

RESOURCES

Risk Management

Business & Industry Consulting

Regulatory Expert

10 December 2021

US Treasury I	THIS WK	LAST MO	YR END	LAST YR	C	HANGES SIN	CE		YIELD CURVE ASSESS	MENT	
	12/9/21	11/9/21	12/31/20	12/9/20	This Yr	Last Yr	This Cycle		HELD CORVE ASSES		
l l								4.00% -			
Fed Funds 3mo	0.08%	0.08%	0.09%	0.09%	-0.01%	-0.01%	-2.41%	3.50% -			
3mo	0.06%	0.04%	0.09%	0.08%	-0.03%	-0.02%	-2.35%				
6mo	0.10%	0.06%	0.09%	0.09%	0.01%	0.01%	-2.50%	3.00% -	1		
6mo 1yr	0.25%	0.14%	0.10%	0.10%	0.15%	0.15%	-2.65%	2.50% 🚽	/		
	0.56%	0.41%	0.13%	0.16%	0.43%	0.40%	-2.87%	2.00% -			
2yr 3yr	0.85%	0.71%	0.17%	0.21%	0.68%	0.64%	-2.95%	2.00%			
	1.15%	1.08%	0.36%	0.41%	0.79%	0.74%	-2.90%	1.50% -	and the second sec		
5yr 7yr 10yr	1.35%	1.32%	0.65%	0.68%	0.70%	0.67%	-2.69%	1.00% -			
10yr	1.43%	1.46%	0.93%	0.95%	0.50%	0.48%	-2.66%			Nov	2018
30yr	1.77%	1.83%	1.65%	1.69%	0.12%	0.08%	-2.44%	0.50%		Jul2	016
30yr Slope of the 1	Gold Cumus							0.00% 🗯			
Slope of the		/			/			B	61235710		IN YR 30 T YEAR
291-51110	0.50%	0.37%	0.04%	0.08%	0.46%	0.42%	-0.13%				
5yr-2yr	0.59%	0.67%	0.23%	0.25%	0.36%	0.34%	0.48%		2016 Low-	2018 High-	2020 Low
10yr-5yr	0.28%	0.38%	0.57%	0.54%	-0.29%	-0.26%	0.13%	- I I	2018 High	2020 Low	Current
5yr-2yr 10yr-5yr 10yr-3mo Other Interes	1.37%	1.42%	0.84%	0.87%	0.53%	0.50%	0.48%	Fed Fund	ls 2.15%	-2.41%	0.04%
Other Interes	t Rates-							1year	2.24%	-2.65%	0.16%
Prime	3.25%	3.25%	3.25%	3.25%	0.00%	0.00%	-2.25%	2years	2.32%	-2.87%	0.45%
1mo LIBOR	0.10%	0.09%	0.14%	0.15%	-0.04%	-0.05%	-2.42%	3years	2.28%	-2.95%	0.75%
6mo LIBOR	0.29%	0.27%	0.26%	0.26%	0.03%	0.03%	-2.62%	5years	2.06%	-2.90%	0.96%
12mo LIBOR	0.50%	0.48%	0.34%	0.34%	0.16%	0.16%	-2.63%	10years	1.81%	-2.66%	0.85%

US INFLATION SURGES TO 39YR HIGH AS CONSUMER PRICES SOAR

Consumer prices surged at the fastest pace in nearly four decades in November as Americans paid more for practically everything from groceries to cars to gasoline, solidifying hot inflation as a key trait of the economic recovery.

The consumer price index rose 6.8% in November from a year ago, according to a new Labor Department report released Friday, marking the fastest increase since June 1982, when inflation hit 7.1%. The CPI – which measures a bevy of goods ranging from gasoline and health care to groceries and rents - jumped 0.8% in the one-month period from October.

So-called core prices, which exclude more volatile measurements of food and energy, soared 4.9% in November from the previous year a sharp increase from October, when it rose 4.6%. It was the steepest rate since 1991.

Price increases were widespread: Energy prices jumped 3.5% in November and are up 33.3% year over year. Gasoline is a stunning 58.1% higher than it was a year ago. Food prices have also climbed 6.1% higher over the year, while used car and truck prices - a major component of the inflation increase - are up 31%.

Key Economic Indicator	rs for Banks, 1	hrifts & Cred	it Unions-	
		LATEST	CURRENT	PREV
GDP	QoQ	Q3-2nd	2.1%	6.7%
GDP - YTD	Annl	Q3-2nd	5.0%	6.5%
Consumer Spending	QoQ	Q3-2nd	1.7%	12.0%
Consumer Spending	Annl	Q3-2nd	8.4%	11.7%
Unemployment	Мо	November	4.2%	4.6%
Consumer Inflation	YoY	November	6.8%	6.2%
Core Inflation	YoY	November	4.9%	4.6%
Consumer Credit	Annual	October	4.6%	7.7%
Retail Sales	YoY	October	19.6%	20.2%
Vehicle Sales	Annl (Mil)	November	13.3	13.4
Home Sales	Annl (Mil)	October	7.140	7.030
Home Prices	YoY	September	19.5%	19.8%

		DCT CL	ANGES
12/9/21	12/31/20	YTD	12Mos
35,754	30,606	16.8%	19.0%
4,667	3,756	24.3%	27.7%
15,517	12,888	20.4%	25.3%
70.94	48.52	46.2%	52.8%
3.34	2.24	49.0%	55.0%
1,777	1,895	-6.2%	-3.0%
	35,754 4,667 15,517 70.94 3.34	12/9/21 12/31/20 35,754 30,606 4,667 3,756 15,517 12,888 70.94 48.52 3.34 2.24	12/9/21 12/31/20 YTD 35,754 30,606 16.8% 4,667 3,756 24.3% 15,517 12,888 20.4% 70.94 48.52 46.2% 3.34 2.24 49.0%



