



01 March 2024

BENCHMARK INTEREST RATES AND YIELD CURVE

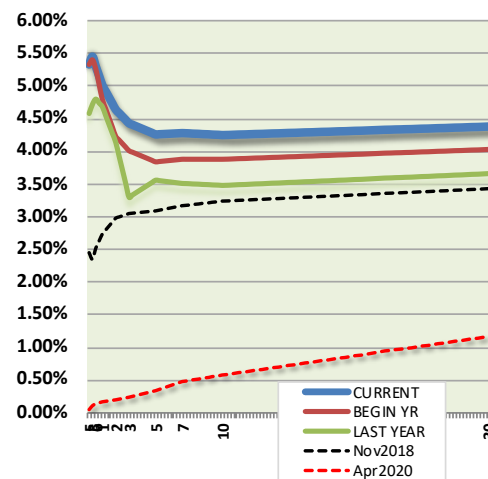
**US Treasury Rates-**

	THIS WK	LAST MO	YR END	LAST YR	CHANGES SINCE		
	2/29/24	1/29/24	12/31/23	2/28/23	This Yr	Last Yr	This Cycle*
Prime	8.50%	8.50%	8.50%	7.75%	0.00%	0.75%	5.25%
Fed Funds	5.33%	5.33%	5.33%	4.58%	0.00%	0.75%	5.28%
3mo	5.45%	5.42%	5.40%	4.72%	0.05%	0.73%	5.34%
6mo	5.30%	5.19%	5.26%	4.80%	0.04%	0.50%	5.16%
1yr	5.01%	4.76%	4.79%	4.68%	0.22%	0.33%	4.84%
2yr	4.64%	4.29%	4.23%	4.14%	0.41%	0.50%	4.44%
3yr	4.43%	4.10%	4.01%	3.30%	0.42%	1.13%	4.19%
5yr	4.26%	3.97%	3.84%	3.56%	0.42%	0.70%	3.92%
7yr	4.28%	4.02%	3.88%	3.51%	0.40%	0.77%	3.80%
10yr	4.25%	4.08%	3.88%	3.48%	0.37%	0.77%	3.67%
30yr	4.38%	4.31%	4.03%	3.66%	0.35%	0.72%	3.21%

**Slope of the Yield Curve-**

2yr-3mo	-0.81%	-1.13%	-1.17%	-0.58%	0.36%	-0.23%	-1.44%
5yr-2yr	-0.38%	-0.32%	-0.39%	-0.58%	0.01%	0.20%	-0.49%
10yr-5yr	-0.01%	0.11%	0.04%	-0.08%	-0.05%	0.07%	-0.16%
10yr-3mo	-1.20%	-1.34%	-1.52%	-1.24%	0.32%	0.04%	-2.09%

**YIELD CURVE ASSESSMENT**



\*Since Mar 2020

ECONOMIC UPDATE AND ANALYSIS

## FOURTH QUARTER ECONOMIC GROWTH REVISED DOWNWARD FROM 3.3% to 3.2%;

The Commerce Department, in their second estimate for real gross domestic product (GDP) in the fourth quarter of 2023 was revised slightly downward from 3.3% to 3.2%

Based on aggregate readings for 2023, the economy increased at a rate of 3.1%, primarily reflecting a 3.0% increase in consumer spending on goods and services - a function of inflation's effect on the pricing of those goods.

The report also shows that economic growth is being mainly supported by government spending. The pace of government spending has exceeded consumer spending for six consecutive quarters - something that is unsustainable and highly inflationary.

The GDP numbers confirm the complexity of the nation's economy, and signals the Federal Reserve will be more reluctant to lower interest rates later this year.

There are indeed signs that momentum has ebbed. Retail sales, housing starts, durable goods orders and production at factories declined in January.

For that reason, we are now estimating that the FOMC will not reduce their benchmark overnight rate any sooner than June.

