MITCHELL STANKOVIC & ASSOCIATES

[CUSS] credit union shared services

MSA INSIGHT REPORT • Q1 2026

MSA's Q1 2026 Financial Health Report

FINANCIAL HEALTH

Omni-53 composite score

SOOPER CU DBA CLIMB CU

Charter #62776 • ARVADA, CO

EXECUTIVE READOUT

SOOPER CU DBA Climb CU enters Q1 2026 with strong scale momentum and solid capital, but earnings and credit quality are the primary board-level constraints. Assets reached $787.1M, loans $664.8M, shares $680.3M, and net worth $89.7M. The 11.40% net worth ratio ranks above the peer median of 10.14% and provides strategic flexibility. Growth is also a clear advantage: members increased 7.47% YoY, placing the credit union in the 94th percentile. However, ROA of 0.18% trails the 0.59% peer median, and delinquency of 2.78% is materially above the 0.97% peer median. Loan-to-share of 97.73% is also elevated versus peers at 81.12%, tightening liquidity flexibility. The Omni-53 estimated health score of 54/100 reflects a balanced but pressured profile: capital and growth are strengths, while profitability, credit quality, and funding intensity require executive action.

TOTAL ASSETS

$787.1M

Balance-sheet scale

MEMBERS

43,156

Active member base

NET WORTH RATIO

11.40%

+1.26 pp vs peer

RETURN ON ASSETS

0.18%

-0.41 pp vs peer

Key metrics for the reporting quarter. Full cockpit, 25-quarter trends, and peer analysis follow.

HOW THE OMNI-53 COMPOSITE SCORE IS CALCULATED

Omni-53 maps available financial-health ratios into component scores, then averages them: capital (net worth ratio), earnings (ROA), credit quality (delinquency), and funding deployment (loan-to-share). Strong bands: NW >=10%, ROA >=0.80%, delinquency <=0.50%, L/S 65-90%. Higher is healthier; this is directional analytics, not a regulatory CAMELS rating.

Prepared with Mitchell Stankovic & Associates. CUSS access and MSA partnership branding included by request.

COEUS INSTITUTE

Omni-53 by Coeus Institute

Cockpit metrics for the reporting quarter with multi-year sparkline history and peer-gap context.

TOTAL ASSETS
$787.1M
Balance-sheet scale

MEMBERS
43,156
Active member base

NET WORTH RATIO
11.40%

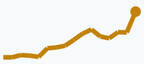
+1.26 pp vs peer

RETURN ON ASSETS
0.18%

-0.41 pp vs peer

LOAN-TO-SHARE
97.73%

+16.60 pp vs peer

DELINQUENCY
2.78%

+1.81 pp vs peer

NET INTEREST MARGIN
3.94%

+0.46 pp vs peer

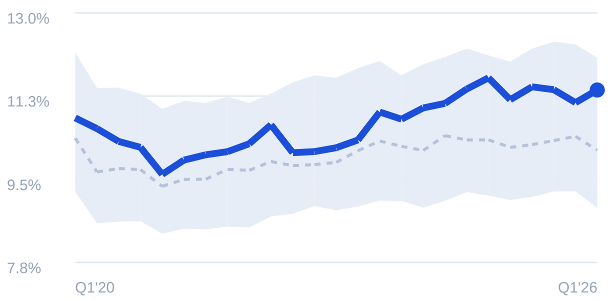
NET INCOME
$348K
Quarterly profitability

25-QUARTER PEER TRENDS

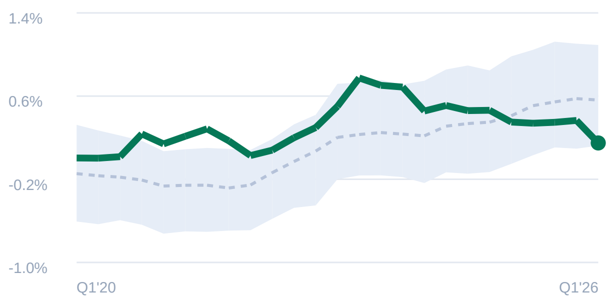
Credit union ratio (bold line) vs the peer interquartile range and median for its asset tier.