Business & Industry Consulting

et Analysis Strategic Solutions

Financial Investments

Risk Management Regu

RESOURCES[™]

Regulatory Expert

			AVEF	RAGE CRE	DIT UNION R	ATES AND	RATE SEN	SITIVITY				
	THIS WK 12/9/21	YTD C Rate	hange Benchmark	Chg in Curi Rate	rent Cycle* Benchmark	Rate S YTD	ensitivity Cycle]	Bmk Begin 12/31/20	Mkt Begin 12/31/20	Last Top Nov-18	Last Botto Jul-16
Classic CC	10.97%	0.14%	0.00%	-0.72%	-2.25%	0%	32%		3.25%	10.83%	11.69%	11.39%
Platinum CC	9.27%	0.17%	0.00%	-1.00%	-2.25%	0%	44%		3.25%	9.10%	10.27%	9.09%
48mo Veh	2.68%	-0.30%	0.43%	-0.98%	-2.42%	-70%	40%		0.13%	2.98%	3.66%	2.58%
60mo Veh	2.79%	-0.29%	0.68%	-0.98%	-2.20%	-43%	45%		0.17%	3.08%	3.77%	2.68%
72mo Veh	3.10%	-0.31%	0.74%	-1.02%	-2.07%	-42%	49%		0.27%	3.41%	4.12%	3.05%
HE LOC	3.76%	-0.07%	0.00%	-1.80%	-2.25%	0%	80%		3.25%	3.83%	5.56%	4.01%
10yr HE	4.61%	0.23%	0.79%	-0.91%	-2.09%	29%	44%		0.36%	4.38%	5.52%	4.45%
15yr FRM	2.74%	-0.10%	0.65%	-1.84%	-1.92%	-16%	96%		0.65%	2.84%	4.58%	3.14%
30yr FRM	3.26%	0.08%	0.50%	-1.80%	-1.81%	16%	99%		0.93%	3.18%	5.06%	3.69%
Sh Drafts	0.05%	-0.04%	-0.01%	-0.09%	-2.37%	400%	4%		0.09%	0.09%	0.14%	0.11%
Reg Svgs	0.09%	-0.05%	-0.01%	-0.10%	-2.37%	500%	4%		0.09%	0.14%	0.19%	0.14%
MMkt-10k	0.15%	-0.04%	-0.01%	-0.33%	-2.37%	400%	14%		0.09%	0.19%	0.48%	0.22%
MMkt-50k	0.22%	-0.05%	-0.01%	-0.43%	-2.37%	500%	18%		0.09%	0.27%	0.65%	0.31%
6mo CD	0.24%	-0.06%	0.01%	-0.79%	-2.42%	-600%	33%		0.09%	0.30%	1.03%	0.34%
1yr CD	0.35%	-0.09%	0.15%	-1.16%	-2.49%	-60%	47%		0.10%	0.44%	1.51%	0.53%
2yr CD	0.47%	-0.10%	0.43%	-1.38%	-2.42%	-23%	57%		0.13%	0.57%	1.85%	0.78%
3yr CD	0.57%	-0.10%	0.68%	-1.49%	-2.20%	-15%	68%		0.17%	0.67%	2.06%	1.04%

*Since Nov 2018

STRATEGICALLY FOR CREDIT UNIONS

Rising inflation is eating away at strong gains and wages and salaries that American workers have seen in recent months. Whereas some of the rise in prices reflect disruptions in supply-chain bottlenecks, most is associated with the president's massive spending agenda.

The Labor Department said the increases for food and energy were the fastest 12-month gains in at least 13 years.

The White House looked to downplay the November inflation figure before its release, saying in a statement on Thursday that the data would not reflect the decline in gas prices - albeit a paltry 5 cents per gallon.

The reading will most likely have major implications for the Federal Reserve, which is holding its two-day, policy-setting meeting next week. Though central bank policymakers initially downplayed rising inflation as "transitory" and likely to abate as supply-chain disruptions cleared up, we believe policy-makers will have no choice but they were wrong and begin to raise their overnight target rate before consumer inflation erodes any chance for future economic recovery.

To make matters worse, inflation at the producer level is over 8.6% and is expected to rise further to 9.1%. The disparity with consumer inflation shows manufacturers' inability to pass on their higher costs for fear of adversely impacting consumer demand - already a volatile element.

	ECONO	DMIC REL	EASES	
--	-------	----------	-------	--

RELEASES THIS WEEK:	Current	Projected	Previous
Consumer Credit (Oct)	4.6%	4.6%	7.9%
Consumer Inflation (Nov, YoY)	6.8%	6.9%	6.2%

RELEASES FOR UPCOMING WEEK:	Projected	Previous
Wholesale Inflation (Nov, YoY)	9.1%	8.6%
Retail Sales (Nov, Annl)	17.5%	19.6%
FOMC Announcement		



