

19 January 2024

BENCHMARK INTEREST RATES AND YIELD CURVE

**US Treasury Rates-**

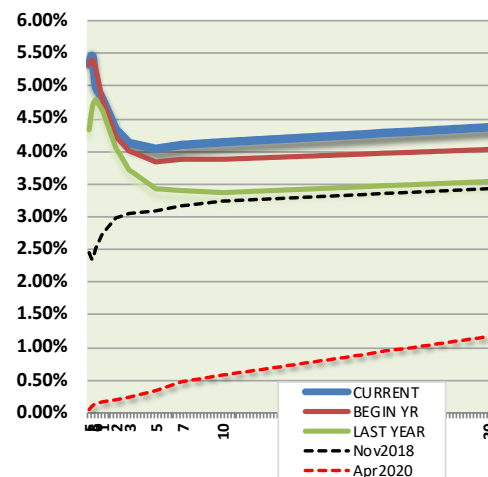
	THIS WK	LAST MO	YR END	LAST YR	CHANGES SINCE		
	1/18/24	12/18/23	12/31/23	1/18/23	This Yr	Last Yr	This Cycle*
Prime	8.50%	8.50%	8.50%	7.50%	0.00%	1.00%	5.25%
Fed Funds	5.33%	5.33%	5.33%	4.33%	0.00%	1.00%	5.28%
3mo	5.45%	5.46%	5.40%	4.69%	0.05%	0.76%	5.34%
6mo	5.00%	5.36%	5.26%	4.79%	-0.26%	0.21%	4.86%
1yr	4.80%	4.95%	4.79%	4.63%	0.01%	0.17%	4.63%
2yr	4.34%	4.43%	4.23%	4.06%	0.11%	0.28%	4.14%
3yr	4.13%	4.15%	4.01%	3.72%	0.12%	0.41%	3.89%
5yr	4.04%	3.94%	3.84%	3.43%	0.20%	0.61%	3.70%
7yr	4.10%	3.97%	3.88%	3.40%	0.22%	0.70%	3.62%
10yr	4.14%	3.95%	3.88%	3.37%	0.26%	0.77%	3.56%
30yr	4.37%	4.05%	4.03%	3.54%	0.34%	0.83%	3.20%

**Slope of the Yield Curve-**

2yr-3mo	-1.11%	-1.03%	-1.17%	-0.63%	0.06%	-0.48%	-1.74%
5yr-2yr	-0.30%	-0.49%	-0.39%	-0.63%	0.09%	0.33%	-0.41%
10yr-5yr	0.10%	0.01%	0.04%	-0.06%	0.06%	0.16%	-0.05%
10yr-3mo	-1.31%	-1.51%	-1.52%	-1.32%	0.21%	0.01%	-2.20%

\*Since Mar 2020

**YIELD CURVE ASSESSMENT**



## MONTHLY RETAIL SALES UNCHANGED IN DECEMBER; ANNUAL INCREASE OF 3.2%

Holiday shopping turned out slightly better than expected in December as shoppers maintained the pace to close out a relatively improved 2023.

Retail sales were buoyed by a pickup in clothing and accessory stores as well as online nonstore businesses. Excluding autos, sales rose 0.4%.

The report comes amid speculation about how much strength the U.S. economy possessed heading into the new year, when growth is expected to slow. However, a resilient consumer could signal more momentum and possibly give the Federal Reserve some caution about how to proceed on interest rates.

On a year-over-year basis, retail sales ended 2023 up 3.2%. The numbers are not adjusted for inflation, so sales show that consumers barely keeping up with an annual inflation rate of 3.4% as measured by the consumer price index.

Interestingly, consumers continue to shun brick and mortar stores in favor of online shopping. The behavioral change that happened during the pandemic will likely persist and successful retailers will have to adjust to this new model.

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

		LATEST	CURRENT	PREV
GDP	QoQ	Q3-3rd	4.9%	2.1%
GDP - YTD	AnnI	Q3-3rd	3.0%	2.1%
Consumer Spending	QoQ	Q3-3rd	3.1%	0.8%
Consumer Spending YTD	AnnI	Q3-3rd	3.0%	2.3%
Unemployment Rate	Mo	December	3.7%	3.7%
Underemployment Rate	Mo	December	7.1%	7.0%
Participation Rate	Mo	December	62.5%	62.8%
Wholesale Inflation	YoY	December	1.0%	0.9%
Consumer Inflation	YoY	December	3.4%	3.1%
Core Inflation	YoY	December	3.9%	4.0%
Consumer Credit	Annual	October	5.7%	1.4%
Retail Sales	YoY	December	3.2%	3.2%
Vehicle Sales	AnnI (Mil)	November	15.9	16.0
Home Sales	AnnI (Mil)	November	4.499	4.549
Home Prices	YoY	October	4.8%	3.9%

**Key Consumer Market Data-**

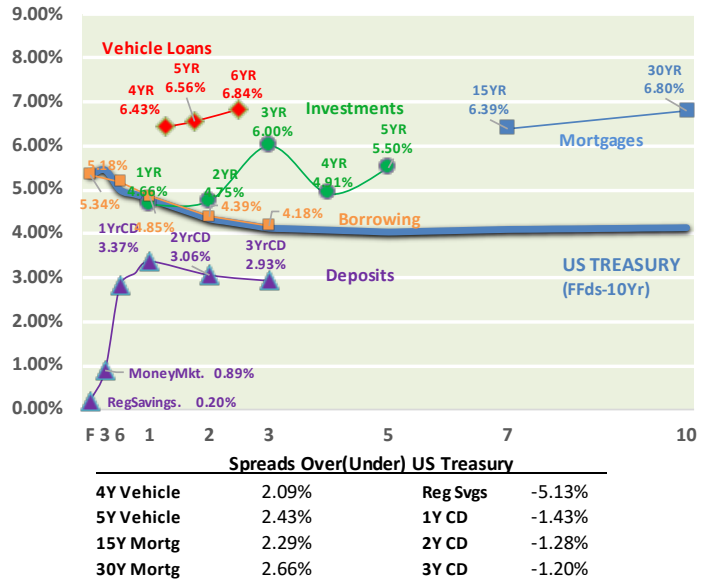
	THIS WK	YR END	PCT CHANGES	
	1/18/24	12/31/23	YTD	12Mos
DJIA	37,468	37,689	-0.6%	12.3%
S&P 500	4,780	4,769	0.2%	20.5%
NASDAQ	15,055	15,011	0.3%	35.6%
Crude Oil	73.95	71.77	3.0%	-9.4%
Avg Gasoline	3.06	3.12	-1.9%	-7.6%
Gold	2,013	2,072	-2.8%	4.6%

