

Massachusetts Credit Union Profile

First Quarter 2018

CUNA Economics & Statistics



Massachusetts Credit Union Profile

First Quarter 2018

Overview by Year

	U.S. CUs	Massachusetts CUs
Demographic Information		
	Mar 18	Mar 18
Number of CUs	5,644	165
Assets per CU (\$ mil)	253.9	235.5
Median assets (\$ mil)	32.5	30.6
Total assets (\$ mil)	1,433,167	38,863
Total loans (\$ mil)	986,314	29,077
Total surplus funds (\$ mil)	389,570	8,615
Total savings (\$ mil)	1,218,197	31,636
Total memberships (thousands)	114,052	2,961
Growth Rates (%)		
Total assets	5.8	4.4
Total loans	9.6	3.9
Total surplus funds	-3.2	5.8
Total savings	5.6	4.1
Total memberships	4.3	4.5
% CUs with increasing assets	68.1	70.3
Earnings - Basis Pts.		
Yield on total assets	363	335
Dividend/interest cost of assets	60	60
Net interest margin	303	276
Fee & other income	142	87
Operating expense	308	276
Loss Provisions	48	25
Net Income (ROA) with Stab Exp	90	62
Net Income (ROA) without Stab Exp	90	62
% CUs with positive ROA	83.3	81.2
Capital Adequacy (%)		
Net worth/assets	10.9	10.8
% CUs with NW > 7% of assets	97.3	98.8
Asset Quality		
Delinquencies (60+ day \$)/loans (%)	0.65	0.53
Net chargeoffs/average loans (%)	0.60	0.24
Total borrower-bankruptcies	209,820	2,076
Bankruptcies per CU	37.2	12.6
Bankruptcies per 1000 members	1.8	0.7
Asset/Liability Management		
Loans/savings	81.0	91.9
Loans/assets	68.8	74.8
Net Long-term assets/assets	32.8	39.8
Liquid assets/assets	13.7	12.4
Core deposits/shares & borrowings	51.3	50.1
Productivity		
Members/potential members (%)	4	4
Borrowers/members (%)	57	50
Members/FTE	387	436
Average shares/member (\$)	10,681	10,686
Average loan balance (\$)	15,103	19,729
Employees per million in assets	0.21	0.17
Structure (%)		
Fed CUs w/ single-sponsor	11.9	17.0
Fed CUs w/ community charter	18.0	17.6
Other Fed CUs	31.7	24.8
CUs state chartered	38.4	40.6

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

Source: NCUA and CUNA E&S.

Massachusetts Credit Union Profile

First Quarter 2018

Overview: State Trends

	U.S.	Massachusetts Credit Unions						
	Mar 18	Mar 18	2017	2016	2015	2014	2013	2012
Demographic Information								
Number of CUs	5,644	165	166	172	177	186	191	202
Assets per CU (\$ mil)	253.9	235.5	228.5	209.5	191.4	171.2	159.1	153.4
Median assets (\$ mil)	32.5	30.6	30.0	28.6	27.6	25.2	23.8	21.5
Total assets (\$ mil)	1,433,167	38,863	37,937	36,037	33,877	31,844	30,389	30,993
Total loans (\$ mil)	986,314	29,077	28,845	27,394	24,841	22,787	20,871	20,975
Total surplus funds (\$ mil)	389,570	8,615	7,938	7,577	8,042	8,105	8,667	9,185
Total savings (\$ mil)	1,218,197	31,636	30,684	29,276	27,430	25,906	25,054	25,688
Total memberships (thousands)	114,052	2,961	2,917	2,797	2,687	2,568	2,486	2,533
Growth Rates (%)								
Total assets	5.8	4.4	5.3	6.4	6.4	4.8	-1.9	4.2
Total loans	9.6	3.9	5.3	10.3	9.0	9.2	-0.5	5.0
Total surplus funds	-3.2	5.8	4.8	-5.8	-0.8	-6.5	-5.6	2.2
Total savings	5.6	4.1	4.8	6.7	5.9	3.4	-2.5	4.2
Total memberships	4.3	4.5	4.3	4.1	4.7	3.3	-1.9	1.7
% CUs with increasing assets	68.1	70.3	71.7	79.1	76.8	60.8	61.3	70.3
Earnings - Basis Pts.								
Yield on total assets	363	335	331	319	315	319	327	354
Dividend/interest cost of assets	60	60	56	52	53	55	60	80
Net interest margin	303	276	275	267	262	264	268	273
Fee & other income	142	87	78	85	82	79	86	90
Operating expense	308	276	264	268	269	269	283	282
Loss Provisions	48	25	23	19	14	12	18	22
Net Income (ROA) with Stab Exp	90	62	66	65	61	63	53	59
Net Income (ROA) without Stab Exp	90	62	66	65	61	63	59	67
% CUs with positive ROA	83.3	81.2	82.5	76.2	76.3	71.0	66.0	68.3
Capital Adequacy (%)								
Net worth/assets	10.9	10.8	10.9	10.8	10.8	10.9	10.8	10.6
% CUs with NW > 7% of assets	97.3	98.8	98.8	98.3	98.9	98.9	97.4	97.5
Asset Quality								
Delinquencies (60+ day \$)/loans (%)	0.65	0.53	0.64	0.62	0.77	0.82	1.00	1.16
Net chargeoffs/average loans (%)	0.60	0.24	0.28	0.24	0.22	0.25	0.35	0.49
Total borrower-bankruptcies	209,820	2,076	1,446	1,762	1,613	2,108	2,586	3,653
Bankruptcies per CU	37.2	12.6	8.7	10.2	9.1	11.3	13.5	18.1
Bankruptcies per 1000 members	1.8	0.7	0.5	0.6	0.6	0.8	1.0	1.4
Asset/Liability Management								
Loans/savings	81.0	91.9	94.0	93.6	90.6	88.0	83.3	81.7
Loans/assets	68.8	74.8	76.0	76.0	73.3	71.6	68.7	67.7
Net Long-term assets/assets	32.8	39.8	40.8	40.9	41.0	41.2	43.7	41.2
Liquid assets/assets	13.7	12.4	10.9	10.0	10.6	10.0	11.6	13.2
Core deposits/shares & borrowings	51.3	50.1	49.0	47.6	45.9	43.3	41.1	38.9
Productivity								
Members/potential members (%)	4	4	4	4	4	4	4	4
Borrowers/members (%)	57	50	50	49	48	50	47	46
Members/FTE	387	436	434	433	422	411	407	400
Average shares/member (\$)	10,681	10,686	10,520	10,467	10,207	10,089	10,079	10,139
Average loan balance (\$)	15,103	19,729	19,686	19,793	19,436	17,878	17,937	17,925
Employees per million in assets	0.21	0.17	0.18	0.18	0.19	0.20	0.20	0.20
Structure (%)								
Fed CUs w/ single-sponsor	11.9	17.0	16.9	17.4	18.6	18.3	17.8	18.3
Fed CUs w/ community charter	18.0	17.6	17.5	18.0	17.5	17.2	17.3	16.3
Other Fed CUs	31.7	24.8	25.3	25.0	24.3	23.7	24.1	23.8
CUs state chartered	38.4	40.6	40.4	39.5	39.5	40.9	40.8	41.6

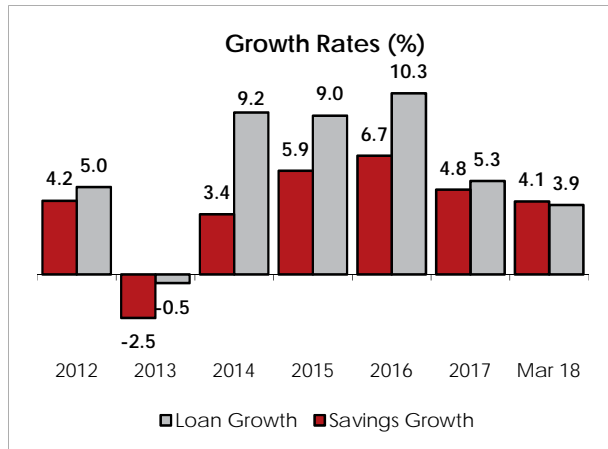
Earnings, net chargeoffs, and bankruptcies are year-to-date numbers annualized. Due to significant seasonal variation, balance sheet growth rates are for the trailing 12 months. US Totals include only credit unions that are released on the NCUA 5300 Call Report file.

Source: NCUA and CUNA E&S.

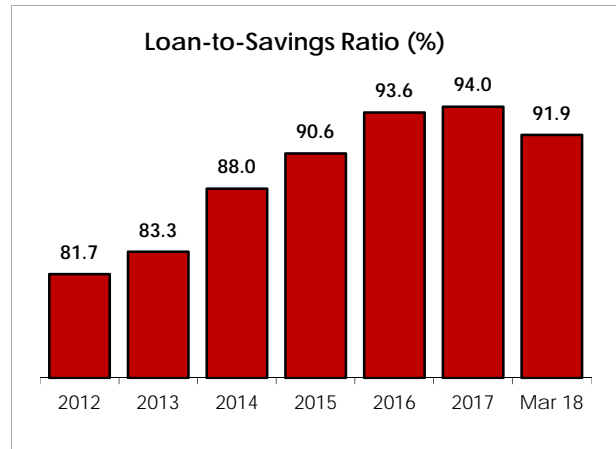
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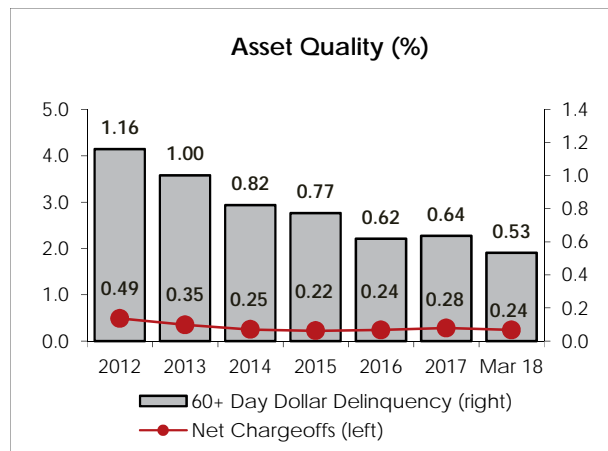
Loan and Savings Growth Trends



