



23 June 2023

BENCHMARK INTEREST RATES AND YIELD CURVE

US Treasury Rates-

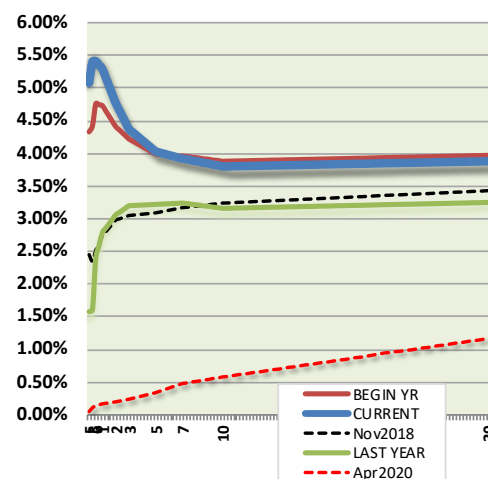
	THIS WK	LAST MO	YR END	LAST YR	CHANGES SINCE		
	6/22/23	5/22/23	12/31/22	6/22/22	This Yr	Last Yr	This Cycle*
Prime	8.25%	8.25%	7.50%	4.75%	0.75%	3.50%	5.00%
Fed Funds	5.08%	5.08%	4.33%	1.58%	0.75%	3.50%	5.03%
3mo	5.40%	5.40%	4.42%	1.61%	0.98%	3.79%	5.29%
6mo	5.41%	5.43%	4.76%	2.40%	0.65%	3.01%	5.27%
1yr	5.29%	5.07%	4.73%	2.79%	0.56%	2.50%	5.12%
2yr	4.77%	4.29%	4.41%	3.06%	0.36%	1.71%	4.57%
3yr	4.37%	3.98%	4.22%	3.20%	0.15%	1.17%	4.13%
5yr	4.03%	3.77%	3.99%	3.22%	0.04%	0.81%	3.69%
7yr	3.92%	3.74%	3.96%	3.24%	-0.04%	0.68%	3.44%
10yr	3.80%	3.72%	3.88%	3.16%	-0.08%	0.64%	3.22%
30yr	3.88%	3.97%	3.97%	3.25%	-0.09%	0.63%	2.71%

Slope of the Yield Curve-

2yr-3mo	-0.63%	-1.11%	-0.01%	1.45%	-0.62%	-2.08%	-1.26%
5yr-2yr	-0.74%	-0.52%	-0.42%	0.16%	-0.32%	-0.90%	-0.85%
10yr-5yr	-0.23%	-0.05%	-0.11%	-0.06%	-0.12%	-0.17%	-0.38%
10yr-3mo	-1.60%	-1.68%	-0.54%	1.55%	-1.06%	-3.15%	-2.49%

*Since Mar 2020

YIELD CURVE ASSESSMENT



PACE OF EXISTING HOME SALES FALLS IN MAY: AVERAGE PRICES DECLINE

U.S. existing home sales ticked higher in May to snap a two-month skid with condominium sales accounting for the modest gain, and selling prices nationally fell from a year earlier by the most in more than a decade, showing the uneven nature of the sector's recovery from last year's downturn.

Existing home sales rose 0.2% to a seasonally adjusted annual rate of 4.3 million units last month, the National Association of Realtors said on Thursday. Sales rose in the South and West and fell in the Northeast and Midwest.

Home resales, which account for the largest share of U.S. housing sales, tumbled 20.4% on a year-on-year basis in May. Sales of single-family homes were little changed from April at a 3.85 million rate but were down 20% from a year earlier. Condo sales rose 4.7% to a 450,000-unit rate but fell by nearly 24% from last year.

The median sales price was \$396,100, a 3.1% decline from a year earlier, the largest annual drop since 2011. Prices grew in the Northeast and Midwest but fell in the South and West.

Limited housing supply is also hindering rapid improvement. There were 1.08 million previously owned homes on the market last month, up slightly from April but down 6.1% from a year ago.

Key Economic Indicators for Banks, Thrifts & Credit Unions-

		LATEST	CURRENT	PREV
GDP	QoQ	Q1-2nd	1.3%	2.6%
GDP - YTD	Annl	Q1-2nd	1.3%	0.9%
Consumer Spending	QoQ	Q1-2nd	3.8%	1.0%
Consumer Spending YTD	Annl	Q1-2nd	3.8%	1.7%
Unemployment Rate	Mo	May	3.7%	3.4%
Underemployment Rate	Mo	May	6.7%	6.6%
Participation Rate	Mo	May	62.6%	62.6%
Wholesale Inflation	YoY	May	1.1%	2.3%
Consumer Inflation	YoY	May	4.0%	4.9%
Core Inflation	YoY	May	5.3%	5.5%
Consumer Credit	Annual	April	5.7%	5.7%
Retail Sales	YoY	May	3.5%	3.8%
Vehicle Sales	Annl (Mil)	May	15.6	16.5
Home Sales	Annl (Mil)	June	4.983	4.963
Home Prices	YoY	March	0.7%	2.0%