ECONOMIC UPDATE AND ANALYSIS



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

	THIS WK	CHANGE IN MARKET RATES SINCE			Rate Sen
	1/18/24	YTD	Nov18 High	2020 Low	
Classic CC	13.14%	0.04%	1.45%	2.10%	40%
Platinum CC	12.67%	0.02%	2.40%	3.31%	63%
48mo Veh	6.43%	0.00%	2.77%	3.19%	77%
60mo Veh	6.56%	0.01%	2.79%	3.21%	83%
72mo Veh	6.84%	0.01%	2.72%	3.17%	81%
HE LOC	8.45%	0.01%	2.89%	4.22%	80%
10yr HE	7.58%	-0.01%	2.06%	2.48%	67%
15yr FRM	6.39%	0.61%	1.81%	3.07%	85%
30yr FRM	6.80%	0.42%	1.74%	3.09%	87%
Sh Drafts	0.10%	0.01%	-0.04%	-0.02%	0%
Reg Svgs	0.20%	0.01%	0.01%	0.05%	1%
MMkt-10k	0.89%	0.01%	0.41%	0.57%	11%
MMkt-50k	1.20%	0.02%	0.55%	0.75%	14%
6mo CD	2.83%	0.04%	1.80%	2.24%	46%
1yr CD	3.37%	0.01%	1.86%	2.52%	54%
2yr CD	3.06%	0.00%	1.21%	2.02%	49%
3yr CD	2.93%	0.00%	0.87%	1.76%	45%



**STRATEGICALLY FOR CREDIT UNIONS**

The reports come with markets anxious over the direction of Fed policy. Current market pricing anticipates the central bank enacting two to six quarter-percentage point rate cuts in 2024. But stronger-than-expected economic growth and higher inflation could force the Fed into keeping policy more restrictive.

Moreover, as for retail sales, we caution everyone that the strong December numbers were driven by a large shift in seasonal factors that could be offset when the January data is released. The report showed broad-based strength in sales for the month, though there were a few areas of weakness. Both clothing and accessory stores and online retailers saw 1.5% increases on the month.

Spending is heavily influenced by the state of the labor market, and December's retail sales report coincides with government data showing that employers continued to hire as the unemployment rate held steady at a relatively low 3.7%.

But US consumers have also been racking up debt over the past year. This could become even more problematic as the US economy is widely expected to gradually cool this year.

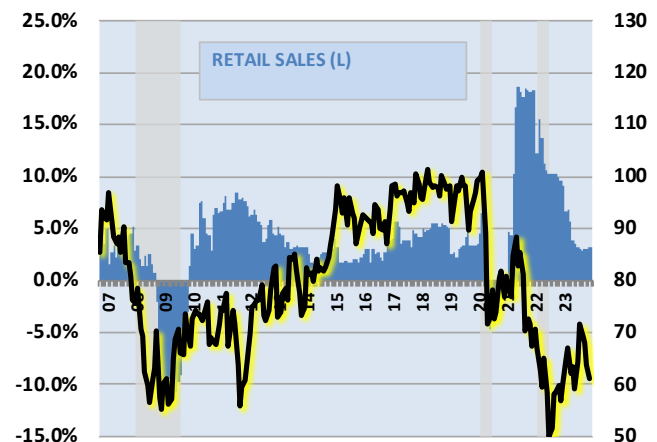
Consumer spending accounts for about two-thirds of the US economy. However, GDP has been buoyed by government spending whose pace of growth has exceeded consumer spending for 5 consecutive quarters.

**ECONOMIC RELEASES**

RELEASES THIS WEEK:	Current	Projected	Previous
Retail Sales (Dec, YoY)	3.2%	3.2%	3.2%

RELEASES FOR UPCOMING WEEK:	Projected	Previous
GDP (Q4, First, QoQ)	2.3%	4.9%
New Home Sales (Dec, Mil Units)	590k	640k

**RETAIL SALES & CONSUMER CONFIDENCE**  
INDEX 100-1966





## ECONOMIC CALENDAR

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
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<b>DECEMBER 18</b>	<b>19</b>	<b>20</b> Existing Home Sales 3.82M	<b>21</b> Jobless Claims Cont'd Claims GDP (Q3, Final) 4.9%	<b>22</b> Personal Income 0.4% Personal Spending 0.2% New Home Sales 59k Consumer Confidence 110.7	<b>23</b>
<b>25</b> <b>CHRISTMAS HOLIDAY</b>	<b>26</b>	<b>27</b> Home Prices 4.8%	<b>28</b> Jobless Claims 218k Cont'd Claims 1.87M	<b>29</b>	<b>30</b>
<b>JANUARY 1</b> <b>NEW YEAR DAY HOLIDAY</b>	<b>2</b> Construction Spdng 0.4%	<b>3</b> FOMC Minutes	<b>4</b> Jobless Claims 202k Cont'd Claims 1.855M	<b>5</b> Unemployment 3.7% Nonfarm Payrolls 216k Private Payrolls 164k Participation Rate 62.5%	<b>6</b>
<b>8</b> Consumer Credit \$23.7B	<b>9</b>	<b>10</b> Consumer Inflation 3.9%	<b>11</b> Jobless Claims 202k Cont'd Claims 1.83M	<b>12</b> Wholesale Inflation 1.0%	<b>13</b>
<b>15</b> <b>MLK DAY</b>	<b>16</b>	<b>17</b> Retail Sales 3.2%	<b>18</b> Jobless Claims 187k Cont'd Claims 1.81M	<b>19</b> Existing Home Sales	<b>20</b>
<b>22</b> <b>Consumer Confidence</b>	<b>23</b>	<b>24</b>	<b>25</b> <b>Jobless Claims</b> <b>Cont'd Claims</b> <b>GDP</b>	<b>26</b>	<b>27</b>
<b>29</b>	<b>30</b> <b>Home Prices</b> <b>Consumer Confidence</b>	<b>31</b> <b>FOMC Announcement</b>	<b>FEBRUARY 1</b> <b>Jobless Claims</b> <b>Cont'd Claims</b> <b>Construction Spending</b>	<b>2</b> <b>Unemployment</b> <b>Nonfarm Payrolls</b> <b>Private Payrolls</b> <b>Participation Rate</b>	<b>3</b>
<b>5</b>	<b>6</b>	<b>7</b> <b>Consumer Credit</b>	<b>8</b> <b>Jobless Claims</b> <b>Cont'd Claims</b>	<b>9</b>	<b>10</b>
<b>12</b>	<b>13</b> <b>Consumer Inflation</b>	<b>14</b>	<b>15</b> <b>Jobless Claims</b> <b>Cont'd Claims</b> <b>Retail Sales</b>	<b>16</b> <b>Wholesale Inflation</b>	<b>17</b>

