



09 June 2023

BENCHMARK INTEREST RATES AND YIELD CURVE

**US Treasury Rates-**

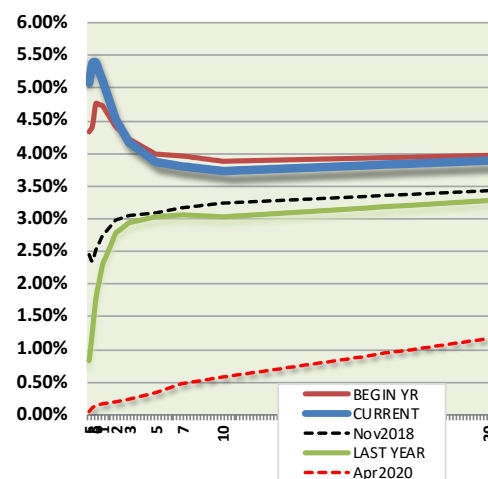
	THIS WK	LAST MO	YR END	LAST YR	CHANGES SINCE		
	6/8/23	5/8/23	12/31/22	6/8/22	This Yr	Last Yr	This Cycle*
Prime	8.25%	8.25%	7.50%	4.00%	0.75%	4.25%	5.00%
Fed Funds	5.08%	5.08%	4.33%	0.83%	0.75%	4.25%	5.03%
3mo	5.38%	5.31%	4.42%	1.28%	0.96%	4.10%	5.27%
6mo	5.39%	5.14%	4.76%	1.77%	0.63%	3.62%	5.25%
1yr	5.12%	4.79%	4.73%	2.29%	0.39%	2.83%	4.95%
2yr	4.52%	4.00%	4.41%	2.78%	0.11%	1.74%	4.32%
3yr	4.17%	3.70%	4.22%	2.94%	-0.05%	1.23%	3.93%
5yr	3.87%	3.49%	3.99%	3.03%	-0.12%	0.84%	3.53%
7yr	3.80%	3.50%	3.96%	3.06%	-0.16%	0.74%	3.32%
10yr	3.73%	3.52%	3.88%	3.03%	-0.15%	0.70%	3.15%
30yr	3.89%	3.84%	3.97%	3.28%	-0.08%	0.61%	2.72%

**Slope of the Yield Curve-**

	THIS WK	LAST MO	YR END	LAST YR	This Yr	Last Yr	This Cycle*
2yr-3mo	-0.86%	-1.31%	-0.01%	1.50%	-0.85%	-2.36%	-1.49%
5yr-2yr	-0.65%	-0.51%	-0.42%	0.25%	-0.23%	-0.90%	-0.76%
10yr-5yr	-0.14%	0.03%	-0.11%	0.00%	-0.03%	-0.14%	-0.29%
10yr-3mo	-1.65%	-1.79%	-0.54%	1.75%	-1.11%	-3.40%	-2.54%

\*Since Mar 2020

**YIELD CURVE ASSESSMENT**



## CONSUMER CREDIT ACCELERATES IN APRIL; FASTEST PACE IN FIVE MONTHS

The Federal Reserve reports consumer credit increased at a rate of 5.7% in April. Revolving credit increased at an annual rate of 13.1%, while nonrevolving credit increased 3.2%.

Consumer borrowing totaled \$4.86 trillion with revolving credit totaling \$1.24 trillion (26%) and non-revolving credit \$3.62 trillion (74%).

Credit union outstandings totaled \$648 billion with revolving credit at \$75 billion (12%) and nonrevolving credit at \$573 billion (88%). This reflects an increased overall market share to 13.3% compared to a year-end share of 12.0% with a current 6.1% share of revolving and 15.8% share of nonrevolving credit.

Mastercard reported in April that consumers continue to embrace credit cards for everyday spending, with supplemental materials provided by the payments network along with its earnings results showing its gross dollar volumes up by 15%.

Household debt balances set a fresh record high of \$17.05 trillion during the first quarter, growing \$148 billion or 0.9% from the fourth quarter of last year.

**Key Economic Indicators for Banks, Thrifts & Credit Unions-**

		LATEST	CURRENT	PREV
GDP	QoQ	Q1-2nd	1.3%	2.6%
GDP - YTD	Annl	Q1-2nd	1.3%	0.9%
Consumer Spending	QoQ	Q1-2nd	3.8%	1.0%
Consumer Spending YTD	Annl	Q1-2nd	3.8%	1.7%
Unemployment Rate	Mo	May	3.7%	3.4%
Underemployment Rate	Mo	May	6.7%	6.6%
Participation Rate	Mo	May	62.6%	62.6%
Wholesale Inflation	YoY	April	2.3%	2.7%
Consumer Inflation	YoY	April	4.9%	5.0%
Core Inflation	YoY	April	5.5%	5.6%
Consumer Credit	Annual	April	5.7%	5.7%
Retail Sales	YoY	April	3.8%	3.8%
Vehicle Sales	Annl (Mil)	May	15.6	16.5
Home Sales	Annl (Mil)	April	4.963	5.080
Home Prices	YoY	March	0.7%	2.0%