Key Consumer Market Data-

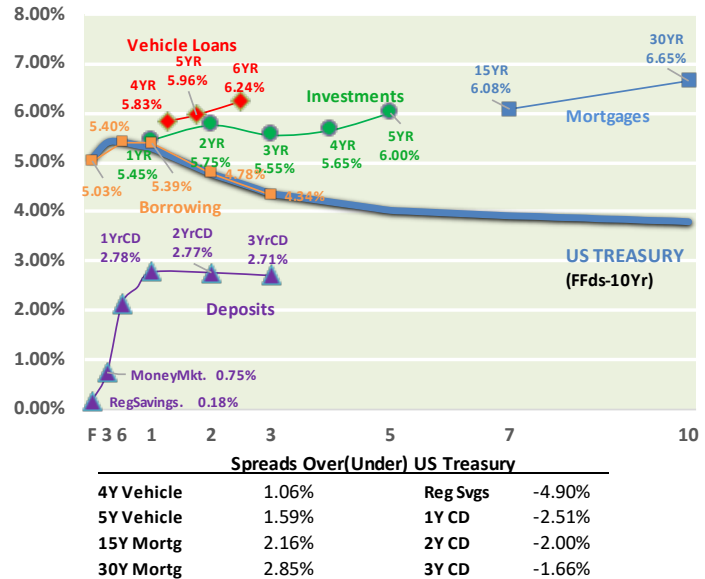
	THIS WK	YR END	PCT CHANGES	
	6/22/23	12/31/22	YTD	12Mos
DJIA	33,946	33,147	2.4%	10.7%
S&P 500	4,381	3,839	14.1%	15.4%
NASDAQ	13,631	10,466	30.2%	21.3%
Crude Oil	68.29	80.26	-14.9%	-36.2%
Avg Gasoline	3.58	3.22	11.1%	-27.9%
Gold	1,932	1,826	5.8%	5.8%

ECONOMIC UPDATE AND ANALYSIS



AVERAGE CREDIT UNION RATES, RATE SENSITIVITIES AND RELATIVE VALUE

	THIS WK	CHANGE IN MARKET RATES SINCE			Rate Sen
	6/22/23	YTD	Nov18 High	2020 Low	
Classic CC	12.85%	0.79%	1.16%	1.81%	36%
Platinum CC	12.36%	1.13%	2.09%	3.00%	60%
48mo Veh	5.83%	0.96%	2.17%	2.59%	57%
60mo Veh	5.96%	0.97%	2.19%	2.61%	63%
72mo Veh	6.24%	0.95%	2.12%	2.57%	63%
HE LOC	8.01%	1.21%	2.45%	3.78%	76%
10yr HE	7.02%	0.56%	1.50%	1.92%	52%
15yr FRM	6.08%	0.36%	1.50%	2.76%	80%
30yr FRM	6.65%	0.24%	1.59%	2.94%	91%
Sh Drafts	0.09%	0.00%	-0.05%	-0.03%	-1%
Reg Svgs	0.18%	0.04%	-0.01%	0.03%	1%
MMkt-10k	0.75%	0.24%	0.27%	0.43%	9%
MMkt-50k	0.99%	0.32%	0.34%	0.54%	11%
6mo CD	2.15%	0.88%	1.12%	1.56%	30%
1yr CD	2.78%	0.92%	1.27%	1.93%	38%
2yr CD	2.77%	0.67%	0.92%	1.73%	38%
3yr CD	2.71%	0.52%	0.65%	1.54%	37%



STRATEGICALLY FOR CREDIT UNIONS

The housing market has taken the biggest hit from the Federal Reserve's fastest monetary policy tightening campaign since the 1980s.

The average rate on the popular 30-year fixed mortgage has eased somewhat from a peak of 7.08% in November, which was the highest since 2002. The average contract rate was 6.73% last week.

After tumbling in 2022, the housing market has shown signs of getting back on its feet in the first half of 2023 as borrowing costs have stabilized as the Fed nears the end of its rate-hiking cycle, but improvement has been uneven from one month to the next.

At May's sales pace, it would take 3.0 months to exhaust the current inventory of existing homes, up from 2.6 months a year ago. A four-to-seven-month supply is viewed as a healthy balance between supply and demand.

Properties typically remained on the market for 18 days in May, down from 22 days in April. Seventy-four percent of homes sold last month were on the market for less than a month. First-time buyers accounted for 28% of sales, up from 27% a year earlier.

The start of the summer housing season is shaping up much like the spring, with slower sales due to lack of supply. Moreover, there are simply more buyers than homes for sale, as new listings are down 24% from a year ago, and the total number of homes for sale is down 8%, the biggest drop in over a year.

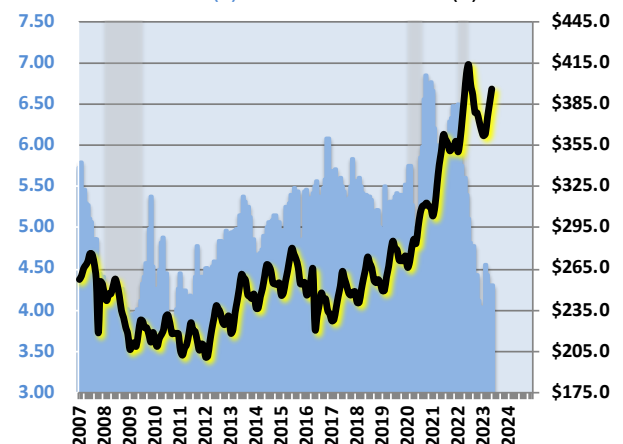
ECONOMIC RELEASES

RELEASES THIS WEEK:	Current	Projected	Previous
Existing Home Sales (May, MoM, An)	4.3M	4.5M	4.8M
Leading Indicators (May)	-0.7%	-0.4%	-0.6%

RELEASES FOR UPCOMING WEEK:	Projected	Previous
Home Prices (April, YoY)	-0.85%	0.70%
Consumer Confidence (June)	103.0	102.3
New Home Sales (May, Annl)	670k	683k
GDP (Q1, Final)	1.4%	1.30%

EXISTING HOME SALES

MONTHLY SALES - Mil (L) vs AVG PRICE - \$000s (R)





ECONOMIC CALENDAR

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
--------	---------	-----------	----------	--------	----------