## ECONOMIC FORECAST

**DECEMBER 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%	2.0%	2.1%	4.9%	0.8%	-0.3%	-0.5%	0.7%	1.5%
GDP - (YTD)	-1.1%	0.3%	0.9%	2.0%	2.1%	3.0%	2.5%	-0.3%	-0.4%	0.0%	0.4%
Consumer Spending - (QoC)	2.0%	2.3%	1.0%	3.8%	0.8%	3.6%	2.3%	-0.5%	0.1%	1.0%	1.2%
Consumer Spending - (YTD)	1.7%	1.9%	1.7%	3.8%	2.3%	2.7%	2.6%	-0.5%	-0.2%	0.2%	0.5%
Government Spending - (QoC)	-1.6%	3.7%	3.8%	4.8%	3.3%	5.5%	0.3%	1.0%	0.6%	0.5%	0.4%
Government Spending - (YTD)	-2.0%	-0.1%	0.9%	4.8%	4.1%	4.5%	3.5%	1.0%	0.8%	0.7%	0.6%

#### Consumer Wealth-

Unemployment Rate	3.6%	3.5%	3.6%	3.5%	3.5%	3.7%	3.9%	4.1%	4.4%	4.8%	5.0%
Consumer Inflation	8.6%	8.3%	7.1%	5.8%	4.1%	3.6%	3.1%	2.7%	2.7%	2.5%	2.3%
Home Prices (YoY)	15.2%	10.4%	5.8%	2.2%	-0.2%	2.5%	4.1%	4.0%	3.7%	3.5%	3.2%

### SINGLE FAMILY HOME & VEHICLE LOAN MARKETS

#### Home Sales-

Total Home Sales (Mil)	5.982	5.350	4.795	4.965	4.941	4.723	4.637	4.837	5.034	5.237	5.411
Existing Home (Mil)	5.373	4.770	4.197	4.327	4.250	4.020	3.921	4.097	4.283	4.471	4.646
New Home Sales (Mil)	0.609	0.580	0.598	0.638	0.691	0.703	0.716	0.740	0.751	0.766	0.765

#### Mortgage Originations-

Single Family Homes (Mils)	2.031	1.364	1.102	0.896	1.239	1.165	1.034	1.089	1.313	1.371	1.304
Purchase Apps (Mils)	1.334	1.054	0.884	0.686	0.948	0.913	0.804	0.790	0.968	0.973	0.894
Refinancing Apps (Mils)	0.697	0.310	0.218	0.210	0.291	0.252	0.230	0.299	0.345	0.398	0.410
Refi Apps Share	34%	23%	20%	23%	23%	22%	22%	27%	26%	29%	31%

#### Vehicle Sales-

Vehicle Sales (Mil)	13.5	14.0	13.9	15.7	15.6	15.9	16.1	16.3	16.5	16.7	16.3
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### MARKET RATE OUTLOOK

#### Benchmark Rates-

Prime	3.5%	6.3%	7.3%	7.8%	8.2%	8.5%	8.5%	8.5%	8.3%	8.1%	7.8%
Fed Funds	1.6%	3.1%	4.4%	4.9%	5.1%	5.3%	5.3%	5.3%	5.1%	4.9%	4.6%
3yr UST	3.0%	4.2%	4.2%	3.5%	4.6%	4.5%	3.9%	3.9%	3.7%	3.6%	3.4%
7yr UST	3.0%	4.0%	4.0%	3.3%	4.1%	4.4%	4.0%	3.9%	3.8%	3.6%	3.5%
10yr UST	2.9%	3.1%	3.8%	3.6%	3.6%	4.2%	4.5%	4.2%	4.0%	3.8%	3.7%

#### Market Rates-

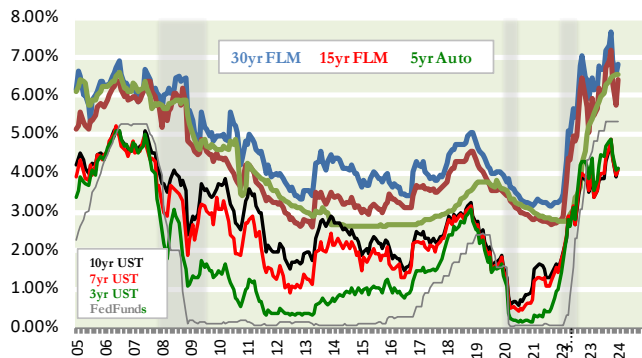
5yr Vehicle Loan Rate	3.4%	4.5%	5.0%	5.5%	5.8%	6.5%	6.5%	6.4%	6.4%	6.3%	6.2%
15yr First-lien Mortgage	4.8%	5.5%	5.7%	5.5%	6.0%	7.2%	5.8%	5.8%	5.7%	5.6%	5.5%
30yr First-lien Mortgage	5.3%	5.7%	6.6%	6.4%	6.5%	7.6%	6.6%	6.5%	6.5%	6.4%	6.3%