**Key Consumer Market Data-**

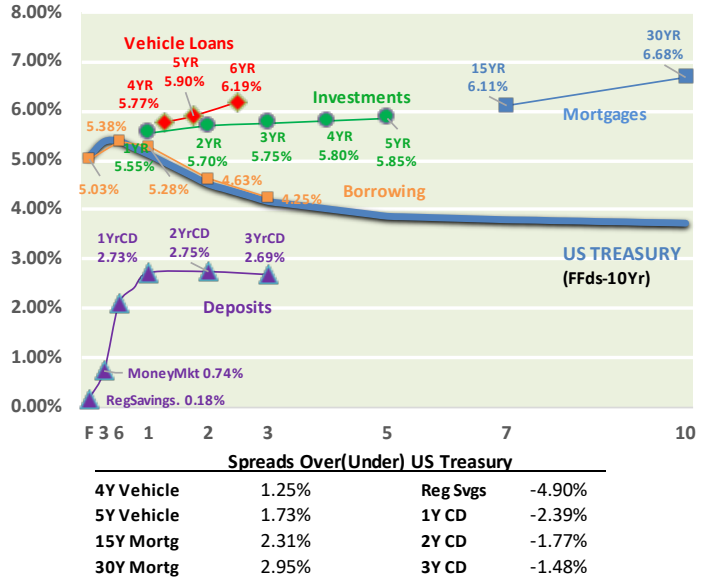
	THIS WK	YR END	PCT CHANGES	
	6/8/23	12/31/22	YTD	12Mos
DJIA	33,833	33,147	2.1%	8.0%
S&P 500	4,294	3,839	11.9%	10.6%
NASDAQ	13,238	10,466	26.5%	17.8%
Crude Oil	71.29	80.26	-11.2%	-40.9%
Avg Gasoline	3.54	3.22	10.0%	-27.4%
Gold	1,978	1,826	8.3%	6.8%

ECONOMIC UPDATE AND ANALYSIS



**AVERAGE CREDIT UNION RATES, RATE SENSITIVITIES AND RELATIVE VALUE**

	THIS WK 6/8/23	CHANGE IN MARKET RATES SINCE			Rate Sen
		YTD	Nov18 High	2020 Low	2020Low
Classic CC	12.82%	0.76%	1.13%	1.78%	36%
Platinum CC	12.33%	1.10%	2.06%	2.97%	59%
48mo Veh	5.77%	0.90%	2.11%	2.53%	59%
60mo Veh	5.90%	0.91%	2.13%	2.55%	65%
72mo Veh	6.19%	0.90%	2.07%	2.52%	65%
HE LOC	7.96%	1.16%	2.40%	3.73%	75%
10yr HE	6.96%	0.50%	1.44%	1.86%	53%
15yr FRM	6.11%	0.39%	1.53%	2.79%	84%
30yr FRM	6.68%	0.27%	1.62%	2.97%	94%
Sh Drafts	0.09%	0.00%	-0.05%	-0.03%	-1%
Reg Svgs	0.18%	0.04%	-0.01%	0.03%	1%
MMkt-10k	0.74%	0.23%	0.26%	0.42%	8%
MMkt-50k	0.99%	0.32%	0.34%	0.54%	11%
6mo CD	2.11%	0.84%	1.08%	1.52%	29%
1yr CD	2.73%	0.87%	1.22%	1.88%	38%
2yr CD	2.75%	0.65%	0.90%	1.71%	40%
3yr CD	2.69%	0.50%	0.63%	1.52%	39%



**STRATEGICALLY FOR CREDIT UNIONS**

The data found that 83% of consumers made payments for credit products in the last 90 days and that credit, in general, is a significant part of life for most consumers across generations.

While credit card use is lower among Generation Z consumers, they and millennial consumers are the most likely to have increased their use of credit products in the last year, suggesting that they may catch up with older generations.

The report also found that more than half of younger consumers use credit for everyday purchases as a way to better manage their cash flow, while just 38% of baby boomers and seniors do the same.

Urban consumers are more likely than others to use more credit products, with 83% of such consumers in all regions reporting they have made at least one credit product-related payment in the last 90 days.

People are using credit cards to finance day-to-day necessities (although there's also an element of people using less cash and more people using cards for convenience and rewards and paying them off right away. The primary culprits are inflation, spending increases since the pandemic and typical consumer behavior

When it comes to auto loans, however, suburban and rural consumers take the lead, the report found.

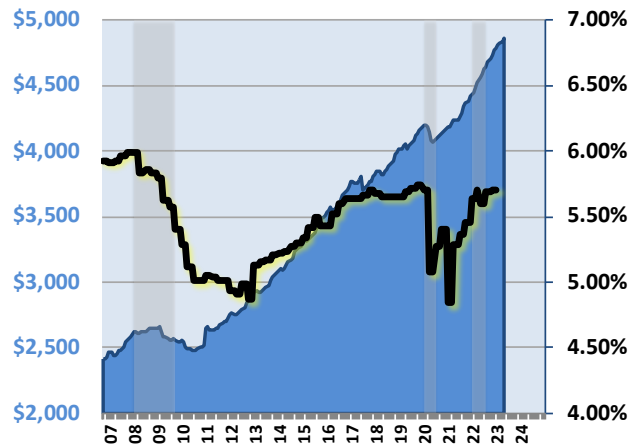
**ECONOMIC RELEASES**

RELEASES THIS WEEK:	Current	Projected	Previous
Consumer Credit (Apr, Mo Chg)	5.7%	5.7%	5.7%

RELEASES FOR UPCOMING WEEK:	Projected	Previous
Consumer Inflation (May, YoY)	4.7%	4.9%
Wholesale Inflation (May, YoY)	2.1%	2.3%
FOMC Announcement	5.3%	5.3%
Retail Sales (May, MoM)	0.5%	0.4%

**CONSUMER CREDIT & DEBT SERVICE BURDEN**


CONSUMER CREDIT (L - \$BIL) & CC DEBT SERVICE AS PCT OF DISP INCOME (R)





