



19 February 2021

BENCHMARK INTEREST RATES AND YIELD CURVE

US Treasury Rates-

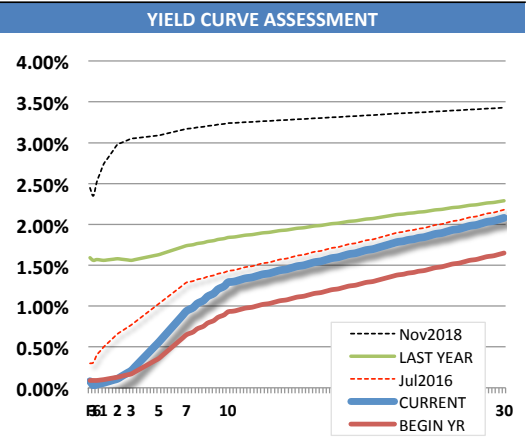
	THIS WK	LAST MO	YR END	LAST YR	CHANGES SINCE		
	2/18/21	1/18/21	12/31/20	2/18/20	This Yr	Last Yr	This Cycle
Fed Funds	0.08%	0.09%	0.09%	1.59%	-0.01%	-1.51%	-2.37%
3mo	0.03%	0.09%	0.09%	1.56%	-0.06%	-1.53%	-2.32%
6mo	0.04%	0.10%	0.09%	1.57%	-0.05%	-1.53%	-2.48%
1yr	0.06%	0.13%	0.10%	1.56%	-0.04%	-1.50%	-2.68%
2yr	0.11%	0.20%	0.13%	1.58%	-0.02%	-1.47%	-2.87%
3yr	0.21%	0.46%	0.17%	1.56%	0.04%	-1.35%	-2.84%
5yr	0.56%	0.78%	0.36%	1.63%	0.20%	-1.07%	-2.53%
7yr	0.94%	1.11%	0.65%	1.74%	0.29%	-0.80%	-2.23%
10yr	1.29%	1.85%	0.93%	1.84%	0.36%	-0.55%	-1.95%
30yr	2.08%	1.99%	1.65%	2.29%	0.43%	-0.21%	-0.10%

Slope of the Yield Curve-

	THIS WK	LAST MO	YR END	LAST YR	This Yr	Last Yr	This Cycle
2yr-3mo	0.08%	0.11%	0.04%	0.02%	0.04%	0.06%	-0.55%
5yr-2yr	0.45%	0.58%	0.23%	0.05%	0.22%	0.40%	0.34%
10yr-5yr	0.73%	1.07%	0.57%	0.21%	0.16%	0.52%	0.58%
10yr-3mo	1.26%	1.76%	0.84%	0.28%	0.42%	0.98%	0.37%

Other Interest Rates-

	THIS WK	LAST MO	YR END	LAST YR	This Yr	Last Yr	This Cycle
Prime	3.25%	3.25%	3.25%	4.75%	0.00%	-1.50%	-2.25%
1mo LIBOR	0.11%	0.13%	0.14%	1.65%	-0.03%	-1.54%	-2.41%
6mo LIBOR	0.20%	0.24%	0.26%	1.71%	-0.06%	-1.51%	-2.71%
12mo LIBOR	0.30%	0.31%	0.34%	1.77%	-0.04%	-1.47%	-2.83%



CYCLICAL CHANGES SUMMARY

	Jul16 Low	Nov18 High	Nov18 High	Current
Fed Funds		2.15%		-2.37%
1year		2.24%		-2.68%
2years		2.32%		-2.87%
3years		2.28%		-2.84%
5years		2.06%		-2.53%
10years		1.81%		-1.95%

ECONOMIC UPDATE AND ANALYSIS

MINUTES SHOW THAT FED POLICY-MAKERS SEE ECONOMY "FAR FROM" WHERE IT NEEDS TO BE

The Federal Open Market Committee members at their most recent gathering reaffirmed that the central bank will be keeping policy loose well into the future, according to meeting minutes released this week.

With the economy continuing to shake off the effects from the Covid-19 pandemic, the committee, which sets monetary policy for the Federal Reserve, kept policy unchanged. That meant holding benchmark short-term borrowing rates near zero and maintaining the minimum \$120 billion of asset purchases each month.

Members noted that the QE program, which has taken the Fed's balance sheet to nearly \$7.5 trillion, "had materially eased financial conditions and was providing substantial support to the economy." Of particular focus is the goal of a 'broad and inclusive' labor market recovery, across racial, gender and income lines.

"With the economy still far from those goals, participants judged that it was likely to take some time for substantial further progress to be achieved," the summary said.