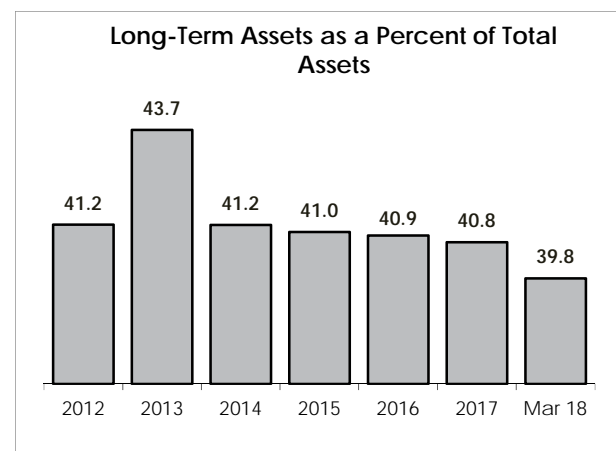
Liquidity Trends



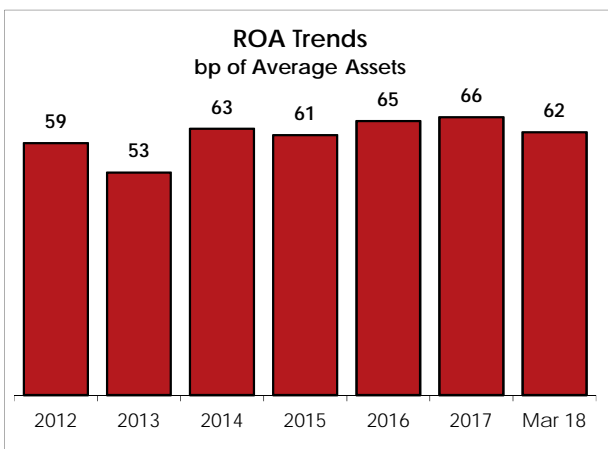
Credit Risk Trends



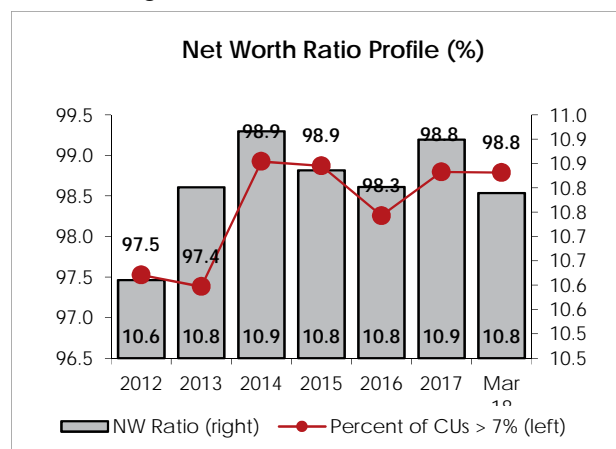
Interest Rate Risk Trends



Earnings Trends



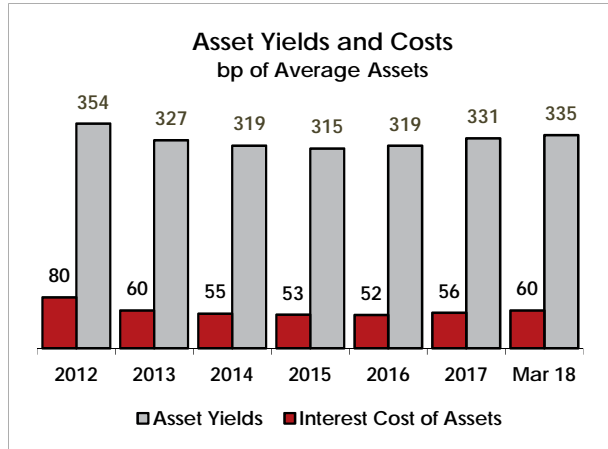
Solvency Trends



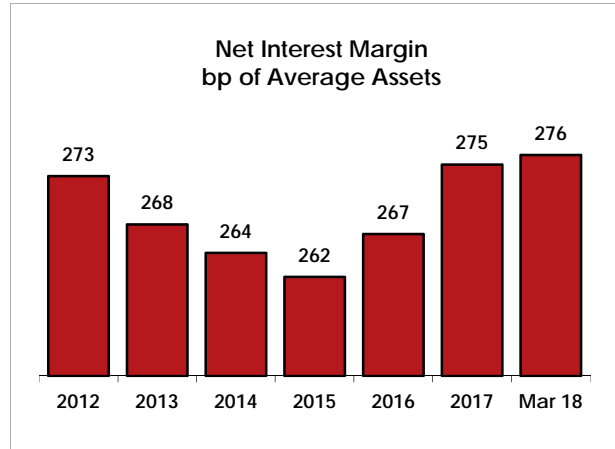
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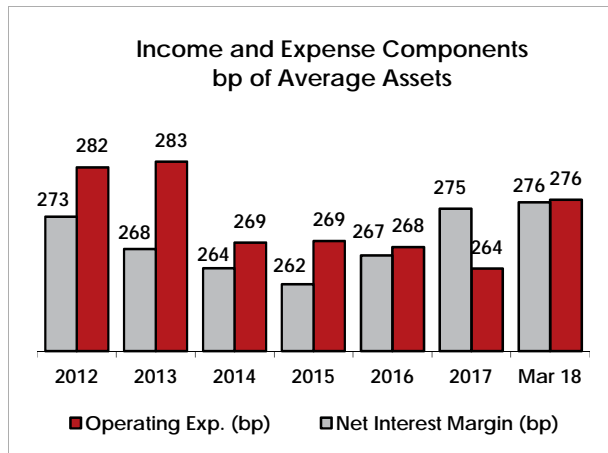
Asset Yields and Funding Costs



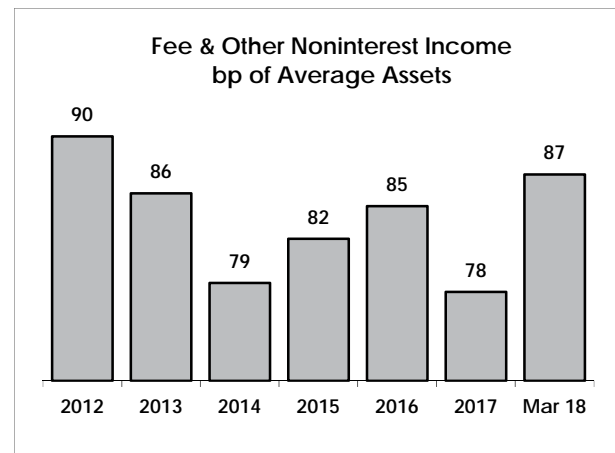
Interest Margins



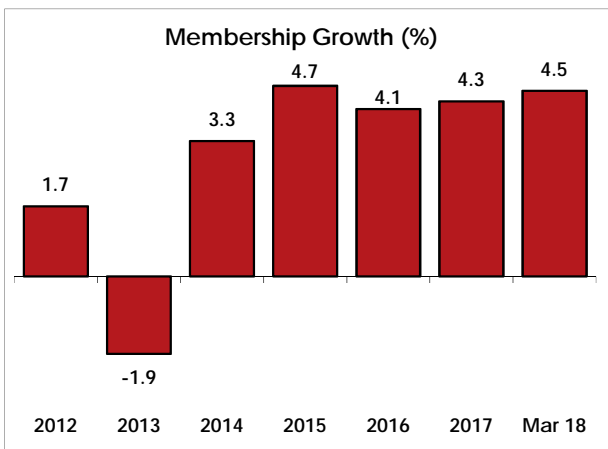
Interest Margins & Overhead



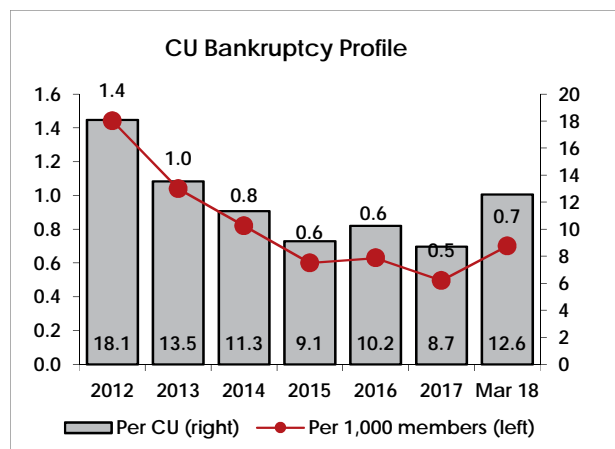
Noninterest Income



Membership Growth Trends



Borrower Bankruptcies



Overview: State Results by Asset Size

	MA	Massachusetts Credit Union Asset Groups - 2018						
	Mar 18	< \$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	> \$1 Bil
Demographic Information								
Number of CUs	165	66	29	13	24	9	17	7
Assets per CU (\$ mil)	235.5	8.5	31.9	72.4	163.8	387.6	673.5	2,509.5
Median assets (\$ mil)	30.6	8.3	29.7	69.3	154.8	390.4	632.1	1,667.8
Total assets (\$ mil)	38,863	559	926	941	3,932	3,488	11,450	17,567
Total loans (\$ mil)	29,077	254	391	609	2,611	2,633	8,506	14,074
Total surplus funds (\$ mil)	8,615	294	514	299	1,185	703	2,533	3,087
Total savings (\$ mil)	31,636	475	803	816	3,205	2,917	9,132	14,289
Total memberships (thousands)	2,961	68	74	79	277	256	741	1,466
Growth Rates (%)								
Total assets	4.4	0.8	1.8	6.8	2.6	2.1	3.3	6.9
Total loans	3.9	5.5	1.9	16.2	4.6	4.9	6.1	2.4
Total surplus funds	5.8	-2.6	1.4	-7.9	-1.6	-8.1	-5.5	33.3
Total savings	4.1	0.8	1.7	5.7	2.4	1.5	2.6	7.1
Total memberships	4.5	-1.0	-2.4	0.0	0.1	1.5	2.4	8.9
% CUs with increasing assets	70.3	57.6	72.4	84.6	75.0	77.8	82.4	100.0
Earnings - Basis Pts.								
Yield on total assets	335	318	280	363	337	358	326	338
Dividend/interest cost of assets	60	22	33	44	52	56	54	70
Net interest margin	276	295	247	320	286	303	273	269
Fee & other income	87	13	47	94	75	82	74	103
Operating expense	276	290	258	358	320	317	275	255
Loss Provisions	25	15	11	18	8	13	11	41
Net Income (ROA) with Stab Exp	62	3	25	38	33	54	61	76
Net Income (ROA) without Stab Exp	62	3	25	38	34	54	61	76
% CUs with positive ROA	81.2	68.2	89.7	69.2	87.5	100.0	100.0	100.0
Capital Adequacy (%)								
Net worth/assets	10.8	14.6	12.2	11.4	11.6	11.4	11.7	9.7
% CUs with NW > 7% of assets	98.8	100.0	96.6	92.3	100.0	100.0	100.0	100.0
Asset Quality								
Delinquencies (60+ day \$)/loans (%)	0.53	0.71	0.71	0.62	0.46	0.54	0.48	0.57
Net chargeoffs/average loans (%)	0.24	0.21	0.14	0.27	0.13	0.18	0.12	0.34
Total borrower-bankruptcies	2,076	72	100	84	228	128	568	896
Bankruptcies per CU	12.6	1.1	3.4	6.5	9.5	14.2	33.4	128.0
Bankruptcies per 1000 members	0.7	1.1	1.4	1.1	0.8	0.5	0.8	0.6
Asset/Liability Management (%)								
Loans/savings	91.9	53.4	48.7	74.6	81.5	90.3	93.1	98.5
Loans/assets	74.8	45.4	42.2	64.7	66.4	75.5	74.3	80.1
Net Long-term assets/assets	39.8	21.3	36.5	41.9	50.3	42.7	48.0	32.2
Liquid assets/assets	12.4	25.7	23.2	13.4	11.6	10.5	9.6	13.8
Core deposits/shares & borrowings	50.1	81.2	62.0	59.1	52.4	51.1	49.5	47.7
Productivity								
Members/potential members (%)	4	15	1	1	1	8	3	7
Borrowers/members (%)	50	38	39	45	38	42	44	57
Members/FTE	436	430	422	358	332	362	371	545
Average shares/member (\$)	10,686	6,994	10,879	10,324	11,576	11,412	12,325	9,743
Average loan balance (\$)	19,729	9,828	13,520	17,253	24,584	24,522	25,801	16,743
Employees per million in assets	0.17	0.28	0.19	0.23	0.21	0.20	0.17	0.15
Structure (%)								
Fed CUs w/ single-sponsor	17.0	37.9	6.9	0.0	0.0	11.1	0.0	0.0
Fed CUs w/ community charter	17.6	6.1	17.2	38.5	20.8	22.2	35.3	28.6
Other Fed CUs	24.8	27.3	51.7	23.1	0.0	11.1	11.8	28.6
CUs state chartered	40.6	28.8	24.1	38.5	79.2	55.6	52.9	42.9

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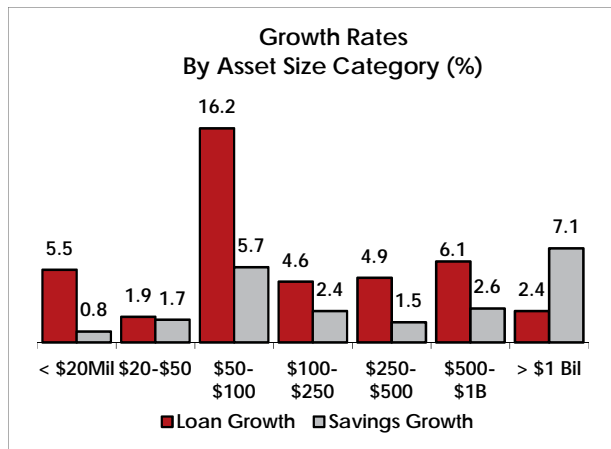
Source: NCUA and CUNA E&S.

