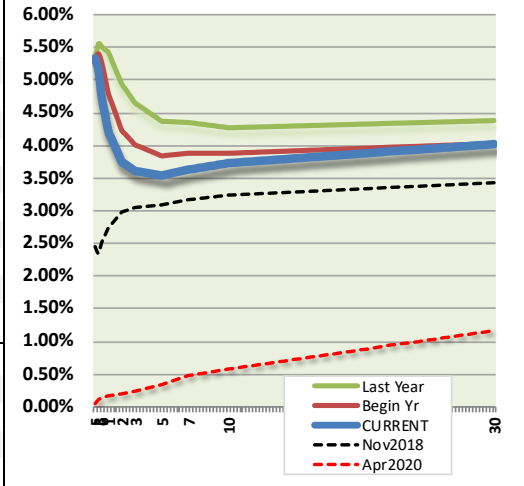


06 September 2024

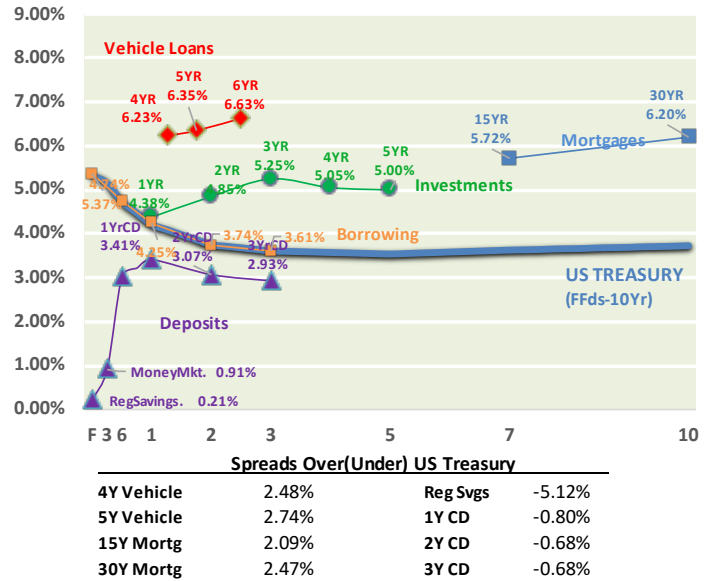
BENCHMARK INTEREST RATES AND YIELD CURVE	US Treasury Rates-				CHANGES SINCE			YIELD CURVE ASSESSMENT
	THIS WK	LAST MO	YR END	LAST YR	This Yr	Last Yr	This Cycle*	
	9/5/24	8/5/24	12/31/23	9/5/23				
Prime	8.50%	8.50%	8.50%	8.50%	0.00%	0.00%	5.25%	
Fed Funds	5.33%	5.33%	5.33%	5.33%	0.00%	0.00%	5.28%	
3mo	5.15%	5.35%	5.40%	5.55%	-0.25%	-0.40%	5.04%	
6mo	4.73%	4.91%	5.26%	5.51%	-0.53%	-0.78%	4.59%	
1yr	4.21%	4.34%	4.79%	5.42%	-0.58%	-1.21%	4.04%	
2yr	3.75%	3.89%	4.23%	4.94%	-0.48%	-1.19%	3.55%	
3yr	3.61%	3.70%	4.01%	4.65%	-0.40%	-1.04%	3.37%	
5yr	3.54%	3.62%	3.84%	4.37%	-0.30%	-0.83%	3.20%	
7yr	3.63%	3.66%	3.88%	4.35%	-0.25%	-0.72%	3.15%	
10yr	3.73%	3.78%	3.88%	4.27%	-0.15%	-0.54%	3.15%	
30yr	4.02%	4.06%	4.03%	4.38%	-0.01%	-0.36%	2.85%	
Slope of the Yield Curve-								
2yr-3mo	-1.40%	-1.46%	-1.17%	-0.61%	-0.23%	-0.79%	-2.03%	
5yr-2yr	-0.21%	-0.27%	-0.39%	-0.57%	0.18%	0.36%	-0.32%	
10yr-5yr	0.19%	0.16%	0.04%	-0.10%	0.15%	0.29%	0.04%	
10yr-3mo	-1.42%	-1.57%	-1.52%	-1.28%	0.10%	-0.14%	-2.31%	

*Since Mar 2020

ECONOMIC UPDATE AND ANALYSIS	NONFARM PAYROLLS INCREASE A MODEST 142K IN AUGUST; JOBLESS RATE AT 4.2%			
	<p>The U.S. Department of Labor on Friday reported that employers added 142,000 jobs in August, compared to the weak 89,000 gain in July. This comes on top of the 818,00 downward revision in the number of jobs created between April 2023 and March 2024.</p>			
	<p>The unemployment rate also dipped slightly to 4.2%, in line with expectations, after it had risen to 4.3% in July, which was the highest level for the jobless rate since October 2021.</p>			
<p>The number of jobs added in the prior two months were both revised downward, with job creation in June revised down by 61,000 from a gain of 179,000 to 118,000, while July was revised down by 25,000 from 114,000 to 89,000. With the revision, July's job creation was the lowest nonfarm payrolls reading since December 2020.</p>				
<p>Average hourly earnings for all employees on private nonfarm payrolls rose by 14 cents, or 0.4%, to \$35.21, which brings gains over the past 12 months to 3.8% through August.</p>				
<p>The long-term unemployment picture was virtually unchanged in August, with the number of people who have been jobless for 27 weeks coming in at 1.5 million. The long-term unemployed account for 21.3% of all unemployed people.</p>				
Key Economic Indicators for Banks, Thrifts & Credit Unions-				
		LATEST	CURRENT	PREV
GDP	QoQ	Q2-24 2nd	3.0%	1.4%
GDP - YTD	Annl	Q2-24 2nd	2.2%	1.4%
Consumer Spending	QoQ	Q2-24 2nd	2.9%	1.5%
Consumer Spending YTD	Annl	Q2-24 2nd	2.2%	1.5%
Unemployment Rate	Mo	August	4.2%	4.3%
Underemployment Rate	Mo	August	7.9%	7.8%
Participation Rate	Mo	August	62.7%	62.7%
Wholesale Inflation	YoY	July	2.2%	2.6%
Consumer Inflation	YoY	July	2.9%	3.0%
Core Inflation	YoY	July	3.2%	3.3%
Consumer Credit	Annual	June	2.1%	3.3%
Retail Sales	YoY	July	2.9%	2.8%
Vehicle Sales	Annl (Mil)	July	16.3	15.8
Home Sales	Annl (Mil)	July	4.567	4.509
Home Prices	YoY	June	5.4%	5.9%
Key Consumer Market Data-				
	THIS WK	YR END	PCT CHANGES	
	9/5/24	12/31/23	YTD	12Mos
DJIA	40,755	37,689	8.1%	-1.0%
S&P 500	5,503	4,769	15.4%	23.6%
NASDAQ	17,127	15,011	14.1%	24.6%
Crude Oil	69.53	71.77	-3.1%	-20.3%
Avg Gasoline	3.29	3.12	5.6%	-13.6%
Gold	2,548	2,072	23.0%	31.1%

