



18 March 2022

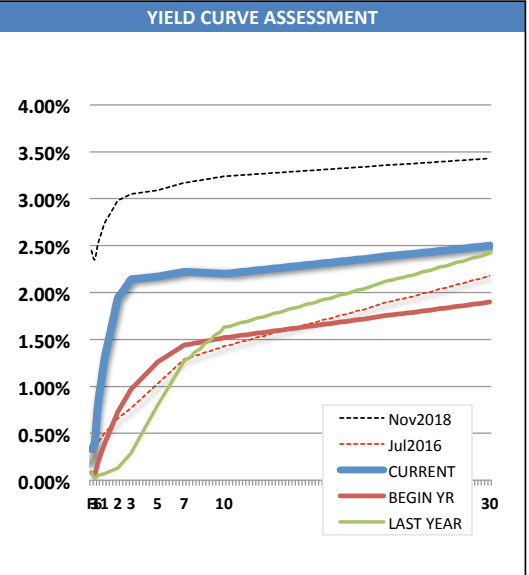
BENCHMARK INTEREST RATES AND YIELD CURVE

US Treasury Rates-

	THIS WK	LAST MO	YR END	LAST YR	CHANGES SINCE		
	3/17/22	2/17/22	12/31/21	3/17/21	This Yr	Last Yr	This Cycle
Prime	3.50%	3.25%	3.25%	3.25%	0.25%	0.25%	-2.00%
Fed Funds	0.33%	0.08%	0.08%	0.08%	0.25%	0.25%	-2.41%
3mo	0.40%	0.36%	0.06%	0.02%	0.34%	0.38%	-2.35%
6mo	0.81%	0.65%	0.19%	0.05%	0.62%	0.76%	-2.50%
1yr	1.30%	1.05%	0.39%	0.07%	0.91%	1.23%	-2.65%
2yr	1.94%	1.49%	0.73%	0.13%	1.21%	1.81%	-2.87%
3yr	2.14%	1.70%	0.97%	0.29%	1.17%	1.85%	-2.95%
5yr	2.17%	1.85%	1.26%	0.80%	0.91%	1.37%	-2.90%
7yr	2.22%	1.94%	1.44%	1.27%	0.78%	0.95%	-2.69%
10yr	2.20%	1.97%	1.52%	1.63%	0.68%	0.57%	-2.66%
30yr	2.50%	2.31%	1.90%	2.42%	0.60%	0.08%	-2.44%

Slope of the Yield Curve-

	THIS WK	LAST MO	YR END	LAST YR	This Yr	Last Yr	This Cycle
2yr-3mo	1.54%	1.13%	0.67%	0.11%	0.87%	1.43%	0.91%
5yr-2yr	0.23%	0.36%	0.53%	0.67%	-0.30%	-0.44%	0.12%
10yr-5yr	0.03%	0.12%	0.26%	0.83%	-0.23%	-0.80%	-0.12%
10yr-3mo	1.80%	1.61%	1.46%	1.61%	0.34%	0.19%	0.91%



ECONOMIC UPDATE AND ANALYSIS

FOMC RAISES OVERNIGHT BENCHMARK OVERNIGHT TARGET & DISCOUNT RATES

Federal Reserve policy-makers raised their benchmark federal funds target rate by 25 basis points to 0.25%-0.50%. It is the first time the fed funds target rate has changed since 2018.

The central bank is navigating an unusually complicated environment of a tight labor market, supply disruptions, spiraling inflation and now Russia's invasion of Ukraine, which has clouded the outlook and worsened price and supply chain pressures that many had hoped would soon ease.

Fed policy-makers also raised the discount rate (the rate paid between banks for borrowed funds and the only rate the Federal Reserve is actually authorized to change) from 3.25% to 3.50%.

With economic growth already poised to slow over the next few quarters but inflation exploding both at the producer and consumer levels, the Federal Reserve's monetary policy has little room to have a more immediate impact on inflation. Raising rates too little will continue to spur higher inflation. Raising rates too much will block what little growth is already experiencing.