May 22	23 New Home Sales 683k	24 FOMC Minutes	25 Jobless Claims 229k Cont'd Claims 1.79M GDP (Q1-2nd) 1.3%	26 Personal Spending Personal Income	27
29 MEMORIAL DAY HOLIDAY	30 Home Prices +0.7% Consumer Conf 102.3	31	June 1 Jobless Claims Cont'd Claims	2 Unemployment 3.7% Nonfarm Payroll 339k Private Payroll 283k Vehicle Sales	3
5	6	7 Consumer Credit 5.7%	8 Jobless Claims 261k Cont'd Claims 1.76M	9	10
12	13 Consumer Inflation 4.0%	14 Wholesale Inflation 1.2% 	15 Jobless Claims 262k Cont'd Claims 1.78M Retail Sales 1.6%	16	17
19	20	21	22 Jobless Claims 264k Cont'd Claims 1.76M Existing Home Sales 4.3M Leading Indicators -0.7%	23	24
26	27 Home Prices New Home Sales	28	29 Jobless Claims Cont'd Claims GDP (Q1, Final)	30 Personal Income Personal Spending	July 1
3 Construction Spdg	4 INDEPENDENCE DAY HOLIDAY	5 FOMC Minutes	6 Jobless Claims Cont'd Claims Vehicle Sales	7 Unemployment Nonfarm Payroll Private Payroll	8
10 Consumer Credit	11	12 Consumer Inflation FRB Beige Book	13 Jobless Claims Cont'd Claims Wholesale Inflation	14	15
17	18 Retail Sales Industrial Production	19	20 Jobless Claims Cont'd Claims	21	22



ECONOMIC FORECAST

MAY 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%	1.1%	-0.6%	-0.4%	0.5%	1.1%	1.3%	1.8%	1.9%
GDP - (YTD)	-1.1%	0.3%	0.9%	1.1%	0.3%	0.0%	0.2%	1.1%	1.2%	1.4%	1.5%
Consumer Spending - (QoC)	2.0%	2.3%	1.0%	3.7%	-0.4%	-0.3%	0.2%	0.9%	1.1%	2.1%	1.9%
Consumer Spending - (YTD)	1.7%	1.9%	1.7%	3.7%	1.7%	1.0%	0.8%	0.9%	1.0%	1.4%	1.5%
Government Spending - (QoC)	-1.6%	3.7%	3.8%	4.7%	0.5%	1.7%	0.8%	1.0%	9.0%	0.7%	0.8%
Government Spending - (YTD)	-2.0%	-0.1%	0.9%	4.7%	2.6%	2.3%	1.9%	1.0%	5.0%	3.6%	2.9%

Consumer Wealth-

Unemployment Rate	3.6%	3.5%	3.6%	3.5%	3.5%	4.2%	4.8%	5.0%	5.0%	4.8%	4.6%
Consumer Inflation	8.6%	8.3%	7.1%	5.8%	4.4%	4.2%	3.8%	3.3%	2.9%	2.5%	2.5%
Home Prices (YoY)	15.2%	10.4%	5.8%	2.1%	1.2%	2.5%	3.0%	3.1%	3.6%	4.2%	4.4%

SINGLE FAMILY HOME & VEHICLE LOAN MARKETS

Home Sales-

Total Home Sales (Mil)	5.982	5.350	4.795	4.979	4.989	4.810	4.875	5.048	5.384	5.543	5.750
Existing Home (Mil)	5.373	4.770	4.197	4.328	4.345	4.185	4.239	4.402	4.701	4.835	5.013
New Home Sales (Mil)	0.609	0.580	0.598	0.651	0.644	0.625	0.636	0.646	0.683	0.708	0.737

Mortgage Originations-

Single Family Homes (Mils)	1.790	1.206	0.972	0.816	1.216	1.202	1.286	1.180	1.505	1.463	1.490
Purchase Apps (Mils)	1.202	0.946	0.790	0.634	0.862	0.857	0.892	0.777	1.077	0.997	1.019
Refinancing Apps (Mils)	0.588	0.260	0.182	0.182	0.263	0.345	0.394	0.403	0.428	0.466	0.471
Refi Apps Share	33%	22%	19%	22%	22%	29%	31%	34%	28%	32%	32%

Vehicle Sales-

Vehicle Sales (Mil)	13.5	14.0	13.9	15.7	16.6	17.0	16.5	16.1	16.3	16.5	16.7
---------------------	------	------	------	------	------	------	------	------	------	------	------

MARKET RATE OUTLOOK

Benchmark Rates-

Prime	3.5%	6.3%	7.3%	7.8%	8.2%	8.2%	8.2%	7.5%	7.0%	6.5%	6.0%
Fed Funds	1.6%	3.1%	4.4%	4.9%	5.1%	5.1%	5.1%	4.6%	4.1%	3.6%	3.1%
3yr UST	3.0%	4.2%	4.2%	3.5%	4.2%	4.1%	4.0%	3.5%	3.0%	2.7%	2.7%
7yr UST	3.0%	4.0%	4.0%	3.3%	3.9%	3.8%	3.6%	3.3%	3.0%	2.7%	2.7%
10yr UST	2.9%	3.1%	3.8%	3.6%	3.5%	3.4%	3.2%	3.1%	2.9%	2.7%	2.6%