AVERAGE CREDIT UNION RATES, RATE SENSITIVITIES AND RELATIVE VALUE

	THIS WK 9/5/24	CHANGE IN MARKET RATES SINCE			Rate Sen 2020Low
		YTD	Nov18 High	2020 Low	
Classic CC	13.35%	0.25%	1.66%	2.31%	44%
Platinum CC	12.97%	0.32%	2.70%	3.61%	69%
48mo Veh	6.23%	-0.20%	2.57%	2.99%	84%
60mo Veh	6.35%	-0.20%	2.58%	3.00%	89%
72mo Veh	6.63%	-0.20%	2.51%	2.96%	86%
HE LOC	8.45%	0.01%	2.89%	4.22%	80%
10yr HE	7.55%	-0.04%	2.03%	2.45%	77%
15yr FRM	5.72%	-0.06%	1.14%	2.40%	76%
30yr FRM	6.20%	-0.18%	1.14%	2.49%	79%
Sh Drafts	0.12%	0.03%	-0.02%	0.00%	0%
Reg Svgs	0.21%	0.02%	0.02%	0.06%	1%
MMkt-10k	0.91%	0.03%	0.43%	0.59%	11%
MMkt-50k	1.22%	0.04%	0.57%	0.77%	15%
6mo CD	3.03%	0.24%	2.00%	2.44%	53%
1yr CD	3.41%	0.05%	1.90%	2.56%	63%
2yr CD	3.07%	0.01%	1.22%	2.03%	57%
3yr CD	2.93%	0.00%	0.87%	1.76%	52%



STRATEGICALLY FOR CREDIT UNIONS

The labor force participation rate remained at 62.7% in August and has been little changed over the course of the year. Multiple jobholders increased by 65,000 to 8,538,000, and the number of part-time workers increased by 527,000, while full-time workers decreased by 438,000.

Policymakers at the Federal Reserve have been closely monitoring the labor market ahead of a widely anticipated interest rate cut possibly later this month. Interest rates have been at the highest level in 23 years amid the central bank's bid to tamp down inflation, with the benchmark federal funds rate sitting at a range of 5.25% to 5.50%.

This put the Fed in a precarious position - to cut rate targets too soon dangerously puts the risk of elevated inflation back into the fold but to wait too late, endangers the already volatile economic growth that could spiral into a recession.

A softer-than-expected jobs report may support those in favor of a 0.5% rate cut on September 18, but the jury is likely still out. In the meantime, markets are likely to be sensitive to any other data that suggests the economy is cooling off too much.

The job market's downward drift brought us to slower-than-normal hiring after two years of outsized growth. The next indicator to watch is wage growth, which is stabilizing after a dramatic post-pandemic slowdown

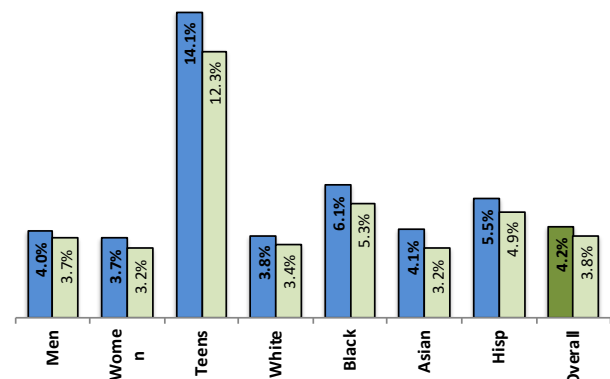
ECONOMIC RELEASES

RELEASES THIS WEEK:	Current	Projected	Previous
Fed Beige Book	Slower labor market; Slowing inflation		
Unemployment Rate (August)	4.2%	4.3%	4.3%

RELEASES FOR UPCOMING WEEK:	Projected	Previous
Consumer Credit (Jul, Change)	\$8.2B	\$8.93B
Consumer Inflation (Aug, YoY)	2.6%	2.9%
Wholesale Inflation (Jul, YoY)	2.0%	2.2%

EMPLOYMENT BY DEMOGRAPHICS

UNEMPLOYMENT: CURRENT and ONE YEAR AGO





ECONOMIC CALENDAR

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
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AUGUST 5	6	7 Consumer Credit 2.1%	8 Jobless Claims 233k Cont'd Claims 1.87M		10
12	13 Wholesale Inflation 2.2%	14 Consumer Inflation 2.9%	15 Jobless Claims Cont'd Claims Retail Sales 2.7%	16	17
19 Leading Ind -0.6%	20	21 FOMC Minutes	22 Jobless Claims 232k Cont'd Claims 1.86M Exist Home Sales 3.95M	23 New Home Sales 739k	24
26	27 Home Prices 5.4% Cons Confidence 103.3	28	29 Jobless Claims 231k Cont'd Claims 1.86M GDP (Q2, 2nd) 3.0%	30 Personal Income Personal Spending	31
SEPTEMBER 2 LABOR DAY HOLIDAY	3 Constr Spending -0.3%	4 Fed Beige Book	5 Jobless Claims 227k Cont'd Claims 1.84M	6 Unemployment 4.2% Nonfarm Payrolls 142k Private Payrolls Participation Rate 62.7%	7
9 Consumer Credit	10	11 Consumer Inflation	12 Jobless Claims Cont'd Claims Wholesale Inflation	13	14
16	17 Retail Sales	18 FOMC Announcement	19 Jobless Claims Cont'd Claims Leading Indicators	20	21
23	24 Home Prices Consumer Confidence	25 New Home Sales	26 Jobless Claims Cont'd Claims GDP (Q2, Final)	27 Personal Income Personal Spending	28
30	OCTOBER 1 Construction Spending	2	3 Jobless Claims Cont'd Claims	4 Unemployment Nonfarm Payrolls Private Payrolls Participation Rate	5

ECONOMIC FORECAST
AUGUST 2024
 (Updated August 25, 2024)

	2023			2024				2025			
	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4

ECONOMIC OUTLOOK
Economic Growth-

GDP - (QoQ)	2.1%	4.9%	3.2%	1.4%	3.0%	1.6%	1.5%	1.1%	1.3%	1.3%	1.5%
GDP - (YTD)	2.2%	3.1%	3.1%	1.4%	2.2%	2.0%	1.9%	1.1%	1.2%	1.2%	1.3%
Consumer Spending - (QoC)	0.8%	3.1%	3.0%	1.5%	2.4%	2.5%	1.8%	1.1%	1.2%	0.8%	1.0%
Consumer Spending - (YTD)	4.1%	4.6%	4.2%	1.5%	2.0%	2.1%	2.1%	1.1%	1.2%	1.0%	1.0%
Government Spending - (QoC)	3.3%	5.8%	4.2%	1.8%	3.1%	0.1%	1.1%	0.6%	0.5%	0.5%	0.4%
Government Spending - (YTD)	4.1%	4.6%	4.5%	1.8%	2.5%	1.7%	1.5%	0.6%	0.6%	0.5%	0.5%

Consumer Wealth-

Unemployment Rate	3.6%	3.7%	3.8%	3.8%	4.0%	4.3%	4.6%	4.6%	4.7%	4.7%	4.8%
Consumer Inflation	4.1%	3.6%	3.2%	3.2%	3.3%	2.8%	2.7%	2.4%	2.4%	2.3%	2.1%
Home Prices (YoY)	-0.2%	2.5%	5.4%	5.5%	6.3%	5.6%	5.5%	5.4%	5.2%	5.0%	4.9%