Massachusetts Credit Union Profile

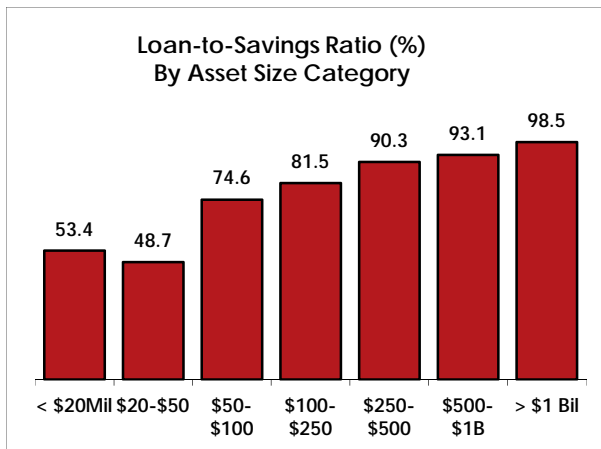
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Results By Asset Size

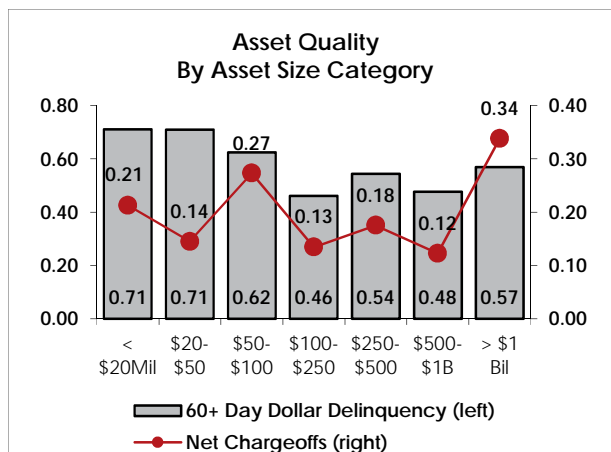
Loan and Savings growth



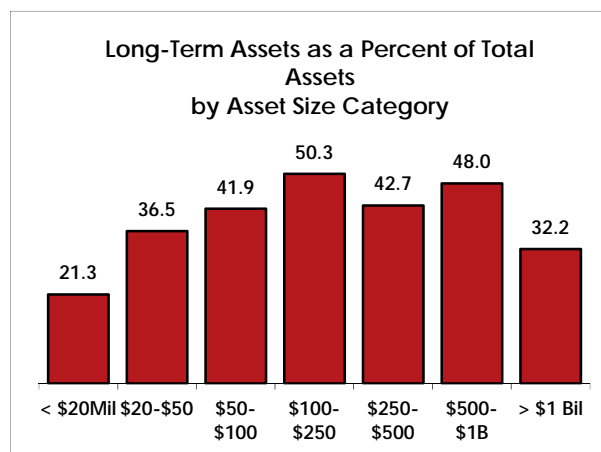
Liquidity Risk Exposure



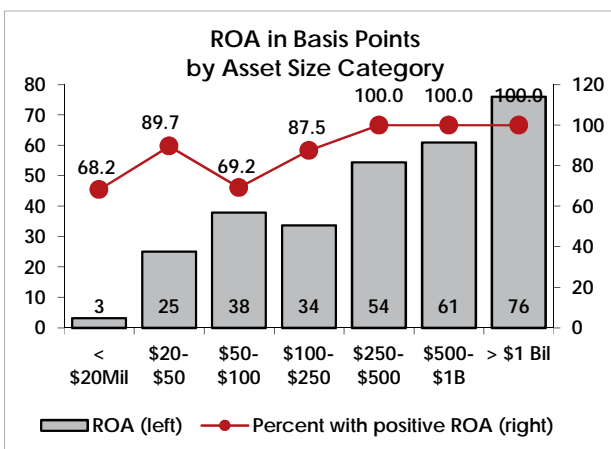
Credit Risk Exposure



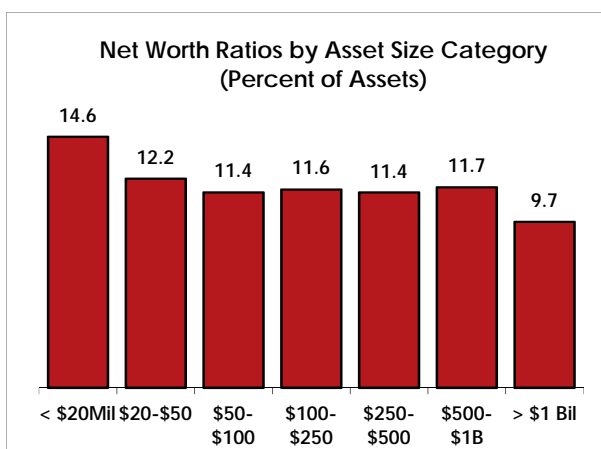
Interest Rate Risk Exposure



Earnings



Solvency



Overview: National Results by Asset Size

	U.S.	All U.S. Credit Unions Asset Groups - 2018						
Demographic Information	Mar 18	< \$20Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1B	> \$1 Bil
Number of CUs	5,644	2,246	1,060	721	717	352	251	297
Assets per CU (\$ mil)	253.9	7.5	32.5	71.8	159.5	357.8	714.6	3,064.8
Median assets (\$ mil)	32.5	6.4	31.3	70.1	151.2	348.3	694.9	1,725.2
Total assets (\$ mil)	1,433,167	16,919	34,481	51,790	114,391	125,958	179,368	910,260
Total loans (\$ mil)	986,314	8,127	17,494	28,818	72,027	83,420	125,462	650,968
Total surplus funds (\$ mil)	389,570	8,428	15,802	20,666	36,617	36,148	45,181	226,728
Total savings (\$ mil)	1,218,197	14,479	30,139	45,448	100,310	109,572	153,892	764,357
Total memberships (thousands)	114,052	2,653	3,944	5,491	10,955	11,552	14,712	64,743
Growth Rates (%)								
Total assets	5.8	0.8	2.1	2.8	3.5	4.9	6.0	7.3
Total loans	9.6	3.7	5.1	6.2	7.5	8.4	9.7	11.0
Total surplus funds	-3.2	-1.9	-1.2	-2.0	-3.8	-2.7	-3.5	-2.4
Total savings	5.6	0.7	1.9	2.5	3.2	4.7	5.5	7.3
Total memberships	4.3	-0.9	-0.4	0.4	1.3	3.7	4.3	6.9
<i>% CUs with increasing assets</i>	68.1	50.7	68.1	76.8	84.0	88.1	90.4	96.6
Earnings - Basis Pts.								
Yield on total assets	363	358	340	347	357	358	360	367
Dividend/interest cost of assets	60	32	30	33	38	44	49	70
Net interest margin	303	327	310	314	319	314	311	297
Fee & other income	142	80	108	130	144	159	156	141
Operating expense	308	367	355	365	367	364	347	279
Loss Provisions	48	28	23	28	34	36	38	55
Net Income (ROA) with Stab Exp	90	12	40	52	61	74	82	102
Net Income (ROA) without Stab Exp	90	12	40	52	61	74	82	102
<i>% CUs with positive ROA</i>	83.3	70.2	85.8	90.6	94.3	98.3	98.8	99.3
Capital Adequacy (%)								
Net worth/assets	10.9	14.0	12.1	11.4	10.9	10.9	10.8	10.8
<i>% CUs with NW > 7% of assets</i>	97.3	96.4	96.7	97.8	97.6	99.1	99.6	99.3
Asset Quality								
Delinquencies (60+ day \$)/loans (%)	0.65	1.36	0.90	0.81	0.73	0.77	0.61	0.62
Net chargeoffs/average loans (%)	0.60	0.55	0.44	0.52	0.56	0.58	0.55	0.62
Total borrower-bankruptcies	209,820	6,036	7,988	10,332	22,656	22,824	29,856	110,128
Bankruptcies per CU	37.2	2.7	7.5	14.3	31.6	64.8	118.9	370.8
Bankruptcies per 1000 members	1.8	2.3	2.0	1.9	2.1	2.0	2.0	1.7
Asset/Liability Management								
Loans/savings	81.0	56.1	58.0	63.4	71.8	76.1	81.5	85.2
Loans/assets	68.8	48.0	50.7	55.6	63.0	66.2	69.9	71.5
Net Long-term assets/assets	32.8	12.7	21.0	24.5	28.5	31.2	33.5	34.7
Liquid assets/assets	13.7	29.0	24.2	20.6	17.0	14.6	12.9	12.3
Core deposits/shares & borrowings	51.3	79.8	70.7	65.8	60.4	57.4	54.4	46.4
Productivity								
Members/potential members (%)	4	5	3	3	3	4	3	5
Borrowers/members (%)	57	41	48	52	53	53	56	60
Members/FTE	387	421	408	374	342	350	346	413
Average shares/member (\$)	10,681	5,458	7,641	8,276	9,156	9,485	10,460	11,806
Average loan balance (\$)	15,103	7,532	9,262	10,066	12,297	13,541	15,109	16,626
Employees per million in assets	0.21	0.37	0.28	0.28	0.28	0.26	0.24	0.17
Structure (%)								
Fed CUs w/ single-sponsor	11.9	23.1	8.1	3.9	2.4	2.3	2.8	2.4
Fed CUs w/ community charter	18.0	8.9	20.9	26.8	31.2	27.6	18.3	11.1
Other Fed CUs	31.7	36.6	34.1	29.3	23.4	22.2	23.1	31.0
CUs state chartered	38.4	31.4	36.9	40.1	43.0	48.0	55.8	55.6

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

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Portfolio: State Trends

	U.S.		Massachusetts Credit Unions					
Growth Rates	Mar 18	Mar 18	2017	2016	2015	2014	2013	2012
Credit cards	9.8%	8.7%	6.8%	3.8%	2.5%	6.5%	3.2%	5.0%
Other unsecured loans	7.5%	8.7%	7.7%	7.8%	9.5%	17.4%	3.5%	0.7%
New automobile	12.1%	1.1%	0.5%	14.1%	11.0%	22.0%	-0.8%	17.9%
Used automobile	10.0%	6.4%	3.1%	16.7%	8.9%	22.4%	5.0%	4.5%
First mortgage	10.2%	4.4%	5.2%	8.5%	8.4%	3.7%	-1.4%	5.6%
HEL & 2nd Mtg	5.7%	5.8%	7.4%	8.2%	6.6%	6.2%	-2.4%	-4.6%
Commercial loans*	-5.4%	-11.8%	-9.9%	21.0%	15.6%	20.0%	7.5%	12.6%
Share drafts	8.7%	10.1%	10.7%	7.5%	15.6%	8.6%	5.5%	8.0%
Certificates	6.6%	1.4%	0.9%	-1.1%	-4.9%	-5.3%	-13.2%	-4.3%
IRAs	-1.0%	-4.6%	-3.9%	-2.0%	-3.6%	-4.7%	-8.0%	-1.3%
Money market shares	2.8%	1.3%	3.6%	8.2%	6.9%	4.9%	2.7%	5.8%
Regular shares	6.8%	5.7%	6.3%	11.2%	11.9%	9.7%	2.4%	12.7%
Portfolio \$ Distribution								
Credit cards/total loans	5.8%	3.2%	3.2%	3.1%	3.3%	3.5%	3.6%	3.5%
Other unsecured loans/total loans	4.1%	2.8%	2.8%	2.8%	2.8%	2.8%	2.6%	2.5%
New automobile/total loans	13.8%	8.5%	8.6%	9.0%	8.7%	8.6%	7.7%	7.7%
Used automobile/total loans	21.1%	16.2%	16.1%	16.5%	15.6%	15.6%	13.9%	13.2%
First mortgage/total loans	40.9%	48.9%	48.7%	48.8%	49.6%	49.9%	52.5%	52.9%
HEL & 2nd Mtg/total loans	8.4%	15.1%	15.2%	14.9%	15.2%	15.5%	16.0%	16.3%
Commercial loans/total loans	6.8%	7.8%	7.8%	9.1%	8.3%	7.8%	7.1%	6.6%
Share drafts/total savings	15.1%	15.3%	15.0%	14.2%	14.1%	12.9%	12.3%	11.4%
Certificates/total savings	17.9%	18.2%	18.6%	19.3%	20.9%	23.3%	25.4%	28.6%
IRAs/total savings	6.4%	6.3%	6.6%	7.2%	7.8%	8.6%	9.3%	9.8%
Money market shares/total savings	21.9%	19.3%	19.6%	19.8%	19.6%	19.4%	19.1%	18.1%
Regular shares/total savings	37.0%	37.8%	37.0%	36.5%	35.0%	33.1%	31.2%	29.7%
Percent of CUs Offering								
Credit cards	61.2%	45.5%	45.2%	44.8%	42.9%	40.9%	39.3%	37.6%
Other unsecured loans	99.3%	99.4%	99.4%	97.7%	98.3%	98.4%	98.4%	99.0%
New automobile	95.7%	97.0%	97.0%	96.5%	96.6%	95.7%	96.3%	96.5%
Used automobile	96.8%	99.4%	99.4%	98.8%	98.9%	98.9%	99.0%	98.0%
First mortgage	67.9%	75.2%	75.9%	75.6%	72.3%	71.5%	70.2%	67.8%
HEL & 2nd Mtg	69.9%	82.4%	81.9%	83.1%	82.5%	82.3%	80.1%	79.2%
Commercial loans	33.8%	33.9%	33.7%	33.1%	32.8%	32.8%	32.5%	32.2%
Share drafts	79.8%	77.6%	77.7%	78.5%	76.8%	77.4%	75.9%	73.8%
Certificates	81.0%	83.6%	83.7%	83.1%	83.6%	83.9%	82.7%	82.2%
IRAs	68.3%	66.7%	66.9%	66.9%	65.5%	65.6%	65.4%	64.9%
Money market shares	50.9%	61.8%	62.0%	62.2%	61.6%	59.1%	57.1%	55.9%
Number of Loans as a Percent of Members in Offering CUs								
Credit cards	18.8%	16.1%	16.5%	17.1%	17.3%	24.2%	23.7%	23.5%
Other unsecured loans	11.6%	7.4%	7.7%	7.6%	7.6%	7.7%	7.5%	7.4%
New automobile	5.9%	5.8%	5.8%	5.6%	5.2%	4.8%	4.2%	4.4%
Used automobile	14.7%	15.8%	15.9%	15.1%	14.0%	13.1%	11.7%	11.5%
First mortgage	2.4%	2.7%	2.7%	2.8%	2.8%	2.8%	2.8%	2.8%
HEL & 2nd Mtg	2.1%	3.3%	3.4%	3.5%	3.5%	3.5%	3.6%	3.7%
Commercial loans	0.2%	0.2%	0.2%	0.3%	0.3%	0.3%	0.3%	0.3%
Share drafts	56.9%	52.2%	52.1%	51.7%	49.3%	48.4%	46.9%	45.6%
Certificates	7.6%	7.0%	7.2%	7.6%	8.4%	9.4%	10.5%	11.9%
IRAs	4.3%	4.1%	4.2%	4.7%	5.0%	5.5%	6.0%	6.5%
Money market shares	6.9%	6.3%	6.4%	6.5%	6.7%	7.0%	7.2%	7.3%