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

		LATEST	CURRENT	PREV
GDP	QoQ	Q4-23	3.2%	4.9%
GDP - YTD	AnnI	Q4-23	3.1%	3.0%
Consumer Spending	QoQ	Q4-23	3.0%	3.1%
Consumer Spending YTD	AnnI	Q4-23	3.0%	2.3%
Unemployment Rate	Mo	January	3.7%	3.7%
Underemployment Rate	Mo	January	7.1%	7.2%
Participation Rate	Mo	January	62.5%	62.5%
Wholesale Inflation	YoY	January	0.9%	1.0%
Consumer Inflation	YoY	January	3.1%	3.4%
Core Inflation	YoY	January	3.9%	3.9%
Consumer Credit	Annual	December	0.4%	5.7%
Retail Sales	YoY	January	2.0%	3.2%
Vehicle Sales	AnnI (Mil)	January	15.5	16.6
Home Sales	AnnI (Mil)	January	4.664	4.370
Home Prices	YoY	December	5.5%	5.1%

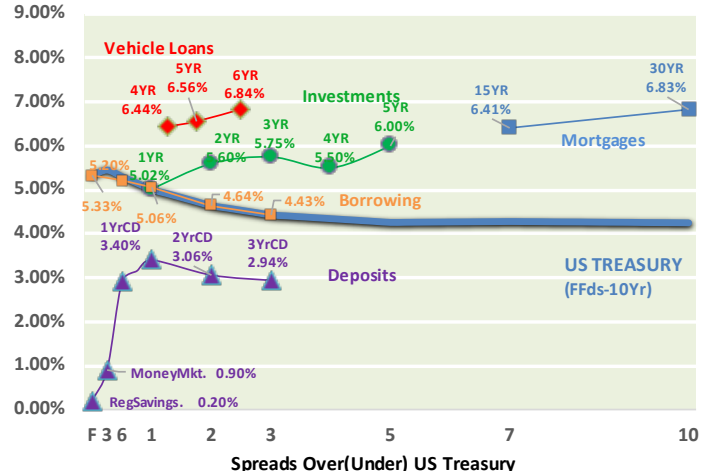
**Key Consumer Market Data-**

	THIS WK	YR END	PCT CHANGES	
	2/29/24	12/31/23	YTD	12Mos
DJIA	38,996	37,689	3.5%	16.9%
S&P 500	5,096	4,769	6.9%	26.7%
NASDAQ	16,091	15,011	7.2%	39.0%
Crude Oil	78.54	71.77	9.4%	-1.4%
Avg Gasoline	3.27	3.12	4.9%	-3.3%
Gold	2,046	2,072	-1.3%	11.4%



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

	THIS WK	CHANGE IN MARKET RATES SINCE			Rate Sen
	2/29/24	YTD	Nov18 High	2020 Low	
Classic CC	13.15%	0.05%	1.46%	2.11%	40%
Platinum CC	12.76%	0.11%	2.49%	3.40%	65%
48mo Veh	6.44%	0.01%	2.78%	3.20%	72%
60mo Veh	6.56%	0.01%	2.79%	3.21%	77%
72mo Veh	6.84%	0.01%	2.72%	3.17%	76%
HE LOC	8.46%	0.02%	2.90%	4.23%	81%
10yr HE	7.59%	0.00%	2.07%	2.49%	64%
15yr FRM	6.41%	0.63%	1.83%	3.09%	81%
30yr FRM	6.83%	0.45%	1.77%	3.12%	85%
Sh Drafts	0.10%	0.01%	-0.04%	-0.02%	0%
Reg Svgs	0.20%	0.01%	0.01%	0.05%	1%
MMkt-10k	0.90%	0.02%	0.42%	0.58%	11%
MMkt-50k	1.20%	0.02%	0.55%	0.75%	14%
6mo CD	2.91%	0.12%	1.88%	2.32%	45%
1yr CD	3.40%	0.04%	1.89%	2.55%	53%
2yr CD	3.06%	0.00%	1.21%	2.02%	45%
3yr CD	2.94%	0.01%	0.88%	1.77%	42%



	Spreads Over(Under) US Treasury		
4Y Vehicle	1.80%	Reg Svgs	-5.13%
5Y Vehicle	2.13%	1Y CD	-1.61%
15Y Mortg	2.13%	2Y CD	-1.58%
30Y Mortg	2.58%	3Y CD	-1.49%

**STRATEGICALLY FOR CREDIT UNIONS**

Home prices rose for the 11th consecutive month in December, as housing inventory remained painfully low. Prices increased 5.5% nationally in December when compared with the previous year. That is up from the 5% annual increase recorded the prior month. On a monthly basis, prices fell 0.4%, according to the index.

