

20 November 2020

BENCHMARK INTEREST RATES AND YIELD CURVE

US Treasury Rates-

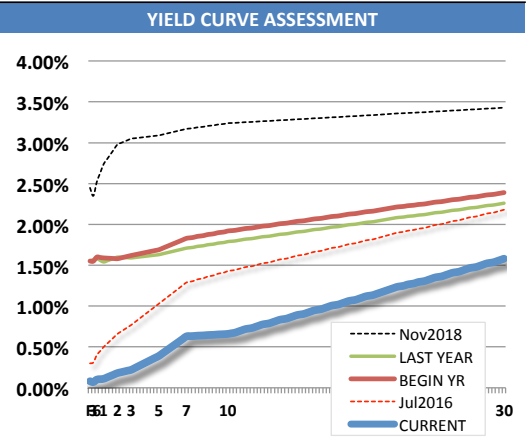
	THIS WK	LAST MO	YR END	LAST YR	CHANGES SINCE		
	11/19/20	10/19/20	12/31/19	11/19/19	This Yr	Last Yr	This Cycle
Fed Funds	0.08%	0.09%	1.55%	1.55%	-1.47%	-1.47%	-2.37%
3mo	0.07%	0.11%	1.55%	1.57%	-1.48%	-1.50%	-2.28%
6mo	0.10%	0.11%	1.60%	1.58%	-1.50%	-1.48%	-2.42%
1yr	0.11%	0.13%	1.59%	1.54%	-1.48%	-1.43%	-2.63%
2yr	0.18%	0.16%	1.58%	1.60%	-1.40%	-1.42%	-2.80%
3yr	0.22%	0.19%	1.62%	1.59%	-1.40%	-1.37%	-2.83%
5yr	0.39%	0.34%	1.69%	1.63%	-1.30%	-1.24%	-2.70%
7yr	0.63%	0.54%	1.83%	1.71%	-1.20%	-1.08%	-2.54%
10yr	0.66%	0.78%	1.92%	1.79%	-1.26%	-1.13%	-2.58%
30yr	1.58%	1.55%	2.39%	2.26%	-0.81%	-0.68%	-0.60%

Slope of the Yield Curve-

	THIS WK	LAST MO	YR END	LAST YR	This Yr	Last Yr	This Cycle
2yr-3mo	0.11%	0.05%	0.03%	0.03%	0.08%	0.08%	-0.52%
5yr-2yr	0.21%	0.18%	0.11%	0.03%	0.10%	0.18%	0.10%
10yr-5yr	0.27%	0.44%	0.23%	0.16%	0.04%	0.11%	0.12%
10yr-3mo	0.59%	0.67%	0.37%	0.22%	0.22%	0.37%	-0.30%

Other Interest Rates-

	THIS WK	LAST MO	YR END	LAST YR	This Yr	Last Yr	This Cycle
Prime	3.25%	3.25%	4.75%	4.75%	-1.50%	-1.50%	-2.25%
1mo LIBOR	0.15%	0.14%	1.76%	1.72%	-1.61%	-1.57%	-2.37%
6mo LIBOR	0.26%	0.25%	1.91%	1.91%	-1.65%	-1.65%	-2.65%
12mo LIBOR	0.34%	0.34%	2.00%	1.94%	-1.66%	-1.60%	-2.79%



CYCLICAL CHANGES SUMMARY

	Jul16 Low	Nov18 High	Nov18 High	Current
Fed Funds	2.15%			-2.37%
1year	2.24%			-2.63%
2years	2.32%			-2.80%
3years	2.28%			-2.83%
5years	2.06%			-2.70%
10years	1.81%			-2.58%

ECONOMIC UPDATE AND ANALYSIS

EXISTING HOME SALES INCREASE 26.6% IN OCTOBER DESPITE SHORT SUPPLY AND HIGHER PRICES

Sales of existing homes in October soared well past expectations, rising 4.3% compared with September and 26.6% annually to a seasonally adjusted annualized rate of 6.85 million units, according to the National Association of Realtors.

The annualized sales rate is the highest since February 2006. The highest pace ever was in 2005 at 7.1 million units. Sales could likely have been stronger if there was simply more available for sale. There were 1.42 million existing homes on the market at the end of October, a 19.8% drop compared with October 2019. At the current sales pace, that represents a 2.5-month supply, the lowest on record. The last time the sales pace was at the current rate, the supply of homes for sale was twice what it is now.

Historically low mortgage rates have been helping buyers, but prices have been so strong lately that they no longer have the power they once did to really increase affordability. And low rates may not last much longer.

Regionally, month to month, sales in the Northeast rose 4.7%. In the Midwest they increased 8.6%, and in the South they were up 3.2%. In the West, they rose 1.4%.

Key Economic Indicators for Banks, Thrifts & Credit Unions-

		LATEST	CURRENT	PREV
GDP	QoQ	Q3-1st	33.1%	-31.4%
GDP - YTD	Annl	Q3-1st	-1.1%	-18.2%
Consumer Spending	QoQ	Q3-1st	40.7%	-33.2%
Consumer Spending	Annl	Q3-1st	0.2%	-20.1%
Unemployment	Mo	Oct	6.9%	7.9%
Consumer Inflation	YoY	Oct	1.2%	1.4%
Core Inflation	YoY	Oct	1.6%	1.7%
Consumer Credit	Annual	Sep	4.7%	-2.0%
Retail Sales	YoY	Oct	0.0%	-0.8%
Vehicle Sales	Annl (Mil)	Oct	16.7	16.8
Home Sales	Annl (Mil)	Oct	7.809	7.551
Home Prices	YoY	Aug	5.2%	4.8%

