



Kansas Credit Union Association Quarterly Performance Summary



KANSAS CREDIT UNION ASSOCIATION

CALLAHAN
ASSOCIATES

Third Quarter 2011 Results

Table of Contents

Key Performance Comparisons _____	2
Executive Summary _____	3
The National Economic Summary _____	4
Kansas vs. National Financial Institutions Comparison _____	4
Kansas vs. National Employment Data _____	5
<u>Kansas Credit Union Results</u>	
Net Income up 12%, ROA Steady due to Stabilization Assessments _____	5
Kansas Consumer Loan Originations Increase 9.9% from Last September _____	6
Delinquency Rate Declines for Fourth Consecutive Quarter _____	8
Asset Quality Comparisons _____	9
Multiple Components of Share Portfolio Post Double Digit Growth _____	10
Revenue Increases 70 Basis Points from Last September _____	11
Net Worth Ratio Continues to Be Strong at Kansas Credit Unions _____	12
Kansas Membership Growth over Five Times National Average _____	12
Special Section: Auto Lending at Kansas Credit Unions _____	13
Kansas Credit Union Count Falls by Just One _____	14
<u>Performance Data Tables</u>	
Consolidated U.S. Credit Union Financial Statement _____	15
U.S. Credit Union Peer Group Performance _____	16
Consolidated Kansas Credit Union Financial Statement _____	17
Kansas Credit Union Peer Group Performance _____	18
Kansas Credit Union Leaders _____	19-21

Key Performance Comparisons As of September 30, 2011			
	U.S. CUs	Kansas CUs	Kansas as % of Industry
Number of CUs	7,325	101	1.38%
Federal Chartered CUs	4,498	21	0.47%
State Chartered CUs, NCUSIF Insured	2,681	80	2.98%
State Chartered CUs, ASI Insured	146	0	N/A
Total State Chartered CUs	2,827	80	2.83%
Total Members	92,616,245	626,071	0.68%
Members, Average per CU	12,644	6,199	49.03%
# of Mergers/Liquidations YTD	167	1	0.60%
Total Assets	\$963,373,246,118	\$4,729,358,410	0.49%
Total Loans	\$574,560,711,968	\$3,097,238,042	0.54%
Total Shares	\$830,082,592,990	\$4,081,390,711	0.49%
Total Capital	\$107,728,408,346	\$547,361,882	0.51%
Average Asset Size	\$131,518,532	\$46,825,331	35.60%

Annualized as a % of Average Assets As of September 30, 2011		
	U.S. CUs	Kansas CUs
Interest Income	4.12%	4.74%
Interest Expense	0.95%	1.04%
Net Interest Margin	3.18%	3.70%
Loss Provisions	0.51%	0.46%
Operating Expenses	3.32%	3.84%
Non Interest Income	1.28%	1.26%
ROA prior to NCUSIF Stabilization Expense	0.92%	0.93%
ROA after NCUSIF Stabilization Expense	0.66%	0.67%

As of September 30, 2011		
	U.S. CUs	Kansas CUs
12-Mo. Loan Growth	-0.05%	5.39%
12-Mo. Share Growth	4.97%	7.70%
12-Mo. Member Growth	0.65%	3.41%
12-Mo. Capital Growth	6.07%	6.49%
12-Mo. Asset Growth	4.71%	7.56%
Loans/Shares	69.22%	75.89%
Net Worth/Assets	10.15%	10.83%
Delinquency Ratio	1.60%	0.97%
\$ Average Loan Balance	\$12,548	\$9,354
\$ Average Share Balance	\$8,960	\$6,519

Executive Summary

As credit unions look to end 2011 on a positive note, they encounter an improving economic environment and increased anti-bank sentiment. Credit union financial performance has continued to strengthen. September data indicates a number of areas where credit unions have created success in their marketplaces. Credit unions in Kansas posted outstanding financial performance, exceeding most national trends. One example is that Kansas credit unions posted positive loan growth of 5.4%, including an 8.6% annual increase in real estate loans, while the overall loan portfolio declined nationally.

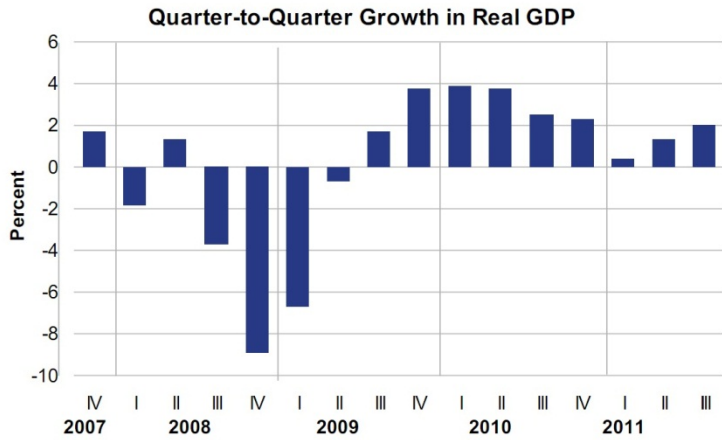
Key Takeaways for Kansas Credit Unions

- **Annual growth figures for assets, shares, and loans are all strong and well above national averages.**
- **Credit unions in Kansas saw share balances increasing at a rate of 7.7%, faster than the national average of 5.0%, as multiple components of the share portfolio posted double-digit growth.**
- **Asset quality at Kansas' credit unions remains a strong point. Delinquency has declined 38 basis points since September 2010 and at 0.97% Kansas' delinquency rate remains well below the national average of 1.60%.**
- **Net income increased 11.6% over September 2010 levels. Kansas credit unions posted a ROA of 0.67%, a three basis point increase from September 2010 despite NCUA stabilization assessment billings in the third quarter.**
- **Capital levels remain high at Kansas credit unions at 11.6% of assets. This is a higher level than Kansas commercial banks, as well as credit unions and banks nationwide. Only state thrifts had a higher capital ratio.**

Executive Summary

- The national Gross Domestic Product increased 2.0% in the third quarter, which has continued to improve after slowing down significantly in the first quarter.
- Kansas' unemployment has been declining over the past twelve months. The state's unemployment rate stood at 6.7% in September, down from the 7.0% rate reported in September 2010.
- With renewed growth in the vehicle sales market, credit unions in Kansas saw their auto loan balances increase 5.6% over the past twelve months. Credit unions nationally saw their auto loan balances fall 1.7% during the same period.
- Credit unions in Kansas grew their membership base by 3.4%, over five times the national average.
- In the third quarter, Kansas credit unions had a yield on loans of 6.47%, which was 64 basis points above the national average of 5.83%.

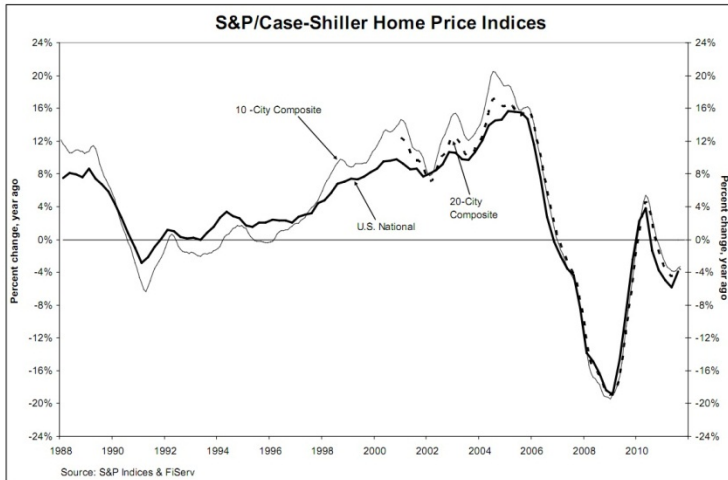
The National Economic Summary



Real GDP growth is measured at seasonally adjusted annual rates.

Third quarter GDP increased at a 2.0% annual pace, according to the Bureau of Economic Analysis (BEA). This is the second quarter in a row that improved from the previous quarter, as GDP growth slowed to nearly zero in the first quarter. According to the BEA, the largest contributors to the change in GDP were higher personal spending and increased nonresidential fixed investment.

September data shows national home prices increased only 0.1% during the third quarter, and are down 3.9% from the third quarter of 2010 (S&P). Similar to national trends, Kansas home prices are down 0.4% from prices in September 2010 (Kansas Association of Realtors).

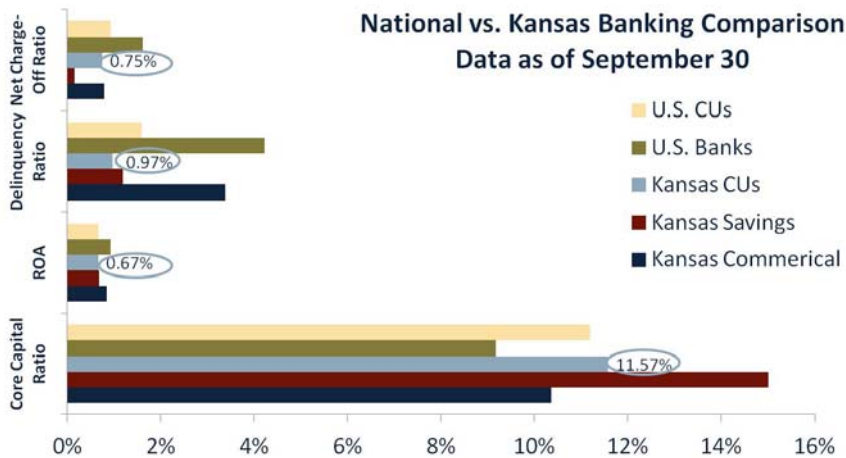


Counter to the decrease in home prices, home sales so far in 2011 are up from last year. Home sales in Kansas were up 12.2% versus sales in September 2010. Nationally, home sales were down 11.3% from the seasonally adjusted annual rate of sales in September 2010, as the home-buyer tax credits inflated sales for the first half of 2010 (National Association of Realtors).

Nationwide, one out of every 605 homes received a foreclosure filing during September. Kansas has not seen foreclosure figures reach national levels. In Kansas, one in every 1,236 homes had a foreclosure

filing in September (RealtyTrac).

Kansas vs. National Financial Institutions Comparison



Kansas credit unions remain more highly capitalized than both their credit union peers and their local commercial bank competitors as of September 2011. At the end of the third quarter, Kansas credit unions reported an average capital ratio of 11.6%.

