

19 June 2020

BENCHMARK INTEREST RATES AND YIELD CURVE

US Treasury Rates-

	THIS WK	LAST MO	YR END	LAST YR	CHANGES SINCE		
	6/18/20	5/18/20	12/31/19	6/18/19	This Yr	Last Yr	Down Cycle
Fed Funds	0.09%	0.05%	1.55%	2.37%	-1.46%	-2.28%	-2.36%
3mo	0.16%	0.13%	1.55%	2.22%	-1.39%	-2.06%	-2.19%
6mo	0.17%	0.15%	1.60%	2.20%	-1.43%	-2.03%	-2.35%
1yr	0.19%	0.17%	1.59%	2.04%	-1.40%	-1.85%	-2.55%
2yr	0.19%	0.18%	1.58%	1.86%	-1.39%	-1.67%	-2.79%
3yr	0.22%	0.24%	1.62%	1.80%	-1.40%	-1.58%	-2.83%
5yr	0.34%	0.38%	1.69%	1.83%	-1.35%	-1.49%	-2.75%
7yr	0.54%	0.57%	1.83%	1.93%	-1.29%	-1.39%	-2.63%
10yr	0.71%	0.73%	1.92%	2.06%	-1.21%	-1.35%	-2.53%
30yr	1.47%	1.44%	2.39%	2.55%	-0.92%	-1.08%	-0.71%

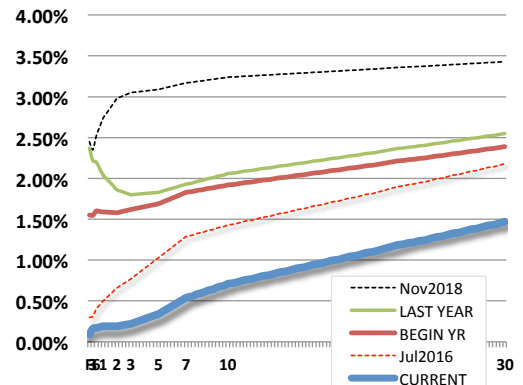
Slope of the Yield Curve-

2yr-3mo	0.03%	0.05%	0.03%	-0.36%	0.00%	0.39%	-0.60%
5yr-2yr	0.15%	0.20%	0.11%	-0.03%	0.04%	0.18%	0.04%
10yr-5yr	0.37%	0.35%	0.23%	0.23%	0.14%	0.14%	0.22%
10yr-3mo	0.55%	0.60%	0.37%	-0.16%	0.18%	0.71%	-0.34%

Other Interest Rates-

Prime	3.25%	3.25%	4.75%	5.50%	-1.50%	-2.25%	-2.25%
1mo LIBOR	0.19%	0.17%	1.76%	2.38%	-1.57%	-2.19%	-2.33%
6mo LIBOR	0.42%	0.63%	1.91%	2.30%	-1.49%	-1.88%	-2.49%
12mo LIBOR	0.58%	0.72%	2.00%	2.26%	-1.42%	-1.68%	-2.55%

YIELD CURVE ASSESSMENT



CYCLICAL CHANGES SUMMARY

	Jul16 Low-Nov18 High	Nov18 High-Current
Fed Funds	2.15%	-2.36%
1year	2.24%	-2.55%
2years	2.32%	-2.79%
3years	2.28%	-2.83%
5years	2.06%	-2.75%
10years	1.81%	-2.53%

ECONOMIC UPDATE AND ANALYSIS

RETAIL SALES SOAR 17.7% IN MAY; LARGEST MONTHLY INCREASE EVER

U.S. retail sales jumped 17.7% from April to May, with spending partially rebounding after the coronavirus had shut down businesses, flattened the economy and paralyzed consumers during the previous two months.

The Commerce Department's report Tuesday showed that retail sales have retraced some of the record-setting month-to-month plunges of March (-8.3%) and April (-14.7%) as businesses have increasingly reopened. Still, the pandemic's damage to retail sales remains severe, with purchases still down 6.1% from a year ago.

