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13 May 2022

	THIS WK	LAST MO	YR END	LAST YR	С	HANGES SIN	CE	YIELD CURVE ASSESSMENT
	5/12/22	4/12/22	12/31/21	5/12/21	This Yr	Last Yr	This Cycle	-
Prime	3.50%	3.50%	3.25%	3.25%	0.25%	0.25%	-2.00%	4.00%
Fed Funds	0.80%	0.33%	0.08%	0.08%	0.72%	0.72%	-2.41%	
3mo	0.96%	0.74%	0.06%	0.02%	0.90%	0.94%	-2.35%	3.50%
6mo	1.44%	1.20%	0.19%	0.04%	1.25%	1.40%	-2.50%	3.00%
1yr	1.96%	1.77%	0.39%	0.05%	1.57%	1.91%	-2.65%	
2yr	2.56%	2.39%	0.73%	0.16%	1.83%	2.40%	-2.87%	2.50%
3yr	2.73%	2.58%	0.97%	0.35%	1.76%	2.38%	-2.95%	
5yr	2.81%	2.66%	1.26%	0.87%	1.55%	1.94%	-2.90%	2.00%
7yr	2.86%	2.73%	1.44%	1.34%	1.42%	1.52%	-2.69%	1.50%
10yr	2.84%	2.72%	1.52%	1.69%	1.32%	1.15%	-2.66%	
30yr	3.00%	2.82%	1.90%	2.40%	1.10%	0.60%	-2.44%	1.00%
Slope of the	Yield Curve-							0.50% Jul2016
2yr-3mo	1.60%	1.65%	0.67%	0.14%	0.93%	1.46%	0.97%	0.00%
5yr-2yr	0.25%	0.27%	0.53%	0.71%	-0.28%	-0.46%	0.14%	6.00% B51 2 3 5 7 10 BEGIN YR
10yr-5yr	0.03%	0.06%	0.26%	0.82%	-0.23%	-0.79%	-0.12%	LAST YEA
10yr-3mo	1.88%	1.98%	1.46%	1.67%	0.42%	0.21%	0.99%	

INFLATION SOARS 8.3% IN APRIL - REMAINING NEAR 40-YEAR HIGH

The Labor Department said Wednesday that the consumer price index, a broad measure of the price for everyday goods including gasoline, groceries and rents, rose 8.3% in April from a year ago, below the 8.5% year-over-year surge recorded in March. Prices jumped 0.3% in the one-month period from March.

So-called core prices, which exclude more volatile measurements of food and energy, climbed 6.2% in April from the previous year. Core prices also rose 0.6% on a monthly basis – double the 0.3% increase notched in March, suggesting that underlying inflationary pressures remain strong.

Still, price increases were widespread: Food prices have jumped 1% over the month, marking the 17th consecutive monthly increase for that index. The largest monthly increases were in dairy (2.5%, the sharply monthly increase since 2007), meats, poultry, fish and eggs (1.4%) and cereal and bakery products (1.1%).

Shelter, which accounts for about one-third of the CPI, also rose by 0.5% in April. The gauge has climbed 5.1% on a yearly basis, the fastest gain since 1991.

Airline fares also surged as more people began to travel: Prices soared 18.6% in the one-month period and are up 33.3% over the past year. That is the steepest one-month increase since the inception of the report in 1963.

		LATEST	CURRENT	PREV
GDP	QoQ	Q1-1st	-1.4%	6.9%
GDP - YTD	Annl	Q1-1st	-1.4%	5.6%
Consumer Spending	QoQ	Q1-1st	2.7%	2.5%
Consumer Spending YTD	Annl	Q1-1st	2.7%	7.0%
Linomployment Pate	Мо	April	3.6%	3.8%
Unemployment Rate		April		
Chg in Non-farm Jobs	Mo (000s)	April	428	431
Chg in Private Payrolls	Mo (000s)	April	406	426
Wholesale Inflation	YoY	April	11.0%	11.5%
Consumer Inflation	YoY	April	8.3%	8.5%
Core Inflation	YoY	April	6.2%	6.5%
			4.4.00/	40.000
Consumer Credit	Annual	March	14.0%	10.2%
Retail Sales	YoY	March	12.4%	15.5%
Vehicle Sales	Annl (Mil)	April	14.8	13.7
Home Sales	Annl (Mil)	March	6.542	6.821
Home Prices	YoY	February	19.8%	19.2%

Key Consumer Market Data-

	THIS WK	YR END	PCT CH	IANGES
	5/12/22	12/31/21	YTD	12Mos
DJIA S&P 500 NASDAQ	31,730 3,930 11,371	36,338 4,766 15,645	-12.7% -17.5% -27.3%	-6.5% -3.5% -12.1%
Crude Oil Avg Gasoline	110.49 4.33	75.21 3.28	46.9% 32.0%	68.6% 46.2%
Gold	1,824	1,829	-0.3%	-1.9%

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STRATEGICALLY FOR CREDIT UNIONS

in April.

Rising inflation is eating away at strong wage gains that American workers have seen in recent months: Real average hourly earnings decreased 0.1% in March from the previous month, as the inflation increase eroded the 0.3% total wage gain, according to the Labor Department. On an annual basis, real earnings actually dropped 2.6%

We agree with most that unprecedented levels of government stimulus, and a stronger-than-expected recovery from the pandemic, have also played at least some role in exacerbating the price spike.

he report is likely to provide little comfort to the Federal Reserve, which faces the tricky task of cooling demand and prices without

inadvertently dragging the economy into a recession. Policymakers

raised the benchmark interest rate by 50 basis points last week for the

Year-over-year, home prices are up nearly 20%, new cars are up 13% and used car prices have risen 23%. This means that credit unions

are lending at elevated prices and as market imbalances remedy

by rising recession possibilities that would greatly effect credit

themselves over the next year, their respective loan-to-value metrics might be overwhelming effected in the future. This is further impacted

first time in two decades and have signaled that more, similarly sized

rate hikes are on the table at coming meetings as they rush to catch

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US Treasury Mortgage Loans Vehicle Loans Investments Share Rates

Reg Svgs

1Y CD

2Y CD

3Y CD

30yMtg

10

-0.70%

-1.55%

-2.00%

-2.05%

			AVER	AGE CRED	T UNION R	ATES AND F	RATE SENS	SITIVITI	IES			
	THIS WK 5/12/22	CHANGE YTD	IN MARKET RA Nov18 High	TES SINCE 2021 Low	Rate Sensit	tivities Since: 2021Low						
Classic CC Platinum CC	11.04% 9.51%	0.06%	-0.65% -0.76%	0.23% 0.41%	24% 84%	92% 164%	5.50% 5.00% 4.50%					15yMtg
48mo Veh 60mo Veh 72mo Veh	2.77% 2.88% 3.18%	0.09% 0.10% 0.09%	-0.89% -0.89% -0.94%	0.09% 0.10% 0.09%	5% 6% 5%	4% 4% 3%	4.00% 3.50%	4	1yVeh	5yVeh	6yVeh	•
HE LOC 10yr HE	3.92% 4.75%	0.16% 0.15%	-1.64% -0.77%	0.16% 0.15%	64% 10%	64% 6%	3.00% 2.50% 2.00%					
15yr FRM 30yr FRM	4.53% 5.20%	1.79% 1.94%	-0.05% 0.14%	1.87% 2.05%	122% 147%	79% 91%	1.50%	1				
Sh Drafts Reg Svgs MMkt-10k MMkt-50k	0.05% 0.10% 0.16% 0.22%	0.00% 0.01% 0.01% 0.00%	-0.09% -0.09% -0.32% -0.43%	0.00% 0.01% 0.01% 0.00%	0% 1% 1% 0%	0% 1% 1% 0%	0.50%	F36 1		2 3	5	7
6mo CD	0.28%	0.04%	-0.75%	0.04%	3%	3%	' 4 Y Ve		prea	ds Over 0.21%	· /	JS Treasury Re
1yr CD 2yr CD	0.41% 0.56%	0.06% 0.09%	-1.10% -1.29%	0.06% 0.10%	4% 5%	3% 4%	5Y Ve 15Y N	hicle Iortgag		0.15% 1.67%		1) 2)
3yr CD	0.68%	0.11%	-1.38%	0.11%	6%	4%	30Y N	Iortgag	е	2.36%		31

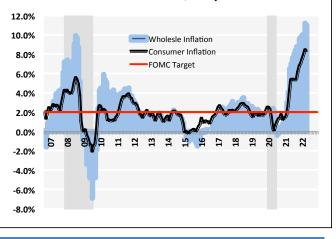
ECONOMIC RELEASES

RELEASES THIS WEEK:	Current	Projected	Previous
Consumer Inflation (April, YoY)	8.30%	8.5%	8.5%
Wholesale Inflation (April, YoY)	11.00%	11.0%	11.5%
RELEASES FOR UPCOMING WEEK:		Projected	Previous
Retail Sales (April, YoY)		4.2%	6.9%
Existing Home Sales (April, Annl, Mils)		5.6M	5.77M

INFLATION PROFILE

WHOLESALE versus CONSUMER INFLATION, Monthly Year-over-Year

972.740.9531



Brian	Turner

mitigation metrics in the coming quarters.

up with inflation.