Charge-offs remain a challenge for all financial institutions, but at 75 basis points, Kansas credit unions have a net charge-off ratio below the national credit union average of 92 basis points. Asset quality for Kansas credit unions is also

stronger than that of banks across the country, which are charging off 1.61% of their loan portfolio on average.

Credit union earnings would have matched those reported by the FDIC in the third quarter were it not for NCUA stabilization assessment charges. By contrast, Kansas credit unions recorded an ROA through the first nine months of 2011 that was slightly above the national credit union average and in-line with local competitors.

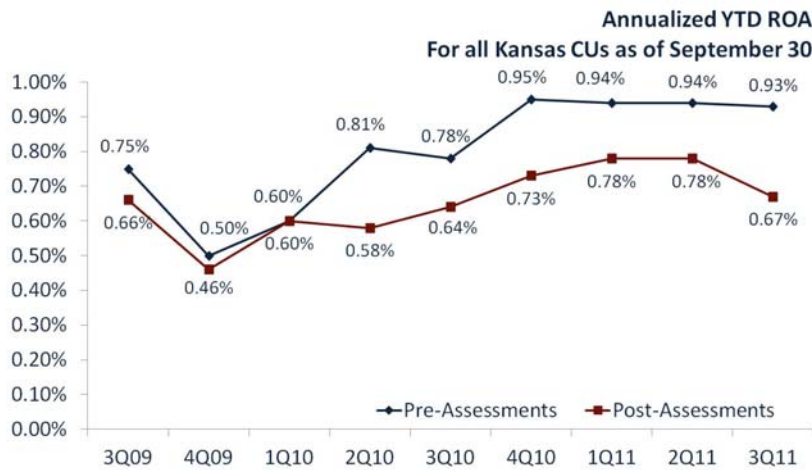
With a strong ROA, lower charge-off & delinquency rates, and higher capital ratios, the earnings model for Kansas credit unions continue to set the standard for many of their credit union peers and commercial bank competitors.

Kansas vs. National Employment Data

Kansas' unemployment rate remains well below the national average, coming in at 6.7% as of September 30. Kansas' unemployment rate has made positive strides over the past year, as it begins to decline from the 7.0% reported in September 2010. The U.S. unemployment rate stood at 9.1% at the end of September, down from the 9.6% reported in September 2010.

KANSAS CREDIT UNION RESULTS

Net Income Up 12%, ROA Steady due to Stabilization Assessments

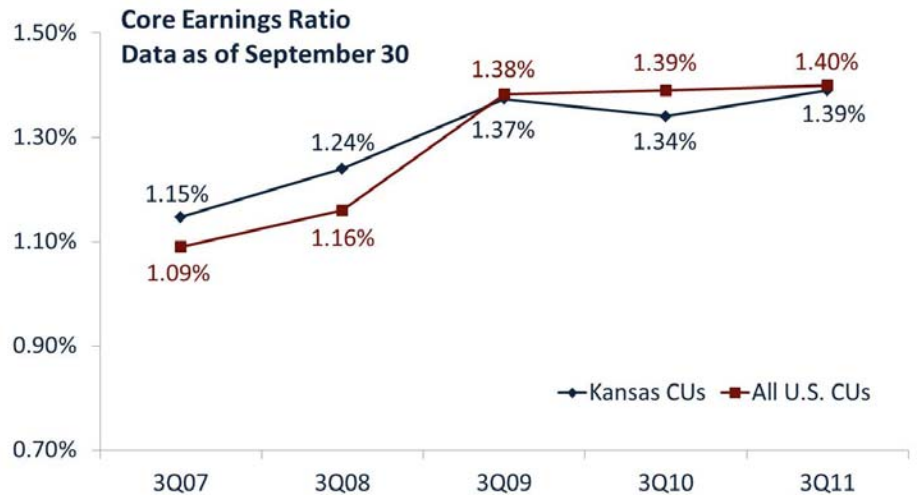


Credit union earnings nationally rebounded in 2010 with lower provisions for loan losses and stabilization expenses. The first nine months of 2011 have brought improved earnings, although NCUA's corporate stabilization assessments pushed earnings lower in the third quarter.

Nationally, credit unions reported an annualized ROA of 66 basis points through the end of the third quarter, which was driven lower due to the corporate stabilization assessment. Pre-assessment ROA through the third quarter at Kansas credit unions of 93 basis points was up 15 basis points from the first nine months of 2010. These credit unions had a post-assessment ROA of 67 basis points, up 3 basis points from the previous September despite the large assessment this September. With improving asset quality, credit unions in Kansas cut their provisions for loan losses by 8.7%. The \$1.8 million reduction was responsible for an 11.6% increase in net income. Throughout much of the Recession, Kansas credit union managers have been conscious of operating efficiently while still returning value to members and the increasing ROA over the past 18 months reflects that attitude.

In August, the National Credit Union Administration (NCUA) announced a 2011 corporate stabilization fund (TCCUSF) assessment of 25 basis points of insured shares, due by September 27 and to be reported on third quarter call reports. Credit unions in Kansas reported \$9.1 million in corporate stabilization expenses at the end of the third quarter.

With the combined factors of structural changes in NCUA reporting and accounting, ongoing TCCUSF assessments, and a record-low interest rate environment expected to continue through mid-2013, credit unions are increasingly looking to measure and benchmark their core operating earnings. This metric looks at net interest income, non-interest income and other operating income, less daily operating expenses as a percentage of average assets. The

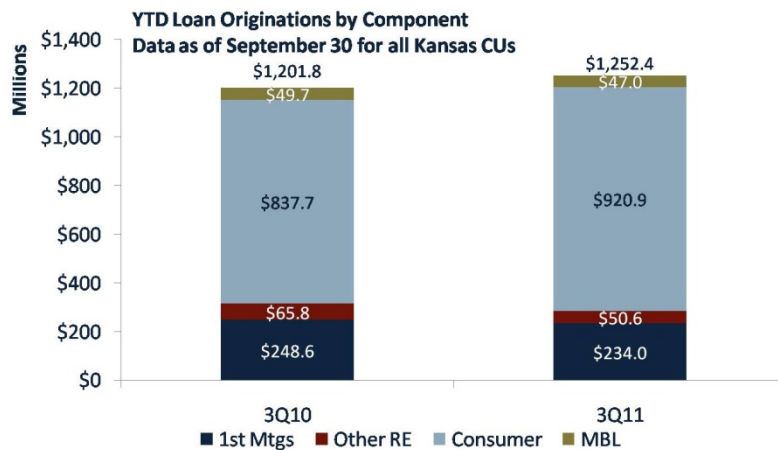


core earnings ratio uses this formula to examine credit union’s core business by eliminating extraordinary gains or losses, stabilization expenses, and the provision for loan losses.

Through September, credit unions in Kansas reported a core earnings ratio of 1.39%, which has remained in-line with the national average of 1.40%.

Kansas Consumer Loan Originations Increase 9.9% from Last September

Nationally, credit unions posted a 4.6% increase in loans originated through the third quarter. Kansas credit union loan originations increased 4.2% from the first nine months of 2010, in-line with national trends. Consumer loan volume is the driver of strong originations, up 9.9% from the first nine months of 2010, but other categories are lagging 2010 year-to-date results.



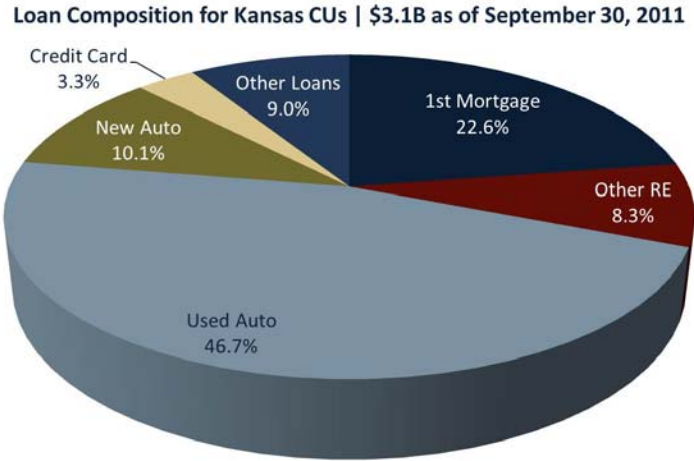
Although vehicle sales are back on the rise, up 8.7% from year-to-date September 2010 numbers, this has not translated to growth in the national credit union auto portfolio due to heightened competition from captive finance companies. Nationally, auto loan balances declined 1.7% during the past year. Credit unions in Kansas have historically reported above-average auto loan growth. Data as of

September shows the past 12 months have not been an exception as the auto loan portfolio grew by 5.6% at Kansas credit unions. Similar to national trends, growth was reported exclusively in the used auto loan portfolio. Used auto loan balances increased 8.7% annually, more than offsetting a 6.7% decline in new auto balances during the past 12 months.

With this growth in balances, even though competition has returned to the auto lending market, market share for Kansas credit unions has increased. Kansas’s year-to-date market share stood at 23.0% through the end of the third quarter. This is up from the 20.5% Kansas credit unions captured during the first nine months of 2010 and counter to

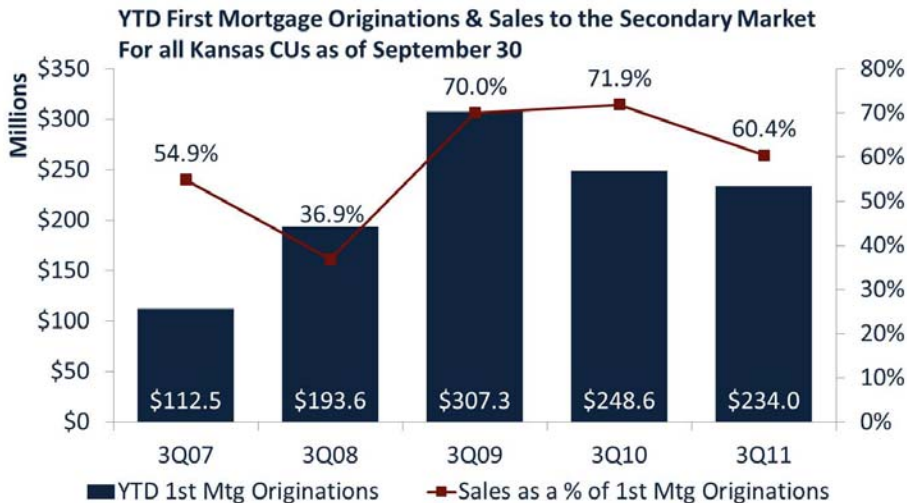
industry trends. Credit unions nationally have seen market share drop from a year-to-date share of 15.2% in September 2010 to 14.5% in September 2011.