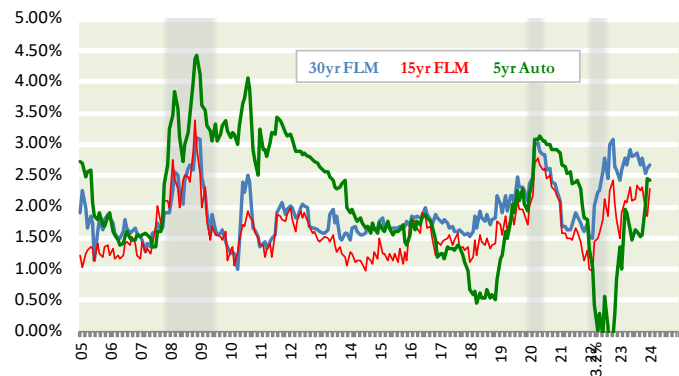
## STRATEGIC ASSESSMENT OF RELATIVE VALUE INVESTMENT AND FUNDING OPTIONS

### 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	5.33%	-	-	-	-	-	-	-	-	-	-
1yr Agy	4.66%	1 year	4 years	7.34%	6.82%	7.04%	7.22%	4.79%	4.99%	4.72%	6.67%
2yr Agy Callable	4.75%	2 years	3 years	8.17%	7.48%	7.77%	8.02%	4.77%	5.07%	4.60%	8.50%
3yr Agy Callable	6.00%	3 years	2 years	8.00%	6.98%	7.40%	7.78%	1.04%	1.64%	-	-
3yr Agy MBS	4.70%	3 years	2 years	9.95%	8.93%	9.35%	9.73%	4.94%	5.54%	-	-
4yr Agy Callable	4.91%	4 years	1 year	14.36%	12.31%	13.16%	13.91%	-	-	-	-
4yr Agy MBS	4.76%	4 years	1 year	14.96%	12.91%	13.76%	14.51%	-	-	-	-
5yr Agy Callable	5.50%	5 years	-	-	-	-	-	-	-	-	-
5yr New Vehicle	6.56%	3 years	2 years	7.16%	6.14%	-	-	-	-	-	-
5yr Used Vehicle	6.71%	3 years	2 years	6.94%	5.91%	-	-	-	-	-	-
15yr Mortgage	6.39%	5 years	-	-	-	-	-	-	-	-	-
30yr Mortgage	6.80%	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	0.10%	1 year	2 years	4.35%	6.22%	6.02%	8.68%
Regular Savings	0.20%	1 year	2 years	4.30%	6.17%	5.92%	8.58%
Money Market	0.89%	1 year	2 years	3.95%	5.83%	5.23%	7.89%
FHLB Overnight	5.34%	1 year	2 years	1.73%	3.60%	0.78%	3.44%
Catalyst Settlement	6.65%	1 year	2 years	1.07%	2.95%	-0.27%	2.13%
6mo Term CD	2.83%	6 mos	2.5 yrs	2.95%	4.45%	3.14%	4.91%
6mo FHLB Term	5.18%	6 mos	2.5 yrs	2.48%	3.98%	2.35%	4.13%
6mo Catalyst Term	5.76%	6 mos	2.5 yrs	2.36%	3.86%	2.16%	3.93%
1yr Term CD	3.37%	1 year	2 years	2.71%	4.59%	2.75%	5.41%
1yr FHLB Term	4.85%	1 year	2 years	1.97%	3.85%	1.27%	3.93%
2yr Term CD	3.06%	2 years	1 year	2.67%	6.42%	-	-
2yr FHLB Term	4.39%	2 years	1 year	0.01%	3.76%	-	-
3yr Term CD	2.93%	3 years	-	-	-	-	-
3yr FHLB Term	4.18%	3 years	-	-	-	-	-