Key Economic Indicators for Banks, Thrifts & Credit Unions-

		LATEST	CURRENT	PREV
GDP	QoQ	Q4-1st	4.0%	33.4%
GDP - YTD	Annl	Q4-1st	0.3%	-1.0%
Consumer Spending	QoQ	Q4-1st	2.5%	41.0%
Consumer Spending	Annl	Q4-1st	0.8%	0.3%
Unemployment	Mo	Jan	6.3%	6.7%
Consumer Inflation	YoY	Jan	1.4%	1.4%
Core Inflation	YoY	Jan	1.4%	1.6%
Consumer Credit	Annual	Dec	2.8%	4.0%
Retail Sales	YoY	Jan	5.8%	0.6%
Vehicle Sales	Annl (Mil)	Jan	17.1	16.7
Home Sales	Annl (Mil)	Dec	7.601	7.689
Home Prices	YoY	Nov	9.5%	8.4%

Key Consumer Market Data-

	THIS WK	YR END	PCT CHANGES	
	2/18/21	12/31/20	YTD	12Mos
DJIA	31,493	30,606	2.9%	7.8%
S&P 500	3,913	3,756	4.2%	16.0%
NASDAQ	13,865	12,888	7.6%	42.2%
Crude Oil	60.52	48.52	24.7%	11.0%
Avg Gasoline	2.50	2.24	11.5%	3.1%
Gold	1,773	1,895	-6.4%	7.0%



AVERAGE CREDIT UNION RATES AND RATE SENSITIVITY

	THIS WK 2/18/21	YTD Change		Chg in Current Cycle*		Rate Sensitivity		Bmk Begin 12/31/20	Mkt Begin 12/31/20	Last Top Nov-18	Last Bottom Jul-16
		Rate	Benchmark	Rate	Benchmark	YTD	Cycle				
Classic CC	10.84%	0.01%	0.00%	-0.85%	-2.25%	0%	38%	3.25%	10.83%	11.69%	11.39%
Platinum CC	9.06%	-0.04%	0.00%	-1.21%	-2.25%	0%	54%	3.25%	9.10%	10.27%	9.09%
48mo Veh	2.91%	-0.07%	-0.02%	-0.75%	-2.87%	350%	26%	0.13%	2.98%	3.66%	2.58%
60mo Veh	3.02%	-0.06%	0.04%	-0.75%	-2.84%	-150%	26%	0.17%	3.08%	3.77%	2.68%
72mo Veh	3.35%	-0.06%	0.12%	-0.77%	-2.69%	-50%	29%	0.27%	3.41%	4.12%	3.05%
HE LOC	3.77%	-0.06%	0.00%	-1.79%	-2.25%	0%	80%	3.25%	3.83%	5.56%	4.01%
10yr HE	4.65%	0.27%	0.20%	-0.87%	-2.71%	135%	32%	0.36%	4.38%	5.52%	4.45%
15yr FRM	2.78%	-0.06%	0.28%	-1.80%	-2.28%	-21%	79%	0.65%	2.84%	4.58%	3.14%
30yr FRM	3.16%	-0.02%	0.36%	-1.90%	-1.95%	-6%	97%	0.93%	3.18%	5.06%	3.69%
Sh Drafts	0.09%	0.00%	-0.01%	-0.05%	-2.37%	0%	2%	0.09%	0.09%	0.14%	0.11%
Reg Svgs	0.13%	-0.01%	-0.01%	-0.06%	-2.37%	100%	3%	0.09%	0.14%	0.19%	0.14%
MMkt-10k	0.19%	0.00%	-0.01%	-0.29%	-2.37%	0%	12%	0.09%	0.19%	0.48%	0.22%
MMkt-50k	0.26%	-0.01%	-0.01%	-0.39%	-2.37%	100%	16%	0.09%	0.27%	0.65%	0.31%
6mo CD	0.29%	-0.01%	-0.05%	-0.74%	-2.48%	20%	30%	0.09%	0.30%	1.03%	0.34%
1yr CD	0.42%	-0.02%	-0.04%	-1.09%	-2.68%	50%	41%	0.10%	0.44%	1.51%	0.53%
2yr CD	0.55%	-0.02%	-0.02%	-1.30%	-2.87%	100%	45%	0.13%	0.57%	1.85%	0.78%
3yr CD	0.65%	-0.02%	0.04%	-1.41%	-2.84%	-50%	50%	0.17%	0.67%	2.06%	1.04%

*Since Nov 2018

STRATEGICALLY FOR CREDIT UNIONS

The post-meeting statement noted that the speed of economic activity and improvements in the labor market has “moderated in recent months.” The minutes helped amplify Fed sentiment in that regard.

Since the meeting, Fed officials have been virtually unanimous in saying they don’t expect significant policy changes until more progress is made toward the central bank’s enhanced goal for the labor market. Chairman Powell and others have stressed that they won’t start raising interest rates to head off inflation, but rather will wait for actual price pressures to show up before tightening policy.