President & Chief Economist

bturner@Meridian-ally.com

www.Meridian-ally.com

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			ECONOMIC CA		
SATURDAY	FRIDAY	THURSDAY	WEDNESDAY	TUESDAY	MONDAY
16	15 GOOD FRIDAY Ind Production 5.5% Cap Utilization 78.3%	14 Jobless Claims 186k Cont'd Claims 1.475M Retail Sales 15.5%	13 Wholes Inflation 11.2%	12 Cons Inflation 8.5%	April 11
23	22 Leading Indicators 0.3%	21 Jobless Claims 184k Cont'd Claims 1.417M	20 Exist Home Sales 5.77M FOMC Beige Book	19	18
30	29 Personal Income 0.5% Personal Spending 1.1%	28 Jobless Claims 180k Cont'd Claims 1.4M GDP (Q1, 1st) -1.4%	27 Home Prices 19.8%	26 New Home Sales 763k Cons Confidence 107.3	25
7	6 Unemployment 3.6% Nonfarm Payrolls Nonfarm Private	5 Jobless Claims 200k Cont'd Claims 1.38M	4 FOMC Announcement	3 Factory Orders 2.2%	May 2
14	13	12 Jobless Claims 203k Cont'd Claims 1.34M /holesale Inflation 11.0%	11 Consumer Inflation 8.3% V	10	9
21	20	19 Jobless Claims Cont'd Claims Existing Home Sales Leading Indicators	18	17 Retail Sales Industrial Production Capacity Utilization	16
28	27 Personal Income Personal Spending	26 Jobless Claims Cont'd Claims GDP (Q1-2nd)	25 FOMC Minutes	24 New Home Sales	23
4	3 Unemployment Nonfarm Payrolls Nonfarm Private	2 Jobless Claims Cont'd Claims Vehicle Sales	June 1 Construction Spending Fed Beige Book	31 Home Prices Consumer Confidence	30
11	10 Consumer Inflation	9 Jobless Claims Cont'd Claims	8	7 Consumer Credit	6