SINGLE FAMILY HOME & VEHICLE LOAN MARKETS
Home Sales-

Total Home Sales (Mil)	4.941	4.723	4.449	4.857	4.703	4.897	4.962	5.046	5.147	5.236	5.350
Existing Home (Mil)	4.250	4.020	3.797	4.190	4.047	4.175	4.219	4.270	4.358	4.438	4.539
New Home Sales (Mil)	0.691	0.703	0.652	0.667	0.656	0.722	0.743	0.776	0.789	0.798	0.811

Mortgage Originations-

Single Family Homes (Mils)	1.239	1.165	1.034	0.967	1.082	1.203	1.174	1.154	1.325	1.314	1.270
Purchase Apps (Mils)	0.948	0.913	0.804	0.708	0.806	0.846	0.797	0.758	0.909	0.882	0.839
Refinancing Apps (Mils)	0.291	0.252	0.230	0.259	0.276	0.357	0.377	0.396	0.416	0.432	0.431
Refi Apps Share	23%	22%	22%	27%	26%	30%	32%	34%	31%	33%	34%

Vehicle Sales-

Vehicle Sales (Mil)	15.6	15.9	16.1	15.6	16.0	16.2	16.1	16.0	16.2	16.4	16.2
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MARKET RATE OUTLOOK
Benchmark Rates-

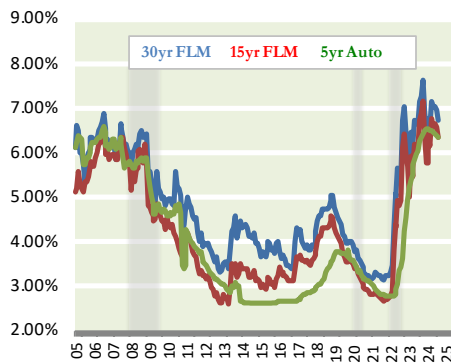
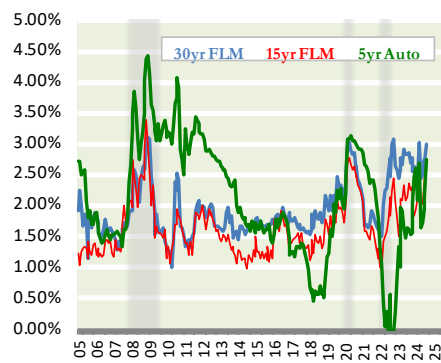
Prime	8.2%	8.5%	8.5%	8.5%	8.5%	8.5%	8.3%	8.3%	8.1%	8.1%	8.1%
Fed Funds	5.1%	5.4%	5.4%	5.4%	5.4%	5.1%	4.8%	4.5%	4.3%	4.3%	4.1%
3yr UST	4.6%	4.5%	3.9%	4.6%	4.1%	3.7%	3.5%	3.5%	3.4%	3.4%	3.4%
7yr UST	4.1%	4.4%	4.0%	4.4%	3.8%	3.7%	3.7%	3.6%	3.7%	3.6%	3.5%
10yr UST	3.6%	4.2%	4.4%	4.2%	4.4%	4.1%	4.0%	3.9%	3.9%	3.9%	3.8%

Market Rates-

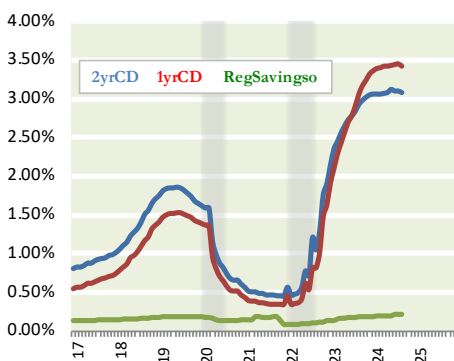
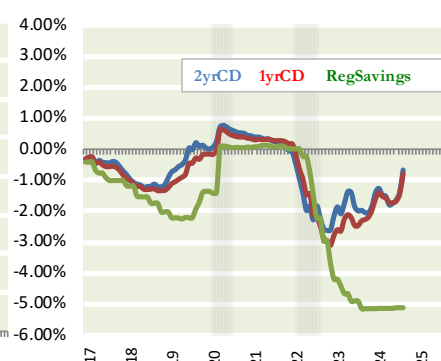
5yr Vehicle Loan Rate	5.8%	6.5%	6.5%	6.6%	6.5%	6.4%	6.4%	6.3%	6.3%	6.3%	6.3%
15yr First-lien Mortgage	6.0%	7.2%	6.4%	6.5%	6.6%	6.4%	6.0%	5.9%	5.6%	5.6%	5.5%
30yr First-lien Mortgage	6.5%	7.0%	7.3%	6.7%	7.0%	6.7%	6.5%	6.4%	6.3%	6.1%	5.9%
Regular Savings Rate	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%
1yr Term Certificate	2.8%	3.2%	3.4%	3.4%	3.4%	3.3%	3.2%	3.1%	3.1%	3.0%	3.0%

INDICATIVE PRICING SPREADS AND RELATIVE VALUE OF INVESTMENT OPTIONS

	5yr Vehicle	15yr Mortgage	30yr Mortgage
Current	2.74%	2.09%	2.47%
Jul-24	2.15%	2.42%	2.70%
Jun-24	1.95%	2.40%	2.74%
May-24	1.72%	2.03%	2.50%
Apr-24	1.64%	2.05%	2.45%
Mar-24	2.68%	2.57%	3.03%
Feb-24	2.07%	2.10%	2.43%
Jan-24	2.60%	1.94%	2.35%
Dec-23	2.46%	1.84%	2.63%
Nov-23	2.04%	1.96%	2.54%
Oct-23	1.56%	2.31%	2.78%
Sep-23	1.53%	2.25%	2.68%
Aug-23	1.61%	2.35%	2.86%

"A"-PAPER MARKET RATES

"A"-PAPER PRICING SPREADS


	Reg Svgs	1yr CD	2yr CD
Current	-5.11%	-0.79%	-0.67%
Jul-24	-5.11%	-1.45%	-1.40%
Jun-24	-5.11%	-1.67%	-1.64%
May-24	-5.13%	-1.73%	-1.74%
Apr-24	-5.13%	-1.72%	-1.79%
Mar-24	-5.13%	-1.57%	-1.52%
Feb-24	-5.13%	-1.52%	-1.48%
Jan-24	-5.13%	-1.40%	-1.26%
Dec-23	-5.14%	-1.60%	-1.40%
Nov-23	-5.14%	-1.96%	-1.83%
Oct-23	-5.14%	-2.18%	-2.05%
Sep-23	-5.14%	-2.27%	-2.04%
Aug-23	-5.14%	-2.31%	-1.97%

