## BANCONONICS

financial data and reports for community bankers at www.Banconomics.com

## BENCHMARKS TRENDING

## Wisconsin FDIC Insured Institutions - 1 st Quarter 2022



FDIC Quarterly Data used as the source material. For updates or questions, please contact:



Rose Oswald Poels Wisconsin Bankers Association ropoels@wisbank.com
608-441-1205

## BANCONOMICS ${ }^{\circledR}$

## Wisconsin FDIC Insured Banks Benchmarks Trending <br> Asset size: ALL

## Banking Indicators

|  | Current Period | Previous Period | \% Change |
| :---: | :---: | :---: | :---: |
| Number of Banks | 174 | 178 | -2.2\% |
| Total Employees | 19,925 | 19,896 | 0.1\% |
| Total Assets | \$143,313,990 | \$136,441,217 | 5.0\% |
| Total Deposits | \$118,967,927 | \$111,104,045 | 7.1\% |
| Total Loans and Leases | \$95,702,107 | \$93,492,459 | 2.4\% |
| Total Securities | \$29,253,625 | \$22,183,871 | 31.9\% |
| Net Interest Income | \$978,290 | \$958,557 | 2.1\% |
| Total Noninterest Income | \$740,209 | \$776,651 | -4.7\% |
| Net Income | \$429,366 | \$525,761 | -18.3\% |

## Performance Ratios

|  | Current Period | Previous Period | \% Change |
| :---: | :---: | :---: | :---: |
| Profitable Banks | 97.70\% | 98.88\% | -1.2\% |
| Banks with Earning Gains from Prior Yr. | 27.01\% | 86.52\% | -68.8\% |
| Net Interest Margin | 2.95\% | 3.09\% | -4.5\% |
| Non-current Loans to Loans | 0.51\% | 0.65\% | -21.5\% |
| Net Charge-offs to Loans | -0.01\% | -0.04\% | -75.0\% |
| Loss Allowance to Loans | 1.27\% | 1.37\% | -7.3\% |
| Net Loans and Leases to Deposits | 79.42\% | 83.00\% | -4.3\% |
| Return on Assets | 1.20\% | 1.56\% | -23.1\% |
| Return on Equity | 10.46\% | 13.11\% | -20.2\% |
| Equity Capital to Assets | 11.18\% | 11.75\% | -4.9\% |
| Efficiency Ratio | 68.91\% | 63.41\% | 8.7\% |

Lending Indicators

|  | Current Period | Previous Period |  |
| :--- | ---: | ---: | ---: |
| Total Loans and Leases | $95,702,107$ | $93,492,459$ | $2.4 \%$ |
| All Real Estate | $67,891,014$ | $63,969,416$ | $6.1 \%$ |
| Construction and Land Development | $6,756,008$ | $6,297,366$ | $7.3 \%$ |
| Commercial Real Estate | $14,764,053$ | $13,321,721$ | $10.8 \%$ |
| $1-4$ Family Residential | $22,652,214$ | $-0.2 \%$ |  |
| Farm Loans | $3,728,094$ | $1.0 \%$ |  |
| Commercial and Industrial | $15,907,329$ | $-14.4 \%$ |  |
| Loans to Individuals | $3,448,979$ | $24,690,631$ | $18,588,498$ |
| Credit Cards | 729,301 | $2,774,317$ | 9.3 |

## BANCONOMICS ${ }^{\circledR}$

## Wisconsin FDIC Insured Banks Benchmarks Trending <br> Asset size: Over 1B

## Banking Indicators

|  | Current Period | Previous Period | \% of Change |
| :--- | ---: | ---: | ---: |
| Number of Banks | 29 | 28 | $3.6 \%$ |
| Total Employees | 12,181 | 11,944 | $2.0 \%$ |


| Total Assets | $\$ 94,801,042$ | $\$ 88,656,647$ | $6.9 \%$ |
| :--- | ---: | ---: | ---: |
| Total Deposits | $\$ 77,488,211$ | $\$ 71,073,660$ | $9.0 \%$ |
| Total Loans and Leases | $\$ 65,641,352$ | $\$ 62,732,079$ | $4.6 \%$ |
| Total Securities | $\$ 17,391,132$ | $\$ 12,728,767$ | $36.6 \%$ |
| Net Interest Income | $\$ 633,124$ | $\$ 599,526$ | $5.6 \%$ |
| Total Noninterest Income | $\$ 241,945$ | $\$ 319,582$ | $-24.3 \%$ |
| Net Income | $\$ 266,856$ | $\$ 330,097$ | $-19.2 \%$ |