Market Rates-

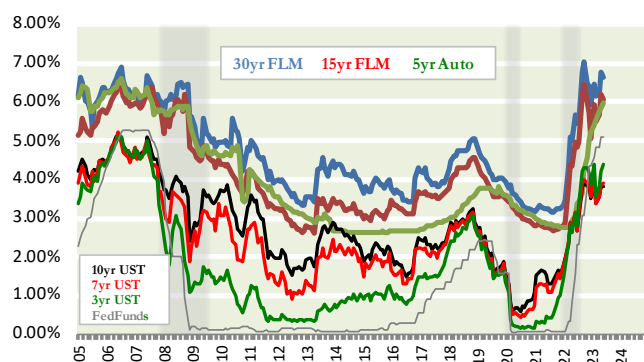
5yr Vehicle Loan Rate	3.4%	4.5%	5.0%	5.5%	5.8%	5.8%	5.8%	5.7%	5.6%	5.5%	5.5%
15yr First-lien Mortgage	4.8%	5.5%	5.7%	5.5%	6.2%	5.7%	5.3%	5.0%	4.8%	4.5%	4.2%
30yr First-lien Mortgage	5.3%	5.7%	6.6%	6.4%	6.4%	6.0%	5.6%	5.5%	5.3%	5.0%	4.8%



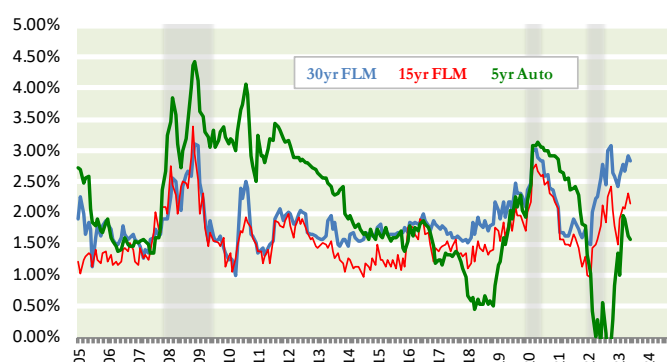
STRATEGIC ASSESSMENT OF RELATIVE VALUE INVESTMENT AND FUNDING OPTIONS

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	5.08%	-	-	-	-	-	-	-	-	-	-
1yr Agy	5.45%	1 year	4 years	6.95%	6.24%	6.09%	6.28%	5.18%	5.72%	4.99%	5.60%
2yr Agy Callable	5.75%	2 years	3 years	7.25%	6.30%	6.10%	6.35%	4.75%	5.55%	3.92%	5.15%
3yr Agy Callable	5.55%	3 years	2 years	8.30%	6.88%	6.58%	6.95%	4.35%	5.95%	-	-
3yr Agy MBS	5.14%	3 years	2 years	8.92%	7.49%	7.19%	7.57%	5.58%	7.18%	-	-
4yr Agy Callable	5.65%	4 years	1 year	10.65%	7.80%	7.20%	7.95%	-	-	-	-
4yr Agy MBS	5.25%	4 years	1 year	12.25%	9.40%	8.80%	9.55%	-	-	-	-
5yr Agy Callable	6.00%	5 years	-	-	-	-	-	-	-	-	-
5yr New Vehicle	5.96%	3 years	2 years	7.69%	6.26%	-	-	-	-	-	-
5yr Used Vehicle	6.11%	3 years	2 years	7.46%	6.04%	-	-	-	-	-	-
15yr Mortgage	6.08%	5 years	-	-	-	-	-	-	-	-	-
30yr Mortgage	6.65%	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	4.02%	6.47%	5.45%	9.47%
Regular Savings	0.18%	1 year	2 years	3.98%	6.42%	5.36%	9.38%
Money Market	0.75%	1 year	2 years	3.69%	6.14%	4.79%	8.81%
FHLB Overnight	5.03%	1 year	2 years	1.55%	4.00%	0.51%	4.53%
Catalyst Settlement	6.65%	1 year	2 years	0.74%	3.19%	-0.56%	2.91%
6mo Term CD	2.15%	6 mos	2.5 yrs	2.82%	4.78%	2.98%	5.66%
6mo FHLB Term	5.40%	6 mos	2.5 yrs	2.17%	4.13%	1.89%	4.57%
6mo Catalyst Term	5.99%	6 mos	2.5 yrs	2.05%	4.01%	1.70%	4.38%
1yr Term CD	2.78%	1 year	2 years	2.68%	5.12%	2.76%	6.78%
1yr FHLB Term	5.39%	1 year	2 years	1.37%	3.82%	0.15%	4.17%
2yr Term CD	2.77%	2 years	1 year	2.59%	7.48%	-	-
2yr FHLB Term	4.78%	2 years	1 year	-1.43%	3.46%	-	-
3yr Term CD	2.71%	3 years	-	-	-	-	-
3yr FHLB Term	4.34%	3 years	-	-	-	-	-

* Highest relative value noted by highest differentials and volatility projections