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Market Analysis

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				NOMIC FC							
										,	April 202
		2022			20)22			202	23	
	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
ECONOMIC OUTLOOK											
Economic Growth-											
GDP - (QoQ)	6.7%	2.3%	6.9%	1.0%	3.3%	3.2%	3.1%	2.5%	2.2%	2.1%	2.1%
GDP - (YTD)	6.5%	5.1%	5.6%	1.0%	2.2%	2.5%	2.7%	2.5%	2.4%	2.3%	2.1%
Consumer Spending - (QoQ)	12.0%	2.0%	2.5%	2.7%	3.7%	2.4%	1.9%	1.8%	2.2%	2./3%	2.5%
Consumer Spending - (YTD)	11.7%	2.0% 8.5%	7.0%	2.7%	3.2%	2.4%	2.7%	1.8%	2.2%	2.0%	2.3%
consumer spending - (TTD)	11.770	0.370	7.0%	2.770	5.270	2.9%	2.770	1.0%	2.0%	2.0%	2.2/0
Goverment Spending - (QoQ)	-2.0%	0.9%	-2.6%	-2.7%	0.6%	1.6%	1.7%	1.6%	1.6%	1.2%	1.2%
Government Spending - (YTD)	1.1%	1.0%	0.1%	-2.7%	-1.1%	-0.2%	0.3%	1.6%	1.6%	1.5%	1.4%
Consumer Wealth-											
Unemployment Rate	5.9%	5.1%	4.2%	3.8%	3.5%	3.3%	3.3%	3.4%	3.5%	3.6%	3.8%
Consumer Inflation	4.8%	5.3%	6.7%	8.5%	9.0%	9.1%	8.0%	7.5%	7.2%	6.8%	6.5%
Home Prices	15.2%	19.7%	19.1%	18.7%	19.4%	18.8%	18.7%	18.5%	18.5%	18.4%	18.3%
SINGLE FAMILY HOME & VEHIC	CLE LOAN N	ARKETS		r —				1			
Total Home Sales (Mil)	6.687	6.766	6.955	6.997	6.919	6.864	6.920	6.999	7.067	7.164	
Total Home Sales (Mil) Existing Home (Mil)	6.687 5.950	6.766 6.067	6.955 6.203	6.997 6.212	6.919 6.107	6.864 6.031	6.920 6.063	6.999 6.111	7.067 6.157	7.164 6.245	
Total Home Sales (Mil) Existing Home (Mil)											6.341
Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil)	5.950 0.737	6.067 0.699	6.203 0.752	6.212 0.785	6.107 0.812	6.031 0.833	6.063 0.857	6.111 0.888	6.157 0.910	6.245 0.919	6.341 0.920
Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils)	5.950 0.737 2.926	6.067 0.699 2.714	6.203 0.752 2.497	6.212 0.785 1.830	6.107 0.812 1.866	6.031 0.833 1.615	6.063 0.857 1.487	6.111 0.888 1.359	6.157 0.910 1.719	6.245 0.919 1.611	6.341 0.920 1.533
Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils)	5.950 0.737 2.926 1.341	6.067 0.699 2.714 1.302	6.203 0.752 2.497 1.259	6.212 0.785 1.830 1.025	6.107 0.812 1.866 1.302	6.031 0.833 1.615 1.130	6.063 0.857 1.487 1.075	6.111 0.888 1.359 0.931	6.157 0.910 1.719 1.278	6.245 0.919 1.611 1.176	6.341 0.920 1.533 1.113
Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils)	5.950 0.737 2.926	6.067 0.699 2.714	6.203 0.752 2.497	6.212 0.785 1.830	6.107 0.812 1.866	6.031 0.833 1.615	6.063 0.857 1.487	6.111 0.888 1.359	6.157 0.910 1.719	6.245 0.919 1.611	7.261 6.341 0.920 1.533 1.113 0.420 27%
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share	5.950 0.737 2.926 1.341 1.585 54%	6.067 0.699 2.714 1.302 1.412 52%	6.203 0.752 2.497 1.259 1.238 50%	6.212 0.785 1.830 1.025 0.805 44%	6.107 0.812 1.866 1.302 0.564 30%	6.031 0.833 1.615 1.130 0.485 30%	6.063 0.857 1.487 1.075 0.412 28%	6.111 0.888 1.359 0.931 0.428 31%	6.157 0.910 1.719 1.278 0.441 26%	6.245 0.919 1.611 1.176 0.435 27%	6.341 0.920 1.533 1.113 0.420 27%
Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils)	5.950 0.737 2.926 1.341 1.585	6.067 0.699 2.714 1.302 1.412	6.203 0.752 2.497 1.259 1.238	6.212 0.785 1.830 1.025 0.805	6.107 0.812 1.866 1.302 0.564	6.031 0.833 1.615 1.130 0.485	6.063 0.857 1.487 1.075 0.412	6.111 0.888 1.359 0.931 0.428	6.157 0.910 1.719 1.278 0.441	6.245 0.919 1.611 1.176 0.435	6.341 0.920 1.533 1.113 0.420
Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share	5.950 0.737 2.926 1.341 1.585 54%	6.067 0.699 2.714 1.302 1.412 52%	6.203 0.752 2.497 1.259 1.238 50%	6.212 0.785 1.830 1.025 0.805 44%	6.107 0.812 1.866 1.302 0.564 30%	6.031 0.833 1.615 1.130 0.485 30%	6.063 0.857 1.487 1.075 0.412 28%	6.111 0.888 1.359 0.931 0.428 31%	6.157 0.910 1.719 1.278 0.441 26%	6.245 0.919 1.611 1.176 0.435 27%	6.341 0.920 1.533 1.113 0.420 27%
Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil)	5.950 0.737 2.926 1.341 1.585 54%	6.067 0.699 2.714 1.302 1.412 52%	6.203 0.752 2.497 1.259 1.238 50%	6.212 0.785 1.830 1.025 0.805 44%	6.107 0.812 1.866 1.302 0.564 30%	6.031 0.833 1.615 1.130 0.485 30%	6.063 0.857 1.487 1.075 0.412 28%	6.111 0.888 1.359 0.931 0.428 31%	6.157 0.910 1.719 1.278 0.441 26%	6.245 0.919 1.611 1.176 0.435 27%	6.341 0.920 1.533 1.113 0.420 27%
Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK	5.950 0.737 2.926 1.341 1.585 54%	6.067 0.699 2.714 1.302 1.412 52%	6.203 0.752 2.497 1.259 1.238 50%	6.212 0.785 1.830 1.025 0.805 44%	6.107 0.812 1.866 1.302 0.564 30%	6.031 0.833 1.615 1.130 0.485 30%	6.063 0.857 1.487 1.075 0.412 28%	6.111 0.888 1.359 0.931 0.428 31%	6.157 0.910 1.719 1.278 0.441 26%	6.245 0.919 1.611 1.176 0.435 27%	6.341 0.920 1.533 1.113 0.420 27%
Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates-	5.950 0.737 2.926 1.341 1.585 54% 16.2	6.067 0.699 2.714 1.302 1.412 52% 12.5	6.203 0.752 2.497 1.259 1.238 50% 12.8	6.212 0.785 1.830 1.025 0.805 44% 13.8	6.107 0.812 1.866 1.302 0.564 30% 14.7	6.031 0.833 1.615 1.130 0.485 30% 14.2	6.063 0.857 1.487 1.075 0.412 28% 14.0	6.111 0.888 1.359 0.931 0.428 31% 13.5	6.157 0.910 1.719 1.278 0.441 26% 15.6	6.245 0.919 1.611 1.176 0.435 27% 14.6	6.341 0.920 1.533 1.113 0.420 27% 14.3
Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime	5.950 0.737 2.926 1.341 1.585 54% 16.2 3.3%	6.067 0.699 2.714 1.302 1.412 52% 12.5	6.203 0.752 2.497 1.259 1.238 50% 12.8	6.212 0.785 1.830 1.025 0.805 44% 13.8 3.5%	6.107 0.812 1.866 1.302 0.564 30% 14.7	6.031 0.833 1.615 1.130 0.485 30% 14.2 4.5%	6.063 0.857 1.487 1.075 0.412 28% 14.0	6.111 0.888 1.359 0.931 0.428 31% 13.5	6.157 0.910 1.719 1.278 0.441 26% 15.6	6.245 0.919 1.611 1.176 0.435 27% 14.6	6.341 0.920 1.533 1.113 0.420 27% 14.3
Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime Fed Funds	5.950 0.737 2.926 1.341 1.585 54% 16.2 3.3% 0.1%	6.067 0.699 2.714 1.302 1.412 52% 12.5 3.3% 0.1%	6.203 0.752 2.497 1.259 1.238 50% 12.8 3.3% 0.1%	6.212 0.785 1.830 1.025 0.805 44% 13.8 3.5% 0.3%	6.107 0.812 1.866 1.302 0.564 30% 14.7 4.3% 1.4%	6.031 0.833 1.615 1.130 0.485 30% 14.2 4.5% 1.6%	6.063 0.857 1.487 1.075 0.412 28% 14.0 5.0% 2.4%	6.111 0.888 1.359 0.931 0.428 31% 13.5 5.3% 2.7%	6.157 0.910 1.719 1.278 0.441 26% 15.6 5.5% 3.1%	6.245 0.919 1.611 1.176 0.435 27% 14.6 5.8% 3.1%	6.341 0.920 1.533 1.113 0.420 27% 14.3 5.8% 3.1%
Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime Fed Funds 3yr UST	5.950 0.737 2.926 1.341 1.585 54% 16.2 3.3% 0.1% 0.5%	6.067 0.699 2.714 1.302 1.412 52% 12.5 3.3% 0.1% 0.6%	6.203 0.752 2.497 1.259 1.238 50% 12.8 3.3% 0.1% 1.2%	6.212 0.785 1.830 1.025 0.805 44% 13.8 3.5% 0.3% 2.4%	6.107 0.812 1.866 1.302 0.564 30% 14.7 4.3% 1.4.7	6.031 0.833 1.615 1.130 0.485 30% 14.2 4.5% 1.6% 2.6%	6.063 0.857 1.487 1.075 0.412 28% 14.0 5.0% 2.4% 2.6%	6.111 0.888 1.359 0.931 0.428 31% 13.5 5.3% 2.7% 2.6%	6.157 0.910 1.719 1.278 0.441 26% 15.6 5.5% 3.1% 3.6%	6.245 0.919 1.611 1.176 0.435 27% 14.6 5.8% 3.1% 2.5%	6.341 0.920 1.533 1.113 0.420 27% 14.3 5.8% 3.1% 2.5%
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Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime Fed Funds 3yr UST 7yr UST 10yr UST	5.950 0.737 2.926 1.341 1.585 54% 16.2 3.3% 0.1% 0.5%	6.067 0.699 2.714 1.302 1.412 52% 12.5 3.3% 0.1% 0.6%	6.203 0.752 2.497 1.259 1.238 50% 12.8 3.3% 0.1% 1.2%	6.212 0.785 1.830 1.025 0.805 44% 13.8 3.5% 0.3% 2.4%	6.107 0.812 1.866 1.302 0.564 30% 14.7 4.3% 1.4.7	6.031 0.833 1.615 1.130 0.485 30% 14.2 4.5% 1.6% 2.6%	6.063 0.857 1.487 1.075 0.412 28% 14.0 5.0% 2.4% 2.6%	6.111 0.888 1.359 0.931 0.428 31% 13.5 5.3% 2.7% 2.6%	6.157 0.910 1.719 1.278 0.441 26% 15.6 5.5% 3.1% 3.6%	6.245 0.919 1.611 1.176 0.435 27% 14.6 5.8% 3.1% 2.5%	6.341 0.920 1.533 1.113 0.420 27% 14.3 5.8% 3.1% 2.5% 2.6%
Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime Fed Funds 3yr UST 7yr UST 10yr UST 10yr UST	5.950 0.737 2.926 1.341 1.585 54% 16.2 3.3% 0.1% 0.5% 1.3% 1.6%	6.067 0.699 2.714 1.302 1.412 52% 12.5 3.3% 0.1% 0.6% 1.3% 1.3%	6.203 0.752 2.497 1.259 1.238 50% 12.8 3.3% 0.1% 1.2% 1.4% 1.5%	6.212 0.785 1.830 1.025 0.805 44% 13.8 3.5% 0.3% 2.4% 2.4% 2.2%	6.107 0.812 1.866 1.302 0.564 30% 14.7 4.3% 1.4.7 4.3% 1.4% 2.6% 2.6% 2.6%	6.031 0.833 1.615 1.130 0.485 30% 14.2 4.5% 1.6% 2.6% 2.6% 2.7%	6.063 0.857 1.487 1.075 0.412 28% 14.0 5.0% 2.4% 2.6% 2.6% 2.8%	6.111 0.888 1.359 0.931 0.428 31% 13.5 5.3% 2.7% 2.6% 2.7% 2.8%	6.157 0.910 1.719 1.278 0.441 26% 15.6 5.5% 3.1% 3.6% 2.7% 2.8%	6.245 0.919 1.611 1.176 0.435 27% 14.6 5.8% 3.1% 2.5% 2.6% 2.7%	6.341 0.920 1.533 1.113 0.420 27% 14.3 5.8% 3.1% 2.5% 2.6%
Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime Fed Funds 3yr UST 7yr UST 10yr UST 10yr UST 5yr Vehicle Loan Rate	5.950 0.737 2.926 1.341 1.585 54% 16.2 3.3% 0.1% 0.5% 1.3% 1.6% 2.8%	6.067 0.699 2.714 1.302 1.412 52% 12.5 3.3% 0.1% 0.6% 1.3% 1.3% 2.7%	6.203 0.752 2.497 1.259 1.238 50% 12.8 3.3% 0.1% 1.2% 1.4% 1.5% 2.7%	6.212 0.785 1.830 1.025 0.805 44% 13.8 3.5% 0.3% 2.4% 2.2% 2.8%	6.107 0.812 1.866 1.302 0.564 30% 14.7 4.3% 1.4.7 4.3% 1.4% 2.6% 2.6% 2.6% 2.6% 2.9%	6.031 0.833 1.615 1.130 0.485 30% 14.2 4.5% 1.6% 2.6% 2.6% 2.7% 2.9%	6.063 0.857 1.487 1.075 0.412 28% 14.0 5.0% 2.4% 2.6% 2.6% 2.8% 3.0%	6.111 0.888 1.359 0.931 0.428 31% 13.5 5.3% 2.7% 2.6% 2.7% 2.8% 3.0%	6.157 0.910 1.719 1.278 0.441 26% 15.6 5.5% 3.1% 3.6% 2.7% 2.8% 3.0%	6.245 0.919 1.611 1.176 0.435 27% 14.6 5.8% 3.1% 2.5% 2.6% 2.7% 3.1%	6.341 0.920 1.533 1.113 0.420 27% 14.3 5.8% 3.1% 2.5% 2.6% 3.1%
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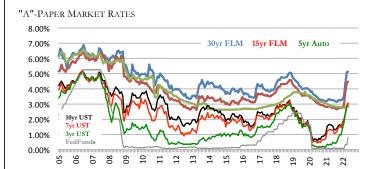
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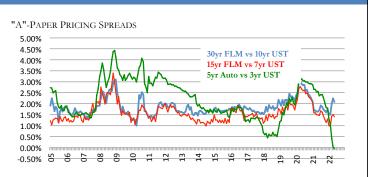
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STRATEGIC ASSESSMENT OF RELATIVE VALUE INVESTMENT AND FUNDING OPTIONS