As loan balances declined nationally in the third quarter, credit unions in Kansas have pushed ahead with balances increasing 5.4% annually. Credit unions in Kansas posted strong growth in other consumer lending components. Outstanding credit card balances, while just 3.3% of the total portfolio, grew 9.6% over third quarter 2010 levels. Used auto loans also posted a strong increase of 8.7%, adding \$115 million to the total loan portfolio and making used auto loans almost half of all outstanding loans at Kansas credit unions.



Kansas credit union mortgage originations also contributed to the growth in the loan portfolio. Credit unions in Kansas originated \$234 million in first mortgages during the first nine months of 2011, down 5.9% versus the first nine months of 2010. First mortgages outstanding grew 13.9% to \$701.1 million at Kansas credit unions. This balance sheet growth understates the mortgage lending activity, due in part to a greater presence in the secondary market as Kansas credit unions sold \$141.4 million of first mortgages to the secondary market year-to-date. If Kansas credit unions had kept those loans on their books, they would have recorded a 36.9% rise in outstanding first mortgages from the third quarter of 2010.

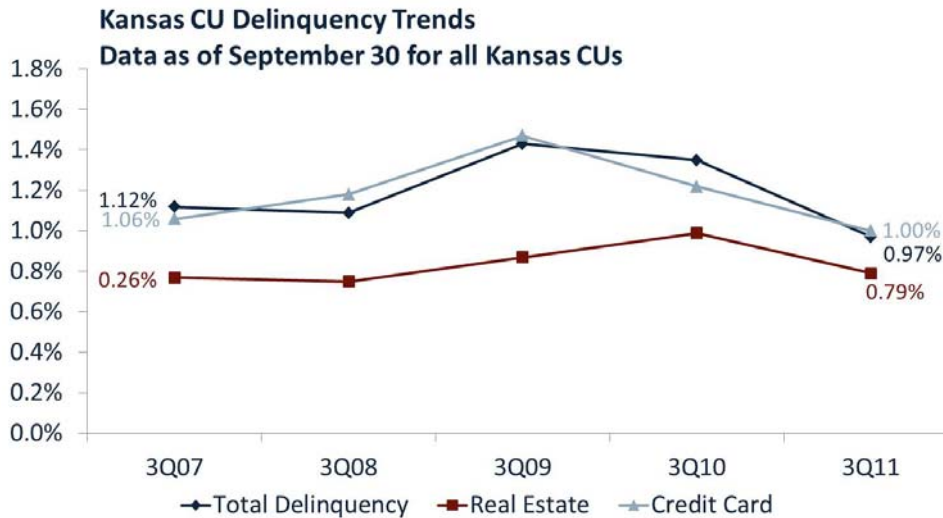
Credit unions in Kansas hold 22.6% of their collective loan portfolio in first mortgages. One reason for this percentage



being smaller than the national average of 40.5% is the management decision to actively sell first mortgage loans to the secondary market. In the first nine months of 2011, credit unions in Kansas sold 60.4% of first mortgage originations. This proportion is lower than the 71.9% rate during the first nine months of 2010. Credit unions nationally sold 44.6% of their first mortgage originations to the secondary market in the first nine months of 2011.

Member business loans are playing an increasing role at Kansas credit unions. Originations slowed in the third quarter and are down 5.5% from the first nine months of 2010. Despite the lower volume, outstanding balances increased 6.7% over balances held at September 30, 2011. Outstanding member business loans now comprise 4.8% of the collective loan portfolio of Kansas credit unions.

Delinquency Rate Declines for Fourth Consecutive Quarter



Asset quality in Kansas remains strong as the delinquency rate improved to 0.97% from 1.35% in September 2010. In addition to this annual decline, delinquency in Kansas remains below the national average of 1.60%, which is down 16 basis points over the past year.

Real estate delinquencies of 0.79% are under half of the national rate of 2.02%. Within the real estate portfolio, both first mortgage delinquency and

other real estate delinquency declined from September 2010 levels. Over the past 12 months, first mortgage delinquency has fallen 26 basis points to 0.82%. Other real estate delinquency decreased 10 basis points from the 0.79% reported in September 2010.

On the consumer side, both credit card delinquency and non-credit card consumer delinquency have improved from the previous September. Kansas credit unions currently have a 1.00% reportable credit card delinquency rate, an improvement of 22 basis points from the September 2010 rate of 1.22%. Likewise, other consumer loans improved in asset quality from 1.52% at September 2010 to 1.05% at September 2011.

Credit unions in Kansas within multiple asset ranges posted significant improvements in delinquency over the past year. Kansas credit unions with less than \$20 million in assets posted a decrease in delinquency of 21 basis points from September 2010 to reach 1.91% in September 2011. Credit unions with between \$20 million and \$100 million in assets reported a 55 basis point decline in the delinquency rate to reach 101 basis points as of September. Credit unions with over \$100 million in assets saw delinquency rates improve to 0.87%, a 32 basis point decline from 12 months ago.

Even though Kansas credit unions are writing off a slightly larger portion of loans than a year ago, they still are below the national credit union charge-off rate and down from the previous quarter. Through the end of the third quarter, the net charge-off rate for Kansas credit unions was 75 basis points. This is down 4 basis points from the 0.79% reported in the second quarter, and 17 basis points below the national credit union rate of 0.92%.

With a lower than average unemployment rate and stronger asset quality, Kansas credit unions are well-prepared for any lingering asset quality problems. The coverage ratio, which measures the allowance for loan losses to reportable delinquent loan balances, stood at 104.5% as of September 2011. Essentially credit unions in the state of Kansas have reserved over \$1.04 for every \$1 in reportable delinquent loans in their allowance account. If all the delinquent loans as of September 30 would need to be written off, all of those balances would be covered by the allowance account before credit unions would need to fall back to other reserves.

The table on the following page shows a breakout for delinquency and charge-off rates by component. “Non-Credit Card Consumer Loan” metrics, which are the closest estimate for auto loan delinquencies and charge-offs, also include boat & RV loans, other unsecured loans (such as payday loans and signature loans), and student loans.

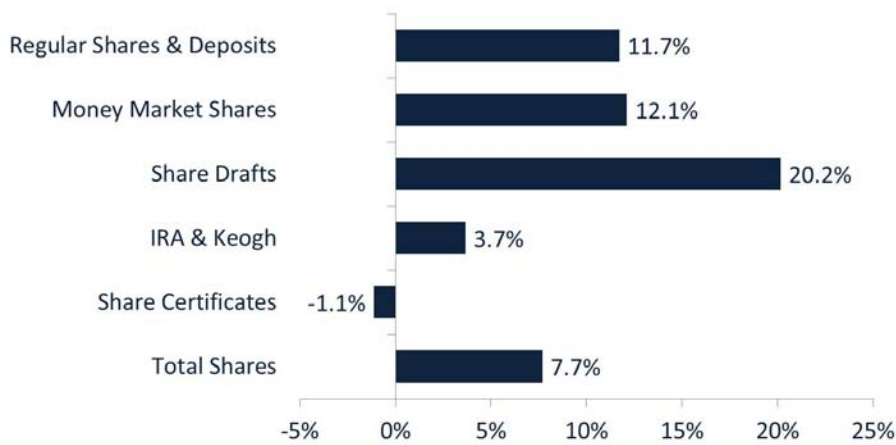
Asset Quality Comparisons | Data as of September 30

	KS CUs Under \$20M	KS CUs \$20M-\$100M	KS CUs Over \$100M	All KS CUs	All US CUs
2009					
Delinquency Ratio	2.33%	1.78%	1.16%	1.43%	1.69%
1 st Mortgage Delinquency	1.14%	0.82%	1.01%	0.94%	1.93%
Other RE Delinquency	3.16%	0.73%	0.51%	0.70%	1.52%
Credit Card Delinquency	2.17%	2.92%	1.10%	1.47%	2.03%
MBL Delinquency	5.24%	6.73%	0.66%	2.72%	3.40%
Non-CC Consumer Delinq.*	2.38%	2.36%	1.30%	1.68%	1.49%
Net Charge-Off Ratio	0.68%	0.74%	0.73%	0.73%	1.16%
1 st Mortgage Charge-Offs	0.00%	0.12%	0.02%	0.06%	0.23%
Other RE Charge-Offs	0.08%	0.04%	0.11%	0.09%	1.14%
Credit Card Charge-Offs	2.69%	2.16%	2.37%	2.33%	4.18%
MBL Charge-Offs	0.00%	0.05%	0.01%	0.02%	0.52%
Non-CC Consumer C-Os*	0.75%	1.06%	0.89%	0.92%	1.60%
2010					
Delinquency Ratio	2.12%	1.56%	1.19%	1.35%	1.76%
1 st Mortgage Delinquency	0.59%	1.42%	0.87%	1.08%	2.29%
Other RE Delinquency	1.33%	0.79%	0.76%	0.79%	1.56%
Credit Card Delinquency	1.34%	2.46%	0.93%	1.22%	1.64%
MBL Delinquency	7.15%	1.11%	3.53%	2.83%	4.41%
Non-CC Consumer Delinq.*	2.37%	1.72%	1.34%	1.52%	1.33%
Net Charge-Off Ratio	0.89%	0.73%	0.73%	0.74%	1.14%
1 st Mortgage Charge-Offs	0.00%	0.27%	0.07%	0.15%	0.35%
Other RE Charge-Offs	0.32%	0.11%	0.18%	0.16%	1.33%
Credit Card Charge-Offs	1.04%	2.60%	2.26%	2.29%	4.30%
MBL Charge-Offs	0.00%	0.25%	0.14%	0.17%	0.74%
Non-CC Consumer C-Os*	1.04%	0.97%	0.86%	0.90%	1.36%
2011					
Delinquency Ratio	1.91%	1.01%	0.87%	0.97%	1.60%
1 st Mortgage Delinquency	2.67%	0.91%	0.72%	0.82%	2.24%
Other RE Delinquency	1.49%	0.61%	0.69%	0.69%	1.41%
Credit Card Delinquency	1.33%	1.68%	0.86%	1.00%	1.18%
MBL Delinquency	15.74%	2.45%	1.48%	1.92%	3.76%
Non-CC Consumer Delinq.*	1.86%	1.10%	0.95%	1.05%	1.06%
Net Charge-Off Ratio	0.70%	0.60%	0.81%	0.75%	0.92%
1 st Mortgage Charge-Offs	0.01%	0.10%	0.14%	0.12%	0.39%
Other RE Charge-Offs	1.17%	0.32%	0.27%	0.31%	1.23%
Credit Card Charge-Offs	2.39%	1.50%	1.75%	1.72%	3.15%
MBL Charge-Offs	0.00%	0.16%	0.00%	0.03%	0.78%
Non-CC Consumer C-Os*	0.72%	0.83%	1.01%	0.95%	0.98%

*Note: Non-CC Consumer Delinquency and Charge-Off numbers represent our closest available approximation for auto loan delinquency and charge-offs. However, potential losses on boat & RV loans, other unsecured loans, and student loans are also included in the metric.

