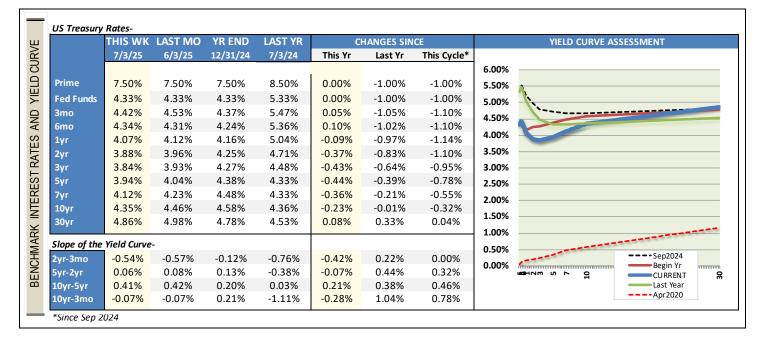
04 July 2025



## ECONOMY ADDS 147k JOBS IN JUNE; UNEMPLOYMENT RATE DROPS TO 4.1%

The economy added 147,000 jobs in June, and the unemployment rate ticked down to 4.1% from 4.2%, according to Bureau of Labor Statistics data released Thursday.

Job gains in the prior two months were both revised, with job creation in April revised up by 11,000 from a gain of 147,000 to 158,000; and May job gains were revised up by 5,000 from a gain of 139,000 to 144,000. Taken together, employment in April and May was 16,000 jobs higher than previously reported.

Private sector payrolls grew by 74,000 jobs in June, lower than the 105,000 jobs that LSEG economists projected for the private sector.

**ECONOMIC UPDATE AND ANALYSIS** 

Government payrolls expanded by a net 73,000 jobs in June across all levels of government. The federal government shed 7,000 jobs, with the sector down 69,000 jobs since a January peak. The Bureau of Labor Statistics noted that federal employees on paid leave or receiving severance pay are counted as employed in the survey.

State government added 47,000 jobs, mostly in education (+40,300), while local government education employment also rose (+23,200), more than offsetting the decline in federal jobs.

Key Economic Indicators f	or Banks, Th	rifts & Credit	Unions-	
		LATEST	CURRENT	PREV
GDP	QoQ	Q1-25 3rd	-0.5%	2.4%
GDP - YTD	Annl	Q1-25 3rd	-0.5%	2.5%
Consumer Spending	QoQ	Q1-25 3rd	0.5%	4.0%
Consumer Spending YTD	Annl	Q1-25 3rd	0.5%	3.1%
Unemployment Rate	Мо	June	4.1%	4.2%
Underemployment Rate	Mo	June	7.7%	7.8%
Participation Rate	Мо	June	62.3%	62.4%
Wholesale Inflation	YoY	May	2.6%	2.4%
Consumer Inflation	YoY	May	2.4%	2.3%
Core Inflation	YoY	May	2.8%	2.8%
Consumer Credit	Annual	May	1.2%	4.0%
Retail Sales	YoY	May	3.6%	3.8%
Vehicle Sales	Annl (Mil)	June	15.8	16.1
Home Sales	Annl (Mil)	May	4.773	4.724
Home Prices (Natl Avg)	YoY	April	2.7%	3.4%

Key Consumer Market Data-									
	THIS WK	YR END		HANGES					
	7/3/25	12/31/24	YTD	12Mos					
DJIA S&P 500	44,828 6,279	42,544 5,881	5.4% 6.8%	12.1% 12.6%					
NASDAQ	20,601	19,310	6.7%	12.8%					
Crude Oil Avg Gasoline Gold	67.00 3.16 3,343	71.72 3.13 2,641	-6.6% 1.0% 26.6%	-18.5% -9.2% 38.1%					