Key Consumer Market Data-

	THIS WK	YR END	PCT CHANGES	
	11/19/20	12/31/19	YTD	12Mos
DJIA	29,483	28,538	3.3%	5.3%
S&P 500	3,582	3,231	10.9%	15.0%
NASDAQ	11,905	8,973	32.7%	40.0%
Crude Oil	41.74	61.06	-31.6%	-28.0%
Avg Gasoline	2.11	2.57	-17.9%	-18.7%
Gold	1,861.5	1,523.1	22.2%	28.1%

AVERAGE CREDIT UNION RATES AND RATE SENSITIVITY

	THIS WK 11/19/20	YTD Change		Chg in Current Cycle*		Rate Sensitivity		Bmk Begin 12/31/19	Mkt Begin 12/31/19	Last Top Nov-18	Last Bottom Jul-16
		Rate	Benchmark	Rate	Benchmark	YTD	Cycle				
Classic CC	10.89%	-0.56%	-1.50%	-0.80%	-2.25%	37%	36%	4.75%	11.45%	11.69%	11.39%
Platinum CC	9.08%	-0.84%	-1.50%	-1.19%	-2.25%	56%	53%	4.75%	9.92%	10.27%	9.09%
48mo Veh	3.02%	-0.45%	-1.40%	-0.64%	-2.80%	32%	23%	1.58%	3.47%	3.66%	2.58%
60mo Veh	3.12%	-0.47%	-1.40%	-0.65%	-2.83%	34%	23%	1.62%	3.59%	3.77%	2.68%
72mo Veh	3.45%	-0.46%	-1.35%	-0.67%	-2.77%	34%	24%	1.66%	3.91%	4.12%	3.05%
HE LOC	3.97%	-1.03%	-1.50%	-1.59%	-2.25%	69%	71%	4.75%	5.00%	5.56%	4.01%
10yr HE	4.98%	-0.30%	-1.30%	-0.54%	-2.79%	23%	19%	1.69%	5.28%	5.52%	4.45%
15yr FRM	2.92%	-0.65%	-1.28%	-1.66%	-2.68%	51%	62%	1.81%	3.57%	4.58%	3.14%
30yr FRM	3.27%	-0.74%	-1.26%	-1.79%	-2.58%	59%	69%	1.92%	4.01%	5.06%	3.69%
Sh Drafts	0.39%	0.25%	-1.47%	0.25%	-2.37%	-17%	-11%	1.55%	0.14%	0.14%	0.11%
Reg Svgs	0.14%	-0.05%	-1.47%	-0.05%	-2.37%	3%	2%	1.55%	0.19%	0.19%	0.14%
MMkt-10k	0.19%	-0.26%	-1.47%	-0.29%	-2.37%	18%	12%	1.55%	0.45%	0.48%	0.22%
MMkt-50k	0.29%	-0.33%	-1.47%	-0.36%	-2.37%	22%	15%	1.55%	0.62%	0.65%	0.31%
6mo CD	0.33%	-0.66%	-1.50%	-0.70%	-2.42%	44%	29%	1.60%	0.99%	1.03%	0.34%
1yr CD	0.47%	-0.93%	-1.48%	-1.04%	-2.63%	63%	40%	1.59%	1.40%	1.51%	0.53%
2yr CD	0.61%	-1.03%	-1.40%	-1.24%	-2.80%	74%	44%	1.58%	1.64%	1.85%	0.78%
3yr CD	0.72%	-1.07%	-1.40%	-1.34%	-2.83%	76%	47%	1.62%	1.79%	2.06%	1.04%

*Since Nov 2018

STRATEGICALLY FOR CREDIT UNIONS

The severe shortage of existing homes for sale has been incredibly beneficial for the nation's homebuilders, who have seen very strong demand. Mortgage applications to purchase a newly built homes were up nearly 33% annually in October, according to the Mortgage Bankers Association.

Unfortunately, single-family housing starts aren't rising enough, particularly not in the lower price categories. In addition, single-family building permits were flat for the month in October, according to the U.S. Census. Permits are an indication of future construction.

Mortgage rates could tick up in the months ahead and test the strength of this seemingly unstoppable housing market. Additionally, rising coronavirus cases could also dampen sales. This spring we saw both buyers and sellers hit pause on their plans in areas where coronavirus spread was prevalent. While buyers were relatively quick to resume, sellers have come back more slowly.

The surge in sales in recent months has now offset the spring market losses. With news that a COVID-19 vaccine will soon be available, and with mortgage rates projected to hover around 3% in 2021, we expect the market's growth to continue into 2021.

Additional information and other market-related reports can be viewed at www.Meridian-ally.com

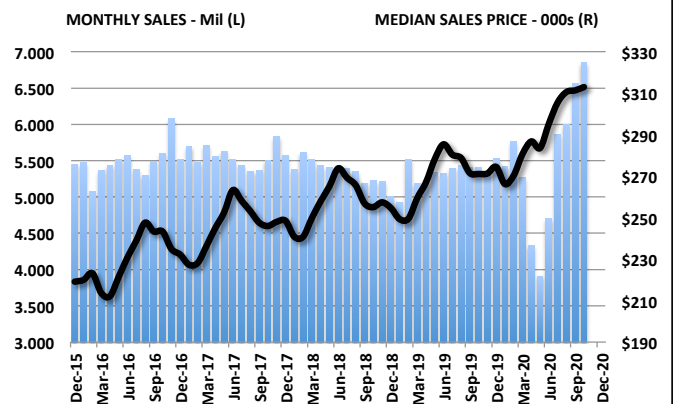
ECONOMIC RELEASES

RELEASES THIS WEEK:	Current	Previous
Retail Sales (Oct, YoY)	5.7%	5.4%
Existing Home Sales (Oct, Annl, Mil)	6.85M	6.5M

