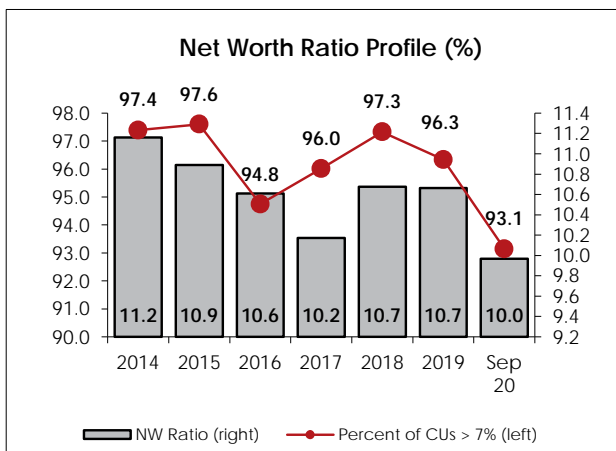
## Interest Rate Risk Trends



## Earnings Trends



## Solvency Trends

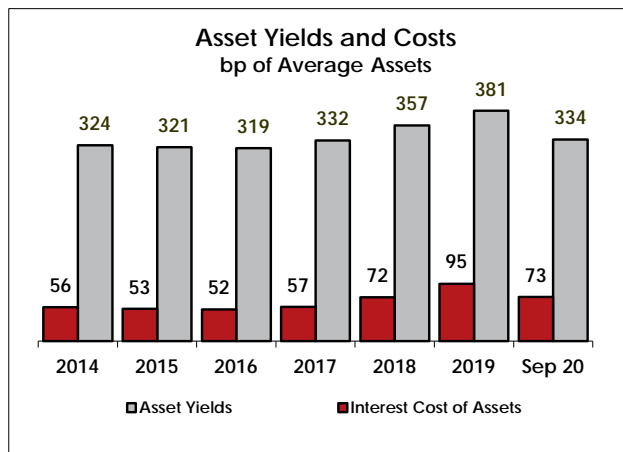




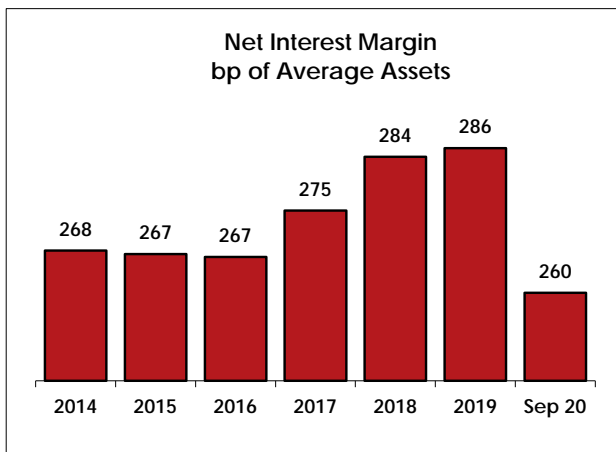
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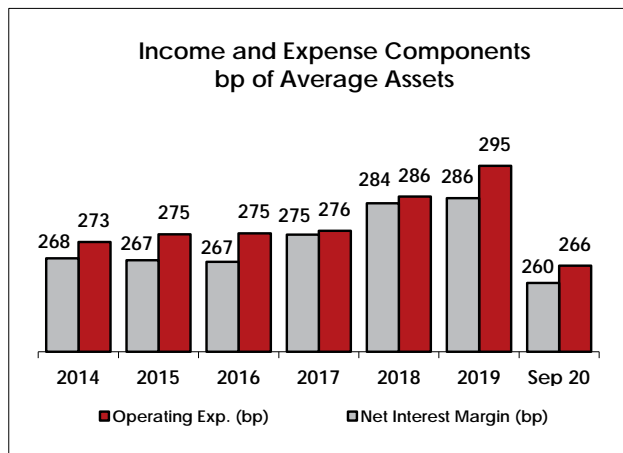
## Asset Yields and Funding Costs



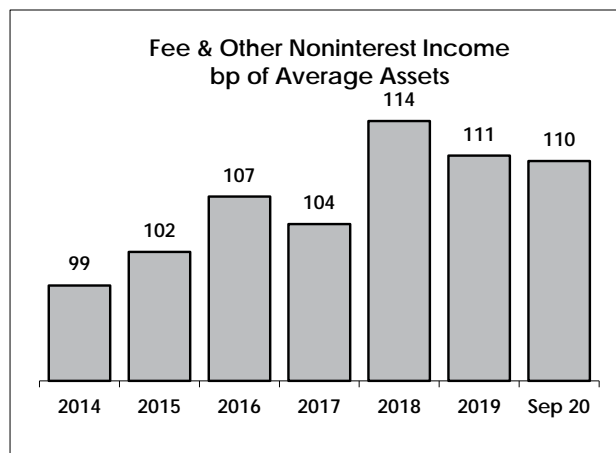
## Interest Margins



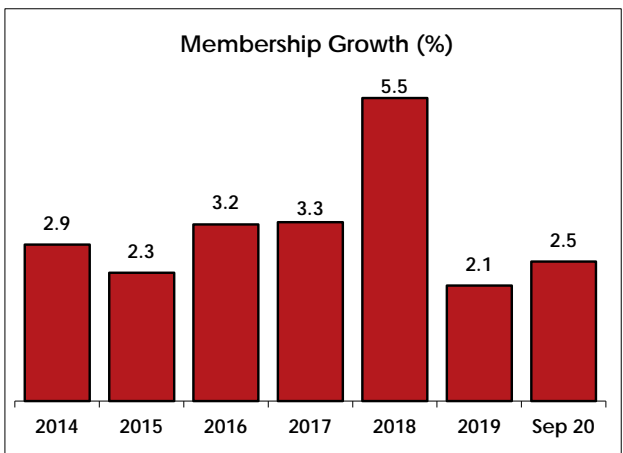
## Interest Margins & Overhead



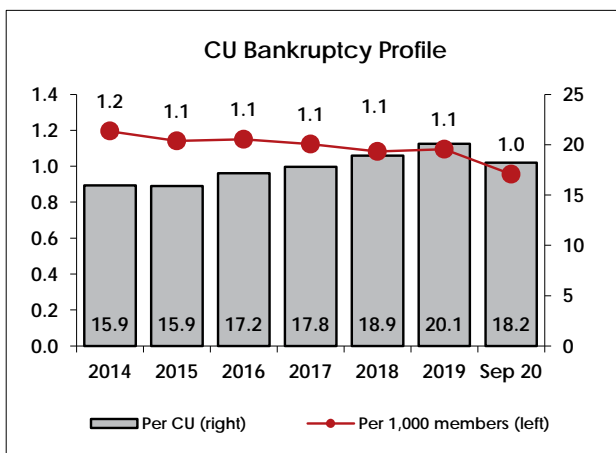
## Noninterest Income



## Membership Growth Trends



## Borrower Bankruptcies



## Overview: State Results by Asset Size

	NY	New York Credit Union Asset Groups - 2020						
	Jun 20	< \$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	> \$1 Bil
<b>Demographic Information</b>								
Number of CUs	321	140	59	37	36	19	9	21
Assets per CU (\$ mil)	312.2	7.7	33.4	69.9	145.2	347.6	682.9	3,648.6
Median assets (\$ mil)	29.0	6.8	32.3	69.8	133.6	349.5	645.9	2,296.5
Total assets (\$ mil)	100,232	1,078	1,968	2,587	5,227	6,605	6,146	76,621
Total loans (\$ mil)	60,710	474	937	1,306	2,831	4,333	3,999	46,830
Total surplus funds (\$ mil)	36,382	585	976	1,185	2,237	2,011	1,869	27,518
Total savings (\$ mil)	85,599	940	1,747	2,298	4,613	5,800	5,417	64,784
Total memberships (thousands)	6,120	151	212	223	401	494	441	4,198
<b>Growth Rates (%)</b>								
Total assets	14.0	10.3	14.2	14.2	16.3	13.6	13.1	14.1
Total loans	5.3	-3.7	-0.3	0.5	4.3	4.0	4.7	6.0
Total surplus funds	33.1	25.2	33.8	34.5	36.9	43.3	34.7	32.3
Total savings	14.9	11.7	15.3	15.7	18.0	13.6	14.9	15.0
Total memberships	2.5	-0.9	0.8	-0.5	0.6	1.4	1.7	3.7
% CUs with increasing assets	89.1	76.4	98.3	100.0	100.0	94.7	100.0	100.0
<b>Earnings - Basis Pts.</b>								
Yield on total assets	334	340	344	341	331	352	379	328
Dividend/interest cost of assets	73	32	32	44	45	62	66	79
Net interest margin	260	308	313	298	286	290	312	249
Fee & other income	110	66	99	82	83	121	143	110
Operating expense	266	324	330	310	291	340	344	247
Loss Provisions	41	15	23	14	22	28	46	45
Net Income (ROA) with Stab Exp	64	35	58	56	56	44	64	66
Net Income (ROA) without Stab Exp	64	35	58	56	56	44	64	66
% CUs with positive ROA	81.3	69.3	86.4	91.9	88.9	94.7	100.0	95.2
<b>Capital Adequacy (%)</b>								
Net worth/assets	10.0	12.5	10.6	10.7	10.8	9.3	10.5	9.9
% CUs with NW > 7% of assets	93.1	92.1	89.8	100.0	94.4	89.5	100.0	95.2
<b>Asset Quality</b>								
Delinquencies (60+ day \$)/loans (%)	0.96	1.23	0.71	1.16	1.00	0.68	1.49	0.93
Net chargeoffs/average loans (%)	0.33	0.25	0.43	0.25	0.25	0.33	0.52	0.31
Total borrower-bankruptcies	5,847	32	111	96	271	457	369	4,511
Bankruptcies per CU	18.2	0.2	1.9	2.6	7.5	24.1	41.0	214.8
Bankruptcies per 1000 members	1.0	0.2	0.5	0.4	0.7	0.9	0.8	1.1
<b>Asset/Liability Management (%)</b>								
Loans/savings	70.9	50.5	53.6	56.8	61.4	74.7	73.8	72.3
Loans/assets	60.6	44.0	47.6	50.5	54.2	65.6	65.1	61.1
Net Long-term assets/assets	38.2	17.5	23.9	29.6	35.2	34.2	36.9	39.8
Liquid assets/assets	15.0	35.0	30.2	24.4	22.4	17.0	11.8	13.6
Core deposits/shares & borrowings	52.3	86.0	80.3	74.6	67.4	58.6	60.1	48.1
<b>Productivity</b>								
Members/potential members (%)	1	5	3	2	4	4	7	1
Borrowers/members (%)	53	35	41	45	48	56	63	53
Members/FTE	424	449	426	429	388	333	347	451
Average shares/member (\$)	13,988	6,204	8,241	10,287	11,510	11,752	12,289	15,433
Average loan balance (\$)	18,826	9,000	10,783	13,053	14,594	15,784	14,480	20,901
Employees per million in assets	0.14	0.31	0.25	0.20	0.20	0.22	0.21	0.12
<b>Structure (%)</b>								
Fed CUs w/ single-sponsor	17.4	34.3	6.8	2.7	5.6	0.0	11.1	0.0
Fed CUs w/ community charter	27.4	10.0	33.9	45.9	58.3	31.6	44.4	28.6
Other Fed CUs	49.8	50.7	57.6	48.6	36.1	52.6	33.3	52.4
CUs state chartered	5.3	5.0	1.7	2.7	0.0	15.8	11.1	19.0

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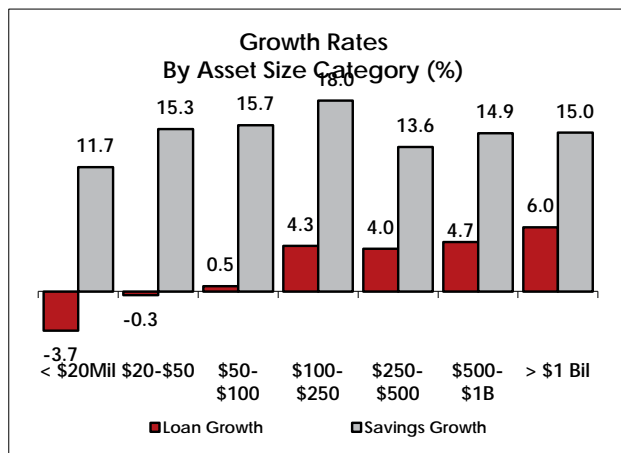
Source: NCUA and CUNA E&S.

