

# U.S. Credit Union Overview

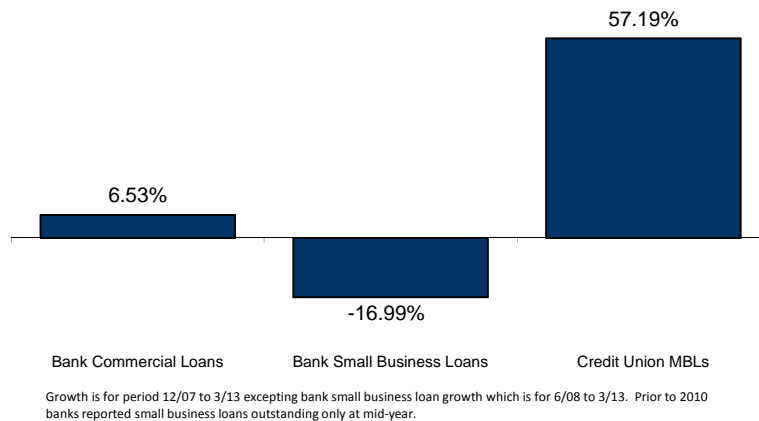
## Member-Owned, Not-For-Profit, Financial Cooperatives

As of March 2013. Sources: NCUA, CUNA.

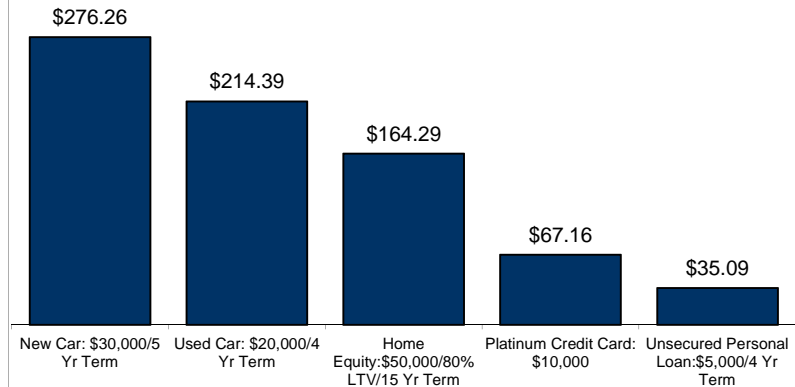


Number of U.S. Credit Unions:	6,893
Consumer Member-Owners:	96 million
Assets:	\$1,069 billion
Loans:	\$612 billion
Consumer Savings:	\$922 billion
Capital to Assets:	10%

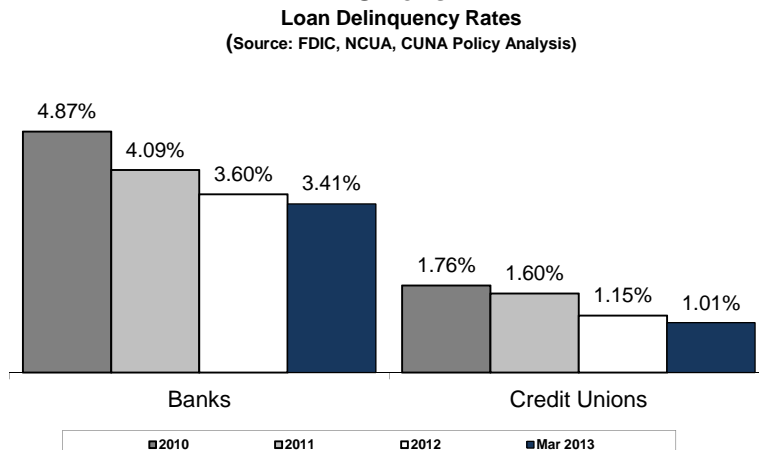
**Business Loan Growth**  
From Start of Crisis to March 2013  
(Sources: NCUA, FDIC, CUNA)