Economic growth is expected to rise at a 3.5% to 4.0% while consumer inflation will advance over 6% for the rest of 2022. In February, year-over-year wages increased 5.1% while consumer inflation advanced 7.9%

Key Economic Indicators for Banks, Thrifts & Credit Unions-

		LATEST	CURRENT	PREV
GDP	QoQ	Q4-2nd	7.0%	2.3%
GDP - YTD	Annl	Q4-2nd	5.6%	5.1%
Consumer Spending	QoQ	Q4-2nd	3.1%	2.0%
Consumer Spending YTD	Annl	Q4-2nd	7.1%	8.5%
Unemployment Rate	Mo	February	3.8%	4.0%
Chg in Non-farm Jobs	Mo (000s)	February	678	467
Chg in Private Payrolls	Mo (000s)	February	654	444
Wholesale Inflation	YoY	February	10.0%	10.0%
Consumer Inflation	YoY	February	7.9%	7.5%
Core Inflation	YoY	February	6.4%	6.0%
Consumer Credit	Annual	January	1.9%	6.1%
Retail Sales	YoY	February	15.5%	12.3%
Vehicle Sales	Annl (Mil)	February	14.5	15.6
Home Sales	Annl (Mil)	February	6.821	7.311
Home Prices	YoY	November	18.8%	19.1%

Key Consumer Market Data-

	THIS WK	YR END	PCT CHANGES	
	3/17/22	12/31/21	YTD	12Mos
DJIA	34,480	36,338	-5.1%	5.4%
S&P 500	4,411	4,766	-7.4%	12.8%
NASDAQ	13,614	15,645	-13.0%	3.9%
Crude Oil	102.98	75.21	36.9%	68.5%
Avg Gasoline	4.32	3.28	31.6%	51.2%
Gold	1,943	1,829	6.3%	10.7%



AVERAGE CREDIT UNION RATES AND RATE SENSITIVITIES

	THIS WK 3/17/22	CHANGE IN MARKET RATES SINCE			Rate Sensitivities Since:			
		YTD	Nov18 High	2021 Low	YTD	Nov1018	2021Low	
Classic CC	10.94%	-0.04%	-0.75%	0.13%	-16%	38%	52%	
Platinum CC	9.30%	0.00%	-0.97%	0.20%	0%	49%	80%	
48mo Veh	2.67%	-0.01%	-0.99%	-0.01%	-1%	95%	-1%	
60mo Veh	2.77%	-0.01%	-1.00%	-0.01%	-1%	110%	0%	
72mo Veh	3.08%	-0.01%	-1.04%	-0.01%	-1%	114%	0%	
HE LOC	3.76%	0.00%	-1.80%	0.00%	0%	90%	0%	
10yr HE	4.61%	0.01%	-0.91%	0.01%	1%	99%	1%	
15yr FRM	3.26%	0.52%	-1.32%	0.60%	63%	134%	34%	
30yr FRM	3.84%	0.58%	-1.22%	0.69%	85%	117%	43%	
Sh Drafts	0.05%	0.00%	-0.09%	0.00%	0%	4%	0%	
Reg Svgs	0.09%	0.00%	-0.10%	0.00%	0%	5%	0%	
MMkt-10k	0.15%	0.00%	-0.33%	0.00%	0%	16%	0%	
MMkt-50k	0.22%	0.00%	-0.43%	0.00%	0%	20%	0%	
6mo CD	0.25%	0.01%	-0.78%	0.01%	2%	46%	1%	
1yr CD	0.36%	0.01%	-1.15%	0.01%	1%	80%	1%	
2yr CD	0.49%	0.02%	-1.36%	0.03%	2%	131%	2%	
3yr CD	0.59%	0.02%	-1.47%	0.02%	2%	162%	1%	

STRATEGICALLY FOR CREDIT UNIONS

Federal Reserve officials also penciled in six more increases by year's end, the most aggressive pace in more than 15 years, in an escalating effort to slow inflation that is running at its highest levels in four decades.

Officials signaled they expect to lift the rate to nearly 2% by the end of this year—slightly higher than the level that prevailed before the pandemic hit the U.S. economy two years ago, when they slashed rates to near zero. Their median projections show the rate rising to around 2.75% by the end of 2023, which would be the highest since 2008.