## ECONOMIC CALENDAR

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
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<b>May 8</b>	<b>9</b>	<b>10</b> Consumer Inflation 4.9%	<b>11</b> Jobless Claims 264k Cont'd Claims 1.81M Wholesale Inflation 2.3%	<b>12</b>	<b>13</b>
<b>15</b>	<b>16</b> Retail Sales 3.8%	<b>17</b>	<b>18</b> Jobless Claims 242k Cont'd Claims 1.79M Exist Home Sales 4.28M Leading Indicators -0.6%	<b>19</b>	<b>20</b>
<b>22</b>	<b>23</b> New Home Sales 683k	<b>24</b> FOMC Minutes	<b>25</b> Jobless Claims 229k Cont'd Claims 1.79M GDP (Q1-2nd) 1.3%	<b>26</b> Personal Spending Personal Income	<b>27</b>
<b>29</b> <b>MEMORIAL DAY HOLIDAY</b>	<b>30</b> Home Prices +0.7% Consumer Conf 102.3	<b>31</b>	<b>June 1</b> Jobless Claims Cont'd Claims	<b>2</b> Unemployment 3.7% Nonfarm Payroll 339k Private Payroll 283k Vehicle Sales	<b>3</b>
<b>5</b>	<b>6</b>	<b>7</b> Consumer Credit 5.7%	<b>8</b> Jobless Claims 261k Cont'd Claims 1.76M	<b>9</b>	<b>10</b>
<b>12</b>	<b>13</b> Consumer Inflation	<b>14</b> Wholesale Inflation 	<b>15</b> Jobless Claims Cont'd Claims Retail Sales	<b>16</b>	<b>17</b>
<b>19</b>	<b>20</b>	<b>21</b>	<b>22</b> Jobless Claims Cont'd Claims Existing Home Sales Leading Indicators	<b>23</b>	<b>24</b>
<b>26</b>	<b>27</b> Home Prices New Home Sales	<b>28</b>	<b>29</b> Jobless Claims Cont'd Claims GDP (Q1, Final)	<b>30</b> Personal Income Personal Spending	<b>July 1</b>
<b>3</b> Construction Spdg	<b>4</b> <b>INDEPENDENCE DAY HOLIDAY</b>	<b>5</b> FOMC Minutes	<b>6</b> Jobless Claims Cont'd Claims Vehicle Sales	<b>7</b> Unemployment Nonfarm Payroll Private Payroll	<b>8</b>

## ECONOMIC FORECAST

**MAY 2023**

	2022			2023				2024			
	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4

### ECONOMIC OUTLOOK

#### Economic Growth-

GDP - (QoQ)	-0.6%	3.2%	2.6%	1.1%	-0.6%	-0.4%	0.5%	1.1%	1.3%	1.8%	1.9%
GDP - (YTD)	-1.1%	0.3%	0.9%	1.1%	0.3%	0.0%	0.2%	1.1%	1.2%	1.4%	1.5%
Consumer Spending - (QoC)	2.0%	2.3%	1.0%	3.7%	-0.4%	-0.3%	0.2%	0.9%	1.1%	2.1%	1.9%
Consumer Spending - (YTD)	1.7%	1.9%	1.7%	3.7%	1.7%	1.0%	0.8%	0.9%	1.0%	1.4%	1.5%
Government Spending - (QoC)	-1.6%	3.7%	3.8%	4.7%	0.5%	1.7%	0.8%	1.0%	9.0%	0.7%	0.8%
Government Spending - (YTD)	-2.0%	-0.1%	0.9%	4.7%	2.6%	2.3%	1.9%	1.0%	5.0%	3.6%	2.9%

#### Consumer Wealth-

Unemployment Rate	3.6%	3.5%	3.6%	3.5%	3.5%	4.2%	4.8%	5.0%	5.0%	4.8%	4.6%
Consumer Inflation	8.6%	8.3%	7.1%	5.8%	4.4%	4.2%	3.8%	3.3%	2.9%	2.5%	2.5%
Home Prices (YoY)	15.2%	10.4%	5.8%	2.1%	1.2%	2.5%	3.0%	3.1%	3.6%	4.2%	4.4%

### SINGLE FAMILY HOME & VEHICLE LOAN MARKETS

#### Home Sales-

Total Home Sales (Mil)	5.982	5.350	4.795	4.979	4.989	4.810	4.875	5.048	5.384	5.543	5.750
Existing Home (Mil)	5.373	4.770	4.197	4.328	4.345	4.185	4.239	4.402	4.701	4.835	5.013
New Home Sales (Mil)	0.609	0.580	0.598	0.651	0.644	0.625	0.636	0.646	0.683	0.708	0.737

#### Mortgage Originations-

Single Family Homes (Mils)	1.790	1.206	0.972	0.816	1.216	1.202	1.286	1.180	1.505	1.463	1.490
Purchase Apps (Mils)	1.202	0.946	0.790	0.634	0.862	0.857	0.892	0.777	1.077	0.997	1.019
Refinancing Apps (Mils)	0.588	0.260	0.182	0.182	0.263	0.345	0.394	0.403	0.428	0.466	0.471
Refi Apps Share	33%	22%	19%	22%	22%	29%	31%	34%	28%	32%	32%

#### Vehicle Sales-

Vehicle Sales (Mil)	13.5	14.0	13.9	15.7	16.6	17.0	16.5	16.1	16.3	16.5	16.7
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### MARKET RATE OUTLOOK

#### Benchmark Rates-

Prime	3.5%	6.3%	7.3%	7.8%	8.2%	8.2%	8.2%	7.5%	7.0%	6.5%	6.0%
Fed Funds	1.6%	3.1%	4.4%	4.9%	5.1%	5.1%	5.1%	4.6%	4.1%	3.6%	3.1%
3yr UST	3.0%	4.2%	4.2%	3.5%	4.2%	4.1%	4.0%	3.5%	3.0%	2.7%	2.7%
7yr UST	3.0%	4.0%	4.0%	3.3%	3.9%	3.8%	3.6%	3.3%	3.0%	2.7%	2.7%
10yr UST	2.9%	3.1%	3.8%	3.6%	3.5%	3.4%	3.2%	3.1%	2.9%	2.7%	2.6%

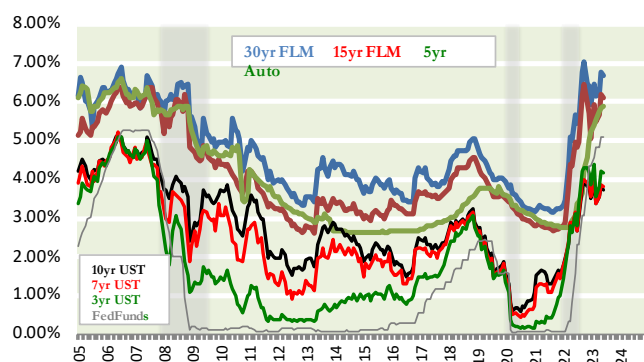
#### Market Rates-

5yr Vehicle Loan Rate	3.4%	4.5%	5.0%	5.5%	5.8%	5.8%	5.8%	5.7%	5.6%	5.5%	5.5%
15yr First-lien Mortgage	4.8%	5.5%	5.7%	5.5%	6.2%	5.7%	5.3%	5.0%	4.8%	4.5%	4.2%
30yr First-lien Mortgage	5.3%	5.7%	6.6%	6.4%	6.4%	6.0%	5.6%	5.5%	5.3%	5.0%	4.8%