Q4-2022	<\$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	294	673	1,357	657	1,070	709	4,760	967	2,324	2,981	4,051
Average Assets (\$Mil)	\$0.905	\$5.6	\$26.4	\$72.9	\$227.1	\$2,591.2	\$455.4	\$4.2	\$17.2	\$29.4	\$81.6
Pct of Credit Unions	6%	14%	29%	14%	22%	15%	100%	20%	49%	63%	85%
Pct of Industry Assets	0.0%	0.2%	2%	2%	11%	85%	100%	0%	2%	4%	15%
GROWTH RATES (YTD)											
Total Assets	-9.7%	-5.3%	-4.8%	-3.4%	-1.2%	6.6%	5.2%	-5.6%	-4.9%	-4.1%	-2.0%
Total Loans	-1.2%	4.6%	5.9%	6.2%	10.5%	21.8%	20.0%	4.3%	5.7%	6.0%	9.4%
- Direct Loans	-1.6%	5.5%	5.3%	4.8%	7.9%	19.0%	17.2%	5.0%	5.3%	5.0%	7.2%
- Indirect Loans	-	-74.6%	21.1%	18.9%	23.8%	32.0%	31.1%	-72.2%	18.4%	18.8%	23.2%
Total Shares	-8.4%	-5.1%	-4.5%	-3.1%	-1.5%	4.0%	3.0%	-5.3%	-4.6%	-3.8%	-2.2%
- Checking & Savings	-9.9%	-5.5%	-4.6%	-3.4%	-2.3%	2.7%	1.6%	-5.8%	-4.7%	-4.0%	-2.8%
Net Worth	-7.0%	-0.7%	-1.7%	1.1%	4.0%	11.6%	10.1%	-1.2%	-1.6%	-0.2%	2.8%
BALANCE SHEET ALLOCATION											
Net Worth-to-Total Assets	18.5%	16.1%	12.1%	11.6%	10.8%	10.7%	10.7%	16.2%	12.5%	12.0%	11.1%
Cash & Inv-to-Total Assets	50%	48%	47%	41%	31%	24%	26%	48%	47%	44%	34%
Loans-to-Total Assets	43%	47%	49%	54%	63%	71%	69%	47%	48%	52%	60%
Vehicle-to-Total Loans	63%	67%	52%	44%	39%	31%	32%	66%	53%	48%	41%
REL-to-Total Loans	1%	6%	28%	40%	46%	54%	52%	6%	26%	34%	43%
REL-to-Net Worth	2%	19%	114%	185%	272%	359%	339%	18%	101%	145%	235%
Indirect-to-Total Loans	0%	0%	4%	11%	18%	23%	22%	0%	4%	8%	16%
Loans-to-Total Shares	54%	57%	56%	61%	72%	84%	81%	57%	56%	59%	68%
Chkg & Svgs-to-Total Shares	93%	86%	78%	73%	66%	54%	56%	86%	79%	76%	68%
Nonterm-to-Total Shares	93%	87%	85%	83%	81%	77%	78%	88%	85%	84%	82%
Term CDs-to-Total Shares	5%	9%	10%	10%	4%	17%	16%	9%	9%	10%	5%
Liquidity Ratio	30.0%	13.5%	8.9%	8.1%	6.7%	5.9%	6.1%	14.6%	9.5%	8.8%	7.3%
Short-term Funding Ratio	45.5%	30.8%	23.0%	17.9%	12.4%	9.3%	10.1%	23.7%	20.6%	14.6%	10.2%
Net Long-term Asset Ratio	3.7%	9.5%	22.1%	29.5%	35.6%	40.6%	39.5%	20.9%	25.6%	32.9%	39.4%
LOAN QUALITY											
Loan Delinquency Ratio	2.63%	1.35%	0.91%	0.70%	0.55%	0.61%	0.61%	0.95%	0.81%	0.61%	0.61%
Net Charge-off Ratio	0.61%	0.35%	0.25%	0.24%	0.23%	0.36%	0.34%	0.26%	0.25%	0.23%	0.34%
"Misery" Index	3.24%	1.70%	1.16%	0.94%	0.78%	0.97%	0.95%	1.21%	1.06%	0.84%	0.95%
Core Delinquency Rate	2.27%	1.25%	0.84%	0.64%	0.52%	0.55%	0.55%	1.31%	0.88%	0.74%	0.57%
Core Net Charge-off Rate	0.36%	0.18%	0.23%	0.26%	0.31%	0.59%	0.55%	0.19%	0.22%	0.24%	0.29%
Core "Misery" Index	2.63%	1.44%	1.07%	0.90%	0.83%	1.15%	1.10%	1.50%	1.11%	0.99%	0.86%
RE Loan Delinquency	2.74%	1.14%	0.75%	0.53%	0.38%	0.39%	0.39%	1.15%	0.76%	0.61%	0.42%
Vehicle Loan Delinquency	2.28%	1.25%	0.86%	0.71%	0.66%	0.67%	0.67%	1.31%	0.92%	0.81%	0.70%
Direct Loans	2.29%	1.25%	0.80%	0.63%	0.47%	0.48%	0.51%	1.31%	0.87%	0.76%	0.57%
Indirect Loans	0.00%	0.11%	1.54%	0.93%	0.88%	0.73%	0.74%	0.10%	1.53%	1.05%	0.90%
Loss Allow as % of Loans	2.78%	1.17%	0.75%	0.67%	0.61%	0.79%	0.77%	1.27%	0.80%	0.73%	0.63%
Current Loss Exposure	1.19%	0.57%	0.45%	0.41%	0.35%	0.35%	0.36%	0.61%	0.46%	0.43%	0.37%
Coverage Ratio (Adequacy)	2.3	2.1	1.7	1.7	1.7	2.2	2.2	2.1	1.7	1.7	1.7
EARNINGS											
Gross Asset Yield	3.04%	3.10%	2.85%	2.93%	3.11%	3.44%	3.38%	3.09%	2.88%	2.90%	3.05%
Cost of Funds	0.50%	0.30%	0.24%	0.25%	0.32%	0.56%	0.52%	0.32%	0.24%	0.25%	0.30%
Gross Interest Margin	2.54%	2.79%	2.62%	2.68%	2.79%	2.89%	2.86%	2.78%	2.63%	2.66%	2.75%
Provision Expense	0.19%	0.16%	0.12%	0.13%	0.15%	0.27%	0.25%	0.17%	0.13%	0.13%	0.14%
Net Interest Margin	2.35%	2.63%	2.50%	2.55%	2.64%	2.61%	2.61%	2.61%	2.51%	2.53%	2.61%
Non-Interest Income	0.39%	0.55%	0.88%	1.09%	1.21%	1.10%	1.11%	0.53%	0.84%	0.98%	1.15%
Non-Interest Expense	3.43%	3.30%	3.05%	3.13%	3.19%	2.79%	2.85%	3.30%	3.08%	3.10%	3.17%
Net Operating Expense	3.04%	2.75%	2.18%	2.03%	1.98%	1.69%	1.74%	2.77%	2.24%	2.12%	2.02%
Net Operating Return	-0.69%	-0.12%	0.32%	0.52%	0.66%	0.93%	0.88%	-0.16%	0.27%	0.41%	0.59%
Non-recurring Inc(Exp)	0.90%	0.26%	0.09%	0.10%	0.05%	0.01%	0.02%	0.30%	0.11%	0.10%	0.07%
Net Income	0.20%	0.13%	0.41%	0.62%	0.71%	0.94%	0.89%	0.14%	0.38%	0.51%	0.66%
Return on Net Worth	-3.8%	-0.8%	2.7%	4.6%	6.3%	8.9%	8.3%	-1.0%	2.2%	3.4%	5.5%