The minutes noted that asset prices are “elevated” and said that vulnerabilities associated with household and business borrowing levels are “notable.” Officials also said some money market and open-ended mutual funds face “significant vulnerabilities associated with liquidity transformation.”

Investors had been looking for discussion about when the FOMC might start tapering the pace of its bond buying, or quantitative easing. The post-meeting statement made no mention of the talks, and Fed Chairman Jerome Powell said afterward that the central bank likely would keep policy accommodative.

Additional information and other market-related reports can be viewed at www.Meridian-ally.com

ECONOMIC RELEASES

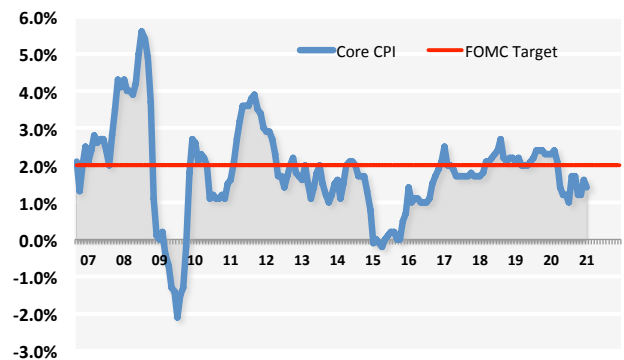
RELEASES THIS WEEK:	Current	Previous
Wholesale Inflation (Jan YoY)	1.2%	1.3%
Retail Sales (Jan, MoM)	5.3%	-1.0%
FOMC Minutes	Continued but Steady Growth	
Existing Home Sales (Jan, Annlzd)	6.69M	6.76M

RELEASES FOR UPCOMING WEEK:	Projected	Previous
Home Prices (Dec YoY)	9.1%	9.1%
New Home Sales (Jan, Annl)	850k	842k

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CORE CONSUMER INFLATION

CORE INFLATION versus FOMC TARGET, Monthly Year-over-Year





ECONOMIC CALENDAR

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
January 18 MLK HOLIDAY	19	20	21 Jobless Claims 900k Cont'd Claims 5.05M	22 Ex Home Sales 6.76M	23
25	26 Home Prices 9.5% Cons Confidence 89.3	27 Durable Goods 0.2%	28 Jobless Claims 847k Cont'd Claims 4.77M GDP (Q4-1st) 4.0% New Home Sales 842k	29 Personal Income 0.6% Personal Spending -0.2%	30
February 1 Vehicle Sales 17.1M	2	3	4 Jobless Claims 812k Cont'd Claims 4.7M	5 Unemployment 6.3%	6
8 Consumer Credit 2.8%	9	10 Cons Inflation 1.4% Core Inflation 1.4%	11 Jobless Claims 793k Cont'd Claims 4.5M	12	13
15 PRESIDENT'S HOLIDAY	16	17 Retail Sales 5.3% Whs Inflation 1.2%	18 Jobless Claims 861k Cont'd Claims 4.4M	19 Exist Home Sales 669k	20
22 Leading Indicators	23 Home Prices	24 New Home Sales	25 Jobless Claims Cont'd Claims GDP (Q4-2nd)	26 Personal Income Personal Spending	27
March 1	2 Vehicle Sales	3	4 Jobless Claims Cont'd Claims Factory Orders	5 Unemployment	6
8	9 Consumer Inflation	10	11 Jobless Claims Cont'd Claims	12 Wholesale Inflation	13
15	16 Retail Sales Industrial Production	17 FOMC Announcement	18 Jobless Claims Cont'd Claims Leading Econ Index	19	20



ECONOMIC FORECAST

January 2021

	2020				2021				2022		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3

ECONOMIC OUTLOOK

Economic Growth-

GDP - (QoQ)	-5.0%	-31.4%	33.1%	4.1%	2.3%	2.9%	5.2%	4.4%	3.8%	2.8%	2.2%
GDP - (YTD)	-5.0%	-18.2%	-1.1%	0.2%	2.3%	2.6%	3.5%	3.7%	3.8%	3.3%	2.9%
Consumer Spending - (QoQ)	-6.9%	-33.2%	40.7%	3.4%	0.5%	4.4%	6.9%	4.0%	2.7%	1.7%	1.1%
Consumer Spending - (YTD)	-6.9%	-20.1%	0.2%	1.0%	0.5%	2.5%	3.9%	4.0%	2.7%	2.2%	1.8%
Government Spending - (QoQ)	1.3%	2.5%	-4.9%	-3.7%	4.0%	2.5%	0.7%	0.9%	-0.3%	0.7%	0.5%
Government Spending - (YTD)	1.3%	1.9%	-0.4%	-1.2%	4.0%	3.3%	2.4%	2.0%	-0.3%	0.2%	0.3%