RELEASES FOR UPCOMING WEEK:	Projected	Previous
Home Prices (Sep, YoY)	5.5%	5.2%
GDP (Q3, 2nd)	33.1%	33.1%
New Home Sales (Oct, Mil, Annl)	0.980M	0.959M

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EXISTING HOME SALES



ECONOMIC CALENDAR

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	
	October 19	20	21	22	23	24
			FRB Beige Book	Jobless Claims 787k Cont'd Claims 8.38M Ex Home Sales 6.54M		
26	27	28	29	30	31	
New Home Sales 959k	Home Prices 5.2% Durable Goods 1.9% Consumer Conf 100.9		Jobless Claims 751k Cont'd Claims 7.7M GDP (Q3) +33.1%	Personal Income +0.9% Pers Spending +1.4%		
November 2	3	4	5	6	7	
	PRESIDENTIAL ELECTION DAY		Jobless Claims 743k Cont'd Claims 7.3M FOMC Announcement	Unemployment 6.9%		
9	10	11	12	13	14	
		VETERANS DAY	Jobless Claims 709k Cont'd Claims 6.7M Cons Inflation 1.2%	Wh Inflation +0.5%		
16	17	18	19	20	21	
	Retail Sales 5.7% Ind Production -5.3% Cap Utilization 72.8%		Jobless Claims 742k Cont'd Claims 6.4M Ex Home Sales 6.85M			
23	24	25	26	27	28	
	Home Prices Consumer Confidence	GDP (Q3-2nd) Personal Spending Personal Spending New Home Sales	THANKSGIVING DAY Jobless Claims Cont'd Claims FOMC Minutes			
30	December 1	2	3	4	5	
	Construction Spending	FRB Beige Book	Jobless Claims Cont'd Claims	Employment Report Factory Orders		
7	8	9	10	11	12	
Consumer Credit			Jobless Claims Cont'd Claims Consumer Inflation	Wholesale Inflation		
14	15	16	17	18	19	
		Retail Sales FOMC Announcement	Jobless Claims Cont'd Claims	Leading Indicators		

ECONOMIC FORECAST

October 2020

	2019			2020				2021			
	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4

ECONOMIC OUTLOOK

Economic Growth-

GDP - (QoQ)	1.5%	2.6%	2.4%	-5.0%	-31.4%	33.1%	3.6%	3.1%	4.4%	2.9%	3.1%
GDP - (YTD)	2.3%	2.4%	2.4%	-5.0%	-18.2%	-1.1%	0.1%	3.1%	3.8%	3.5%	3.4%
Consumer Spending - (QoQ)	3.7%	2.7%	1.6%	-6.9%	-33.2%	40.7%	3.5%	2.0%	5.1%	2.8%	3.2%
Consumer Spending - (YTD)	2.4%	2.5%	2.3%	-6.9%	-20.1%	0.2%	1.0%	2.0%	3.6%	3.3%	3.3%
Government Spending - (QoQ)	5.0%	2.1%	2.4%	1.3%	2.5%	-4.5%	-4.4%	0.0%	0.6%	0.7%	0.1%
Government Spending - (YTD)	3.3%	3.3%	3.1%	1.3%	1.9%	-0.2%	-1.3%	0.0%	0.3%	0.4%	0.4%

Consumer Wealth-

Unemployment Rate	3.6%	3.6%	3.5%	3.8%	13.0%	8.8%	7.7%	7.3%	6.8%	6.5%	6.2%
Consumer Inflation	1.8%	1.8%	2.0%	2.1%	0.4%	1.2%	1.8%	1.9%	2.0%	2.1%	2.3%
Home Prices	1.8%	1.8%	2.0%	2.1%	3.5%	4.7%	4.5%	4.5%	4.6%	4.6%	4.7%

SINGLE FAMILY HOME & VEHICLE LOAN MARKETS

Consumer Demand-

Total Home Sales (M)	5.948	6.109	6.131	6.185	5.150	6.648	6.412	6.394	6.440	6.446	6.493
Existing Home (M)	5.287	5.410	5.420	5.483	4.474	5.781	5.615	5.593	5.627	5.633	5.675
New Home Sales (M)	0.661	0.699	0.711	0.702	0.676	0.867	0.797	0.801	0.813	0.813	0.818
Single Family Homes	501	651	696	563	928	860	792	592	579	554	480
Purchase Applications	355	375	314	257	348	410	380	330	379	392	332
Refinancing Applications	146	276	382	306	580	450	412	262	200	162	148
Refi Apps Share	29%	42%	55%	54%	63%	52%	52%	44%	35%	29%	31%
Vehicle Sales	17.6M	18.6M	18.2M	15.4M	14.0M	15.8M	16.5M	16.7M	17.0M	16.5M	16.8M

MARKET RATE OUTLOOK

Benchmark Rates-

Prime	5.5%	5.2%	4.8%	3.8%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%
Fed Funds	2.4%	1.9%	1.6%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
2yr UST	2.3%	2.7%	2.8%	1.1%	0.1%	0.1%	0.3%	0.3%	0.3%	0.6%	0.6%
10yr UST	2.3%	1.8%	1.8%	1.4%	0.7%	0.7%	0.8%	0.9%	1.0%	1.1%	1.3%