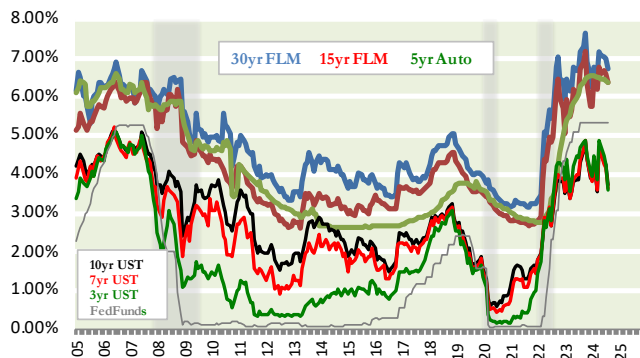
AVG DEPOSIT MARKET RATES

AVG PRICING SPREADS

INDICATIVE INTEREST SPREADS AND MATCHED FUNDING VARIABLES

		Term Rates					Mortgage Rates				
		Cash	1yr Agy	2yr Agy	3yr Agy	4yr Agy	5yr Agy	5yr New Veh	5yr Used Veh	15yr Mortgage	30yr Mortgage
		5.33%	4.38%	4.85%	5.25%	5.05%	5.00%	6.35%	6.50%	5.72%	6.20%
Share Draft	0.12%	5.21%	4.26%	4.73%	5.13%	4.93%	4.88%	6.23%	6.38%	5.60%	6.08%
Regular Savings	0.21%	5.12%	4.17%	4.64%	5.04%	4.84%	4.79%	6.14%	6.29%	5.51%	5.99%
Money Market	0.91%	4.42%	3.47%	3.94%	4.34%	4.14%	4.09%	5.44%	5.59%	4.81%	5.29%
FHLB Overnight	5.37%	-0.04%	-0.99%	-0.52%	-0.12%	-0.32%	-0.37%	0.98%	1.13%	0.35%	0.83%
Catalyst Settlement	6.65%	-1.32%	-2.27%	-1.80%	-1.40%	-1.60%	-1.65%	-0.30%	-0.15%	-0.93%	-0.45%
6mo Term CD	3.04%	2.29%	1.34%	1.81%	2.21%	2.01%	1.96%	3.31%	3.46%	2.68%	3.16%
6mo FHLB Term	4.74%	0.59%	-0.36%	0.11%	0.51%	0.31%	0.26%	1.61%	1.76%	0.98%	1.46%
6mo Catalyst Term	5.38%	-0.05%	-1.00%	-0.53%	-0.13%	-0.33%	-0.38%	0.97%	1.12%	0.34%	0.82%
1yr Term CD	3.42%	1.91%	0.96%	1.43%	1.83%	1.63%	1.58%	2.93%	3.08%	2.30%	2.78%
1yr FHLB Term	4.25%	1.08%	0.13%	0.60%	1.00%	0.80%	0.75%	2.10%	2.25%	1.47%	1.95%
2yr Term CD	3.08%	2.25%	1.30%	1.77%	2.17%	1.97%	1.92%	3.27%	3.42%	2.64%	3.12%
2yr FHLB Term	3.74%	1.59%	0.64%	1.11%	1.51%	1.31%	1.26%	2.61%	2.76%	1.98%	2.46%
3yr Term CD	2.94%	2.39%	1.44%	1.91%	2.31%	2.11%	2.06%	3.41%	3.56%	2.78%	3.26%
3yr FHLB Term	3.61%	1.72%	0.77%	1.24%	1.64%	1.44%	1.39%	2.74%	2.89%	2.11%	2.59%
7yr FHLB Term	3.82%	1.51%	0.56%	1.03%	1.43%	1.23%	1.18%	2.53%	2.68%	1.90%	2.38%
10yr FHLB Term	4.05%	1.28%	0.33%	0.80%	1.20%	1.00%	0.95%	2.30%	2.45%	1.67%	2.15%

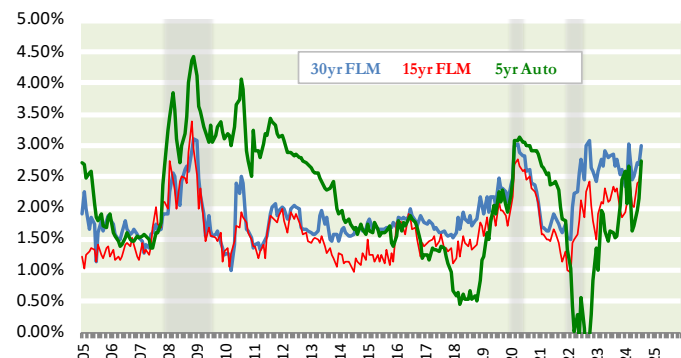
STRATEGIC ASSESSMENT OF INVESTMENT AND FUNDING OPTIONS, RELATIVE VALUE AND PRICING SPREADS

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	5.33%	-	-	-	-	-	-	-	-	-	-
1yr Agy	4.38%	1 year	4 years	6.66%	6.06%	6.84%	7.03%	5.01%	5.27%	4.25%	5.69%
2yr Agy Callable	4.85%	2 years	3 years	7.10%	6.30%	7.35%	7.60%	4.85%	5.25%	3.17%	6.05%
3yr Agy Callable	5.25%	3 years	2 years	7.63%	6.43%	8.00%	8.38%	3.65%	4.45%	-	-
3yr Agy MBS	4.29%	3 years	2 years	9.07%	7.87%	9.44%	9.82%	6.53%	7.33%	-	-
4yr Agy Callable	5.05%	4 years	1 year	10.80%	8.40%	11.55%	12.30%	-	-	-	-
4yr Agy MBS	4.85%	4 years	1 year	11.60%	9.20%	12.35%	13.10%	-	-	-	-
5yr Agy Callable	5.00%	5 years	-	-	-	-	-	-	-	-	-
5yr New Vehicle	6.35%	3 years	2 years	5.98%	4.78%	-	-	-	-	-	-
5yr Used Vehicle	6.50%	3 years	2 years	5.75%	4.55%	-	-	-	-	-	-
15yr Mortgage	5.72%	5 years	-	-	-	-	-	-	-	-	-
30yr Mortgage	6.20%	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	0.12%	1 year	2 years	4.35%	5.36%	6.04%	7.36%
Regular Savings	0.21%	1 year	2 years	4.31%	5.31%	5.95%	7.27%
Money Market	0.91%	1 year	2 years	3.96%	4.96%	5.25%	6.57%
FHLB Overnight	5.37%	1 year	2 years	1.73%	2.73%	0.79%	2.11%
Catalyst Settlement	6.65%	1 year	2 years	1.09%	2.09%	-0.25%	0.83%
6mo Term CD	3.04%	6 mos	2.5 yrs	2.92%	3.72%	3.09%	3.97%
6mo FHLB Term	4.74%	6 mos	2.5 yrs	2.58%	3.38%	2.53%	3.41%
6mo Catalyst Term	5.38%	6 mos	2.5 yrs	2.45%	3.26%	2.31%	3.19%
1yr Term CD	3.42%	1 year	2 years	2.70%	3.71%	2.74%	4.06%
1yr FHLB Term	4.25%	1 year	2 years	2.29%	3.29%	1.91%	3.23%
2yr Term CD	3.08%	2 years	1 year	2.66%	4.67%	-	-
2yr FHLB Term	3.74%	2 years	1 year	1.34%	3.35%	-	-
3yr Term CD	2.94%	3 years	-	-	-	-	-
3yr FHLB Term	3.61%	3 years	-	-	-	-	-

* Highest relative value noted by highest differentials and volatility projections