Multiple Components of Share Portfolio Post Double Digit Growth

12 Month Share Growth for Kansas CUs | Data as of September 30, 2011

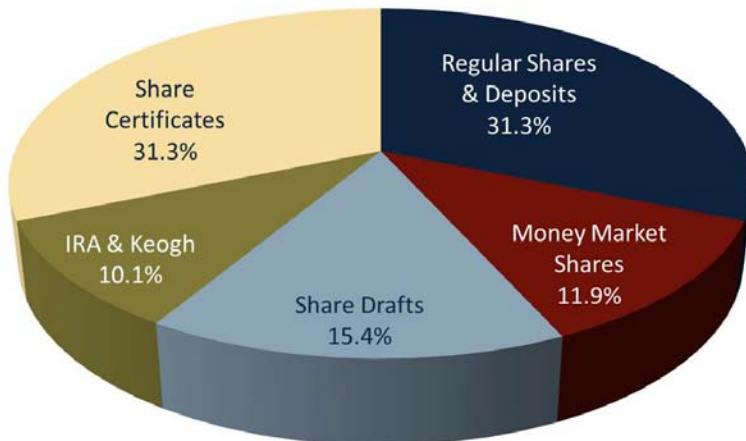


Share balances in Kansas experienced continued strong growth over the past 12 months. As of September 30, the total amount of shares deposited at Kansas credit unions stood at \$4.1 billion, a 12-month increase of 7.7%.

Share drafts grew at the fastest rate, up 20.2% over the past 12 months. Kansas credit union members have deposited an additional \$105.4 million in their share draft accounts since September 2010. The largest dollar increase came from regular shares and deposits as Kansas credit union members added \$133.9 million in balances from the previous September, an 11.7% rate of increase.

Nationally, credit unions have seen balances held in share certificate accounts decline by 5.4%. Kansas credit unions posted a similar trend; balances are down 1.1% from September 2010 levels. With this decline and strong growth in regular shares, these two categories are now tied as the largest components of the share portfolio. Other minor shifts in the portfolio include money market shares increasing to an 11.9% share from 11.5% in the previous September, as members continue to seek decent returns on their deposits while maintaining liquidity.

Kansas CU Share Composition | \$4.1B as of September 30, 2011



With share growth stronger than loan growth, Kansas credit unions are reporting increased liquidity. The loan-to-share ratio has fallen, down to 75.9% in September from the 77.6% reported in the previous September. As a result, credit unions have expanded their investment portfolio by \$164.2 million. As of September, credit unions in Kansas have seen their investment and cash totals rise 13.1% annually. In the low interest rate environment, credit unions in

Kansas are directing dollars to new investment vehicles. Investments held by credit unions at banks and thrifts fell 11.3%. The largest dollar and rate of increase in the portfolio was in U.S. and federal agency securities, up by \$125.1 million, an annual increase of 30.9%.

Kansas credit unions have extended their investment maturities over the past 12 months as short-term interest rates remain near historic lows. At the end of the third quarter, 45.4% of the Kansas credit union investment portfolio is in holdings with maturities of more than one year. This is up over 2 percentage points from the 43.3% of holdings with a maturity of over one year in September 2010.

Revenue Increases 70 Basis Points from Last September

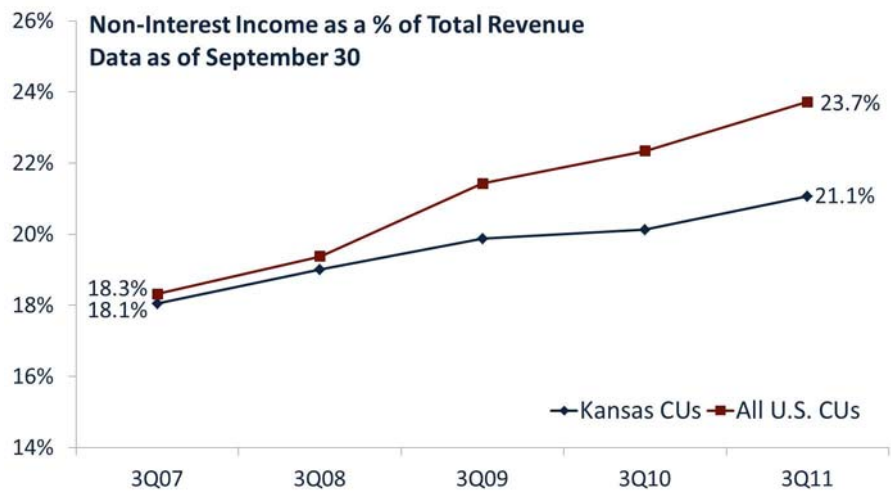
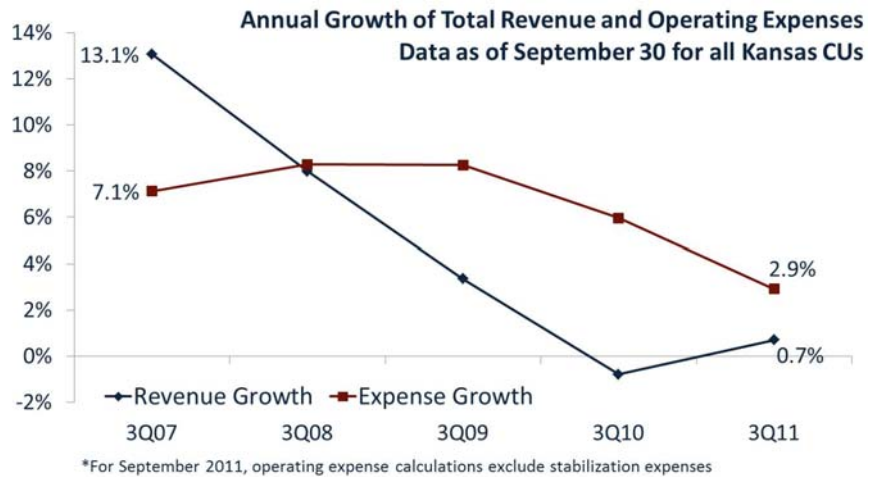
Total revenue for Kansas credit unions grew 70 basis points to \$206.6 million for the first nine months of 2011. This is in contrast to national trends, as income levels at credit unions nationwide declined from last September. The major factor in the decline in revenue comes from the historic low-rate environment. Nationally, loan interest income fell 5.2%. Despite strong loan growth in Kansas, this income source was essentially flat versus September 2010 levels as members financed at historically low interest rates. Average loan yields for Kansas credit unions also fell, down to 6.47% in September 2011 from 6.87% in September 2010.

Investment interest income in Kansas fell, down 4.8% from a year ago. Credit unions in Kansas saw average investment yields drop to 1.65% in September 2011, down from 1.91% in September 2010.

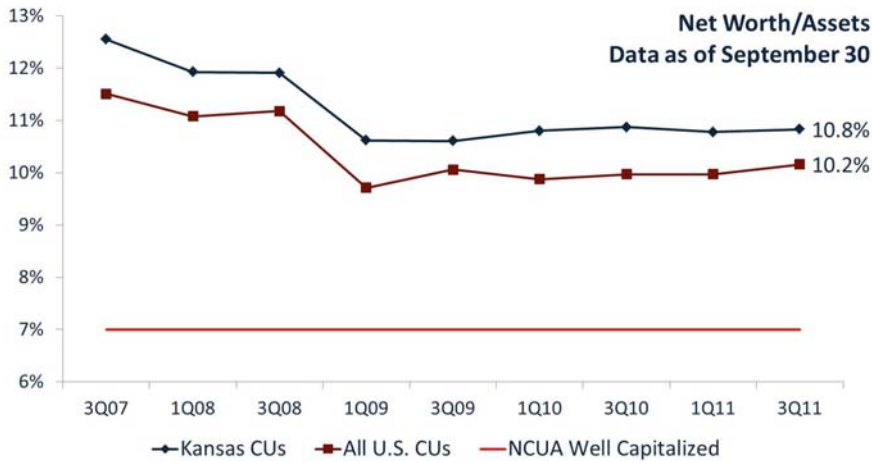
The minor gains in loan interest

income could not compensate for the drop in investment interest income. Total interest income declined 48 basis points from the first nine months of 2010. Non-interest income increased 5.4% over the same period. Non-interest income as a percent of total income stands at 21.1% at the end of the third quarter, up from the 20.1% reported in the previous September. As a percentage of average assets, interest income stands at 4.74% and non-interest income at 1.26%.

Credit unions in Kansas have been diligent in maintaining operating expenses without making any drastic changes, and as a result of this expense growth has been slowing over the past few years. Operating expense growth, which excludes stabilization expenses, was 2.9% for Kansas credit unions for September 2011. This was slightly above the national average of -0.5% for the same time. Over 80% of the \$3.5 million increase in operating expenses was due to the \$2.8 million increase in salary and benefits. Other increases of expenses included office occupancy and operations expenses, as well as a 14.7% rise in loan servicing expenses.