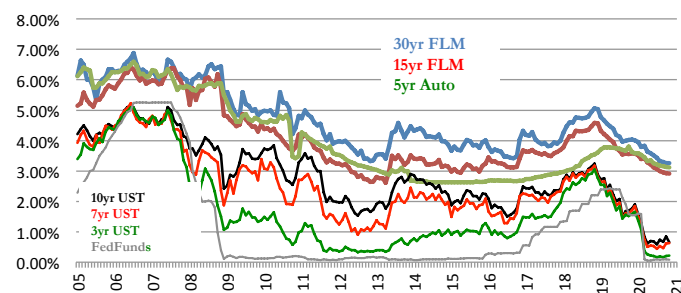
Market Rates-

5yr Vehicle Loan Rate	3.1%	3.2%	3.2%	3.5%	3.3%	3.1%	3.4%	3.6%	3.8%	3.8%	3.8%
15yr First-lien Mortgage	3.5%	3.1%	3.1%	3.0%	2.8%	2.8%	2.8%	2.9%	2.9%	2.9%	3.0%
30yr First-lien Mortgage	4.0%	3.7%	3.7%	3.5%	3.2%	3.2%	3.3%	3.4%	3.4%	3.5%	3.5%

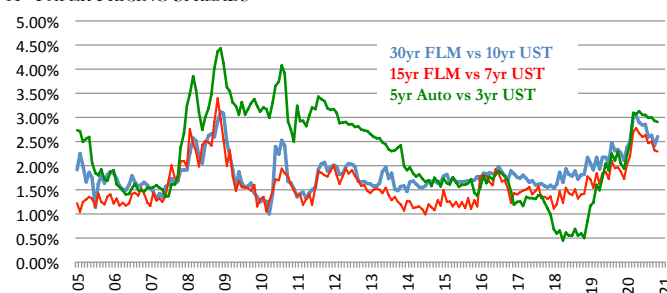
STRATEGIC ASSESSMENT OF RELATIVE VALUE INVESTMENT AND FUNDING OPTIONS

RELATIVE VALUE OF MARGINAL INVESTMENT OPTIONS

"A"-PAPER MARKET RATES



"A"-PAPER PRICING SPREADS



	Current Return	For	Then for the Next	The Net Return Needed to Break-even Against*:								
				30Y FLM	15Y FLM	5Y New	5Y Used	4Y MBS	4Y Call	3Y MBS	3Y Call	
Cash	0.08%	-	-	-	-	-	-	-	-	-	-	-
2yr Agy Callable	0.18%	2 years	3 years	5.33%	4.75%	5.08%	5.33%	1.90%	0.66%	1.56%	0.60%	-
3yr Agy Callable	0.32%	3 years	2 years	7.70%	6.82%	7.32%	7.70%	3.20%	0.72%	-	-	-
3yr Agy MBS	0.64%	3 years	2 years	7.22%	6.34%	6.84%	7.22%	2.24%	-0.24%	-	-	-
4yr Agy Callable	0.42%	4 years	1 year	14.67%	12.92%	13.92%	14.67%	-	-	-	-	-
4yr Agy MBS	1.04%	4 years	1 year	12.19%	10.44%	11.44%	12.19%	-	-	-	-	-
5yr Agy Callable	0.58%	5 years	-	-	-	-	-	-	-	-	-	-
5yr New Vehicle	3.12%	3 years	2 years	3.50%	2.62%	-	-	-	-	-	-	-
5yr Used Vehicle	3.27%	3 years	2 years	3.27%	2.40%	-	-	-	-	-	-	-
15yr Mortgage	2.92%	5 years	-	-	-	-	-	-	-	-	-	-
30yr Mortgage	3.27%	5 years	-	-	-	-	-	-	-	-	-	-

* Best relative value noted by probabilities of achieving "break-even" returns

RELATIVE VALUE OF MARGINAL FUNDING OPTIONS

	Current Cost	For	Then for the Next	The Net Cost Needed to Break-even Against*:			
				3Y CD	3Y FHLB	2Y CD	2Y FHLB
Share Draft	0.39%	1 year	2 years	0.89%	0.51%	0.83%	0.43%
Regular Savings	0.14%	1 year	2 years	1.01%	0.64%	1.08%	0.68%
Money Market	0.19%	1 year	2 years	0.99%	0.61%	1.03%	0.63%
FHLB Overnight	0.36%	1 year	2 years	0.90%	0.53%	0.86%	0.46%
Catalyst Settlement	1.25%	1 year	2 years	0.46%	0.08%	-0.02%	-0.43%
6mo Term CD	0.33%	6 mos	2.5 yrs	0.80%	0.50%	0.70%	0.44%
6mo FHLB Term	0.32%	6 mos	2.5 yrs	0.80%	0.50%	0.71%	0.44%
6mo Catalyst Term	1.00%	6 mos	2.5 yrs	0.66%	0.36%	0.48%	0.21%
1yr Term CD	0.47%	1 year	2 years	0.85%	0.47%	0.75%	0.35%
1yr FHLB Term	0.34%	1 year	2 years	0.91%	0.54%	0.88%	0.48%
2yr Term CD	0.61%	2 years	1 year	0.94%	0.19%	-	-
2yr FHLB Term	0.41%	2 years	1 year	1.34%	0.59%	-	-
3yr Term CD	0.72%	3 years	-	-	-	-	-
3yr FHLB Term	0.47%	3 years	-	-	-	-	-

* Highest relative value noted by highest differentials and volatility projections