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



Q3-2023	<\$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	282	656	1,297	642	1,058	710	4,645	938	2,235	2,877	3,935
Average Assets (\$Mil)	\$0.917	\$5.7	\$26.3	\$72.7	\$228.7	\$2,679.8	\$480.0	\$4.3	\$17.1	\$29.5	\$83.0
Pct of Credit Unions	6%	14%	28%	14%	23%	15%	100%	20%	48%	62%	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	-3.8%	-2.2%	-6.2%	-3.4%	-0.5%	4.8%	3.8%	-2.3%	-5.8%	-4.5%	-1.6%
Total Loans	5.8%	10.3%	4.0%	2.1%	4.8%	7.8%	7.4%	10.0%	4.6%	3.2%	4.4%
- Direct Loans	5.8%	10.3%	3.9%	2.5%	4.1%	9.0%	8.3%	10.0%	4.6%	3.4%	4.0%
- Indirect Loans	-	-15.7%	6.6%	-1.5%	8.3%	2.5%	3.0%	0.0%	6.5%	0.1%	7.3%
Total Shares	-4.2%	-3.4%	-6.5%	-4.3%	-1.9%	2.4%	1.6%	-3.5%	-6.2%	-5.1%	-2.7%
- Checking & Savings	-5.7%	-6.8%	-11.7%	-8.8%	-9.7%	-9.4%	-9.5%	-6.7%	-11.1%	-9.9%	-9.8%
Net Worth	3.3%	6.4%	1.5%	6.4%	5.8%	7.6%	7.3%	6.2%	2.1%	4.4%	5.4%
<b>BALANCE SHEET ALLOCATION</b>											
Net Worth-to-Total Assets	19.5%	17.1%	12.9%	12.5%	11.3%	10.9%	11.0%	17.3%	13.3%	12.9%	11.7%
Cash & Inv-to-Total Assets	48.4%	44.6%	43.4%	38.8%	28.4%	22.9%	24.2%	44.9%	43.5%	40.9%	31.6%
Loans-to-Total Assets	46.4%	52.0%	52.5%	56.4%	65.7%	72.8%	71.3%	51.7%	52.4%	54.6%	62.8%
Vehicle-to-Total Loans	62.8%	68.0%	52.6%	45.3%	38.9%	30.1%	31.5%	67.7%	54.2%	49.1%	41.2%
REL-to-Total Loans	1.0%	15.7%	28.3%	41.7%	45.6%	54.5%	53.0%	14.9%	26.9%	35.3%	43.3%
REL-to-Net Worth	2.3%	47.8%	115.3%	188.6%	265.6%	363.6%	343.2%	44.5%	105.7%	150.0%	232.6%
Indirect-to-Total Loans	0.2%	0.1%	3.8%	9.8%	16.4%	18.1%	17.6%	0.1%	3.4%	7.1%	14.3%
Loans-to-Total Shares	58.7%	63.3%	60.6%	64.7%	75.4%	87.0%	84.8%	63.0%	60.8%	63.0%	72.2%
Chkg & Svgs-to-Total Shares	92.8%	83.9%	75.6%	70.7%	61.9%	49.1%	51.5%	84.4%	76.5%	73.3%	64.9%
Nonterm-to-Total Shares	93.0%	85.3%	81.6%	79.4%	74.7%	68.4%	69.6%	85.8%	82.0%	80.6%	76.2%
Term CDs-to-Total Shares	4.5%	10.7%	12.7%	14.1%	18.7%	24.8%	23.7%	10.3%	12.4%	13.3%	17.3%
Liquidity Ratio	27.1%	12.2%	8.2%	7.6%	6.7%	6.6%	6.7%	13.2%	8.7%	8.1%	7.0%
Short-term Funding Ratio	42.1%	29.6%	22.6%	18.3%	12.7%	10.3%	11.0%	23.3%	20.6%	14.8%	11.0%
Short-term Cash Flow Ratio	45.5%	33.6%	26.8%	22.8%	18.0%	16.1%	16.7%	34.4%	27.6%	25.0%	19.8%
Net Long-term Asset Ratio	4.4%	8.2%	20.8%	28.0%	33.7%	38.8%	37.7%	19.6%	24.2%	31.2%	37.6%
<b>LOAN QUALITY</b>											
Loan Delinquency Ratio	2.94%	1.31%	0.85%	0.77%	0.63%	0.73%	0.72%	0.89%	0.82%	0.67%	0.72%
Net Charge-off Ratio	0.68%	0.39%	0.36%	0.36%	0.35%	0.59%	0.56%	0.36%	0.36%	0.35%	0.56%
"Misery" Index	3.62%	1.70%	1.21%	1.13%	0.98%	1.32%	1.28%	1.26%	1.18%	1.03%	1.28%
Core Delinquency Rate	2.88%	1.18%	0.88%	0.70%	0.60%	0.64%	0.67%	1.25%	0.91%	0.79%	0.64%
Core Net Charge-off Rate	0.36%	0.19%	0.23%	0.23%	0.24%	0.40%	0.38%	0.20%	0.23%	0.23%	0.24%
Core "Misery" Index	3.25%	1.36%	1.10%	0.93%	0.85%	1.04%	1.05%	1.45%	1.14%	1.02%	0.88%
RE Loan Delinquency	0.72%	0.86%	0.72%	0.59%	0.46%	0.43%	0.49%	0.86%	0.73%	0.64%	0.49%
Vehicle Loan Delinquency	2.93%	1.23%	0.92%	0.76%	0.73%	0.79%	0.78%	1.32%	0.97%	0.86%	0.77%
Direct Loans	2.94%	1.23%	0.88%	0.67%	0.48%	0.66%	0.61%	1.32%	0.94%	0.81%	0.60%
Indirect Loans	0.00%	0.98%	1.35%	1.05%	1.00%	0.83%	0.85%	0.86%	1.35%	1.11%	1.01%
Loss Allow as % of Loans	2.58%	1.14%	0.86%	0.80%	0.75%	1.26%	1.19%	1.22%	0.90%	0.84%	0.77%
Current Loss Exposure	1.24%	0.57%	0.45%	0.52%	0.39%	0.41%	0.41%	0.61%	0.47%	0.50%	0.42%
Coverage Ratio (Adequacy)	2.1	2.0	1.9	1.5	1.9	3.1	2.9	2.0	1.9	1.7	1.9
<b>EARNINGS</b>											
Gross Asset Yield	4.17%	4.14%	3.73%	3.76%	3.99%	4.41%	4.34%	4.14%	3.78%	3.77%	3.93%
Cost of Funds	0.37%	0.54%	0.52%	0.57%	0.84%	1.41%	1.31%	0.53%	0.52%	0.55%	0.77%
Gross Interest Margin	<b>3.80%</b>	<b>3.59%</b>	<b>3.21%</b>	<b>3.19%</b>	<b>3.15%</b>	<b>3.00%</b>	<b>3.02%</b>	<b>3.61%</b>	<b>3.25%</b>	<b>3.22%</b>	<b>3.17%</b>
Provision Expense	0.39%	0.19%	0.18%	0.19%	0.24%	0.49%	0.45%	0.21%	0.18%	0.18%	0.22%
Net Interest Margin	<b>3.41%</b>	<b>3.40%</b>	<b>3.03%</b>	<b>3.00%</b>	<b>2.91%</b>	<b>2.51%</b>	<b>2.57%</b>	<b>3.40%</b>	<b>3.07%</b>	<b>3.03%</b>	<b>2.94%</b>
Non-Interest Income	0.36%	0.65%	0.83%	1.04%	1.18%	1.05%	1.06%	0.63%	0.81%	0.93%	1.12%
Non-Interest Expense	4.13%	3.63%	3.28%	3.35%	3.40%	2.85%	2.93%	3.66%	3.32%	3.34%	3.39%
Net Operating Expense	<b>3.77%</b>	<b>2.97%</b>	<b>2.45%</b>	<b>2.31%</b>	<b>2.22%</b>	<b>1.80%</b>	<b>1.87%</b>	<b>3.03%</b>	<b>2.51%</b>	<b>2.40%</b>	<b>2.27%</b>
Net Operating Return	<b>-0.36%</b>	<b>0.42%</b>	<b>0.59%</b>	<b>0.69%</b>	<b>0.68%</b>	<b>0.71%</b>	<b>0.71%</b>	<b>0.37%</b>	<b>0.56%</b>	<b>0.63%</b>	<b>0.67%</b>
Non-recurring Inc(Exp).	0.65%	0.05%	0.07%	0.08%	0.04%	0.04%	0.04%	0.09%	0.07%	0.07%	0.05%
Net Income.	0.29%	0.48%	0.66%	0.76%	0.72%	0.75%	0.74%	0.46%	0.64%	0.70%	0.72%
Return on Net Worth.	-1.9%	2.6%	4.7%	5.7%	6.2%	6.6%	6.5%	2.2%	4.4%	5.1%	5.9%