Brian Turner

President & Chief Economist

bturner@Meridian-ally.com

972.740.9531

RESOURCES

Regulatory Expert

MERIDIAN ECONOMICS Trusted Insight, Effective Solutions

Business & Industry Consulting

ECONOMIC CALENDAR									
SATURDAY	FRIDAY	THURSDAY	WEDNESDAY	TUESDAY	MONDAY				
13	12	11 VETERANS DAY HOLIDAY	10 Consumer Inflation 6.2% Jobless Claims 267k Cont'd Claims 2.16M		Nov 8				
20	19	18 Jobless Claims 272.7k Cont'd Claims 2.08M Leading Indicators 0.9%	17	16 Retail Sales 16.3% Ind Production 5.1% Cap Utilization 76.4%	15				
27	26 Jobless Claims 199k Cont'd Claims 2.05M	25 THANKSGIVING DAY HOLIDAY	24 Durable Goods -0.5% GDP (Q3-2nd) 2.1% New Home Sales 800k FOMC Minutes	23	22 Exist Home Sales 6.34M				
4	3 Unemployment 4.2% Nonfarm Payrolls 210k Private Payrolls 235k	2 Jobless Claims 222k Cont'd Claims 1.956k	Dec 1 Constr Spending 0.2%	30 Home Prices 19.1% Cons Confidence 109.5	29				
11	10 Consumer Inflation 6.8%	9 Jobless Claims 184k Cont'd Claims 1.99M	8	7 Consumer Credit \$16.9B	6				
18	17 Leading Indicators	16 Jobless Claims Cont'd Claims Industrial Production Capacity Utilization	15 Retail Sales FOMC Announcement	14 Wholesale Inflation	13				
25 CHRISTMAS DAY	24 New Home Sales	23 Jobless Claims Cont'd Claims Personal Income Personal Spending	22 GDP (Q3-Final) Existing Home Sales	21	20 Leading Indicators				
Jan 1 NEW YEAR'S DAY	31	30 Jobless Claims Cont'd Claims	29	28 Home Prices Consumer Confidence	27				
8	7 Unemployment Nonfarm Payrolls Private Payrolls	6 Jobless Claims Cont'd Claims	5 FOMC Minutes	4	3 Construction Spending				

Strategic Solutions

ReSOURCES is a registered trademark of MERIDIAN ECONOMICS LLC. All rights reserved.



Г

Business & Industry Consulting

Market Analysis

Strategic Solutions Financial Inve

Risk Management

Regulatory Expert

RESOURCES[™]