This credit union   Peer p25-p75 range   Peer median

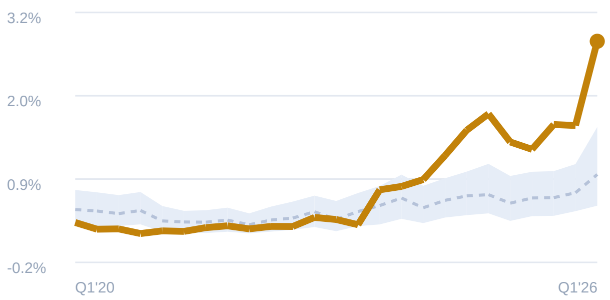
NET WORTH RATIO 11.40%



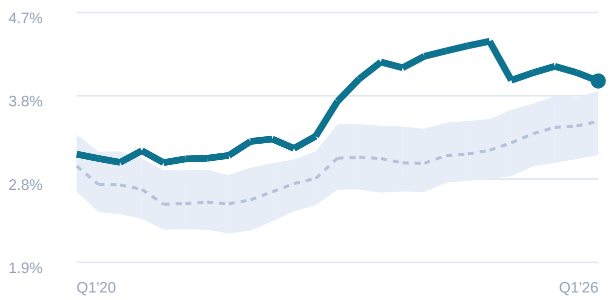
RETURN ON ASSETS 0.18%



DELINQUENCY RATIO 2.78%

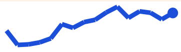
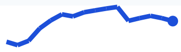


NET INTEREST MARGIN 3.94%



MSA FINANCIAL HEALTH INTERPRETATION

The financial health readout is mixed. Capital is a relative strength, with an 11.40% net worth ratio, 67th percentile, and +1.26 percentage point advantage over the peer median. Growth is also strong: assets, loans, shares, and members grew 14.57%, 14.58%, 14.72%, and 7.47% YoY, respectively. Earnings are the weak point, with net income of $348K and ROA of 0.18%, only the 26th percentile and -0.41 percentage points below the peer median. NIM of 3.94% is favorable versus the 3.48% peer median, but efficiency of 65.81% and cost of funds of 2.23% limit conversion of margin into bottom-line performance.

RATIO	CURRENT	PEER MED	GAP	PERCENTILE	4-YR TREND
NW Ratio	11.40%	10.14%	+1.26 pp	67th	
ROA	0.18%	0.59%	-0.41 pp	26th	
Loan-to-Share	97.73%	81.12%	+16.60 pp	94th	
Delinquency	2.78%	0.97%	+1.81 pp	94th	
NIM	3.94%	3.48%	+0.46 pp	83rd	
Efficiency	65.81%	64.06%	+1.74 pp	57th	
Charge-Off	0.93%	0.60%	+0.34 pp	74th	
Member Growth	7.47%	1.03%	+6.45 pp	94th	

RISK ANALYSIS

Risk is elevated primarily through credit quality and balance sheet funding pressure. Delinquency is 2.78%, materially above the 0.97% peer median, creating a +1.81 percentage point gap and placing the credit union in the 94th percentile for delinquency. Net charge-offs are also above peers at 0.93% versus the 0.60% median, a +0.34 percentage point gap and 74th percentile standing. These credit metrics are already constraining earnings, with ROA at 0.18% compared with the 0.59% peer median. Funding risk is also visible: loan-to-share is 97.73%, well above the 81.12% peer median and in the 94th percentile. While share growth of 14.72% YoY has kept pace with loan growth of 14.58%, the absolute loan-to-share position leaves less room for adverse liquidity, pricing, or delinquency migration.

ACTION STEPS

specific levers, owners, evidence, and checkpoints

1 Reset loan origination and deposit pricing gates to relieve the 97.73% loan-to-share position

OWNER: CROSS FUNCTIONAL | TIMING: IMMEDIATE

Evidence: Loan-to-share is 97.73%, 94th percentile, and +16.60 percentage points above the 81.12% peer median; loan growth is 14.58% YoY and share growth is 14.72% YoY.