Q2-2020	<\$2 Million	\$2-10 Million	\$10-50 <Million	\$50-100 Million	\$100-500 Million	\$500+ Million	TOTAL	<\$10 Million	<\$50 Million	<\$100 Million	<\$500 Million
DEMOGRAPHICS											
Number of Credit Unions	377	854	1,580	665	1,061	627	5,164	1,231	2,811	3,476	4,537
Average Assets (\$Mil)	\$0.9	\$6.1	\$26.1	\$73.0	\$214.7	\$1,983.4	\$303.4	\$4.5	\$16.6	\$27.4	\$71.2
Pct of Credit Unions	7%	17%	31%	13%	21%	12%	100%	24%	54%	67%	88%
Pct of Industry Assets	0%	0%	2%	3%	13%	81%	100%	0%	3%	5%	19%
GROWTH RATES (YTD)											
Total Assets	-7.5%	-14.4%	-2.7%	-2.8%	6.9%	28.3%	23.3%	-14.0%	-4.0%	-3.4%	3.9%
Total Loans	-34.7%	-33.6%	-24.3%	-23.9%	-13.5%	10.2%	5.2%	-33.7%	-25.3%	-24.5%	-16.4%
Total Shares	-5.1%	-10.7%	-0.5%	-0.9%	8.1%	26.1%	21.8%	-10.4%	-1.7%	-1.3%	5.3%
Net Worth	-14.6%	-22.4%	-16.1%	-16.2%	-9.4%	9.9%	5.2%	-21.9%	-16.9%	-16.5%	-11.7%
BALANCE SHEET ALLOCATION											
Net Worth-to-Total Assets	18.4%	15.6%	12.3%	11.5%	10.7%	10.3%	10.5%	15.8%	12.7%	12.1%	11.1%
Cash & Inv-to-Total Assets	57%	52%	49%	43%	34%	29%	31%	52%	49%	46%	37%
Loans-to-Total Assets	43%	47%	48%	52%	61%	67%	65%	47%	48%	50%	58%
Vehicle-to-Total Loans	60%	64%	49%	43%	39%	31%	33%	64%	51%	47%	41%
REL-to-Total Loans	1%	8%	30%	39%	45%	53%	51%	7%	27%	33%	42%
REL-to-Net Worth	3%	23%	116%	177%	258%	343%	319%	22%	103%	139%	221%
Indirect-to-Total Loans	0%	0%	4%	11%	18%	21%	20%	0%	4%	8%	15%
Loans-to-Total Shares	53%	56%	55%	60%	70%	79%	76%	56%	55%	58%	66%
Nonterm-to-Total Shares	92%	85%	82%	80%	77%	72%	73%	85%	82%	81%	78%
Short-term Funding Ratio	46.5%	37.7%	31.1%	27.0%	20.7%	16.4%	17.6%	31.8%	29.4%	23.2%	17.8%
Net Long-term Asset Ratio	3.4%	6.8%	17.1%	22.6%	29.2%	35.0%	33.3%	15.9%	19.3%	26.3%	33.2%
Leverage Ratio	1.4%	1.3%	1.0%	1.3%	2.0%	5.1%	4.4%	1.3%	1.0%	1.2%	1.8%
Solvency Ratio	122.8%	118.6%	114.1%	113.1%	112.1%	112.4%	112.5%	118.8%	114.7%	113.8%	112.6%
LOAN QUALITY											
Loan Delinquency Ratio	3.52%	1.57%	0.91%	0.75%	0.62%	0.56%	0.58%	0.98%	0.86%	0.68%	0.58%
Net Charge-off Ratio	0.51%	0.50%	0.38%	0.38%	0.39%	0.56%	0.53%	0.39%	0.39%	0.39%	0.53%
"Misery" Index	4.03%	2.07%	1.29%	1.13%	1.01%	1.12%	1.11%	1.37%	1.24%	1.07%	1.11%
RE Loan Delinquency	1.88%	1.61%	0.91%	0.75%	0.61%	0.52%	0.54%	1.61%	0.93%	0.82%	0.65%
Vehicle Loan Delinquency	2.81%	1.44%	0.78%	0.63%	0.51%	0.44%	0.47%	1.52%	0.88%	0.76%	0.58%
Direct Loans	2.81%	1.44%	0.76%	0.60%	0.45%	0.36%	0.44%	1.52%	0.87%	0.75%	0.56%
Indirect Loans	0.00%	0.99%	1.02%	0.71%	0.58%	0.48%	0.49%	0.99%	1.02%	0.78%	0.61%
Loss Allow as % of Loans	3.02%	1.36%	0.92%	0.86%	0.81%	1.04%	1.00%	1.46%	0.98%	0.92%	0.84%
Current Loss Exposure	1.73%	0.80%	0.51%	0.42%	0.38%	0.33%	0.34%	0.86%	0.54%	0.48%	0.41%
EARNINGS											
Gross Asset Yield	3.76%	3.56%	3.37%	3.34%	3.47%	3.73%	3.67%	3.57%	3.39%	3.36%	3.44%
Cost of Funds	0.35%	0.40%	0.41%	0.43%	0.55%	0.86%	0.79%	0.39%	0.41%	0.42%	0.51%
Gross Interest Margin	3.41%	3.16%	2.95%	2.91%	2.91%	2.87%	2.88%	3.18%	2.98%	2.94%	2.92%
Provision Expense	0.23%	0.24%	0.19%	0.22%	0.30%	0.66%	0.59%	0.24%	0.20%	0.21%	0.28%
Net Interest Margin	3.17%	2.92%	2.77%	2.69%	2.61%	2.21%	2.29%	2.94%	2.78%	2.74%	2.64%
Non-Interest Income	0.29%	0.52%	0.81%	1.05%	1.24%	1.26%	1.24%	0.50%	0.78%	0.92%	1.15%
Non-Interest Expense	3.68%	3.33%	3.29%	3.36%	3.44%	2.94%	3.04%	3.35%	3.30%	3.33%	3.41%
Net Operating Expense	3.39%	2.82%	2.48%	2.31%	2.20%	1.68%	1.80%	2.85%	2.52%	2.41%	2.26%
Net Operating Return	-0.21%	0.10%	0.29%	0.38%	0.40%	0.53%	0.50%	0.08%	0.27%	0.32%	0.38%
Non-recurring Inc(Exp)	0.12%	0.04%	0.02%	0.01%	0.01%	0.04%	0.03%	0.05%	0.02%	0.02%	0.01%
Net Income	-0.10%	0.15%	0.31%	0.39%	0.42%	0.57%	0.53%	0.13%	0.29%	0.34%	0.40%
Return on Net Worth	0.1%	1.3%	2.7%	3.5%	4.0%	5.5%	5.1%	1.2%	2.5%	3.0%	3.7%