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

	Massachusetts Credit Union Asset Groups - 2018							
	MA Mar 18	< \$20 Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1Bil	> \$1Bil
Growth Rates								
Credit cards	8.7%	0.8%	-3.9%	2.3%	-10.6%	1.7%	2.5%	12.6%
Other unsecured loans	8.7%	5.2%	-2.5%	16.8%	11.4%	0.4%	2.0%	17.4%
New automobile	1.1%	7.2%	4.5%	11.8%	9.8%	9.2%	5.9%	-2.0%
Used automobile	6.4%	8.6%	-0.8%	10.5%	0.3%	7.6%	10.9%	5.3%
First mortgage	4.4%	4.4%	8.1%	19.0%	3.8%	2.3%	5.7%	3.5%
HEL & 2nd Mtg	5.8%	12.1%	-4.1%	16.0%	7.6%	8.1%	8.3%	4.8%
Commercial loans*	-11.8%	-28.8%	-79.9%	55.6%	-40.7%	-22.5%	12.9%	-15.8%
Share drafts	10.1%	3.6%	10.6%	2.6%	9.7%	13.7%	13.0%	7.9%
Certificates	1.4%	-7.8%	-3.9%	1.1%	-1.6%	-1.8%	1.9%	4.3%
IRAs	-4.6%	-11.0%	-7.2%	-5.4%	-6.2%	-7.8%	-4.1%	-2.7%
Money market shares	1.3%	-5.2%	0.3%	10.0%	-1.9%	-3.6%	0.6%	3.5%
Regular shares	5.7%	2.9%	3.5%	6.0%	5.2%	1.8%	0.7%	10.7%
Portfolio \$ Distribution								
Credit cards/total loans	3.2%	2.4%	4.1%	2.9%	0.8%	2.0%	1.6%	4.8%
Other unsecured loans/total loans	2.8%	20.2%	8.1%	6.9%	4.0%	4.7%	1.7%	2.2%
New automobile/total loans	8.5%	17.6%	7.7%	4.0%	5.5%	4.6%	6.7%	10.8%
Used automobile/total loans	16.2%	23.1%	10.2%	11.0%	10.2%	13.6%	12.9%	20.1%
First mortgage/total loans	48.9%	22.0%	46.8%	54.6%	61.0%	54.6%	57.8%	40.6%
HEL & 2nd Mtg/total loans	15.1%	11.7%	20.4%	18.0%	16.1%	14.5%	13.4%	15.8%
Commercial loans/total loans	7.8%	0.1%	0.1%	6.9%	4.5%	5.6%	6.9%	9.8%
Share drafts/total savings	15.3%	8.3%	12.5%	14.7%	17.1%	21.0%	19.4%	11.5%
Certificates/total savings	18.2%	9.2%	18.1%	20.0%	21.8%	21.2%	20.7%	15.4%
IRAs/total savings	6.3%	1.9%	5.8%	6.9%	6.7%	6.7%	8.1%	5.0%
Money market shares/total savings	19.3%	6.9%	12.7%	11.5%	12.8%	18.1%	16.7%	24.0%
Regular shares/total savings	37.8%	72.9%	49.7%	44.3%	36.6%	31.9%	33.6%	39.8%
Percent of CUs Offering								
Credit cards	45.5%	18.2%	65.5%	76.9%	41.7%	77.8%	64.7%	85.7%
Other unsecured loans	99.4%	98.5%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
New automobile	97.0%	92.4%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Used automobile	99.4%	98.5%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
First mortgage	75.2%	42.4%	89.7%	100.0%	100.0%	100.0%	100.0%	100.0%
HEL & 2nd Mtg	82.4%	57.6%	96.6%	100.0%	100.0%	100.0%	100.0%	100.0%
Commercial loans	33.9%	1.5%	3.4%	46.2%	75.0%	77.8%	94.1%	100.0%
Share drafts	77.6%	43.9%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Certificates	83.6%	59.1%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
IRAs	66.7%	28.8%	79.3%	100.0%	91.7%	100.0%	100.0%	100.0%
Money market shares	61.8%	22.7%	65.5%	84.6%	100.0%	100.0%	100.0%	100.0%
Number of Loans as a Percent of Members in Offering CUs								
Credit cards	16.1%	14.3%	21.6%	15.5%	9.5%	10.0%	15.8%	17.4%
Other unsecured loans	7.4%	18.8%	11.1%	14.1%	9.9%	9.5%	6.2%	6.2%
New automobile	5.8%	4.0%	2.5%	1.9%	3.7%	2.8%	5.0%	7.5%
Used automobile	15.8%	8.0%	5.3%	8.1%	11.3%	13.1%	13.2%	19.7%
First mortgage	2.7%	1.2%	1.9%	3.0%	3.9%	3.2%	3.8%	1.8%
HEL & 2nd Mtg	3.3%	1.6%	2.5%	3.1%	3.6%	3.7%	3.9%	3.0%
Commercial loans	0.2%	1.6%	0.1%	0.4%	0.3%	0.2%	0.3%	0.2%
Share drafts	52.2%	29.0%	38.5%	49.7%	48.3%	47.5%	49.3%	56.7%
Certificates	7.0%	5.4%	9.2%	7.9%	8.4%	9.0%	8.6%	5.5%
IRAs	4.1%	2.7%	4.8%	4.9%	5.0%	5.2%	5.2%	3.3%
Money market shares	6.3%	6.1%	7.8%	3.8%	3.9%	6.3%	6.6%	6.7%

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 - 2018						
	Mar 18	< \$20 Mil	\$20-\$50	\$50-\$100	\$100-\$250	\$250-\$500	\$500-\$1Bil	> \$1Bil
Growth Rates								
Credit cards	9.8%	0.1%	0.0%	1.0%	3.2%	3.5%	4.6%	12.3%
Other unsecured loans	7.5%	3.2%	2.7%	4.4%	5.1%	5.0%	12.3%	9.2%
New automobile	12.1%	7.1%	9.4%	11.5%	13.7%	13.0%	14.4%	12.2%
Used automobile	10.0%	5.3%	6.2%	7.9%	8.8%	10.1%	8.3%	12.0%
First mortgage	10.2%	2.0%	4.9%	4.8%	7.7%	7.5%	11.0%	11.2%
HEL & 2nd Mtg	5.7%	-2.4%	1.1%	3.8%	3.1%	9.1%	8.1%	6.1%
Commercial loans*	-5.4%	-13.4%	-17.0%	-11.6%	-10.1%	-8.9%	1.9%	-5.1%
Share drafts	8.7%	6.0%	6.7%	6.8%	7.2%	7.9%	8.2%	10.7%
Certificates	6.6%	-4.4%	-3.6%	-2.3%	-0.1%	3.3%	5.2%	9.5%
IRAs	-1.0%	-6.1%	-4.3%	-4.1%	-3.3%	-1.8%	-1.5%	0.5%
Money market shares	2.8%	-2.3%	-1.2%	-0.6%	0.0%	1.1%	2.6%	3.8%
Regular shares	6.8%	1.2%	3.3%	4.0%	5.0%	6.2%	6.6%	8.9%
Portfolio \$ Distribution								
Credit cards/total loans	5.8%	2.8%	4.1%	4.0%	3.9%	4.2%	4.3%	6.7%
Other unsecured loans/total loans	4.1%	15.9%	8.5%	6.7%	5.1%	4.4%	4.0%	3.5%
New automobile/total loans	13.8%	20.2%	14.4%	13.3%	12.1%	12.7%	13.6%	14.0%
Used automobile/total loans	21.1%	35.3%	29.9%	28.7%	26.5%	26.0%	23.8%	18.6%
First mortgage/total loans	40.9%	11.1%	25.4%	29.5%	34.5%	35.7%	38.8%	44.0%
HEL & 2nd Mtg/total loans	8.4%	5.7%	9.6%	9.5%	9.5%	9.9%	8.7%	8.0%
Commercial loans/total loans	6.8%	0.8%	1.9%	3.9%	5.9%	7.4%	8.3%	6.9%
Share drafts/total savings	15.1%	10.2%	15.5%	18.0%	18.9%	19.5%	19.8%	12.9%
Certificates/total savings	17.9%	10.9%	12.3%	13.8%	15.4%	16.3%	16.9%	19.2%
IRAs/total savings	6.4%	3.2%	5.6%	6.1%	6.3%	6.0%	5.9%	6.7%
Money market shares/total savings	21.9%	4.0%	9.4%	12.4%	15.7%	17.8%	20.4%	25.0%
Regular shares/total savings	37.0%	69.6%	55.3%	48.0%	41.7%	38.3%	35.4%	34.5%
Percent of CUs Offering								
Credit cards	61.2%	25.7%	75.3%	84.9%	87.6%	92.3%	93.2%	93.9%
Other unsecured loans	99.3%	98.3%	100.0%	99.7%	100.0%	100.0%	100.0%	100.0%
New automobile	95.7%	89.4%	99.8%	99.9%	100.0%	100.0%	99.6%	100.0%
Used automobile	96.8%	92.3%	99.8%	99.9%	99.7%	99.7%	100.0%	99.7%
First mortgage	67.9%	29.0%	83.3%	95.3%	99.3%	100.0%	100.0%	99.7%
HEL & 2nd Mtg	69.9%	33.7%	85.1%	94.6%	98.0%	99.7%	100.0%	100.0%
Commercial loans	33.8%	5.0%	23.8%	42.6%	67.5%	77.8%	84.1%	90.2%
Share drafts	79.8%	51.5%	96.5%	99.2%	99.4%	100.0%	100.0%	99.0%
Certificates	81.0%	57.5%	92.7%	97.1%	98.6%	99.4%	99.2%	98.7%
IRAs	68.3%	32.0%	82.9%	92.1%	97.8%	98.6%	99.6%	99.3%
Money market shares	50.9%	13.3%	54.0%	74.3%	87.9%	90.9%	93.2%	94.9%
Number of Loans as a Percent of Members in Offering CUs								
Credit cards	18.8%	13.0%	13.5%	13.8%	15.1%	15.2%	16.8%	21.1%
Other unsecured loans	11.6%	17.0%	13.4%	12.2%	11.3%	11.0%	11.1%	11.4%
New automobile	5.9%	3.6%	3.8%	4.9%	4.2%	4.5%	5.6%	6.8%
Used automobile	14.7%	11.3%	13.2%	15.3%	15.3%	15.4%	15.8%	14.4%
First mortgage	2.4%	1.3%	2.0%	2.3%	2.6%	2.4%	2.3%	2.5%
HEL & 2nd Mtg	2.1%	1.2%	1.5%	1.6%	1.9%	2.0%	2.1%	2.2%
Commercial loans	0.2%	0.6%	0.5%	0.4%	0.3%	0.3%	0.3%	0.2%
Share drafts	56.9%	33.2%	42.5%	48.1%	52.7%	54.8%	58.4%	60.4%
Certificates	7.6%	4.8%	5.2%	5.7%	6.4%	6.3%	6.8%	8.7%
IRAs	4.3%	2.4%	2.9%	3.3%	3.7%	3.7%	3.8%	4.7%
Money market shares	6.9%	3.8%	3.6%	3.9%	4.6%	5.3%	5.9%	8.1%

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.