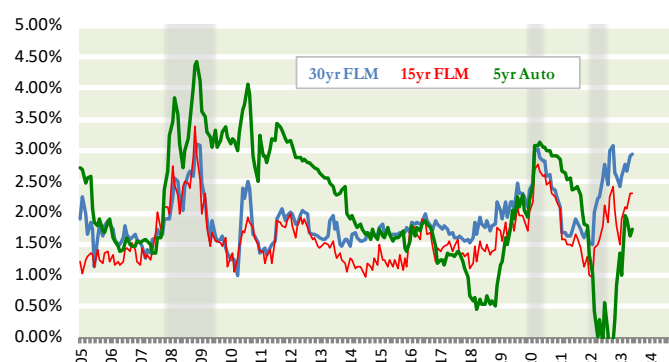
## STRATEGIC ASSESSMENT OF RELATIVE VALUE INVESTMENT AND FUNDING OPTIONS

### 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	5.08%	-	-	-	-	-	-	-	-	-	-
1yr Agy	5.55%	1 year	4 years	6.96%	6.25%	5.99%	6.18%	5.06%	5.88%	4.73%	5.85%
2yr Agy Callable	5.70%	2 years	3 years	7.33%	6.38%	6.03%	6.28%	4.66%	5.90%	3.60%	5.85%
3yr Agy Callable	5.75%	3 years	2 years	8.08%	6.65%	6.13%	6.50%	3.47%	5.95%	-	-
3yr Agy MBS	5.00%	3 years	2 years	9.20%	7.78%	7.25%	7.63%	5.72%	8.20%	-	-
4yr Agy Callable	5.80%	4 years	1 year	10.20%	7.35%	6.30%	7.05%	-	-	-	-
4yr Agy MBS	5.18%	4 years	1 year	12.68%	9.83%	8.78%	9.53%	-	-	-	-
5yr Agy Callable	5.85%	5 years	-	-	-	-	-	-	-	-	-
5yr New Vehicle	5.90%	3 years	2 years	7.85%	6.43%	-	-	-	-	-	-
5yr Used Vehicle	6.05%	3 years	2 years	7.63%	6.20%	-	-	-	-	-	-
15yr Mortgage	6.11%	5 years	-	-	-	-	-	-	-	-	-
30yr Mortgage	6.68%	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	0.09%	1 year	2 years	3.99%	6.33%	5.41%	9.17%
Regular Savings	0.18%	1 year	2 years	3.95%	6.29%	5.32%	9.08%
Money Market	0.74%	1 year	2 years	3.67%	6.01%	4.76%	8.52%
FHLB Overnight	5.03%	1 year	2 years	1.52%	3.86%	0.47%	4.23%
Catalyst Settlement	6.65%	1 year	2 years	0.71%	3.05%	-0.58%	2.61%
6mo Term CD	2.11%	6 mos	2.5 yrs	2.81%	4.68%	2.96%	5.47%
6mo FHLB Term	5.38%	6 mos	2.5 yrs	2.15%	4.02%	1.87%	4.38%
6mo Catalyst Term	5.97%	6 mos	2.5 yrs	2.03%	3.91%	1.68%	4.18%
1yr Term CD	2.73%	1 year	2 years	2.67%	5.01%	2.77%	6.53%
1yr FHLB Term	5.28%	1 year	2 years	1.40%	3.74%	0.22%	3.98%
2yr Term CD	2.75%	2 years	1 year	2.57%	7.25%	-	-
2yr FHLB Term	4.63%	2 years	1 year	-1.19%	3.49%	-	-
3yr Term CD	2.69%	3 years	-	-	-	-	-
3yr FHLB Term	4.25%	3 years	-	-	-	-	-

\* Highest relative value noted by highest differentials and volatility projections