Retail sales account for roughly half of all consumer spending, which fuels about 70% of total economic activity. The rest of consumer spending includes services, from cellphone and internet contracts to gym memberships and child care.

Nearly 80% of small retailers and restaurants tracked by the scheduling tool Homebase that were closed in mid-April have since reopened. Yet these smaller businesses remain under pressure. Their stresses in part reflect changes emerging as social distancing has become essential and shopping habits evolve.

Key Economic Indicators for Banks, Thrifts & Credit Unions-

		LATEST	CURRENT	PREV
GDP	QoQ	Q1-2nd	-5.0%	2.1%
GDP - YTD	AnnI	Q1-2nd	-5.0%	2.4%
Consumer Spending	QoQ	Q1-2nd	-6.8%	1.8%
Consumer Spending	AnnI	Q1-2nd	-6.8%	3.0%
Unemployment	Mo	May	13.3%	14.7%
Consumer Inflation	YoY	May	0.1%	0.3%
Core Inflation	YoY	May	1.2%	1.4%
Consumer Credit	Annual	Apr	-19.6%	-3.3%
Retail Sales	YoY	May	-4.7%	-4.3%
Vehicle Sales	AnnI (Mil)	May	12.6	8.6
Home Sales	AnnI (Mil)	Apr	4.957	6.035
Home Prices	YoY	Mar	3.9%	3.5%

Key Consumer Market Data-

	THIS WK	YR END	PCT CHANGES	
	6/18/20	12/31/19	YTD	12Mos
DJIA	26,080	28,538	-8.6%	-7.8%
S&P 500	3,115	3,231	-3.6%	6.5%
NASDAQ	9,943	8,973	10.8%	25.1%
Crude Oil	38.84	61.06	-36.4%	-30.1%
Avg Gasoline	2.10	2.57	-18.4%	-22.2%
Gold	1,731.1	1,523.1	13.7%	24.5%

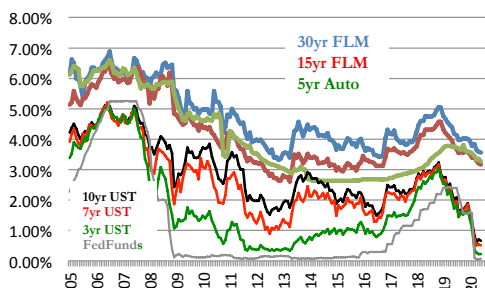
AVERAGE CREDIT UNION RATES AND RATE SENSITIVITY

	THIS WK 6/18/20	YTD Change		Chg in Current Cycle*		Rate Sensitivity	
		Rate	Benchmark	Rate	Benchmark	YTD	Cycle
Classic CC	10.91%	-0.54%	-1.50%	-0.78%	-2.25%	36%	35%
Platinum CC	9.08%	-0.84%	-1.50%	-1.19%	-2.25%	56%	53%
48mo Veh	3.15%	-0.32%	-1.39%	-0.51%	-2.79%	23%	18%
60mo Veh	3.26%	-0.33%	-1.40%	-0.51%	-2.83%	24%	18%
72mo Veh	3.59%	-0.32%	-1.38%	-0.53%	-2.79%	23%	19%
HE LOC	4.07%	-0.93%	-1.50%	-1.49%	-2.25%	62%	66%
10yr HE	5.07%	-0.21%	-1.35%	-0.45%	-2.81%	16%	16%
15yr FRM	3.14%	-0.43%	-1.28%	-1.44%	-2.68%	34%	54%
30yr FRM	3.53%	-0.48%	-1.21%	-1.53%	-2.53%	40%	60%
Sh Drafts	0.12%	-0.02%	-1.46%	-0.02%	-2.36%	1%	1%
Reg Svgs	0.14%	-0.05%	-1.46%	-0.05%	-2.36%	3%	2%
MMkt-10k	0.27%	-0.18%	-1.46%	-0.21%	-2.36%	12%	9%
MMkt-50k	0.37%	-0.25%	-1.46%	-0.28%	-2.36%	17%	12%
6mo CD	0.47%	-0.52%	-1.43%	-0.56%	-2.35%	36%	24%
1yr CD	0.68%	-0.72%	-1.40%	-0.83%	-2.55%	51%	33%
2yr CD	0.85%	-0.79%	-1.39%	-1.00%	-2.79%	57%	36%
3yr CD	0.98%	-0.81%	-1.40%	-1.08%	-2.83%	58%	38%