Q1-2024	<\$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	276	636	1,253	622	1,069	717	4,572	912	2,165	2,787	3,856
Average Assets (\$Mil)	\$0.891	\$5.7	\$26.4	\$72.4	\$229.7	\$2,761.3	\$504.7	\$4.2	\$17.0	\$29.4	\$84.9
Pct of Credit Unions	6%	14%	27%	14%	23%	16%	100%	20%	47%	61%	84%
Pct of Industry Assets	0.0%	0.2%	1%	2%	11%	86%	100%	0%	2%	4%	14%
GROWTH RATES (YTD)											
Total Assets	0.8%	-8.1%	-5.9%	-4.6%	6.4%	10.1%	9.1%	-7.5%	-6.1%	-5.3%	3.4%
Total Loans	-9.5%	-13.9%	-14.2%	-13.4%	-4.0%	0.4%	-0.5%	-13.6%	-14.1%	-13.7%	-6.2%
- Direct Loans	-9.5%	-13.8%	-14.3%	-12.2%	-2.9%	2.9%	1.8%	-13.5%	-14.2%	-13.1%	-5.4%
- Indirect Loans	-	-53.3%	-10.3%	-24.9%	-9.7%	-11.4%	-11.4%	-127.3%	-10.7%	-21.9%	-11.0%
- Real Estate Loans	-131%	-27.6%	-216.3%	-10.8%	31.5%	4.1%	3.4%	-97.3%	-214.6%	-116.6%	-3.0%
Total Shares	-1.0%	-6.4%	-4.9%	-3.4%	6.7%	10.4%	9.4%	-6.0%	-5.0%	-4.1%	3.9%
- Checking & Savings	-4.0%	-11.0%	-8.0%	-7.2%	3.8%	8.9%	7.3%	-10.5%	-8.3%	-7.7%	0.5%
- Term CDs	57.8%	14.2%	17.1%	19.8%	27.1%	28.4%	28.1%	14.1%	16.9%	18.6%	25.5%
Net Worth	24.8%	-7.3%	-2.8%	-5.0%	3.4%	6.7%	5.8%	-5.0%	-3.1%	-4.1%	1.3%
BALANCE SHEET ALLOCATION											
Net Worth-to-Total Assets	20.9%	17.6%	13.2%	12.6%	11.3%	10.7%	10.8%	17.8%	13.7%	13.1%	11.7%
Cash & Inv-to-Total Assets	48.6%	44.4%	43.8%	39.3%	30.0%	24.7%	25.8%	44.6%	43.9%	41.4%	32.8%
Loans-to-Total Assets	47.0%	52.5%	52.2%	55.8%	64.1%	70.7%	69.4%	52.1%	52.2%	54.2%	61.7%
Vehicle-to-Total Loans	62.0%	68.0%	52.9%	45.0%	38.1%	29.3%	30.7%	67.7%	54.4%	49.1%	40.5%
REL-to-Total Loans	0.7%	6.5%	28.4%	38.8%	47.0%	55.3%	53.9%	6.2%	26.1%	33.3%	44.0%
REL-to-Net Worth	1.6%	19.4%	112.4%	172.0%	267.3%	365.9%	345.2%	18.1%	99.6%	137.9%	231.2%
Indirect-to-Total Loans	0.2%	0.1%	3.7%	9.4%	16.0%	17.3%	16.9%	0.1%	3.3%	6.7%	14.0%
Loans-to-Total Shares	59.9%	64.1%	60.5%	64.2%	73.8%	84.8%	82.8%	63.9%	60.8%	62.7%	71.0%
Chkg & Svgs-to-Total Shares	92.1%	82.6%	73.9%	69.0%	59.9%	47.1%	49.4%	83.2%	74.8%	71.6%	62.8%
Nonterm-to-Total Shares	92.1%	84.2%	79.5%	77.2%	72.1%	65.4%	66.6%	84.7%	80.0%	78.5%	73.7%
Term CDs-to-Total Shares	5.3%	11.9%	14.7%	16.3%	21.4%	28.0%	26.8%	11.5%	14.4%	15.4%	19.9%
Liquidity Ratio	26.0%	13.5%	10.0%	9.6%	9.4%	9.4%	9.4%	14.3%	10.4%	10.0%	9.5%
Short-term Funding Ratio	42.2%	31.5%	24.9%	21.2%	15.6%	13.1%	13.7%	25.6%	23.1%	17.5%	13.7%
Short-term Cash Flow Ratio	45.6%	35.5%	29.0%	25.6%	20.7%	18.6%	19.2%	36.1%	29.7%	27.4%	22.4%
Net Long-term Asset Ratio	3.7%	7.6%	19.5%	26.4%	32.2%	37.0%	35.9%	18.3%	22.8%	29.8%	35.9%
LOAN QUALITY											
Loan Delinquency Ratio	3.32%	1.35%	0.96%	0.77%	0.64%	0.79%	0.78%	1.00%	0.87%	0.69%	0.78%
Net Charge-off Ratio	0.92%	0.60%	0.41%	0.45%	0.48%	0.85%	0.80%	0.43%	0.44%	0.47%	0.80%
"Misery" Index	4.24%	1.95%	1.37%	1.22%	1.12%	1.64%	1.58%	1.43%	1.31%	1.16%	1.58%
Core Delinquency Rate	3.33%	1.23%	0.90%	0.66%	0.59%	0.69%	0.68%	1.33%	0.94%	0.78%	0.63%
Core Net Charge-off Rate	0.75%	0.22%	0.27%	0.30%	0.33%	0.61%	0.58%	0.25%	0.27%	0.29%	0.32%
Core "Misery" Index	4.09%	1.45%	1.17%	0.97%	0.92%	1.30%	1.26%	1.58%	1.20%	1.07%	0.95%
RE Loan Delinquency	18.96%	0.85%	0.69%	0.51%	0.41%	0.50%	0.49%	0.97%	0.70%	0.57%	0.44%
Vehicle Loan Delinquency	3.13%	1.25%	0.97%	0.76%	0.77%	0.79%	0.79%	1.35%	1.02%	0.88%	0.80%
Direct Loans	3.14%	1.25%	0.95%	0.73%	0.66%	0.63%	0.63%	1.35%	1.00%	0.87%	0.74%
Indirect Loans	0.00%	1.41%	1.25%	0.87%	0.89%	0.84%	0.86%	1.22%	1.25%	0.95%	0.90%
Loss Allow as % of Loans	2.77%	1.20%	0.91%	0.81%	0.81%	1.34%	1.27%	1.29%	0.95%	0.87%	0.82%
Current Loss Exposure	1.49%	0.60%	0.47%	0.45%	0.41%	0.45%	0.45%	0.65%	0.49%	0.47%	0.42%
Coverage Ratio (Adequacy)	1.9	2.0	1.9	1.8	2.0	2.9	2.8	2.0	1.9	1.9	2.0
EARNINGS											
Gross Asset Yield	4.88%	4.66%	4.28%	4.21%	4.49%	4.91%	4.84%	4.67%	4.32%	4.26%	4.43%
Cost of Funds	0.51%	0.78%	0.82%	0.92%	1.29%	1.95%	1.84%	0.76%	0.81%	0.87%	1.19%
Gross Interest Margin	4.38%	3.88%	3.46%	3.29%	3.20%	2.95%	3.00%	3.91%	3.50%	3.39%	3.25%
Provision Expense	0.33%	0.29%	0.27%	0.25%	0.30%	0.60%	0.56%	0.29%	0.27%	0.26%	0.29%
Net Interest Margin	4.05%	3.59%	3.19%	3.04%	2.90%	2.35%	2.44%	3.62%	3.23%	3.13%	2.96%
Non-Interest Income	0.49%	0.54%	0.78%	0.98%	1.12%	1.01%	1.02%	0.54%	0.76%	0.88%	1.06%
Non-Interest Expense	4.72%	3.89%	3.46%	3.51%	3.52%	2.86%	2.95%	3.94%	3.51%	3.51%	3.52%
Net Operating Expense	4.24%	3.35%	2.67%	2.52%	2.40%	1.85%	1.94%	3.41%	2.75%	2.63%	2.45%
Net Operating Return	-0.19%	0.24%	0.52%	0.51%	0.50%	0.51%	0.51%	0.22%	0.48%	0.50%	0.50%
Non-recurring Inc(Exp).	0.81%	0.06%	0.02%	0.01%	0.02%	0.04%	0.04%	0.11%	0.03%	0.02%	0.02%
Net Income.	0.63%	0.30%	0.53%	0.53%	0.52%	0.55%	0.54%	0.32%	0.51%	0.52%	0.52%
Return on Net Worth.	-0.9%	1.4%	3.9%	4.1%	4.4%	4.7%	4.6%	1.2%	3.6%	3.8%	4.3%