Q4-2022	<\$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
<b>DEMOGRAPHICS</b>											
Number of Credit Unions	294	673	1,357	657	1,070	709	4,760	967	2,324	2,981	4,051
Average Assets (\$Mil)	\$0.905	\$5.6	\$26.4	\$72.9	\$227.1	\$2,591.2	\$455.4	\$4.2	\$17.2	\$29.4	\$81.6
Pct of Credit Unions	6%	14%	29%	14%	22%	15%	100%	20%	49%	63%	85%
Pct of Industry Assets	0.0%	0.2%	2%	2%	11%	85%	100%	0%	2%	4%	15%
<b>GROWTH RATES (YTD)</b>											
Total Assets	-9.7%	-5.3%	-4.8%	-3.4%	-1.2%	6.6%	5.2%	-5.6%	-4.9%	-4.1%	-2.0%
Total Loans	-1.2%	4.6%	5.9%	6.2%	10.5%	21.8%	20.0%	4.3%	5.7%	6.0%	9.4%
- Direct Loans	-1.6%	5.5%	5.3%	4.8%	7.9%	19.0%	17.2%	5.0%	5.3%	5.0%	7.2%
- Indirect Loans	-	-74.6%	21.1%	18.9%	23.8%	32.0%	31.1%	-72.2%	18.4%	18.8%	23.2%
Total Shares	-8.4%	-5.1%	-4.5%	-3.1%	-1.5%	4.0%	3.0%	-5.3%	-4.6%	-3.8%	-2.2%
- Checking & Savings	-9.9%	-5.5%	-4.6%	-3.4%	-2.3%	2.7%	1.6%	-5.8%	-4.7%	-4.0%	-2.8%
Net Worth	-7.0%	-0.7%	-1.7%	1.1%	4.0%	11.6%	10.1%	-1.2%	-1.6%	-0.2%	2.8%
<b>BALANCE SHEET ALLOCATION</b>											
Net Worth-to-Total Assets	18.5%	16.1%	12.1%	11.6%	10.8%	10.7%	10.7%	16.2%	12.5%	12.0%	11.1%
Cash & Inv-to-Total Assets	50%	48%	47%	41%	31%	24%	26%	48%	47%	44%	34%
Loans-to-Total Assets	43%	47%	49%	54%	63%	71%	69%	47%	48%	52%	60%
Vehicle-to-Total Loans	63%	67%	52%	44%	39%	31%	32%	66%	53%	48%	41%
REL-to-Total Loans	1%	6%	28%	40%	46%	54%	52%	6%	26%	34%	43%
REL-to-Net Worth	2%	19%	114%	185%	272%	359%	339%	18%	101%	145%	235%
Indirect-to-Total Loans	0%	0%	4%	11%	18%	23%	22%	0%	4%	8%	16%
Loans-to-Total Shares	54%	57%	56%	61%	72%	84%	81%	57%	56%	59%	68%
Chkg & Svgs-to-Total Shares	93%	86%	78%	73%	66%	54%	56%	86%	79%	76%	68%
Nonterm-to-Total Shares	93%	87%	85%	83%	81%	77%	78%	88%	85%	84%	82%
Term CDs-to-Total Shares	5%	9%	10%	10%	4%	17%	16%	9%	9%	10%	5%
Liquidity Ratio	30.0%	13.5%	8.9%	8.1%	6.7%	5.9%	6.1%	14.6%	9.5%	8.8%	7.3%
Short-term Funding Ratio	45.5%	30.8%	23.0%	17.9%	12.4%	9.3%	10.1%	23.7%	20.6%	14.6%	10.2%
Net Long-term Asset Ratio	3.7%	9.5%	22.1%	29.5%	35.6%	40.6%	39.5%	20.9%	25.6%	32.9%	39.4%
<b>LOAN QUALITY</b>											
Loan Delinquency Ratio	2.63%	1.35%	0.91%	0.70%	0.55%	0.61%	0.61%	0.95%	0.81%	0.61%	0.61%
Net Charge-off Ratio	0.61%	0.35%	0.25%	0.24%	0.23%	0.36%	0.34%	0.26%	0.25%	0.23%	0.34%
"Misery" Index	3.24%	1.70%	1.16%	0.94%	0.78%	0.97%	0.95%	1.21%	1.06%	0.84%	0.95%
Core Delinquency Rate	2.27%	1.25%	0.84%	0.64%	0.52%	0.55%	0.55%	1.31%	0.88%	0.74%	0.57%
Core Net Charge-off Rate	0.36%	0.18%	0.23%	0.26%	0.31%	0.59%	0.55%	0.19%	0.22%	0.24%	0.29%
Core "Misery" Index	2.63%	1.44%	1.07%	0.90%	0.83%	1.15%	1.10%	1.50%	1.11%	0.99%	0.86%
RE Loan Delinquency	2.74%	1.14%	0.75%	0.53%	0.38%	0.39%	0.39%	1.15%	0.76%	0.61%	0.42%
Vehicle Loan Delinquency	2.28%	1.25%	0.86%	0.71%	0.66%	0.67%	0.67%	1.31%	0.92%	0.81%	0.70%
Direct Loans	2.29%	1.25%	0.80%	0.63%	0.47%	0.48%	0.51%	1.31%	0.87%	0.76%	0.57%
Indirect Loans	0.00%	0.11%	1.54%	0.93%	0.88%	0.73%	0.74%	0.10%	1.53%	1.05%	0.90%
Loss Allow as % of Loans	2.78%	1.17%	0.75%	0.67%	0.61%	0.79%	0.77%	1.27%	0.80%	0.73%	0.63%
Current Loss Exposure	1.19%	0.57%	0.45%	0.41%	0.35%	0.35%	0.36%	0.61%	0.46%	0.43%	0.37%
Coverage Ratio (Adequacy)	2.3	2.1	1.7	1.7	1.7	2.2	2.2	2.1	1.7	1.7	1.7
<b>EARNINGS</b>											
Gross Asset Yield	3.04%	3.10%	2.85%	2.93%	3.11%	3.44%	3.38%	3.09%	2.88%	2.90%	3.05%
Cost of Funds	0.50%	0.30%	0.24%	0.25%	0.32%	0.56%	0.52%	0.32%	0.24%	0.25%	0.30%
Gross Interest Margin	<b>2.54%</b>	<b>2.79%</b>	<b>2.62%</b>	<b>2.68%</b>	<b>2.79%</b>	<b>2.89%</b>	<b>2.86%</b>	<b>2.78%</b>	<b>2.63%</b>	<b>2.66%</b>	<b>2.75%</b>
Provision Expense	0.19%	0.16%	0.12%	0.13%	0.15%	0.27%	0.25%	0.17%	0.13%	0.13%	0.14%
Net Interest Margin	<b>2.35%</b>	<b>2.63%</b>	<b>2.50%</b>	<b>2.55%</b>	<b>2.64%</b>	<b>2.61%</b>	<b>2.61%</b>	<b>2.61%</b>	<b>2.51%</b>	<b>2.53%</b>	<b>2.61%</b>
Non-Interest Income	0.39%	0.55%	0.88%	1.09%	1.21%	1.10%	1.11%	0.53%	0.84%	0.98%	1.15%
Non-Interest Expense	3.43%	3.30%	3.05%	3.13%	3.19%	2.79%	2.85%	3.30%	3.08%	3.10%	3.17%
Net Operating Expense	<b>3.04%</b>	<b>2.75%</b>	<b>2.18%</b>	<b>2.03%</b>	<b>1.98%</b>	<b>1.69%</b>	<b>1.74%</b>	<b>2.77%</b>	<b>2.24%</b>	<b>2.12%</b>	<b>2.02%</b>
Net Operating Return	<b>-0.69%</b>	<b>-0.12%</b>	<b>0.32%</b>	<b>0.52%</b>	<b>0.66%</b>	<b>0.93%</b>	<b>0.88%</b>	<b>-0.16%</b>	<b>0.27%</b>	<b>0.41%</b>	<b>0.59%</b>
Non-recurring Inc(Exp)	0.90%	0.26%	0.09%	0.10%	0.05%	0.01%	0.02%	0.30%	0.11%	0.10%	0.07%
Net Income	0.20%	0.13%	0.41%	0.62%	0.71%	0.94%	0.89%	0.14%	0.38%	0.51%	0.66%
Return on Net Worth	-3.8%	-0.8%	2.7%	4.6%	6.3%	8.9%	8.3%	-1.0%	2.2%	3.4%	5.5%