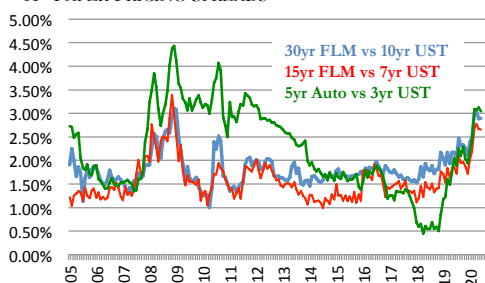
*Since Nov 2018

RELATIVE VALUE

"A"-PAPER MARKET RATES



"A"-PAPER PRICING SPREADS



STRATEGICALLY FOR CREDIT UNIONS

The virus-induced recession has not only diminished spending in most sectors of the economy. It has also accelerated shifts in where people shop and what they buy.

The changes have in many cases intensified the financial strain on traditional physical stores and boosted online purchases. Sales at non-store retailers, which include internet companies like Amazon and eBay, rose 9% in May after posting growth of 9.5% in April. Clothiers achieved a stunning 188% monthly gain, but that was not enough to offset a 63.4% drop over the past 12 months.

Still, some of the gains thus far probably reflect the impact of temporary government aid and expanded unemployment benefits in the face of a deep recession. The jobless rate is a historically high 13.3% by the government's standard measure and an even worse 21.2% by the broadest gauge of unemployment. For now, Americans are spending disproportionately more on essentials and less on luxuries.

Last month's bounce-back comes against the backdrop of an economy that may have begun what could be a slow and prolonged recovery. In May, employers added 2.5 million jobs, an unexpected increase that suggested that the job market has bottomed out.

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

ECONOMIC RELEASES

RELEASES THIS WEEK:

	Current	Previous
Retail Sales (May, MoM)	17.7%	-14.7%
Leading Indicators (May, MoM)	2.8%	-6.1%

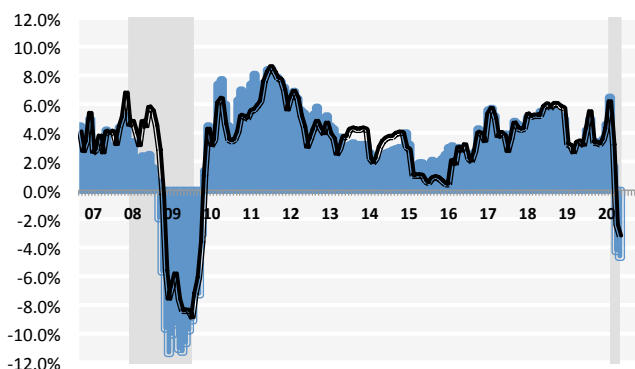
RELEASES FOR UPCOMING WEEK:

	Projected	Previous
Existing Home Sales (May)	4.20M	4.33M
New Home Sales (May)	635K	623K
GDP (Q1, QoQ, Final)	-5.0%	-5.0%

MERIDIAN ECONOMICS
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RETAIL SALES