Q4-2022

<\$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

PORTFOLIO ANALYTICS

Cash and Investments

Cash & CE as Pct of Assets	30%	14%	9%	8%	7%	6%	6%	15%	9%	9%	7%
Investments as Pct of Asset	26%	38%	39%	34%	25%	19%	20%	37%	39%	36%	28%
Short-term Funding Ratio	45.54%	30.78%	22.97%	17.94%	12.36%	9.33%	10.13%	23.72%	20.58%	14.58%	10.19%
Avg Cash & Investment Rat	0.89%	1.47%	1.78%	1.91%	2.08%	2.54%	2.44%	1.42%	1.74%	1.83%	2.00%

Loan Portfolio

Total Loan Growth-Annl	-1.2%	4.6%	5.9%	6.2%	10.5%	21.8%	20.0%	4.3%	5.7%	6.0%	9.4%
Consumer Loan Growth-An	-1.1%	4.5%	7.0%	6.7%	13.0%	21.3%	19.6%	4.1%	6.7%	6.7%	11.2%
Mortgage Loan Growth-An	-20.5%	7.3%	3.1%	5.4%	7.7%	22.2%	20.4%	6.9%	3.2%	4.7%	7.1%
Avg Loan Balance	\$6,333	\$8,075	\$3,850	\$6,497	\$10,735	\$20,169	\$17,141	\$7,965	\$4,265	\$5,541	\$9,516
Avg Loan Rate	6.40%	5.69%	4.95%	4.62%	4.41%	4.44%	4.45%	5.74%	5.03%	4.80%	4.50%
Avg Loan Yield, net	5.93%	5.33%	4.69%	4.37%	4.16%	4.04%	4.07%	5.37%	4.76%	4.53%	4.25%

Credit Mitigation-

Delinquency Rates-

Credit Cards	0.05%	2.23%	1.44%	1.15%	0.90%	1.52%	1.48%	2.18%	1.47%	1.28%	0.98%
New Vehicle Loans	1.93%	0.79%	0.48%	0.34%	0.30%	0.38%	0.37%	0.86%	0.53%	0.43%	0.33%
Used Vehicle Loans	2.48%	1.54%	1.07%	0.88%	0.81%	0.84%	0.84%	0.08%	0.05%	0.06%	0.07%
Total Vehicle Loans	1.25%	0.86%	0.71%	0.66%	0.67%	0.67%	1.31%	0.92%	0.81%	0.70%	0.00%
Real Estate Loans	2.74%	1.14%	0.75%	0.53%	0.38%	0.39%	0.39%	1.15%	0.76%	0.61%	0.42%
Total Loan Delinquency	2.63%	1.35%	0.91%	0.70%	0.55%	0.61%	0.61%	0.95%	0.81%	0.61%	0.61%

Net Charge-off Rates-

Credit Cards	0.06%	1.02%	0.95%	1.04%	1.24%	2.39%	2.30%	1.00%	0.95%	1.00%	1.19%
New Vehicle Loans	0.22%	0.07%	0.05%	0.06%	0.07%	0.14%	0.13%	0.85%	0.53%	0.44%	0.34%
Used Vehicle Loans	0.44%	0.23%	0.26%	0.28%	0.31%	0.37%	0.36%	1.60%	1.13%	1.00%	0.86%
Total Vehicle Loans	0.36%	0.17%	0.19%	0.21%	0.24%	0.29%	0.28%	0.18%	0.19%	0.20%	0.23%
Non-Comm RE Loans	11.32%	-0.01%	0.38%	0.25%	0.66%	0.58%	0.58%	0.07%	0.37%	0.29%	0.59%
Total Net Charge-offs	0.35%	0.25%	0.24%	0.23%	0.36%	0.34%	0.26%	0.25%	0.23%	0.34%	0.00%

"Misery" Indices-

Credit Cards	0.11%	3.25%	2.39%	2.19%	2.14%	3.91%	3.78%	3.18%	2.42%	2.28%	2.17%
New Vehicle Loans	2.15%	0.86%	0.53%	0.40%	0.37%	0.52%	0.50%	1.70%	1.06%	0.86%	0.67%
Used Vehicle Loans	2.92%	1.77%	1.33%	1.16%	1.12%	1.21%	1.20%	1.68%	1.19%	1.05%	0.92%
Total Vehicle Loans	1.61%	1.03%	0.90%	0.87%	0.91%	0.96%	1.59%	1.10%	1.00%	0.90%	0.23%
Non-Comm RE Loans	14.06%	1.13%	1.13%	0.78%	1.04%	0.97%	0.97%	1.22%	1.13%	0.90%	1.01%
Total "Misery" Index	2.98%	1.60%	1.15%	0.93%	0.91%	0.95%	0.87%	1.20%	1.04%	0.95%	0.61%