RELATIVE VALUE OF MARGINAL INVESTMENT OPTIONS





	Current		Then for			The Net Ret	turn Needed	to Break-eve	n Against*:		
	Return	For	the Next	30Y FLM	15Y FLM	5Y New	5Y Used	4Y MBS	4Y Call	3Y MBS	3Y Call
Cash	0.80%	-	-	-	-	-	-	-	-	-	-
2yr Agy Callable	2.67%	2 years	3 years	6.89%	5.77%	3.02%	3.27%	4.47%	3.93%	3.45%	3.33%
3yr Agy Callable	2.89%	3 years	2 years	8.67%	6.99%	2.87%	3.24%	5.61%	4.53%	-	-
3yr Agy MBS	2.93%	3 years	2 years	8.61%	6.93%	2.81%	3.18%	5.49%	4.41%	-	-
4yr Agy Callable	3.30%	4 years	1 year	12.80%	9.45%	1.20%	1.95%	-	-	-	-
4yr Agy MBS	3.57%	4 years	1 year	11.72%	8.37%	0.12%	0.87%	-	-	-	-
5yr Agy Callable	3.65%	5 years	-	-	-	-	-	-	-	-	-
5yr New Vehicle	2.88%	3 years	2 years	8.68%	7.01%	-	-	-	-	-	-
5yr Used Vehicle	3.03%	3 years	2 years	8.46%	6.78%	-	-	-	-	-	-
15yr Mortgage	4.53%	5 years	-	-	-	-	-	-	-	-	-
30yr Mortgage	5.20%	5 years	-	-	-	-	-	-	-	-	-

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

RELATIVE VALUE OF MARGINAL FUNDING OPTIONS

	Current		Then for	The Net Co	The Net Cost Needed to Break-even Against*:				
	Cost	For	the Next	3Y CD	3Y FHLB	2Y CD	2Y FHLB		
Share Draft	0.05%	1 year	2 years	1.00%	4.24%	1.07%	5.29%		
Regular Savings	0.10%	1 year	2 years	0.97%	4.21%	1.02%	5.24%		
Money Market	0.16%	1 year	2 years	0.94%	4.18%	0.96%	5.18%		
FHLB Overnight	0.73%	1 year	2 years	0.66%	3.90%	0.39%	4.61%		
Catalyst Settlement	2.00%	1 year	2 years	0.02%	3.26%	-0.44%	3.34%		
6mo Term CD	0.28%	6 mos	2.5 yrs	0.76%	3.35%	0.65%	3.47%		
6mo FHLB Term	1.45%	6 mos	2.5 yrs	0.53%	3.12%	0.26%	3.08%		
6mo Catalyst Term	2.16%	6 mos	2.5 yrs	0.38%	2.98%	0.03%	2.84%		
1yr Term CD	0.41%	1 year	2 years	0.82%	4.06%	0.71%	4.93%		
1yr FHLB Term	2.11%	1 year	2 years	-0.04%	3.21%	-0.99%	3.23%		
2yr Term CD	0.56%	2 years	1 year	0.92%	7.40%	-	-		
2yr FHLB Term	2.67%	2 years	1 year	-3.30%	3.18%	-	-		
3yr Term CD	0.68%	3 years	-	-	-	-	-		
3yr FHLB Term	2.84%	3 years	-	-	-	-	-		

* Highest relative value noted by highest differentials and volatility projections



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Q4-2021	<\$2 Million	\$2-10 Million	\$10-50 <million< th=""><th>\$50-100 Million</th><th>\$100-500 Million</th><th>\$500> Million</th><th>TOTAL</th><th><\$10 Million</th><th><\$50 Million</th><th><\$100 Million</th><th><\$500 Million</th></million<>	\$50-100 Million	\$100-500 Million	\$500> Million	TOTAL	<\$10 Million	<\$50 Million	<\$100 Million	<\$500 Million
DEMOGRAPHICS											
Number of Credit Unions Average Assets (\$Mil) Pct of Credit Unions Pct of Industry Assets	322 \$0.915 7% 0%	717 \$5.6 15% 0%	1,447 \$26.0 29% 2%	683 \$72.6 14% 2%	1,082 \$227.4 22% 12%	691 \$2,493.2 14% 84%	4,942 \$416.9 100% 100%	1,039 \$4.1 21% 0%	2,486 \$16.9 50% 2%	3,169 \$28.9 64% 4%	4,251 \$79.4 86% 16%
GROWTH RATES (YTD)											
Total Assets	-7.0%	-10.5%	-4.9%	0.3%	3.6%	13.8%	11.7%	-10.3%	-5.5%	-2.4%	1.9%
Total Loans - Direct Loans - Indirect Loans	-11.4% -11.4% 0.0%	-15.5% -15.5% -9.5%	-9.8% -9.4% -18.4%	-3.6% -3.1% -8.4%	-1.3% 0.0% -7.5%	10.0% 10.2% 9.1%	8.0% 8.2% 7.0%	-15.3% -15.3% -12.2%	-10.3% -10.0% -18.4%	-6.6% -6.3% -10.5%	-2.6% -1.7% -7.9%
Total Shares Net Worth	-5.8% -8.3%	-8.8% -11.6%	-3.9% -7.7%	0.8% -1.9%	3.8% 1.4%	12.8% 13.9%	10.9% 11.2%	-8.6% -11.3%	-4.4% -8.2%	-1.7% -5.0%	2.3% -0.6%
BALANCE SHEET ALLOCATION											
Net Worth-to-Total Assets	17.9%	15.3%	11.7%	11.1%	10.2%	10.2%	10.3%	15.5%	12.1%	11.6%	10.6%
Cash & Inv-to-Total Assets Loans-to-Total Assets Vehicle-to-Total Loans REL-to-Total Loans REL-to-Net Worth Indirect-to-Total Loans	60% 39% 61% 1% 2% 0%	56% 43% 65% 6% 18% 0%	53% 44% 50% 29% 109% 4%	47% 49% 43% 31% 136% 10%	38% 56% 37% 34% 188% 16%	34% 62% 31% 54% 327% 21%	35% 61% 32% 52% 310% 20%	56% 43% 65% 6% 16% 0%	54% 44% 52% 27% 96% 3%	50% 47% 46% 29% 117% 7%	42% 54% 39% 33% 167% 14%
Loans-to-Total Shares Chkg & Svgs-to-Total Shares Nonterm-to-Total Shares Term CDs-to-Total Shares	49% 93% 93% 5%	51% 85% 87% 10%	50% 78% 85% 10%	56% 73% 84% 11%	64% 66% 82% 12%	72% 55% 79% 14%	70% 57% 80% 14%	51% 86% 87% 10%	50% 79% 85% 10%	53% 75% 84% 10%	61% 69% 82% 12%
Short-term Funding Ratio Net Long-term Asset Ratio	51.4% 3.0%	38.3% 8.6%	30.1% 20.4%	24.6% 28.1%	19.3% 35.3%	16.3% 41.0%	17.1% 39.6%	30.9% 19.2%	27.6% 23.9%	21.6% 32.1%	17.2% 39.4%
LOAN QUALITY											
Loan Delinquency Ratio Net Charge-off Ratio "Misery" Index	2.89% 0.33% 3.22%	1.27% 0.24% 1.51%	0.75% 0.22% 0.97%	0.62% 0.20% 0.82%	0.47% 0.18% 0.65%	0.48% 0.27% 0.75%	0.49% 0.26% 0.75%	0.80% 0.22% 1.02%	0.70% 0.21% 0.91%	0.53% 0.19% 0.71%	0.49% 0.26% 0.74%
RE Loan Delinquency	0.50%	1.04%	0.67%	0.52%	0.39%	0.40%	0.41%	1.04%	0.68%	0.58%	0.43%
Vehicle Loan Delinquency Direct Loans Indirect Loans	2.43% 2.43% 0.00%	1.17% 1.17% 1.84%	0.73% 0.70% 1.16%	0.57% 0.53% 0.70%	0.47% 0.38% 0.59%	0.40% 0.28% 0.46%	0.42% 0.34% 0.47%	1.24% 1.24% 1.84%	0.80% 0.77% 1.16%	0.68% 0.66% 0.79%	0.53% 0.48% 0.61%
Loss Allow as % of Loans Current Loss Exposure Coverage Ratio (Adequacy)	3.09% 1.38% 2.2	1.33% 0.58% 2.3	0.82% 0.41% 2.0	0.76% 0.36% 2.1	0.68% 0.30% 2.3	0.90% 0.30% 3.0	0.88% 0.30% 2.9	1.44% 0.63% 2.3	0.88% 0.44% 2.0	0.81% 0.39% 2.1	0.71% 0.32% 2.2
EARNINGS											
Gross Asset Yield Cost of Funds Gross Interest Margin	3.01% 0.82% 2.19%	2.78% 0.30% 2.48%	2.61% 0.23% 2.37%	2.74% 0.25% 2.49%	2.83% 0.31% 2.53%	3.07% 0.46% 2.61%	3.02% 0.43% 2.59%	2.80% 0.34% 2.46%	2.63% 0.24% 2.38%	2.69% 0.25% 2.44%	2.79% 0.29% 2.50%
Provision Expense	0.16%	0.07%	0.07%	0.08%	0.06%	0.06%	0.06%	0.07%	0.07%	0.08%	0.06%
Net Interest Margin	2.03%	2.41%	2.31%	2.41%	2.47%	2.55%	2.53%	2.39%	2.31%	2.37%	2.44%
Non-Interest Income	0.56%	0.60%	0.93%	1.17%	1.32%	1.30%	1.29%	0.59%	0.89%	1.04%	1.24%
Non-Interest Expense Net Operating Expense	3.49% 2.93%	3.03%	2.93%	3.08%	3.15% 1.83%	2.76%	2.82% 1.53%	3.06%	2.94%	3.02%	3.11% 1.87%
Net Operating Return	-0.90%	-0.02%	0.31%	0.50%	0.64%	1.09%	1.00%	-0.08%	0.26%	0.39%	0.57%
Non-recurring Inc(Exp)	0.46%	0.25%	0.11%	0.10%	0.09%	0.06%	0.07%	0.27%	0.12%	0.11%	0.09%
Net Income	-0.45%	0.23%	0.41%	0.60%	0.72%	1.15%	1.07%	0.19%	0.39%	0.50%	0.66%
Return on Net Worth	-5.0%	-0.1%	2.6%	4.4%	6.2%	10.7%	9.7%	-0.5%	2.1%	3.3%	5.3%