Consumer Wealth-

Unemployment Rate	3.8%	13.0%	8.8%	6.7%	6.4%	6.1%	5.3%	4.7%	4.5%	4.5%	4.4%
Consumer Inflation	2.1%	0.4%	1.2%	1.4%	1.5%	2.2%	2.2%	2.3%	2.5%	2.5%	2.2%
Home Prices	4.2%	4.4%	5.9%	7.6%	8.1%	8.0%	7.9%	7.5%	7.5%	7.3%	7.3%

SINGLE FAMILY HOME & VEHICLE LOAN MARKETS

Consumer Demand-

Total Home Sales (Mil)	6.184	5.016	7.100	7.568	7.130	7.183	7.208	7.236	7.262	7.314	7.334
Existing Home (Mil)	5.483	4.313	6.127	6.673	6.203	6.226	6.224	6.241	6.261	6.303	6.315
New Home Sales (Mil)	0.701	0.703	0.973	0.895	0.927	0.957	0.984	0.995	1.001	1.011	1.019
Single Family Homes (Thous)	1.869	3.052	3.497	3.228	2.567	2.161	2.019	1.815	1.568	1.644	1.830
Purchase Apps (Thous)	0.891	1.203	1.427	1.350	1.052	1.239	1.436	1.387	1.135	1.237	1.424
Refinancing Apps (Thous)	0.978	1.849	2.070	1.878	1.515	0.922	0.583	0.428	0.433	0.407	0.406
Refi Apps Share	52%	61%	59%	58%	59%	43%	29%	24%	28%	25%	22%
Vehicle Sales (Mil)	15.4	11.6	15.7	15.8	16.0	15.7	16.8	16.5	16.8	17.0	17.3

MARKET RATE OUTLOOK

Benchmark Rates-

Prime	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%
Fed Funds	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
3yr UST	1.1%	0.2%	0.2%	0.2%	0.2%	0.2%	0.3%	0.3%	0.3%	0.3%	0.3%
10yr UST	1.4%	0.7%	0.6%	0.9%	1.2%	1.4%	1.5%	1.6%	1.7%	1.9%	2.0%

Market Rates-

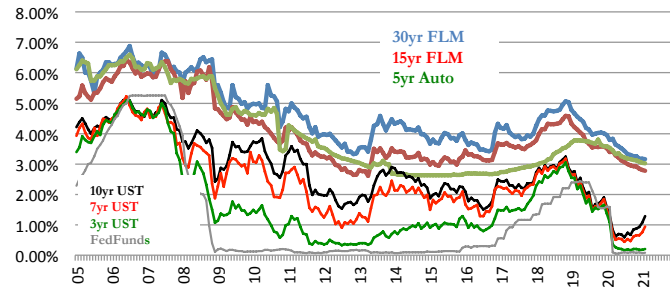
5yr Vehicle Loan Rate	3.5%	3.3%	3.2%	3.1%	3.1%	3.0%	3.1%	3.1%	3.2%	3.3%	3.3%
15yr First-lien Mortgage	3.4%	3.2%	3.0%	2.7%	2.8%	2.9%	3.0%	3.2%	3.3%	3.5%	3.5%
30yr First-lien Mortgage	3.5%	3.2%	3.0%	2.8%	2.9%	3.1%	3.3%	3.4%	3.5%	3.7%	3.8%