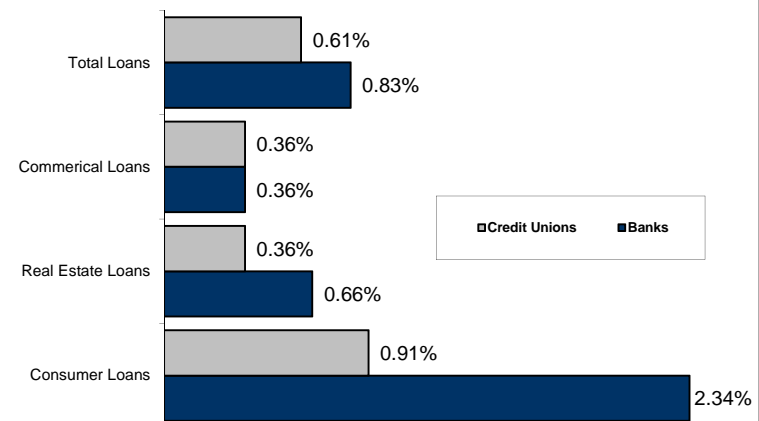
**Consumers Save Big at Credit Unions**  
Average Annual Savings on Credit Union Loan Products  
(Source: Informa, calculated as the difference in total payments using average interest rates)



**Much Smaller Delinquency Increases at Credit Unions**  
Loan Delinquency Rates  
(Source: FDIC, NCUA, CUNA Policy Analysis)



**Credit Unions: A Record of Safe Lending**  
Loan Charge-Offs - March 2013 (Annualized)  
(Source: FDIC, NCUA, CUNA Policy Analysis)



# Credit Union Member Business Lending Overview

As of March 2013. Sources: FDIC, NCUA, CUNA.



## National Overview

Number of CUs with MBLs	2,254
Total CU MBLs outstanding	\$43,925,044,787
Average size of CU MBLs	\$218,732
MBLs: % of Assets at offering CUs	5%

12 Month Loan Growth:

Credit union MBLs*	7%
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\*MBLs are the fastest-growing segment of CU loan portfolios

## California

Number of CUs with MBLs	209
Total CU MBLs outstanding	\$7,509,307,263
Average size of CU MBLs	\$414,535
MBLs: % of Assets at offering CUs	6%

## CU Business Lending: Safe & Sound Business Loan Asset Quality Comparisons

### Net Chargeoffs

	Credit Union MBLs	Commercial Bank Commercial & Industrial Loans
1997	0.18%	0.28%
1998	0.08%	0.43%
1999	0.12%	0.57%
2000	0.05%	0.01%
2001	0.10%	1.43%
2002	0.09%	1.76%
2003	0.08%	1.26%
2004	0.10%	0.50%
2005	0.05%	0.27%
2006	0.08%	0.30%
2007	0.09%	0.52%
2008	0.35%	1.01%
2009	0.62%	2.62%
2010	0.79%	1.75%
2011	0.92%	0.89%
2012	0.79%	0.51%
Q1 2013	0.36%	0.36%
Avg. since '97	0.29%	0.85%

Source: FDIC, NCUA, and CUNA E&S.

## Average Asset Size of MBL CUs Those Near Cap Tend to be Larger CUs

Excludes Grandfathered and Non Federally Insured and/or Low Income Designated CUs

MBLs as a % of Assets	Number of CUs	Average Asset Size	Unused Capacity Under Current Cap	Unused Capacity If Cap = 27.5%
>0.0% to 5.0%	1,130	\$454,475,854	\$54,552,439,420	\$132,869,990,980
5.0% to 7.5%	218	\$564,585,867	\$7,342,134,074	\$26,111,791,228
7.5% to 10.0%	154	\$516,689,325	\$2,718,720,785	\$14,853,169,577
10.0% to 12.5%	70	\$513,516,706	\$415,183,401	\$5,896,974,238
12.5%+	17	\$629,791,087		\$1,388,520,180

Source: NCUA, and CUNA E&S.

Many credit unions have not entered the MBL arena because the 12.25% cap prevents them from earning sufficient income to cover start-up and ongoing program costs.

## Removing MBL 12.25% cap:

\* Will produce an estimated \$13.6 billion in new MBLs in the first year

New MBLs in the first year in your state:

\* Will produce an estimated 148,000 new jobs using CEA job multiplier

Number of new jobs in your state:

**No cost to taxpayers**