The Fed's postmeeting statement hinted at rising concern about inflation that initially appeared last year to be driven by pandemic-related bottlenecks but has since broadened.

The rate-setting Federal Open Market Committee approved the rate increase on a 8-to-1 vote, with St. Louis Fed President James Bullard dissenting in favor of a larger half-percentage-point increase.

The fed funds rate, an overnight rate on lending between banks. Raising rates typically restrains spending, while cutting rates encourages such borrowing. The problem today is there is little room between how much the economy can decline related to higher interest rates and the current pace of inflation that monetary policy can remedy. Expect inflation to put recessionary pressures ahead.

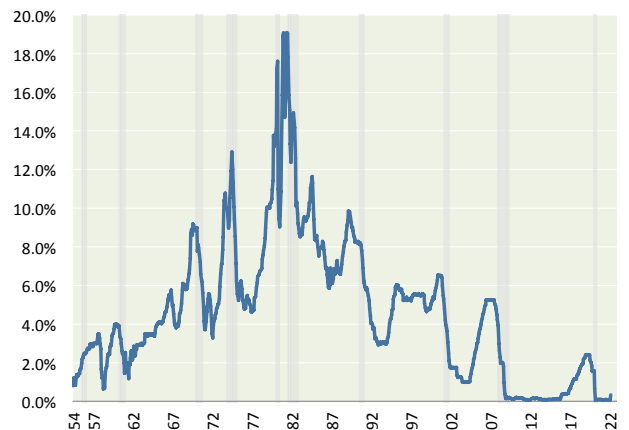
ECONOMIC RELEASES

RELEASES THIS WEEK:	Current	Projected	Previous
Wholesale Inflation (Feb, YoY)	10.0%	10.0%	9.7%
Retail Sales (Feb MoM)	0.3%	0.7%	3.8%
FOMC Decision	0.25-0.50%	0.50-0.75%	0-0.25%
Existing Home Sales (Feb, Annl)	6.0M	6.1M	6.5M

RELEASES FOR UPCOMING WEEK:	Projected	Previous
New Home Sales (Feb, Annl)	810k	801k

EFFECTIVE FED FUNDS RATE

AVERAGE BENCHMARK OVERNIGHT RATE PAID BY BANKS





ECONOMIC CALENDAR

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
February 14	15 Wholes Inflation 9.7%	16 Retail Sales 13% Ind Production 4.1% Capacity Util 77.6% FOMC Minutes	17 Jobless Claims 248k Cont'd Claims 1.59M	18 Existing Home Sales	19
21 PRESIDENT'S DAY HOLIDAY	22 Consumer Conf 110.5	23 Home Prices 18.8%	24 Jobless Claims 232k Cont'd Claims 1.47M GDP (Q4-2nd) 7.0% New Home Sales 811k	25 Personal Income 0% Personal Spending 2.1%	26
28	March 1 Construction Spdg 1.3%	2	3 Jobless Claims 230k Cont'd Claims 1.47M	4 Unemployment 3.8% NF Payrolls 678k Priv Payrolls 654k	5
7 Consumer Credit \$6.5B	8	9	10 Jobless Claims 227k Cont'd Claims 1.49M Cons Inflation 7.9%	11	12
14	15 Whls Inflation 10.0%	16 Retail Sales 0.3% FOMC Announcement	17 Jobless Claims 214k Cont'd Claims 1.42M Ind Production 7.5% Capacity Util 77.6%	18 Exist Home Sales 6.0M Leading Indicators 0.3%	19
21	22	23 New Home Sales	24 Jobless Claims Cont'd Claims	25	26
28	29 Consumer Confidence	30 GDP (Q4 Final) Home Prices	31 Jobless Claims Cont'd Claims Personal Income & Spending	April 1 Unemployment NF Payrolls Priv Payrolls	2
4 Factory Orders	5	6 FOMC Minutes	7 Jobless Claims Cont'd Claims Consumer Credit	8	9
11	12 Consumer Inflation	13 Wholesale Inflation	14 Jobless Claims Cont'd Claims Retail Sales	15 Industrial Production Capacity Utilization	16