Funding Portfolio

Share Growth YTD-Annl	-10.5%	-6.1%	-5.2%	-3.6%	-1.7%	4.6%	3.4%	-6.4%	-5.3%	-4.4%	-2.4%
Chkg & Savings YTD-Annl	-9.9%	-5.5%	-4.6%	-3.4%	-2.3%	2.7%	1.6%	-5.8%	-4.7%	-4.0%	-2.8%
Avg Share Balance per Mbr	\$2,584	\$5,589	\$9,231	\$10,713	\$12,391	\$14,172	\$13,677	\$5,209	\$8,585	\$9,635	\$11,521
Avg Share Balance	\$11,711	\$14,184	\$6,932	\$10,578	\$14,986	\$24,037	\$21,047	\$13,998	\$7,291	\$8,789	\$12,635
Avg Share Rate	0.62%	0.36%	0.27%	0.28%	0.36%	0.65%	0.60%	0.38%	0.28%	0.28%	0.34%
Core as Pct of Total Shares	93%	86%	78%	73%	66%	54%	56%	86%	79%	76%	68%
Term CDs as Pct of Shares	5%	9%	10%	10%	13%	17%	16%	9%	9%	10%	12%
Non-Member Deposit Ratio	1.0%	1.0%	0.8%	1.0%	1.0%	1.2%	1.2%	1.0%	0.8%	0.9%	1.0%
Borrowings/Total Funding	0.1%	0.3%	0.3%	0.6%	2.0%	5.7%	5.1%	0.3%	0.3%	0.5%	1.6%
Borrowings Growth YTD	-40.0%	36.8%	458.6%	203.3%	211.6%	125.3%	128.4%	31.5%	326.0%	229.1%	212.9%
Avg Borrowings Rate	-	1.70%	2.62%	2.42%	2.37%	2.97%	2.94%	2.45%	2.60%	2.47%	2.38%

Q4-2022	<\$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	117%	115%	109%	108%	107%	112%	112%	115%	110%	109%	107%
Non-Int Inc-to-Total Revenue	11%	15%	24%	27%	28%	24%	25%	15%	23%	25%	27%
Net Op Cash Flow (YTD-\$Mil)	\$ (23)	\$ (285)	\$ (2,674)	\$ (3,074)	\$ (18,339)	\$ (165,624)	\$ (190,020)	\$ (309)	\$ (2,982)	\$ (6,056)	\$ (24,395)
Average Loan Balance	6,333	8,075	3,850	6,497	10,735	20,169	17,141	7,965	4,265	5,541	9,516
Average Share Balance	2,414	4,436	5,716	6,174	6,630	7,171	7,039	4,214	5,524	5,863	6,408
Net Operating Return per FTE											
Interest Income per FTE	\$41,369	\$83,999	\$129,264	\$140,607	\$149,217	\$227,985	\$210,483	\$78,665	\$120,718	\$130,859	\$144,061
Avg Int & Prov per FTE	\$9,437	\$12,660	\$16,157	\$18,134	\$22,434	\$54,825	\$47,743	\$12,257	\$15,498	\$16,842	\$20,863
Net Interest Income per FTE	\$31,932	\$71,338	\$113,108	\$122,473	\$126,784	\$173,159	\$162,740	\$66,408	\$105,220	\$114,017	\$123,198
Non-Interest Income per FTE	\$5,282	\$14,787	\$39,780	\$52,598	\$58,066	\$72,892	\$68,989	\$13,597	\$35,358	\$44,148	\$54,157
Avg Operating Exp per FTE	\$46,636	\$89,413	\$138,319	\$150,192	\$153,133	\$184,585	\$177,247	\$84,061	\$129,155	\$139,881	\$149,411
Net Operating Exp per FTE	\$41,354	\$74,627	\$98,539	\$97,594	\$95,067	\$111,693	\$108,258	\$70,464	\$93,797	\$95,733	\$95,254
Avg Net Op Return per FTE	\$ (9,422)	\$ (3,288)	\$ 14,569	\$24,879	\$ 31,717	\$ 61,466	\$ 54,482	\$ (4,056)	\$ 11,424	\$18,284	\$ 27,944
Revenue/Operating Expense Assessment											
Revenue-											
Avg Revenue per FTE	\$46,650	\$98,785	\$169,045	\$193,206	\$207,284	\$300,876	\$279,472	\$92,262	\$156,076	\$175,007	\$198,218
- Total Revenue Ratio	3.43%	3.64%	3.73%	4.02%	4.32%	4.54%	4.49%	3.63%	3.72%	3.88%	4.20%
Operating Expenses-											
Avg Comp & Benefits per FTE	\$22,184	\$46,720	\$65,144	\$69,973	\$76,409	\$96,411	\$91,620	\$43,650	\$61,514	\$65,827	\$73,437
- C & B Exp Ratio	1.63%	1.72%	1.44%	1.46%	1.59%	1.46%	1.47%	1.72%	1.47%	1.46%	1.56%
- Pct of Total Op Expense	48%	52%	47%	47%	50%	52%	52%	52%	48%	47%	49%
- FTE-to-Ops (Staff Eff)	1.76	0.72	0.36	0.30	0.26	0.16	0.18	0.78	0.40	0.34	0.27
- Full-time Equivalents	206	1,441	8,102	10,141	50,923	268,744	339,557	1,647	9,749	19,890	70,813
- Pct Part-time Employee	81%	46%	16%	9%	7%	5%	6%	51%	23%	16%	10%
Avg Occ & Ops Exp per FTE	\$15,170	\$23,742	\$37,467	\$38,990	\$38,725	\$44,049	\$42,835	\$22,669	\$34,968	\$37,019	\$38,246
- Occup & Ops Exp Ratio	1.11%	0.88%	0.83%	0.81%	0.81%	0.67%	0.69%	0.89%	0.83%	0.82%	0.81%
- Pct of Total Op Expense	33%	27%	27%	26%	25%	24%	24%	27%	27%	26%	26%
Avg All Other Exp per FTE	\$9,282	\$18,952	\$35,707	\$41,229	\$37,999	\$44,124	\$42,792	\$17,742	\$32,673	\$37,035	\$37,728
- All Other Expense Ratio	0.68%	0.70%	0.79%	0.86%	0.79%	0.67%	0.69%	0.70%	0.78%	0.82%	0.80%
- Pct of Total Op Expense	20%	21%	26%	27%	25%	24%	24%	21%	25%	26%	25%
Membership Outreach-											
Members-to-Potential	3.7%	6.8%	2.3%	2.1%	2.3%	3.2%	3.0%	6.2%	2.5%	2.3%	2.3%
Members-to-FTEs	399	394	419	388	340	409	398	394	414	401	357
Borrower-to-Members	22.1%	39.4%	133.2%	101.3%	82.7%	59.0%	65.0%	37.1%	112.1%	102.3%	82.6%
Branches	301	697	1,889	1,509	4,713	12,163	21,270	997	2,886	4,395	9,108
Members per Branch	274	814	1,796	2,608	3,670	9,043	6,359	651	1,400	1,815	2,775