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04.2024	<\$2	\$2-10	\$10-50	\$50-100	\$100-500	\$500>	TOTAL	<\$10	<\$50	<\$100	<\$500
Q4-2021	Million	Million	<million< th=""><th>Million</th><th>Million</th><th>Million</th><th>TOTAL</th><th>Million</th><th>Million</th><th>Million</th><th>Million</th></million<>	Million	Million	Million	TOTAL	Million	Million	Million	Million
OPERATING EFFICIENCIES:											
Loans & Shares-											
Avg Loan Balance	\$5,429	\$7,358	\$4,660	\$7,123	\$11,178	\$18,427	\$16,113	\$7,241	\$4,936	\$6,148	\$9,946
Avg Loan Rate	53,429 6.69%	5.51%	4.93%	4.72%	4.39%	4.40%	4.41%	5.59%	54,930 5.00%	4.84%	4.50%
Avg Loan Yield, net	6.29%	5.36%	4.78%	4.56%	4.29%	4.30%	4.31%	5.42%	4.84%	4.69%	4.38%
Avg Share Balance	\$2,647	\$5,561	\$9,145	\$10,528	\$12,217	\$14,430	\$13,803	\$5,186	\$8,504	\$9,498	\$11,343
Avg Share Rate	1.01%	0.36%	0.27%	0.29%	0.35%	0.53%	0.50%	0.40%	0.28%	0.28%	0.33%
Non-Member Deposit Ratio	1.1%	1.6%	0.6%	0.6%	0.6%	0.6%	0.6%	1.6%	0.7%	0.6%	0.6%
Net Operating Profitability-											
Earning Asset/Funding	123%	117%	111%	109%	107%	111%	111%	118%	111%	110%	108%
Fee Inc-to-Total Revenue	16%	18%	26%	30%	32%	30%	30%	17%	25%	28%	31%
Net Operating Return per FTE											
Interest Income per FTE	\$37,860	\$79,183	\$117,437	\$128,312	\$132,122	\$198,364	\$182,612	\$73,402	\$110,015	\$119,285	\$128,43
Avg Interest & Prov per FTE	\$12,346	\$10,487	\$13,679	\$15,574	\$17,122	\$33,669	\$29,765	\$10,747	\$13,185	\$14,395	\$16,339
Net Interest Income per FTE	\$25,514	\$68,697	\$103,758	\$112,739	\$115,000	\$164,695	\$152,847	\$62,656	\$96,830	\$104,890	\$112,09
Non-Interest Income per FTE	\$6,996	\$16,934	\$41,853	\$54,678	\$61,407	\$84,345	\$78,192	\$15,544	\$37,419	\$46,163	\$57,02
	\$43,893	\$86,271	\$131,880	\$144,201	\$146,758	\$178,619	\$170,606	\$80,343	\$123,193	\$133,837	\$143,04
Avg Ops Expense per FTE	J4J,0JJ		. ,								
Avg Ops Expense per FTE Net Op Expense per FTE	\$36,897	\$69,337	\$90,027	\$89,524	\$85,351	\$94,274	\$92,414	\$64,799	\$85,774	\$87,674	\$86,018
		\$69,337	\$90,027	\$89,524 \$ 23,215	\$85,351 \$ 29,649	\$94,274 \$ 70,421	\$92,414 \$60,432	\$64,799 \$ (2,143)		\$87,674 \$ 17,216	\$86,018 \$ 26,07 9
Net Op Expense per FTE	\$36,897	\$69,337	\$90,027								
Net Op Expense per FTE	\$36,897 \$ (11,383)	\$69,337 \$ (640)	\$90,027								
Net Op Expense per FTE Avg Net Op Return per FTE	\$36,897 \$ (11,383)	\$69,337 \$ (640)	\$90,027								
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expense	\$36,897 \$ (11,383)	\$69,337 \$ (640)	\$90,027								\$ 26,07
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expense Revenue-	\$36,897 \$ (11,383) e Assessme	\$69,337 \$ (640) nt	\$90,027 \$ 13,731	\$ 23,215	\$ 29,649	\$ 70,421	\$60,432	\$ (2,143)	\$ 11,056	\$ 17,216	\$ 26,07
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expense Revenue- Avg Revenue per FTE	\$36,897 \$ (11,383) 2 Assessme \$44,856	\$69,337 \$ (640) nt \$96,118	\$90,027 \$ 13,731 	\$ 23,215 \$182,990	\$ 29,649	\$ 70,421 \$282,709	\$60,432 \$260,804	\$ (2,143) \$88,946	\$ 11,056	\$ 17,216	\$ 26,07 \$185,46
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expense Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses-	\$36,897 \$ (11,383) 2 Assessme \$44,856 3.56%	\$69,337 \$ (640) nt \$96,118 3.38%	\$90,027 \$ 13,731 \$159,290 3.54%	\$ 23,215 \$182,990 3.91%	\$ 29,649 \$193,529 4.15%	\$ 70,421 \$282,709 4.37%	\$60,432 \$260,804 4.31%	\$ (2,143) \$ (2,1	\$ 11,056 \$147,433 3.52%	\$ 17,216 \$165,447 3.73%	\$ 26,07 \$185,46 4.03%
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expense Revenue- Avg Revenue per FTE - Total Revenue Ratio	\$36,897 \$ (11,383) 2 Assessme \$44,856	\$69,337 \$ (640) nt \$96,118	\$90,027 \$ 13,731 	\$ 23,215 \$182,990	\$ 29,649	\$ 70,421 \$282,709	\$60,432 \$260,804	\$ (2,143) \$88,946	\$ 11,056	\$ 17,216	\$ 26,07 \$185,46 4.03% \$71,22
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expense Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE	\$36,897 \$ (11,383) 2 Assessme \$44,856 3.56% \$20,576	\$69,337 \$ (640) nt \$96,118 3.38% \$46,044	\$90,027 \$ 13,731 \$ \$159,290 3.54% \$63,597	\$ 23,215 \$182,990 3.91% \$68,399	\$ 29,649 \$ 193,529 4.15% \$ 74,031	\$ 70,421 \$282,709 4.37% \$93,764	\$60,432 \$260,804 4.31% \$88,688	\$ (2,143) \$88,946 3.39% \$42,481	\$ 11,056 \$147,433 3.52% \$60,038	\$ 17,216 \$165,447 3.73% \$64,274	\$ 26,07 \$185,46 4.03% \$71,22
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expense Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio	\$36,897 \$ (11,383) \$ Assessme \$44,856 3.56% \$20,576 1.63%	\$69,337 \$ (640) nt \$96,118 3.38% \$46,044 1.62% \$3% 0.78	\$90,027 \$ 13,731 \$ \$ \$ \$ \$ \$ \$ \$	\$ 23,215 \$182,990 3.91% \$68,399 1.46% 47% 0.32	\$ 29,649 \$193,529 4.15% \$74,031 1.59% 50% 0.28	\$ 70,421 \$282,709 4.37% \$93,764 1.45% 52% 0.18	\$60,432 \$260,804 4.31% \$88,688 1.47% 52% 0.20	\$ (2,143) \$ (2,143) \$88,946 3.39% \$42,481 1.62%	\$ 11,056 11,056 1 1 1 1 1 1 1 1	\$ 17,216 \$165,447 3.73% \$64,274 1.45% 48% 0.37	\$ 26,07 \$185,46 4.03% \$71,22 1.55%
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expense Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents	\$36,897 \$ (11,383) 2 Assessme \$44,856 3.56% \$20,576 1.63% 47% 2.07 243	\$69,337 (640) nt \$96,118 3.38% \$46,044 1.62% 53% 0.78 1,494	\$90,027 \$ 13,731 \$ \$ \$ \$ \$ \$ \$ \$	\$ 23,215 \$ 23,215 \$ 182,990 3.91% \$ 68,399 1.46% 47% 0.32 10,582	\$ 29,649 \$ 193,529 4.15% 574,031 1.59% 50% 0.28 51,846	\$ 70,421 \$282,709 4.37% \$93,764 1.45% 52% 0.18 250,145	\$60,432 \$260,804 4.31% \$88,688 1.47% 52% 0.20 322,878	\$ (2,143) \$ (2,143) \$88,946 3.39% \$42,481 1.62% 53% 0.85 1,737	\$ 11,056 1 1 1 1 1 1 1 1	\$ 17,216 \$165,447 3.73% \$64,274 1.45% 48% 0.37 20,887	\$ 26,07 \$185,46 4.03% \$71,22 1.55% 50% 0.30 72,733
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expense Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing)	\$36,897 \$ (11,383) 2 Assessme \$44,856 3.56% \$20,576 1.63% 47% 2.07	\$69,337 \$ (640) nt \$96,118 3.38% \$46,044 1.62% \$3% 0.78	\$90,027 \$ 13,731 \$ \$ \$ \$ \$ \$ \$ \$	\$ 23,215 \$182,990 3.91% \$68,399 1.46% 47% 0.32	\$ 29,649 \$193,529 4.15% \$74,031 1.59% 50% 0.28	\$ 70,421 \$282,709 4.37% \$93,764 1.45% 52% 0.18	\$60,432 \$260,804 4.31% \$88,688 1.47% 52% 0.20	\$ (2,143) \$ (2,143) \$ \$88,946 3.39% \$ \$42,481 1.62% 53% 0.85	\$ 11,056 11,056 1 1 1 1 1 1 1 1	\$ 17,216 \$165,447 3.73% \$64,274 1.45% 48% 0.37	\$ 26,07 \$ 185,46 4.03% \$71,22 1.55% 50% 0.30