Massachusetts CU Profile - Quarterly Trends

	U.S.	Massachusetts Credit Unions				
	Mar 18	Mar 18	Dec 17	Sep 17	Jun 17	Mar 17
Demographic Information						
Number CUs	5,643	165	166	167	167	171
Growth Rates (Quarterly % Change)						
Total loans	1.6	0.9	0.7	0.9	2.7	1.0
Credit cards	-1.4	2.1	5.1	0.6	1.0	0.2
Other unsecured loans	-2.2	-0.7	5.1	1.0	3.5	-1.6
New automobile	1.9	-1.2	0.2	-0.9	3.1	-1.7
Used automobile	2.7	1.6	0.6	0.3	3.9	-1.6
First mortgage	2.2	1.3	0.2	1.1	1.9	2.1
HEL & 2nd Mtg	-0.4	0.0	2.1	0.6	3.6	1.5
Commercial loans*	3.1	1.9	-0.8	-19.4	8.4	4.0
Total savings	3.9	3.1	0.6	0.0	0.7	3.8
Share drafts	7.3	4.7	5.2	-2.3	2.7	5.2
Certificates	1.7	0.7	0.2	0.3	0.4	0.1
IRAs	-0.2	-1.5	-1.5	-0.9	-0.5	-0.8
Money market shares	1.7	1.7	-0.4	0.1	0.4	4.0
Regular shares	5.6	5.5	-0.2	0.5	0.3	6.0
Total memberships	1.4	1.5	0.5	1.3	1.5	1.3
Earnings (Basis Points)						
Yield on total assets	363	335	340	335	324	323
Dividend/interest cost of assets	60	60	59	57	55	52
Fee & other income	142	87	81	80	78	74
Operating expense	308	276	270	264	260	263
Loss Provisions	48	25	34	25	18	16
Net Income (ROA)	90	62	58	69	70	65
% CUs with positive ROA	83	81	83	78	76	72
Capital Adequacy (%)						
Net worth/assets	10.9	10.8	10.9	10.8	10.7	10.6
% CUs with NW > 7% of assets	97.3	98.8	98.8	98.2	98.8	98.2
Asset Quality (%)						
Loan delinquency rate - Total loans	0.66	0.54	0.64	0.62	0.58	0.53
Total Consumer	0.87	0.81	0.81	0.74	0.65	0.63
Credit Cards	1.24	1.77	1.72	1.59	1.42	1.24
All Other Consumer	0.82	0.71	0.72	0.66	0.57	0.57
Total Mortgages	0.44	0.38	0.54	0.55	0.55	0.47
First Mortgages	0.43	0.40	0.56	0.58	0.59	0.48
All Other Mortgages	0.47	0.34	0.48	0.44	0.42	0.44
Total Commercial Loans	1.53	0.23	0.23	0.20	0.22	0.21
Commercial Ag Loans	1.64	0.00	0.00	0.00	0.00	0.00
All Other Commercial Loans	1.53	0.23	0.23	0.20	0.22	0.21
Net chargeoffs/average loans	0.60	0.24	0.41	0.24	0.22	0.26
Total Consumer	1.17	0.63	1.12	0.60	0.56	0.70
Credit Cards	2.86	2.17	2.35	2.23	1.71	1.82
All Other Consumer	0.95	0.48	1.01	0.44	0.45	0.59
Total Mortgages	0.02	0.02	0.01	0.04	0.03	0.02
First Mortgages	0.02	0.01	0.02	0.03	0.02	0.02
All Other Mortgages	0.01	0.04	0.00	0.06	0.06	0.03
Total Commercial Loans	0.41	-0.03	0.22	0.12	0.08	-0.47
Commercial Ag Loans	-0.01	0.00	0.00	0.00	0.00	0.00
All Other Commercial Loans	0.43	-0.03	0.22	0.12	0.08	-0.47
Asset/Liability Management						
Loans/savings	80.7	91.7	93.6	93.5	92.7	90.8

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.

Massachusetts Credit Union Profile

First Quarter 2018

Bank Comparisons

	MA Credit Unions				MA Banks			
	Mar 18	2017	2016	3 Yr Avg	Mar 18	2017	2016	3 Yr Avg
Demographic Information								
Number of Institutions	165	166	172	168	123	124	133	127
Assets per Institution (\$ mil)	236	229	210	225	3,284	3,147	2,892	3,108
Total assets (\$ mil)	38,863	37,937	36,037	37,612	403,959	390,217	384,589	392,922
Total loans (\$ mil)	29,077	28,845	27,394	28,439	151,504	143,492	131,106	142,034
Total surplus funds (\$ mil)	8,615	7,938	7,577	8,043	199,348	196,736	197,414	197,833
Total savings (\$ mil)	31,636	30,684	29,276	30,532	320,462	311,650	307,485	313,199
Avg number of branches (1)	3	3	3	3	11	11	10	11
12 Month Growth Rates (%)								
Total assets	4.4	5.3	6.4	5.4	7.0	2.6	2.7	4.1
Total loans	3.9	5.3	10.3	6.5	14.3	12.1	10.1	12.2
Real estate loans	4.7	5.7	8.5	6.3	10.8	10.7	10.8	10.8
Commercial loans*	-11.8	-9.9	21.0	-0.2	13.9	11.5	11.0	12.1
Total consumer	7.5	9.4	11.3	9.4	5.2	4.0	4.6	4.6
Consumer credit card	8.7	6.8	3.8	6.4	-51.0	-48.8	100.5	0.2
Other consumer	7.3	9.7	12.4	9.8	5.4	4.2	4.5	4.7
Total surplus funds	5.8	4.8	-5.8	1.6	3.6	0.2	-3.8	0.0
Total savings	4.1	4.8	6.7	5.2	5.8	2.6	0.8	3.1
YTD Earnings Annualized (BP)								
Yield on Total Assets	335	331	319	328	230	212	190	211
Dividend/Interest cost of assets	60	56	52	56	37	31	24	30
Net Interest Margin	276	275	267	272	193	181	167	180
Fee and other income (2)	87	78	85	83	250	247	231	243
Operating expense	276	264	268	269	334	338	307	326
Loss provisions	25	23	19	22	3	3	4	3
Net income	62	66	65	64	106	86	87	93
Capital Adequacy (%)								
Net worth/assets	10.8	10.9	10.8	10.8	9.9	10.2	9.7	9.9
Asset Quality (%)								
Delinquencies/loans (3)	0.53	0.64	0.62	0.60	0.37	0.39	0.49	0.42
Real estate loans	0.38	0.54	0.63	0.52	0.40	0.42	0.51	0.44
Consumer loans	0.23	0.23	0.47	0.31	0.84	0.80	0.96	0.87
Total consumer	0.96	0.96	0.64	0.85	0.12	0.12	0.14	0.13
Consumer credit card	1.77	1.72	1.11	1.54	1.23	1.31	0.47	1.00
Other consumer	0.86	0.86	0.58	0.77	0.12	0.12	0.13	0.12
Net chargeoffs/avg loans	0.24	0.28	0.24	0.25	0.03	0.04	0.03	0.03
Real estate loans	0.02	0.03	0.08	0.04	0.01	0.01	0.01	0.01
Commercial loans	-0.03	0.05	0.18	0.07	0.11	0.20	0.18	0.16
Total consumer	0.80	0.94	0.62	0.79	0.24	0.27	0.18	0.23
Consumer credit card	2.17	1.99	1.68	1.95	5.74	2.00	2.96	3.57
Other consumer	0.63	0.81	0.47	0.64	0.23	0.27	0.18	0.23
Asset Liability Management (%)								
Loans/savings	91.9	94.0	93.6	93.2	47.3	46.0	42.6	45.3
Loans/assets	74.8	76.0	76.0	75.6	37.2	36.5	33.8	35.8
Core deposits/total deposits	53.1	52.0	50.7	51.9	39.5	35.1	26.5	33.7
Productivity								
Employees per million assets	0.17	0.18	0.18	0.18	0.13	0.14	0.14	0.13