# New York Credit Union Profile

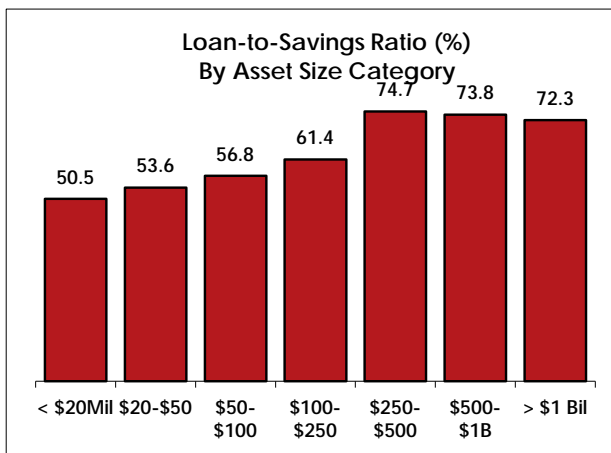
Third Quarter 2020

## Results By Asset Size

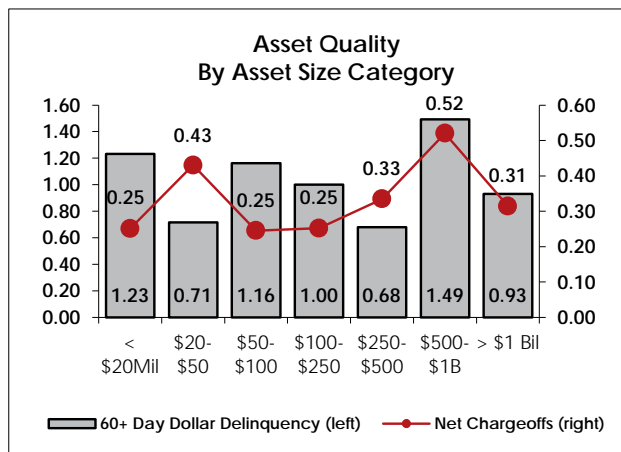
### Loan and Savings growth



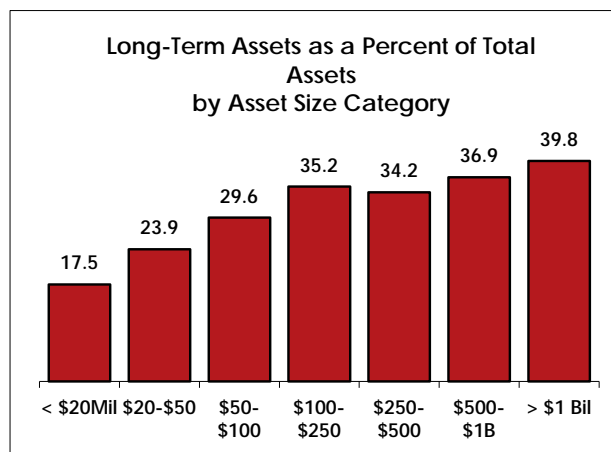
### Liquidity Risk Exposure



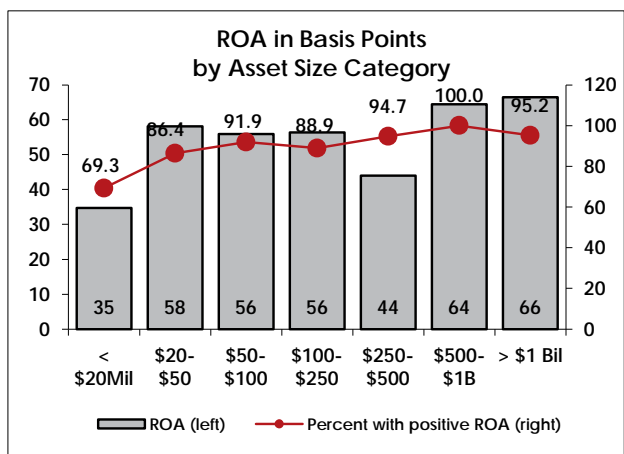
### Credit Risk Exposure



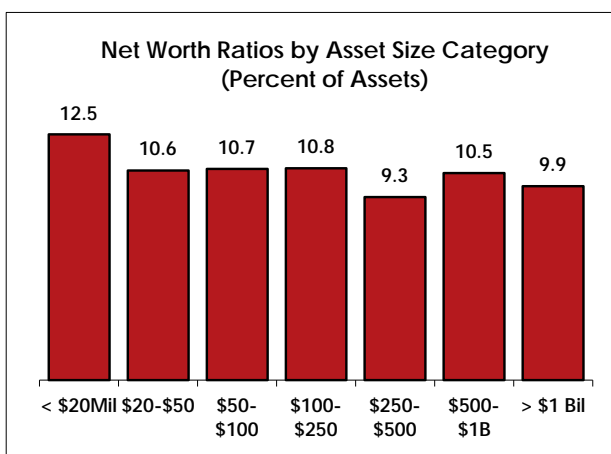
### Interest Rate Risk Exposure



### Earnings



### Solvency



## Overview: National Results by Asset Size

	U.S.	All U.S. Credit Unions Asset Groups - 2020						
Demographic Information	Sep 20	< \$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	> \$1 Bil
Number of CUs	5,240	1,835	972	693	726	368	278	368
Assets per CU (\$ mil)	344.9	7.7	32.9	71.8	158.2	349.6	704.6	3,456.5
Median assets (\$ mil)	42.2	6.7	31.8	70.6	149.4	341.8	692.4	1,931.8
Total assets (\$ mil)	1,807,169	14,047	31,955	49,774	114,858	128,659	195,892	1,271,985
Total loans (\$ mil)	1,179,976	6,446	15,323	26,125	67,529	80,863	129,832	853,858
Total surplus funds (\$ mil)	552,620	7,328	15,592	21,484	41,621	41,123	56,144	369,328
Total savings (\$ mil)	1,546,278	11,976	27,933	43,575	100,861	112,511	168,937	1,080,485
Total memberships (thousands)	125,112	2,000	3,272	4,646	9,821	10,151	14,277	80,946
<b>Growth Rates (%)</b>								
Total assets	16.1	9.0	12.2	13.2	14.4	15.0	15.7	17.4
Total loans	6.6	-3.5	-0.4	1.7	3.5	5.5	6.6	8.0
Total surplus funds	44.8	23.3	28.8	32.1	38.9	41.2	45.0	49.1
Total savings	18.2	10.3	13.6	14.5	15.8	16.4	17.3	19.9
Total memberships	3.4	-1.8	-0.6	-0.6	1.5	1.2	2.1	5.6
<i>% CUs with increasing assets</i>	93.3	82.8	97.8	99.4	99.6	99.2	98.9	99.7
<b>Earnings - Basis Pts.</b>								
Yield on total assets	361	361	346	346	352	352	357	365
Dividend/interest cost of assets	74	40	41	43	50	58	63	82
Net interest margin	287	321	304	303	302	294	293	283
Fee & other income	137	84	99	119	133	142	144	138
Operating expense	303	347	345	353	358	353	343	283
Loss Provisions	56	23	18	21	26	30	39	67
Net Income (ROA) with Stab Exp	65	35	41	48	50	53	56	71
Net Income (ROA) without Stab Exp	65	35	41	48	50	53	56	71
<i>% CUs with positive ROA</i>	82.0	70.0	83.6	86.7	88.3	91.8	93.9	97.0
<b>Capital Adequacy (%)</b>								
Net worth/assets	10.4	14.3	12.0	11.5	10.8	10.5	10.3	10.3
<i>% CUs with NW &gt; 7% of assets</i>	96.7	95.0	96.8	96.5	97.7	98.6	98.9	99.7
<b>Asset Quality</b>								
Delinquencies (60+ day \$)/loans (%)	0.54	1.24	0.82	0.69	0.59	0.54	0.56	0.52
Net chargeoffs/average loans (%)	0.47	0.44	0.37	0.37	0.37	0.37	0.40	0.51
Total borrower-bankruptcies	155,188	1,664	3,257	4,632	10,485	12,353	19,351	103,446
Bankruptcies per CU	29.6	0.9	3.4	6.7	14.4	33.6	69.6	281.1
Bankruptcies per 1000 members	1.2	0.8	1.0	1.0	1.1	1.2	1.4	1.3
<b>Asset/Liability Management</b>								
Loans/savings	76.3	53.8	54.9	60.0	67.0	71.9	76.9	79.0
Loans/assets	65.3	45.9	48.0	52.5	58.8	62.9	66.3	67.1
Net Long-term assets/assets	34.1	10.7	18.8	23.4	28.2	31.0	35.2	35.8
Liquid assets/assets	17.2	35.5	30.5	26.4	21.6	18.7	16.1	15.9
Core deposits/shares & borrowings	52.4	81.1	73.3	69.4	64.2	59.9	58.0	48.2
<b>Productivity</b>								
Members/potential members (%)	3	6	3	3	3	2	3	3
Borrowers/members (%)	57	44	63	60	57	56	54	58
Members/FTE	396	421	413	380	350	344	350	421
Average shares/member (\$)	12,359	5,988	8,537	9,380	10,270	11,084	11,833	13,348
Average loan balance (\$)	16,413	7,314	7,457	9,366	12,162	14,195	16,746	18,103
Employees per million in assets	0.17	0.34	0.25	0.25	0.24	0.23	0.21	0.15
<b>Structure (%)</b>								
Fed CUs w/ single-sponsor	11.2	23.9	8.6	3.5	2.9	1.9	1.8	2.4
Fed CUs w/ community charter	17.7	8.8	20.8	26.1	28.8	22.8	19.1	9.5
Other Fed CUs	32.3	37.4	32.7	31.3	26.4	26.1	25.9	31.0
CUs state chartered	38.7	29.9	37.9	39.1	41.9	49.2	53.2	57.1

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.