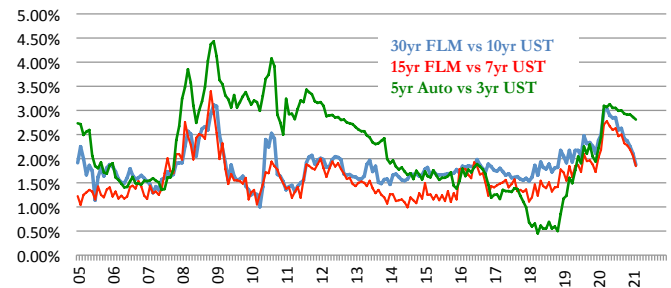
STRATEGIC ASSESSMENT OF RELATIVE VALUE INVESTMENT AND FUNDING OPTIONS

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	0.08%	-	-	-	-	-	-	-	-	-	-	-
2yr Agy Callable	0.13%	2 years	3 years	5.18%	4.55%	4.95%	5.20%	1.67%	0.62%	2.08%	0.49%	-
3yr Agy Callable	0.25%	3 years	2 years	7.53%	6.58%	7.18%	7.55%	2.85%	0.75%	-	-	-
3yr Agy MBS	0.78%	3 years	2 years	6.73%	5.78%	6.38%	6.76%	1.26%	-0.84%	-	-	-
4yr Agy Callable	0.38%	4 years	1 year	14.30%	12.40%	13.60%	14.35%	-	-	-	-	-
4yr Agy MBS	0.90%	4 years	1 year	12.20%	10.30%	11.50%	12.25%	-	-	-	-	-
5yr Agy Callable	0.70%	5 years	-	-	-	-	-	-	-	-	-	-
5yr New Vehicle	3.02%	3 years	2 years	3.37%	2.42%	-	-	-	-	-	-	-
5yr Used Vehicle	3.17%	3 years	2 years	3.15%	2.20%	-	-	-	-	-	-	-
15yr Mortgage	2.78%	5 years	-	-	-	-	-	-	-	-	-	-
30yr Mortgage	3.16%	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	0.93%	0.62%	1.01%	0.57%
Regular Savings	0.13%	1 year	2 years	0.91%	0.60%	0.97%	0.53%
Money Market	0.19%	1 year	2 years	0.88%	0.57%	0.91%	0.47%
FHLB Overnight	0.29%	1 year	2 years	0.83%	0.52%	0.81%	0.37%
Catalyst Settlement	1.25%	1 year	2 years	0.35%	0.04%	-0.08%	-0.59%
6mo Term CD	0.29%	6 mos	2.5 yrs	0.72%	0.47%	0.64%	0.34%
6mo FHLB Term	0.27%	6 mos	2.5 yrs	0.73%	0.47%	0.64%	0.35%
6mo Catalyst Term	1.00%	6 mos	2.5 yrs	0.58%	0.33%	0.40%	0.11%
1yr Term CD	0.42%	1 year	2 years	0.77%	0.45%	0.68%	0.24%
1yr FHLB Term	0.28%	1 year	2 years	0.84%	0.52%	0.82%	0.38%
2yr Term CD	0.55%	2 years	1 year	0.85%	0.22%	-	-
2yr FHLB Term	0.33%	2 years	1 year	1.29%	0.66%	-	-
3yr Term CD	0.65%	3 years	-	-	-	-	-
3yr FHLB Term	0.44%	3 years	-	-	-	-	-

* Highest relative value noted by highest differentials and volatility projections