Q3-2023	<\$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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## PORTFOLIO ANALYTICS

### Cash and Investments

Cash & CE as Pct of Assets	27%	12%	8%	8%	7%	7%	7%	13%	9%	8%	7%
Investments as Pct of Asset	26%	34%	36%	32%	22%	17%	18%	34%	36%	34%	25%
Short-term Funding Ratio	42.1%	29.6%	22.6%	18.3%	12.7%	10.3%	11.0%	23.3%	20.6%	14.8%	11.0%
Avg Cash & Investment Rat	2.06%	2.39%	2.22%	2.28%	2.42%	2.97%	2.85%	2.36%	2.24%	2.26%	2.37%

### Loan Portfolio

Total Loan Growth-Annl	5.8%	10.3%	4.0%	2.1%	4.8%	7.8%	7.4%	10.0%	4.6%	3.2%	4.4%
Consumer Loan Growth-An	5.4%	-4.0%	4.3%	-2.7%	6.7%	5.7%	5.6%	-3.4%	3.3%	0.2%	5.0%
Mortgage Loan Growth-An	62.9%	218.1%	3.3%	9.4%	2.6%	9.6%	8.9%	218.2%	8.3%	9.0%	3.7%
Avg Loan Balance	\$6,833	\$9,127	\$4,005	\$6,751	\$11,058	\$20,911	\$17,824	\$8,990	\$4,501	\$5,790	\$9,860
Avg Loan Rate	6.81%	5.97%	5.35%	5.13%	5.05%	5.13%	5.13%	6.02%	5.42%	5.25%	5.10%
Avg Loan Yield, net	5.95%	5.58%	5.00%	4.79%	4.68%	4.45%	4.49%	5.60%	5.06%	4.91%	4.73%

### Credit Mitigation-

#### Delinquency Rates-

Credit Cards	0.00%	2.44%	1.68%	1.28%	1.10%	1.96%	1.90%	2.40%	1.71%	1.45%	1.17%
New Vehicle Loans	2.27%	0.60%	0.46%	0.36%	0.34%	0.43%	0.42%	0.69%	0.49%	0.42%	0.36%
Used Vehicle Loans	3.32%	1.63%	1.18%	0.95%	0.91%	0.98%	0.98%	0.06%	0.09%	0.09%	0.12%
Total Vehicle Loans	1.23%	0.92%	0.76%	0.73%	0.79%	0.78%	0.78%	0.97%	0.86%	0.77%	0.00%
Real Estate Loans	0.72%	0.86%	0.72%	0.59%	0.46%	0.43%	0.49%	0.86%	0.73%	0.64%	0.49%
Total Loan Delinquency	2.94%	1.31%	0.85%	0.77%	0.63%	0.73%	0.72%	0.89%	0.82%	0.67%	0.72%

#### Net Charge-off Rates-

Credit Cards	-0.87%	1.49%	1.44%	1.45%	1.73%	3.72%	3.57%	1.45%	1.44%	1.45%	1.67%
New Vehicle Loans	0.11%	0.06%	0.09%	0.10%	0.13%	0.24%	0.22%	0.69%	0.49%	0.43%	0.36%
Used Vehicle Loans	0.51%	0.28%	0.37%	0.48%	0.55%	0.71%	0.67%	1.72%	1.25%	1.09%	0.96%
Total Vehicle Loans	0.37%	0.20%	0.27%	0.36%	0.41%	0.54%	0.51%	0.21%	0.26%	0.31%	0.38%
Non-Comm RE Loans	0.06%	0.05%	0.04%	0.01%	0.01%	0.00%	0.00%	0.05%	0.04%	0.02%	0.01%
Total Net Charge-offs	0.39%	0.36%	0.36%	0.35%	0.59%	0.56%	0.36%	0.36%	0.35%	0.56%	0.00%

#### "Misery" Indices-

Credit Cards	-0.87%	3.93%	3.12%	2.73%	2.83%	5.68%	5.47%	3.86%	3.15%	2.90%	2.84%
New Vehicle Loans	2.38%	0.66%	0.55%	0.46%	0.47%	0.67%	0.64%	1.38%	0.98%	0.85%	0.73%
Used Vehicle Loans	3.83%	1.91%	1.55%	1.43%	1.46%	1.69%	1.65%	1.79%	1.33%	1.18%	1.08%
Total Vehicle Loans	1.60%	1.12%	1.03%	1.09%	1.20%	1.32%	1.29%	1.18%	1.12%	1.08%	0.38%
Non-Comm RE Loans	0.78%	0.91%	0.76%	0.60%	0.47%	0.43%	0.49%	0.91%	0.77%	0.66%	0.50%
Total "Misery" Index	3.33%	1.67%	1.21%	1.12%	1.22%	1.29%	1.08%	1.25%	1.18%	1.23%	0.72%

### Funding Portfolio

Share Growth YTD-Annl	-5.2%	-4.1%	-7.4%	-4.8%	-2.1%	2.8%	1.9%	-4.2%	-7.1%	-5.9%	-3.1%
Chkg & Savings YTD-Annl	-5.7%	-6.8%	-11.7%	-8.8%	-9.7%	-9.4%	-9.5%	-6.7%	-11.1%	-9.9%	-9.8%
Avg Share Balance per Mbr	\$2,459	\$5,499	\$9,069	\$10,416	\$12,173	\$13,996	\$13,511	\$5,106	\$8,417	\$9,417	\$11,317
Avg Share Balance	\$11,633	\$14,425	\$6,609	\$10,429	\$14,666	\$24,034	\$21,030	\$14,212	\$6,982	\$8,544	\$12,376
Avg Share Rate	0.47%	0.66%	0.60%	0.65%	0.96%	1.67%	1.55%	0.65%	0.61%	0.63%	0.87%
Core as Pct of Total Shares	93%	84%	76%	71%	62%	49%	51%	84%	77%	73%	65%
Term CDs as Pct of Shares	5%	11%	13%	14%	19%	25%	24%	10%	12%	13%	17%
Non-Member Deposit Ratio	1.5%	1.2%	1.2%	1.4%	1.4%	1.4%	1.4%	1.3%	1.2%	1.3%	1.4%
Borrowings/Total Funding	0.2%	0.5%	0.4%	0.8%	2.7%	7.2%	6.5%	0.4%	0.4%	0.6%	2.1%
Borrowings Growth YTD	88.9%	67.4%	56.6%	24.3%	45.6%	40.9%	41.1%	68.1%	57.7%	33.4%	44.7%
Avg Borrowings Rate	-	4.58%	6.32%	4.57%	4.70%	4.78%	4.77%	4.57%	6.15%	5.04%	4.73%