Q2-2020

<\$2 Million	\$2-10 Million	\$10-50 <Million	\$50-100 Million	\$100-500 Million	\$500> Million	TOTAL	<\$10 Million	<\$50 Million	<\$100 Million	<\$500 Million
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OPERATING EFFICIENCIES:

Core Activities-

Earning Asset Allocation and Return

Nonearning as Pct of Assets	1%	1%	3%	4%	5%	4%	4%	1%	3%	4%	5%
Cash & Investment Yield	1.06%	1.40%	1.46%	1.39%	1.26%	1.21%	1.23%	1.37%	1.45%	1.42%	1.32%
C&I as Pct of Assets	57%	52%	49%	43%	34%	29%	31%	52%	49%	46%	37%
Loan Yield, net	6.63%	5.52%	5.03%	4.72%	4.41%	4.17%	4.24%	5.58%	5.09%	4.89%	4.54%
Loans as Pct of Assets	43%	47%	48%	52%	61%	67%	65%	47%	48%	50%	58%
Avg Loan Balance	\$4,948	\$7,329	\$8,110	\$9,587	\$13,332	\$17,596	\$16,262	\$7,187	\$8,004	\$8,845	\$12,174
Avg Loan Rate	6.87%	5.76%	5.21%	4.94%	4.72%	4.83%	4.83%	5.82%	5.28%	5.10%	4.81%
Avg Loan Yield, net	6.63%	5.52%	5.03%	4.72%	4.41%	4.17%	4.24%	5.58%	5.09%	4.89%	4.54%

Paying Funds Allocation and Return

NonTerm as Pct of Shares	92%	85%	82%	80%	77%	72%	73%	85%	82%	81%	78%
Share CDs as Pct of Shares	5%	10%	12%	14%	16%	20%	19%	10%	12%	13%	15%
Cost of Funds	0.35%	0.40%	0.41%	0.43%	0.55%	0.86%	0.79%	0.39%	0.41%	0.42%	0.51%
Avg Share Balance	\$2,502	\$5,040	\$8,055	\$9,239	\$10,548	\$12,942	\$12,185	\$4,739	\$7,488	\$8,374	\$9,777
Avg Share Rate	0.44%	0.47%	0.47%	0.49%	0.64%	1.02%	0.93%	0.47%	0.47%	0.48%	0.59%
NM Deposits as Pct of Shares	1.3%	1.1%	0.9%	0.9%	0.9%	0.9%	0.9%	1.1%	0.9%	0.9%	0.9%

Average Margin per Account

Avg Interest Inc per Loan	\$340	\$422	\$423	\$474	\$629	\$850	\$785	\$419	\$423	\$451	\$586
Less: Avg Int Exp per Share	\$11	\$24	\$38	\$45	\$67	\$132	\$113	\$22	\$36	\$40	\$58
Less: Avg Provisions per Loan	\$12	\$18	\$15	\$21	\$41	\$116	\$95	\$17	\$16	\$19	\$34
Avg Net Interest Margin	\$317	\$380	\$369	\$407	\$521	\$602	\$576	\$379	\$372	\$392	\$494

Net Operating Profitability-

Earning Asset/Funding	123%	117%	111%	109%	107%	109%	109%	118%	112%	110%	108%
Non-Int Inc-to-Total Rev	7%	13%	19%	24%	26%	25%	25%	12%	19%	21%	25%

Average per Full-time Equivalent

Interest Income	\$43,463	\$90,497	\$129,978	\$134,352	\$141,569	\$215,628	\$195,161	\$84,360	\$121,977	\$127,942	\$137,419
Less: Interest Expense	\$4,075	\$10,089	\$15,889	\$17,203	\$22,634	\$49,532	\$41,958	\$9,304	\$14,734	\$15,924	\$20,591
Net Interest Margin	\$39,389	\$80,408	\$114,089	\$117,149	\$118,935	\$166,096	\$153,203	\$75,055	\$107,243	\$112,018	\$116,828
Less: Provisions	\$2,716	\$6,115	\$7,313	\$8,969	\$12,450	\$38,264	\$31,151	\$5,671	\$7,025	\$7,962	\$11,084
Net Interest Income	\$36,672	\$74,293	\$106,776	\$108,180	\$106,484	\$127,832	\$122,052	\$69,384	\$100,218	\$104,056	\$105,745
Non-Interest Income	\$3,396	\$13,146	\$31,439	\$42,357	\$50,687	\$72,980	\$65,886	\$11,874	\$28,007	\$34,924	\$45,887
Non-Interest Expense	\$42,553	\$84,790	\$127,057	\$135,304	\$140,631	\$170,345	\$161,462	\$79,279	\$118,677	\$126,691	\$136,386
Net Operating Expense	\$39,158	\$71,643	\$95,618	\$92,948	\$89,945	\$97,364	\$95,576	\$67,405	\$90,669	\$91,767	\$90,500
Net Operating Return	-\$2,486	\$2,650	\$11,158	\$15,232	\$16,539	\$30,468	\$26,476	\$1,980	\$9,548	\$12,288	\$15,245
Total Revenue	\$46,859	\$103,643	\$161,417	\$176,709	\$192,255	\$288,608	\$261,047	\$96,234	\$149,984	\$162,866	\$183,306
Compensation & Benefits	\$20,374	\$45,248	\$61,238	\$65,606	\$72,242	\$90,232	\$84,677	\$42,003	\$57,864	\$61,596	\$69,000
Occupancy & Operations	\$13,582	\$22,624	\$34,040	\$34,573	\$35,751	\$41,695	\$39,928	\$21,444	\$31,831	\$33,153	\$34,960
All Other Expenses	\$8,598	\$16,917	\$31,778	\$35,125	\$32,638	\$38,418	\$36,858	\$15,832	\$28,981	\$31,943	\$32,426