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#### AVERAGE CREDIT UNION RATES, RATE SENSITIVITIES AND RELATIVE VALUE CHG IN MKT SINCE RATE SENSITIVITY THIS WK 9.00% 7/3/25 YTD 2024 High **Bmk Decline** 8.00% Classic CC 13.16% -0.01% -0.21% -1.00% 21% Vehicle Loans Platinum CC 12.52% -0.15% -0.50% -1.00% 50% 7.00% 5.60% -0.28% -0.61% 0.24% -254% 48mo Veh 6.10% 6.00% 5.71% -0.28% -0.62% -168% 60mo Veh 0.37% **Mortgages** SYR -148% 72mo Veh 5.98% -0.28% -0.62% 0.42% 4YR 5.00% Investments HE LOC 7.57% -0.28% -0.88% -1.00% 88% 4.00% 10yr HE 7.27% -0.13% -0.27% -1.00% 27% Borrowing **US TREASURY** 15yr FRM 6.10% -0.31% -0.66% -0.88% 75% 3.00% (FFds-10Yr) 30yr FRM 6.75% -0.13% -1.01% -0.63% 160% 1YrCD 2YrCD 3YrCD 2.00% 2.94% 0.00% 0.01% -1.00% Deposits **Sh Drafts** 0.13% -1% 1.00% MoneyMkt. 0.85% -1.00% Reg Svgs 0.19% 0.00% 0.00% 0% RegSavings. 0.19% -1.00% 0.00% MMkt-10k 0.85% -0.02% -0.06% 6% F36 1 3 5 7 10 MMkt-50k 0.00% -0.06% -1.00% 2 1.17% 6% Spreads Over(Under) US Treasury 6mo CD 2.84% -0.06% -0.19% -0.34% 56% 4Y Vehicle 1.72% -4.14% **Reg Svgs** 3 12% -0.05% -0.28% -0.02% 1400% 1yr CD 5Y Vehicle 1.87% 17 CD -0.95% 2yr CD 2.94% 0.01% -0.12% 0.24% -50% 1.98% 2Y CD -0.94% 15Y Mortg

30Y Mortg

#### STRATEGICALLY SPEAKING

2.88%

0.04%

3yr CD

The labor force participation rate was 62.3%, little changed from recent months.

-0.04%

0.37%

-11%

The number of people considered to be long-term unemployed, defined as being jobless for 27 weeks or more, increased by 190,000 to 1.6 million in June, which largely offset a decrease in the prior month. The long-term unemployed accounted for 23.3% of all unemployed people.

There were 4.5 million people working part-time for economic reasons in June, having changed little from the prior month. These individuals would have preferred full-time employment but were working part-time due to a reduction in hours, or they were unable to find full-time jobs.

Multiple jobholders increased by 282,000 jobs in June and represented 5.4% of the labor force, a figure which has been little changed over the last year.

The market viewed the June jobs report as solidifying the outlook for the Federal Reserve to leave interest rates unchanged for its fifth consecutive meeting later this month.

The probability of a 25-basis-point interest rate cut in July declined from 23.8% a day ago to 6.7% on Thursday following the report's release, according to the CME FedWatch tool.

ECONOMIC RELEASES		
SELEASES THIS WEEK.	Latest	С

2.40%

KELEASES THIS MEEK:	Latest	Projected	Previous
Unemployment (June)	4.1%	4.2%	4.2%

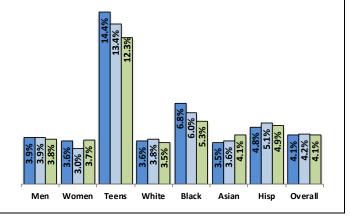
3Y CD

-0.96%

RELEASES FOR UPCOMING WEEK:	Projected	Previous
Consumer Credit (Mqy, Change)	\$5.1B	\$16.9B

## UNEMPLOYMENT BY DEMOGRAPHIC

CURRENT, LAST MONTH and ONE YEAR AGO



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#### THE ECONOMY AND STRATEGIC ASSESSMENT

#### CURRENT PROFILE

#### **Growth Outlook**

Slower pace nationally with pockets of stronger demand and spending

#### Inflation

More members living paycheck -to-paycheck. This dilutes purchasing power and discretionary spending

#### Household Wealth

Boosted by improvement in capital market, home values and stable wage growth

#### **IMPACT ON OUTLOOK**

#### Growth

Local demand should be sufficient to satisfy pending loan and deposit growth

#### Inflation and Household Wealth

Expect pace of inflation to range between 2.3% to 2.9% .. Pace of home prices should slow ... Expect pockets of course correction in credit markets