### Portfolio: State Trends

	U.S.	New York Credit Unions						
Growth Rates	Sep 20	Sep 20	2019	2018	2017	2016	2015	2014
Credit cards	-4.9%	-10.2%	3.6%	5.1%	4.1%	3.9%	2.6%	5.1%
Other unsecured loans	17.6%	9.7%	1.7%	4.9%	13.5%	7.6%	7.0%	7.5%
New automobile	-3.7%	-6.0%	-0.1%	17.6%	-6.9%	17.3%	17.2%	17.4%
Used automobile	4.4%	2.2%	8.2%	14.4%	11.2%	9.4%	11.9%	11.4%
First mortgage	12.9%	11.2%	8.0%	7.1%	10.1%	11.8%	10.1%	10.9%
HEL & 2nd Mtg	-5.3%	-4.1%	0.9%	5.0%	6.8%	3.8%	9.9%	-0.3%
Commercial loans*	16.6%	4.8%	2.5%	-13.8%	-8.2%	1.8%	6.7%	13.4%
Share drafts	33.7%	27.7%	6.2%	2.6%	10.9%	14.3%	14.9%	10.2%
Certificates	1.8%	-3.0%	12.5%	6.7%	10.1%	2.8%	-1.2%	-0.1%
IRAs	3.9%	1.8%	1.9%	-0.3%	-0.2%	1.1%	-0.3%	-1.9%
Money market shares	20.6%	16.1%	10.3%	2.5%	-1.5%	4.1%	2.5%	-0.7%
Regular shares	22.7%	22.5%	2.5%	5.8%	4.5%	7.3%	9.4%	7.4%
<b>Portfolio \$ Distribution</b>								
Credit cards/total loans	5.2%	3.1%	3.7%	3.8%	3.8%	3.9%	4.1%	4.4%
Other unsecured loans/total loans	4.6%	6.3%	5.9%	6.2%	6.2%	5.9%	6.0%	6.1%
New automobile/total loans	12.1%	8.2%	9.0%	9.6%	8.6%	10.0%	9.2%	8.6%
Used automobile/total loans	20.3%	11.2%	11.3%	11.1%	10.3%	9.9%	9.9%	9.6%
First mortgage/total loans	43.6%	47.3%	45.6%	44.7%	44.2%	43.3%	42.0%	41.8%
HEL & 2nd Mtg/total loans	7.4%	14.4%	15.5%	16.3%	16.4%	16.6%	17.4%	17.3%
Commercial loans/total loans	7.9%	10.1%	10.2%	10.5%	12.9%	15.2%	16.2%	16.6%
Share drafts/total savings	17.6%	14.1%	12.7%	12.8%	13.0%	12.2%	11.3%	10.4%
Certificates/total savings	18.4%	18.9%	22.6%	21.4%	20.9%	19.8%	20.5%	21.8%
IRAs/total savings	5.5%	5.0%	5.5%	5.8%	6.0%	6.3%	6.6%	7.0%
Money market shares/total savings	21.0%	20.7%	20.6%	19.9%	20.3%	21.5%	21.9%	22.5%
Regular shares/total savings	35.6%	39.7%	36.9%	38.3%	37.7%	37.7%	37.3%	35.9%
<b>Percent of CUs Offering</b>								
Credit cards	62.9%	54.8%	53.7%	52.5%	51.1%	50.0%	47.9%	46.4%
Other unsecured loans	99.4%	98.8%	98.5%	98.5%	99.4%	98.3%	97.1%	96.1%
New automobile	95.9%	87.5%	86.3%	85.5%	85.5%	84.5%	85.6%	84.9%
Used automobile	96.9%	88.2%	87.5%	86.9%	86.6%	85.4%	86.2%	84.9%
First mortgage	70.2%	68.2%	67.1%	65.0%	64.2%	63.3%	63.0%	63.0%
HEL & 2nd Mtg	69.1%	69.2%	69.2%	70.6%	69.0%	68.8%	68.1%	68.0%
Commercial loans	35.6%	28.7%	27.4%	28.2%	27.0%	28.5%	29.0%	26.6%
Share drafts	81.4%	78.8%	77.1%	76.6%	76.1%	76.2%	75.0%	74.0%
Certificates	82.7%	74.1%	73.5%	73.3%	72.2%	71.3%	70.5%	69.5%
IRAs	69.7%	58.6%	57.0%	56.4%	56.0%	55.8%	55.1%	55.7%
Money market shares	53.5%	45.2%	44.5%	43.9%	42.6%	42.0%	40.7%	39.8%
<b>Number of Loans as a Percent of Members in Offering CUs</b>								
Credit cards	18.6%	17.0%	17.1%	16.2%	16.4%	16.2%	16.3%	16.7%
Other unsecured loans	11.2%	13.5%	15.1%	15.0%	15.4%	15.3%	14.9%	14.8%
New automobile	6.1%	4.3%	4.5%	4.5%	4.2%	4.6%	4.2%	3.9%
Used automobile	14.9%	8.5%	8.5%	8.2%	8.0%	7.7%	7.5%	7.4%
First mortgage	2.5%	2.7%	2.6%	2.6%	2.6%	2.6%	2.5%	2.4%
HEL & 2nd Mtg	1.9%	3.2%	3.4%	3.4%	3.5%	3.5%	3.6%	3.5%
Commercial loans	0.2%	0.3%	0.3%	0.3%	0.4%	0.5%	0.5%	0.5%
Share drafts	60.2%	60.8%	60.7%	58.9%	59.3%	58.8%	57.2%	55.7%
Certificates	7.8%	8.7%	9.1%	8.8%	9.2%	9.2%	9.7%	10.3%
IRAs	3.8%	4.3%	4.7%	4.8%	5.0%	5.2%	5.4%	5.6%
Money market shares	7.0%	7.6%	7.6%	7.1%	7.4%	7.6%	7.9%	8.2%

Current period flow statistics are trailing four quarters.

\*Prior to third quarter 2017, these were reported as member business loans. This change may cause fluctuations from prior cycles.  
Source: NCUA and CUNA E&S.

### Portfolio Detail: State Results by Asset Size

Growth Rates	NY	New York Credit Union Asset Groups - 2020						
	Sep 20	< \$20 Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1Bil	> \$1Bil
Credit cards	-10.2%	-13.6%	-10.7%	-11.6%	-5.5%	-9.6%	-10.8%	-10.3%
Other unsecured loans	9.7%	-9.5%	-4.3%	-4.0%	0.9%	16.1%	-30.2%	18.0%
New automobile	-6.0%	-7.2%	-2.5%	-3.6%	2.6%	-5.7%	8.9%	-7.9%
Used automobile	2.2%	-0.5%	-2.2%	0.1%	10.3%	2.4%	8.9%	1.2%
First mortgage	11.2%	7.1%	5.2%	8.1%	5.9%	11.0%	2.3%	12.2%
HEL & 2nd Mtg	-4.1%	-11.6%	-5.7%	-7.9%	2.0%	-1.5%	15.2%	-6.0%
Commercial loans*	4.8%	8.6%	-11.3%	11.1%	-6.0%	2.8%	9.4%	4.8%
Share drafts	27.7%	25.1%	28.1%	26.7%	27.5%	27.5%	22.0%	28.8%
Certificates	-3.0%	23.6%	6.5%	0.1%	3.8%	-7.7%	-3.7%	-3.1%
IRAs	1.8%	7.4%	1.4%	-0.4%	0.8%	3.4%	2.7%	1.6%
Money market shares	16.1%	-6.3%	10.6%	16.0%	14.8%	10.8%	14.5%	16.7%
Regular shares	22.5%	10.6%	14.8%	16.8%	21.6%	23.0%	20.9%	24.2%
<b>Portfolio \$ Distribution</b>								
Credit cards/total loans	3.1%	1.7%	4.3%	3.7%	3.1%	3.5%	4.4%	2.9%
Other unsecured loans/total loans	6.3%	21.8%	12.1%	9.0%	6.0%	6.6%	5.9%	6.0%
New automobile/total loans	8.2%	18.7%	12.0%	9.3%	10.3%	8.0%	9.6%	7.8%
Used automobile/total loans	11.2%	22.5%	19.9%	17.4%	16.1%	15.8%	17.6%	9.5%
First mortgage/total loans	47.3%	17.6%	29.7%	37.1%	40.6%	40.9%	33.8%	50.4%
HEL & 2nd Mtg/total loans	14.4%	9.6%	12.1%	13.6%	15.6%	19.2%	17.5%	13.7%
Commercial loans/total loans	10.1%	2.0%	1.0%	4.1%	3.6%	6.0%	7.0%	11.5%
Share drafts/total savings	14.1%	12.5%	18.6%	17.8%	19.3%	20.0%	16.8%	12.8%
Certificates/total savings	18.9%	7.9%	9.2%	10.4%	12.1%	17.0%	14.3%	20.7%
IRAs/total savings	5.0%	1.2%	2.6%	3.7%	4.8%	5.0%	4.8%	5.2%
Money market shares/total savings	20.7%	3.1%	6.6%	8.9%	12.6%	16.7%	18.2%	22.9%
Regular shares/total savings	39.7%	73.5%	61.8%	56.8%	48.4%	39.8%	43.2%	37.1%
<b>Percent of CUs Offering</b>								
Credit cards	54.8%	18.6%	71.2%	78.4%	83.3%	100.0%	100.0%	100.0%
Other unsecured loans	98.8%	97.9%	98.3%	100.0%	100.0%	100.0%	100.0%	100.0%
New automobile	87.5%	72.9%	98.3%	100.0%	100.0%	100.0%	88.9%	100.0%
Used automobile	88.2%	74.3%	98.3%	100.0%	100.0%	100.0%	100.0%	95.2%
First mortgage	68.2%	32.9%	88.1%	97.3%	100.0%	100.0%	100.0%	100.0%
HEL & 2nd Mtg	69.2%	36.4%	89.8%	94.6%	94.4%	100.0%	100.0%	100.0%
Commercial loans	28.7%	5.0%	22.0%	37.8%	47.2%	73.7%	88.9%	90.5%
Share drafts	78.8%	53.6%	98.3%	97.3%	97.2%	100.0%	100.0%	100.0%
Certificates	74.1%	47.1%	93.2%	89.2%	100.0%	100.0%	88.9%	100.0%
IRAs	58.6%	22.9%	71.2%	81.1%	97.2%	100.0%	100.0%	100.0%
Money market shares	45.2%	12.1%	49.2%	59.5%	86.1%	89.5%	88.9%	100.0%
<b>Number of Loans as a Percent of Members in Offering CUs</b>								
Credit cards	17.0%	12.8%	13.1%	15.8%	14.2%	16.8%	18.4%	17.4%
Other unsecured loans	13.5%	17.3%	14.1%	12.2%	11.4%	11.8%	13.3%	13.9%
New automobile	4.3%	3.9%	2.9%	3.0%	3.8%	4.0%	4.7%	4.5%
Used automobile	8.5%	6.8%	8.0%	8.3%	9.3%	11.3%	12.3%	7.7%
First mortgage	2.7%	1.6%	1.7%	2.1%	3.1%	2.8%	2.9%	2.7%
HEL & 2nd Mtg	3.2%	1.9%	1.8%	2.0%	3.3%	3.8%	4.5%	3.2%
Commercial loans	0.3%	2.3%	0.2%	0.4%	0.4%	0.5%	0.3%	0.2%
Share drafts	60.8%	38.2%	47.0%	49.3%	56.8%	55.2%	54.4%	64.4%
Certificates	8.7%	4.2%	5.0%	5.9%	7.2%	7.5%	6.9%	9.6%
IRAs	4.3%	1.6%	2.1%	3.3%	3.5%	3.8%	4.0%	4.6%
Money market shares	7.6%	3.4%	3.2%	3.4%	3.9%	5.3%	7.5%	8.4%

Current period flow statistics are trailing four quarters.

\*Prior to third quarter 2017, these were reported as member business loans. This change may cause fluctuations from prior cycles.

Source: NCUA and CUNA E&S.