Q2-2020	<\$2 Million	\$2-10 Million	\$10-50 <Million	\$50-100 Million	\$100-500 Million	\$500+ Million	TOTAL	<\$10 Million	<\$50 Million	<\$100 Million	<\$500 Million
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Operating Expense Assessment

Expense Ratio Breakdown-

Compensation & Benefits	1.76%	1.78%	1.59%	1.63%	1.77%	1.56%	1.59%	1.78%	1.61%	1.62%	1.73%
Occupancy & Ops	1.17%	0.89%	0.88%	0.86%	0.88%	0.72%	0.75%	0.91%	0.88%	0.87%	0.87%
All Other Expenses	0.74%	0.66%	0.82%	0.87%	0.80%	0.66%	0.69%	0.67%	0.81%	0.84%	0.81%
Total Operating Expenses	3.68%	3.33%	3.29%	3.36%	3.44%	2.94%	3.04%	3.35%	3.30%	3.33%	3.41%
- Travel and Conference	0.02%	0.02%	0.02%	0.03%	0.03%	0.02%	0.02%	0.02%	0.02%	0.02%	0.03%
- Educational and Promo	0.02%	0.02%	0.06%	0.09%	0.10%	0.11%	0.10%	0.02%	0.06%	0.07%	0.09%
- Loan Servicing	0.12%	0.11%	0.17%	0.21%	0.23%	0.20%	0.20%	0.11%	0.17%	0.19%	0.22%
- Prof and Outside Svcs	0.33%	0.36%	0.43%	0.45%	0.35%	0.22%	0.25%	0.36%	0.42%	0.44%	0.37%
- Member Insurance	0.03%	0.01%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%
- Operating Fees	0.06%	0.03%	0.02%	0.02%	0.02%	0.01%	0.01%	0.03%	0.03%	0.02%	0.02%
- Miscellaneous	0.18%	0.11%	0.11%	0.07%	0.07%	0.12%	0.11%	0.11%	0.11%	0.09%	0.08%

Expense as Pct of Total-

Compensation & Benefits	48%	53%	48%	48%	51%	53%	52%	53%	49%	49%	51%
Occupancy & Ops	32%	27%	27%	26%	25%	24%	25%	27%	27%	26%	26%
All Other Expenses	20%	20%	25%	26%	23%	23%	23%	20%	24%	25%	24%
- Travel and Conference	0%	0%	1%	1%	1%	1%	1%	0%	1%	1%	1%
- Educational and Promo	0%	1%	2%	3%	3%	4%	3%	1%	2%	2%	3%
- Loan Servicing	3%	3%	5%	6%	7%	7%	7%	3%	5%	6%	6%
- Prof and Outside Svcs	9%	11%	13%	13%	10%	7%	8%	11%	13%	13%	11%
- Member Insurance	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
- Operating Fees	2%	1%	1%	1%	1%	0%	0%	1%	1%	1%	1%
- Miscellaneous	5%	3%	3%	2%	2%	4%	4%	3%	3%	3%	2%

Staffing-

Total Employees	489	2,505	11,485	12,633	58,997	236,611	322,720	2,994	14,479	27,112	86,109
Full-time Equivalents	295	1,963	10,611	11,975	56,737	230,150	311,730	2,257	12,868	24,843	81,580
Pct PT Employees	80%	43%	15%	10%	8%	5%	7%	49%	22%	17%	11%
FTE-to-Ops (Staffing)	2.04	0.77	0.42	0.36	0.30	0.20	0.22	0.84	0.46	0.41	0.33
Avg Compensation & Benef	\$20,374	\$45,248	\$61,238	\$65,606	\$72,242	\$90,232	\$84,677	\$42,003	\$57,864	\$61,596	\$69,000

Membership Outreach-

Members-to-Potential	7.1%	8.0%	3.0%	3.1%	2.5%	3.2%	3.0%	7.9%	3.4%	3.2%	2.7%
Members-to-FTEs	366	408	415	454	345	404	395	402	412	432	371
Borrowers-to-Members	27%	38%	55%	58%	55%	58%	57%	37%	52%	49%	52%
Branches	367	879	2,243	1,632	5,032	10,949	21,102	1,246	3,489	5,121	10,153
Members per Branch	294	910	1,962	3,329	3,887	8,488	5,840	728	1,521	2,097	2,984