Q3-2020	<\$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	366	833	1,561	674	1,063	636	5,133	1,199	2,760	3,434	4,497
Average Assets (\$Mil)	\$0.9	\$6.2	\$26.4	\$72.0	\$214.3	\$1,955.4	\$305.2	\$4.6	\$16.9	\$27.8	\$71.8
Pct of Credit Unions	7%	16%	30%	13%	21%	12%	100%	23%	54%	67%	88%
Pct of Industry Assets	0%	0%	2%	3%	13%	82%	100%	0%	3%	5%	18%
GROWTH RATES (YTD)											
Total Assets	-8.4%	-13.2%	-3.8%	-0.5%	4.7%	22.9%	18.7%	-12.9%	-4.8%	-2.6%	2.6%
Total Loans	-26.5%	-26.7%	-19.4%	-14.7%	-9.2%	9.7%	5.8%	-26.7%	-20.3%	-17.3%	-11.3%
Total Shares	-5.8%	-10.1%	-2.0%	0.6%	5.7%	21.4%	17.8%	-9.8%	-2.9%	-1.1%	3.7%
Net Worth	-14.6%	-19.1%	-12.7%	-9.2%	-6.2%	10.0%	6.1%	-18.7%	-13.6%	-11.5%	-7.9%
BALANCE SHEET ALLOCATION											
Net Worth-to-Total Assets	18.2%	15.5%	12.3%	11.5%	10.7%	10.3%	10.4%	15.7%	12.7%	12.1%	11.1%
Cash & Inv-to-Total Assets	57%	52%	50%	43%	34%	30%	31%	53%	50%	46%	38%
Loans-to-Total Assets	42%	46%	47%	52%	61%	66%	65%	46%	47%	50%	58%
Vehicle-to-Total Loans	61%	64%	49%	43%	38%	31%	33%	64%	51%	46%	40%
REL-to-Total Loans	1%	8%	30%	39%	46%	53%	51%	7%	27%	34%	43%
REL-to-Net Worth	2%	22%	114%	179%	260%	342%	319%	21%	101%	140%	222%
Indirect-to-Total Loans	0%	0%	4%	11%	17%	21%	20%	0%	4%	8%	15%
Loans-to-Total Shares	52%	55%	54%	60%	69%	78%	76%	55%	54%	57%	66%
Nonterm-to-Total Shares	92%	85%	82%	80%	77%	73%	74%	85%	82%	81%	78%
Short-term Funding Ratio	47.2%	37.9%	31.3%	26.6%	20.1%	15.9%	17.2%	32.0%	29.3%	22.8%	17.3%
Net Long-term Asset Ratio	3.2%	39.6%	17.4%	23.3%	29.7%	35.7%	34.1%	19.9%	21.6%	27.3%	34.0%
Leverage Ratio	1.6%	1.2%	0.8%	1.2%	1.8%	4.6%	4.0%	1.2%	0.9%	1.0%	1.6%
Solvency Ratio	122.4%	118.4%	114.1%	113.1%	112.1%	112.3%	112.3%	118.7%	114.6%	113.8%	112.6%
LOAN QUALITY											
Loan Delinquency Ratio	3.16%	1.48%	0.86%	0.69%	0.57%	0.53%	0.54%	0.93%	0.80%	0.63%	0.55%
Net Charge-off Ratio	0.56%	0.51%	0.34%	0.35%	0.35%	0.51%	0.48%	0.36%	0.35%	0.35%	0.48%
"Misery" Index	3.72%	1.99%	1.20%	1.04%	0.92%	1.04%	1.02%	1.29%	1.15%	0.98%	1.03%
RE Loan Delinquency	1.04%	1.46%	0.83%	0.65%	0.55%	0.50%	0.52%	1.46%	0.85%	0.72%	0.58%
Vehicle Loan Delinquency	2.47%	1.33%	0.79%	0.61%	0.48%	0.41%	0.44%	1.40%	0.87%	0.74%	0.55%
Direct Loans	2.47%	1.33%	0.77%	0.57%	0.41%	0.33%	0.39%	1.40%	0.86%	0.73%	0.53%
Indirect Loans	0.00%	0.50%	1.02%	0.72%	0.57%	0.45%	0.47%	0.50%	1.02%	0.79%	0.60%
Loss Allow as % of Loans	3.05%	1.43%	0.91%	0.84%	0.82%	1.14%	1.09%	1.52%	0.97%	0.90%	0.84%
Current Loss Exposure	1.59%	0.80%	0.52%	0.45%	0.40%	0.36%	0.37%	0.85%	0.55%	0.50%	0.42%
EARNINGS											
Gross Asset Yield	3.53%	3.42%	3.25%	3.27%	3.38%	3.66%	3.60%	3.43%	3.27%	3.27%	3.35%
Cost of Funds	0.34%	0.38%	0.38%	0.41%	0.52%	0.80%	0.74%	0.38%	0.38%	0.39%	0.48%
Gross Interest Margin	3.19%	3.04%	2.87%	2.86%	2.86%	2.86%	2.86%	3.05%	2.89%	2.88%	2.86%
Provision Expense	0.27%	0.27%	0.17%	0.20%	0.27%	0.64%	0.56%	0.27%	0.18%	0.19%	0.25%
Net Interest Margin	2.92%	2.76%	2.70%	2.66%	2.58%	2.22%	2.29%	2.77%	2.71%	2.69%	2.61%
Non-Interest Income	0.56%	0.53%	0.85%	1.08%	1.27%	1.33%	1.30%	0.53%	0.81%	0.95%	1.18%
Non-Interest Expense	3.56%	3.26%	3.22%	3.32%	3.40%	2.94%	3.02%	3.28%	3.22%	3.27%	3.37%
Net Operating Expense	3.01%	2.73%	2.37%	2.24%	2.13%	1.61%	1.72%	2.75%	2.41%	2.32%	2.19%
Net Operating Return	-0.09%	0.04%	0.33%	0.42%	0.45%	0.61%	0.58%	0.03%	0.30%	0.36%	0.43%
Non-recurring Inc(Exp)	0.00%	0.08%	0.05%	0.03%	0.03%	0.07%	0.06%	0.07%	0.05%	0.04%	0.03%
Net Income	-0.09%	0.11%	0.38%	0.45%	0.48%	0.68%	0.64%	0.10%	0.35%	0.40%	0.46%
Return on Net Worth	-0.5%	0.2%	2.6%	3.5%	4.1%	5.7%	5.3%	0.2%	2.3%	2.9%	3.7%