ECONOMIC FORECAST

January 2021

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

ECONOMIC OUTLOOK

Economic Growth-

GDP - (QoQ)	6.7%	2.3%	7.0%	3.8%	3.9%	4.4%	3.9%	2.8%	2.7%	2.4%	2.4%
GDP - (YTD)	6.5%	5.1%	5.6%	3.8%	3.9%	4.0%	4.0%	2.8%	2.8%	2.6%	2.5%
Consumer Spending - (QoQ)	12.0%	2.0%	5.1%	3.0%	2.8%	2.8%	2.5%	2.2%	2.6%	2.5%	2.6%
Consumer Spending - (YTD)	11.7%	8.5%	7.6%	3.0%	2.9%	2.9%	2.8%	2.2%	2.4%	2.4%	2.5%
Government Spending - (QoQ)	-2.0%	0.9%	-2.1%	2.9%	1.8%	2.7%	1.9%	1.2%	1.1%	0.9%	1.1%
Government Spending - (YTD)	1.1%	1.0%	0.3%	2.9%	2.4%	2.5%	2.3%	1.2%	1.2%	1.1%	1.1%

Consumer Wealth-

Unemployment Rate	5.9%	5.1%	4.3%	3.8%	3.7%	3.5%	3.5%	3.5%	3.5%	3.5%	3.6%
Consumer Inflation	4.8%	5.3%	6.9%	6.5%	5.1%	4.6%	3.5%	3.2%	2.8%	2.6%	2.3%
Home Prices	15.2%	19.7%	19.1%	18.7%	18.5%	18.3%	18.0%	17.8%	17.5%	17.3%	17.3%

SINGLE FAMILY HOME & VEHICLE LOAN MARKETS

Consumer Demand-

Total Home Sales (Mil)	6.370	6.795	7.031	7.156	7.268	7.392	7.489	7.523	7.545	7.657	7.663
Existing Home (Mil)	5.633	6.057	6.310	6.338	6.381	6.435	6.510	6.547	6.583	6.650	6.651
New Home Sales (Mil)	0.737	0.738	0.721	0.818	0.887	0.957	0.979	0.976	0.962	1.007	1.012
Single Family Homes (Mils)	2.926	2.714	2.497	1.802	1.880	1.755	1.715	1.500	1.867	1.705	1.707
Purchase Apps (Mils)	1.341	1.302	1.259	0.997	1.302	1.254	1.265	1.043	1.402	1.243	1.267
Refinancing Apps (Mils)	1.585	1.412	1.238	0.805	0.578	0.501	0.450	0.457	0.465	0.462	0.440
Refi Apps Share	54%	52%	50%	45%	31%	29%	26%	30%	25%	27%	26%
Vehicle Sales (Mil)	16.2	12.5	12.8	13.3	14.7	14.2	14.0	13.5	15.6	14.6	14.3

MARKET RATE OUTLOOK

Benchmark Rates-

Prime	3.3%	3.3%	3.3%	3.3%	3.5%	3.7%	4.0%	4.0%	4.2%	4.5%	4.7%
Fed Funds	0.1%	0.1%	0.1%	0.1%	0.4%	0.6%	0.9%	0.9%	1.1%	1.4%	1.6%
3yr UST	0.5%	0.6%	1.2%	1.3%	1.4%	1.5%	1.6%	1.6%	1.7%	1.9%	2.0%
10yr UST	1.6%	1.3%	1.5%	1.9%	2.0%	2.1%	2.3%	2.4%	2.4%	2.5%	2.5%

Market Rates-

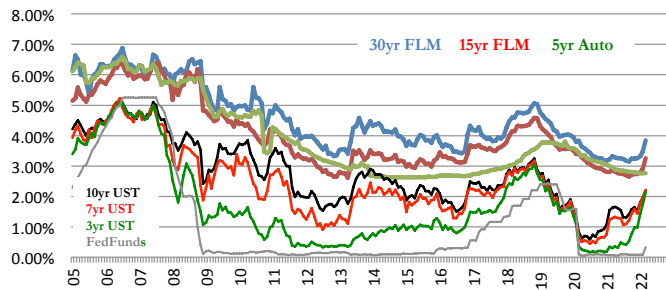
5yr Vehicle Loan Rate	2.8%	2.7%	2.7%	2.8%	2.9%	3.0%	3.1%	3.1%	3.1%	3.2%	3.2%
15yr First-lien Mortgage	2.9%	2.7%	3.1%	3.3%	3.4%	3.5%	3.6%	3.6%	3.6%	3.7%	3.7%
30yr First-lien Mortgage	3.0%	2.9%	3.1%	3.3%	3.5%	3.7%	4.0%	4.1%	4.2%	4.3%	4.3%