Historical Year-End	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
DEMOGRAPHICS											
No. of Credit Unions	7,339	7,094	6,819	6,554	6,273	6,021	5,785	5,573	5,375	5,236	5,164
Avg Asset Size (\$Mil)	\$124.6	\$135.6	\$149.8	\$162.0	\$178.9	\$200.0	\$223.4	\$247.4	\$256.5	\$277.6	\$303.4
GROWTH RATES											
Total Assets	3.4%	5.2%	6.2%	3.9%	5.7%	7.3%	7.3%	6.7%	5.4%	7.8%	23.3%
Total Loans	-1.4%	1.2%	4.6%	8.0%	10.4%	10.5%	10.4%	10.1%	9.0%	6.2%	5.2%
Total Shares	4.5%	5.2%	6.1%	3.7%	4.5%	6.9%	7.5%	6.1%	4.4%	6.9%	21.8%
Net Worth	5.1%	6.8%	8.5%	7.4%	7.5%	6.9%	7.1%	7.3%	8.7%	8.5%	5.2%
BALANCE SHEET ALLOCATION											
Net Worth Ratio	10.1%	10.2%	10.4%	10.8%	11.0%	10.9%	10.9%	11.0%	11.3%	11.4%	10.5%
Cash & Inv-to-Assets	35%	37%	38%	35%	32%	31%	28%	26%	24%	25%	31%
Loans-to-Total Assets	62%	59%	58%	61%	63%	65%	67%	69%	72%	71%	65%
Vehicle-to-Total Loans	11%	29%	30%	31%	32%	33%	34%	35%	35%	34%	33%
RELoans-to-Total Loans	55%	55%	54%	53%	51%	50%	50%	49%	49%	50%	51%
RELoans-to-Net Worth	337%	319%	300%	296%	296%	302%	306%	313%	313%	313%	319%
Indirect-to-Total Loans	13%	12%	13%	14%	16%	17%	19%	20%	21%	21%	20%
Loans-to-Shares	72%	69%	68%	71%	75%	77%	80%	83%	86%	84%	76%
Pct of Non-term-Shares	62%	65%	67%	69%	71%	72%	73%	73%	72%	70%	73%
ST Funding Ratio	16.1%	17.3%	17.5%	14.9%	13.7%	13.5%	13.4%	12.4%	11.4%	12.8%	17.6%
Net LT Assets Ratio	33%	32%	33%	36%	34%	33%	33%	34%	34%	34%	33%
LOAN QUALITY & ADEQUACY OF RESERVES											
Loan Delinquency Rate	1.76%	1.60%	1.16%	1.01%	0.85%	0.81%	0.83%	0.81%	0.71%	0.70%	0.58%
Net Charge-off Rate	1.13%	0.91%	0.73%	0.57%	0.50%	0.48%	0.55%	0.60%	0.58%	0.57%	0.53%
"Misery" Index	2.89%	2.51%	1.89%	1.58%	1.35%	1.29%	1.38%	1.41%	1.29%	1.27%	1.11%
RE Loan Delinquency	2.10%	2.00%	1.38%	1.15%	0.89%	0.75%	0.63%	0.61%	0.54%	0.55%	0.54%
Veh Loan Delinquency	-	-	-	0.69%	0.67%	0.68%	0.72%	0.70%	0.66%	0.65%	0.47%
-Direct Delinquency	-	-	-	0.60%	0.60%	0.64%	0.67%	0.67%	0.64%	0.63%	0.44%
-Indirect Delinquency	1.17%	0.97%	0.77%	0.79%	0.74%	0.72%	0.76%	0.72%	0.67%	0.66%	0.49%
Loss Allowance Ratio	1.67%	1.55%	1.36%	1.13%	0.98%	0.94%	0.90%	0.92%	0.89%	0.86%	1.00%
Current Loss Exposure	1.62%	1.40%	1.05%	0.83%	0.62%	0.53%	0.47%	0.46%	0.48%	0.49%	0.34%
EARNINGS:											
Gross Asset Yield	4.46%	4.04%	3.65%	3.39%	3.38%	3.37%	3.41%	3.55%	3.82%	4.06%	3.67%
Cost of Funds	1.21%	0.93%	0.73%	0.59%	0.54%	0.52%	0.53%	0.57%	0.69%	0.90%	0.79%
Gross Margin	3.25%	3.12%	2.92%	2.80%	2.84%	2.85%	2.88%	2.99%	3.13%	3.16%	2.88%
Provision Expense	0.78%	0.50%	0.36%	0.26%	0.28%	0.35%	0.41%	0.48%	0.46%	0.43%	0.59%
Net Margin	2.46%	2.62%	2.56%	2.53%	2.56%	2.50%	2.48%	2.51%	2.66%	2.73%	2.29%
Non-Interest Income	1.33%	1.30%	1.43%	1.38%	1.31%	1.34%	1.37%	1.33%	1.38%	1.35%	1.24%
Non-Interest Expense	3.07%	3.06%	3.10%	3.10%	3.11%	3.12%	3.10%	3.08%	3.14%	3.20%	3.04%
Net Operating Exp	1.74%	1.76%	1.67%	1.72%	1.80%	1.77%	1.73%	1.75%	1.77%	1.85%	1.80%
Net Operating Return	0.72%	0.86%	0.89%	0.82%	0.76%	0.73%	0.74%	0.76%	0.90%	0.88%	0.50%
Non-recurring Inc(Exp)	-0.22%	-0.19%	-0.04%	-0.04%	0.04%	0.02%	0.02%	0.02%	0.02%	0.06%	0.03%
Net Income (ROA)	0.50%	0.67%	0.85%	0.78%	0.80%	0.75%	0.76%	0.78%	0.92%	0.94%	0.53%
Return on Net Worth	5.1%	6.6%	8.3%	7.3%	7.3%	6.8%	7.0%	7.1%	7.9%	7.9%	5.1%