Q4-2022	<\$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	0.39%	0.55%	0.88%	1.09%	1.21%	1.10%	1.11%	0.53%	0.84%	0.98%	1.15%
Compensation & Benefits	1.63%	1.72%	1.44%	1.46%	1.59%	1.46%	1.47%	1.72%	1.47%	1.46%	1.56%
Travel & Conference	0.02%	0.02%	0.02%	0.03%	0.03%	0.02%	0.02%	0.02%	0.02%	0.03%	0.03%
Office Occupancy	0.21%	0.15%	0.18%	0.20%	0.21%	0.17%	0.17%	0.15%	0.18%	0.19%	0.20%
Office Operations	0.90%	0.73%	0.65%	0.61%	0.60%	0.50%	0.52%	0.74%	0.66%	0.63%	0.61%
Educational & Promo	0.05%	0.03%	0.06%	0.08%	0.10%	0.11%	0.11%	0.03%	0.06%	0.07%	0.09%
Loan Servicing	0.11%	0.12%	0.17%	0.22%	0.23%	0.19%	0.20%	0.11%	0.16%	0.19%	0.22%
Professional & Outside Sv	0.28%	0.38%	0.43%	0.44%	0.35%	0.23%	0.25%	0.37%	0.42%	0.43%	0.37%
Member Insurance	0.02%	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%	0.01%	0.01%	0.01%	0.03%	0.02%	0.02%	0.02%
Miscellaneous	0.15%	0.11%	0.09%	0.07%	0.07%	0.10%	0.09%	0.12%	0.09%	0.08%	0.07%
Total Ops Expense	3.43%	3.30%	3.05%	3.13%	3.19%	2.79%	2.85%	3.30%	3.08%	3.10%	3.17%
Net Operating Expense	3.04%	2.75%	2.18%	2.03%	1.98%	1.69%	1.74%	2.77%	2.24%	2.12%	2.02%

NET INFRASTRUCTURE COST PER FULL-TIME EQUIVALENT

Fee Income	\$5,282	\$14,787	\$39,780	\$52,598	\$58,066	\$72,892	\$68,989	\$13,597	\$35,358	\$44,148	\$54,157
Compensation & Benefits	\$22,184	\$46,720	\$65,144	\$69,973	\$76,409	\$96,411	\$91,620	\$43,650	\$61,514	\$65,827	\$73,437
Travel & Conference	\$233	\$555	\$1,037	\$1,321	\$1,414	\$1,306	\$1,311	\$515	\$949	\$1,139	\$1,337
Office Occupancy	\$2,888	\$3,957	\$8,220	\$9,674	\$9,858	\$11,018	\$10,699	\$3,823	\$7,478	\$8,597	\$9,504
Office Operations	\$12,282	\$19,785	\$29,247	\$29,317	\$28,867	\$33,031	\$32,136	\$18,846	\$27,490	\$28,422	\$28,742
Educational & Promo	\$665	\$902	\$2,814	\$3,826	\$4,929	\$7,539	\$6,891	\$873	\$2,486	\$3,169	\$4,435
Loan Servicing	\$1,471	\$3,124	\$7,517	\$10,403	\$10,840	\$12,800	\$12,262	\$2,917	\$6,740	\$8,608	\$10,213
Professional & Outside Sv	\$3,791	\$10,205	\$19,267	\$21,171	\$16,908	\$15,349	\$15,824	\$9,402	\$17,601	\$19,421	\$17,614
Member Insurance	\$325	\$278	\$160	\$89	\$79	\$56	\$63	\$284	\$181	\$134	\$94
Operating Fees	\$689	\$833	\$950	\$907	\$707	\$540	\$588	\$815	\$928	\$917	\$766
Miscellaneous	\$2,107	\$3,054	\$3,962	\$3,511	\$3,122	\$6,534	\$5,853	\$2,936	\$3,789	\$3,647	\$3,270
Total Ops Expense	\$46,636	\$89,413	\$138,319	\$150,192	\$153,133	\$184,585	\$177,247	\$84,061	\$129,155	\$139,881	\$149,411
Net Operating Expense	\$41,354	\$74,627	\$98,539	\$97,594	\$95,067	\$111,693	\$108,258	\$70,464	\$93,797	\$95,733	\$95,254