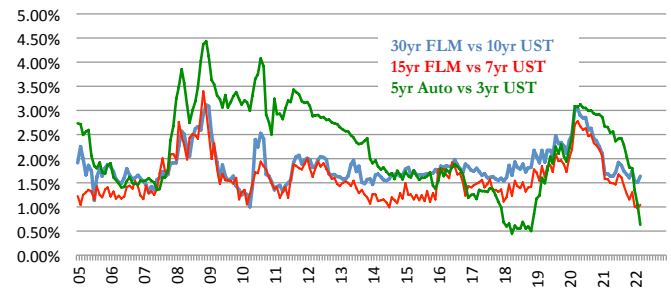
STRATEGIC ASSESSMENT OF RELATIVE VALUE INVESTMENT AND FUNDING OPTIONS

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	0.33%	-	-	-	-	-	-	-	-	-	-	-
2yr Agy Callable	2.00%	2 years	3 years	5.07%	4.10%	3.28%	3.53%	2.70%	2.40%	2.60%	2.75%	-
3yr Agy Callable	2.25%	3 years	2 years	6.23%	4.78%	3.55%	3.93%	2.65%	2.05%	-	-	-
3yr Agy MBS	2.20%	3 years	2 years	6.30%	4.85%	3.63%	4.00%	2.80%	2.20%	-	-	-
4yr Agy Callable	2.20%	4 years	1 year	10.40%	7.50%	5.05%	5.80%	-	-	-	-	-
4yr Agy MBS	2.35%	4 years	1 year	9.80%	6.90%	4.45%	5.20%	-	-	-	-	-
5yr Agy Callable	2.50%	5 years	-	-	-	-	-	-	-	-	-	-
5yr New Vehicle	2.77%	3 years	2 years	5.45%	4.00%	-	-	-	-	-	-	-
5yr Used Vehicle	2.92%	3 years	2 years	5.22%	3.77%	-	-	-	-	-	-	-
15yr Mortgage	3.26%	5 years	-	-	-	-	-	-	-	-	-	-
30yr Mortgage	3.84%	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	0.05%	1 year	2 years	0.86%	3.25%	0.93%	3.91%
Regular Savings	0.09%	1 year	2 years	0.84%	3.23%	0.89%	3.87%
Money Market	0.15%	1 year	2 years	0.81%	3.20%	0.83%	3.81%
FHLB Overnight	0.21%	1 year	2 years	0.78%	3.17%	0.77%	3.75%
Catalyst Settlement	1.50%	1 year	2 years	0.14%	2.52%	-0.26%	2.46%
6mo Term CD	0.25%	6 mos	2.5 yrs	0.66%	2.57%	0.57%	2.56%
6mo FHLB Term	0.77%	6 mos	2.5 yrs	0.55%	2.46%	0.40%	2.38%
6mo Catalyst Term	1.44%	6 mos	2.5 yrs	0.42%	2.33%	0.17%	2.16%
1yr Term CD	0.36%	1 year	2 years	0.71%	3.09%	0.62%	3.60%
1yr FHLB Term	1.28%	1 year	2 years	0.25%	2.63%	-0.30%	2.68%
2yr Term CD	0.49%	2 years	1 year	0.79%	5.56%	-	-
2yr FHLB Term	1.98%	2 years	1 year	-2.19%	2.58%	-	-
3yr Term CD	0.59%	3 years	-	-	-	-	-
3yr FHLB Term	2.18%	3 years	-	-	-	-	-

* Highest relative value noted by highest differentials and volatility projections