#### Credit Risk and Liquidity

Two biggest concerns mounting delinquency & cash flow mismatch

#### IMPACT ON DEMAND

## Growth and Liquidity

Volatility in core deposits remains thus creating unable share growth and potential mismatch between loan/share growth capacity

#### Credit Demand

Slight fluctuation between A- and C-quality loan applications. Pressure to compromise U/W should be avoided

#### **Share Growth**

Volatile core deposits and organic growth will determine permissible loan growth

#### ENTERPRISE RISK EXPOSURE AND STRATEGIC ASSESSMENT

#### **ASSET & NET WORTH**

#### **Growth & Capitalization**

Efforts should focus on net worth with growth tied to retaining a well-capitalized net worth (>7%)

#### **Balance Sheet Allocation**

Must have limited complexity but capable to adjust due to economic, risk pressure and reallocation

## Liquidity

Monitor mismatch between loan and share growth .. Core deposit volatility continues in market ... Loan growth is dependent on share growth

#### **RISK EXPOSURES**

#### **Enterprise Risk**

To garner best balance between financial and member service, the focus must take into account all risk exposures

#### Interest Rate Risk

Retain risk-to-ST earnings no greater than -10% to -12% given +/-100bp shift and risk-to-LT earnings no greater than -30% given +/-300bp shift

#### Liquidity Risk

Retail surplus-to-assets no less than 9%; ST Funding no less than 12%

#### **CREDIT MITIGATION**

#### Credit Risk Exposure

High priority in 2025 ... 87% of new origination must be B+-quality or better ...

## Allocation and Average Life

Prime quality must be no less than 92% of portfolio .. Average life must range between 2.7 and 3.1 years

Recommend risk classifications of A+ (730+), A (680-729, B (640-679, C (620-639

Loss exposure of Sub-prime may not dilute net worth below 7%

## INTEREST RATES, PRICING SPREADS AND STRATEGIC ASSESSMENT

#### **MARKET RATES**

#### **Benchmarks**

Downward pressure on most treasury benchmarks with greater volatility on the long-end of the curve

### **Market Rates**

Consumer rates will not experience as great a downward pressure as benchmarks... potential to 25 to 30 bp decline in vehicle loan rates

Greater volatility in mortgage rates with range between 6% to 7%

No change in core deposit rates but lower term CD rates

## **PRICING SPREADS**

#### **Effect on Pricing Spreads**

Any downward shift in asset rates will be slower than benchmarks therefore relative value of credit -risk asset should increase.

No exposure in core deposit rates will see increase in relative value of core shares ... Improved liquidity profile and downward pressure on term rates should narrow funding spreads and potentially minimize the impact and need of promotional term CDs.

Largest impact from downward pressure comes from overnight cash

## **ALLOCATION & RETURN**

#### **Risk Allocation Metrics**

Surplus-to-Assets: >9% ST Funds-to-Assets: >12%

Vehicle-to-Loans: >60%<75% RE Loans-to-Loans: >25%<50% RE Loans-to-Net Worth: <275%

Core-to-Shares: >75% Term-to-Shares: <20% "Misery" Index:

## Outlook on Return

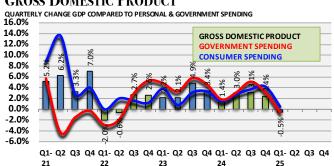
Marginal loan rates still higher than portfolio yields so even fewer originations might increase revenue

< 0.80%

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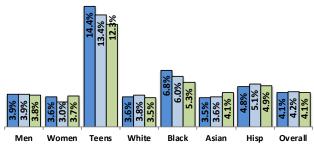
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#### **GROSS DOMESTIC PRODUCT**