TOTAL SALES versus TOTAL (EXCLUDING AUTOS) - YEAR-over-YEAR



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ECONOMIC FORECAST

June 2020

	2019			2020				2021			
	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4

ECONOMIC OUTLOOK

Gross Domestic Product	2.0%	2.1%	2.1%	-5.0%	-34.5%	3.3%	7.6%	7.1%	7.3%	6.1%	4.3%
Consumer Spending	4.6%	3.2%	1.8%	-6.8%	-40.5%	13.8%	10.4%	2.9%	2.6%	3.4%	3.2%
Government Spending	4.8%	1.7%	2.5%	0.8%	-6.7%	3.5%	3.3%	2.5%	2.6%	2.2%	1.7%
Consumer Inflation	1.8%	1.8%	2.0%	2.1%	0.3%	0.9%	1.2%	1.8%	3.4%	2.7%	2.3%
Unemployment Rate	3.6%	2.6%	3.5%	3.8%	13.7%	10.9%	9.3%	7.9%	7.4%	6.9%	6.3%
Home Prices	2.0%	2.1%	2.5%	2.9%	3.0%	2.9%	3.0%	3.2%	3.3%	3.4%	3.5%

HOME & VEHICLE LOAN MARKETS

Total Home Sales (Mil)	5.948	6.109	6.130	6.198	5.368	5.854	6.142	6.200	6.301	6.381	6.550
Existing Homes (Mil)	5.287	5.410	5.420	5.483	4.736	5.181	5.427	5.491	5.580	5.656	5.801
New Homes (Mils)	0.661	0.699	0.710	0.715	0.632	0.673	0.715	0.709	0.721	0.725	0.749
Single Family Origs (B\$)	501	651	696	563	868	695	525	489	561	554	480
Purchase	355	375	314	257	348	380	315	302	379	392	332
Refinancing	146	276	382	306	520	315	210	187	182	162	148
Refi Share (%)	29%	42%	55%	54%	60%	45%	40%	38%	32%	29%	31%
Vehicle Loans Sales (Mil)	17.5	17.5	17.2	15.4	12.1	13.4	15.3	15.2	14.6	16.2	16.0

MARKET RATE OUTLOOK

Fed Funds	2.4%	1.9%	1.6%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
2-year US Treasury	1.8%	1.8%	1.6%	1.4%	0.2%	0.2%	0.3%	0.4%	0.4%	0.5%	0.6%
3-year US Treasury	1.7%	1.7%	1.6%	1.5%	0.2%	0.2%	0.3%	0.4%	0.4%	0.5%	0.6%
7-years US Treasury	1.9%	1.8%	1.6%	1.6%	0.6%	0.6%	0.7%	0.8%	0.8%	0.9%	1.1%
10-year US Treasury	2.3%	1.8%	1.8%	1.4%	1.0%	1.2%	1.3%	1.5%	1.5%	1.7%	1.8%
5-year A-paper Vehicle	3.8%	3.7%	3.7%	3.6%	3.3%	3.4%	3.5%	3.5%	3.6%	3.6%	3.7%
15-year A-paper FLM	3.8%	3.8%	3.7%	3.6%	3.2%	3.3%	3.4%	3.4%	3.5%	3.7%	3.8%
30-year A-paper FLM	4.0%	3.7%	3.7%	3.7%	3.4%	3.5%	3.6%	3.6%	3.7%	3.9%	4.0%

ECONOMIC CALENDAR

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Apr 18	19	20 FOMC Minutes	21 Jobless Claims 2.438M Continued Claims 24.9M Exist Home Sales 4.33M	22	23
25 MEMORIAL DAY	26 Home Prices 3.9% Consumer Conf 86.6 New Home Sales 623k	27 FRB Beige Book	28 Jobless Claims 2.123M Continued Claims 20.8M GDP (Q1-2nd) -5% Cons Inflation 1.3%	29	30
Jun 1 Construction Spending -2.9%	2	3 Vehicle Sales 12.2M	4 Jobless Claims 1.877M Continued Claims 21.3M	5 Unemployment 13.3% Consumer Credit	6
8	9	10 Cons Inflation +0.1% FOMC Meeting	11 Jobless Claims 1.542M Continued Claims 20.6M Wh Inflation -0.8%	12	13
15	16 Retail Sales +17.7% Ind Production -15.3%	17	18 Jobless Claims 1.508k Continued Claims 20.5k	19	20
22 Existing Home Sales	23 New Home Sales	24	25 Jobless Claims GDP (Final Q1)	26 Personal Income Personal Spending	27
29	30 Home Prices	Jul 1 FOMC Minutes	2 Jobless Claims Unemployment Rate	3 INDEPENDENCE DAY HOLIDAY	4
6	7	8 Consumer Credit	9 Jobless Claims	10 Wholesale Inflation	11
13	14	15	16 Jobless Claims	17	18