## Performance Ratios

|  | Current Period | Previous Period | \% of Change |
| :--- | ---: | ---: | ---: |
| Profitable Banks | $100.00 \%$ | $100.00 \%$ | $0.0 \%$ |
| Banks with Earning Gains from Prior Yr. | $17.24 \%$ | $100.00 \%$ | $-82.8 \%$ |
| Net Interest Margin | $2.91 \%$ | $3.00 \%$ | $-3.0 \%$ |
| Non-current Loans to Loans | $0.52 \%$ | $0.66 \%$ | $-21.2 \%$ |
| Net Charge-offs to Loans | $0.00 \%$ | $-0.06 \%$ | $-100.0 \%$ |
| Loss Allowance to Loans | $1.17 \%$ | $1.33 \%$ | $-12.0 \%$ |
| Net Loans and Leases to Deposits | $83.72 \%$ | $87.09 \%$ | $-3.9 \%$ |
| Return on Assets | $1.13 \%$ | $1.51 \%$ | $-25.2 \%$ |
| Return on Equity | $9.68 \%$ | $12.62 \%$ | $-23.3 \%$ |
| Equity Capital to Assets | $11.47 \%$ | $11.83 \%$ | $-3.0 \%$ |
| Efficiency Ratio | $62.04 \%$ | $57.63 \%$ | $7.7 \%$ |

Lending Indicators

|  | Current Period | Previous Period | \% of Change |
| :--- | ---: | ---: | ---: |
| Total Loans and Leases | $\$ 65,641,352$ | $\$ 62,732,079$ | $4.6 \%$ |
| All Real Estate | $\$ 43,765,402$ | $\$ 40,229,114$ | $8.8 \%$ |
| Construction and Land Development | $\$ 4,697,535$ | $\$ 4,391,375$ | $7.0 \%$ |
| Commercial Real Estate | $\$ 10,033,912$ | $\$ 8,632,159$ | $16.2 \%$ |
| $1-4$ Family Residential | $\$ 14,970,544$ | $\$ 15,041,691$ | $-0.5 \%$ |
| Farm Loans | $\$ 2,965,499$ | $\$ 2,860,811$ | $3.7 \%$ |
| Commercial and Industrial | $\$ 12,047,966$ | $\$ 13,641,231$ | $-11.7 \%$ |
| Loans to Individuals | $\$ 2,861,628$ | $\$ 2,208,268$ | $29.6 \%$ |
| Credit Cards | $\$ 712,169$ | $\$ 648,599$ | $9.8 \%$ |

## BANCONOMICS ${ }^{\circledR}$

## Wisconsin FDIC Insured Banks Benchmarks Trending <br> Asset size: 500M - 1B

## Banking Indicators

|  | Current Period | Previous Period | \% of Change |
| :--- | ---: | ---: | ---: |
| Number of Banks | 35 | 33 | $6.1 \%$ |
| Total Employees | 3,693 | 3,529 | $4.6 \%$ |


| Total Assets | $23,532,149$ | $21,812,085$ | $7.9 \%$ |
| :--- | ---: | ---: | ---: |
| Total Deposits | $20,437,538$ | $18,511,840$ | $10.4 \%$ |
| Total Loans and Leases | $14,692,529$ | $14,521,953$ | $1.2 \%$ |
| Total Securities | $5,738,154$ | $4,144,621$ | $38.4 \%$ |
| Net Interest Income | 168,215 | 161,380 | $4.2 \%$ |
| Total Noninterest Income | 46,438 | 62,635 | $-25.9 \%$ |
| Net Income | 60,529 | 71,676 | $-15.6 \%$ |

## Performance Ratios

|  | Current Period | Previous Period | \% of Change |
| :--- | ---: | ---: | ---: |
| Profitable Banks | $100.00 \%$ | $100.00 \%$ | $0.0 \%$ |
| Banks with Earning Gains from Prior Yr. | $40.00 \%$ | $87.88 \%$ | $-54.5 \%$ |
| Net Interest Margin | $3.05 \%$ | $3.20 \%$ | $-4.7 \%$ |
| Non-current Loans to Loans | $0.59 \%$ | $0.70 \%$ | $-15.7 \%$ |
| Net Charge-offs to Loans | $-0.05 \%$ | $0.00 \%$ |  |
| Loss Allowance to Loans | $1.46 \%$ | $1.39 \%$ | $5.0 \%$ |
| Net Loans and Leases to Deposits | $70.84 \%$ | $77.36 \%$ | $-8.4 \%$ |
| Return on Assets | $1.03 \%$ | $1.34 \%$ | $-23.1 \%$ |
| Return on Equity | $10.36 \%$ | $12.37 \%$ | $-16.2 \%$ |
| Equity Capital to Assets | $9.51 \%$ | $10.64 \%$ | $-10.6 \%$ |
| Efficiency Ratio | $64.01 \%$ | $58.15 \%$ | $10.1 \%$ |