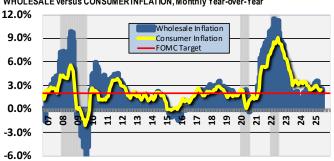
UNEMPLOYMENT BY DEMOGRAPHIC

CURRENT, LAST MONTH and ONE YEAR AGO

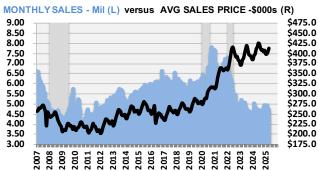


# INFLATION PROFILE

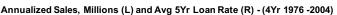


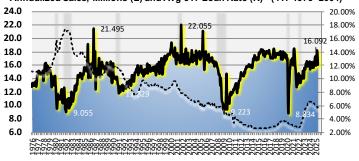


## TOTAL HOME SALES

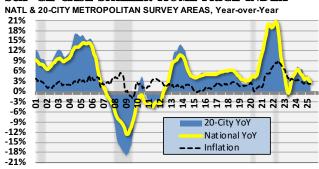


# VEHICLE SALES



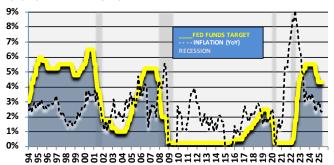


## S&P CL CASE-SHILLER HOME PRICE INDEX



## US FEDERAL FUNDS RATE

HISTORICAL FEDERAL FUNDS RATE



## MERIDIAN US RECESSION INDEX<sub>TM</sub>

CREDIT, INTEREST RATE AND CONSUMER SPENDING COMPOSITE







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# **ECONOMIC CALENDAR**

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
JUNE 2	3	4 FRM Beige Book	Jobless Claims Cont'd Claims	6 Unemployment Non-farm Payrolls Private Payrolls Participation Rate	7
9	10	11 Consumer Inflation 2.4%	Jobless Claims 248k Cont'd Claims 1.96M Wholesale Inflation 2.6%	13	14
16	17 Retail Sales 3.3%	FOMC Announcement 4.50% Jobless Claims 245k Cont'd Claims 1.95M	19 JUNETEENTH HOLIDAY	Leading Indicators -0.1%	21
Existing Home Sales 4.04M	24 Consumer Confidence 93.0	25 New Home Sales 623k	Jobless Claims 236k Cont'd Claims 1.95M GDP (Q1-25 Final) -0.5%	27	28
30	JULY 1	2	Jobless Claims 233k Cont'd Claims 1.96M Unemployment 4.1%	4 INDEPENDENCE DAY HOLIDAY	5
7 Consumer Credit	8	9 FOMC Minutes	Jobless Claims Cont'd Claims	11	12
14	15 Consumer Inflation	16 Wholesale Inflation Fed Beige Book	Jobless Claims Cont'd Claims Retail Sales	18	19
21 Leading Indicators	Existing Home Sales	23	Jobless Claims New Home Sales	25	26
28	29 Home Prices	30 GDP - Q2 1st	Jobless Claims New Home Sales	AUGUST 1 Unemployment Non-Farm Fayrolls Private Payrolls Particiation Ratae	2



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June 2025
(Updated June 19, 2025)