Q4-2019	<\$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	402	927	1,635	677	1,018	577	5,236	1,329	2,964	3,641	4,659
Average Assets (\$Mil)	\$1.0	\$6.0	\$26.1	\$72.8	\$226.8	\$1,949.0	\$277.6	\$4.5	\$16.4	\$26.9	\$70.6
Pct of Credit Unions	8%	18%	31%	13%	19%	11%	100%	25%	57%	70%	89%
Pct of Industry Assets	0%	0%	3%	3%	15%	79%	100%	0%	3%	6%	21%
GROWTH RATES (YTD)											
Total Assets	-9.6%	-7.2%	-3.3%	-1.5%	-1.4%	10.6%	7.8%	-7.4%	-3.8%	-2.7%	-1.7%
Total Loans	-8.1%	-7.0%	-3.0%	-2.4%	-3.0%	8.5%	6.2%	-7.0%	-3.5%	-2.9%	-3.0%
Total Shares	-8.0%	-6.4%	-3.1%	-1.6%	-1.2%	9.4%	6.9%	-6.5%	-3.6%	-2.6%	-1.6%
Net Worth	-7.7%	-4.4%	-1.1%	1.1%	0.5%	11.0%	8.5%	-4.7%	-1.6%	-0.3%	0.3%
BALANCE SHEET ALLOCATION											
Net Worth-to-Total Assets	19.1%	16.3%	13.2%	12.3%	11.6%	11.2%	11.4%	16.5%	13.6%	12.9%	12.0%
Cash & Inv-to-Total Assets	50%	46%	43%	37%	27%	23%	25%	46%	43%	40%	31%
Loans-to-Total Assets	50%	52%	54%	59%	68%	72%	71%	52%	54%	56%	64%
Vehicle-to-Total Loans	60%	63%	49%	43%	39%	32%	34%	62%	50%	46%	41%
REL-to-Total Loans	1%	8%	30%	39%	45%	52%	50%	8%	28%	34%	42%
REL-to-Net Worth	2%	27%	123%	185%	262%	337%	313%	25%	109%	146%	225%
Indirect-to-Total Loans	0%	0%	5%	12%	19%	22%	21%	0%	4%	8%	16%
Loans-to-Total Shares	62%	63%	63%	68%	78%	87%	84%	63%	63%	65%	74%
Nonterm-to-Total Shares	92%	85%	80%	77%	74%	69%	70%	85%	81%	79%	75%
Short-term Funding Ratio	39.8%	30.7%	24.4%	20.5%	14.9%	11.7%	12.8%	25.1%	22.8%	17.3%	12.9%
Net Long-term Asset Ratio	3.5%	7.8%	18.2%	24.1%	30.5%	35.6%	34.0%	17.0%	20.6%	27.6%	33.8%
LOAN QUALITY											
Loan Delinquency Ratio	3.35%	1.80%	1.06%	0.84%	0.75%	0.68%	0.70%	1.14%	0.98%	0.81%	0.71%