			ECU	NOMIC FO	RECAUL						
										Novem	ber 2021
		202	1			20	22			2023	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
ECONOMIC OUTLOOK											
Economic Growth-											
GDP - (QoQ)	6.3%	6.7%	2.1%	4.5%	5.4%	4.9%	4.3%	2.7%	2.2%	2.1%	2.2%
GDP - (YTD)	6.3%	6.5%	5.0%	4.9%	5.4%	5.2%	4.9%	4.3%	2.2%	2.2%	2.2%
Consumer Spending - (QoQ)	11.4%	12.0%	1.6%	4.5%	3.0%	2.2%	2.0%	1.4%	1.7%	2.3%	2.5%
Consumer Spending - (YTD)	11.4%	11.7%	8.3%	7.4%	3.0%	2.6%	2.4%	2.2%	1.7%	2.0%	2.2%
Goverment Spending - (QoQ)	4.2%	-2.0%	0.8%	0.1%	5.0%	2.6%	2.2%	1.2%	1.3%	1.0%	0.9%
Government Spending - (YTD)	4.2%	1.1%	1.0%	0.8%	5.0%	3.8%	3.3%	2.8%	1.3%	1.2%	1.1%
Consumer Wealth-											
Unemployment Rate	6.2%	5.9%	5.1%	4.5%	4.2%	3.8%	3.6%	3.5%	3.5%	3.5%	3.5%
Consumer Inflation	0.2 <i>%</i> 1.9%	4.8%	5.3%	4.3% 5.8%	4.2 <i>%</i> 5.2%	3.6%	3.1%	3.0%	2.7%	2.8%	2.4%
		4.8 <i>%</i> 15.2%	3.3 <i>%</i> 19.7%	16.5%	16.3%	3.0% 16.0%	3.1% 15.7%	3.0% 15.5%	15.5%	2.8 <i>%</i> 15.3%	15.2%
Home Prices	10.8%										
SINGLE FAMILY HOME & VEHIC	10.8% CLE LOAN N								, [_	
Home Prices SINGLE FAMILY HOME & VEHIC Consumer Demand- Total Home Sales (Mil)	CLE LOAN N 7.199	MARKETS 6.370	6.795	7.002	7.137	7.288	7.391	7.540	7.622	7.651	
SINGLE FAMILY HOME & VEHIC Consumer Demand- Total Home Sales (Mil) Existing Home (Mil)	7.199 6.303	6.370 5.633	6.057	6.197	6.296	6.377	6.439	6.557	6.610	6.606	6.591
SINGLE FAMILY HOME & VEHIC Consumer Demand-	CLE LOAN N 7.199	MARKETS 6.370									6.591
SINGLE FAMILY HOME & VEHIC Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil)	7.199 6.303 0.896	ARKETS 6.370 5.633 0.737	6.057 0.738	6.197 0.805	6.296 0.841	6.377 0.911	6.439 0.952	6.557 0.983	6.610 1.012	6.606 1.045	6.591 1.051
SINGLE FAMILY HOME & VEHIC Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils)	7.199 6.303 0.896 3.146	ARKETS 6.370 5.633 0.737 2.926	6.057 0.738 2.714	6.197 0.805 2.325	6.296 0.841 1.807	6.377 0.911 1.880	6.439 0.952 1.755	6.557 0.983 1.714	6.610 1.012 1.500	6.606 1.045 1.867	6.591 1.051 1.705
SINGLE FAMILY HOME & VEHIC Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils)	7.199 6.303 0.896 3.146 0.974	ARKETS 6.370 5.633 0.737 2.926 1.341	6.057 0.738 2.714 1.302	6.197 0.805 2.325 1.124	6.296 0.841 1.807 1.006	6.377 0.911 1.880 1.302	6.439 0.952 1.755 1.254	6.557 0.983 1.714 1.264	6.610 1.012 1.500 1.043	6.606 1.045 1.867 1.402	6.591 1.051 1.705 1.243
SINGLE FAMILY HOME & VEHIC Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils)	7.199 6.303 0.896 3.146	ARKETS 6.370 5.633 0.737 2.926	6.057 0.738 2.714	6.197 0.805 2.325	6.296 0.841 1.807	6.377 0.911 1.880	6.439 0.952 1.755	6.557 0.983 1.714	6.610 1.012 1.500	6.606 1.045 1.867	6.591 1.051 1.705 1.243
SINGLE FAMILY HOME & VEHIC Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share	7.199 6.303 0.896 3.146 0.974 2.172 69%	ARKETS 6.370 5.633 0.737 2.926 1.341 1.585 54%	6.057 0.738 2.714 1.302 1.412 52%	6.197 0.805 2.325 1.124 1.201 52%	6.296 0.841 1.807 1.006 0.801 44%	6.377 0.911 1.880 1.302 0.578 31%	6.439 0.952 1.755 1.254 0.501 29%	6.557 0.983 1.714 1.264 0.450 26%	6.610 1.012 1.500 1.043 0.457 30%	6.606 1.045 1.867 1.402 0.465 25%	6.591 1.051 1.705 1.243 0.462 27%
SINGLE FAMILY HOME & VEHIC Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils)	7.199 6.303 0.896 3.146 0.974 2.172	ARKETS 6.370 5.633 0.737 2.926 1.341 1.585	6.057 0.738 2.714 1.302 1.412	6.197 0.805 2.325 1.124 1.201	6.296 0.841 1.807 1.006 0.801	6.377 0.911 1.880 1.302 0.578	6.439 0.952 1.755 1.254 0.501	6.557 0.983 1.714 1.264 0.450	6.610 1.012 1.500 1.043 0.457	6.606 1.045 1.867 1.402 0.465	6.591 1.051 1.705 1.243 0.462
SINGLE FAMILY HOME & VEHIC Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share	7.199 6.303 0.896 3.146 0.974 2.172 69%	ARKETS 6.370 5.633 0.737 2.926 1.341 1.585 54%	6.057 0.738 2.714 1.302 1.412 52%	6.197 0.805 2.325 1.124 1.201 52%	6.296 0.841 1.807 1.006 0.801 44%	6.377 0.911 1.880 1.302 0.578 31%	6.439 0.952 1.755 1.254 0.501 29%	6.557 0.983 1.714 1.264 0.450 26%	6.610 1.012 1.500 1.043 0.457 30%	6.606 1.045 1.867 1.402 0.465 25%	6.591 1.051 1.705 1.243 0.462 27%
SINGLE FAMILY HOME & VEHIC Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil)	7.199 6.303 0.896 3.146 0.974 2.172 69%	ARKETS 6.370 5.633 0.737 2.926 1.341 1.585 54%	6.057 0.738 2.714 1.302 1.412 52%	6.197 0.805 2.325 1.124 1.201 52%	6.296 0.841 1.807 1.006 0.801 44%	6.377 0.911 1.880 1.302 0.578 31%	6.439 0.952 1.755 1.254 0.501 29%	6.557 0.983 1.714 1.264 0.450 26%	6.610 1.012 1.500 1.043 0.457 30%	6.606 1.045 1.867 1.402 0.465 25%	6.591 1.051 1.705 1.243 0.462 27%
SINGLE FAMILY HOME & VEHIC Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates-	7.199 6.303 0.896 3.146 0.974 2.172 69% 16.7	AARKETS 6.370 5.633 0.737 2.926 1.341 1.585 54% 16.2	6.057 0.738 2.714 1.302 1.412 52% 12.5	6.197 0.805 2.325 1.124 1.201 52% 10.3	6.296 0.841 1.807 1.006 0.801 44% 9.4	6.377 0.911 1.880 1.302 0.578 31% 10.7	6.439 0.952 1.755 1.254 0.501 29% 11.2	6.557 0.983 1.714 1.264 0.450 26% 13.5	6.610 1.012 1.500 1.043 0.457 30% 14.6	6.606 1.045 1.867 1.402 0.465 25% 16.8	6.591 1.051 1.705 1.243 0.462 27% 17.5