		2024				202	25			. 2026		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
CONOMIC OUTL	00K											
					I							
Economic Grow		2.00/	2.10/	2.40/	0.50/	2.00/	0.10/	0.40/	1 10/	1 20/	1 70/	1 00/
GDP - (QoQ)	1.6%	3.0%	3.1%	2.4%	-0.5%	2.0%	0.1%	0.4%	1.1%	1.3%	1.7%	1.8%
GDP - (YTD)	1.6%	2.3%	2.6%	2.5%	-0.5%	0.8%	0.5%	0.5%	1.1%	1.2%	1.4%	1.6%
Consumer Spding	1.9%	2.8%	3.7%	4.0%	0.5%	3.8%	-0.7%	-1.0%	0.6%	0.5%	1.4%	2.0%
(YTD)	1.9%	2.4%	2.8%	3.1%	0.5%	2.2%	1.2%	0.7%	0.6%	0.6%	0.8%	1.3%
Govt Spending	1.8%	3.1%	5.1%	3.1%	-0.7%	-0.6%	-0.6%	-0.8%	0.0%	0.1%	0.0%	-0.2%
YTD)	1.8%	2.5%	3.3%	3.3%	-0.7%	-0.7%	-0.6%	-0.7%	0.0%	0.1%	0.0%	0.0%
Consumer Wea	lth-											
Jnemployment	3.8%	4.0%	4.2%	4.2%	4.1%	4.2%	4.6%	4.7%	4.8%	4.8%	4.7%	4.6%
Cons Inflation	3.2%	3.2%	2.6%	2.7%	2.7%	2.4%	3.0%	3.2%	3.4%	3.6%	3.3%	2.8%
Home Prices	6.3%	6.3%	5.0%	4.0%	3.5%	2.4%	2.5%	2.4%	2.0%	2.0%	1.8%	1.7%
ionie rnces	0.570	0.570	3.070	4.070	3.570	2.770	2.570	2.470	2.070	2.070	1.070	1.770
SINGLE FAMILY H	OME & VE	HICLE LOAN	MARKETS									
lome Sales (Mi	ls)-											
Home Sales	4.863	4.740	4.605	4.842	4.811	4.824	4.962	5.101	5.080	5.168	5.287	5.290
Existing Homes	4.200	4.047	3.893	4.163	4.127	4.112	4.239	4.362	4.319	4.411	4.520	4.518
New Homes	0.663	0.693	0.712	0.679	0.684	0.712	0.723	0.739	0.761	0.757	0.767	0.772
Mortgage Origina	ations (Mi	ls)										
Single Family	1.076	1.203	1.343	1.427	1.068	1.533	1.557	1.510	1.511	1.619	1.602	1.489
Purchase App	0.773	0.880	0.924	0.780	0.690	0.924	0.941	0.882	0.852	0.954	0.973	0.858
Refi Apps	0.303	0.323	0.419	0.647	0.378	0.609	0.616	0.628	0.659	0.665	0.629	0.631
Refi Share	28%	27%	31%	45%	35%	40%	40%	42%	44%	41%	39%	42%
Vehicle Sales (Mi	lc\_											
Vehicle Sales (IVII	15.6	16.0	16.3	17.0	18.0	16.2	15.7	15.6	16.9	17.0	17.1	17.0
veriicie Jaies	15.0	10.0	10.5	17.0	10.0	10.2	15.7	13.0	10.5	17.0	17.1	17.0
MARKET RATE OL	JTLOOK											
Benchmark Rat	es-											
Prime	8.5%	8.5%	8.0%	7.3%	7.3%	7.3%	7.3%	7.3%	7.3%	7.3%	7.3%	7.3%
Fed Funds	5.4%	5.4%	4.9%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%
3yr UST	4.6%	4.1%	4.0%	4.2%	3.9%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%
7yr UST	4.4%	3.8%	4.2%	4.2%	4.2%	4.0%	3.9%	3.9%	3.8%	3.8%	3.8%	3.8%
10yr UST	4.2%	4.4%	3.9%	4.3%	4.5%	4.4%	4.4%	4.3%	4.3%	4.3%	4.3%	4.3%
·												
Market Rates-	6 60/	6 F9/	6 20/	6.20/	E 00/	E 70/	E 70/	E 60/				
Syr Veh Loan	6.6%	6.5%	6.3%	6.3%	5.9%	5.7%	5.7%	5.6%	5.6%	5.6%	5.6%	5.6%
15yr 1st Mortg 30yr 1st Mortg	6.5% 6.7%	6.6% 7.0%	5.8% 6.5%	6.3% 6.6%	5.9% 6.8%	6.0% 6.8%	6.0% 6.8%	5.9% 6.7%	5.9% 6.6%	5.9% 6.6%	5.8% 6.5%	5.8% 6.4%
DOYI TSUNIOLIS	0.770	7.070	0.370	0.0%	0.870	0.670	0.6%	6.7%	0.0%	0.0%	0.370	0.4%
	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%
Regular Svgs		3.4%	3.3%	3.2%	3.1%	3.1%	3.0%	3.0%	3.0%	3.0%	2.9%	2.9%



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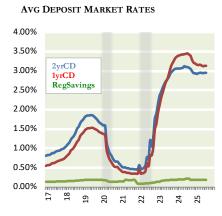
### INDICATIVE PRICING SPREADS AND RELATIVE VALUE OF INVESTMENT OPTIONS