## Lending Indicators

|  | Current Period | Previous Period | \% of Change |
| :--- | ---: | ---: | ---: |
| Total Loans and Leases | $\$ 14,692,529$ | $\$ 14,521,953$ | $1.2 \%$ |
| All Real Estate | $\$ 11,519,276$ | $\$ 11,094,827$ | $3.8 \%$ |
| Construction and Land Development | $\$ 977,246$ | $\$ 944,123$ | $3.5 \%$ |
| Commercial Real Estate | $\$ 2,468,218$ | $\$ 2,369,355$ | $4.2 \%$ |
| $1-4$ Family Residential | $\$ 3,279,417$ | $\$ 3,184,531$ | $3.0 \%$ |
| Farm Loans | $\$ 376,448$ | $\$ 376,387$ | $0.0 \%$ |
| Commercial and Industrial | $\$ 2,185,565$ | $\$ 2,540,301$ | $-14.0 \%$ |
| Loans to Individuals | $\$ 239,961$ | $\$ 194,051$ | $23.7 \%$ |
| Credit Cards | $\$ 7,132$ | $\$ 6,982$ | $2.1 \%$ |

## BANCONOMICS ${ }^{\ominus}$

## Wisconsin FDIC Insured Banks Benchmarks Trending <br> Asset size: 250-500M

## Banking Indicators

|  | Current Period | Previous Period | \% of Change |
| :--- | ---: | ---: | ---: |
| Number of Banks | 45 | 44 | $2.3 \%$ |
| Total Employees | 2,503 | 2,585 | $-3.2 \%$ |
|  |  |  |  |
| Total Assets | $\$ 15,724,511$ | $\$ 15,431,075$ | $1.9 \%$ |
| Total Deposits | $\$ 13,192,670$ | $\$ 12,703,377$ | $3.9 \%$ |
| Total Loans and Leases | $\$ 9,663,436$ | $\$ 9,874,033$ | $-2.1 \%$ |
| Total Securities | $\$ 4,103,163$ | $\$ 3,293,689$ | $24.6 \%$ |
| Net Interest Income | $\$ 111,550$ | $\$ 118,159$ | $-5.6 \%$ |
| Total Noninterest Income | $\$ 424,334$ | $\$ 353,925$ | $19.9 \%$ |
| Net Income | $\$ 74,777$ | $\$ 90,584$ | $-17.5 \%$ |

## Performance Ratios

|  | Current Period | Previous Period | \% of Change |
| :--- | ---: | ---: | ---: |
| Profitable Banks | $95.56 \%$ | $100.00 \%$ | $-4.4 \%$ |
| Banks with Earning Gains from Prior Yr. | $26.67 \%$ | $90.91 \%$ | $-70.7 \%$ |
| Net Interest Margin | $3.00 \%$ | $3.29 \%$ | $-8.8 \%$ |
| Non-current Loans to Loans | $0.32 \%$ | $0.51 \%$ | $-37.3 \%$ |
| Net Charge-offs to Loans | $-0.03 \%$ | $-0.01 \%$ | $200.0 \%$ |
| Loss Allowance to Loans | $1.63 \%$ | $1.56 \%$ | $4.5 \%$ |
| Net Loans and Leases to Deposits | $72.06 \%$ | $76.51 \%$ | $-5.8 \%$ |
| Return on Equity | $14.85 \%$ | $18.04 \%$ | $-17.7 \%$ |
| Return on Assets | $1.90 \%$ | $2.38 \%$ | $-20.2 \%$ |
| Equity Capital to Assets | $12.06 \%$ | $12.81 \%$ | $-5.9 \%$ |
| Efficiency Ratio | $83.13 \%$ | $76.62 \%$ | $8.5 \%$ |