### Portfolio Detail: National Results by Asset Size

	U.S.	All U.S. Credit Unions Asset Groups - 2020						
	Sep 20	< \$20 Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1Bil	> \$1Bil
<b>Growth Rates</b>								
Credit cards	-4.9%	-12.5%	-11.1%	-10.5%	-9.3%	-8.7%	-9.7%	-3.6%
Other unsecured loans	17.6%	-10.0%	-4.5%	-0.8%	5.6%	12.8%	23.2%	22.3%
New automobile	-3.7%	-4.5%	-3.6%	-4.1%	-4.9%	-1.9%	-5.6%	-2.8%
Used automobile	4.4%	-1.7%	-1.0%	1.0%	2.1%	3.1%	2.3%	6.7%
First mortgage	12.9%	3.3%	5.7%	9.2%	10.4%	13.0%	14.4%	13.5%
HEL & 2nd Mtg	-5.3%	-10.4%	-3.1%	-4.2%	-4.6%	-4.2%	-4.6%	-5.0%
Commercial loans*	16.6%	-2.4%	2.9%	11.2%	11.9%	13.2%	18.4%	17.4%
Share drafts	33.7%	21.0%	22.5%	24.3%	25.7%	25.4%	29.5%	38.9%
Certificates	1.8%	5.2%	5.3%	3.4%	2.9%	3.8%	2.8%	1.6%
IRAs	3.9%	-2.0%	0.4%	1.4%	2.2%	3.3%	3.0%	4.8%
Money market shares	20.6%	7.6%	10.2%	12.1%	14.0%	15.4%	16.2%	22.9%
Regular shares	22.7%	10.8%	15.1%	16.9%	19.7%	21.4%	22.2%	25.5%
<b>Portfolio \$ Distribution</b>								
Credit cards/total loans	5.2%	2.2%	3.3%	3.3%	3.3%	3.6%	3.3%	5.9%
Other unsecured loans/total loans	4.6%	14.4%	8.5%	6.4%	5.3%	4.9%	4.7%	4.3%
New automobile/total loans	12.1%	22.8%	15.8%	13.6%	12.1%	12.5%	11.6%	12.0%
Used automobile/total loans	20.3%	36.3%	31.5%	29.1%	27.0%	25.2%	22.9%	18.3%
First mortgage/total loans	43.6%	9.9%	24.2%	30.5%	35.1%	37.8%	42.1%	46.0%
HEL & 2nd Mtg/total loans	7.4%	4.6%	8.3%	8.9%	8.4%	8.9%	8.0%	7.1%
Commercial loans/total loans	7.9%	0.6%	1.6%	4.1%	5.6%	6.9%	10.2%	8.1%
Share drafts/total savings	17.6%	10.3%	16.7%	18.7%	20.2%	20.7%	21.8%	16.4%
Certificates/total savings	18.4%	10.8%	12.1%	13.1%	15.0%	16.6%	17.5%	19.6%
IRAs/total savings	5.5%	2.5%	4.5%	5.1%	5.3%	5.1%	5.0%	5.7%
Money market shares/total savings	21.0%	3.2%	8.2%	10.6%	13.5%	16.3%	17.1%	23.8%
Regular shares/total savings	35.6%	71.0%	56.7%	50.9%	44.2%	39.6%	36.9%	32.7%
<b>Percent of CUs Offering</b>								
Credit cards	62.9%	23.1%	72.9%	85.6%	87.5%	89.9%	93.9%	94.0%
Other unsecured loans	99.4%	98.3%	99.8%	100.0%	100.0%	100.0%	100.0%	100.0%
New automobile	95.9%	88.4%	99.7%	100.0%	99.9%	100.0%	99.6%	100.0%
Used automobile	96.9%	91.5%	99.7%	99.9%	99.9%	100.0%	100.0%	99.7%
First mortgage	70.2%	26.9%	82.4%	94.5%	98.9%	100.0%	100.0%	99.7%
HEL & 2nd Mtg	69.1%	27.1%	79.4%	91.9%	97.1%	98.6%	100.0%	100.0%
Commercial loans	35.6%	4.6%	18.5%	40.1%	63.6%	76.9%	87.8%	89.9%
Share drafts	81.4%	49.4%	96.6%	99.1%	99.3%	100.0%	100.0%	99.5%
Certificates	82.7%	56.5%	93.7%	96.1%	98.6%	99.2%	99.3%	98.9%
IRAs	69.7%	30.1%	79.1%	90.2%	96.7%	98.6%	99.6%	99.5%
Money market shares	53.5%	12.0%	52.7%	71.6%	86.0%	92.7%	92.8%	96.5%
<b>Number of Loans as a Percent of Members in Offering CUs</b>								
Credit cards	18.6%	14.1%	13.3%	13.5%	14.2%	15.9%	15.3%	20.5%
Other unsecured loans	11.2%	18.0%	16.9%	14.4%	12.5%	11.3%	10.3%	10.7%
New automobile	6.1%	5.3%	9.5%	7.9%	5.5%	5.6%	5.4%	6.1%
Used automobile	14.9%	12.3%	20.0%	18.1%	16.5%	16.4%	15.8%	14.1%
First mortgage	2.5%	1.2%	1.7%	2.5%	2.7%	2.6%	2.6%	2.5%
HEL & 2nd Mtg	1.9%	1.2%	1.4%	1.6%	1.8%	2.0%	1.9%	1.9%
Commercial loans	0.2%	0.7%	0.5%	0.4%	0.4%	0.3%	0.3%	0.2%
Share drafts	60.2%	33.2%	44.4%	48.6%	53.9%	56.4%	59.4%	63.3%
Certificates	7.8%	4.8%	5.1%	5.4%	6.2%	6.7%	6.9%	8.7%
IRAs	3.8%	2.1%	2.6%	2.9%	3.2%	3.4%	3.4%	4.1%
Money market shares	7.0%	3.7%	3.5%	3.3%	4.2%	4.7%	5.2%	8.2%

Current period flow statistics are trailing four quarters.

\*Prior to third quarter 2017, these were reported as member business loans. This change may cause fluctuations from prior cycles.

Source: NCUA and CUNA E&S.

## New York CU Profile - Quarterly Trends

	U.S.	New York Credit Unions				
	Sep 20	Sep 20	Jun 20	Mar 20	Dec 19	Sep 19
<b>Demographic Information</b>						
Number CUs	5,241	321	324	326	328	331
<b>Growth Rates (Quarterly % Change)</b>						
Total loans	1.7	1.6	1.1	0.3	1.9	1.8
Credit cards	-0.4	-0.9	-7.2	-4.9	2.7	1.8
Other unsecured loans	2.3	3.6	12.0	-5.1	-0.1	1.4
New automobile	0.1	-1.1	-3.3	-1.7	0.2	2.6
Used automobile	1.9	3.1	-0.5	-0.3	0.2	2.0
First mortgage	2.8	2.1	3.1	1.9	3.6	2.7
HEL & 2nd Mtg	-1.8	0.1	-2.7	-1.6	0.3	0.0
Commercial loans*	3.0	-0.8	2.7	0.2	2.6	3.7
Total savings	2.6	1.3	8.0	3.2	1.8	0.1
Share drafts	3.0	-0.7	18.9	6.2	2.1	-3.1
Certificates	-2.1	-3.0	-4.0	1.4	2.7	3.1
IRAs	1.0	0.4	0.7	0.9	-0.3	1.0
Money market shares	5.9	4.1	5.6	2.9	2.6	2.5
Regular shares	3.2	3.2	13.4	3.8	1.1	-1.6
Total memberships	1.2	0.7	0.3	0.7	1.0	0.1
<b>Earnings (Basis Points)</b>						
Yield on total assets	338	318	338	341	378	386
Dividend/interest cost of assets	63	58	74	87	105	96
Fee & other income	145	115	104	97	119	112
Operating expense	291	255	260	280	278	281
Loss Provisions	50	37	52	34	28	34
Net Income (ROA)	80	89	61	38	85	86
% CUs with positive ROA	82	81	82	81	87	85
<b>Capital Adequacy (%)</b>						
Net worth/assets	10.5	10.0	9.9	10.4	10.7	10.6
% CUs with NW > 7% of assets	96.8	93.1	91.0	95.4	96.3	96.7
<b>Asset Quality (%)</b>						
Loan delinquency rate - Total loans	0.55	0.96	1.15	0.92	0.94	0.96
Total Consumer	0.58	0.94	1.06	1.10	1.14	1.08
Credit Cards	0.87	1.07	1.29	1.53	1.54	1.47
All Other Consumer	0.54	0.92	1.04	1.06	1.10	1.04
Total Mortgages	0.52	0.98	1.21	0.80	0.82	0.88
First Mortgages	0.50	0.84	1.18	0.76	0.79	0.88
All Other Mortgages	0.59	1.43	1.31	0.93	0.89	0.87
Total Commercial Loans	0.83	2.77	4.15	2.70	2.47	2.82
Commercial Ag Loans	1.32	0.00	0.00	0.00	0.00	0.00
All Other Commercial Loans	0.81	2.79	4.18	2.72	2.49	2.84
Net chargeoffs/average loans	0.38	0.28	0.32	0.39	0.42	0.70
Total Consumer	0.77	0.70	0.82	0.98	1.03	1.73
Credit Cards	2.46	2.18	3.02	2.85	2.57	2.19
All Other Consumer	0.56	0.57	0.61	0.79	0.87	1.68
Total Mortgages	0.02	0.02	0.02	0.02	0.03	0.03
First Mortgages	0.02	0.02	0.01	0.01	0.01	0.03
All Other Mortgages	0.00	0.04	0.03	0.05	0.07	0.03
Total Commercial Loans	0.35	0.94	0.48	0.24	1.80	1.58
Commercial Ag Loans	0.03	0.00	0.00	0.00	0.00	0.00
All Other Commercial Loans	0.36	0.94	0.48	0.24	1.82	1.59
<b>Asset/Liability Management</b>						
Loans/savings	75.5	70.4	70.1	74.9	77.1	77.1

Earnings & net chargeoffs are annualized quarterly results not seasonally adjusted. Growth rates are not annualized. Delinquency rates are 60+ day dollar delinquencies. Net chargeoffs are dollar chargeoffs net of recoveries. Totals include only credit unions that are released on the NCUA 5300 Call Report file.

\*Prior to third quarter 2017, these were reported as member business loans. This change may cause fluctuations from prior cycles.

Source: NCUA and CUNA E&S.



# New York Credit Union Profile

Third Quarter 2020

## Bank Comparisons

	NY Credit Unions				NY Banks			
	Sep 20	2019	2018	3 Yr Avg	Sep 20	2019	2018	3 Yr Avg
<b>Demographic Information</b>								
Number of Institutions	321	327	337	328	137	142	137	139
Assets per Institution (\$ mil)	312	274	249	278	10,169	8,526	7,615	8,770
Total assets (\$ mil)	100,232	89,502	83,906	91,213	1,393,133	1,210,659	1,043,259	1,215,684
Total loans (\$ mil)	60,710	58,681	55,460	58,284	610,077	565,766	494,817	556,886
Total surplus funds (\$ mil)	36,382	27,642	25,644	29,889	645,733	498,663	446,366	530,254
Total savings (\$ mil)	85,599	75,798	71,253	77,550	1,108,815	933,156	814,985	952,319
Avg number of branches (1)	3	3	3	3	22	21	23	22
<b>12 Month Growth Rates (%)</b>								
Total assets	14.0	6.7	3.7	8.1	18.8	7.2	4.4	10.1
Total loans	5.3	5.8	5.9	5.7	11.5	5.7	8.5	8.6
Real estate loans	7.2	6.1	6.5	6.6	5.5	4.1	5.1	4.9
Commercial loans*	4.8	2.5	-13.8	-2.2	29.4	5.2	11.7	15.4
Total consumer	1.6	6.5	14.2	7.4	23.2	21.2	22.2	22.2
Consumer credit card	-10.2	3.6	5.1	-0.5	156.9	332.2	15.7	168.3
Other consumer	3.2	6.9	15.7	8.6	18.2	15.6	22.3	18.7
Total surplus funds	33.1	7.8	-1.2	13.2	28.1	1.4	-1.3	9.4
Total savings	14.9	6.4	4.3	8.5	24.1	8.6	4.0	12.2
<b>YTD Earnings Annualized (BP)</b>								
Yield on Total Assets	334	381	357	357	216	297	296	270
Dividend/Interest cost of assets	73	95	72	80	53	111	85	83
Net Interest Margin	260	286	284	277	163	187	211	187
Fee and other income (2)	110	111	114	111	130	129	146	135
Operating expense	266	295	286	282	189	209	229	209
Loss provisions	41	33	48	41	37	9	10	19
Net income	64	68	63	65	67	97	117	94
<b>Capital Adequacy (%)</b>								
Net worth/assets	10.0	10.7	10.7	10.4	9.8	10.8	11.9	10.8
<b>Asset Quality (%)</b>								
Delinquencies/loans (3)	0.96	0.94	1.05	0.98	1.04	0.64	0.65	0.78
Real estate loans	0.98	0.82	0.66	0.82	0.98	0.76	0.70	0.81
Consumer loans	2.74	1.91	2.69	2.45	1.47	0.82	0.90	1.07
Total consumer	0.26	0.85	1.28	0.80	0.44	0.35	0.34	0.38
Consumer credit card	1.07	1.54	1.37	1.33	0.89	0.35	0.70	0.65
Other consumer	0.16	0.74	1.27	0.73	0.41	0.35	0.34	0.37
Net chargeoffs/avg loans	0.33	0.50	0.62	0.48	0.21	0.16	0.14	0.17
Real estate loans	0.02	0.03	0.05	0.03	0.04	0.02	0.01	0.02
Commercial loans	0.32	0.46	2.36	1.05	0.47	0.31	0.42	0.40
Total consumer	0.99	1.49	1.21	1.23	1.04	1.30	0.97	1.10
Consumer credit card	2.66	2.37	2.17	2.40	2.85	1.21	3.04	2.37
Other consumer	0.77	1.36	1.06	1.06	0.90	1.30	0.93	1.05
<b>Asset Liability Management (%)</b>								
Loans/savings	70.9	77.4	77.8	75.4	55.0	60.6	60.7	58.8
Loans/assets	60.6	65.6	66.1	64.1	43.3	46.4	47.1	45.6
Core deposits/total deposits	53.8	49.6	51.0	51.5	39.9	31.3	31.7	34.3
<b>Productivity</b>								
Employees per million assets	0.14	0.16	0.17	0.16	0.06	0.07	0.09	0.07

\*Prior to third quarter 2017, these were reported as member business loans. This change may cause fluctuations from prior cycles.