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

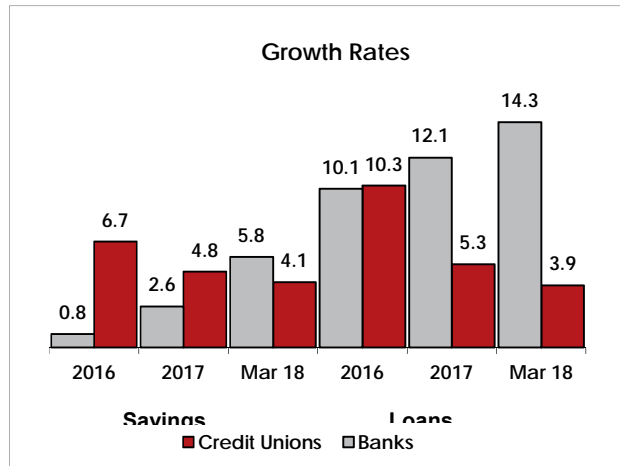
Source: FDIC, NCUA and CUNA E&S

Massachusetts Credit Union Profile

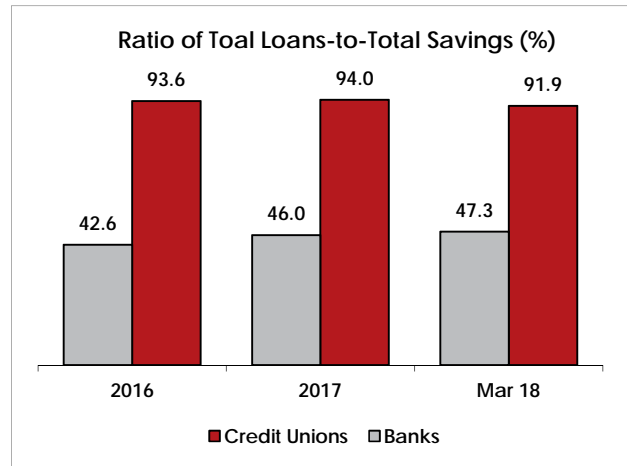
First Quarter 2018

Credit Union and Bank Comparisons

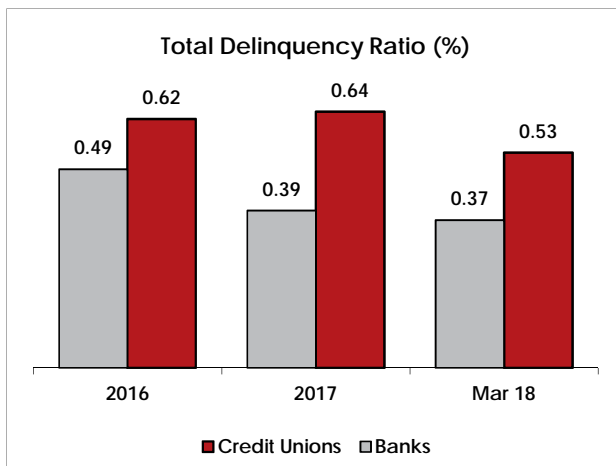
Loan and Savings Growth Trends



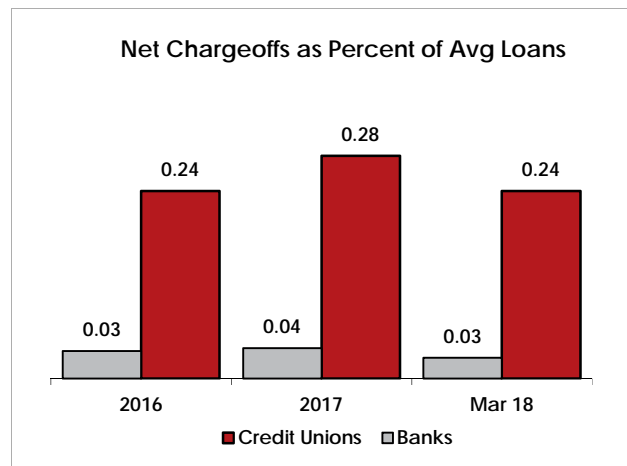
Liquidity Risk Trends



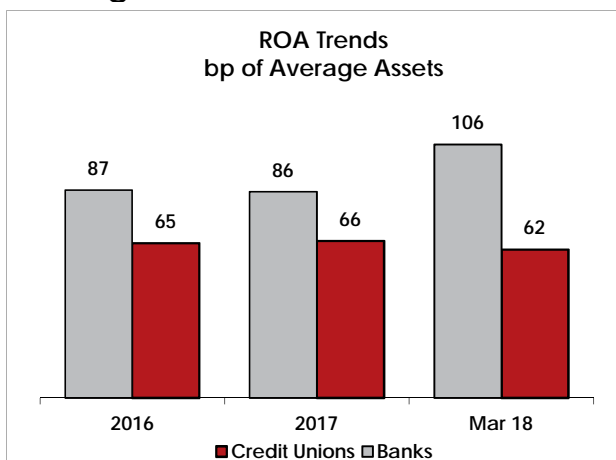
Credit Risk Trends



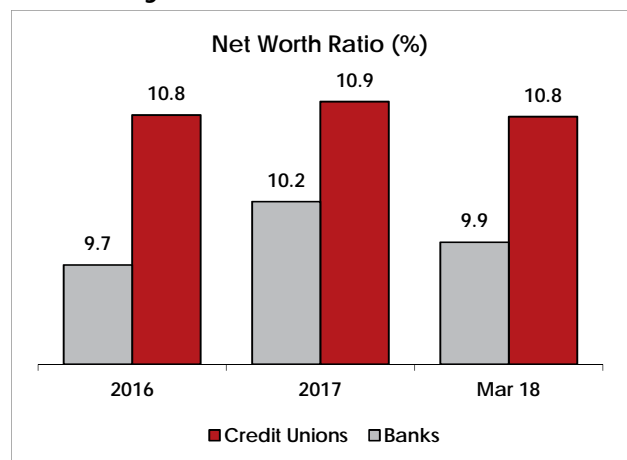
Credit Risk Trends



Earnings Trends



Solvency Trends



Massachusetts Credit Union Profile

First Quarter 2018

Massachusetts Credit Union Financial Summary

Data as of March 2018

Credit Union Name	State	# of Mergers (Last 12mo)	Assets	Members	Branches	12-Month	12-Month	12-Month	Networth/ Assets	Delinq	Net	ROA	Loans/	Fixed Rate
						Asset Growth	Loan Growth	Member Growth		Loans/ Loans	Chg-offs/ Avg Loans		Loans/ Savings	1st Mtgs. Assets
Digital Federal Credit Union	MA	0	\$8,607,538,119	736,371	22	7.8%	-2.8%	14.2%	9.2%	0.74%	0.52%	0.76%	92.9%	25.4%
Metro CU	MA	0	\$1,771,986,300	199,080	15	4.1%	4.5%	2.8%	9.3%	0.15%	0.09%	0.54%	106.5%	37.2%
Rockland FCU	MA	0	\$1,685,530,774	181,129	9	4.9%	2.2%	-1.5%	12.1%	0.16%	0.17%	1.12%	112.0%	31.4%
Workers CU	MA	0	\$1,667,774,257	98,479	16	8.1%	10.7%	6.3%	10.4%	0.62%	0.27%	0.37%	105.4%	24.3%
Jeanne D Arc CU	MA	0	\$1,372,963,359	85,269	11	7.9%	13.5%	6.7%	8.2%	0.46%	0.19%	0.96%	104.3%	66.2%
Hanscom FCU	MA	1	\$1,294,460,190	82,723	20	7.3%	10.2%	13.9%	10.3%	0.49%	0.19%	0.67%	99.0%	17.2%
Greylock FCU	MA	1	\$1,166,475,831	83,428	13	4.5%	6.2%	6.1%	10.5%	0.82%	0.19%	1.02%	93.7%	31.3%
St Anne's CU of Fall River	MA	0	\$940,016,318	56,059	8	4.1%	4.3%	-2.0%	10.2%	0.37%	0.00%	0.82%	98.8%	47.3%
Webster First FCU	MA	0	\$922,254,728	70,642	18	5.8%	6.5%	5.0%	19.6%	0.60%	0.10%	1.19%	103.5%	45.1%
RTN FCU	MA	1	\$904,141,594	47,788	21	1.2%	6.8%	1.4%	11.1%	0.55%	0.14%	0.22%	63.7%	35.3%
St Marys CU	MA	0	\$837,846,317	56,744	6	0.8%	3.4%	-1.0%	10.4%	0.23%	0.08%	0.47%	105.0%	40.3%
First Citizens FCU	MA	0	\$739,102,684	82,953	11	1.7%	0.5%	-1.5%	10.1%	0.35%	0.27%	0.71%	108.2%	24.2%
Liberty Bay CU	MA	1	\$695,520,668	27,188	6	7.5%	5.2%	17.3%	14.5%	0.89%	0.08%	0.09%	95.7%	29.9%
Leominster CU	MA	0	\$684,185,997	53,275	9	4.8%	11.0%	0.1%	8.7%	0.31%	0.08%	0.49%	107.9%	29.6%
Harvard University ECU	MA	0	\$654,787,419	48,923	6	9.3%	6.4%	2.5%	9.1%	0.77%	0.22%	0.93%	101.2%	50.8%
DIRECT FCU	MA	0	\$632,059,142	28,782	1	13.7%	11.3%	9.3%	12.7%	0.48%	0.13%	0.52%	114.0%	33.0%
Merrimack Valley FCU	MA	0	\$617,524,907	48,575	6	2.8%	8.1%	10.7%	10.4%	0.94%	0.23%	0.74%	69.3%	32.4%
Sharon CU	MA	0	\$586,496,143	35,040	5	5.2%	12.4%	4.2%	11.2%	0.25%	0.14%	0.69%	89.4%	53.5%
Align CU	MA	0	\$571,884,561	28,156	7	-5.7%	2.2%	0.9%	12.4%	0.09%	0.06%	0.06%	88.0%	35.7%
Massachusetts Institute Tech FCU	MA	0	\$565,704,943	35,717	3	5.6%	4.7%	2.1%	8.0%	1.26%	0.09%	0.95%	94.9%	42.1%
Polish National CU	MA	0	\$562,031,011	24,073	9	-3.8%	7.1%	2.6%	13.5%	0.06%	0.01%	0.66%	91.4%	44.5%
Quincy CU	MA	0	\$526,038,206	33,809	2	2.5%	3.9%	1.9%	13.4%	0.06%	0.17%	0.68%	76.3%	35.9%
GFA FCU	MA	0	\$505,491,712	28,248	9	3.3%	15.1%	0.7%	10.4%	0.45%	0.18%	0.56%	78.7%	31.5%
IC Federal Credit Union	MA	0	\$505,138,414	34,976	8	-2.7%	2.0%	0.6%	12.5%	0.33%	0.20%	0.44%	100.7%	31.4%
Freedom Credit Union	MA	0	\$486,449,343	27,786	11	-0.3%	2.0%	0.4%	15.8%	0.69%	0.03%	0.53%	82.4%	44.6%
Central One FCU	MA	0	\$484,282,657	33,683	10	5.5%	9.9%	-1.0%	9.7%	0.33%	0.17%	0.67%	101.6%	38.8%
UMassFive College FCU	MA	0	\$469,450,269	38,650	5	2.1%	8.7%	4.7%	8.8%	0.59%	0.18%	0.89%	84.1%	26.0%
Crescent Credit Union	MA	0	\$431,740,759	46,694	8	0.0%	-1.2%	-2.2%	14.6%	0.60%	0.10%	0.43%	109.7%	37.9%
City of Boston CU	MA	0	\$390,359,799	25,627	5	2.3%	-1.2%	4.0%	12.3%	1.31%	0.60%	0.24%	99.0%	46.3%
Bridgewater CU	MA	0	\$368,972,516	31,498	5	3.9%	2.9%	0.8%	9.8%	0.28%	0.07%	0.09%	89.3%	37.4%
Millbury FCU	MA	0	\$333,032,338	29,581	5	3.8%	10.1%	4.0%	7.8%	0.34%	0.06%	0.35%	90.6%	39.5%
Boston Firefighters CU	MA	0	\$269,439,595	9,356	2	3.6%	11.2%	6.3%	11.8%	0.10%	0.12%	1.00%	88.7%	37.5%
MassMutual FCU	MA	0	\$254,665,069	12,680	2	-1.9%	3.2%	2.7%	11.1%	0.50%	0.28%	0.80%	57.4%	22.1%
Members Plus CU	MA	0	\$248,920,681	9,562	5	5.5%	-1.6%	-0.9%	14.8%	0.83%	0.15%	0.31%	85.3%	44.9%
Mass Bay CU	MA	0	\$248,727,363	18,944	4	1.0%	9.9%	2.0%	10.1%	0.33%	0.17%	0.32%	100.0%	50.3%
St Jean's CU	MA	0	\$233,070,171	18,845	5	4.6%	13.1%	1.7%	9.3%	0.08%	0.02%	0.44%	95.2%	32.8%
Luso FCU	MA	0	\$220,043,879	8,001	2	1.1%	4.3%	3.3%	10.3%	0.57%	0.06%	0.60%	101.9%	66.8%
Southern Mass CU	MA	0	\$214,022,771	15,029	6	4.1%	15.7%	2.8%	10.7%	0.30%	0.07%	0.51%	75.0%	33.1%
Fall River Municipal CU	MA	1	\$209,076,126	13,889	5	2.4%	1.2%	-9.3%	12.6%	0.29%	0.18%	0.10%	80.4%	38.1%
Holyoke CU	MA	0	\$199,763,361	20,364	3	8.3%	11.3%	5.1%	9.1%	0.19%	0.04%	0.19%	92.1%	34.5%
Southbridge CU	MA	0	\$187,658,241	12,483	5	3.3%	3.8%	4.5%	11.5%	0.60%	0.17%	-0.08%	109.4%	43.9%
Tremont Credit Union	MA	0	\$176,714,833	17,859	5	2.8%	7.1%	-6.7%	13.7%	0.93%	-0.39%	0.48%	79.4%	33.9%
Greater Springfield CU	MA	0	\$167,998,651	10,234	2	1.9%	5.6%	11.6%	14.3%	0.07%	0.05%	1.56%	58.6%	30.6%
Alden CU	MA	0	\$158,899,247	16,851	3	-3.2%	-8.0%	0.9%	7.9%	1.17%	1.20%	0.02%	69.2%	32.2%
Taunton FCU	MA	0	\$157,545,488	18,640	3	7.0%	3.4%	7.2%	12.9%	0.86%	0.13%	0.49%	88.7%	20.6%
Shrewsbury FCU	MA	0	\$152,138,222	8,855	1	6.4%	1.9%	-0.6%	7.7%	0.26%	0.08%	0.56%	53.6%	19.1%
Homefield CU	MA	0	\$151,996,691	9,138	2	5.4%	3.6%	-6.6%	9.2%	0.74%	0.05%	0.43%	91.2%	37.9%
Community CU of Lynn	MA	0	\$147,533,335	5,856	3	1.3%	0.4%	-12.0%	11.0%	0.12%	0.23%	-0.45%	101.0%	26.2%
Somerset FCU	MA	0	\$144,436,004	11,243	1	2.1%	0.8%	-2.2%	15.3%	0.41%	0.00%	0.48%	65.0%	45.5%
Arha Credit Union	MA	0	\$129,436,405	9,233	3	-1.2%	2.0%	-3.9%	8.6%	0.27%	0.05%	0.17%	75.5%	46.5%
Naveo CU	MA	0	\$128,668,074	7,948	3	2.0%	15.4%	1.1%	7.7%	0.08%	0.03%	0.33%	72.5%	27.6%
New Bedford CU	MA	0	\$122,245,504	10,367	2	-0.4%	8.0%	0.8%	9.6%	0.66%	0.23%	0.24%	64.2%	29.7%
Brotherhood CU	MA	0	\$110,345,748	5,405	2	-0.3%	-2.8%	-2.0%	26.9%	0.79%	0.00%	-0.05%	65.0%	24.1%
First Priority CU	MA	0	\$109,382,659	6,867	2	0.7%	0.0%	-1.8%	17.7%	0.66%	-0.01%	0.20%	76.4%	37.5%
River Works CU	MA	0	\$106,993,713	6,092	2	-0.7%	-14.8%	-6.1%	13.1%	0.26%	0.42%	0.22%	63.2%	22.1%
Athol CU	MA	0	\$103,550,790	7,017	2	-0.9%	6.1%	6.3%	7.7%	0.20%	0.21%	0.22%	101.9%	33.7%
MetroWest Community FCU	MA	0	\$102,807,875	8,122	1	3.4%	11.6%	-2.3%	10.1%	0.60%	0.49%	0.10%	54.7%	3.3%