The 20-city composite, which also tracked housing prices in Dallas and Seattle, posted an annual gain of 6.1%, which also marks an increase from the 5.4% figure recorded the previous month. There was a major discrepancy in the price gains in the 20 cities: San Diego reported an 8.8% annual gain in December, followed by Los Angeles and Detroit, each with an 8.3% increase. Portland, Oregon, saw the smallest gain in December, with home prices climbing just 0.3% from the prior year.

The interest-rate-sensitive housing market entered a deep freeze last year. However, prices have quickly recovered as buyers adjust to higher mortgage rates and compete for a limited supply of homes.

The problem is unlikely to be resolved anytime soon. With mortgage rates hovering near the highest level in two decades, sellers who locked in a low rate before the pandemic began have been reluctant to sell, leaving few options for eager would-be buyers.

Available home supply is still down a stunning 34.3% from the typical amount before COVID began in early 2020, despite a recent drop in mortgage rates.

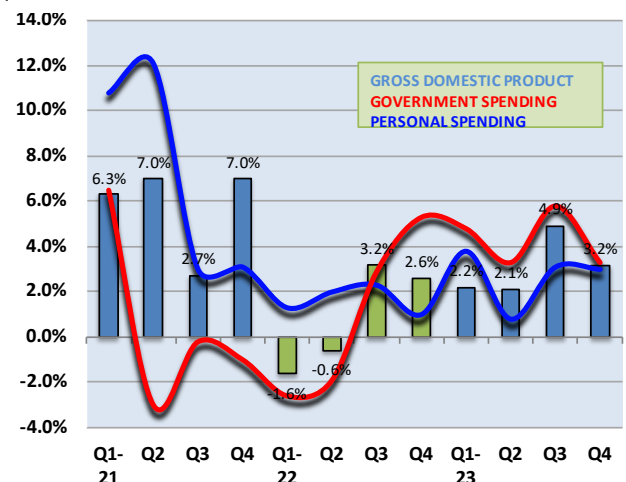
**ECONOMIC RELEASES**

RELEASES THIS WEEK:	Current	Projected	Previous
New Home Sales (Jan, Annl)	661k	670k	664k
Home Prices (Dec, YoY)	5.5%	6.0%	5.4%
GDP (Q4, QoQ, 2nd Est)	3.2%	3.3%	4.9%

RELEASES FOR UPCOMING WEEK:	Projected	Previous
Vehicle Sales (Feb, Annl units)	15.0M	15.5M
Unemployment (Feb)	3.7%	3.7%