Q3-2023	<\$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	120%	118%	111%	109%	108%	114%	113%	118%	111%	110%	109%
Non-Int Inc-to-Total Revenue	8%	14%	18%	22%	23%	19%	20%	13%	18%	20%	22%
Net Op Cash Flow (YTD-\$Mil)	\$ (13)	\$ (237)	\$ (2,273)	\$ (1,935)	\$ (8,896)	\$ (44,015)	\$ (57,369)	\$ (250)	\$ (2,523)	\$ (4,459)	\$ (13,355)
Average Loan Balance	6,833	9,127	4,005	6,751	11,058	20,911	17,824	8,990	4,501	5,790	9,860
Average Share Balance	2,279	4,343	5,595	5,963	6,440	6,954	6,834	4,111	5,400	5,697	6,230
<b>Net Operating Return per FTE</b>											
Interest Income per FTE	\$50,971	\$85,550	\$165,750	\$173,910	\$189,657	\$299,090	\$274,992	\$81,910	\$148,513	\$161,402	\$181,663
Avg Interest Exp per FTE	\$4,556	\$11,260	\$23,231	\$26,368	\$40,038	\$95,559	\$83,216	\$10,555	\$20,625	\$23,539	\$35,370
Gross Interest Inc per FTE	\$46,415	\$74,289	\$142,519	\$147,542	\$149,619	\$203,531	\$191,775	\$71,356	\$127,888	\$137,862	\$146,293
Provisions per FTE	\$4,724	\$4,022	\$7,789	\$8,746	\$11,342	\$33,335	\$28,622	\$4,096	\$7,030	\$7,900	\$10,369
Net Interest Income per FTE	\$41,691	\$70,268	\$134,730	\$138,796	\$138,277	\$170,195	\$163,153	\$67,260	\$120,858	\$129,962	\$135,924
Non-Interest Income per FTE	\$4,351	\$13,527	\$36,692	\$48,167	\$56,058	\$71,362	\$67,300	\$12,561	\$31,731	\$40,072	\$51,536
Avg Operating Exp per FTE	\$50,474	\$75,021	\$145,415	\$155,204	\$161,798	\$193,287	\$185,727	\$72,437	\$130,410	\$142,993	\$156,478
Net Operating Exp per FTE	\$46,123	\$61,493	\$108,722	\$107,037	\$105,739	\$121,924	\$118,427	\$59,876	\$98,679	\$102,921	\$104,942
<b>Avg Net Op Return per FT</b>	<b>\$ (4,432)</b>	<b>\$ 8,774</b>	<b>\$ 26,008</b>	<b>\$ 31,759</b>	<b>\$ 32,537</b>	<b>\$ 48,271</b>	<b>\$ 44,726</b>	<b>\$ 7,384</b>	<b>\$ 22,179</b>	<b>\$ 27,041</b>	<b>\$ 30,982</b>
<b>Revenue/Operating Expense Assessment</b>											
<b>Revenue-</b>											
Avg Revenue per FTE	\$55,322	\$99,077	\$202,442	\$222,076	\$245,715	\$370,452	\$342,292	\$94,472	\$180,244	\$201,474	\$233,199
- Total Revenue Ratio	4.52%	4.79%	4.56%	4.80%	5.17%	5.46%	5.40%	4.77%	4.58%	4.70%	5.05%
<b>Operating Expenses-</b>											
Avg Revenue per FTE	\$59,754	\$90,303	\$176,434	\$190,318	\$213,178	\$322,181	\$297,566	\$87,087	\$158,065	#####	\$202,217
- Total Revenue Ratio	4.89%	4.37%	3.97%	4.11%	4.49%	4.75%	4.69%	4.40%	4.02%	4.07%	4.38%
Avg Comp & Benefits per FTE	\$24,242	\$38,753	\$67,221	\$72,446	\$80,441	\$101,826	\$96,643	\$37,226	\$61,054	\$66,836	\$76,592
- C & B Exp Ratio	1.98%	1.87%	1.51%	1.57%	1.69%	1.50%	1.52%	1.88%	1.55%	1.56%	1.66%
- Pct of Total Op Expense	48%	52%	46%	47%	50%	53%	52%	51%	47%	47%	49%
- FTE-to-Ops (Staff Eff)	1.76	0.85	0.34	0.30	0.25	0.16	0.18	0.90	0.39	0.34	0.27
- Full-time Equivalents	215	1,824	7,875	10,215	51,019	275,543	346,688	2,038	9,913	20,127	71,146
- Pct Part-time Employee	79%	62%	15%	9%	7%	4%	6%	64%	28%	19%	11%
Avg Occ & Ops Exp per FTE	\$15,540	\$19,962	\$39,283	\$40,204	\$40,639	\$45,859	\$44,621	\$19,496	\$35,215	\$37,747	\$39,821
- Occup & Ops Exp Ratio	1.27%	0.97%	0.88%	0.87%	0.86%	0.68%	0.70%	0.99%	0.90%	0.88%	0.86%
- Pct of Total Op Expense	31%	27%	27%	26%	25%	24%	24%	27%	27%	26%	25%
Avg All Other Exp per FTE	\$10,692	\$16,306	\$38,910	\$42,554	\$40,717	\$45,602	\$44,463	\$15,715	\$34,141	\$38,411	\$40,065
- All Other Expense Ratio	0.87%	0.79%	0.88%	0.92%	0.86%	0.67%	0.70%	0.79%	0.87%	0.90%	0.87%
- Pct of Total Op Expense	21%	22%	27%	27%	25%	24%	24%	22%	26%	27%	26%
<b>Membership Outreach-</b>											
Members-to-Potential	7.0%	5.4%	2.9%	2.3%	2.1%	3.2%	3.0%	5.6%	3.1%	2.6%	2.2%
Members-to-FTEs	387	306	414	382	340	413	400	315	394	388	353
Borrower-to-Members	21.2%	38.1%	137.2%	99.9%	83.0%	58.2%	64.3%	35.8%	113.8%	102.5%	82.9%
Branches	287	702	1,810	1,498	4,671	12,323	21,289	989	2,799	4,296	8,967
Members per Branch	289	796	1,801	2,606	3,711	9,226	6,521	649	1,394	1,816	2,803
Avg Accts per Member	1.0	1.1	1.5	1.5	1.6	1.7	1.6	1.0	1.4	1.4	1.5
Avg Loans per Member	0.2	0.4	1.4	1.0	0.8	0.6	0.6	0.4	1.2	1.1	0.9
Avg Savings per Member	1.1	1.3	1.6	1.7	1.9	2.0	2.0	1.2	1.6	1.7	1.8