Q4-2021	<\$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	322	717	1,447	683	1,082	691	4,942	1,039	2,486	3,169	4,251
Average Assets (\$Mil)	\$0.9	\$5.6	\$26.0	\$72.6	\$227.4	\$2,493.2	\$416.9	\$4.1	\$16.9	\$28.9	\$79.4
Pct of Credit Unions	7%	15%	29%	14%	22%	14%	100%	21%	50%	64%	86%
Pct of Industry Assets	0%	0%	2%	2%	12%	84%	100%	0%	2%	4%	16%
GROWTH RATES (YTD)											
Total Assets	-7.0%	-10.5%	-4.9%	0.3%	3.6%	13.8%	11.7%	-10.3%	-5.5%	-2.4%	1.9%
Total Loans	-11.4%	-15.5%	-9.8%	-3.6%	-1.3%	10.0%	8.0%	-15.3%	-10.3%	-6.6%	-2.6%
- Direct Loans	-11.4%	-15.5%	-9.4%	-3.1%	0.0%	10.2%	8.2%	-15.3%	-10.0%	-6.3%	-1.7%
- Indirect Loans	0.0%	-9.5%	-18.4%	-8.4%	-7.5%	9.1%	7.0%	-12.2%	-18.4%	-10.5%	-7.9%
Total Shares	-5.8%	-8.8%	-3.9%	0.8%	3.8%	12.8%	10.9%	-8.6%	-4.4%	-1.7%	2.3%
Net Worth	-8.3%	-11.6%	-7.7%	-1.9%	1.4%	13.9%	11.2%	-11.3%	-8.2%	-5.0%	-0.6%
BALANCE SHEET ALLOCATION											
Net Worth-to-Total Assets	17.9%	15.3%	11.7%	11.1%	10.2%	10.2%	10.3%	15.5%	12.1%	11.6%	10.6%
Cash & Inv-to-Total Assets	60%	56%	53%	47%	38%	34%	35%	56%	54%	50%	42%
Loans-to-Total Assets	39%	43%	44%	49%	56%	62%	61%	43%	44%	47%	54%
Vehicle-to-Total Loans	61%	65%	50%	43%	37%	31%	32%	65%	52%	46%	39%
REL-to-Total Loans	1%	6%	29%	31%	34%	54%	52%	6%	27%	29%	33%
REL-to-Net Worth	2%	18%	109%	136%	188%	327%	310%	16%	96%	117%	167%
Indirect-to-Total Loans	0%	0%	4%	10%	16%	21%	20%	0%	3%	7%	14%
Loans-to-Total Shares	49%	51%	50%	56%	64%	72%	70%	51%	50%	53%	61%
Chkg & Svgs-to-Total Shares	93%	85%	78%	73%	66%	55%	57%	86%	79%	75%	69%
Nonterm-to-Total Shares	93%	87%	85%	84%	82%	79%	80%	87%	85%	84%	82%
Term CDs-to-Total Shares	5%	10%	10%	11%	12%	14%	14%	10%	10%	10%	12%
Short-term Funding Ratio	51.4%	38.3%	30.1%	24.6%	19.3%	16.3%	17.1%	30.9%	27.6%	21.6%	17.2%
Net Long-term Asset Ratio	3.0%	8.6%	20.4%	28.1%	35.3%	41.0%	39.6%	19.2%	23.9%	32.1%	39.4%
LOAN QUALITY											