**GROSS DOMESTIC PRODUCT**

QUARTERLY CHANGE GDP COMPARED TO PERSONAL & GOVERNMENT SPENDING





## ECONOMIC CALENDAR

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
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<b>JANUARY 29</b>	<b>30</b> Home Prices 5.1% Consumer Confidence 14.8	<b>31</b> FOMC Announcement	<b>FEBRUARY 1</b> Jobless Claims 224k Cont'd Claims 1.9M Construction Spending 0.9%	<b>2</b> Unemployment 3.7% Nonfarm Payrolls 353k Private Payrolls 317k Participation Rate 62.5%	<b>3</b>
<b>5</b>	<b>6</b>	<b>7</b> Consumer Credit \$1.6B	<b>8</b> Jobless Claims 218k Cont'd Claims 1.87M	<b>9</b>	<b>10</b>
<b>12</b>	<b>13</b> Consumer Inflation 3.1%	<b>14</b>	<b>15</b> Jobless Claims 212k Cont'd Claims 1.89M Retail Sales 2.0%	<b>16</b> Wholesale Inflation 0.9%	<b>17</b>
<b>19</b> <b>PRESIDENT'S DAY</b>	<b>20</b> Leading Indictors -0.4%	<b>21</b> FOMC Minutes	<b>22</b> Jobless Claims 201k Cont'd Claims 1.86M Existing Home Sales 4.0M	<b>23</b>	<b>24</b>
<b>26</b> New Home Sales 661k	<b>27</b> Home Prices 5.5% Consumer Conf 106.7	<b>28</b> GDP (Q4, 2nd) 3.2%	<b>29</b> Jobless Claims 215k Cont'd Claims 1.9M Personal Income 1.0% Personal Spending 0.2%	<b>MARCH 1</b>	<b>2</b>
<b>4</b>	<b>5</b> <b>Vehicle Sales</b>	<b>6</b> <b>FRB Beige Book</b>	<b>7</b> <b>Jobless Claims</b> <b>Cont'd Claims</b> <b>Consumer Credit</b>	<b>8</b> <b>Unemployment</b> <b>Nonfarm Payrolls</b> <b>Private Payrolls</b> <b>Participation Rate</b>	<b>9</b>
<b>11</b>	<b>12</b> <b>Consumer Inflation</b>	<b>13</b>	<b>14</b> <b>Jobless Claims</b> <b>Cont'd Claims</b> <b>Wholesale Inflation</b> <b>Retail Sales</b>	<b>15</b>	<b>16</b>
<b>18</b>	<b>19</b>	<b>20</b> <b>FOMC Announcement</b>	<b>21</b> <b>Jobless Claims</b> <b>Cont'd Claims</b> <b>Existing Home Sales</b>	<b>22</b>	<b>23</b>
<b>25</b>	<b>26</b> <b>Home Prices</b> <b>Consumer Confidence</b>	<b>27</b>	<b>28</b> <b>Jobless Claims</b> <b>Cont'd Claims</b> <b>GDP (Q4, Final)</b>	<b>29</b> <b>Personal Income</b> <b>Personal Spending</b>	<b>30</b>



## ECONOMIC FORECAST

**FEBRUARY 2024**

	2023			2024				2025			
	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4

### ECONOMIC OUTLOOK

#### Economic Growth-

GDP - (QoQ)	2.1%	4.9%	3.3%	0.9%	0.3%	0.5%	1.3%	1.5%	1.6%	1.5%	1.6%
GDP - (YTD)	2.2%	3.1%	3.1%	0.9%	0.6%	0.6%	0.8%	1.5%	1.6%	1.5%	1.6%
Consumer Spending - (QoC)	0.8%	3.1%	2.8%	1.9%	0.8%	1.0%	1.5%	1.6%	1.5%	1.5%	1.6%
Consumer Spending - (YTD)	4.1%	4.6%	4.2%	1.9%	1.4%	1.2%	1.3%	1.6%	1.6%	1.5%	1.6%
Government Spending - (QoC)	3.3%	5.8%	3.3%	0.8%	0.5%	0.4%	0.3%	0.3%	0.3%	0.3%	0.3%
Government Spending - (YTD)	4.1%	4.6%	4.3%	0.8%	0.7%	0.6%	0.5%	0.3%	0.3%	0.3%	0.3%

#### Consumer Wealth-

Unemployment Rate	3.6%	3.7%	3.8%	3.8%	4.0%	4.2%	4.4%	4.5%	4.6%	4.6%	4.7%
Consumer Inflation	4.1%	3.6%	3.2%	3.0%	2.9%	2.7%	2.6%	2.4%	2.2%	2.2%	2.1%
Home Prices (YoY)	-0.2%	2.5%	5.4%	5.5%	5.7%	6.0%	6.0%	6.2%	6.3%	6.5%	6.5%