Q3-2020	<\$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
OPERATING EFFICIENCIES:											
Loans & Shares-											
Avg Loan Balance	\$5,277	\$7,133	\$7,730	\$9,135	\$13,214	\$17,697	\$16,293	\$7,022	\$7,649	\$8,438	\$11,981
Avg Loan Rate	6.62%	5.63%	5.10%	4.88%	4.63%	4.78%	4.77%	5.68%	5.17%	5.01%	4.73%
Avg Loan Yield, net	6.03%	5.07%	4.77%	4.52%	4.21%	3.86%	3.94%	5.13%	4.81%	4.65%	4.32%
Avg Share Balance	\$2,515	\$5,106	\$8,136	\$9,398	\$10,676	\$13,099	\$12,354	\$4,794	\$7,572	\$8,422	\$9,925
Avg Share Rate	0.42%	0.46%	0.44%	0.47%	0.60%	0.95%	0.87%	0.45%	0.44%	0.46%	0.56%
Non-Member Deposit Ratio	1.4%	1.0%	0.8%	0.8%	0.8%	0.8%	0.8%	1.1%	0.8%	0.8%	0.8%
Net Operating Profitability-											
Earning Asset/Funding	123%	118%	111%	109%	108%	113%	112%	118%	112%	111%	109%
Fee Inc-to-Total Revenue	14%	13%	21%	25%	27%	27%	27%	13%	20%	23%	26%
Net Operating Return per FTE											
Interest Income per FTE	\$42,381	\$88,538	\$129,028	\$133,677	\$140,636	\$213,604	\$193,809	\$82,615	\$120,883	\$127,125	\$136,535
Avg Interest & Prov per FTE	\$7,333	\$16,965	\$21,878	\$24,761	\$33,095	\$84,197	\$70,264	\$15,729	\$20,798	\$22,732	\$29,950
Net Interest Income per FTE	\$35,048	\$71,574	\$107,151	\$108,915	\$107,541	\$129,407	\$123,545	\$66,887	\$100,084	\$104,393	\$106,585
Non-Interest Income per FTE	\$6,667	\$13,670	\$33,649	\$44,176	\$53,005	\$77,653	\$70,063	\$12,771	\$29,985	\$36,909	\$48,120
Avg Ops Expense per FTE	\$42,762	\$84,332	\$127,675	\$135,838	\$141,641	\$171,402	\$162,630	\$78,998	\$119,132	\$127,283	\$137,283
Net Op Expense per FTE	\$36,095	\$70,662	\$94,027	\$91,661	\$88,636	\$93,748	\$92,568	\$66,227	\$89,148	\$90,374	\$89,164
Avg Net Op Return per FTE	-\$1,048	\$911	\$13,124	\$17,254	\$18,905	\$35,658	\$30,977	\$660	\$10,936	\$14,019	\$17,422
Revenue/Operating Expense Assessment											
Revenue-											
Avg Revenue per FTE	\$49,048	\$102,208	\$162,677	\$177,853	\$193,640	\$291,257	\$263,872	\$95,386	\$150,867	\$164,034	\$184,655
- Total Revenue Ratio	4.08%	3.95%	4.10%	4.35%	4.65%	4.99%	4.90%	3.96%	4.08%	4.22%	4.53%
Operating Expenses-											
Avg Comp & Benefits per FTE	\$20,000	\$45,005	\$61,718	\$65,696	\$72,388	\$90,736	\$85,205	\$41,797	\$58,221	\$61,868	\$69,195
- Comp & Benefits Ratio	1.67%	1.74%	1.56%	1.61%	1.74%	1.55%	1.58%	1.73%	1.58%	1.59%	1.70%
- Pct of Total Operating Exp	47%	53%	48%	48%	51%	53%	52%	53%	49%	49%	50%
- FTE-to-Ops (Staffing)	2.01	0.79	0.42	0.36	0.30	0.20	0.22	0.85	0.46	0.40	0.33
- Full-time Equivalents	280	1,902	10,251	11,847	55,719	231,457	311,455	2,182	12,433	24,280	79,998
- Pct Part-time Employees	78%	44%	15%	10%	7%	5%	7%	49%	22%	17%	10%
Avg Occ & Ops Exp per FTE	\$13,810	\$22,783	\$34,377	\$34,947	\$36,182	\$42,133	\$40,391	\$21,632	\$32,140	\$33,510	\$35,371
- Occupancy & Ops Expense	1.15%	0.88%	0.87%	0.85%	0.87%	0.72%	0.75%	0.90%	0.87%	0.86%	0.87%
- Pct of Total Op Expense	32%	27%	27%	26%	26%	25%	25%	27%	27%	26%	26%
Avg All Other Expense per FTE	\$8,952	\$16,544	\$31,581	\$35,195	\$33,071	\$38,533	\$37,035	\$15,570	\$28,771	\$31,905	\$32,717
- All Other Expense Ratio	0.75%	0.64%	0.80%	0.86%	0.79%	0.66%	0.69%	0.65%	0.78%	0.82%	0.80%
- Pct of Total Ops Expense	21%	20%	25%	26%	23%	22%	23%	20%	24%	25%	24%
Membership Outreach-											
Members-to-Potential Mbers	3.8%	7.5%	3.0%	2.6%	2.4%	3.0%	2.9%	6.7%	3.3%	2.9%	2.6%
Members-to-FTEs	375	403	419	380	348	409	397	400	416	398	363
Branches	365	869	2,239	1,676	5,029	11,087	21,262	1,233	3,472	5,147	10,176
Members per Branch	288	883	1,919	2,688	3,851	8,542	5,820	707	1,488	1,879	2,853