SINGLE FAMILY HOME & VEHIC Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime	7.199 6.303 0.896 3.146 0.974 2.172 69% 16.7	AARKETS 6.370 5.633 0.737 2.926 1.341 1.585 54% 16.2 3.3%	6.057 0.738 2.714 1.302 1.412 52% 12.5	6.197 0.805 2.325 1.124 1.201 52% 10.3	6.296 0.841 1.807 1.006 0.801 44% 9.4 3.3%	6.377 0.911 1.880 1.302 0.578 31% 10.7	6.439 0.952 1.755 1.254 0.501 29% 11.2	6.557 0.983 1.714 1.264 0.450 26% 13.5	6.610 1.012 1.500 1.043 0.457 30% 14.6	6.606 1.045 1.867 1.402 0.465 25% 16.8	6.591 1.051 1.705 1.243 0.462 27% 17.5
SINGLE FAMILY HOME & VEHIC Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime Fed Funds	7.199 6.303 0.896 3.146 0.974 2.172 69% 16.7 3.3% 0.1%	AARKETS 6.370 5.633 0.737 2.926 1.341 1.585 54% 16.2 3.3% 0.1%	6.057 0.738 2.714 1.302 1.412 52% 12.5 3.3% 0.1%	6.197 0.805 2.325 1.124 1.201 52% 10.3 3.3% 0.1%	6.296 0.841 1.807 1.006 0.801 44% 9.4 3.3% 0.1%	6.377 0.911 1.880 1.302 0.578 31% 10.7 3.3% 0.1%	6.439 0.952 1.755 1.254 0.501 29% 11.2 3.3% 0.4%	6.557 0.983 1.714 1.264 0.450 26% 13.5 3.3% 0.4%	6.610 1.012 1.500 1.043 0.457 30% 14.6 3.3% 0.4%	6.606 1.045 1.867 1.402 0.465 25% 16.8 3.3% 0.6%	6.591 1.051 1.705 1.243 0.462 27% 17.5 3.3% 0.9%
SINGLE FAMILY HOME & VEHIC Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime Fed Funds 3yr UST	CLE LOAN N 7.199 6.303 0.896 3.146 0.974 2.172 69% 16.7 3.3% 0.1% 0.3%	AARKETS 6.370 5.633 0.737 2.926 1.341 1.585 54% 16.2 3.3% 0.1% 0.5%	6.057 0.738 2.714 1.302 1.412 52% 12.5 3.3% 0.1% 0.6%	6.197 0.805 2.325 1.124 1.201 52% 10.3 3.3% 0.1% 0.8%	6.296 0.841 1.807 1.006 0.801 44% 9.4 3.3% 0.1% 0.9%	6.377 0.911 1.880 1.302 0.578 31% 10.7 3.3% 0.1% 1.0%	6.439 0.952 1.755 1.254 0.501 29% 11.2 3.3% 0.4% 1.0%	6.557 0.983 1.714 1.264 0.450 26% 13.5 3.3% 0.4% 1.1%	6.610 1.012 1.500 1.043 0.457 30% 14.6 3.3% 0.4% 1.2%	6.606 1.045 1.867 1.402 0.465 25% 16.8 3.3% 0.6% 1.2%	6.591 1.051 1.705 1.243 0.462 27% 17.5 3.3% 0.9% 1.3%
SINGLE FAMILY HOME & VEHIC Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime Fed Funds 3yr UST	7.199 6.303 0.896 3.146 0.974 2.172 69% 16.7 3.3% 0.1%	AARKETS 6.370 5.633 0.737 2.926 1.341 1.585 54% 16.2 3.3% 0.1%	6.057 0.738 2.714 1.302 1.412 52% 12.5 3.3% 0.1%	6.197 0.805 2.325 1.124 1.201 52% 10.3 3.3% 0.1%	6.296 0.841 1.807 1.006 0.801 44% 9.4 3.3% 0.1%	6.377 0.911 1.880 1.302 0.578 31% 10.7 3.3% 0.1%	6.439 0.952 1.755 1.254 0.501 29% 11.2 3.3% 0.4%	6.557 0.983 1.714 1.264 0.450 26% 13.5 3.3% 0.4%	6.610 1.012 1.500 1.043 0.457 30% 14.6 3.3% 0.4%	6.606 1.045 1.867 1.402 0.465 25% 16.8 3.3% 0.6%	6.591 1.051 1.705 1.243 0.462 27% 17.5 3.3% 0.9% 1.3%
SINGLE FAMILY HOME & VEHIC Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime Fed Funds 3yr UST 10yr UST	CLE LOAN N 7.199 6.303 0.896 3.146 0.974 2.172 69% 16.7 3.3% 0.1% 0.3%	AARKETS 6.370 5.633 0.737 2.926 1.341 1.585 54% 16.2 3.3% 0.1% 0.5%	6.057 0.738 2.714 1.302 1.412 52% 12.5 3.3% 0.1% 0.6%	6.197 0.805 2.325 1.124 1.201 52% 10.3 3.3% 0.1% 0.8%	6.296 0.841 1.807 1.006 0.801 44% 9.4 3.3% 0.1% 0.9%	6.377 0.911 1.880 1.302 0.578 31% 10.7 3.3% 0.1% 1.0%	6.439 0.952 1.755 1.254 0.501 29% 11.2 3.3% 0.4% 1.0%	6.557 0.983 1.714 1.264 0.450 26% 13.5 3.3% 0.4% 1.1%	6.610 1.012 1.500 1.043 0.457 30% 14.6 3.3% 0.4% 1.2%	6.606 1.045 1.867 1.402 0.465 25% 16.8 3.3% 0.6% 1.2%	6.591 1.051 1.705 1.243 0.462 27% 17.5 3.3% 0.9% 1.3%
SINGLE FAMILY HOME & VEHIC Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share	CLE LOAN N 7.199 6.303 0.896 3.146 0.974 2.172 69% 16.7 3.3% 0.1% 0.3%	AARKETS 6.370 5.633 0.737 2.926 1.341 1.585 54% 16.2 3.3% 0.1% 0.5%	6.057 0.738 2.714 1.302 1.412 52% 12.5 3.3% 0.1% 0.6%	6.197 0.805 2.325 1.124 1.201 52% 10.3 3.3% 0.1% 0.8%	6.296 0.841 1.807 1.006 0.801 44% 9.4 3.3% 0.1% 0.9%	6.377 0.911 1.880 1.302 0.578 31% 10.7 3.3% 0.1% 1.0%	6.439 0.952 1.755 1.254 0.501 29% 11.2 3.3% 0.4% 1.0%	6.557 0.983 1.714 1.264 0.450 26% 13.5 3.3% 0.4% 1.1%	6.610 1.012 1.500 1.043 0.457 30% 14.6 3.3% 0.4% 1.2%	6.606 1.045 1.867 1.402 0.465 25% 16.8 3.3% 0.6% 1.2%	6.591 1.051 1.705 1.243 0.462 27% 17.5 3.3% 0.9%
SINGLE FAMILY HOME & VEHIC Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime Fed Funds 3yr UST 10yr UST Market Rates-	CLE LOAN N 7.199 6.303 0.896 3.146 0.974 2.172 69% 16.7 16.7 3.3% 0.1% 0.3% 1.3%	AARKETS 6.370 5.633 0.737 2.926 1.341 1.585 54% 16.2 3.3% 0.1% 0.5% 1.6%	6.057 0.738 2.714 1.302 1.412 52% 12.5 3.3% 0.1% 0.6% 1.3%	6.197 0.805 2.325 1.124 1.201 52% 10.3 3.3% 0.1% 0.8% 1.6%	6.296 0.841 1.807 1.006 0.801 44% 9.4 3.3% 0.1% 0.9% 1.8%	6.377 0.911 1.880 1.302 0.578 31% 10.7 3.3% 0.17 1.0% 1.9%	6.439 0.952 1.755 1.254 0.501 29% 11.2 3.3% 0.4% 1.0% 2.1%	6.557 0.983 1.714 1.264 0.450 26% 13.5 3.3% 0.4% 1.1% 2.3%	6.610 1.012 1.500 1.043 0.457 30% 14.6 3.3% 0.4% 1.2% 24%	6.606 1.045 1.867 1.402 0.465 25% 16.8 3.3% 0.6% 1.2% 2.4%	17.5 3.3% 0.9% 1.3% 2.5%