Q1-2024	<\$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
PORTFOLIO ANALYTICS											
Cash and Investments											
Cash & CE as Pct of Assets	26%	13%	10%	10%	9%	9%	9%	14%	10%	10%	10%
Investments as Pct of Asset	27%	33%	35%	30%	21%	16%	17%	32%	34%	32%	24%
Short-term Funding Ratio	42.2%	31.5%	24.9%	21.2%	15.6%	13.1%	13.7%	25.6%	23.1%	17.5%	13.7%
Avg Cash & Investment Rat	2.82%	2.93%	2.77%	2.86%	2.86%	3.45%	3.34%	2.92%	2.79%	2.82%	2.85%
Loan Portfolio											
Total Loan Growth-Annl	-9.5%	-13.9%	-14.2%	-13.4%	-4.0%	0.4%	-0.5%	-13.6%	-14.1%	-13.7%	-6.2%
Consumer Loan Growth-Anr	-8.2%	-12.9%	284.7%	-15.1%	-31.0%	-4.2%	-4.9%	-6.5%	223.7%	71.8%	-8.6%
Mortgage Loan Growth-Anr	-131.1%	-27.6%	-216.3%	-10.8%	31.5%	4.1%	3.4%	-97.3%	-214.6%	-116.6%	-3.0%
Avg Loan Balance	\$6,758	\$9,419	\$3,899	\$7,250	\$11,223	\$21,040	\$18,062	\$9,267	\$4,458	\$6,037	\$10,061
Avg Loan Rate	7.19%	6.27%	5.78%	5.48%	5.61%	5.68%	5.67%	6.33%	5.84%	5.63%	5.61%
Avg Loan Yield, net	6.50%	5.73%	5.27%	5.03%	5.14%	4.84%	4.88%	5.78%	5.33%	5.16%	5.15%
Credit Mitigation-											
Delinquency Rates-											
Credit Cards	9.44%	2.12%	1.74%	1.26%	1.20%	2.08%	2.02%	2.23%	1.76%	1.46%	1.25%
New Vehicle Loans	2.36%	0.59%	0.52%	0.39%	0.38%	0.47%	0.46%	0.68%	0.54%	0.46%	0.40%
Used Vehicle Loans	3.59%	1.68%	1.22%	0.95%	0.94%	0.97%	0.97%	0.08%	0.01%	0.07%	0.20%
Total Vehicle Loans	3.13%	1.25%	0.97%	0.76%	0.77%	0.79%	0.79%	1.35%	1.02%	0.88%	0.80%
Real Estate Loans	18.96%	0.85%	0.69%	0.51%	0.41%	0.50%	0.49%	0.97%	0.70%	0.57%	0.44%
Total Loan Delinquency	3.32%	1.35%	0.96%	0.77%	0.64%	0.79%	0.78%	1.00%	0.87%	0.69%	0.78%
Net Charge-off Rates-											
Credit Cards	-0.86%	1.14%	1.49%	1.78%	2.34%	5.44%	5.21%	1.11%	1.47%	1.66%	2.20%
New Vehicle Loans	0.13%	0.08%	0.00%	0.12%	0.24%	0.43%	0.39%	0.68%	0.54%	0.47%	0.41%
Used Vehicle Loans	1.15%	0.33%	0.49%	0.61%	0.73%	1.11%	1.03%	1.78%	1.29%	1.11%	0.98%
Total Vehicle Loans	0.77%	0.23%	0.34%	0.45%	0.58%	0.86%	0.81%	0.26%	0.33%	0.39%	0.53%
Non-Comml RE Loans	0.00%	-0.02%	0.02%	0.02%	0.01%	0.01%	0.01%	-0.02%	0.02%	0.02%	0.01%
Total Net Charge-offs	0.92%	0.60%	0.41%	0.45%	0.48%	0.85%	0.80%	0.43%	0.44%	0.47%	0.80%
"Misery" Indices-											
Credit Cards	8.58%	3.26%	3.23%	3.04%	3.54%	7.52%	7.23%	3.34%	3.23%	3.12%	3.45%
New Vehicle Loans	2.49%	0.67%	0.52%	0.51%	0.62%	0.90%	0.85%	1.36%	1.08%	0.93%	0.81%
Used Vehicle Loans	4.74%	2.01%	1.71%	1.56%	1.67%	2.08%	2.00%	1.87%	1.30%	1.18%	1.18%
Total Vehicle Loans	3.90%	1.48%	1.31%	1.21%	1.35%	1.65%	1.60%	1.61%	1.35%	1.28%	1.33%
Non-Comml RE Loans	18.96%	0.83%	0.71%	0.53%	0.42%	0.51%	0.50%	0.95%	0.72%	0.59%	0.45%
Total "Misery" Index	4.24%	1.95%	1.37%	1.22%	1.12%	1.64%	1.58%	1.43%	1.31%	1.16%	1.58%
Fundng Portfolio											
Share Growth YTD-Annl	-1.3%	-7.8%	-5.7%	-3.9%	7.7%	12.5%	11.3%	-7.4%	-5.8%	-4.8%	4.5%
Chkg & Savings YTD-Annl	-4.0%	-11.0%	-8.0%	-7.2%	3.8%	8.9%	7.3%	-10.5%	-8.3%	-7.7%	0.5%
Term CDs Growth YTD	57.8%	14.2%	17.1%	19.8%	27.1%	28.4%	28.1%	14.1%	16.9%	18.6%	25.5%
Total Funding Growth YTD	-1.3%	-8.1%	-6.2%	-4.4%	0.1%	10.7%	9.0%	-7.7%	-6.4%	-5.3%	-1.3%
Avg Share Balance per Mbr	\$2,561	\$5,406	\$9,143	\$10,555	\$12,455	\$14,262	\$13,789	\$5,062	\$8,467	\$9,506	\$11,561
Avg Share Balance	\$11,291	\$14,683	\$6,450	\$11,297	\$15,201	\$24,817	\$21,823	\$14,417	\$6,824	\$8,735	\$12,833
Avg Share Rate	0.65%	0.95%	0.95%	1.06%	1.49%	2.35%	2.20%	0.93%	0.95%	1.01%	1.37%
Core as Pct of Total Shares	92%	83%	74%	69%	60%	47%	49%	83%	75%	72%	63%
Term CDs as Pct of Shares	5%	12%	15%	16%	21%	28%	27%	11%	14%	15%	20%
Non-Member Deposit Ratio	1.5%	1.3%	1.2%	1.6%	1.5%	1.4%	1.4%	1.3%	1.2%	1.4%	1.5%
Borrowings/Total Funding	0.4%	0.3%	0.3%	0.6%	2.6%	7.1%	6.4%	0.3%	0.3%	0.4%	2.1%
Borrowings Growth YTD	0.0%	-86.2%	-150.3%	-69.0%	-166.2%	-11.6%	-22.5%	-81.8%	-143.0%	-92.1%	-163.1%
Avg Borrowings Rate	4.00%	6.90%	7.28%	5.86%	3.94%	5.31%	5.23%	6.73%	7.22%	6.25%	4.04%