Q4-2022

<\$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	30%	14%	9%	8%	7%	6%	6%	15%	9%	9%	7%
Investments as Pct of Asset	26%	38%	39%	34%	25%	19%	20%	37%	39%	36%	28%
Short-term Funding Ratio	45.54%	30.78%	22.97%	17.94%	12.36%	9.33%	10.13%	23.72%	20.58%	14.58%	10.19%
Avg Cash & Investment Rat	0.89%	1.47%	1.78%	1.91%	2.08%	2.54%	2.44%	1.42%	1.74%	1.83%	2.00%

### Loan Portfolio

Total Loan Growth-Annl	-1.2%	4.6%	5.9%	6.2%	10.5%	21.8%	20.0%	4.3%	5.7%	6.0%	9.4%
Consumer Loan Growth-An	-1.1%	4.5%	7.0%	6.7%	13.0%	21.3%	19.6%	4.1%	6.7%	6.7%	11.2%
Mortgage Loan Growth-An	-20.5%	7.3%	3.1%	5.4%	7.7%	22.2%	20.4%	6.9%	3.2%	4.7%	7.1%
Avg Loan Balance	\$6,333	\$8,075	\$3,850	\$6,497	\$10,735	\$20,169	\$17,141	\$7,965	\$4,265	\$5,541	\$9,516
Avg Loan Rate	6.40%	5.69%	4.95%	4.62%	4.41%	4.44%	4.45%	5.74%	5.03%	4.80%	4.50%
Avg Loan Yield, net	5.93%	5.33%	4.69%	4.37%	4.16%	4.04%	4.07%	5.37%	4.76%	4.53%	4.25%

### Credit Mitigation-

#### Delinquency Rates-

Credit Cards	0.05%	2.23%	1.44%	1.15%	0.90%	1.52%	1.48%	2.18%	1.47%	1.28%	0.98%
New Vehicle Loans	1.93%	0.79%	0.48%	0.34%	0.30%	0.38%	0.37%	0.86%	0.53%	0.43%	0.33%
Used Vehicle Loans	2.48%	1.54%	1.07%	0.88%	0.81%	0.84%	0.84%	0.08%	0.05%	0.06%	0.07%
Total Vehicle Loans	1.25%	0.86%	0.71%	0.66%	0.67%	0.67%	1.31%	0.92%	0.81%	0.70%	0.00%
Real Estate Loans	2.74%	1.14%	0.75%	0.53%	0.38%	0.39%	0.39%	1.15%	0.76%	0.61%	0.42%
Total Loan Delinquency	2.63%	1.35%	0.91%	0.70%	0.55%	0.61%	0.61%	0.95%	0.81%	0.61%	0.61%

#### Net Charge-off Rates-

Credit Cards	0.06%	1.02%	0.95%	1.04%	1.24%	2.39%	2.30%	1.00%	0.95%	1.00%	1.19%
New Vehicle Loans	0.22%	0.07%	0.05%	0.06%	0.07%	0.14%	0.13%	0.85%	0.53%	0.44%	0.34%
Used Vehicle Loans	0.44%	0.23%	0.26%	0.28%	0.31%	0.37%	0.36%	1.60%	1.13%	1.00%	0.86%
Total Vehicle Loans	0.36%	0.17%	0.19%	0.21%	0.24%	0.29%	0.28%	0.18%	0.19%	0.20%	0.23%
Non-Comm RE Loans	11.32%	-0.01%	0.38%	0.25%	0.66%	0.58%	0.58%	0.07%	0.37%	0.29%	0.59%
Total Net Charge-offs	0.35%	0.25%	0.24%	0.23%	0.36%	0.34%	0.26%	0.25%	0.23%	0.34%	0.00%

#### "Misery" Indices-

Credit Cards	0.11%	3.25%	2.39%	2.19%	2.14%	3.91%	3.78%	3.18%	2.42%	2.28%	2.17%
New Vehicle Loans	2.15%	0.86%	0.53%	0.40%	0.37%	0.52%	0.50%	1.70%	1.06%	0.86%	0.67%
Used Vehicle Loans	2.92%	1.77%	1.33%	1.16%	1.12%	1.21%	1.20%	1.68%	1.19%	1.05%	0.92%
Total Vehicle Loans	1.61%	1.03%	0.90%	0.87%	0.91%	0.96%	1.59%	1.10%	1.00%	0.90%	0.23%
Non-Comm RE Loans	14.06%	1.13%	1.13%	0.78%	1.04%	0.97%	0.97%	1.22%	1.13%	0.90%	1.01%
Total "Misery" Index	2.98%	1.60%	1.15%	0.93%	0.91%	0.95%	0.87%	1.20%	1.04%	0.95%	0.61%