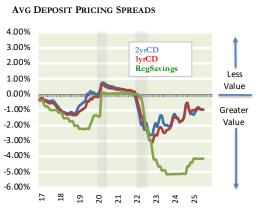
	From:	30yr FLM	15yr FLM	5yr Vehicle
	To:	10Yr UST	7Yr UST	2Yr UST
Current		2.47%	2.13%	1.83%
Jun-25		2.47%	2.13%	1.83%
May-25		2.44%	2.10%	1.91%
Apr-25		2.37%	2.06%	1.95%
Mar-25		2.23%	1.76%	1.91%
Feb-25		2.32%	1.87%	1.84%
Jan-25		2.29%	1.89%	1.71%
Dec-24		2.48%	2.09%	1.87%
Nov-24		2.58%	2.20%	1.88%
Oct-24		2.40%	2.08%	2.34%
Sep-24		2.79%	2.54%	2.85%
Aug-24		2.99%	2.73%	2.75%
Jul-24		2.70%	2.42%	2.15%





	From:	RegSvgs	1yr CD	2yr CD
	To:	FFds	1Yr UST	2Yr UST
Current		-4.14%	-0.97%	-0.99%
Jun-25		-4.14%	-0.97%	-0.99%
May-25		-4.14%	-0.93%	-0.96%
Apr-25		-4.14%	-0.83%	-0.89%
Mar-25		-4.14%	-0.90%	-1.00%
Feb-25		-4.14%	-0.98%	-1.13%
Jan-25		-4.14%	-1.02%	-1.31%
Dec-24		-4.39%	-1.03%	-1.24%
Nov-24		0.00%	0.00%	0.00%
Oct-24		-4.64%	-0.94%	-0.99%
Sep-24		-4.64%	-0.54%	-0.54%
Aug-24		-5.11%	-0.79%	-0.67%
Jul-24		-5.11%	-1.45%	-1.40%





## INDICATIVE INTEREST SPREADS AND MATCHED FUNDING MATRICES

			1yr	2yr	3yr	4yr	5yr	5yr	5yr	15yr	30yr
		Cash	Agy	Agy	Agy	Agy	Agy	New Veh	Used Veh	Mortgage	Mortgage
		4.33%	4.11%	4.27%	4.30%	4.59%	4.65%	5.71%	5.86%	6.10%	6.75%
Share Draft	0.13%	4.20%	3.98%	4.14%	4.17%	4.46%	4.52%	5.58%	5.73%	5.97%	6.62%
Regular Savings	0.19%	4.20%	3.92%	4.14%	4.11%	4.40%	4.46%	5.52%	5.67%	5.91%	6.56%
Money Market	0.85%	3.48%	3.26%	3.42%	3.45%	3.74%	3.80%	4.86%	5.01%	5.25%	5.90%
FHLB Overnight	4.25%	0.08%	-0.14%	0.02%	0.05%	0.34%	0.40%	1.46%	1.61%	1.85%	2.50%
Catalyst Settlement	5.50%	-1.17%	-1.39%	-1.23%	-1.20%	-0.91%	-0.85%	0.21%	0.36%	0.60%	1.25%
6mo Term CD	3.04%	1.29%	1.07%	1.23%	1.26%	1.55%	1.61%	2.67%	2.82%	3.06%	3.71%
6mo FHLB Term	4.21%	0.12%	-0.10%	0.06%	0.09%	0.38%	0.44%	1.50%	1.65%	1.89%	2.54%
6mo Catalyst Term	4.82%	-0.49%	-0.71%	-0.55%	-0.52%	-0.23%	-0.17%	0.89%	1.04%	1.28%	1.93%
1yr Term CD	4.07%	0.26%	0.04%	0.20%	0.23%	0.52%	0.58%	1.64%	1.79%	2.03%	2.68%
1yr FHLB Term	4.03%	0.30%	0.08%	0.24%	0.27%	0.56%	0.62%	1.68%	1.83%	2.07%	2.72%
2yr Term CD	3.95%	0.38%	0.16%	0.32%	0.35%	0.64%	0.70%	1.76%	1.91%	2.15%	2.80%
2yr FHLB Term	3.81%	0.52%	0.30%	0.46%	0.49%	0.78%	0.84%	1.90%	2.05%	2.29%	2.94%
3yr Term CD	3.96%	0.37%	0.15%	0.31%	0.34%	0.63%	0.69%	1.75%	1.90%	2.14%	2.79%
3yr FHLB Term	3.78%	0.55%	0.33%	0.49%	0.52%	0.81%	0.87%	1.93%	2.08%	2.32%	2.97%
7yr FHLB Term	4.19%	0.14%	-0.08%	0.08%	0.11%	0.40%	0.46%	1.52%	1.67%	1.91%	2.56%
10yr FHLB Term	4.51%	-0.18%	-0.40%	-0.24%	-0.21%	0.08%	0.14%	1.20%	1.35%	1.59%	2.24%