Q3-2020	<\$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	0.56%	0.53%	0.85%	1.08%	1.27%	1.33%	1.30%	0.53%	0.81%	0.95%	1.18%
Compensation & Benefits	1.67%	1.74%	1.56%	1.61%	1.74%	1.55%	1.58%	1.73%	1.58%	1.59%	1.70%
Travel & Conference	0.02%	0.01%	0.02%	0.02%	0.02%	0.01%	0.01%	0.01%	0.02%	0.02%	0.02%
Office Occupancy	0.24%	0.15%	0.20%	0.22%	0.23%	0.19%	0.19%	0.15%	0.19%	0.20%	0.22%
Office Operations	0.91%	0.73%	0.67%	0.64%	0.64%	0.53%	0.56%	0.75%	0.68%	0.66%	0.65%
Educational & Promo	0.02%	0.02%	0.06%	0.08%	0.10%	0.10%	0.10%	0.02%	0.05%	0.07%	0.09%
Loan Servicing	0.12%	0.11%	0.17%	0.22%	0.23%	0.20%	0.20%	0.11%	0.16%	0.19%	0.22%
Professional & Outside Svc	0.36%	0.35%	0.42%	0.45%	0.35%	0.22%	0.25%	0.35%	0.41%	0.43%	0.37%
Member Insurance	0.04%	0.01%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%
Operating Fees	0.04%	0.04%	0.03%	0.02%	0.02%	0.01%	0.01%	0.04%	0.03%	0.02%	0.02%
Miscellaneous	0.16%	0.10%	0.10%	0.07%	0.07%	0.11%	0.10%	0.10%	0.10%	0.08%	0.07%
Total Ops Expense	3.56%	3.26%	3.22%	3.32%	3.40%	2.94%	3.02%	3.28%	3.22%	3.27%	3.37%
Net Operating Expense	3.01%	2.73%	2.37%	2.24%	2.13%	1.61%	1.72%	2.75%	2.41%	2.32%	2.19%
NET INFRASTRUCTURE COST PER FULL-TIME EQUIVALENT											
Fee Income	\$6,667	\$13,670	\$33,649	\$44,176	\$53,005	\$77,653	\$70,063	\$12,771	\$29,985	\$36,909	\$48,120
Compensation & Benefits	\$20,000	\$45,005	\$61,718	\$65,696	\$72,388	\$90,736	\$85,205	\$41,797	\$58,221	\$61,868	\$69,195
Travel & Conference	\$190	\$351	\$728	\$855	\$909	\$766	\$788	\$330	\$658	\$755	\$862
Office Occupancy	\$2,857	\$3,785	\$7,765	\$8,846	\$9,452	\$10,916	\$10,420	\$3,666	\$7,046	\$7,924	\$8,989
Office Operations	\$10,952	\$18,998	\$26,612	\$26,101	\$26,730	\$31,217	\$29,971	\$17,965	\$25,095	\$25,585	\$26,382
Educational & Promo	\$190	\$631	\$2,341	\$3,410	\$4,283	\$6,106	\$5,514	\$574	\$2,031	\$2,704	\$3,804
Loan Servicing	\$1,429	\$2,804	\$6,764	\$8,801	\$9,620	\$11,631	\$10,938	\$2,628	\$6,038	\$7,386	\$8,942
Professional & Outside Svc	\$4,286	\$9,043	\$16,662	\$18,346	\$14,501	\$12,835	\$13,438	\$8,433	\$15,218	\$16,744	\$15,182
Member Insurance	\$476	\$210	\$130	\$79	\$72	\$58	\$68	\$244	\$150	\$115	\$85
Operating Fees	\$476	\$911	\$1,015	\$923	\$838	\$668	\$719	\$855	\$987	\$956	\$873
Miscellaneous	\$1,905	\$2,594	\$3,941	\$2,780	\$2,848	\$6,469	\$5,570	\$2,505	\$3,689	\$3,246	\$2,968
Total Ops Expense	\$42,762	\$84,332	\$127,675	\$135,838	\$141,641	\$171,402	\$162,630	\$78,998	\$119,132	\$127,283	\$137,283
Net Operating Expense	\$36,095	\$70,662	\$94,027	\$91,661	\$88,636	\$93,748	\$92,568	\$66,227	\$89,148	\$90,374	\$89,164