Checkpoint: By the next quarterly refresh, reduce loan-to-share by at least 2 percentage points or hold it flat while documenting that share growth continues to match or exceed loan growth.

2 Move credit risk resources to delinquency cure and early-loss containment

OWNER: RISK COMMITTEE | TIMING: THIS QUARTER

Evidence: Delinquency is 2.78% versus the 0.97% peer median, a +1.81 percentage point gap and 94th percentile standing; net charge-offs are 0.93% versus the 0.60% peer median.

Checkpoint: By the next quarterly refresh, reduce the delinquency gap to no more than +1.50 percentage points versus the peer median and keep net charge-offs at or below 0.93%.

3 Convert the 3.94% margin advantage into ROA improvement

OWNER: MANAGEMENT | TIMING: THIS QUARTER

Evidence: NIM is 3.94%, +0.46 percentage points above the 3.48% peer median and 83rd percentile, but ROA is only 0.18%, -0.41 percentage points below the 0.59% peer median and 26th percentile.

Checkpoint: By the next quarterly refresh, raise ROA above 0.18% while preserving a positive NIM gap versus the 3.48% peer median.

4 Tighten operating execution so growth does not dilute earnings

OWNER: OPERATIONS | TIMING: NEXT QUARTER

Evidence: Efficiency ratio is 65.81% versus the 64.06% peer median, a +1.74 percentage point gap; operating expense ratio is 4.05%.

Checkpoint: By the next quarterly refresh, reduce the efficiency gap to 1.00 percentage point or less versus the peer median while maintaining member growth momentum above the 1.03% peer median.

5 Use capital strength as a disciplined growth governor

OWNER: BOARD | TIMING: ONGOING

Evidence: Net worth ratio is 11.40%, +1.26 percentage points above the 10.14% peer median and 67th percentile; assets grew 14.57% YoY and members grew 7.47% YoY.

Checkpoint: At the next quarterly refresh, maintain the net worth ratio above the 10.14% peer median while requiring any continued asset growth above peer norms to show ROA improvement from 0.18%.

PEER SNAPSHOT

same asset tier; expanded beyond state when needed

CREDIT UNION	STATE	ASSETS	MEMBERS
SOOPER CU DBA CLIMB CU	CO	$787.1M	43,156
MAINE STATE	ME	$787.8M	37,537
FIRST	AZ	$785.8M	44,401
DIRECT	MA	$789.8M	23,538
CARIBE	PR	$789.8M	63,943
TEXELL	TX	$790.7M	54,334
TOWN AND COUNTRY	ND	$781.6M	26,494
PROFED	IN	$781.0M	64,547
TRUE SKY	OK	$797.0M	63,740
PATHWAYS FINANCIAL	OH	$776.4M	59,620
LA CAPITOL	LA	$799.7M	51,987
DOVER-PHILA	OH	$800.3M	34,200
BAYER HERITAGE	WV	$801.1M	45,014

Peer cohort note: fewer than five same-state peers were available in the same asset tier, so the snapshot expanded to closest national peers in the same asset tier.

PEER SNAPSHOT READOUT

The fixed peer cohort consists of 15 similarly sized institutions with assets clustered around Climb CU’s $787.1M base, ranging from FOOTHILL at $772.2M to HERITAGE FINANCIAL at $801.8M and THE PEOPLES at $801.9M. Member counts vary widely, from DIRECT at 23,538 to PROFED at 64,547, compared with Climb CU’s 43,156 members. The peer fallback was used, so this cohort should be read as a size-based comparison set rather than a fully customized strategic peer group. Against this group, Climb CU is stronger in capital, NIM, and member growth, but weaker in ROA, delinquency, charge-offs, and loan-to-share intensity.

QUARTERLY OUTLOOK

Next quarter should focus on whether management can translate strong growth and NIM into improved ROA while reducing credit pressure. The key watch items are loan-to-share at 97.73%, delinquency at 2.78%, net charge-offs at 0.93%, and ROA at 0.18%. Capital remains a stabilizer, but continued 14%+ balance sheet growth should be governed by liquidity, credit quality, and earnings conversion.