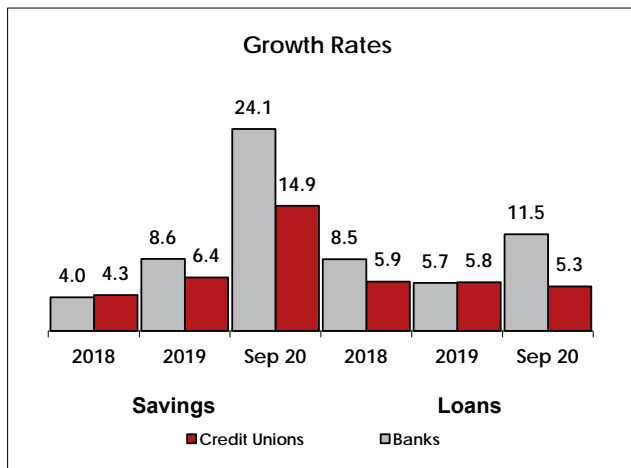
Source: FDIC, NCUA and CUNA E&S

# New York Credit Union Profile

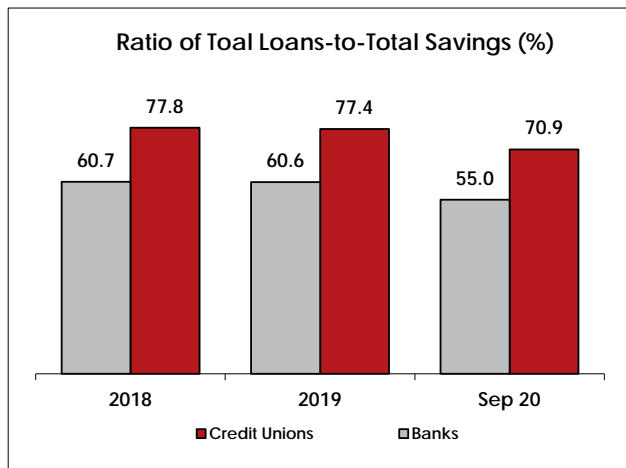
Third Quarter 2020

## Credit Union and Bank Comparisons

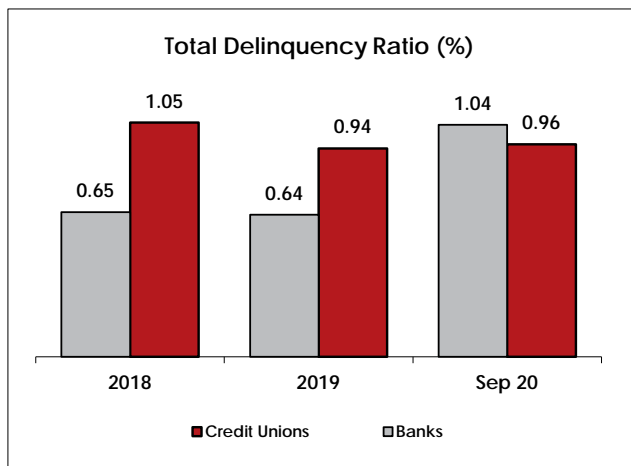
### Loan and Savings Growth Trends



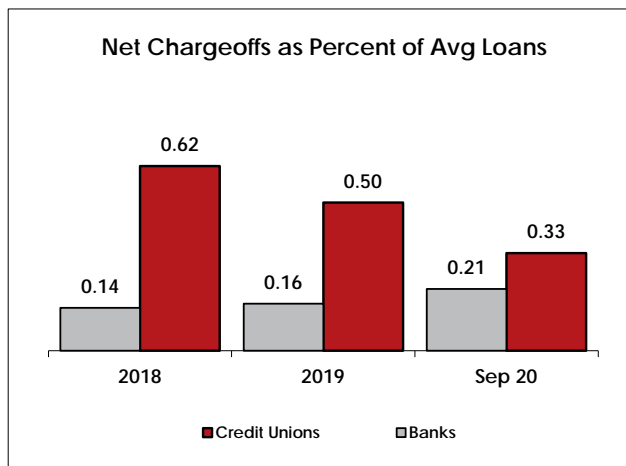
### Liquidity Risk Trends



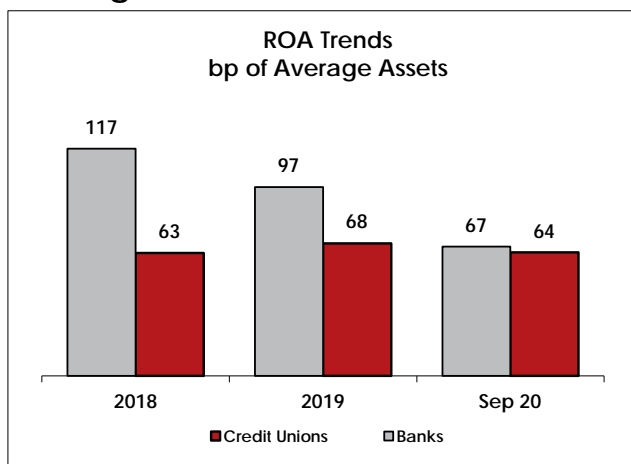
### Credit Risk Trends



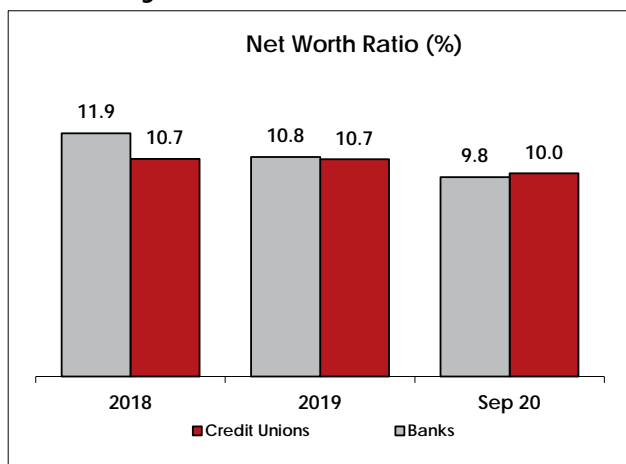
### Credit Risk Trends



### Earnings Trends



### Solvency Trends



**New York CU Mergers/Liquidations 2010-3Q '20**

Year	No. of NY CUs	No. of NY Mergers/Liquidations	Percentage of NY CUs Mergers/Liquidations
2010	442	16	3.62%
2011	430	12	2.79%
2012	419	11	2.63%
2013	396	23	5.81%
2014	384	12	3.13%
2015	378	8	2.12%
2016	368	10	2.72%
2017	355	11	3.10%
2018	342	13	3.80%
2019	331	10	3.02%
2020	321	11	3.43%

**Recent New York CU Mergers/Liquidations\***

Merged/Liquidated CU	City	Assets	Members	Branches	Type	Surviving CU	City	State	Assets	Members	Branches
City of Schenectady EFCU	Schenectady	3,248,127	713	1	M	Capital Communications FCU	Albany	NY	2,228,253,708	147,088	12
Electchester FCU	Flushing	400,121	199	1	M	Consumers FCU	Brooklyn	NY	63,966,542	2,385	2
Epiphany FCU	Brooklyn	91,140	50	1	M	Transfiguration Parish FCU	Brooklyn	NY	13,759,851	2,239	0
Esquire-Goodfellowship FCU	Brooklyn	303,309	89	1	P	Consumers FCU	Brooklyn	NY	63,966,542	2,385	2
Hopes EFCU	Jamestown	650,608	156	1	M	Southern Chautauqua FCU	Lakewood	NY	102,515,832	16,148	8
St Augustine Presbyterian FCU	Bronx	98,029	114	1	M	Neighborhood Trust FCU	New York	NY	16,157,417	4,113	1
Urban Street Biscuit Workers FCU	Buffalo	709,655	164	0	M	Western New York FCU	West Seneca	NY	65,608,351	8,117	1
Fairport FCU	Fairport	41,660,252	4,514	1	M	Finger Lakes FCU	Geneva	NY	192,779,375	19,940	4
Erie Metro FCU	Blasdell	39,065,128	5,972	2	M	Financial Trust FCU	Cheektowaga	NY	140,861,092	14,025	5
Last FCU	LONG ISLAND C	51,710	300	1	A						
Buffalo Cooperative FCU	Buffalo	6,920,980	1,458	2	M	Good Neighbors FCU	Depew	NY	69,843,085	8,136	3

\*Based on year last call report was filed.

## New York Home Price Changes

### By MSA

Source: FHFA All Transactions Index. NSA.

Metropolitan Area	Year Ending Qtr-3 2020	Since Qtr-3 2007
Albany-Schenectady-Troy, NY	4.2%	13.1%
Binghamton, NY	3.0%	12.1%
Buffalo-Cheektowaga, NY	5.2%	53.0%
Elmira, NY	5.4%	24.3%
Glens Falls, NY	7.9%	10.9%
Ithaca, NY	4.3%	30.2%
Kingston, NY	7.5%	8.4%
Nassau County-Suffolk County, NY (MSAD)	4.4%	12.1%
New York-Jersey City-White Plains, NY-NJ (MSAD)	3.0%	12.0%
Rochester, NY	6.2%	31.9%
Syracuse, NY	6.0%	25.7%
Utica-Rome, NY	9.6%	31.4%
Watertown-Fort Drum, NY	7.2%	21.9%
Watertown-Fort Drum, NY	-0.2%	2.0%

New York  
**CREDIT UNION STATE LEADERS AND  
MILESTONES**

Third Quarter 2020

### New York Credit Union Leaders | All New York Credit Unions\* September 2020

#### 12-Month Share Growth

Credit Union Name	Share	Shares
	Growth*	
Financial Trust FCU	70.11%	\$123,692,106
Union Baptist Greenburgh FCU	66.19%	\$332,542
Southern Baptist Church of New York	57.99%	\$262,036
Finger Lakes FCU	57.93%	\$173,343,805
Brooklyn Cooperative FCU	51.99%	\$38,705,620
BS & CP Hospitals EFCU	48.33%	\$733,689
Peru FCU	39.07%	\$26,865,267
Lexington Ave FCU	35.95%	\$18,238,560
Urban Upbound FCU	35.41%	\$1,264,292
The Finest FCU	31.93%	\$12,698,177

#### Net Worth/Assets

Credit Union Name	Net Worth/	
	Assets	Assets
Newspaper Emp CU	55.30%	\$514,193
Focus First FCU	42.78%	\$14,000,737
Stratton Air Natl Guard FCU	37.95%	\$812,329
BS & CP Hospitals EFCU	37.60%	\$1,175,744
Port Washington Teachers FCU	33.62%	\$10,739,713
Great Neck School EFCU	31.95%	\$3,337,063
Coxsackie Correctional EFCU	30.70%	\$3,553,124
Utica District Telephone EFCU	29.45%	\$38,258,921
Empirt 207 FCU	29.08%	\$4,297,297
Paul Quinn FCU	28.64%	\$302,839