Loan Delinquency Ratio	2.89%	1.27%	0.75%	0.62%	0.47%	0.48%	0.49%	0.80%	0.70%	0.53%	0.49%
Net Charge-off Ratio	0.33%	0.24%	0.22%	0.20%	0.18%	0.27%	0.26%	0.22%	0.21%	0.19%	0.26%
"Misery" Index	3.22%	1.51%	0.97%	0.82%	0.65%	0.75%	0.75%	1.02%	0.91%	0.71%	0.74%
RE Loan Delinquency	0.50%	1.04%	0.67%	0.52%	0.39%	0.40%	0.41%	1.04%	0.68%	0.58%	0.43%
Vehicle Loan Delinquency	2.43%	1.17%	0.73%	0.57%	0.47%	0.40%	0.42%	1.24%	0.80%	0.68%	0.53%
Direct Loans	2.43%	1.17%	0.70%	0.53%	0.38%	0.28%	0.34%	1.24%	0.77%	0.66%	0.48%
Indirect Loans	0.00%	1.84%	1.16%	0.70%	0.59%	0.46%	0.47%	1.84%	1.16%	0.79%	0.61%
Loss Allow as % of Loans	3.09%	1.33%	0.82%	0.76%	0.68%	0.90%	0.88%	1.44%	0.88%	0.81%	0.71%
Current Loss Exposure	1.38%	0.58%	0.41%	0.36%	0.30%	0.30%	0.30%	0.63%	0.44%	0.39%	0.32%
Coverage Ratio (Adequacy)	2.2	2.3	2.0	2.1	2.3	3.0	2.9	2.3	2.0	2.1	2.2
EARNINGS											
Gross Asset Yield	3.01%	2.78%	2.61%	2.74%	2.83%	3.07%	3.02%	2.80%	2.63%	2.69%	2.79%
Cost of Funds	0.82%	0.30%	0.23%	0.25%	0.31%	0.46%	0.43%	0.34%	0.24%	0.25%	0.29%
Gross Interest Margin	2.19%	2.48%	2.37%	2.49%	2.53%	2.61%	2.59%	2.46%	2.38%	2.44%	2.50%
Provision Expense	0.16%	0.07%	0.07%	0.08%	0.06%	0.06%	0.06%	0.07%	0.07%	0.08%	0.06%
Net Interest Margin	2.03%	2.41%	2.31%	2.41%	2.47%	2.55%	2.53%	2.39%	2.31%	2.37%	2.44%
Non-Interest Income	0.56%	0.60%	0.93%	1.17%	1.32%	1.30%	1.29%	0.59%	0.89%	1.04%	1.24%
Non-Interest Expense	3.49%	3.03%	2.93%	3.08%	3.15%	2.76%	2.82%	3.06%	2.94%	3.02%	3.11%
Net Operating Expense	2.93%	2.44%	2.00%	1.91%	1.83%	1.46%	1.53%	2.47%	2.05%	1.98%	1.87%
Net Operating Return	-0.90%	-0.02%	0.31%	0.50%	0.64%	1.09%	1.00%	-0.08%	0.26%	0.39%	0.57%
Non-recurring Inc(Exp)	0.46%	0.25%	0.11%	0.10%	0.09%	0.06%	0.07%	0.27%	0.12%	0.11%	0.09%
Net Income	-0.45%	0.23%	0.41%	0.60%	0.72%	1.15%	1.07%	0.19%	0.39%	0.50%	0.66%
Return on Net Worth	-5.0%	-0.1%	2.6%	4.4%	6.2%	10.7%	9.7%	-0.5%	2.1%	3.3%	5.3%