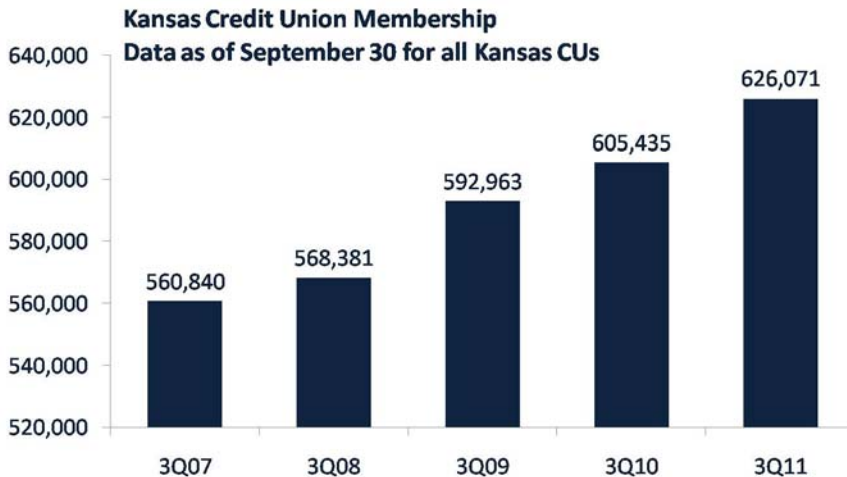
Net Worth Ratio Continues to Be Strong at Kansas Credit Unions



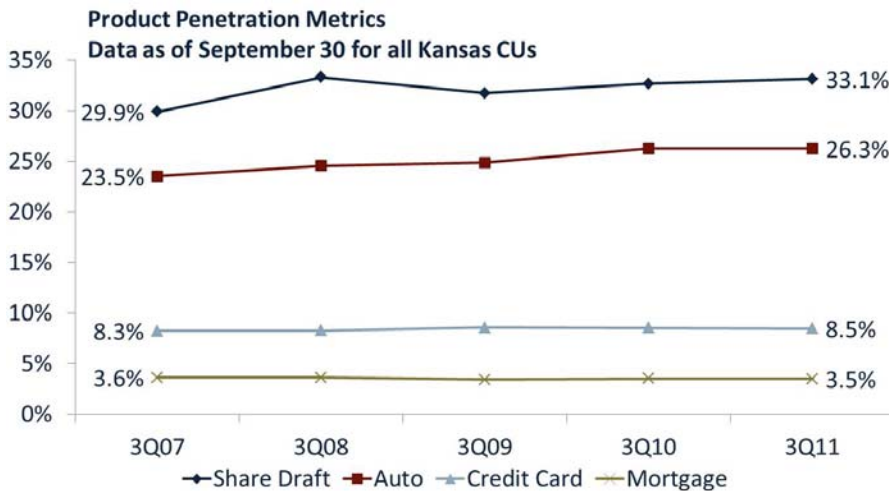
As of September 30, the net worth to assets ratio stood at 10.8% for Kansas credit unions. This represents a level that not only tops the national average of 10.2%, but is also well above the NCUA’s 7% threshold for achieving a “well-capitalized” level.

Overall net worth increased 7.1% to \$512.1 million driven by solid earnings. As reserves increased at a slightly faster pace than the annual asset growth of 7.6%, the ratio declined 4 basis points from the previous September level.

Kansas Membership Growth over Five Times National Average

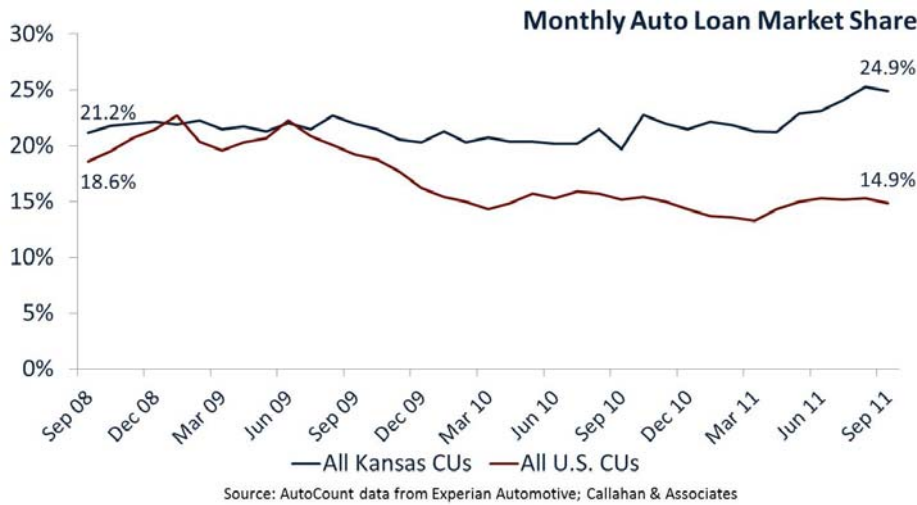


Membership at Kansas credit unions increased 3.4% over the past 12 months. Credit unions added an additional 20,636 members since the previous September. Over the past 12 months, Kansas credit union membership growth has significantly exceeded the industry average. The average Kansas member growth rate 3.4% is over five times the national average of 0.65%.

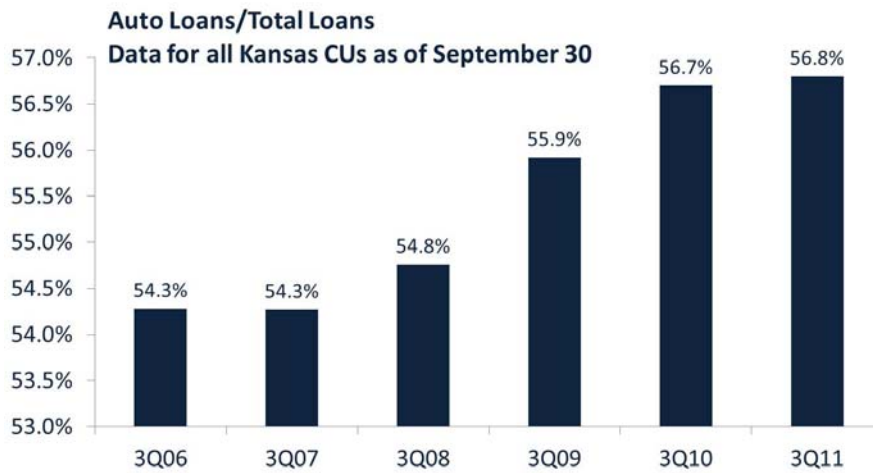


Product penetration metrics, which help credit unions measure how many members are using each product, have been on the rise at Kansas credit unions in recent years. Over the past four years, share draft penetration has increased 3.2 percentage points, auto loan penetration increased 2.8 percentage points, and credit card penetration has increased 0.2 percentage points. Mortgage penetration was the only product that saw declines over the same time, down 0.1%, which only reflect loans on the balance sheet and does not reflect loans sold on the secondary market.

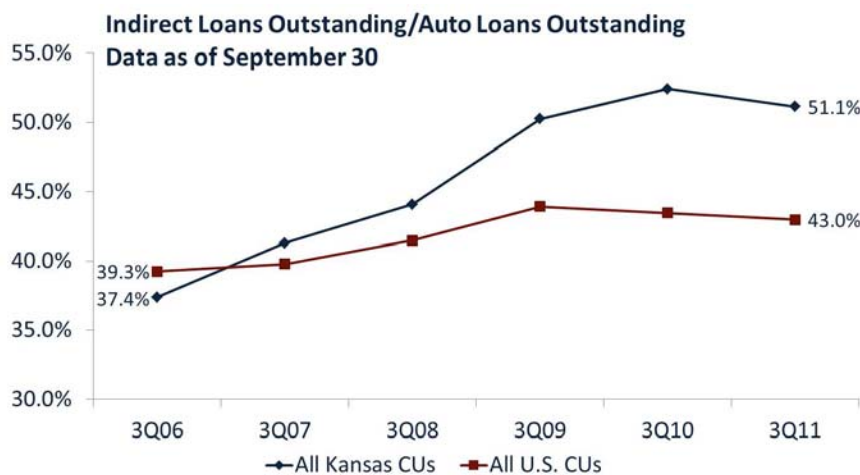
Special Section: Auto Lending at Kansas Credit Unions



Kansas remains a nationwide leader in credit union auto loan market share, with a year-to-date market share of 23.0% at the end of the third quarter. This is more than 50% higher than the national average of 14.5%. Despite competition returning to the auto lending market, market share for Kansas credit unions has increased since 2010. Kansas' year-to-date market share stood at 23.0% through the end of September. This is up slightly from the 20.5% Kansas credit unions captured during the same period in 2010. This rise, however, is counter to industry trends. Credit unions nationally have seen year-to-date market share drop from 15.2% in September 2010 to 14.5% at the end of September 2011.



Auto lending plays a large role in the lending portfolio of credit unions nationwide. The average credit union has 28.9% of its portfolio in auto loans. Kansas credit unions have an even higher concentration as auto loans make up 56.8% of the total outstanding loan portfolio. Vehicle financing has traditionally been the bread and butter of credit union lending. At Kansas credit unions, used auto loans make up over 82% of outstanding auto loans.



union average of 16.0%.

Kansas credit unions can use the auto loan penetration rate to measure how many of their members have an auto loan with the credit union. It is calculated by adding together the number of used and new vehicle loans, then dividing that number by members. The average auto loan penetration rate for Kansas credit unions was 26.3% at the end of the third quarter. This is higher than the national credit

The average auto loan balance helps to measure the typical vehicle loan value. For Kansas credit unions, their average auto loan balance is \$10,703. This is slightly below the \$11,190 that credit unions nationwide recorded in the third quarter. Credit unions with a large amount of new auto loans compared to used auto loans will have a higher average auto loan balance.

Indirect lending is a subcomponent of auto lending at credit unions. Working with dealers, rather than directly with members, is one way to build a reputation in select marketplaces and reach out to new members. Although not all indirect loans reported by credit unions are related to autos, they serve as the best proxy for loans made through dealers as over 95% of credit unions only do auto loan indirect lending (as opposed to mortgage indirect lending). The ratio of outstanding indirect loans to outstanding auto loans at Kansas credit unions was 51.1% at the end of September. Indirect loan delinquency stood at 0.70% at the end of the third quarter, below the state’s overall delinquency rate of 0.97%.

Kansas Credit Union Count Falls by Just One

During 2010, there were two credit unions that were merged or liquidated in Kansas. Through the first nine months of 2011, one credit union underwent a merger.