#### 12-Month Loan Growth

Credit Union Name	Loan	Loans
	Growth*	
Fidelis FCU	111.29%	\$145,584
New Covenant Dominion FCU	102.04%	\$591,956
St Phillips Church FCU	65.14%	\$107,614
Concord FCU	56.96%	\$1,040,825
Adirondack Regional FCU	52.83%	\$38,359,196
AmeriCU CU	44.11%	\$1,742,882,359
Financial Trust FCU	37.84%	\$74,349,367
Lexington Ave FCU	36.66%	\$19,454,876
Finger Lakes FCU	34.88%	\$129,663,960
Inter-American FCU	30.52%	\$92,922

#### Return on Assets

Credit Union Name	ROA	Assets
Brooklyn Cooperative FCU	3.64%	\$42,836,856
Bykota FCU	3.19%	\$2,311,074
Seneca Nation of Indians FCU	3.15%	\$5,105,230
Winthrop-University Hospital EFCU	3.00%	\$30,160,973
BS & CP Hospitals EFCU	2.98%	\$1,175,744
United Neighbors FCU	2.67%	\$4,373,889
Neighborhood Trust FCU	2.51%	\$16,157,417
New York University FCU	2.43%	\$32,464,190
Paul Quinn FCU	2.41%	\$302,839
Lexington Ave FCU	1.95%	\$22,638,524

#### 12-Month Member Growth

Credit Union Name	Member	Members
	Growth*	
White Plains PO Empl FCU	136.17%	222
Beulah FCU	93.80%	250
Financial Trust FCU	59.77%	14,025
Bykota FCU	36.69%	1,386
Inter-American FCU	35.79%	645
Empire Branch 36 National Association	32.56%	1,828
Finger Lakes FCU	27.58%	19,940
New York University FCU	23.78%	8,275
Westar FCU	18.59%	2,711
Cadets FCU	16.11%	1,103

#### Loans/Shares

Credit Union Name	Loans/	Assets
	Shares	
USALLIANCE Financial FCU	117.48%	\$1,919,468,080
Lexington Ave FCU	106.67%	\$22,638,524
Stratton Air Natl Guard FCU	105.40%	\$812,329
Consumers FCU	104.30%	\$63,966,542
Countryside FCU	102.60%	\$158,665,803
Coxsackie Correctional EFCU	101.11%	\$3,553,124
Capital Communications FCU	100.60%	\$2,228,253,708
Family First of NY FCU	98.75%	\$252,929,846
Northern CU	96.00%	\$353,544,924
AmeriCU CU	93.72%	\$2,086,546,028

Note: For growth tables, credit unions that have had a substantial merger in the previous 12 months are excluded. A substantial merger is a merger where the assets of the acquired credit union are more than 5% of the assets of the acquiring credit union.

\*Excludes credit unions that are less than five years old.

### New York Credit Union Leaders | CUs Under \$20 Million in Assets September 2020

#### 12-Month Share Growth

Credit Union Name	Share	Shares
	Growth*	
Union Baptist Greenburgh FCU	66.19%	\$332,542
Southern Baptist Church of New York	57.99%	\$262,036
BS & CP Hospitals EFCU	48.33%	\$733,689
Urban Upbound FCU	35.41%	\$1,264,292
The Finest FCU	31.93%	\$12,698,177
Neighborhood Trust FCU	31.69%	\$13,440,911
Seneca Nation of Indians FCU	27.71%	\$4,564,645
New Covenant Dominion FCU	27.20%	\$1,140,161
O and R Utilities EFCU	26.63%	\$17,309,049
Cobblestone Country FCU	25.67%	\$13,405,040

#### Net Worth/Assets

Credit Union Name	Net Worth/Assets	
	Assets	Assets
Newspaper Emp CU	55.30%	\$514,193
Focus First FCU	42.78%	\$14,000,737
Stratton Air Natl Guard FCU	37.95%	\$812,329
BS & CP Hospitals EFCU	37.60%	\$1,175,744
Port Washington Teachers FCU	33.62%	\$10,739,713
Great Neck School EFCU	31.95%	\$3,337,063
Coxsackie Correctional EFCU	30.70%	\$3,553,124
Empirt 207 FCU	29.08%	\$4,297,297
Paul Quinn FCU	28.64%	\$302,839
Far Rockaway Postal FCU	27.99%	\$301,977

#### 12-Month Loan Growth

Credit Union Name	Loan	Loans
	Growth*	
Fidelis FCU	111.29%	\$145,584
New Covenant Dominion FCU	102.04%	\$591,956
St Phillips Church FCU	65.14%	\$107,614
Concord FCU	56.96%	\$1,040,825
Inter-American FCU	30.52%	\$92,922
First Frontier FCU	30.00%	\$288,716
Cadets FCU	20.48%	\$11,220,279
O and R Utilities EFCU	19.09%	\$14,943,925
Buffalo Police FCU	16.21%	\$6,390,075
Coxsackie Correctional EFCU	15.95%	\$2,487,028

#### Return on Assets

Credit Union Name	ROA	Assets
Bykota FCU	3.19%	\$2,311,074
Seneca Nation of Indians FCU	3.15%	\$5,105,230
BS & CP Hospitals EFCU	2.98%	\$1,175,744
United Neighbors FCU	2.67%	\$4,373,889
Neighborhood Trust FCU	2.51%	\$16,157,417
Paul Quinn FCU	2.41%	\$302,839
Union Congregational FCU	1.73%	\$256,989
Cobblestone Country FCU	1.44%	\$14,478,950
Special Metals FCU	1.35%	\$11,756,211
Buffalo Police FCU	1.33%	\$14,101,158

#### 12-Month Member Growth

Credit Union Name	Member	Members
	Growth*	
White Plains PO Empl FCU	136.17%	222
Beulah FCU	93.80%	250
Bykota FCU	36.69%	1,386
Inter-American FCU	35.79%	645
Empire Branch 36 National Associati	32.56%	1,828
Cadets FCU	16.11%	1,103
O and R Utilities EFCU	11.29%	1,498
BS & CP Hospitals EFCU	10.28%	429
Seneca Nation of Indians FCU	7.27%	2,080
Port Washington Teachers FCU	6.65%	962

#### Loans/Shares

Credit Union Name	Loans/Shares	Assets
Stratton Air Natl Guard FCU	105.40%	\$812,329
Coxsackie Correctional EFCU	101.11%	\$3,553,124
AFGM Enterprises FCU	90.22%	\$12,309,282
Metro Realtors FCU	87.86%	\$17,210,712
O and R Utilities EFCU	86.34%	\$19,677,703
Cheektowaga Community FCU	85.58%	\$11,024,888
The Finest FCU	84.32%	\$13,052,194
Penn South Cooperative FCU	83.64%	\$8,143,253
Special Metals FCU	83.26%	\$11,756,211
US Courthouse SD NY FCU	83.12%	\$3,385,183

Note: For growth tables, credit unions that have had a substantial merger in the previous 12 months are excluded. A substantial merger is a merger where the assets of the acquired credit union are more than 5% of the assets of the acquiring credit union.

# New York Credit Union Profile

Third Quarter 2020

## New York Credit Union Leaders | CUs Between \$20 Million and \$50 Million in Assets September 2020

### 12-Month Share Growth

Credit Union Name	Share Growth*	Shares
Brooklyn Cooperative FCU	51.99%	\$38,705,620
Peru FCU	39.07%	\$26,865,267
Lexington Ave FCU	35.95%	\$18,238,560
New York University FCU	28.80%	\$28,963,892
State CS EFCU	26.81%	\$22,629,251
Cooperative Federal	23.85%	\$27,828,294
Clarence Community & Schools	22.58%	\$27,988,540
Tonawanda Community FCU	22.35%	\$36,499,342
Tri State Area FCU	21.63%	\$31,576,347
CCSE FCU	20.80%	\$42,425,800

### Net Worth/Assets

Credit Union Name	Net Worth/Assets	Assets
Utica District Telephone EFCU	29.45%	\$38,258,921
Buffalo Conrail FCU	20.73%	\$45,999,771
Elektra FCU	14.30%	\$46,103,642
Steuben Citizens FCU	14.07%	\$30,089,199
ALCO FCU	14.01%	\$36,700,095
Town of Cheektowaga FCU	13.93%	\$29,689,191
Remington FCU	13.41%	\$45,581,228
Finger Lakes Health Care FCU	13.41%	\$29,031,801
Italo-American FCU	12.75%	\$26,227,498
Albany Firemens FCU	12.65%	\$21,091,673

### 12-Month Loan Growth

Credit Union Name	Loan Growth*	Loans
Lexington Ave FCU	36.66%	\$19,454,876
Peru FCU	24.86%	\$18,997,774
Brooklyn Cooperative FCU	24.12%	\$27,703,866
Buffalo Conrail FCU	13.72%	\$33,399,527
Genesee Co-Op FCU	13.18%	\$15,392,560
Italo-American FCU	11.90%	\$17,665,885
Stewarts FCU	10.25%	\$7,838,112
Medisys EFCU	10.09%	\$4,836,161
Town of Cheektowaga FCU	9.03%	\$12,472,017
Parks Heritage FCU	8.01%	\$19,550,266

### Return on Assets

Credit Union Name	ROA	Assets
Brooklyn Cooperative FCU	3.64%	\$42,836,856
Winthrop-University Hospital EFCU	3.00%	\$30,160,973
New York University FCU	2.43%	\$32,464,190
Lexington Ave FCU	1.95%	\$22,638,524
Genesee Co-Op FCU	1.89%	\$27,148,906
Town of Cheektowaga FCU	1.20%	\$29,689,191
Rockland EFCU	1.18%	\$44,629,401
Italo-American FCU	1.12%	\$26,227,498
ALCO FCU	1.05%	\$36,700,095
SUNY Fredonia FCU	0.99%	\$41,539,562

### 12-Month Member Growth

Credit Union Name	Member Growth*	Members
New York University FCU	23.78%	8,275
Westar FCU	18.59%	2,711
Peru FCU	13.16%	3,380
Lexington Ave FCU	10.63%	4,372
Genesee Co-Op FCU	9.92%	3,946
Finger Lakes Health Care FCU	9.53%	2,941
Cooperative Federal	5.83%	5,152
Twin Rivers FCU	4.73%	2,880
Brooklyn Cooperative FCU	4.51%	7,675
State CS EFCU	3.61%	2,352

### Loans/Shares

Credit Union Name	Loans/Shares	Assets
Lexington Ave FCU	106.67%	\$22,638,524
Buffalo Conrail FCU	91.65%	\$45,999,771
WIT FCU	86.34%	\$22,575,641
State CS EFCU	80.73%	\$25,065,925
Saratogas Community FCU	80.71%	\$46,126,909
Rochester and Monroe Co EFCU	78.42%	\$27,092,194
Italo-American FCU	78.40%	\$26,227,498
Cooperative Federal	76.55%	\$30,907,537
Rockland EFCU	75.40%	\$44,629,401
New York University FCU	73.64%	\$32,464,190

Note: For growth tables, credit unions that have had a substantial merger in the previous 12 months are excluded. A substantial merger is a merge, where the assets of the acquired credit union are more than 5% of the assets of the acquiring credit union.