## Lending Indicators

|  | Current Period | Previous Period | \% of Change |
| :---: | :---: | :---: | :---: |
| Total Loans and Leases | \$9,663,436 | \$9,874,033 | -2.1\% |
| All Real Estate | \$7,884,548 | \$7,604,516 | 3.7\% |
| Construction and Land Development | \$721,583 | \$586,758 | 23.0\% |
| Commercial Real Estate | \$1,545,164 | \$1,644,254 | -6.0\% |
| 1-4 Family Residential | \$2,479,178 | \$2,283,425 | 8.6\% |
| Farm Loans | \$204,273 | \$231,552 | -11.8\% |
| Commercial and Industrial | \$1,142,915 | \$1,602,789 | -28.7\% |
| Loans to Individuals | \$202,539 | \$202,354 | 0.1\% |
| Credit Cards | \$5,541 | \$5,739 | -3.5\% |
| Data compiled by | Data distributed by |  |  |

## BANCONOMICS ${ }^{\circledR}$

## Wisconsin FDIC Insured Banks Benchmarks Trending <br> Asset size: 100-250M

Banking Indicators

|  | Current Period | Previous Period | \% of Change |
| :--- | ---: | ---: | ---: |
| Number of Banks | 47 | 54 | $-13.0 \%$ |
| Total Employees | 1,302 | 1,545 | $-15.7 \%$ |


| Total Assets | $\$ 8,021,771$ | $\$ 9,274,140$ | $-13.5 \%$ |
| :--- | ---: | ---: | ---: |
| Total Deposits | $\$ 6,814,979$ | $\$ 7,767,361$ | $-12.3 \%$ |
| Total Loans and Leases | $\$ 5,031,676$ | $\$ 5,628,108$ | $-10.6 \%$ |
| Total Securities | $\$ 1,765,189$ | $\$ 1,808,716$ | $-2.4 \%$ |
| Net Interest Income | $\$ 57,320$ | $\$ 69,652$ | $-17.7 \%$ |
| Total Noninterest Income | $\$ 10,707$ | $\$ 18,754$ | $-42.9 \%$ |
| Net Income | $\$ 17,024$ | $\$ 28,929$ | $-41.2 \%$ |

## Performance Ratios

|  | Current Period | Previous Period | \% of Change |
| :--- | ---: | ---: | ---: |
| Profitable Banks | $97.87 \%$ | $98.15 \%$ | $-0.3 \%$ |
| Banks with Earning Gains from Prior Yr. | $25.53 \%$ | $83.33 \%$ | $-69.4 \%$ |
| Net Interest Margin | $3.06 \%$ | $3.29 \%$ | $-7.0 \%$ |
| Non-current Loans to Loans | $0.34 \%$ | $0.65 \%$ | $-47.7 \%$ |
| Net Charge-offs to Loans | $-0.01 \%$ | $0.04 \%$ | $-125.0 \%$ |
| Loss Allowance to Loans | $1.32 \%$ | $1.38 \%$ | $-4.3 \%$ |
| Net Loans and Leases to Deposits | $72.86 \%$ | $71.46 \%$ | $2.0 \%$ |
| Return on Assets | $0.85 \%$ | $1.27 \%$ | $-33.1 \%$ |
| Return on Equity | $7.72 \%$ | $10.83 \%$ | $-28.7 \%$ |
| Equity Capital to Assets | $10.66 \%$ | $11.54 \%$ | $-7.6 \%$ |
| Efficiency Ratio | $68.44 \%$ | $59.25 \%$ | $15.5 \%$ |

## Lending Indicators

|  | Current Period | Previous Period | \% of Change |
| :--- | ---: | ---: | ---: |
| Total Loans and Leases | $\$ 5,031,676$ | $\$ 5,628,108$ | $-10.6 \%$ |
| All Real Estate | $\$ 4,187,780$ | $\$ 4,473,967$ | $-6.4 \%$ |
| Construction and Land Development | $\$ 336,386$ | $\$ 351,438$ | $-4.3 \%$ |
| Commercial Real Estate | $\$ 695,578$ | $\$ 649,978$ | $7.0 \%$ |
| $1-4$ Family Residential | $\$ 1,606,683$ | $\$ 1,859,676$ | $-13.6 \%$ |
| Farm Loans | $\$ 137,144$ | $\$ 172,423$ | $-20.5 \%$ |
| Commercial and Industrial | $\$ 480,515$ | $\$ 731,595$ | $-34.3 \%$ |
| Loans to Individuals | $\$ 118,390$ | $\$ 140,724$ | $-15.9 \%$ |
| Credit Cards | $\$ 4,100$ | $\$ 4,329$ | $-5.3 \%$ |