Business & Industry Consulting

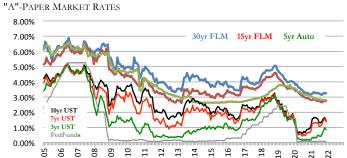
Risk Management

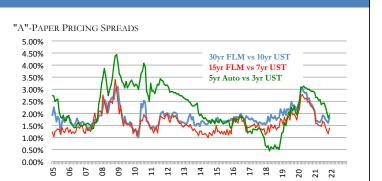
RESOURCES[™]

Regulatory Expert

STRATEGIC ASSESSMENT OF RELATIVE VALUE INVESTMENT AND FUNDING OPTIONS

RELATIVE VALUE OF MARGINAL INVESTMENT OPTIONS





14 15 16 17 17 18 18 19 22 21 22

	Current		Then for			The Net Ret	urn Needed	to Break-eve	n Against*:		
	Return	For	the Next	30Y FLM	15Y FLM	5Y New	5Y Used	4Y MBS	4Y Call	3Y MBS	3Y Call
Cash	0.08%	-	-	-	-	-	-	-	-	-	-
2yr Agy Callable	0.88%	2 years	3 years	4.85%	3.98%	4.06%	4.31%	1.96%	1.86%	1.87%	1.84%
3yr Agy Callable	1.20%	3 years	2 years	6.35%	5.05%	5.18%	5.55%	2.08%	1.88%	-	-
3yr Agy MBS	1.21%	3 years	2 years	6.34%	5.04%	5.16%	5.54%	2.05%	1.85%	-	-
4yr Agy Callable	1.37%	4 years	1 year	10.82%	8.22%	8.47%	9.22%	-	-	-	-
4yr Agy MBS	1.42%	4 years	1 year	10.62%	8.02%	8.27%	9.02%	-	-	-	-
5yr Agy Callable	1.62%	5 years	-	-	-	-	-	-	-	-	-
5yr New Vehicle	2.79%	3 years	2 years	3.97%	2.67%	-	-	-	-	-	-
5yr Used Vehicle	2.94%	3 years	2 years	3.74%	2.44%	-	-	-	-	-	-
15yr Mortgage	2.74%	5 years	-	-	-	-	-	-	-	-	-
30yr Mortgage	3.26%	5 years	-	-	-	-	-	-	-	-	-

* Best relative value noted by probabilites of achieving "break-even" returns

RELATIVE VALUE OF MARGINAL FUNDING OPTIONS

	Current		Then for	The Net Co	st Needed to	Break-even	Against*:
	Cost	For	the Next	3Y CD	3Y FHLB	2Y CD	2Y FHLB
Share Draft	0.05%	1 year	2 years	0.83%	1.52%	0.89%	1.39%
Regular Savings	0.09%	1 year	2 years	0.81%	1.50%	0.85%	1.35%
Money Market	0.15%	1 year	2 years	0.78%	1.47%	0.79%	1.29%
FHLB Overnight	0.26%	1 year	2 years	0.73%	1.42%	0.68%	1.18%
Catalyst Settlement	1.25%	1 year	2 years	0.23%	0.92%	-0.16%	0.19%
6mo Term CD	0.24%	6 mos	2.5 yrs	0.64%	1.19%	0.55%	0.88%
6mo FHLB Term	0.35%	6 mos	2.5 yrs	0.61%	1.17%	0.51%	0.84%
6mo Catalyst Term	0.49%	6 mos	2.5 yrs	0.59%	1.14%	0.46%	0.80%
1yr Term CD	0.35%	1 year	2 years	0.68%	1.37%	0.59%	1.09%
1yr FHLB Term	0.32%	1 year	2 years	0.70%	1.39%	0.62%	1.12%
2yr Term CD	0.47%	2 years	1 year	0.77%	2.15%	-	-
2yr FHLB Term	0.72%	2 years	1 year	0.27%	1.65%	-	-
3yr Term CD	0.57%	3 years	-	-	-	-	-
3yr FHLB Term	1.03%	3 years	-	-	-	-	-
-		-					

* Highest relative value noted by highest differentials and volatility projections