### New York Credit Union Leaders | CUs Between \$50 Million and \$100 Million in Assets September 2020

#### 12-Month Share Growth

Credit Union Name	Share Growth*	Shares
Lower East Side Peoples FCU	27.39%	\$62,353,985
Meridia Community FCU	24.41%	\$83,123,689
Adirondack Regional FCU	24.32%	\$57,276,418
Compass FCU	24.20%	\$61,894,180
Oswego Teachers EFCU	22.81%	\$46,317,806
Great Meadow FCU	21.03%	\$45,820,132
Buffalo Service CU	20.85%	\$62,209,048
Port Washington FCU	20.55%	\$43,480,088
Western New York FCU	20.08%	\$59,357,331
1199 SEIU FCU	18.36%	\$78,608,648

#### Net Worth/Assets

Credit Union Name	Net Worth/Assets	Assets
Utica Gas and Electric EFCU	17.55%	\$79,902,679
New York Times EFCU	15.97%	\$77,891,389
UFirst FCU	15.13%	\$95,517,367
Compass FCU	14.94%	\$73,836,456
Consumers FCU	14.48%	\$63,966,542
Port Washington FCU	13.56%	\$50,388,917
Morton Lane FCU	12.68%	\$52,808,012
North Franklin FCU	12.38%	\$73,619,146
CrossRoads Community FCU	11.96%	\$78,089,573
Yonkers Teachers FCU	11.85%	\$65,176,215

#### 12-Month Loan Growth

Credit Union Name	Loan Growth*	Loans
Adirondack Regional FCU	52.83%	\$38,359,196
Jamestown Area Community FCU	12.76%	\$33,255,879
Oswego Teachers EFCU	10.51%	\$26,805,389
Utica Gas and Electric EFCU	7.26%	\$56,268,722
Kenmore NY Teachers FCU	7.18%	\$22,314,384
A C M G FCU	6.16%	\$44,509,346
Morton Lane FCU	5.04%	\$22,976,403
North Franklin FCU	4.22%	\$36,783,811
CrossRoads Community FCU	3.91%	\$25,272,385
Leatherstocking CU	3.69%	\$29,050,281

#### Return on Assets

Credit Union Name	ROA	Assets
Lower East Side Peoples FCU	1.82%	\$69,918,333
Port Washington FCU	1.52%	\$50,388,917
Leatherstocking CU	1.26%	\$59,745,379
Compass FCU	1.20%	\$73,836,456
Utica Gas and Electric EFCU	1.02%	\$79,902,679
Greater Niagara FCU	0.93%	\$60,338,805
North Franklin FCU	0.92%	\$73,619,146
Meridia Community FCU	0.82%	\$94,907,338
Great Meadow FCU	0.82%	\$51,484,267
Buffalo Service CU	0.77%	\$70,712,994

#### 12-Month Member Growth

Credit Union Name	Member Growth*	Members
Adirondack Regional FCU	11.62%	6,878
Great Meadow FCU	8.25%	5,329
Compass FCU	4.06%	7,233
Greater Niagara FCU	3.34%	8,321
North Franklin FCU	2.51%	5,152
Utica Gas and Electric EFCU	2.10%	3,059
Meridia Community FCU	1.66%	8,564
Leatherstocking CU	1.18%	4,621
Buffalo Service CU	0.88%	6,564
Kenmore NY Teachers FCU	0.43%	3,732

#### Loans/Shares

Credit Union Name	Loans/Shares	Assets
Consumers FCU	104.30%	\$63,966,542
Community Resource FCU	91.63%	\$98,791,291
Utica Gas and Electric EFCU	84.57%	\$79,902,679
Northeastern Engineers FCU	82.08%	\$78,471,811
Meridia Community FCU	81.05%	\$94,907,338
Port Washington FCU	79.70%	\$50,388,917
Riverside FCU	74.68%	\$62,825,137
UFirst FCU	74.55%	\$95,517,367
Great Meadow FCU	74.32%	\$51,484,267
Lower East Side Peoples FCU	72.76%	\$69,918,333

Note: For growth tables, credit unions that have had a substantial merger in the previous 12 months are excluded. A substantial merger is a merger where the assets of the acquired credit union are more than 5% of the assets of the acquiring credit union.

### New York Credit Union Leaders | CUs Between \$100 Million and \$250 Million in Assets September 2020

#### 12-Month Share Growth

Credit Union Name	Share Growth*	Shares
Financial Trust FCU	70.11%	\$123,692,106
Finger Lakes FCU	57.93%	\$173,343,805
Alternatives FCU	27.65%	\$130,207,960
Genesee Valley FCU	25.71%	\$98,014,659
Dannemora FCU	22.66%	\$199,874,126
Southern Chautauqua FCU	21.48%	\$93,033,392
St Lawrence FCU	21.26%	\$158,671,411
Great Erie FCU	21.00%	\$99,909,611
First Choice Financial FCU	19.75%	\$118,576,446
Access FCU	19.23%	\$193,447,696

#### Net Worth/Assets

Credit Union Name	Net Worth/Assets	Assets
MOOG EFCU	21.70%	\$198,753,092
Greater Woodlawn FCU	20.50%	\$136,436,935
Triboro Postal FCU	15.86%	\$131,488,185
Countryside FCU	15.81%	\$158,665,803
Western Division FCU	15.07%	\$157,979,830
Lufthansa EFCU	14.83%	\$101,572,901
Syracuse Fire Dept EFCU	12.75%	\$105,316,750
Dannemora FCU	11.97%	\$232,303,178
Financial Trust FCU	11.88%	\$140,861,092
First Choice Financial FCU	10.84%	\$134,069,338

#### 12-Month Loan Growth

Credit Union Name	Loan Growth*	Loans
Financial Trust FCU	37.84%	\$74,349,367
Finger Lakes FCU	34.88%	\$129,663,960
Ontario Shores FCU	17.40%	\$57,791,468
First Choice Financial FCU	16.28%	\$71,238,498
Western Division FCU	14.69%	\$68,545,955
Dannemora FCU	13.28%	\$148,139,384
St Josephs Parish FCU	12.79%	\$83,498,756
TrailNorth FCU	10.65%	\$55,296,721
Horizons FCU	6.75%	\$91,837,862
School Systems FCU	6.28%	\$36,983,825

#### Return on Assets

Credit Union Name	ROA	Assets
MOOG EFCU	1.70%	\$198,753,092
St Josephs Parish FCU	1.69%	\$103,039,702
Genesee Valley FCU	1.40%	\$109,866,487
Countryside FCU	1.13%	\$158,665,803
Ontario Shores FCU	1.02%	\$117,704,539
Southern Chautauqua FCU	1.02%	\$102,515,832
Dannemora FCU	0.90%	\$232,303,178
St Lawrence FCU	0.86%	\$184,343,908
Western Division FCU	0.86%	\$157,979,830
Financial Trust FCU	0.85%	\$140,861,092

#### 12-Month Member Growth

Credit Union Name	Member Growth*	Members
Financial Trust FCU	59.77%	14,025
Finger Lakes FCU	27.58%	19,940
Dannemora FCU	10.08%	20,319
Ontario Shores FCU	4.55%	7,612
St Josephs Parish FCU	3.58%	6,677
Genesee Valley FCU	3.41%	8,979
Western Division FCU	3.24%	8,664
St Lawrence FCU	2.98%	11,077
Southern Chautauqua FCU	2.20%	16,148
Access FCU	1.89%	22,774

#### Loans/Shares

Credit Union Name	Loans/Shares	Assets
Countryside FCU	102.60%	\$158,665,803
St Josephs Parish FCU	90.53%	\$103,039,702
Genesee Valley FCU	83.24%	\$109,866,487
Southern Chautauqua FCU	82.93%	\$102,515,832
St Lawrence FCU	82.39%	\$184,343,908
Horizons FCU	81.77%	\$126,555,802
GHS FCU	77.67%	\$172,005,286
Buffalo Metropolitan FCU	77.13%	\$126,825,633
Palisades FCU	76.10%	\$195,707,491
Finger Lakes FCU	74.80%	\$192,779,375

Note: For growth tables, credit unions that have had a substantial merger in the previous 12 months are excluded. A substantial merger is a merger where the assets of the acquired credit union are more than 5% of the assets of the acquiring credit union.

### New York Credit Union Leaders | CUs Between \$250 Million and \$500 Million in Assets September 2020

#### 12-Month Share Growth

Credit Union Name	Share	
	Growth*	Shares
Northern CU	27.30%	\$324,118,884
GPO FCU	22.41%	\$320,116,469
TEG FCU	18.77%	\$320,742,294
TCT FCU	17.10%	\$225,351,331
Peoples Alliance FCU	16.60%	\$277,418,479
Pittsford FCU	16.29%	\$419,636,607
ServU FCU	16.25%	\$314,752,766
Olean Area FCU	15.43%	\$290,939,546
First New York FCU	14.80%	\$340,332,865
Hudson River Community CU	14.48%	\$268,090,217

#### Net Worth/Assets

Credit Union Name	Net Worth/	
	Assets	Assets
Olean Area FCU	13.92%	\$342,212,684
Suma Yonkers FCU	13.48%	\$369,638,878
ServU FCU	13.01%	\$364,884,905
Hudson River Community CU	11.55%	\$320,357,593
Pittsford FCU	10.51%	\$469,944,830
Family First of NY FCU	9.93%	\$252,929,846
GPO FCU	9.58%	\$357,433,285
First New York FCU	9.19%	\$379,587,881
Ukrainian FCU	8.46%	\$304,161,603
Hudson Heritage FCU	8.40%	\$480,835,403

#### 12-Month Loan Growth

Credit Union Name	Loan	
	Growth*	Loans
Northern CU	25.30%	\$311,169,941
Family First of NY FCU	10.96%	\$202,476,292
Pittsford FCU	8.97%	\$327,731,251
Ocean Financial FCU	8.48%	\$212,767,104
TEG FCU	8.23%	\$242,401,505
Olean Area FCU	7.54%	\$190,150,063
GPO FCU	7.51%	\$196,355,106
TCT FCU	6.54%	\$188,878,274
Ukrainian FCU	5.57%	\$248,097,367
Hudson River Community CU	4.06%	\$250,343,349

#### Return on Assets

Credit Union Name	ROA	
	Assets	Assets
Actors FCU	1.18%	\$256,720,460
GPO FCU	1.12%	\$357,433,285
ServU FCU	1.11%	\$364,884,905
Family First of NY FCU	0.89%	\$252,929,846
Hudson River Community CU	0.88%	\$320,357,593
Olean Area FCU	0.60%	\$342,212,684
Northern CU	0.59%	\$353,544,924
Pittsford FCU	0.55%	\$469,944,830
TCT FCU	0.49%	\$257,718,077
Ukrainian FCU	0.48%	\$304,161,603

#### 12-Month Member Growth

Credit Union Name	Member	
	Growth*	Members
TEG FCU	6.95%	37,720
Actors FCU	6.78%	26,490
Northern CU	5.65%	33,317
TCT FCU	3.11%	13,877
GPO FCU	2.99%	33,221
Ukrainian FCU	2.25%	22,470
Hudson Heritage FCU	1.97%	43,118
Hudson River Community CU	1.96%	26,647
Olean Area FCU	1.68%	19,287
Advantage FCU	1.22%	36,294

#### Loans/Shares

Credit Union Name	Loans/	
	Shares	Assets
Family First of NY FCU	98.75%	\$252,929,846
Northern CU	96.00%	\$353,544,924
Hudson River Community CU	93.38%	\$320,357,593
Ukrainian FCU	90.82%	\$304,161,603
Hudson Heritage FCU	89.93%	\$480,835,403
Advantage FCU	86.62%	\$420,570,952
TCT FCU	83.82%	\$257,718,077
Pittsford FCU	78.10%	\$469,944,830
TEG FCU	75.58%	\$349,258,399
ServU FCU	74.98%	\$364,884,905

Note: For growth tables, credit unions that have had a substantial merger in the previous 12 months are excluded. A substantial merger is a merger where the assets of the acquired credit union are more than 5% of the assets of the acquiring credit union.