Market Analysis

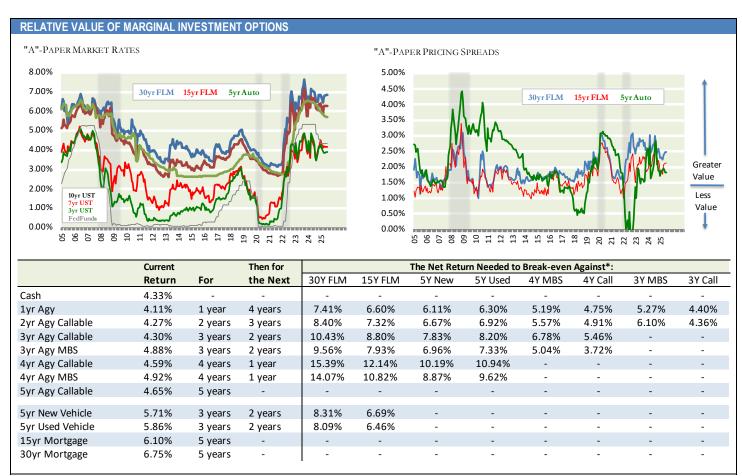
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#### STRATEGIC ASSESSMENT OF INVESTMENT AND FUNDING OPTIONS, RELATIVE VALUE AND PRICING SPREADS



<sup>\*</sup> Best relative value noted by probabilities of achieving "break-even" returns

## **RELATIVE VALUE OF MARGINAL FUNDING OPTIONS**

	Current	Current		The Net Co	st Needed to E	Break-even A	gainst*:
	Cost	For	the Next	3Y CD	3Y FHLB	2Y CD	2Y FHLB
Share Draft	0.13%	1 year	2 years	5.88%	5.46%	7.77%	7.31%
Regular Savings	0.19%	1 year	2 years	5.85%	5.43%	7.71%	7.25%
Money Market	0.85%	1 year	2 years	5.52%	5.10%	7.05%	6.59%
FHLB Overnight	4.35%	1 year	2 years	3.77%	3.35%	3.55%	3.09%
Catalyst Settlement	5.50%	1 year	2 years	3.19%	2.77%	1.20%	1.94%
6mo Term CD	3.04%	6 mos	2.5 yrs	4.14%	3.81%	4.25%	3.95%
6mo FHLB Term	4.19%	6 mos	2.5 yrs	3.91%	3.58%	3.87%	3.56%
6mo Catalyst Term	4.80%	6 mos	2.5 yrs	3.79%	3.46%	3.67%	3.36%
1yr Term CD	4.07%	1 year	2 years	3.91%	3.49%	3.83%	3.37%
1yr FHLB Term	3.94%	1 year	2 years	3.97%	3.55%	3.96%	3.50%
2yr Term CD	3.95%	2 years	1 year	3.98%	3.14%	-	-
2yr FHLB Term	3.72%	2 years	1 year	4.44%	3.60%	-	-
3yr Term CD	3.96%	3 years	-	-	-	-	-
3yr FHLB Term	3.68%	3 years	-	-	-	-	-
7yr FHLB Term	4.11%	-	-	-	-	-	-
10yr FHLB Term	4.44%	-	-	-	-	-	-

<sup>\*</sup> Highest relative value noted by highest differentials and volatility projections