Kansas Credit Union Mergers/Liquidations 2000 – 3Q 2011				
	# of KS Mergers/Liquidations	% of KS CUs Merged/Liquidated	# Kansas CUs	# U.S. CUs
2000	4	2.90%	134	10,664
2001	2	1.49%	132	10,355
2002	6	4.55%	126	10,041
2003	5	3.97%	121	9,554
2004	0	0.00%	121	9,209
2005	5	4.13%	116	8,880
2006	1	0.86%	115	8,536
2007	5	4.35%	110	8,268
2008	2	1.82%	108	7,968
2009	4	3.70%	104	7,710
2010	2	1.92%	102	7,491
3Q 2011	1	0.98%	101	7,325
Totals	37		-33	3,339

Consolidated U.S. Credit Union Financial Statement

All U.S. Credit Unions as of September 30, 2011 (Thousands of Dollars)

	Sep-10	Sep-11	% Chg		9 Mos. Ended Sep-10	9 Mos. Ended Sep-11	% Chg
Assets:				Income:			
Cash & Equivalents	78,599,175	93,163,732	18.53%	Loans	26,374,537	24,999,133	-5.21%
Govt & Agencies	138,103,617	179,408,914	29.91%	(Less Rebates)	(16,733)	(14,843)	-11.30%
Corporate Credit Union	22,556,233	9,147,025	-59.45%	Investments	4,354,083	4,038,208	-7.25%
Banks and S&Ls	42,782,468	44,050,015	2.96%	Fee Income	5,307,496	5,208,394	-1.87%
Mutual Funds	1,559,686	1,756,505	12.62%	Trading+Other Operating	3,533,022	3,825,597	8.28%
All Other Inv & Ins	23,810,479	23,994,482	0.77%	Total Income	39,552,405	38,056,489	-3.78%
Total Investments, Cash & Cash I	307,411,658	351,520,673	14.35%	Expenses:			
Real Estate Loans	315,121,267	315,983,783	0.27%	Employee Compensation and Benefits	10,542,133	10,892,629	3.32%
Auto Loans	168,740,129	165,877,737	-1.70%	Travel & Conference	190,335	206,273	8.37%
All Other Loans	90,991,925	92,699,192	1.88%	Office Occupancy	1,626,352	1,673,047	2.87%
Total Loans	574,853,321	574,560,712	-0.05%	Office Operations	4,035,511	4,097,464	1.54%
(Loan Loss Allow)	(9,436,183)	(9,161,750)	-2.91%	Education & Promotional	707,002	743,616	5.18%
Foreclosed & Repossessed Assets	1,821,944	1,874,772	2.90%	Loan Servicing	1,367,422	1,475,989	7.94%
Land & Buildings	16,845,335	17,299,870	2.70%	Professional Services	1,606,367	1,707,836	6.32%
Other Fixed Assets	3,403,756	3,356,160	-1.40%	Member Insurance	860,238	62,948	-92.68%
All Other Assets	25,126,417	23,922,810	-4.79%	Operating Fees	115,137	110,679	-3.87%
Total Assets	920,026,248	963,373,246	4.71%	Miscellaneous	566,638	542,228	-4.31%
Liabilities & Capital:				Operating Expense Subtotal	21,617,135	21,512,711	-0.48%
Dividends Payable	360,975	277,262	-23.19%	Prov/Loan Loss	5,367,126	3,572,981	-33.43%
Notes Payable	27,438,017	24,942,306	-9.10%	Expense Subtotal	26,984,261	25,085,692	-7.04%
Reverse Repurchase Agreements	582,440	559,937	-3.86%	Non-Operating Gain (Loss)	11,082	171,777	1450.06%
Other Liabilities	8,927,467	9,112,062	2.07%	Income before Dividends	12,579,226	13,142,575	4.48%
Total Liabilities	37,308,899	34,891,566	-6.48%	Cost Of Funds:			
Regular Shares & Deposits	231,369,852	256,261,933	10.76%	Interest on Borrowed Funds	787,419	685,894	-12.89%
Money Market Shares	175,113,469	187,369,697	7.00%	Dividends	7,687,253	5,972,659	-22.30%
Share Drafts	87,937,012	100,888,509	14.73%	Net Income Prior to Stabilization	4,104,554	6,484,022	57.97%
IRA & Keogh	77,168,967	78,274,874	1.43%	Net NCUSIF Stabilization Expense	1,096,329	1,846,510	68.43%
Share Certificates	219,155,796	207,287,581	-5.42%	Net Income	3,008,225	4,637,512	54.16%
Total Shares	790,745,096	830,082,593	4.97%				
Regular Reserve	19,550,429	19,586,621	0.19%	Total Number of Credit Unions	7,556	7,325	-3.06%
FASB 115 Valuation Reserve	355,893	751,372	111.12%	# of FCU's	4,631	4,498	-2.87%
Undivided Earnings & Other Reserve	71,723,962	77,261,266	7.72%	# of SCU's - Federally Insured	2,771	2,681	-3.25%
Equity Acquired in Merger	341,969	799,828	133.89%	# of SCU's - Cooperatively Insured	154	146	-5.19%
Total Reserves & Undivided Earn	91,972,253	98,399,087	6.99%	Members	92,020,474	92,616,245	0.65%
Total Liabilities & Capital	920,026,248	963,373,246	4.71%	Employees	237,514	238,600	0.46%
				Average Share Balance	8,593	8,960	4.27%
				Average Loan Balance	12,579	12,548	-0.25%

U.S. Credit Union Peer Group Performance | All U.S. Credit Unions as of September 30, 2011

	U.S. Totals	Under \$20M	\$20M-\$50M	\$50M-\$100M	\$100M- \$250M	\$250M- \$500M	\$500M-\$1B	Over \$1B
# of CUs	7,325	3,748	1,341	806	705	331	215	179
Average Assets (000s)	\$131,519	\$6,916	\$32,187	\$70,491	\$156,007	\$351,424	\$699,615	\$2,574,024
12-MONTH GROWTH								
Capital Growth	6.07%	-0.32%	1.52%	3.22%	4.33%	5.94%	6.60%	9.27%
Loan Growth	-0.05%	-2.00%	-1.55%	-0.46%	-0.34%	0.39%	0.69%	1.61%
Share Growth	4.97%	3.12%	4.42%	4.95%	4.56%	5.63%	5.61%	6.78%
Member Growth	0.65%	-1.79%	-0.97%	0.08%	0.19%	1.08%	1.12%	4.00%
CAPITAL								
Capital/Assets	11.18%	14.29%	12.26%	11.47%	11.05%	11.24%	11.25%	10.86%
Solvency Ratio	114.30%	116.51%	113.89%	113.04%	112.69%	113.24%	113.89%	115.18%
Allow. For Loan Losses/Del. Loans	99.70%	69.50%	78.98%	82.85%	90.90%	98.58%	102.75%	105.42%
Delinquency Ratio	1.60%	2.00%	1.54%	1.42%	1.45%	1.55%	1.45%	1.70%
EARNINGS								
Return on Ave. Assets Before NCUSIF Exp.	0.92%	0.23%	0.43%	0.60%	0.73%	0.81%	0.90%	1.12%
Return on Ave. Assets Post NCUSIF Exp.	0.66%	-0.04%	0.15%	0.33%	0.46%	0.54%	0.64%	0.87%
Service Revenue / Ave. Assets	1.28%	0.85%	1.06%	1.26%	1.39%	1.47%	1.30%	1.24%
Net Interest Margin	3.17%	3.53%	3.42%	3.47%	3.36%	3.31%	3.18%	2.99%
Operating Expenses/Ave. Assets**	3.04%	3.83%	3.68%	3.77%	3.62%	3.48%	3.15%	2.57%
Yield on Average Earning Assets	4.30%	4.29%	4.29%	4.44%	4.42%	4.38%	4.28%	4.25%
Cost Of Funds	1.06%	0.72%	0.77%	0.82%	0.90%	0.93%	1.01%	1.22%
PRODUCTIVITY								
YTD Income per Employee (000s)	\$160	\$84	\$111	\$119	\$126	\$140	\$155	\$211
YTD Income per Member	\$411	\$194	\$268	\$311	\$358	\$398	\$436	\$499
YTD Operating Exp. per Member	\$252	\$159	\$206	\$230	\$251	\$266	\$276	\$264
Assets per Employee (000s)	\$4,038	\$2,281	\$2,922	\$2,965	\$3,089	\$3,389	\$3,926	\$5,417
YTD Loan Originations (\$) per Empl. (000s)	\$797	\$413	\$455	\$482	\$537	\$595	\$751	\$1,188
MEMBER SERVICE USAGE								
Auto Loan Penetration*	16.00%	13.56%	14.28%	15.18%	15.87%	16.30%	16.76%	16.50%
Share Draft Penetration*	49.15%	29.04%	36.24%	42.32%	46.26%	51.76%	53.03%	55.11%
Credit Card Penetration*	14.74%	11.77%	10.15%	11.29%	11.77%	13.66%	14.40%	19.09%
\$ Average Share Balance	\$8,963	\$4,504	\$6,193	\$6,836	\$7,709	\$8,438	\$9,559	\$10,867
# of Share & Loan Accts per Member	2.35	1.80	2.06	2.18	2.25	2.34	2.39	2.53
LENDING PROFILE								
Loans to Shares	69.22%	56.03%	58.38%	62.53%	66.70%	68.26%	70.37%	72.37%
% of RE Loans to Total Loans	55.00%	23.38%	40.84%	45.84%	50.95%	53.09%	56.26%	59.49%
\$ Average Loan Balance	\$12,548	\$6,762	\$8,607	\$9,663	\$11,275	\$11,910	\$13,623	\$14,258
Total Loans per Employee (000s)	\$2,408	\$1,097	\$1,496	\$1,635	\$1,817	\$2,021	\$2,393	\$3,326

*For CUs under \$20M, only those with at least one respective account are included in the calculation