### New York Credit Union Leaders | CUs Between \$500 Million and \$1 Billion in Assets September 2020

#### 12-Month Share Growth

Credit Union Name	Share Growth*	Shares
First Source FCU	21.38%	\$672,738,513
Reliant Community CU	18.66%	\$483,794,031
First Heritage FCU	17.16%	\$501,208,793
Sidney FCU	16.57%	\$504,527,256
Sunmark CU	16.05%	\$719,378,837
Cornerstone Community FCU	14.86%	\$462,208,300
SeaComm FCU	14.11%	\$537,521,671
NCPD FCU	12.13%	\$708,170,502
Quorum FCU	7.95%	\$827,547,319

#### Net Worth/Assets

Credit Union Name	Net Worth/Assets	Assets
NCPD FCU	14.55%	\$845,008,675
SeaComm FCU	14.37%	\$645,936,778
Sidney FCU	12.84%	\$584,752,925
First Heritage FCU	10.37%	\$565,666,213
Reliant Community CU	9.38%	\$546,393,289
First Source FCU	9.17%	\$746,580,034
Sunmark CU	9.10%	\$806,059,480
Quorum FCU	7.54%	\$902,725,966
Cornerstone Community FCU	7.18%	\$502,801,661

#### 12-Month Loan Growth

Credit Union Name	Loan Growth*	Loans
First Heritage FCU	16.86%	\$382,776,359
Sidney FCU	15.46%	\$425,190,294
NCPD FCU	12.63%	\$224,114,423
First Source FCU	4.19%	\$613,776,364
Reliant Community CU	3.12%	\$371,286,950
Sunmark CU	2.52%	\$672,799,761
SeaComm FCU	2.30%	\$341,409,691

#### Return on Assets

Credit Union Name	ROA	Assets
Sunmark CU	1.04%	\$806,059,480
SeaComm FCU	1.03%	\$645,936,778
Sidney FCU	0.85%	\$584,752,925
NCPD FCU	0.75%	\$845,008,675
Cornerstone Community FCU	0.59%	\$502,801,661
Reliant Community CU	0.59%	\$546,393,289
First Source FCU	0.45%	\$746,580,034
First Heritage FCU	0.37%	\$565,666,213
Quorum FCU	0.19%	\$902,725,966

#### 12-Month Member Growth

Credit Union Name	Member Growth*	Members
First Source FCU	6.75%	54,175
Sidney FCU	5.40%	55,019
Sunmark CU	5.29%	65,535
First Heritage FCU	3.46%	44,565
SeaComm FCU	3.15%	49,456
NCPD FCU	1.02%	15,675
Reliant Community CU	0.91%	41,980

#### Loans/Shares

Credit Union Name	Loans/Shares	Assets
Sunmark CU	93.53%	\$806,059,480
First Source FCU	91.24%	\$746,580,034
Quorum FCU	85.28%	\$902,725,966
Sidney FCU	84.27%	\$584,752,925
Reliant Community CU	76.74%	\$546,393,289
First Heritage FCU	76.37%	\$565,666,213
SeaComm FCU	63.52%	\$645,936,778
Cornerstone Community FCU	56.58%	\$502,801,661
NCPD FCU	31.65%	\$845,008,675

Note: For growth tables, credit unions that have had a substantial merger in the previous 12 months are excluded. A substantial merger is a merger where the assets of the acquired credit union are more than 5% of the assets of the acquiring credit union.

### New York Credit Union Leaders | CUs Over \$1 Billion in Assets September 2020

#### 12-Month Share Growth

Credit Union Name	Share Growth*	Shares
Municipal CU	27.37%	\$3,540,376,309
ESL FCU	25.50%	\$4,613,332,562
AmeriCU CU	24.38%	\$1,859,638,537
Empower FCU	23.91%	\$2,047,245,840
SEFCU	19.85%	\$4,318,145,683
Corning FCU	19.47%	\$1,549,353,766
Capital Communications FCU	17.47%	\$1,895,391,180
Mid-Hudson Valley FCU	16.16%	\$1,117,786,322
Visions FCU	16.07%	\$3,848,433,895
Suffolk FCU	15.81%	\$1,224,303,117

#### Net Worth/Assets

Credit Union Name	Net Worth/Assets	Assets
Self Reliance NY FCU	16.51%	\$1,435,797,700
ESL FCU	15.86%	\$8,033,952,250
CFCU Community CU	13.79%	\$1,202,937,793
Visions FCU	11.17%	\$5,004,955,947
Hudson Valley CU	10.32%	\$5,952,537,576
Empower FCU	9.81%	\$2,307,733,804
United Nations FCU	9.77%	\$6,658,530,575
Capital Communications FCU	9.70%	\$2,228,253,708
Corning FCU	9.52%	\$1,772,623,908
Teachers FCU	9.28%	\$8,217,951,848

#### 12-Month Loan Growth

Credit Union Name	Loan Growth*	Loans
AmeriCU CU	44.11%	\$1,742,882,359
Corning FCU	13.55%	\$1,320,066,644
Capital Communications FCU	13.08%	\$1,906,814,546
United Nations FCU	10.42%	\$3,754,155,840
SEFCU	8.27%	\$2,769,538,075
USALLIANCE Financial FCU	7.89%	\$1,705,636,255
Teachers FCU	7.25%	\$5,152,480,674
Island FCU	7.16%	\$939,021,548
Jovia FCU	6.12%	\$2,924,032,957
Mid-Hudson Valley FCU	6.08%	\$835,718,438

#### Return on Assets

Credit Union Name	ROA	Assets
Capital Communications FCU	1.42%	\$2,228,253,708
ESL FCU	1.25%	\$8,033,952,250
Municipal CU	1.18%	\$3,759,576,786
Teachers FCU	0.95%	\$8,217,951,848
Corning FCU	0.89%	\$1,772,623,908
Empower FCU	0.80%	\$2,307,733,804
Hudson Valley CU	0.76%	\$5,952,537,576
United Nations FCU	0.69%	\$6,658,530,575
SEFCU	0.61%	\$4,732,469,405
The Summit FCU	0.61%	\$1,099,730,377

#### 12-Month Member Growth

Credit Union Name	Member Growth*	Members
United Nations FCU	11.61%	158,388
Capital Communications FCU	9.10%	147,088
Empower FCU	6.07%	220,381
Corning FCU	5.31%	118,384
Teachers FCU	4.76%	354,580
Municipal CU	4.66%	590,229
Visions FCU	4.50%	216,766
AmeriCU CU	4.13%	141,876
Polish and Slavic FCU	3.51%	103,726
Bethpage FCU	3.21%	418,748

#### Loans/Shares

Credit Union Name	Loans/Shares	Assets
USALLIANCE Financial FCU	117.48%	\$1,919,468,080
Capital Communications FCU	100.60%	\$2,228,253,708
AmeriCU CU	93.72%	\$2,086,546,028
The Summit FCU	92.46%	\$1,099,730,377
Jovia FCU	88.37%	\$3,674,876,994
Empower FCU	85.57%	\$2,307,733,804
Corning FCU	85.20%	\$1,772,623,908
CFCU Community CU	81.38%	\$1,202,937,793
Island FCU	81.07%	\$1,633,268,762
Visions FCU	79.27%	\$5,004,955,947

Note: For growth tables, credit unions that have had a substantial merger in the previous 12 months are excluded. A substantial merger is a merger where the assets of the acquired credit union are more than 5% of the assets of the acquiring credit union.

## New York Credit Union Milestones September 2020

### Assets

Credit Union Name	Current Assets	Twelve months prior	% Chg
<b>Exceeded \$1 Million</b>			
BS & CP Hospitals EFCU	\$1.18	\$0.94	24.7%
New Covenant Dominion FCU	\$1.23	\$0.97	26.0%
<b>Exceeded \$5 Million</b>			
MSBA EFCU	\$5.03	\$4.97	1.1%
Empire Branch 36 National Associa	\$5.06	\$4.96	2.2%
Seneca Nation of Indians FCU	\$5.11	\$4.05	26.2%
<b>Exceeded \$10 Million</b>			
Greece Community FCU	\$10.14	\$9.23	9.8%
CVPH EFCU	\$10.34	\$9.40	10.0%
Mohawk Progressive FCU	\$11.34	\$9.52	19.1%
Sing Sing EFCU	\$11.48	\$9.78	17.4%
<b>Exceeded \$25 Million</b>			
State CS EFCU	\$25.07	\$20.22	24.0%
Italo-American FCU	\$26.23	\$22.88	14.7%
Rochester and Monroe Co EFCU	\$27.09	\$24.99	8.4%
Genesee Co-Op FCU	\$27.15	\$23.33	16.3%
Korean American Catholics FCU	\$27.76	\$24.22	14.6%
Gates Chili FCU	\$27.99	\$24.85	12.7%
Peru FCU	\$30.29	\$22.59	34.1%
<b>Exceeded \$50 Million</b>			
Port Washington FCU	\$50.39	\$42.26	19.2%
Great Meadow FCU	\$51.48	\$43.12	19.4%
Oswego Teachers EFCU	\$51.72	\$42.69	21.1%
Morton Lane FCU	\$52.81	\$46.33	14.0%
Kenmore NY Teachers FCU	\$53.53	\$45.77	16.9%
Edge FCU	\$55.03	\$48.94	12.4%
Oside FCU	\$55.55	\$48.51	14.5%
<b>Exceeded \$100 Million</b>			
Lufthansa EFCU	\$101.57	\$97.31	4.4%
School Systems FCU	\$102.21	\$91.27	12.0%
Southern Chautauqua FCU	\$102.52	\$86.90	17.97%
St Josephs Parish FCU	\$103.04	\$89.11	15.63%
Syracuse Fire Dept EFCU	\$105.32	\$91.36	15.27%
Auburn Community FCU	\$106.55	\$93.98	13.38%
Genesee Valley FCU	\$109.87	\$88.47	24.19%
Great Erie FCU	\$111.08	\$92.91	19.55%
Oswego County FCU	\$114.09	\$96.14	18.67%
Inner Lakes FCU	\$116.82	\$99.39	17.53%
Financial Trust FCU	\$140.86	\$84.34	67.02%
<b>Exceeded \$150 Million</b>			
Ukrainian National FCU	\$151.90	\$149.16	1.8%
Western Division FCU	\$157.98	\$142.08	11.2%
Countryside FCU	\$158.67	\$149.46	6.16%

### Members

Credit Union Name	Current Members	Twelve months prior	% Chg
<b>Exceeded 1,000 Members</b>			
Cadets FCU	1,103	950	16.1%
<b>Exceeded 2,500 Members</b>			
Division 726 FCU	2,535	2,465	2.8%
Westar FCU	2,711	2,286	18.6%
<b>Exceeded 5,000 Members</b>			
CCSE FCU	5,040	4,980	1.2%
Cooperative Federal	5,152	4,868	5.8%
Great Meadow FCU	5,329	4,923	8.2%
<b>Exceeded 10,000 Members</b>			
Financial Trust FCU	14,025	8,778	59.8%
<b>Exceeded 18,000 Members</b>			
Finger Lakes FCU	19,940	15,629	27.6%
<b>Exceeded 20,000 Members</b>			
Dannemora FCU	20,319	18,458	10.1%
<b>Exceeded 25,000 Members</b>			
Actors FCU	26,490	24,809	6.8%
<b>Exceeded 150,000 Members</b>			
United Nations FCU	158,388	141,918	11.6%

### Loans

Credit Union Name	Current Loans	Twelve months prior	% Chg
<b>Exceeded \$0.5 Million</b>			
New Covenant Dominion FCU	\$0.59	\$0.29	102.0%
<b>Exceeded \$1 Million</b>			
Concord FCU	\$1.04	\$0.66	57.0%
Upstate Milk EFCU	\$1.04	\$0.97	7.3%
<b>Exceeded \$10 Million</b>			
Cadets FCU	\$11.22	\$9.31	20.5%
<b>Exceeded \$25 Million</b>			
CrossRoads Community FCU	\$25.27	\$24.32	3.9%
Oswego Teachers EFCU	\$26.81	\$24.26	10.5%
Brooklyn Cooperative FCU	\$27.70	\$22.32	24.1%
<b>Exceeded \$50 Million</b>			
TrailNorth FCU	\$55.30	\$49.97	10.7%
Ontario Shores FCU	\$57.79	\$49.23	17.4%
<b>Exceeded \$100 Million</b>			
Finger Lakes FCU	\$129.66	\$96.13	34.9%
<b>Exceeded \$250 Million</b>			
Hudson River Community CU	\$250.34	\$240.57	4.1%
Northern CU	\$311.17	\$248.34	25.3%
<b>Exceeded \$5 Billion</b>			
Teachers FCU	\$5,152.48	\$4,804.05	7.3%