Massachusetts Credit Union Profile

First Quarter 2018

Massachusetts Credit Union Financial Summary

Data as of March 2018

Credit Union Name	State	# of Mergers (Last 12mo)	Assets	Members	Branches	12-Month	12-Month	12-Month	Networth/ Assets	Delinq	Net	ROA	Loans/ Savings	Fixed Rate 1st Mtgs. Assets
						Asset Growth	Loan Growth	Member Growth		Loans/ Loans	Chg-offs/ Avg Loans			
Luso-American CU	MA	0	\$92,848,459	7,538	2	2.2%	10.1%	1.5%	13.8%	0.26%	0.10%	0.48%	82.3%	47.1%
Energy CU	MA	0	\$89,512,640	4,196	2	12.2%	16.0%	-1.5%	16.6%	0.70%	0.30%	0.00%	74.7%	26.1%
NESC FCU	MA	0	\$87,105,754	8,838	4	5.0%	6.5%	0.1%	9.4%	0.55%	0.14%	0.41%	94.6%	16.8%
Worcester CU	MA	0	\$82,474,512	7,323	2	2.6%	7.1%	0.2%	9.6%	0.19%	0.17%	1.13%	74.1%	30.4%
New England Teamsters FCU	MA	0	\$79,235,418	6,059	1	27.9%	55.4%	2.4%	11.0%	1.47%	0.60%	-1.44%	70.2%	20.0%
Pioneer Valley FCU	MA	0	\$77,130,681	9,220	3	15.9%	25.1%	5.4%	11.2%	0.23%	0.86%	1.46%	88.7%	29.3%
AllCom CU	MA	0	\$69,299,760	4,721	2	0.8%	8.0%	-3.6%	15.5%	0.44%	-0.03%	0.42%	58.0%	28.3%
Premier Source CU	MA	0	\$64,708,890	5,103	2	-6.5%	3.3%	-3.7%	13.1%	2.25%	0.72%	-0.14%	63.7%	26.7%
Tewksbury FCU	MA	0	\$63,513,495	4,377	1	4.5%	15.3%	3.0%	10.7%	1.36%	-0.04%	0.52%	74.2%	10.0%
Franklin First FCU	MA	0	\$62,838,498	6,877	1	4.6%	7.1%	1.9%	7.5%	0.18%	0.36%	0.57%	63.5%	18.8%
St Michaels Fall River FCU	MA	0	\$62,154,226	3,748	3	29.0%	37.4%	-3.6%	8.7%	0.49%	-0.06%	1.96%	111.4%	3.0%
Westport FCU	MA	0	\$59,252,088	6,862	2	-3.3%	24.5%	-2.6%	6.4%	0.05%	0.41%	-0.47%	61.3%	27.4%
Notre Dame Community FCU	MA	0	\$50,601,582	4,163	1	1.7%	0.2%	-4.8%	12.0%	0.03%	0.00%	0.10%	36.5%	23.3%
Everett CU	MA	0	\$49,403,888	4,166	1	6.7%	-0.6%	-2.0%	13.5%	1.11%	0.00%	0.78%	72.2%	49.4%
SouthCoast FCU	MA	1	\$48,006,263	4,582	5	-2.5%	6.2%	8.8%	13.4%	0.54%	0.36%	0.08%	64.4%	28.0%
Woburn Municipal FCU	MA	0	\$45,935,593	3,033	0	6.2%	7.4%	-2.6%	8.3%	1.73%	0.04%	0.21%	38.0%	12.3%
Plymouth County Teachers FCU	MA	0	\$44,651,367	3,818	2	1.5%	1.7%	-16.0%	9.7%	0.38%	0.03%	0.06%	56.8%	24.2%
Somerville Municipal FCU	MA	0	\$42,976,419	2,442	1	4.4%	9.4%	-1.0%	14.1%	0.49%	-0.15%	0.33%	58.7%	28.3%
Commonwealth Utilities ECU	MA	0	\$42,477,803	1,886	1	-0.7%	-7.6%	-4.3%	15.1%	1.10%	0.40%	0.42%	28.9%	5.9%
Worcester Fire Dept CU	MA	0	\$40,462,561	1,946	1	2.6%	4.8%	-0.1%	13.6%	0.41%	-0.03%	0.04%	26.5%	7.6%
Stoneham Municipal EFCU	MA	0	\$39,972,146	2,968	2	3.6%	7.5%	-0.5%	8.2%	0.12%	0.15%	0.57%	33.9%	10.3%
Brookline Municipal CU	MA	0	\$39,696,035	2,697	1	0.9%	-6.5%	-2.7%	12.2%	0.34%	0.00%	0.61%	39.1%	26.1%
Alpha CU	MA	0	\$32,564,907	4,712	2	4.9%	17.4%	-0.5%	12.7%	0.71%	0.25%	0.38%	35.8%	0.0%
Cambridge Teachers FCU	MA	0	\$32,561,586	2,149	0	2.9%	1.4%	-9.9%	9.2%	0.69%	-0.03%	0.16%	26.2%	2.1%
Andover FCU	MA	0	\$31,332,942	2,627	3	2.3%	4.1%	-3.0%	11.2%	0.90%	-0.03%	0.39%	31.1%	0.0%
Goldmark FCU	MA	0	\$30,630,569	3,283	1	-1.7%	11.5%	-1.4%	12.2%	0.58%	0.12%	0.21%	51.3%	22.0%
600 Atlantic FCU	MA	0	\$30,360,020	1,609	1	6.1%	11.4%	1.5%	12.0%	0.26%	0.00%	0.67%	54.3%	18.5%
Wellesley Municipal EFCU	MA	0	\$29,741,319	1,905	0	2.1%	-5.9%	-1.4%	10.5%	0.08%	0.00%	0.16%	40.9%	12.5%
West Springfield FCU	MA	0	\$29,515,404	2,884	1	0.8%	14.2%	-1.9%	7.6%	1.34%	1.07%	-0.47%	37.8%	12.0%
St Dominics FCU	MA	0	\$28,884,487	2,165	1	-2.9%	-7.0%	-8.7%	16.5%	0.45%	0.64%	-0.28%	52.9%	23.0%
Peabody Municipal FCU	MA	0	\$27,136,107	2,149	1	1.6%	-7.6%	-1.3%	11.0%	1.44%	0.18%	0.13%	21.6%	0.0%
Somerville School EFCU	MA	0	\$26,987,141	1,902	1	3.5%	-4.9%	2.3%	15.1%	0.83%	0.00%	0.19%	38.3%	0.0%
St Anthony of Padua FCU	MA	0	\$25,294,342	2,124	1	-2.7%	4.9%	-3.5%	24.0%	5.58%	-0.04%	0.27%	44.7%	16.7%
Methuen Municipal EFCU	MA	0	\$24,788,211	2,446	1	6.3%	5.8%	-1.1%	12.2%	0.67%	0.00%	0.45%	53.5%	3.1%
Malden FCU	MA	0	\$24,600,946	1,795	1	0.6%	-2.1%	-1.8%	17.4%	0.05%	0.00%	0.34%	58.6%	10.2%
Chadwick FCU	MA	0	\$23,698,317	2,089	2	-2.9%	-6.4%	-5.3%	6.1%	0.31%	-0.02%	0.02%	46.1%	21.7%
Taupa Lithuanian FCU	MA	0	\$23,457,865	1,742	0	5.5%	7.6%	5.6%	9.0%	0.05%	0.00%	0.37%	111.1%	63.5%
Acushnet FCU	MA	0	\$23,223,612	2,315	1	-0.1%	-12.0%	-2.7%	8.8%	0.13%	1.56%	-0.68%	36.3%	23.1%
Northeastern University FCU	MA	0	\$22,727,576	2,265	1	-11.6%	-9.0%	-9.6%	10.2%	1.28%	0.14%	0.42%	71.6%	29.5%
Massachusetts Family CU	MA	0	\$22,551,282	1,502	1	0.8%	-0.1%	-3.5%	16.4%	0.41%	0.01%	0.50%	88.8%	50.3%
Mills42 FCU	MA	0	\$21,337,484	2,633	2	12.7%	2.2%	2.6%	9.7%	0.50%	0.34%	0.18%	92.6%	13.5%
HTM CU	MA	0	\$20,877,463	2,002	1	2.6%	3.6%	-1.4%	15.5%	0.02%	0.00%	0.22%	52.4%	21.4%
Credit Union of the Berkshires	MA	0	\$19,438,758	1,919	1	-8.7%	5.3%	-0.9%	14.0%	0.16%	-0.22%	-0.32%	40.7%	1.1%
Attleboro Municipal EFCU	MA	0	\$19,248,177	1,717	1	2.6%	-4.7%	-1.0%	10.9%	0.42%	0.52%	0.11%	25.4%	3.7%
MyCom FCU	MA	0	\$18,990,176	2,223	1	-0.2%	14.6%	0.6%	11.9%	0.46%	0.32%	1.36%	47.0%	0.5%
Norfolk Community FCU	MA	0	\$18,792,277	3,347	1	0.6%	8.0%	-0.5%	10.3%	0.50%	0.14%	-1.28%	87.4%	21.0%
Leominster Employees FCU	MA	0	\$18,697,612	1,996	1	-0.7%	-0.8%	-3.3%	10.6%	1.46%	0.20%	0.36%	67.7%	17.7%
Lowell Firefighters CU	MA	0	\$17,522,016	1,727	1	2.4%	1.6%	-0.7%	17.6%	0.44%	-0.19%	0.30%	65.5%	9.2%
Haverhill Fire Dept CU	MA	0	\$17,395,046	1,188	1	-0.3%	-8.8%	-15.7%	12.6%	0.30%	-0.03%	0.34%	40.2%	12.4%
Worcester Police Dept CU	MA	0	\$17,269,735	1,132	1	3.3%	6.8%	2.4%	11.7%	0.28%	-0.01%	0.05%	92.2%	20.4%
RAH FCU	MA	0	\$16,794,262	1,874	1	4.8%	6.8%	0.9%	11.5%	1.05%	0.41%	-0.11%	81.5%	30.0%
St Anne CU	MA	0	\$16,542,908	1,964	1	-3.3%	-0.9%	-5.4%	8.4%	0.85%	0.40%	-2.83%	68.9%	37.4%
Billerica Municipal ECU	MA	0	\$15,093,099	1,229	1	4.3%	8.0%	-2.0%	20.6%	0.02%	0.00%	0.21%	27.7%	8.8%
Chelsea EFCU	MA	0	\$14,198,556	2,084	1	0.3%	9.5%	2.7%	8.9%	1.57%	0.00%	0.30%	58.8%	0.0%
Greater Salem EFCU	MA	0	\$13,833,790	1,522	0	4.0%	-1.1%	-0.8%	7.3%	1.16%	0.00%	-0.41%	38.2%	10.1%
St Vincent Hospital CU	MA	0	\$13,693,247	1,698	2	1.3%	4.8%	-1.5%	8.5%	0.87%	1.07%	-0.18%	36.9%	0.0%