**Excludes stabilization expenses

Consolidated Kansas Credit Union Financial Statement

All Kansas Credit Unions as of September 30, 2011

	Sep-10	Sep-11	% Chg		9 Mos. Ended Sep-10	9 Mos. Ended Sep-11	% Chg
Assets:				Income:			
Cash & Equivalents	339,812,721	404,522,537	19.04%	Loans	146,858,666	146,885,490	0.02%
Govt & Agencies	405,063,586	530,191,500	30.89%	(Less Rebates)	-	-	N/A
Corporate Credit Union	65,371,507	64,437,030	-1.43%	Investments	16,971,227	16,160,197	-4.78%
Banks and S&Ls	395,983,207	351,366,071	-11.27%	Fee Income	27,058,494	26,887,751	-0.63%
Mutual Funds	2,676,765	1,817,763	-32.09%	Trading+Other Operating	14,244,853	16,627,954	16.73%
All Other Inv & Ins	49,077,007	69,887,167	42.40%	Total Income	205,133,240	206,561,392	0.70%
Total Investments, Cash & Cash Eq.	1,257,984,793	1,422,222,068	13.06%	Expenses:			
Real Estate Loans	880,812,540	956,924,825	8.64%	Employee Compensation and Benefits	58,057,870	60,869,644	4.84%
Auto Loans	1,666,382,107	1,759,216,932	5.57%	Travel & Conference	1,319,777	1,518,339	15.05%
All Other Loans	391,696,677	381,096,285	-2.71%	Office Occupancy	7,906,755	8,910,122	12.69%
Total Loans	2,938,891,324	3,097,238,042	5.39%	Office Operations	21,356,254	22,648,307	6.05%
(Loan Loss Allow)	(32,310,826)	(31,359,349)	-2.94%	Education & Promotional	4,790,277	4,722,526	-1.41%
Foreclosed & Repossessed Assets	8,885,451	7,250,058	-18.41%	Loan Servicing	7,318,983	8,392,715	14.67%
Land & Buildings	93,655,414	101,880,072	8.78%	Professional Services	9,660,508	9,948,896	2.99%
Other Fixed Assets	16,591,542	16,994,972	2.43%	Member Insurance	4,704,207	541,842	-88.48%
All Other Assets	113,272,153	115,132,547	1.64%	Operating Fees	931,712	893,055	-4.15%
Total Assets	4,396,969,851	4,729,358,410	7.56%	Miscellaneous	3,350,186	4,424,230	32.06%
Liabilities & Capital:				Operating Expense Subtotal	119,396,529	122,869,676	2.91%
Dividends Payable	3,230,143	2,590,417	-19.80%	Prov/Loan Loss	17,200,126	15,697,679	-8.74%
Notes Payable	78,025,620	83,212,069	6.65%	Expense Subtotal	136,596,655	138,567,355	1.44%
Reverse Repurchase Agreements	-	-	N/A	Non-Operating Gain (Loss)	(553,168)	(2,707)	-99.51%
Other Liabilities	44,444,117	46,162,680	3.87%	Income before Dividends	67,983,417	67,991,330	0.01%
Total Liabilities	125,699,880	131,965,166	4.98%	Cost Of Funds:			
Regular Shares & Deposits	1,143,574,598	1,277,499,466	11.71%	Interest on Borrowed Funds	1,728,116	1,608,427	-6.93%
Money Market Shares	434,570,147	487,221,696	12.12%	Dividends	41,136,336	34,270,493	-16.69%
Share Drafts	522,802,687	628,161,550	20.15%	Net Income Prior to Stabilization	25,118,965	32,112,410	27.84%
IRA & Keogh	396,781,863	411,339,713	3.67%	Net NCUSIF & TCCUSIF Expenses	4,467,916	9,057,436	102.72%
Share Certificates	1,291,830,933	1,277,168,286	-1.14%	Net Income	20,651,049	23,054,974	11.64%
Total Shares	3,789,560,228	4,081,390,711	7.70%				% Chg
Regular Reserve	97,764,593	97,401,664	-0.37%	Total Number of Credit Unions	102	101	-0.98%
FASB 115 Valuation Reserve	3,702,268	3,866,384	4.43%	# of FCU's	21	21	0.00%
Undivided Earnings & Other Reserves	380,242,882	414,734,485	9.07%	# of SCU's - Federally Insured	81	80	-1.23%
Equity Acquired in Merger	-	-	N/A	# of SCU's - Cooperatively Insured	-	-	N/A
Total Reserves & Undivided Earnings	481,709,743	516,002,533	7.12%	Members	605,435	626,071	3.41%
Total Liabilities & Capital	4,396,969,851	4,729,358,410	7.56%	Employees	1,622	1,640	1.11%
				YTD Loan Originations	1,201,817,057	1,252,428,446	4.21%
				Average Share Balance	6,240	6,519	4.47%
				Average Loan Balance	9,395	9,354	-0.44%

Kansas Credit Union Peer Group Performance

 | All Kansas Credit Unions as of September 30, 2011

	Kansas Totals	Under \$5M	\$5M-\$10M	\$10M-\$20M	\$20M-\$50M	\$50M-\$100M	\$100M-\$250M	Over \$250M
# of CUs	101	32	19	9	17	13	6	5
Average Assets (000s)	\$46,825	\$1,991	\$7,218	\$15,326	\$29,922	\$63,000	\$170,897	\$407,501
12-MONTH GROWTH								
Capital Growth	6.49%	-10.81%	0.74%	-0.77%	3.48%	4.81%	9.53%	9.60%
Loan Growth	5.39%	-0.60%	5.38%	-8.35%	-0.13%	4.22%	5.52%	8.37%
Share Growth	7.70%	1.13%	2.60%	2.96%	7.26%	6.36%	9.80%	9.01%
Member Growth	3.41%	-2.65%	-0.10%	1.72%	2.00%	7.37%	-0.87%	6.20%
CAPITAL								
Capital/Assets	11.57%	14.11%	16.31%	14.60%	12.15%	12.70%	11.10%	10.61%
Solvency Ratio	113.66%	116.32%	119.36%	116.66%	113.80%	114.58%	112.67%	113.10%
Allow. For Loan Losses/Del. Loans	104.52%	63.70%	127.38%	100.21%	83.55%	119.61%	84.23%	117.14%
Delinquency Ratio	0.97%	2.26%	1.27%	2.38%	1.12%	0.96%	1.06%	0.79%
EARNINGS								
Return on Ave. Assets Before NCUSIF Exp.	0.93%	-1.83%	0.30%	0.43%	0.50%	0.80%	1.36%	1.05%
Return on Ave. Assets Post NCUSIF Exp.	0.67%	-2.11%	0.03%	0.17%	0.22%	0.54%	1.08%	0.80%
Service Revenue / Ave. Assets	1.26%	0.78%	0.49%	0.77%	0.89%	1.13%	1.42%	1.44%
Net Interest Margin	3.70%	4.06%	3.73%	3.50%	3.18%	3.88%	3.45%	3.87%
Operating Expenses/Ave. Assets**	3.57%	6.36%	3.57%	3.41%	3.27%	3.66%	3.35%	3.64%
Yield on Average Earning Assets	4.99%	4.88%	4.53%	4.49%	4.12%	5.07%	4.83%	5.34%
Cost Of Funds	1.18%	0.82%	0.83%	1.00%	0.86%	1.07%	1.26%	1.32%
PRODUCTIVITY								
YTD Income per Employee (000s)	\$126	\$34	\$88	\$103	\$101	\$120	\$138	\$146
YTD Income per Member	\$330	\$140	\$213	\$234	\$248	\$311	\$367	\$378
YTD Operating Exp. per Member	\$211	\$167	\$166	\$168	\$183	\$206	\$223	\$226
Assets per Employee (000s)	\$2,885	\$822	\$2,406	\$2,705	\$2,866	\$2,762	\$3,194	\$3,092
YTD Loan Originations (\$) per Empl. (000s)	\$764	\$228	\$507	\$461	\$599	\$752	\$837	\$887
MEMBER SERVICE USAGE								
Auto Loan Penetration*	26.25%	18.69%	19.24%	18.74%	19.38%	20.04%	26.85%	32.63%
Share Draft Penetration*	33.13%	18.17%	16.02%	22.94%	32.93%	32.33%	33.75%	37.47%
Credit Card Penetration*	8.48%	3.61%	3.45%	4.63%	7.13%	5.59%	12.92%	9.46%
\$ Average Share Balance	\$6,519	\$2,885	\$4,902	\$5,295	\$6,181	\$6,213	\$7,423	\$6,856
# of Share & Loan Accts per Member	2.12	1.61	1.77	1.88	2.03	1.92	2.26	2.27
LENDING PROFILE								
Loans to Shares	75.89%	66.72%	62.47%	59.11%	59.86%	74.42%	72.97%	84.41%
% of RE Loans to Total Loans	30.90%	1.70%	10.22%	21.74%	33.80%	39.29%	34.42%	27.95%
\$ Average Loan Balance	\$9,354	\$5,104	\$7,576	\$7,046	\$8,911	\$11,131	\$9,650	\$9,222
Total Loans per Employee (000s)	\$1,889	\$474	\$1,263	\$1,370	\$1,505	\$1,790	\$2,030	\$2,229

*For CUs under \$5M, only those with at least one respective account are included in the calculation

**Excludes stabilization expenses

KANSAS CREDIT UNION LEADERS

All credit unions under \$20 million in assets as of September 30, 2011

12-Month Share Growth		
<i>Credit Union</i>	<i>Share Growth*</i>	<i>Shares (\$)</i>
1 Kan Colo	35.73%	\$716,343
2 Enterprise	32.91%	\$1,590,199
3 Mid Plains	29.12%	\$874,147
4 BP Ulysses	19.92%	\$1,402,199
5 Kansas Air Guard	16.18%	\$4,804,451
6 Crossroads	15.11%	\$7,464,365
7 Ellis	13.25%	\$4,730,298
8 Credit Union of Emporia	12.41%	\$14,170,219
9 Topeka Police	9.22%	\$5,579,947
10 Parsons Pittsburg	8.57%	\$10,642,080

Capital/Assets		
<i>Credit Union</i>	<i>Capital/Assets</i>	<i>Assets (\$)</i>
1 Universal	43.23%	\$974,118
2 Topeka Firemens	27.26%	\$8,514,767
3 Hutchinson Postal & Community	27.10%	\$3,387,309
4 Salina Interparochial	26.88%	\$17,587,373
5 Kansas City P&G Employees	25.40%	\$4,550,103
6 Topeka Post Office	25.01%	\$6,513,832
7 Saline County Teachers	24.42%	\$2,672,190
8 K C K Firemen & Police	24.03%	\$9,919,750
9 Peoples Choice	22.99%	\$6,606,325
10 Sunflower	21.40%	\$454,777