### Funding Portfolio

Share Growth YTD-Annl	-10.5%	-6.1%	-5.2%	-3.6%	-1.7%	4.6%	3.4%	-6.4%	-5.3%	-4.4%	-2.4%
Chkg & Savings YTD-Annl	-9.9%	-5.5%	-4.6%	-3.4%	-2.3%	2.7%	1.6%	-5.8%	-4.7%	-4.0%	-2.8%
Avg Share Balance per Mbr	\$2,584	\$5,589	\$9,231	\$10,713	\$12,391	\$14,172	\$13,677	\$5,209	\$8,585	\$9,635	\$11,521
Avg Share Balance	\$11,711	\$14,184	\$6,932	\$10,578	\$14,986	\$24,037	\$21,047	\$13,998	\$7,291	\$8,789	\$12,635
Avg Share Rate	0.62%	0.36%	0.27%	0.28%	0.36%	0.65%	0.60%	0.38%	0.28%	0.28%	0.34%
Core as Pct of Total Shares	93%	86%	78%	73%	66%	54%	56%	86%	79%	76%	68%
Term CDs as Pct of Shares	5%	9%	10%	10%	13%	17%	16%	9%	9%	10%	12%
Non-Member Deposit Ratio	1.0%	1.0%	0.8%	1.0%	1.0%	1.2%	1.2%	1.0%	0.8%	0.9%	1.0%
Borrowings/Total Funding	0.1%	0.3%	0.3%	0.6%	2.0%	5.7%	5.1%	0.3%	0.3%	0.5%	1.6%
Borrowings Growth YTD	-40.0%	36.8%	458.6%	203.3%	211.6%	125.3%	128.4%	31.5%	326.0%	229.1%	212.9%
Avg Borrowings Rate	-	1.70%	2.62%	2.42%	2.37%	2.97%	2.94%	2.45%	2.60%	2.47%	2.38%

Q4-2022	<\$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
<b>Net Operating Profitability-</b>											
Earning Asset/Funding	117%	115%	109%	108%	107%	112%	112%	115%	110%	109%	107%
Non-Int Inc-to-Total Revenue	11%	15%	24%	27%	28%	24%	25%	15%	23%	25%	27%
Net Op Cash Flow (YTD-\$Mil)	\$ (23)	\$ (285)	\$ (2,674)	\$ (3,074)	\$ (18,339)	\$ (165,624)	\$ (190,020)	\$ (309)	\$ (2,982)	\$ (6,056)	\$ (24,395)
Average Loan Balance	6,333	8,075	3,850	6,497	10,735	20,169	17,141	7,965	4,265	5,541	9,516
Average Share Balance	2,414	4,436	5,716	6,174	6,630	7,171	7,039	4,214	5,524	5,863	6,408
<b>Net Operating Return per FTE</b>											
Interest Income per FTE	\$41,369	\$83,999	\$129,264	\$140,607	\$149,217	\$227,985	\$210,483	\$78,665	\$120,718	\$130,859	\$144,061
Avg Int & Prov per FTE	\$9,437	\$12,660	\$16,157	\$18,134	\$22,434	\$54,825	\$47,743	\$12,257	\$15,498	\$16,842	\$20,863
Net Interest Income per FTE	\$31,932	\$71,338	\$113,108	\$122,473	\$126,784	\$173,159	\$162,740	\$66,408	\$105,220	\$114,017	\$123,198
Non-Interest Income per FTE	\$5,282	\$14,787	\$39,780	\$52,598	\$58,066	\$72,892	\$68,989	\$13,597	\$35,358	\$44,148	\$54,157
Avg Operating Exp per FTE	\$46,636	\$89,413	\$138,319	\$150,192	\$153,133	\$184,585	\$177,247	\$84,061	\$129,155	\$139,881	\$149,411
Net Operating Exp per FTE	\$41,354	\$74,627	\$98,539	\$97,594	\$95,067	\$111,693	\$108,258	\$70,464	\$93,797	\$95,733	\$95,254
<b>Avg Net Op Return per FTE</b>	<b>\$ (9,422)</b>	<b>\$ (3,288)</b>	<b>\$ 14,569</b>	<b>\$24,879</b>	<b>\$ 31,717</b>	<b>\$ 61,466</b>	<b>\$ 54,482</b>	<b>\$ (4,056)</b>	<b>\$ 11,424</b>	<b>\$18,284</b>	<b>\$ 27,944</b>
<b>Revenue/Operating Expense Assessment</b>											
<b>Revenue-</b>											
Avg Revenue per FTE	\$46,650	\$98,785	\$169,045	\$193,206	\$207,284	\$300,876	\$279,472	\$92,262	\$156,076	\$175,007	\$198,218
- Total Revenue Ratio	3.43%	3.64%	3.73%	4.02%	4.32%	4.54%	4.49%	3.63%	3.72%	3.88%	4.20%
<b>Operating Expenses-</b>											
Avg Comp & Benefits per FTE	\$22,184	\$46,720	\$65,144	\$69,973	\$76,409	\$96,411	\$91,620	\$43,650	\$61,514	\$65,827	\$73,437
- C & B Exp Ratio	1.63%	1.72%	1.44%	1.46%	1.59%	1.46%	1.47%	1.72%	1.47%	1.46%	1.56%
- Pct of Total Op Expense	48%	52%	47%	47%	50%	52%	52%	52%	48%	47%	49%
- FTE-to-Ops (Staff Eff)	1.76	0.72	0.36	0.30	0.26	0.16	0.18	0.78	0.40	0.34	0.27
- Full-time Equivalents	206	1,441	8,102	10,141	50,923	268,744	339,557	1,647	9,749	19,890	70,813
- Pct Part-time Employee	81%	46%	16%	9%	7%	5%	6%	51%	23%	16%	10%
Avg Occ & Ops Exp per FTE	\$15,170	\$23,742	\$37,467	\$38,990	\$38,725	\$44,049	\$42,835	\$22,669	\$34,968	\$37,019	\$38,246
- Occup & Ops Exp Ratio	1.11%	0.88%	0.83%	0.81%	0.81%	0.67%	0.69%	0.89%	0.83%	0.82%	0.81%
- Pct of Total Op Expense	33%	27%	27%	26%	25%	24%	24%	27%	27%	26%	26%
Avg All Other Exp per FTE	\$9,282	\$18,952	\$35,707	\$41,229	\$37,999	\$44,124	\$42,792	\$17,742	\$32,673	\$37,035	\$37,728
- All Other Expense Ratio	0.68%	0.70%	0.79%	0.86%	0.79%	0.67%	0.69%	0.70%	0.78%	0.82%	0.80%
- Pct of Total Op Expense	20%	21%	26%	27%	25%	24%	24%	21%	25%	26%	25%
<b>Membership Outreach-</b>											
Members-to-Potential	3.7%	6.8%	2.3%	2.1%	2.3%	3.2%	3.0%	6.2%	2.5%	2.3%	2.3%
Members-to-FTEs	399	394	419	388	340	409	398	394	414	401	357
Borrower-to-Members	22.1%	39.4%	133.2%	101.3%	82.7%	59.0%	65.0%	37.1%	112.1%	102.3%	82.6%
Branches	301	697	1,889	1,509	4,713	12,163	21,270	997	2,886	4,395	9,108
Members per Branch	274	814	1,796	2,608	3,670	9,043	6,359	651	1,400	1,815	2,775