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expense Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents	\$36,897 \$ (11,383) 2 Assessme \$44,856 3.56% \$20,576 1.63% 47% 2.07 243	\$69,337 (640) nt \$96,118 3.38% \$46,044 1.62% 53% 0.78 1,494	\$90,027 \$ 13,731 \$ \$ \$ \$ \$ \$ \$ \$	\$ 23,215 \$ 23,215 \$ 182,990 3.91% \$ 68,399 1.46% 47% 0.32 10,582	\$ 29,649 \$ 193,529 4.15% 574,031 1.59% 50% 0.28 51,846	\$ 70,421 \$282,709 4.37% \$93,764 1.45% 52% 0.18 250,145	\$60,432 \$260,804 4.31% \$88,688 1.47% 52% 0.20 322,878	\$ (2,143) \$ (2,143) \$88,946 3.39% \$42,481 1.62% 53% 0.85 1,737	\$ 11,056 1 1 1 1 1 1 1 1	\$ 17,216 \$165,447 3.73% \$64,274 1.45% 48% 0.37 20,887	\$ 26,07 \$185,46 4.03% \$71,22 1.55% 50% 0.30 72,733 10%
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expense Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents - Pct Part-time Employees Avg Occ & Ops Exp per FTE - Occupancy & Ops Expense Ration	\$36,897 \$ (11,383) 2 Assessme \$44,856 3.56% \$20,576 1.63% 47% 2.07 243 80% \$14,403 1.14%	\$69,337 \$ (640) nt \$96,118 3.38% \$46,044 1.62% 53% 0.78 1,494 46% \$22,959 0.81%	\$90,027 \$ 13,731 \$ 159,290 3.54% \$63,597 1.41% 48% 0.39 8,568 15% \$35,446 0.79%	\$ 23,215 \$ 23,215 \$ 182,990 3.91% \$ 58,399 1.46% 47% 0.32 10,582 10,582 10% \$ 37,800 0.81%	\$ 29,649 \$ 29,649 4.15% \$ 193,529 4.15% \$ 3,529 0.28 50% 0.28 51,846 7% \$ 37,729 0.81%	\$ 70,421 \$282,709 4.37% \$93,764 1.45% 52% 0.18 250,145 5(1) \$43,425 0.67%	\$60,432 \$260,804 4.31% \$88,688 1.47% 52% 0.20 322,878 6% \$41,998 0.69%	\$ (2,143) \$ (2,143) \$88,946 3.39% \$42,481 1.62% 53% 0.85 1,737 52% \$21,762 0.83%	\$ 11,056 \$ 11,056 \$ 11,056 \$ 1,035 \$ 50,038 1,43% 49% 0.43 10,305 23%,139 0.79%	\$ 17,216 \$ 165,447 3.73% \$ 664,274 1.45% 48% 0.37 20,887 16% \$ 35,501 0.80%	\$ 26,07 \$ 185,46 4.03% \$71,22 1.55% 50% 0.30 72,733 10% \$37,08 0.81%
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expense Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents - Pct Part-time Employees Avg Occ & Ops Exp per FTE	\$36,897 \$ (11,383) 2 Assessme \$44,856 3.56% \$20,576 1.63% 47% 2.07 243 80% \$14,403	\$69,337 (640) nt \$96,118 3.38% \$46,044 1.62% 53% 0.78 1,494 46% \$22,959	\$90,027 \$ 13,731 \$ 159,290 3.54% \$63,597 1.41% 48% 0.39 8,568 15% \$35,446	\$ 23,215 \$ 23,215 \$ 182,990 3.91% \$ 68,399 1.46% 47% 0.32 10,582 10% \$ 37,800	\$ 29,649 \$ 29,649 4.15% \$ 193,529 4.15% \$ 74,031 1.59% 50% 0.28 \$ 1,846 7% \$ 37,729	\$ 70,421 282,709 4.37% 4.37% 52% 0.18 250,145 5% \$43,425	\$60,432 \$260,804 4.31% \$88,688 1.47% 52% 0.20 322,878 6% \$41,998	\$ (2,143) \$ (2,1	\$ 11,056 \$ 11,056 \$ 11,056 \$ 11,056 \$ 10,056 \$ 60,038 \$ 1,43% \$ 49% \$ 0,43 \$ 10,305 \$ 23% \$ 33,139	\$ 17,216 \$ 165,447 3.73% \$ 664,274 1.45% 48% 0.37 20,887 16% \$ 35,501	\$ 26,07 \$185,46 4.03% \$71,229 1.55% 50% 0.30 72,733 10% \$37,089
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expense Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents - Pct Part-time Employees Avg Occ & Ops Exp per FTE - Occupancy & Ops Expense Ra - Pct of Total Op Expense Avg All Other Expense per FTE	\$36,897 \$ (11,383) 2 Assessme \$44,856 3.56% \$20,576 1.63% 47% 2.07 243 80% \$14,403 1.14% 33% \$8,914	\$69,337 \$ (640) nt \$96,118 3.38% \$46,044 1.62% 53% 0.78 1,494 46% \$22,959 0.81% 27% \$17,269	\$90,027 \$ 13,731 \$ \$ \$ \$ \$ \$ \$ \$	\$ 23,215 \$ 182,990 3.91% \$ 68,399 1.46% 47% 0.32 10,582 10% \$ 37,800 0.81% 26% \$ 38,002	\$ 29,649 \$ 29,649 \$ 193,529 4.15% 4.15% \$ 74,031 1.59% 50% 0.28 \$ 1,846 7% 0.28 \$ 1,846 7% 0.28 \$ 1,846 7% 0.28 \$ 1,846 7% \$ 37,729 0.81% 26% \$ 34,998	\$ 70,421 \$282,709 4.37% 4.37% \$93,764 1.45% 52% 0.18 250,145 5% \$43,425 0.67% 24% \$41,430	\$60,432 \$260,804 4.31% \$88,688 1.47% 52% 0.20 322,878 6% \$41,998 0.69% 25% \$39,921	\$ (2,143) \$ (2,143) \$88,946 3.39% \$42,481 1.62% 53% 0.85 1,737 52% \$21,762 0.83% 27% \$16,100	\$ 11,056 \$ 11,056 \$ 11,056 \$ 11,056 \$ 11,056 \$ 10,052 \$ 50,038 1,43% 49% 0,43 10,305 23% \$ 33,139 0,79% 27% \$ 30,016	\$ 17,216 \$ 17,216 \$ 165,447 3.73% \$ 664,274 1.45% 48% 0.37 20,887 16% \$ 33,501 0.80% 27% \$ 34,062	\$ 26,07 \$ 26,07 \$ 185,46 4.03% \$ 71,229 1.55% 50% 0.30 72,733 10% \$ 37,08 0.81% 26% \$ 34,729
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expense Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents - Pct Part-time Employees Avg Occ & Ops Exp per FTE - Occupancy & Ops Expense Ra - Pct of Total Op Expense Avg All Other Expense Ratio	\$36,897 \$ (11,383) 2 Assessme \$44,856 3.56% \$20,576 1.63% 47% 2.07 243 80% \$14,403 1.14% 33% \$8,914 0.71%	\$69,337 \$ (640) nt \$96,118 3.38% \$46,044 1.62% 53% 0.78 1,494 46% \$22,959 0.81% 27% \$17,269 0.61%	\$90,027 \$ 13,731 \$ 13,731 \$ 13,54% \$ 13,54% \$ 13,54% \$ 13,54% \$ 13,54% \$ 13,54% \$ 15,56% \$ 15,5% \$ 15,5% \$ 15,5% \$ 15,5% \$ 15,5% \$ 15,5% \$ 15,5% \$ 15,5% \$ 15,5% \$ 15,5% \$ 15,5% \$ 15,5% \$ 15,5	\$ 23,215 \$ 182,990 3.91% \$ 68,399 1.46% 47% 0.32 10,582 10% \$ 37,800 0.81% 26% \$ 38,002 0.81%	\$29,649 \$29,649 \$193,529 4.15% \$193,529 4.15% 0.28 \$1,846 7% \$37,729 0.81% 26% \$34,998 0.75%	\$ 70,421 \$282,709 4.37% 4.37% \$93,764 1.45% 52% 0.18 250,145 5% \$43,425 0.67% 24% \$41,430 0.64%	\$60,432 \$260,804 4.31% \$88,688 1.47% 52% 0.20 322,878 6% \$41,998 0.69% 25% \$39,921 0.66%	\$ (2,143) \$ (2,143)	11,056 11,056 1,056	\$ 17,216 \$ 17,216 \$ 165,447 3.73% \$ 664,274 1.45% 48% 0.37 20,887 16% \$ 35,501 0.80% 27% \$ 34,062 0.77%	\$ 26,07 \$ 185,46 4.03% \$71,229 1.55% 50% 0.30 72,733 10% \$37,088 0.81% 26% \$34,729 0.76%
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expense Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents - Pct Part-time Employees Avg Occ & Ops Exp per FTE - Occupancy & Ops Expense Ra - Pct of Total Op Expense Avg All Other Expense per FTE	\$36,897 \$ (11,383) 2 Assessme \$44,856 3.56% \$20,576 1.63% 47% 2.07 243 80% \$14,403 1.14% 33% \$8,914	\$69,337 \$ (640) nt \$96,118 3.38% \$46,044 1.62% 53% 0.78 1,494 46% \$22,959 0.81% 27% \$17,269	\$90,027 \$ 13,731 \$ \$ \$ \$ \$ \$ \$ \$	\$ 23,215 \$ 182,990 3.91% \$ 68,399 1.46% 47% 0.32 10,582 10% \$ 37,800 0.81% 26% \$ 38,002	\$ 29,649 \$ 29,649 \$ 193,529 4.15% 4.15% \$ 74,031 1.59% 50% 0.28 \$ 1,846 7% 0.28 \$ 1,846 7% 0.28 \$ 1,846 7% 0.28 \$ 1,846 7% \$ 37,729 0.81% 26% \$ 34,998	\$ 70,421 \$282,709 4.37% 4.37% \$93,764 1.45% 52% 0.18 250,145 5% \$43,425 0.67% 24% \$41,430	\$60,432 \$260,804 4.31% \$88,688 1.47% 52% 0.20 322,878 6% \$41,998 0.69% 25% \$39,921	\$ (2,143) \$ (2,143) \$88,946 3.39% \$42,481 1.62% 53% 0.85 1,737 52% \$21,762 0.83% 27% \$16,100	\$ 11,056 \$ 11,056 \$ 11,056 \$ 11,056 \$ 11,056 \$ 10,052 \$ 50,038 1,43% 49% 0,43 10,305 23% \$ 33,139 0,79% 27% \$ 30,016	\$ 17,216 \$ 17,216 \$ 165,447 3.73% \$ 664,274 1.45% 48% 0.37 20,887 16% \$ 33,501 0.80% 27% \$ 34,062	\$ 26,079 \$185,46 4.03% \$71,229 1.55% 50% 0.30 72,733 10% \$37,089 0.81% 26% \$34,729