Massachusetts Credit Union Profile

First Quarter 2018

Massachusetts Credit Union Financial Summary

Data as of March 2018

Credit Union Name	State	# of Mergers (Last 12mo)	Assets	Members	Branches	12-Month	12-Month	12-Month	Networth/Assets	Delinq	Net	ROA	Loans/	Fixed Rate
						Asset Growth	Loan Growth	Member Growth		Loans/Loans	Chg-offs/Avg Loans		Loans/Savings	1st Mtgs. Assets
Lynn Police CU	MA	0	\$12,415,580	1,058	2	4.9%	3.8%	0.8%	21.8%	2.12%	0.00%	0.90%	45.0%	0.0%
Lynn Firemens FCU	MA	0	\$12,094,265	1,505	1	-0.8%	2.7%	-1.8%	18.8%	0.03%	0.00%	-0.07%	77.3%	22.1%
Santo Christo FCU	MA	0	\$12,028,730	2,296	1	1.6%	-0.1%	4.9%	9.6%	1.19%	0.82%	0.36%	66.5%	24.3%
Melrose First FCU	MA	0	\$11,915,701	1,561	0	9.5%	18.9%	-4.5%	15.5%	0.00%	0.00%	0.00%	65.4%	32.1%
Revere Municipal EFCU	MA	0	\$11,676,269	2,103	2	4.7%	23.9%	6.1%	12.3%	0.02%	0.01%	0.35%	104.8%	0.0%
Cambridge Firefighters FCU	MA	0	\$11,507,766	919	1	6.0%	6.5%	0.9%	19.8%	0.35%	0.00%	1.19%	74.2%	23.3%
St Anthony of New Bedford FCU	MA	0	\$11,480,423	1,359	1	3.9%	0.4%	-2.5%	9.2%	0.34%	-0.04%	-0.02%	27.4%	7.6%
Beverly Municipal FCU	MA	0	\$11,435,937	1,563	1	4.6%	11.6%	0.8%	17.5%	0.42%	-0.03%	0.41%	59.9%	16.5%
Ocean Spray EFCU	MA	0	\$11,250,895	1,062	1	-3.1%	-6.0%	-15.1%	12.6%	0.36%	1.31%	-0.56%	56.8%	14.4%
Lexington MA FCU	MA	0	\$11,201,830	1,198	1	2.7%	35.5%	-0.9%	9.9%	0.02%	0.25%	0.08%	59.6%	9.9%
Watertown Municipal CU	MA	0	\$11,099,477	779	1	-4.4%	8.0%	-2.1%	28.9%	0.41%	-0.01%	0.03%	26.6%	10.1%
Cambridge Municipal EFCU	MA	0	\$10,122,799	1,568	1	4.9%	-10.0%	-2.7%	19.2%	0.02%	0.00%	-0.50%	23.3%	0.0%
Burlington Municipal EFCU	MA	0	\$10,000,266	1,456	0	3.5%	8.0%	-1.0%	7.7%	0.69%	0.07%	0.06%	41.8%	0.0%
Arlington Municipal FCU	MA	0	\$9,832,226	1,077	1	-1.3%	26.4%	-3.4%	19.9%	0.44%	-0.01%	0.58%	65.9%	22.0%
Marblehead Municipal FCU	MA	0	\$9,658,380	1,379	1	4.2%	9.1%	16.0%	17.3%	0.32%	-0.01%	0.50%	66.1%	0.0%
Reading MA Town EFCU	MA	0	\$8,833,062	733	1	6.8%	-2.0%	-1.6%	13.9%	1.75%	0.00%	0.32%	41.7%	8.1%
Morton Federal Credit Union	MA	0	\$8,786,338	1,186	1	-7.0%	-12.9%	-4.8%	12.7%	0.00%	0.30%	-1.42%	40.3%	10.9%
Dedham Town EFCU	MA	0	\$8,745,476	1,335	1	2.3%	-8.1%	-1.4%	12.3%	1.18%	0.00%	0.57%	42.5%	0.0%
Waltham Municipal ECU	MA	0	\$8,714,615	895	1	-6.3%	-4.0%	-0.3%	18.0%	0.00%	2.61%	-0.56%	24.7%	0.0%
Danvers Municipal FCU	MA	0	\$7,885,711	1,236	1	0.1%	-1.5%	-0.9%	34.5%	0.06%	0.00%	0.05%	63.2%	0.0%
Somerville Mass Firefighters FCU	MA	0	\$7,519,349	313	1	-0.2%	14.7%	1.0%	15.3%	0.00%	0.00%	0.76%	29.6%	0.0%
Northampton VAF FCU	MA	0	\$7,442,659	894	1	-0.8%	13.9%	0.8%	13.6%	1.36%	0.54%	0.33%	44.5%	0.0%
Medford Municipal EFCU	MA	0	\$7,332,934	839	1	2.8%	4.4%	-0.2%	20.5%	1.44%	0.00%	0.46%	34.4%	0.0%
Cabot Boston CU	MA	0	\$7,089,869	882	1	-1.7%	20.3%	-1.1%	16.3%	0.00%	0.13%	0.11%	61.6%	4.5%
Revere Firefighters CU	MA	0	\$6,810,261	202	1	3.1%	4.1%	0.0%	14.1%	0.00%	0.00%	-0.02%	29.3%	0.0%
Lowell Municipal EFCU	MA	0	\$6,046,134	1,221	1	-9.0%	18.1%	1.1%	8.1%	0.00%	1.03%	0.09%	39.1%	0.0%
Norwood Town EFCU	MA	0	\$5,489,243	867	1	4.3%	14.5%	2.0%	22.2%	1.41%	-0.11%	0.46%	69.4%	0.0%
Middlesex Essex Postal EFCU	MA	0	\$5,099,121	844	1	-0.5%	-4.8%	-6.0%	29.7%	1.38%	0.50%	0.06%	51.7%	0.0%
Lincoln Sudbury Town EFCU	MA	0	\$5,050,768	548	1	-1.9%	-13.4%	-1.3%	13.0%	9.64%	-0.25%	0.38%	37.1%	9.6%
Lynn Teachers CU	MA	0	\$5,023,883	769	1	-1.3%	-3.1%	-2.4%	14.9%	0.49%	0.00%	0.50%	28.1%	0.0%
Belmont Municipal FCU	MA	0	\$4,261,017	436	1	1.9%	16.8%	0.9%	13.7%	0.00%	1.46%	0.81%	52.6%	0.0%
Health Alliance FCU	MA	0	\$4,154,329	1,153	1	9.4%	29.8%	3.9%	9.7%	0.91%	0.97%	0.85%	67.4%	0.0%
Wakefield Town EFCU	MA	0	\$3,920,754	630	1	3.0%	-1.1%	2.3%	14.2%	0.00%	0.00%	0.29%	32.0%	0.0%
New England Lee FCU	MA	0	\$3,336,296	298	0	-11.9%	30.5%	-3.6%	43.6%	4.41%	0.00%	0.51%	60.6%	6.9%
Bedford VA FCU	MA	0	\$3,254,086	728	1	-0.1%	24.9%	-1.4%	22.9%	1.92%	-0.36%	0.22%	67.7%	0.0%
Holyoke Postal CU	MA	0	\$3,211,333	275	1	-1.4%	8.8%	1.5%	22.6%	0.00%	0.00%	-0.07%	14.9%	0.0%
Symphony FCU	MA	0	\$3,158,329	309	1	-7.2%	-11.3%	-0.6%	10.7%	0.00%	0.00%	-0.12%	64.2%	7.8%
Winchester Federal Credit Union	MA	0	\$2,726,865	491	0	12.3%	-3.2%	-3.9%	12.1%	5.06%	-0.21%	-2.12%	40.7%	0.0%
Stoughton Town EFCU	MA	0	\$2,704,214	563	1	-4.6%	8.3%	2.2%	12.2%	2.55%	0.00%	0.53%	55.2%	0.0%
Lynn Municipal ECU	MA	0	\$2,588,982	442	1	7.0%	-4.1%	-1.1%	23.1%	1.15%	-0.28%	0.82%	49.7%	0.0%
Boston Customs FCU	MA	0	\$2,573,242	319	1	-3.8%	-6.5%	-0.9%	12.9%	0.00%	0.00%	0.23%	39.9%	0.0%
Gloucester Municipal Credit Union	MA	0	\$2,051,838	525	1	2.5%	-14.8%	-4.7%	19.2%	2.92%	0.00%	0.15%	29.5%	0.0%
Moses FCU	MA	0	\$1,869,079	356	0	5.1%	-14.7%	-1.4%	15.8%	1.25%	8.00%	-3.54%	41.7%	0.0%
North Adams Municipal EFCU	MA	0	\$1,745,504	451	1	0.5%	-6.7%	-3.6%	24.2%	0.26%	0.00%	-0.51%	61.4%	0.0%
Manchester FCU	MA	0	\$1,697,047	412	1	2.6%	5.9%	-5.1%	12.2%	0.00%	0.00%	-0.19%	38.9%	0.0%
Springfield St Railway ECU	MA	0	\$1,606,819	236	1	2.5%	1.6%	2.6%	23.2%	1.92%	0.00%	0.42%	47.8%	0.0%
Messiah Baptist-Jubilee FCU	MA	0	\$944,130	411	1	25.6%	-27.7%	-5.3%	11.0%	0.00%	0.00%	1.00%	18.3%	0.0%
Gorton's of Gloucester EFCU	MA	0	\$805,566	241	1	-13.9%	-29.7%	-18.9%	22.4%	1.91%	0.00%	-1.12%	53.0%	0.0%
Gloucester Fire Dept CU	MA	0	\$530,122	105	1	4.2%	-6.6%	4.0%	38.9%	0.00%	0.00%	0.79%	79.0%	0.0%
Artmet FCU	MA	0	\$435,658	69	1	-33.7%	18.3%	1.5%	16.2%	0.36%	0.00%	1.00%	100.9%	0.0%
One Twenty CU	MA	0	\$401,999	143	1	-0.1%	-44.5%	-5.3%	13.1%	2.17%	-0.84%	-1.42%	33.2%	0.0%
Pressers Union Local 12 ILGWU CU	MA	0	\$145,594	50	1	-6.6%	-12.9%	2.0%	11.2%	0.00%	0.00%	1.80%	34.0%	0.0%
Medians			\$30,630,569	2,446	1	2.4%	4.5%	-0.6%	12.2%	0.44%	0.06%	0.34%	64.2%	20.6%
By Asset Size														
\$5 million and less			22	384	1	0.3%	3.8%	-1.4%	18.1%	1.28%	0.51%	0.04%	48.4%	1.0%

Massachusetts Credit Union Profile

First Quarter 2018

Massachusetts Credit Union Financial Summary

Data as of March 2018

Credit Union Name	State	# of Mergers (Last 12mo)	Assets	Members	Branches	12-Month Asset Growth	12-Month Loan Growth	12-Month Member Growth	Networth/ Assets	Delinq Loans/ Loans	Net Chg-offs/ Avg Loans	ROA	Loans/ Savings	Fixed Rate 1st Mtgs. Assets
\$5 to \$10 million			17	882	1	-0.5%	5.1%	0.0%	17.4%	0.92%	0.21%	0.17%	45.4%	3.7%
\$10 to \$20 million			27	1,563	1	1.3%	5.7%	-1.3%	13.3%	0.60%	0.18%	-0.01%	56.5%	12.5%
\$20 to \$50 million			29	2,265	1	1.8%	1.9%	-2.4%	12.2%	0.71%	0.14%	0.25%	48.7%	18.5%
\$50 to \$100 million			13	6,059	2	6.8%	16.2%	0.0%	11.4%	0.62%	0.27%	0.38%	74.6%	24.5%
\$100 to \$250 million			24	9,898	3	2.6%	4.6%	0.1%	11.6%	0.46%	0.13%	0.33%	81.5%	35.8%
\$250 million+			33	38,650	8	5.1%	3.9%	6.1%	10.6%	0.53%	0.25%	0.68%	95.7%	33.6%

Source: NCUA and CUNA E&S. Net chargeoff and ROA data is year-to-date annualized. ROA is net income in basis points of average assets. Summary data by asset size is reported as medians.