**Q4-2022**

<\$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	0.39%	0.55%	0.88%	1.09%	1.21%	1.10%	1.11%	0.53%	0.84%	0.98%	1.15%
Compensation & Benefits	1.63%	1.72%	1.44%	1.46%	1.59%	1.46%	1.47%	1.72%	1.47%	1.46%	1.56%
Travel & Conference	0.02%	0.02%	0.02%	0.03%	0.03%	0.02%	0.02%	0.02%	0.02%	0.03%	0.03%
Office Occupancy	0.21%	0.15%	0.18%	0.20%	0.21%	0.17%	0.17%	0.15%	0.18%	0.19%	0.20%
Office Operations	0.90%	0.73%	0.65%	0.61%	0.60%	0.50%	0.52%	0.74%	0.66%	0.63%	0.61%
Educational & Promo	0.05%	0.03%	0.06%	0.08%	0.10%	0.11%	0.11%	0.03%	0.06%	0.07%	0.09%
Loan Servicing	0.11%	0.12%	0.17%	0.22%	0.23%	0.19%	0.20%	0.11%	0.16%	0.19%	0.22%
Professional & Outside Sv	0.28%	0.38%	0.43%	0.44%	0.35%	0.23%	0.25%	0.37%	0.42%	0.43%	0.37%
Member Insurance	0.02%	0.01%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%
Operating Fees	0.05%	0.03%	0.02%	0.02%	0.01%	0.01%	0.01%	0.03%	0.02%	0.02%	0.02%
Miscellaneous	0.15%	0.11%	0.09%	0.07%	0.07%	0.10%	0.09%	0.12%	0.09%	0.08%	0.07%
<b>Total Ops Expense</b>	<b>3.43%</b>	<b>3.30%</b>	<b>3.05%</b>	<b>3.13%</b>	<b>3.19%</b>	<b>2.79%</b>	<b>2.85%</b>	<b>3.30%</b>	<b>3.08%</b>	<b>3.10%</b>	<b>3.17%</b>
<b>Net Operating Expense</b>	<b>3.04%</b>	<b>2.75%</b>	<b>2.18%</b>	<b>2.03%</b>	<b>1.98%</b>	<b>1.69%</b>	<b>1.74%</b>	<b>2.77%</b>	<b>2.24%</b>	<b>2.12%</b>	<b>2.02%</b>

**NET INFRASTRUCTURE COST PER FULL-TIME EQUIVALENT**

Fee Income	\$5,282	\$14,787	\$39,780	\$52,598	\$58,066	\$72,892	\$68,989	\$13,597	\$35,358	\$44,148	\$54,157
Compensation & Benefits	\$22,184	\$46,720	\$65,144	\$69,973	\$76,409	\$96,411	\$91,620	\$43,650	\$61,514	\$65,827	\$73,437
Travel & Conference	\$233	\$555	\$1,037	\$1,321	\$1,414	\$1,306	\$1,311	\$515	\$949	\$1,139	\$1,337
Office Occupancy	\$2,888	\$3,957	\$8,220	\$9,674	\$9,858	\$11,018	\$10,699	\$3,823	\$7,478	\$8,597	\$9,504
Office Operations	\$12,282	\$19,785	\$29,247	\$29,317	\$28,867	\$33,031	\$32,136	\$18,846	\$27,490	\$28,422	\$28,742
Educational & Promo	\$665	\$902	\$2,814	\$3,826	\$4,929	\$7,539	\$6,891	\$873	\$2,486	\$3,169	\$4,435
Loan Servicing	\$1,471	\$3,124	\$7,517	\$10,403	\$10,840	\$12,800	\$12,262	\$2,917	\$6,740	\$8,608	\$10,213
Professional & Outside Sv	\$3,791	\$10,205	\$19,267	\$21,171	\$16,908	\$15,349	\$15,824	\$9,402	\$17,601	\$19,421	\$17,614
Member Insurance	\$325	\$278	\$160	\$89	\$79	\$56	\$63	\$284	\$181	\$134	\$94
Operating Fees	\$689	\$833	\$950	\$907	\$707	\$540	\$588	\$815	\$928	\$917	\$766
Miscellaneous	\$2,107	\$3,054	\$3,962	\$3,511	\$3,122	\$6,534	\$5,853	\$2,936	\$3,789	\$3,647	\$3,270
<b>Total Ops Expense</b>	<b>\$46,636</b>	<b>\$89,413</b>	<b>\$138,319</b>	<b>\$150,192</b>	<b>\$153,133</b>	<b>\$184,585</b>	<b>\$177,247</b>	<b>\$84,061</b>	<b>\$129,155</b>	<b>\$139,881</b>	<b>\$149,411</b>
<b>Net Operating Expense</b>	<b>\$41,354</b>	<b>\$74,627</b>	<b>\$98,539</b>	<b>\$97,594</b>	<b>\$95,067</b>	<b>\$111,693</b>	<b>\$108,258</b>	<b>\$70,464</b>	<b>\$93,797</b>	<b>\$95,733</b>	<b>\$95,254</b>