Net Charge-off Ratio	0.86%	0.57%	0.46%	0.46%	0.47%	0.59%	0.57%	0.47%	0.47%	0.47%	0.57%
"Misery" Index	4.21%	2.37%	1.52%	1.30%	1.22%	1.27%	1.27%	1.62%	1.45%	1.28%	1.27%
RE Loan Delinquency	1.63%	1.62%	0.99%	0.72%	0.65%	0.52%	0.55%	1.62%	1.01%	0.83%	0.69%
Vehicle Loan Delinquency	2.80%	1.75%	1.00%	0.82%	0.71%	0.61%	0.65%	1.81%	1.12%	0.97%	0.79%
Direct Loans	2.80%	1.75%	0.98%	0.78%	0.66%	0.55%	0.63%	1.81%	1.11%	0.96%	0.78%
Indirect Loans	0.00%	1.46%	1.22%	0.93%	0.76%	0.64%	0.66%	1.46%	1.22%	1.00%	0.79%
Loss Allow as % of Loans	2.75%	1.33%	0.89%	0.82%	0.79%	0.88%	0.86%	1.42%	0.95%	0.88%	0.81%
Current Loss Exposure	1.53%	0.92%	0.65%	0.55%	0.54%	0.48%	0.49%	0.96%	0.68%	0.61%	0.56%
EARNINGS											
Gross Asset Yield	4.11%	4.01%	3.78%	3.81%	3.85%	4.12%	4.06%	4.02%	3.81%	3.81%	3.84%
Cost of Funds	0.55%	0.44%	0.43%	0.48%	0.61%	0.99%	0.90%	0.45%	0.43%	0.45%	0.56%
Gross Interest Margin	3.55%	3.57%	3.36%	3.33%	3.24%	3.13%	3.16%	3.57%	3.38%	3.36%	3.27%
Provision Expense	0.38%	0.33%	0.25%	0.27%	0.31%	0.47%	0.43%	0.34%	0.26%	0.27%	0.30%
Net Interest Margin	3.17%	3.23%	3.11%	3.05%	2.93%	2.67%	2.73%	3.23%	3.12%	3.09%	2.98%
Non-Interest Income	0.55%	0.73%	1.02%	1.28%	1.44%	1.36%	1.36%	0.72%	0.98%	1.13%	1.35%
Non-Interest Expense	4.19%	3.67%	3.62%	3.72%	3.69%	3.07%	3.20%	3.70%	3.63%	3.67%	3.69%
Net Operating Expense	3.65%	2.94%	2.60%	2.44%	2.25%	1.71%	1.85%	2.99%	2.64%	2.54%	2.34%
Net Operating Return	-0.48%	0.29%	0.51%	0.61%	0.68%	0.95%	0.89%	0.24%	0.48%	0.55%	0.64%
Non-recurring Inc(Exp)	0.41%	0.03%	0.05%	0.02%	0.04%	0.05%	0.05%	0.05%	0.05%	0.03%	0.04%
Net Income	-0.06%	0.32%	0.56%	0.63%	0.72%	1.01%	0.94%	0.29%	0.53%	0.58%	0.68%
Return on Net Worth	-0.4%	2.0%	4.3%	5.2%	6.2%	8.5%	7.9%	1.9%	4.0%	4.6%	5.7%