### SINGLE FAMILY HOME & VEHICLE LOAN MARKETS

#### Home Sales-

Total Home Sales (Mil)	4.941	4.723	4.449	4.695	4.997	5.192	5.383	5.496	5.659	5.704	5.719
Existing Home (Mil)	4.250	4.020	3.797	3.974	4.237	4.424	4.609	4.714	4.860	4.900	4.907
New Home Sales (Mil)	0.691	0.703	0.652	0.721	0.760	0.768	0.774	0.782	0.799	0.804	0.812

#### Mortgage Originations-

Single Family Homes (Mils)	1.239	1.165	1.034	1.003	1.254	1.419	1.387	1.258	1.524	1.517	1.455
Purchase Apps (Mils)	0.948	0.913	0.804	0.743	0.926	1.021	0.977	0.810	1.070	1.049	0.996
Refinancing Apps (Mils)	0.291	0.252	0.230	0.260	0.328	0.398	0.410	0.448	0.454	0.468	0.459
Refi Apps Share	23%	22%	22%	26%	26%	28%	30%	36%	30%	31%	32%

#### Vehicle Sales-

Vehicle Sales (Mil)	15.6	15.9	16.1	15.6	15.7	16.2	16.3	16.0	16.2	16.4	16.2
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### MARKET RATE OUTLOOK

#### Benchmark Rates-

Prime	8.2%	8.5%	8.5%	8.5%	8.5%	8.3%	8.3%	8.0%	8.0%	7.8%	7.8%
Fed Funds	5.1%	5.4%	5.4%	5.4%	5.4%	5.1%	5.1%	4.8%	4.8%	4.5%	4.5%
3yr UST	4.6%	4.5%	3.9%	4.4%	4.3%	4.0%	4.0%	3.9%	3.8%	3.7%	3.6%
7yr UST	4.1%	4.4%	4.0%	4.4%	4.2%	4.0%	3.9%	3.8%	3.8%	3.7%	3.6%
10yr UST	3.6%	4.2%	4.4%	4.2%	4.1%	3.9%	3.8%	3.8%	3.8%	3.7%	3.7%

#### Market Rates-

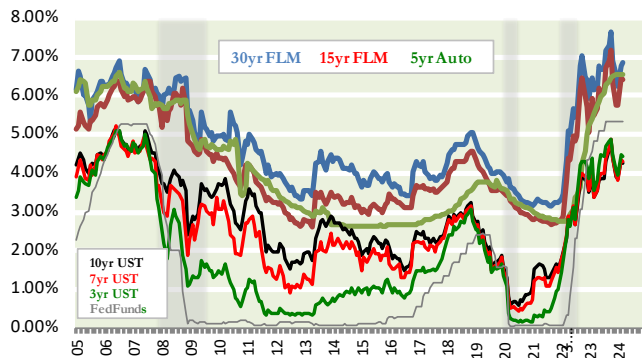
5yr Vehicle Loan Rate	5.8%	6.5%	6.5%	6.6%	6.6%	6.5%	6.5%	6.4%	6.3%	6.3%	6.2%
15yr First-lien Mortgage	6.0%	7.2%	6.4%	6.5%	6.4%	6.1%	5.8%	5.7%	5.7%	5.6%	5.2%
30yr First-lien Mortgage	6.5%	7.0%	7.3%	6.9%	6.6%	6.3%	6.1%	5.9%	5.8%	5.7%	5.5%