12-Month Loan Growth		
<i>Credit Union</i>	<i>Loan Growth*</i>	<i>Loans (\$)</i>
1 Wesley Medical	35.64%	\$2,562,064
2 Kansas Air Guard	23.44%	\$4,137,980
3 Morton	21.93%	\$1,714,772
4 River Cities Community	18.65%	\$1,803,100
5 Peoples Choice	15.41%	\$2,256,988
6 Mid Plains	14.60%	\$678,402
7 Crossroads	13.04%	\$5,223,458
8 W. N. M. H.	12.37%	\$905,937
9 K C K Firemen & Police	12.11%	\$5,615,406
10 Victoria Community	11.73%	\$390,365

ROA		
<i>Credit Union</i>	<i>ROA</i>	<i>Assets (\$)</i>
1 W. N. M. H.	1.76%	\$1,176,293
2 Catholics United	1.67%	\$170,497
3 Wakarusa Valley	1.55%	\$3,231,240
4 Bradken	1.32%	\$7,641,146
5 Kansas Air Guard	1.31%	\$5,467,299
6 K C K Firemen & Police	1.25%	\$9,919,750
7 Norwesco	1.20%	\$183,189
8 Reliance	1.15%	\$18,414,381
9 Topeka Post Office	1.10%	\$6,513,832
10 Mid Plains	0.85%	\$986,992

12-Month Member Growth		
<i>Credit Union</i>	<i>Member Growth*</i>	<i>Members</i>
1 Parsons Pittsburg	43.69%	2,279
2 Hutchinson Postal & Community	11.42%	634
3 W. N. M. H.	11.31%	433
4 Mid Plains	7.39%	218
5 Bradken	6.51%	916
6 Kansas Air Guard	5.86%	650
7 Topeka Police	5.36%	1,179
8 River Cities Community	4.89%	793
9 Norwesco	4.30%	97
10 Salina Interparochial	3.72%	1,755

Loans/Shares		
<i>Credit Union</i>	<i>Loans/Shares</i>	<i>Assets (\$)</i>
1 River Cities Community	96.02%	\$2,100,729
2 Salina Railroad	95.25%	\$565,228
3 Veterans Administration	94.54%	\$5,267,795
4 Holy Name	92.16%	\$476,928
5 Universal	91.46%	\$974,118
6 Wakarusa Valley	89.86%	\$3,231,240
7 Topeka Police	87.27%	\$6,523,730
8 Kansas Air Guard	86.13%	\$5,467,299
9 W. N. M. H.	84.44%	\$1,176,293
10 Bell	84.14%	\$9,368,485

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.

KANSAS CREDIT UNION LEADERS

All credit unions between \$20 million and \$100 million in assets as of September 30, 2011

12-Month Share Growth		
Credit Union	Share Growth*	Shares (\$)
1 Ark Valley	19.82%	\$28,654,365
2 Kansas State University	16.90%	\$45,181,279
3 Emporia State	15.82%	\$46,860,827
4 White Eagle	15.29%	\$62,399,789
5 Kansas Teachers Community	14.35%	\$58,231,923
6 Central Kansas	13.18%	\$29,952,583
7 Campus	12.86%	\$21,208,838
8 K.U.M.C.	11.25%	\$22,522,536
9 Kansas Blue Cross Blue Shield	10.60%	\$23,921,208
10 Freedom 1st	10.19%	\$26,685,107

Capital/Assets		
Credit Union	Capital/Assets	Assets (\$)
1 Farmway	23.70%	\$74,326,306
2 Wichita	17.13%	\$74,317,768
3 Argentine Santa Fe Industries	17.01%	\$20,128,778
4 Co-operative	16.12%	\$21,556,218
5 Panhandle	15.86%	\$43,283,029
6 Dillon Employees	15.78%	\$34,296,444
7 Kansas Blue Cross Blue Shield	15.66%	\$28,282,931
8 Freedom 1st	15.55%	\$31,828,692
9 SM	14.77%	\$58,876,931
10 Campus	14.47%	\$24,619,722

12-Month Loan Growth		
Credit Union	Loan Growth*	Loans (\$)
1 Panhandle	13.61%	\$19,056,661
2 Credit Union of Dodge City	12.40%	\$44,410,505
3 Mid-Kansas	11.35%	\$28,058,990
4 Ark Valley	11.13%	\$18,362,425
5 Emporia State	10.86%	\$37,017,355
6 Kansas State University	9.90%	\$31,906,727
7 White Eagle	8.82%	\$51,678,892
8 Kansas Blue Cross Blue Shield	6.24%	\$18,141,583
9 Wichita	6.08%	\$45,054,155
10 Midwest Regional	5.07%	\$35,752,285

ROA		
Credit Union	ROA	Assets (\$)
1 SM	1.46%	\$58,876,931
2 Kansas Teachers Community	1.16%	\$65,880,436
3 TECU	1.05%	\$62,040,358
4 White Eagle	0.95%	\$71,386,596
5 Kansas Blue Cross Blue Shield	0.91%	\$28,282,931
6 Kansas State University	0.90%	\$50,392,128
7 Equishare	0.85%	\$26,182,782
8 Farmway	0.81%	\$74,326,306
9 Campus	0.74%	\$24,619,722
10 Credit Union of Dodge City	0.70%	\$59,507,699

12-Month Member Growth		
Credit Union	Member Growth*	Members
1 Ark Valley	6.63%	7,594
2 White Eagle	5.84%	11,500
3 First Choice	4.60%	8,326
4 Kansas State University	4.50%	8,729
5 Emporia State	4.05%	4,622
6 TECU	2.86%	7,882
7 Wichita	2.40%	8,288
8 Campus	2.16%	5,059
9 McPherson Co-op	1.44%	2,951
10 Mid-Kansas	1.24%	4,558

Loans/Shares		
Credit Union	Loans/Shares	Assets (\$)
1 TECU	93.42%	\$62,040,358
2 Farmway	89.79%	\$74,326,306
3 SM	89.47%	\$58,876,931
4 Equishare	86.10%	\$26,182,782
5 White Eagle	82.82%	\$71,386,596
6 Credit Union of Dodge City	81.36%	\$59,507,699
7 New Century	80.45%	\$20,226,293
8 Kansas Teachers Community	79.70%	\$65,880,436
9 Campus	79.60%	\$24,619,722
10 Emporia State	78.99%	\$51,534,963

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.

KANSAS CREDIT UNION LEADERS

All credit unions over \$100 million in assets as of September 30, 2011

12-Month Share Growth		
<i>Credit Union</i>	<i>Share Growth*</i>	<i>Shares (\$)</i>
1 Educational	12.44%	\$137,076,425
2 Credit Union Of America	12.34%	\$324,099,555
3 Cessna Employees	10.56%	\$174,399,753
4 Hutchinson	10.40%	\$158,749,202
5 Quest	9.49%	\$227,364,934
6 Envista	9.40%	\$196,261,613
7 Mid American	7.94%	\$138,161,310
8 Golden Plains	7.21%	\$320,156,631
9 Frontier Community	7.19%	\$88,538,352
10 Meritrust	5.53%	\$603,777,382

Capital/Assets		
<i>Credit Union</i>	<i>Capital/Assets</i>	<i>Assets (\$)</i>
1 Cessna Employees	15.59%	\$207,759,952
2 Frontier Community	13.68%	\$102,534,098
3 Credit Union Of America	12.78%	\$390,883,243
4 Meritrust	10.78%	\$730,971,941
5 Mid American	9.79%	\$168,648,051
6 Mainstreet	9.77%	\$296,607,554
7 Envista	9.76%	\$220,431,666
8 Quest	9.62%	\$251,221,225
9 Golden Plains	9.33%	\$367,823,103
10 Hutchinson	9.27%	\$176,098,809

12-Month Loan Growth		
<i>Credit Union</i>	<i>Loan Growth*</i>	<i>Loans (\$)</i>
1 Educational	15.73%	\$87,271,505
2 Meritrust	12.91%	\$585,564,487
3 Hutchinson	10.93%	\$123,095,365
4 Credit Union Of America	10.59%	\$300,311,248
5 Golden Plains	6.19%	\$327,444,847
6 Mid American	5.86%	\$149,302,676
7 Quest	2.03%	\$95,919,275
8 Envista	1.69%	\$160,946,046
9 Cessna Employees	0.84%	\$77,694,114
10 Frontier Community	-2.70%	\$53,419,303

ROA		
<i>Credit Union</i>	<i>ROA</i>	<i>Assets (\$)</i>
1 Mid American	1.66%	\$168,648,051
2 Cessna Employees	1.51%	\$207,759,952
3 Golden Plains	1.44%	\$367,823,103
4 Frontier Community	1.44%	\$102,534,098
5 Credit Union Of America	1.37%	\$390,883,243
6 Envista	0.87%	\$220,431,666
7 Meritrust	0.73%	\$730,971,941
8 Educational	0.60%	\$149,906,895
9 Hutchinson	0.49%	\$176,098,809
10 Quest	0.21%	\$251,221,225

12-Month Member Growth		
<i>Credit Union</i>	<i>Member Growth*</i>	<i>Members</i>
1 Meritrust	10.91%	74,049
2 Credit Union Of America	8.31%	38,065
3 Golden Plains	4.79%	52,494
4 Mid American	3.90%	24,803
5 Educational	3.23%	19,427
6 Hutchinson	3.22%	17,165
7 Frontier Community	-0.23%	11,483
8 Quest	-2.47%	32,174
9 Cessna Employees	-3.32%	14,666
10 Envista	-7.33%	32,776

Loans/Shares		
<i>Credit Union</i>	<i>Loans/Shares</i>	<i>Assets (\$)</i>
1 Mid American	108.06%	\$168,648,051
2 Golden Plains	102.28%	\$367,823,103
3 Meritrust	96.98%	\$730,971,941
4 Credit Union Of America	92.66%	\$390,883,243
5 Envista	82.01%	\$220,431,666
6 Hutchinson	77.54%	\$176,098,809
7 Educational	63.67%	\$149,906,895
8 Frontier Community	60.33%	\$102,534,098
9 Mainstreet	60.32%	\$296,607,554
10 Cessna Employees	44.55%	\$207,759,952

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.