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Q1-2024	<\$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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Net Operating Profitability-

Earning Asset/Funding	122%	118%	111%	109%	108%	114%	114%	119%	112%	111%	109%
Non-Int Inc-to-Total Revenue	9%	10%	16%	19%	20%	17%	17%	10%	15%	17%	19%
Net Op Cash Flow (YTD-\$Mill)	\$2	\$9	\$225	\$489	\$5,639	\$48,687	\$55,063	\$11	\$236	\$725	\$6,364
Average Loan Balance	\$6,758	\$9,419	\$3,899	\$7,250	\$11,223	\$21,040	\$18,062	\$9,267	\$4,458	\$6,037	\$10,061
Average Share Balance	\$2,409	\$4,248	\$5,621	\$6,010	\$6,531	\$7,023	\$6,908	\$4,058	\$5,414	\$5,728	\$6,311
Loan Yield (ROA)	3.42%	3.32%	3.05%	3.09%	3.64%	4.06%	3.98%	3.32%	3.08%	3.09%	3.50%
Investment Yield (ROA)	1.46%	1.34%	1.22%	1.12%	0.85%	0.85%	0.86%	1.35%	1.24%	1.17%	0.93%
Shares/Funding	99.6%	99.7%	99.7%	99.4%	97.4%	92.9%	93.6%	99.7%	99.7%	99.6%	97.9%

Net Operating Return per FTE

Interest Income per FTE	\$51,064	\$70,623	\$186,794	\$194,602	\$214,151	\$345,797	\$316,674	\$68,879	\$156,491	\$175,111	\$203,149
Avg Interest Exp per FTE	\$5,311	\$11,826	\$35,789	\$42,406	\$61,548	\$137,543	\$120,547	\$11,245	\$29,481	\$35,796	\$54,291
Gross Interest Inc per FTE	\$45,753	\$58,797	\$151,006	\$152,196	\$152,603	\$208,254	\$196,128	\$57,634	\$127,010	\$139,315	\$148,858
Provisions per FTE	\$3,404	\$4,331	\$11,702	\$11,755	\$14,397	\$42,248	\$36,344	\$4,248	\$9,787	\$10,748	\$13,369
Net Interest Income per FTE	\$42,349	\$54,466	\$139,303	\$140,442	\$138,205	\$166,006	\$159,784	\$53,386	\$117,223	\$128,567	\$135,489
Non-Interest Income per FTE	\$5,106	\$8,162	\$34,267	\$45,385	\$53,598	\$70,999	\$66,439	\$7,889	\$27,488	\$36,232	\$48,704
Avg Operating Exp per FTE	\$49,396	\$58,946	\$151,027	\$162,033	\$167,806	\$201,347	\$193,120	\$58,095	\$127,144	\$144,189	\$161,150
Net Operating Exp per FTE	\$44,289	\$50,785	\$116,760	\$116,647	\$114,207	\$130,348	\$126,681	\$50,206	\$99,656	\$107,957	\$112,446
Avg Net Op Return per FT	\$ (1,940)	\$3,681	\$22,544	\$23,795	\$23,998	\$35,658	\$33,102	\$3,180	\$17,567	\$20,610	\$23,043

Revenue/Operating Expense Assessment

Revenue-

Avg Revenue per FTE	\$56,170	\$78,784	\$221,061	\$239,988	\$267,749	\$416,797	\$383,113	\$76,768	\$183,979	\$211,343	\$251,853
- Total Revenue Ratio	5.37%	5.20%	5.06%	5.19%	5.62%	5.91%	5.85%	5.21%	5.07%	5.14%	5.50%

Operating Expenses-

Avg Revenue per FTE	\$58,111	\$75,103	\$198,518	\$216,193	\$243,751	\$381,138	\$350,011	\$73,588	\$166,412	\$190,733	\$228,810
- Total Revenue Ratio	5.56%	4.95%	4.54%	4.68%	5.11%	5.41%	5.35%	4.99%	4.59%	4.64%	4.99%
Avg Comp & Benefits per FTE	\$22,587	\$29,965	\$70,423	\$76,527	\$84,498	\$107,955	\$102,217	\$29,307	\$59,857	\$68,001	\$79,849
- C & B Exp Ratio	2.16%	1.98%	1.61%	1.66%	1.77%	1.53%	1.56%	1.99%	1.65%	1.65%	1.74%
- Pct of Total Op Expense	46%	51%	47%	47%	50%	54%	53%	50%	47%	47%	50%
- FTE-to-Ops (Staff Eff)	2.00	1.15	0.34	0.30	0.25	0.16	0.18	1.20	0.42	0.35	0.27
- Full-time Equivalents	235	2,402	7,623	9,801	51,121	277,411	348,592	2,637	10,259	20,060	71,181
- Pct Part-time Employee	76%	74%	16%	9%	7%	4%	6%	74%	35%	23%	12%
Avg Occ & Ops Exp per FTE	\$15,489	\$15,324	\$40,407	\$42,651	\$41,627	\$47,929	\$46,427	\$15,339	\$33,964	\$38,208	\$40,663
- Occup & Ops Exp Ratio	1.48%	1.01%	0.92%	0.92%	0.87%	0.68%	0.71%	1.04%	0.94%	0.93%	0.89%
- Pct of Total Op Expense	31%	26%	27%	26%	25%	24%	24%	26%	27%	26%	25%
Avg All Other Exp per FTE	\$11,319	\$13,658	\$40,197	\$42,855	\$41,682	\$45,463	\$44,476	\$13,450	\$33,323	\$37,980	\$40,638
- All Other Expense Ratio	1.08%	0.90%	0.92%	0.93%	0.87%	0.64%	0.68%	0.91%	0.92%	0.92%	0.89%
- Pct of Total Op Expense	23%	23%	27%	26%	25%	23%	23%	23%	26%	26%	25%