MERIDIAN ECONOMICS

Business & Industry Consulting

t Analysis Strategic Solutions

Financial Investme

anagement Re

RESOURCES[™]

Regulatory Expert

Q2-2021	<\$2 Million	\$2-10 Million	\$10-50 <million< th=""><th>\$50-100 Million</th><th>\$100-500 Million</th><th>\$500> Million</th><th>TOTAL</th><th><\$10 Million</th><th><\$50 Million</th><th><\$100 Million</th><th><\$500 Million</th></million<>	\$50-100 Million	\$100-500 Million	\$500> Million	TOTAL	<\$10 Million	<\$50 Million	<\$100 Million	<\$500 Million
DEMOGRAPHICS											
Number of Credit Unions Average Assets (\$Mil) Pct of Credit Unions	344 \$0.9 7%	762 \$5.6 15%	1,511 \$25.7 30%	694 \$72.1 14%	1,081 \$224.8 21%	677 \$2,382.5 13%	5,068 \$384.7 100%	1,106 \$4.1 22%	2,617 \$16.6 52%	3,311 \$28.2 65%	4,392 \$76.6 87%
Pct of Industry Assets	0%	0%	2%	3%	12%	83%	100%	0%	2%	5%	17%
GROWTH RATES (YTD)											
Total Assets Total Loans Total Shares Net Worth	-3.4% -24.4% -1.2% -9.7%	-21.0% -41.6% -15.8% -33.2%	-6.8% -30.9% -3.7% -23.0%	5.3% -19.1% 7.2% -11.0%	9.3% -16.4% 10.9% -8.3%	26.4% 4.7% 26.3% 15.3%	22.8% 1.0% 23.0% 10.3%	-19.8% -40.5% -14.9% -31.4%	-8.2% -31.9% -4.9% -24.1%	-1.1% -24.8% 1.5% -17.5%	6.4% -18.5% 8.3% -11.1%
BALANCE SHEET ALLOCATION								-			
Net Worth-to-Total Assets	17.9%	15.0%	11.6%	10.9%	10.0%	9.9%	10.0%	15.2%	12.0%	11.4%	10.4%
Cash & Inv-to-Total Assets Loans-to-Total Assets Vehicle-to-Total Loans REL-to-Total Loans REL-to-Net Worth Indirect-to-Total Loans	60% 39% 61% 1% 1% 0%	56% 43% 65% 7% 20% 0%	54% 43% 50% 29% 110% 4%	48% 48% 43% 40% 176% 10%	40% 56% 38% 46% 258% 17%	35% 61% 31% 53% 328% 21%	36% 60% 33% 52% 309% 20%	56% 43% 65% 7% 18% 0%	54% 43% 51% 27% 98% 4%	51% 46% 47% 34% 138% 7%	43% 53% 40% 43% 221% 15%
Loans-to-Total Shares Chkg & Svgs-to-Total Shares Nonterm-to-Total Shares Term CDs-to-Total Shares	48% 88% 88% 5%	51% 84% 86% 10%	49% 77% 84% 11%	54% 72% 82% 12%	63% 65% 80% 14%	71% 61% 84% 16%	69% 56% 78% 16%	51% 85% 86% 10%	49% 78% 84% 11%	52% 75% 83% 11%	60% 68% 81% 13%
Short-term Funding Ratio Net Long-term Asset Ratio	52.7% 2.8%	41.2% 7.3%	34.8% 17.9%	29.8% 24.3%	23.6% 31.5%	19.2% 37.6%	20.4% 36.0%	35.4% 16.8%	32.4% 20.8%	26.1% 28.4%	20.5% 35.9%
LOAN QUALITY								T			
Loan Delinquency Ratio Net Charge-off Ratio "Misery" Index	2.65% 0.22% 2.87%	1.23% 0.39% 1.62%	0.73% 0.25% 0.98%	0.55% 0.23% 0.78%	0.45% 0.22% 0.67%	0.45% 0.33% 0.78%	0.46% 0.32% 0.78%	0.78% 0.26% 1.04%	0.65% 0.25% 0.90%	0.50% 0.23% 0.73%	0.46% 0.31% 0.77%
RE Loan Delinquency	0.00%	1.72%	0.69%	0.47%	0.39%	0.45%	0.42%	1.71%	0.72%	0.56%	0.42%
Vehicle Loan Delinquency Direct Loans Indirect Loans	2.08% 2.08% 0.00%	1.08% 1.08% 0.84%	0.65% 0.62% 0.95%	0.49% 0.48% 0.53%	0.40% 0.34% 0.47%	0.32% 0.22% 0.37%	0.35% 0.30% 0.38%	1.14% 1.14% 0.84%	0.71% 0.70% 0.95%	0.60% 0.59% 0.62%	0.46% 0.44% 0.49%
Loss Allow as % of Loans Current Loss Exposure	3.14% 1.26%	1.48% 0.60%	0.89% 0.39%	0.82% 0.30%	0.78% 0.27%	1.15% 0.24%	1.09% 0.25%	1.58% 0.64%	0.96% 0.42%	0.88% 0.35%	0.80% 0.29%
EARNINGS											
Gross Asset Yield Cost of Funds Gross Interest Margin Provision Expense	3.17% 0.38% 2.79% 0.10%	2.97% 0.29% 2.67% 0.17%	2.74% 0.27% 2.47% 0.07%	2.81% 0.28% 2.53% 0.08%	2.87% 0.34% 2.53% 0.08%	3.09% 0.51% 2.58% 0.17%	3.04% 0.48% 2.57% 0.15%	2.98% 0.30% 2.68% 0.17%	2.76% 0.27% 2.49% 0.08%	2.79% 0.28% 2.51% 0.08%	2.85% 0.32% 2.52% 0.08%
Net Interest Margin	2.69%	2.50%	2.40%	2.46%	2.45%	2.41%	2.41%	2.51%	2.41%	2.44%	2.44%
Non-Interest Income Non-Interest Expense	0.46% 3.84%	0.49% 3.15%	0.80% 2.98%	1.06% 3.08%	1.25% 3.14%	1.31% 2.68%	1.28% 2.76%	0.48% 3.20%	0.76% 3.00%	0.92% 3.04%	1.15% 3.11%
Net Operating Expense	3.38%	2.66%	2.18%	2.02%	1.89%	1.37%	1.48%	2.71%	2.24%	2.12%	1.96%
Net Operating Return	-0.70%	-0.16%	0.22%	0.44%	0.56%	1.04%	0.94%	-0.20%	0.18%	0.31%	0.49%
Non-recurring Inc(Exp) Net Income	0.08% - 0.62%	0.02% - 0.14%	0.02% 0.24%	0.02%	0.01% 0.57%	0.03% 1.06%	0.03% 0.97%	0.03%	0.02% 0.19%	0.02%	0.02% 0.50%
Return on Net Worth	-3.9%	-1.1%	1.9%	3.9%	5.5%	10.3%	9.2%	-1.3%	1.4%	2.7%	4.6%