**Q3-2023**

<\$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	0.36%	0.65%	0.83%	1.04%	1.18%	1.05%	1.06%	0.63%	0.81%	0.93%	1.12%
Compensation & Benefits	1.98%	1.87%	1.51%	1.57%	1.69%	1.50%	1.52%	1.88%	1.55%	1.56%	1.66%
Travel & Conference	0.02%	0.02%	0.03%	0.03%	0.04%	0.02%	0.02%	0.02%	0.03%	0.03%	0.03%
Office Occupancy	0.20%	0.16%	0.19%	0.21%	0.22%	0.17%	0.17%	0.16%	0.19%	0.20%	0.21%
Office Operations	1.07%	0.81%	0.69%	0.66%	0.64%	0.51%	0.53%	0.82%	0.70%	0.68%	0.65%
Educational & Promo	0.02%	0.03%	0.07%	0.08%	0.11%	0.11%	0.11%	0.03%	0.06%	0.07%	0.10%
Loan Servicing	0.15%	0.13%	0.18%	0.23%	0.24%	0.19%	0.20%	0.13%	0.18%	0.21%	0.23%
Professional & Outside Sv	0.41%	0.44%	0.47%	0.48%	0.38%	0.23%	0.26%	0.44%	0.46%	0.47%	0.41%
Member Insurance	0.03%	0.01%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%
Operating Fees	0.05%	0.03%	0.02%	0.02%	0.02%	0.01%	0.01%	0.03%	0.02%	0.02%	0.02%
Miscellaneous	0.20%	0.12%	0.10%	0.07%	0.07%	0.10%	0.10%	0.13%	0.11%	0.09%	0.07%
<b>Total Ops Expense</b>	<b>4.13%</b>	<b>3.63%</b>	<b>3.28%</b>	<b>3.35%</b>	<b>3.40%</b>	<b>2.85%</b>	<b>2.93%</b>	<b>3.66%</b>	<b>3.32%</b>	<b>3.34%</b>	<b>3.39%</b>
<b>Net Operating Expense</b>	<b>3.77%</b>	<b>2.97%</b>	<b>2.45%</b>	<b>2.31%</b>	<b>2.22%</b>	<b>1.80%</b>	<b>1.87%</b>	<b>3.03%</b>	<b>2.51%</b>	<b>2.40%</b>	<b>2.27%</b>

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

Fee Income	\$4,351	\$13,527	\$36,692	\$48,167	\$56,058	\$71,362	\$67,300	\$12,561	\$31,731	\$40,072	\$51,536
Compensation & Benefits	\$24,242	\$38,753	\$67,221	\$72,446	\$80,441	\$101,826	\$96,643	\$37,226	\$61,054	\$66,836	\$76,592
Travel & Conference	\$186	\$512	\$1,355	\$1,566	\$1,699	\$1,481	\$1,503	\$478	\$1,174	\$1,373	\$1,607
Office Occupancy	\$2,486	\$3,290	\$8,635	\$9,790	\$10,297	\$11,299	\$10,999	\$3,206	\$7,519	\$8,672	\$9,837
Office Operations	\$13,054	\$16,671	\$30,647	\$30,414	\$30,342	\$34,560	\$33,622	\$16,290	\$27,696	\$29,075	\$29,984
Educational & Promo	\$249	\$658	\$2,946	\$3,916	\$5,122	\$7,675	\$7,041	\$615	\$2,467	\$3,202	\$4,579
Loan Servicing	\$1,865	\$2,705	\$8,128	\$10,704	\$11,525	\$13,080	\$12,603	\$2,617	\$6,995	\$8,877	\$10,776
Professional & Outside Sv	\$4,973	\$9,067	\$20,725	\$22,191	\$18,216	\$15,881	\$16,479	\$8,636	\$18,240	\$20,245	\$18,790
Member Insurance	\$311	\$219	\$152	\$91	\$78	\$58	\$65	\$229	\$168	\$129	\$93
Operating Fees	\$622	\$658	\$948	\$809	\$732	\$561	\$602	\$654	\$888	\$848	\$765
Miscellaneous	\$2,486	\$2,486	\$4,656	\$3,276	\$3,345	\$6,866	\$6,170	\$2,486	\$4,210	\$3,736	\$3,456
<b>Total Ops Expense</b>	<b>\$50,474</b>	<b>\$75,021</b>	<b>\$145,415</b>	<b>\$155,204</b>	<b>\$161,798</b>	<b>\$193,287</b>	<b>\$185,727</b>	<b>\$72,437</b>	<b>\$130,410</b>	<b>\$142,993</b>	<b>\$156,478</b>
<b>Net Operating Expense</b>	<b>\$46,123</b>	<b>\$61,493</b>	<b>\$108,722</b>	<b>\$107,037</b>	<b>\$105,739</b>	<b>\$121,924</b>	<b>\$118,427</b>	<b>\$59,876</b>	<b>\$98,679</b>	<b>\$102,921</b>	<b>\$104,942</b>