Membership Outreach-

Members-to-Potential	11.9%	5.3%	2.8%	2.2%	2.0%	3.1%	2.9%	5.7%	3.0%	2.5%	2.1%
Members-to-FTEs	319	227	410	378	335	417	402	235	365	371	345
Borrower-to-Members	22.7%	36.8%	141.8%	93.4%	81.9%	57.5%	63.2%	34.9%	115.5%	98.7%	81.6%
Branches	279	680	1,748	1,442	4,691	12,469	21,308	958	2,706	4,148	8,839
Members per Branch	269	802	1,786	2,571	3,651	9,279	6,584	647	1,383	1,796	2,781
Avg Accts per Member	1.0	1.1	1.5	1.5	1.6	1.7	1.7	1.1	1.4	1.4	1.5
Avg Loans per Member	0.2	0.4	1.4	0.9	0.8	0.6	0.6	0.4	1.2	1.1	0.9
Avg 1 Loan for every XX.X	4.4	2.7	0.7	1.1	1.2	1.7	1.6	2.8	0.8	0.9	1.1
Avg Savings per Member	1.1	1.3	1.6	1.8	1.9	2.0	2.0	1.2	1.6	1.7	1.8
Avg 1 Savings for every XX.X	0.9	0.8	0.6	0.6	0.5	0.5	0.5	0.8	0.6	0.6	0.5

Q1-2024	<\$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
NET INFRASTRUCTURE COST:											
Fee Income	0.49%	0.54%	0.78%	0.98%	1.12%	1.01%	1.02%	0.54%	0.76%	0.88%	1.06%
Compensation & Benefits	2.16%	1.98%	1.61%	1.66%	1.77%	1.53%	1.56%	1.99%	1.65%	1.65%	1.74%
Travel & Conference	0.05%	0.02%	0.03%	0.03%	0.03%	0.02%	0.02%	0.02%	0.03%	0.03%	0.03%
Office Occupancy	0.24%	0.16%	0.20%	0.22%	0.22%	0.17%	0.17%	0.17%	0.20%	0.21%	0.22%
Office Operations	1.24%	0.85%	0.72%	0.70%	0.65%	0.51%	0.54%	0.87%	0.74%	0.72%	0.67%
Educational & Promo	0.05%	0.03%	0.07%	0.08%	0.11%	0.10%	0.10%	0.03%	0.06%	0.07%	0.10%
Loan Servicing	0.15%	0.14%	0.18%	0.23%	0.24%	0.18%	0.19%	0.14%	0.18%	0.21%	0.23%
Professional & Outside Sv	0.49%	0.51%	0.50%	0.49%	0.40%	0.23%	0.26%	0.50%	0.50%	0.49%	0.43%
Member Insurance	0.05%	0.01%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%
Operating Fees	0.07%	0.02%	0.02%	0.02%	0.02%	0.01%	0.01%	0.02%	0.02%	0.02%	0.02%
Miscellaneous	0.23%	0.16%	0.12%	0.07%	0.07%	0.10%	0.09%	0.17%	0.12%	0.10%	0.08%
Total Ops Expense	4.72%	3.89%	3.46%	3.51%	3.52%	2.86%	2.95%	3.94%	3.51%	3.51%	3.52%
Net Operating Expense	4.24%	3.35%	2.67%	2.52%	2.40%	1.85%	1.94%	3.41%	2.75%	2.63%	2.45%

NET INFRASTRUCTURE COST PER FULL-TIME EQUIVALENT											
Fee Income	\$5,106	\$8,162	\$34,267	\$45,385	\$53,598	\$70,999	\$66,439	\$7,889	\$27,488	\$36,232	\$48,704
Compensation & Benefits	\$22,587	\$29,965	\$70,423	\$76,527	\$84,498	\$107,955	\$102,217	\$29,307	\$59,857	\$68,001	\$79,849
Travel & Conference	\$511	\$333	\$1,207	\$1,510	\$1,643	\$1,341	\$1,377	\$349	\$986	\$1,242	\$1,530
Office Occupancy	\$2,553	\$2,498	\$8,816	\$10,163	\$10,563	\$11,636	\$11,303	\$2,503	\$7,194	\$8,644	\$10,022
Office Operations	\$12,936	\$12,825	\$31,591	\$32,488	\$31,064	\$36,293	\$35,124	\$12,835	\$26,771	\$29,564	\$30,641
Educational & Promo	\$511	\$500	\$2,991	\$3,837	\$5,086	\$7,339	\$6,759	\$501	\$2,351	\$3,077	\$4,520
Loan Servicing	\$1,617	\$2,165	\$8,081	\$10,734	\$11,424	\$12,833	\$12,370	\$2,116	\$6,548	\$8,593	\$10,626
Professional & Outside Sv	\$5,106	\$7,662	\$21,673	\$22,570	\$19,170	\$16,394	\$17,029	\$7,434	\$18,013	\$20,240	\$19,472
Member Insurance	\$511	\$167	\$157	\$82	\$86	\$72	\$80	\$197	\$168	\$126	\$97
Operating Fees	\$681	\$333	\$892	\$775	\$728	\$634	\$654	\$364	\$756	\$766	\$738
Miscellaneous	\$2,383	\$2,498	\$5,195	\$3,347	\$3,545	\$6,849	\$6,208	\$2,488	\$4,499	\$3,936	\$3,655
Total Ops Expense	\$49,396	\$58,946	\$151,027	\$162,033	\$167,806	\$201,347	\$193,120	\$58,095	\$127,144	\$144,189	\$161,150
Net Operating Expense	\$44,289	\$50,785	\$116,760	\$116,647	\$114,207	\$130,348	\$126,681	\$50,206	\$99,656	\$107,957	\$112,446

ALL ALLOCATION OF OPERATING EXPENSES											
Compensation & Benefits	45.7%	50.8%	46.6%	47.2%	50.4%	53.6%	52.9%	50.4%	47.1%	47.2%	49.5%
Travel & Conference	1.0%	0.6%	0.8%	0.9%	1.0%	0.7%	0.7%	0.6%	0.8%	0.9%	0.9%
Office Occupancy	5.2%	4.2%	5.8%	6.3%	6.3%	5.8%	5.9%	4.3%	5.7%	6.0%	6.2%
Office Operations	26.2%	21.8%	20.9%	20.1%	18.5%	18.0%	18.2%	22.1%	21.1%	20.5%	19.0%
Educational & Promo	1.0%	0.8%	2.0%	2.4%	3.0%	3.6%	3.5%	0.9%	1.8%	2.1%	2.8%
Loan Servicing	3.3%	3.7%	5.4%	6.6%	6.8%	6.4%	6.4%	3.6%	5.2%	6.0%	6.6%
Professional & Outside Sv	10.3%	13.0%	14.4%	13.9%	11.4%	8.1%	8.8%	12.8%	14.2%	14.0%	12.1%
Member Insurance	1.0%	0.3%	0.1%	0.1%	0.1%	0.0%	0.0%	0.3%	0.1%	0.1%	0.1%
Operating Fees	1.4%	0.6%	0.6%	0.5%	0.4%	0.3%	0.3%	0.6%	0.6%	0.5%	0.5%
Miscellaneous	4.8%	4.2%	3.4%	2.1%	2.1%	3.4%	3.2%	4.3%	3.5%	2.7%	2.3%
Total Ops Expense	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%