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expense Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents - Pct Part-time Employees Avg Occ & Ops Exp per FTE - Occupancy & Ops Expense Ra - Pct of Total Op Expense Avg All Other Expense Ratio	\$36,897 \$ (11,383) 2 Assessme \$44,856 3.56% \$20,576 1.63% 47% 2.07 243 80% \$14,403 1.14% 33% \$8,914 0.71%	\$69,337 \$ (640) nt \$96,118 3.38% \$46,044 1.62% 53% 0.78 1,494 46% \$22,959 0.81% 27% \$17,269 0.61%	\$90,027 \$ 13,731 \$ 13,731 \$ 13,54% \$ 13,54% \$ 13,54% \$ 13,54% \$ 13,54% \$ 13,54% \$ 15,56% \$ 15,5% \$ 15,5% \$ 15,5% \$ 15,5% \$ 15,5% \$ 15,5% \$ 15,5% \$ 15,5% \$ 15,5% \$ 15,5% \$ 15,5% \$ 15,5% \$ 15,5	\$ 23,215 \$ 182,990 3.91% \$ 68,399 1.46% 47% 0.32 10,582 10% \$ 37,800 0.81% 26% \$ 38,002 0.81%	\$29,649 \$29,649 \$193,529 4.15% \$193,529 4.15% 0.28 \$1,846 7% \$37,729 0.81% 26% \$34,998 0.75%	\$ 70,421 \$282,709 4.37% 4.37% \$93,764 1.45% 52% 0.18 250,145 5% \$43,425 0.67% 24% \$41,430 0.64%	\$60,432 \$260,804 4.31% \$88,688 1.47% 52% 0.20 322,878 6% \$41,998 0.69% 25% \$39,921 0.66%	\$ (2,143) \$ (2,1	11,056 11,056 1,056	\$ 17,216 \$ 17,216 \$ 165,447 3.73% \$ 664,274 1.45% 48% 0.37 20,887 16% \$ 35,501 0.80% 27% \$ 34,062 0.77%	\$ 26,07 \$ 26,07 \$ 185,46 4.03% \$ 71,229 1.55% 50% 0.30 72,733 10% \$ 37,088 0.81% 26% \$ 34,729 0.76%
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expense Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents - Pct Part-time Employees Avg Occ & Ops Exp per FTE - Occupancy & Ops Expense Ratio - Pct of Total Op Expense Avg All Other Expense per FTE - All Other Expense Ratio - Pct of Total Ops Expense Membership Outreach- Members-to-Potential Mbers	\$36,897 \$ (11,383) 2 Assessme \$44,856 3.56% \$20,576 1.63% 47% 2.07 243 80% \$14,403 1.14% 33% \$8,914 0.71% 20% \$44,403 1.14%	\$69,337 \$ (640) nt \$96,118 3.38% \$46,044 1.62% 53% 0.78 1,494 46% \$22,959 0.81% 27% \$17,269 0.61% 20%	\$90,027 \$ 13,731 \$ 159,290 3.54% 48% 0.39 8,568 15% 0.39 8,568 15% 2,35,446 0.79% 2,7% \$32,837 0.73% 2,5%	\$ 23,215 \$ 23,215 \$ 182,990 3.91% \$ 182,990 \$ 1.46% \$ 47% \$ 0.32 \$ 10,582 \$ 10,582 \$ 10,582 \$ 0.81% \$ 26% \$ 38,002 \$ 0.81% \$ 26% \$ 26% \$ 38,002 \$ 0.81% \$ 26% \$ 2.2% \$ 2.2%	\$ 29,649 \$ 29,649 \$ 193,529 4.15% \$ 1,15% \$ 50% 0.28 \$ 1,846 7% \$ 37,729 0.81% 26% \$ 34,998 0.75% 24% 2.3%	70,421 5282,709 4.37% 4.37% 52% 0.18 250,145 5% \$43,425 0.67% 24% \$41,430 0.64% 23% 3.1%	\$60,432 \$260,804 4.31% \$88,688 1.47% 52% 0.20 322,878 6% \$41,998 0.69% 25% \$39,921 0.66% 23%	\$ (2,143) \$ (2,143) \$88,946 3.39% \$42,481 1.62% 53% 0.85 1,737 52% \$21,762 0.83% 27% \$16,100 0.61% 20% 6.1%	11,056 11,056 11,056 11,056 11,056 11,056 11,056 11,0305 11,0305 10,305 23% 0,43 10,305 23% 0,79% 27% \$30,016 0,72% 24% 3.7%	\$ 17,216 \$ 17,216 \$ 165,447 3.73% \$ 165,447 3.73% \$ 3.73% \$ 3.73% \$ 3.73% \$ 3.73% \$ 3.73% \$ 3.73% \$ 3.73% \$ 3.73% \$ 3.73% \$ 3.73% \$ 3.73% \$ 3.73% \$ 3.73% \$ 3.75,501 0.80% 27% \$ 3.4,062 0.77% 25% 2.7%	\$ 26,07 \$ 185,46 4.03% \$ 1.55% 50% 0.30 72,733 10% \$ 37,088 0.81% 26% \$ 34,722 0.76% 24% \$ 24% 2.5%
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expense Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents - Pct Part-time Employees Avg Occ & Ops Exp per FTE - Occupancy & Ops Expense Ratio - Pct of Total Op Expense Avg All Other Expense per FTE - All Other Expense Ratio - Pct of Total Ops Expense Membership Outreach- Members-to-Potential Mbers Members-to-FTEs	\$36,897 \$ (11,383) 2 Assessme \$44,856 3.56% \$20,576 1.63% 47% 2.07 243 80% \$14,403 1.14% 33% \$8,914 0.71% 20% 14.4% 369	\$69,337 \$ (640) <i>nt</i> \$96,118 3.38% \$46,044 1.62% 53% 0.78 1,494 46% \$22,959 0.81% 27% \$17,269 0.61% 20% \$17,269 0.61% 20%	\$90,027 \$ 13,731 \$ 13,731 \$ 13,73	\$ 23,215 \$ 182,990 3.91% \$ 182,990 3.91% \$ 568,399 1.46% 47% 0.32 10,582 10% \$ 37,800 0.81% 26% \$ 38,002 0.81% 26% \$ 38,002 0.81% 26% \$ 38,002 0.81% 26% \$ 393	\$29,649 \$193,529 4.15% 4.15% \$74,031 1.59% 50% 0.28 51,846 7% \$37,729 0.81% 26% \$34,998 0.75% 24% 2.3% 344	70,421 5282,709 4.37% 4.37% 52% 0.18 250,145 5% \$43,425 0.67% 24% \$41,430 0.64% 23% 3.1% 412	\$60,432 \$260,804 4.31% \$88,688 1.47% 52% 0.20 322,878 6% \$41,998 0.69% 25% \$39,921 0.66% 23% \$39,921 0.66% 23%	\$ (2,143) \$ (2,143)	11,056 11,056 11,056 11,056 11,056 10,052 10,305 23% 0.43 10,305 23% 0,43 0,79% 27% \$30,016 0.72% 24% 10,305 23%	\$ 17,216 \$ 17,216 \$ 17,216 \$ 17,216 \$ 10,200 \$ 10,200 \$ 10,200 \$ 10,200 \$ 64,274 1.45% 48% 0.37 20,887 16% \$ 35,501 0.80% 27% \$ 34,062 0.77% 25% 2.7% 405	\$ 26,079 \$185,46 4.03% \$71,229 1.55% 50% 0.30 72,733 10% \$37,089 0.81% 26% \$34,729 0.76% 24% \$34,729 0.76% 24%
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expense Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents - Pct Part-time Employees Avg Occ & Ops Exp per FTE - Occupancy & Ops Expense Ratio - Pct of Total Op Expense Avg All Other Expense per FTE - All Other Expense Ratio - Pct of Total Ops Expense Membership Outreach- Members-to-Potential Mbers	\$36,897 \$ (11,383) 2 Assessme \$44,856 3.56% \$20,576 1.63% 47% 2.07 243 80% \$14,403 1.14% 33% \$8,914 0.71% 20% \$44,403 1.14%	\$69,337 \$ (640) nt \$96,118 3.38% \$46,044 1.62% 53% 0.78 1,494 46% \$22,959 0.81% 27% \$17,269 0.61% 20%	\$90,027 \$ 13,731 \$ 159,290 3.54% 48% 0.39 8,568 15% 0.39 8,568 15% 2,35,446 0.79% 2,7% \$32,837 0.73% 2,5%	\$ 23,215 \$ 182,990 3.91% \$182,990 \$1.46% \$47% 0.32 \$10,582 \$10,582 \$10,582 \$10,582 \$10,582 \$10,582 \$10,582 \$10,582 \$10,582 \$10,582 \$10,582 \$10,582 \$10,582 \$10,582 \$10,582 \$26% \$38,002 \$0.81% \$26%	\$ 29,649 \$ 29,649 \$ 193,529 4.15% \$ 1,15% \$ 50% 0.28 \$ 1,846 7% \$ 37,729 0.81% 26% \$ 34,998 0.75% 24% 2.3%	70,421 5282,709 4.37% 4.37% 52% 0.18 250,145 5% \$43,425 0.67% 24% \$41,430 0.64% 23% 3.1%	\$60,432 \$260,804 4.31% \$88,688 1.47% 52% 0.20 322,878 6% \$41,998 0.69% 25% \$39,921 0.66% 23%	\$ (2,143) \$ (2,143) \$88,946 3.39% \$42,481 1.62% 53% 0.85 1,737 52% \$21,762 0.83% 27% \$16,100 0.61% 20% \$	11,056 11,056 11,056 11,056 11,056 11,056 11,056 11,0305 11,0305 10,305 23% 0,43 10,305 23% 0,79% 27% \$30,016 0,72% 24% 3.7%	\$ 17,216 \$ 17,216 \$ 165,447 3.73% \$ 165,447 3.73% \$ 3.73% \$ 3.73% \$ 3.73% \$ 3.73% \$ 3.73% \$ 3.73% \$ 3.73% \$ 3.73% \$ 3.73% \$ 3.73% \$ 3.73% \$ 3.73% \$ 3.73% \$ 3.75,501 0.80% 27% \$ 3.4,062 0.77% 25% 2.7%	\$ 26,079 \$185,464 4.03% \$71,229 1.55% 50% 0.30 72,733 10% \$37,089 0.81% 26% \$34,729 0.76% 24% \$34,729 0.76% 24%