Q4-2021	<\$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	\$5,429	\$7,358	\$4,660	\$7,123	\$11,178	\$18,427	\$16,113	\$7,241	\$4,936	\$6,148	\$9,946
Avg Loan Rate	6.69%	5.51%	4.93%	4.72%	4.39%	4.40%	4.41%	5.59%	5.00%	4.84%	4.50%
Avg Loan Yield, net	6.29%	5.36%	4.78%	4.56%	4.29%	4.30%	4.31%	5.42%	4.84%	4.69%	4.38%
Avg Share Balance	\$2,647	\$5,561	\$9,145	\$10,528	\$12,217	\$14,430	\$13,803	\$5,186	\$8,504	\$9,498	\$11,343
Avg Share Rate	1.01%	0.36%	0.27%	0.29%	0.35%	0.53%	0.50%	0.40%	0.28%	0.28%	0.33%
Non-Member Deposit Ratio	1.1%	1.6%	0.6%	0.6%	0.6%	0.6%	0.6%	1.6%	0.7%	0.6%	0.6%
Net Operating Profitability-											
Earning Asset/Funding	123%	117%	111%	109%	107%	111%	111%	118%	111%	110%	108%
Fee Inc-to-Total Revenue	16%	18%	26%	30%	32%	30%	30%	17%	25%	28%	31%
Net Operating Return per FTE											
Interest Income per FTE	\$37,860	\$79,183	\$117,437	\$128,312	\$132,122	\$198,364	\$182,612	\$73,402	\$110,015	\$119,285	\$128,435
Avg Interest & Prov per FTE	\$12,346	\$10,487	\$13,679	\$15,574	\$17,122	\$33,669	\$29,765	\$10,747	\$13,185	\$14,395	\$16,339
Net Interest Income per FTE	\$25,514	\$68,697	\$103,758	\$112,739	\$115,000	\$164,695	\$152,847	\$62,656	\$96,830	\$104,890	\$112,096
Non-Interest Income per FTE	\$6,996	\$16,934	\$41,853	\$54,678	\$61,407	\$84,345	\$78,192	\$15,544	\$37,419	\$46,163	\$57,029
Avg Ops Expense per FTE	\$43,893	\$86,271	\$131,880	\$144,201	\$146,758	\$178,619	\$170,606	\$80,343	\$123,193	\$133,837	\$143,047
Net Op Expense per FTE	\$36,897	\$69,337	\$90,027	\$89,524	\$85,351	\$94,274	\$92,414	\$64,799	\$85,774	\$87,674	\$86,018
Avg Net Op Return per FTE	\$ (11,383)	\$ (640)	\$ 13,731	\$ 23,215	\$ 29,649	\$ 70,421	\$60,432	\$ (2,143)	\$ 11,056	\$ 17,216	\$ 26,079
Revenue/Operating Expense Assessment											
Revenue-											
Avg Revenue per FTE	\$44,856	\$96,118	\$159,290	\$182,990	\$193,529	\$282,709	\$260,804	\$88,946	\$147,433	\$165,447	\$185,464
- Total Revenue Ratio	3.56%	3.38%	3.54%	3.91%	4.15%	4.37%	4.31%	3.39%	3.52%	3.73%	4.03%
Operating Expenses-											
Avg Comp & Benefits per FTE	\$20,576	\$46,044	\$63,597	\$68,399	\$74,031	\$93,764	\$88,688	\$42,481	\$60,038	\$64,274	\$71,229
- Comp & Benefits Ratio	1.63%	1.62%	1.41%	1.46%	1.59%	1.45%	1.47%	1.62%	1.43%	1.45%	1.55%
- Pct of Total Operating Exp	47%	53%	48%	47%	50%	52%	52%	53%	49%	48%	50%
- FTE-to-Ops (Staffing)	2.07	0.78	0.39	0.32	0.28	0.18	0.20	0.85	0.43	0.37	0.30
- Full-time Equivalents	243	1,494	8,568	10,582	51,846	250,145	322,878	1,737	10,305	20,887	72,733
- Pct Part-time Employees	80%	46%	15%	10%	7%	5%	6%	52%	23%	16%	10%
Avg Occ & Ops Exp per FTE	\$14,403	\$22,959	\$35,446	\$37,800	\$37,729	\$43,425	\$41,998	\$21,762	\$33,139	\$35,501	\$37,089
- Occupancy & Ops Expense Ratio	1.14%	0.81%	0.79%	0.81%	0.81%	0.67%	0.69%	0.83%	0.79%	0.80%	0.81%
- Pct of Total Op Expense	33%	27%	27%	26%	26%	24%	25%	27%	27%	27%	26%
Avg All Other Expense per FTE	\$8,914	\$17,269	\$32,837	\$38,002	\$34,998	\$41,430	\$39,921	\$16,100	\$30,016	\$34,062	\$34,729
- All Other Expense Ratio	0.71%	0.61%	0.73%	0.81%	0.75%	0.64%	0.66%	0.61%	0.72%	0.77%	0.76%
- Pct of Total Ops Expense	20%	20%	25%	26%	24%	23%	23%	20%	24%	25%	24%
Membership Outreach-											
Members-to-Potential Mbers	14.4%	5.6%	3.4%	2.2%	2.3%	3.1%	2.9%	6.1%	3.7%	2.7%	2.5%
Members-to-FTEs	369	406	421	393	344	412	401	401	418	405	362
Borrower-to-Members	24%	39%	98%	82%	70%	56%	60%	36%	86%	82%	69%
Branches	321	737	1,989	1,564	4,824	11,731	21,164	1,057	3,046	4,610	9,433
Members per Branch	280	824	1,815	2,656	3,702	8,795	6,123	659	1,414	1,836	2,790