Q4-2019	<\$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	\$4,312	\$7,450	\$8,344	\$10,252	\$13,299	\$16,896	\$15,668	\$7,260	\$8,215	\$9,291	\$12,265
Avg Loan Rate	7%	6%	5%	5%	5%	5%	5%	6%	5%	5%	5%
Avg Loan Yield, net	7%	6%	5%	5%	5%	4%	4%	6%	5%	5%	5%
Avg Share Balance	\$2,268	\$4,741	\$7,270	\$8,360	\$9,463	\$11,743	\$10,963	\$4,447	\$6,778	\$7,505	\$8,788
Avg Share Rate	0.69%	0.53%	0.49%	0.55%	0.71%	1.18%	1.06%	0.54%	0.50%	0.53%	0.65%
NM Deposit Ratio	1.7%	1.2%	1.0%	0.9%	1.1%	0.9%	1.0%	1.2%	1.0%	1.0%	1.1%
Net Operating Profitability-											
Earning Asset/Funding	124%	118%	112%	109%	108%	109%	109%	119%	113%	111%	109%
Avg Revenue per FTE	\$47,525	\$111,845	\$166,194	\$180,185	\$196,430	\$292,787	\$262,191	\$103,118	\$154,925	\$167,133	\$187,159
Avg OpExpense per FTE	\$42,841	\$86,654	\$125,116	\$131,750	\$137,099	\$164,109	\$155,105	\$80,709	\$117,183	\$124,223	\$133,025
Avg Int & Prov Exp per FTE	\$9,553	\$18,329	\$23,389	\$26,690	\$34,188	\$77,693	\$64,194	\$17,139	\$22,272	\$24,408	\$31,093
Avg OpReturn per FTE	-\$4,869	\$6,861	\$17,688	\$21,744	\$25,143	\$50,986	\$42,892	\$5,270	\$15,470	\$18,502	\$23,042
Net OpExp-to-Total Exp	87%	80%	72%	66%	61%	56%	58%	81%	73%	69%	63%
Operating Revenue-											
Non-Int Inc-to-Total Rev	12%	15%	21%	25%	27%	25%	25%	15%	21%	23%	26%
Interest Inc per FTE	\$32,397	\$76,330	\$107,482	\$108,195	\$108,808	\$142,485	\$132,326	\$70,369	\$100,851	\$104,400	\$107,413
Non-Int Inc per FTE	\$5,575	\$17,186	\$35,323	\$45,300	\$53,434	\$72,609	\$65,671	\$15,610	\$31,801	\$38,325	\$48,653
Operating Expenses-											
C&B Expense Ratio	2.05%	1.92%	1.73%	1.79%	1.86%	1.60%	1.65%	1.93%	1.75%	1.77%	1.83%
Pct of Total Op Exp	49%	52%	48%	48%	50%	52%	51%	52%	48%	48%	50%
Avg C&B per FTE	\$20,964	\$45,436	\$59,838	\$63,226	\$69,020	\$85,319	\$79,757	\$42,115	\$56,671	\$59,839	\$66,115
Occ & Ops Exp Ratio	1.32%	0.98%	0.96%	0.93%	0.94%	0.75%	0.79%	1.01%	0.97%	0.95%	0.95%
Pct of Total Op Exp	31%	27%	27%	25%	26%	25%	25%	27%	27%	26%	26%
Avg O&O per FTE	\$13,453	\$23,243	\$33,258	\$32,887	\$35,092	\$40,258	\$38,481	\$21,914	\$31,231	\$32,031	\$34,123
All Other Exp Ratio	0.41%	0.73%	0.87%	0.99%	0.85%	0.67%	0.71%	0.71%	0.85%	0.92%	0.87%
Pct of Total Op Exp	10%	20%	24%	27%	23%	22%	22%	19%	24%	25%	24%
Avg AOE per FTE	\$8,425	\$17,976	\$32,021	\$35,638	\$32,987	\$38,531	\$36,867	\$16,680	\$29,280	\$32,353	\$32,787
Average Margin per Account-											
Avg Int Inc per Loan	\$283	\$422	\$430	\$502	\$599	\$751	\$703	\$415	\$429	\$469	\$570
Avg Int Exp per Share	\$16	\$25	\$36	\$46	\$67	\$139	\$117	\$24	\$34	\$39	\$57
Avg Return	\$267	\$397	\$394	\$455	\$532	\$612	\$586	\$391	\$395	\$429	\$512
Staffing-											
Full-time Equivalents	358	2,281	12,130	13,814	61,743	221,494	311,819	2,639	14,768	28,582	90,325
Pct PT Employees	78%	42%	15%	11%	8%	6%	7%	48%	22%	17%	11%
FTE-to-Ops (Staffing)	2.06	0.76	0.44	0.38	0.32	0.21	0.24	0.83	0.48	0.43	0.35
Membership Outreach-											
Members-to-Potential	8.5%	7.8%	2.9%	2.6%	2.7%	3.1%	3.0%	7.9%	3.3%	2.9%	2.7%
Members-to-FTEs	343	399	403	365	337	400	386	391	401	383	352
Branches	391	956	2,417	1,755	5,215	10,396	21,130	1,347	3,764	5,519	10,734
Members per Branch	314	952	2,024	2,869	3,993	8,523	5,697	766	1,574	1,986	2,961