Data distributed by
OUNDADATION

## BANCONOMICS ${ }^{\ominus}$

## Wisconsin FDIC Insured Banks Benchmarks Trending <br> Asset size: Under 100M

Banking Indicators

|  | Current Period | Previous Period | \% of Change |
| :--- | ---: | ---: | ---: |
| Number of Banks | 18 | 19 | $-5.3 \%$ |
| Total Employees | 246 | 293 | $-16.0 \%$ |


| Total Assets | $\$ 1,234,517$ | $\$ 1,267,270$ | $-2.6 \%$ |
| :--- | ---: | ---: | ---: |
| Total Deposits | $\$ 1,034,529$ | $\$ 1,047,807$ | $-1.3 \%$ |
| Total Loans and Leases | $\$ 673,114$ | $-8.6 \%$ |  |
| Total Securities | $\$ 255,987$ | $\$ 23,286$ | $23.0 \%$ |
| Net Interest Income | $\$ 8,081$ | $\$ 9,840$ | $-17.9 \%$ |
| Total Noninterest Income | $\$ 16,785$ | $-22.8 \%$ |  |
| Net Income | $\$ 10,180$ | $\$ 21,755$ | $127.5 \%$ |

## Performance Ratios

|  | Current Period | Previous Period | \% of Change |
| :--- | ---: | ---: | ---: |
| Profitable Banks | $94.44 \%$ | $94.74 \%$ | $-0.3 \%$ |
| Banks with Earning Gains from Prior Yr. | $22.22 \%$ | $63.16 \%$ | $-64.8 \%$ |
| Net Interest Margin | $2.90 \%$ | $3.47 \%$ | $-16.4 \%$ |
| Non-current Loans to Loans | $0.77 \%$ | $1.23 \%$ | $-37.4 \%$ |
| Net Charge-offs to Loans | $-0.08 \%$ | $0.03 \%$ | $-366.7 \%$ |
| Loss Allowance to Loans | $1.38 \%$ | $1.33 \%$ | $3.8 \%$ |
| Net Loans and Leases to Deposits | $64.17 \%$ | $69.33 \%$ | $-7.4 \%$ |
| Return on Assets | $3.30 \%$ | $1.40 \%$ | $135.7 \%$ |
| Return on Equity | $24.99 \%$ | $9.79 \%$ | $155.3 \%$ |
| Equity Capital to Assets | $13.30 \%$ | $13.51 \%$ | $-1.6 \%$ |
| Efficiency Ratio | $47.60 \%$ | $83.32 \%$ | $-42.9 \%$ |

## Lending Indicators

|  | Current Period | Previous Period | \% of Change |
| :--- | ---: | ---: | ---: |
| Total Loans and Leases | $\$ 673,114$ | $\$ 736,286$ | $-8.6 \%$ |
| All Real Estate | $\$ 534,008$ | $\$ 566,992$ | $-5.8 \%$ |
| Construction and Land Development | $\$ 23,258$ | $\$ 23,672$ | $-1.7 \%$ |
| Commercial Real Estate | $\$ 21,181$ | $\$ 25,975$ | $-18.5 \%$ |
| $1-4$ Family Residential | $\$ 316,392$ | $\$ 332,453$ | $-4.8 \%$ |
| Farm Loans | $\$ 44,730$ | $\$ 49,458$ | $-9.6 \%$ |
| Commercial and Industrial | $\$ 50,368$ | $\$ 72,582$ | $-30.6 \%$ |
| Loans to Individuals | $\$ 26,461$ | $\$ 28,920$ | $-8.5 \%$ |
| Credit Cards | $\$ 359$ | $\$ 402$ | $-10.7 \%$ |

Data distributed by

## BANCONOMICS



## UFS - created by bankers, for bankers.

More than 30 years ago, a visionary group of community bankers collaborated to leverage the intersection of passionate people, best of breed technology, and continually evolving community expectations to empower bankers to simply be great bankers. Owned by community banks and heavily staffed with former bankers, UFS provides confidence in the execution of each bank's unique strategy. Sharing data insight around financial, customer, and technology trends is just one way to drive success.

Today, UFS is the community bank technology outfitter that inspires confidence for community banks by providing purpose- built solutions that make technology work for them, instead of the other way around.

Whether you need efficiency through bank exclusive cloud services, confidence around cybersecurity, regulatory compliant IT, or meeting changing customer digital expectations, let's start a conversation to see how UFS can support your strategies.


Chris Soyke, UFS chriss@ufstech.com 262-376-3000


BANK TECHNOLOGY OUTFITTER