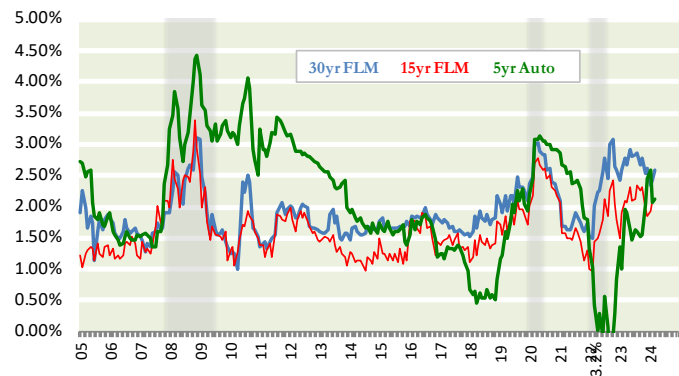
## STRATEGIC ASSESSMENT OF RELATIVE VALUE INVESTMENT AND FUNDING OPTIONS

### 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	5.02%	1 year	4 years	7.28%	6.76%	6.95%	7.13%	4.99%	5.66%	4.90%	6.12%
2yr Agy Callable	5.60%	2 years	3 years	7.65%	6.95%	7.20%	7.45%	4.40%	5.40%	3.62%	6.05%
3yr Agy Callable	5.75%	3 years	2 years	8.45%	7.40%	7.78%	8.15%	2.75%	4.75%	-	-
3yr Agy MBS	4.94%	3 years	2 years	9.67%	8.62%	8.99%	9.37%	5.18%	7.18%	-	-
4yr Agy Callable	5.50%	4 years	1 year	12.15%	10.05%	10.80%	11.55%	-	-	-	-
4yr Agy MBS	5.00%	4 years	1 year	14.15%	12.05%	12.80%	13.55%	-	-	-	-
5yr Agy Callable	6.00%	5 years	-	-	-	-	-	-	-	-	-
5yr New Vehicle	6.56%	3 years	2 years	7.24%	6.19%	-	-	-	-	-	-
5yr Used Vehicle	6.71%	3 years	2 years	7.01%	5.96%	-	-	-	-	-	-
15yr Mortgage	6.41%	5 years	-	-	-	-	-	-	-	-	-
30yr Mortgage	6.83%	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	4.36%	6.60%	6.02%	9.18%
Regular Savings	0.20%	1 year	2 years	4.31%	6.55%	5.92%	9.08%
Money Market	0.90%	1 year	2 years	3.96%	6.20%	5.22%	8.38%
FHLB Overnight	5.33%	1 year	2 years	1.75%	3.98%	0.79%	3.95%
Catalyst Settlement	6.65%	1 year	2 years	1.09%	3.32%	-0.27%	2.63%
6mo Term CD	2.91%	6 mos	2.5 yrs	2.95%	4.73%	3.11%	5.22%
6mo FHLB Term	5.20%	6 mos	2.5 yrs	2.49%	4.28%	2.35%	4.45%
6mo Catalyst Term	5.60%	6 mos	2.5 yrs	2.41%	4.20%	2.21%	4.32%
1yr Term CD	3.40%	1 year	2 years	2.71%	4.95%	2.72%	5.88%
1yr FHLB Term	5.06%	1 year	2 years	1.88%	4.12%	1.06%	4.22%
2yr Term CD	3.06%	2 years	1 year	2.70%	7.17%	-	-
2yr FHLB Term	4.64%	2 years	1 year	-0.46%	4.01%	-	-
3yr Term CD	2.94%	3 years	-	-	-	-	-
3yr FHLB Term	4.43%	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	3.80%	3.59%	3.21%	3.19%	3.15%	3.00%	3.02%	3.61%	3.25%	3.22%	3.17%
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	3.41%	3.40%	3.03%	3.00%	2.91%	2.51%	2.57%	3.40%	3.07%	3.03%	2.94%
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	3.77%	2.97%	2.45%	2.31%	2.22%	1.80%	1.87%	3.03%	2.51%	2.40%	2.27%
Net Operating Return	-0.36%	0.42%	0.59%	0.69%	0.68%	0.71%	0.71%	0.37%	0.56%	0.63%	0.67%
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%



Trusted Insight, Effective Solutions

## RESOURCES

Business &amp; Industry Consulting

Market Analysis

Strategic Solutions

Financial Investments

Risk Management

Regulatory Expert

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 Operating Profitability-**

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

**Net Operating Return per FTE**

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>

**Revenue/Operating Expense Assessment****Revenue-**

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%

**Operating Expenses-**

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%

**Membership Outreach-**

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>