ReSOURCES is a registered trademark of MERIDIAN ECONOMICS LLC. All rights reserved.

MERIDIAN ECONOMICS	

Trusted Insight, Effective Solutions

Tru

Business & Industry Consulting

Market Analysis

Strategic Solutions Financial Inves

Management

RESOURCES[™]

Regulatory Expert

00.0004	<\$2	\$2-10	\$10-50	\$50-100	\$100-500	\$500>		<\$10	<\$50	<\$100	<\$500
Q2-2021	Million	Million	<million< th=""><th>Million</th><th>Million</th><th>Million</th><th>TOTAL</th><th>Million</th><th>Million</th><th>Million</th><th>Million</th></million<>	Million	Million	Million	TOTAL	Million	Million	Million	Million
OPERATING EFFICIENCIES:											
Loans & Shares-											
Avg Loan Balance	\$5,286	\$6,974	\$6,206	\$8,124	\$12,400	\$17,871	\$16,163	\$6,872	\$6,277	\$7,300	\$11,151
Avg Loan Rate	6.91%	5.80%	5.14%	4.90%	4.52%	4.49%	4.52%	5.87%	5.22%	5.04%	4.65%
Avg Loan Yield, net	6.66%	5.41%	5.00%	4.75%	4.38%	4.23%	4.27%	5.49%	5.05%	4.88%	4.51%
Avg Share Balance	\$2,600	\$5,369	\$8,906	\$10,261	\$11,819	\$14,160	\$13,471	\$5,015	\$8,258	\$9,227	\$10,968
Avg Share Rate	0.47%	0.35%	0.31%	0.32%	0.39%	0.59%	0.55%	0.36%	0.31%	0.32%	0.37%
Non-Member Deposit Ratio	1.1%	1.0%	0.7%	0.7%	0.6%	0.7%	0.7%	1.0%	0.7%	0.7%	0.6%
Net Operating Profitability-											
Earning Asset/Funding Fee Inc-to-Total Revenue	122% 13%	117% 14%	110% 23%	109% 27%	107% 30%	111% 30%	110% 30%	117% 14%	111% 22%	110% 25%	108% 29%
	1370	1470	23/0	2770	5070	5070	5070	1470	2270	2370	2370
Net Operating Return per FTE											
Interest Income per FTE	\$36,900	\$78,904	\$116,532	\$126,607	\$131,072	\$200,703	\$183,246	\$72,955	\$109,035	\$117,793	
Avg Interest & Prov per FTE	\$5,609	\$12,420	\$14,333	\$16,106	\$19,305	\$44,029	\$37,868	\$11,455	\$13,838	\$14,969	\$18,020
Net Interest Income per FTE	\$31,292	\$66,484	\$102,199	\$110,501	\$111,767	\$156,674	\$145,379	\$61,500	\$95,197	\$102,824	\$109,116
Non-Interest Income per FTE	\$5,314	\$12,907	\$33,921	\$47,595	\$56,890	\$85,095	\$77,129	\$11,832	\$30,121	\$38,830	\$51,537
	C / / 772	\$83,775	\$126,739	\$138,515	\$143,210	\$174,374	\$165,932	\$78,244	\$118,396	\$128,423	
Avg Ops Expense per FTE	\$44,723		400.047	***	400.000						
Net Op Expense per FTE	\$39,410	\$70,868	\$92,817	\$90,920	\$86,320	\$89,278	\$88,803	\$66,412	\$88,275	\$89,593	\$87,290
	\$39,410			\$90,920 \$ 19,581	\$86,320 \$ 25,447	\$89,278 \$ 67,396	\$88,803 \$56,576	\$66,412 \$ (4,912)		\$89,593 \$ 13,231	\$21,826
Net Op Expense per FTE	\$39,410	\$70,868									
Net Op Expense per FTE	\$39,410 \$ (8,118)	\$70,868 \$ (4,384)									
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expens Revenue-	\$39,410 \$ (8,118) <i>e Assessme</i>	\$70,868 \$ (4,384) nt	\$ 9,382	\$ 19,581	\$ 25,447	\$ 67,396	\$56,576	\$ (4,912)	\$ 6,923	\$ 13,231	\$21,826
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expens Revenue- Avg Revenue per FTE	\$39,410 \$ (8,118) <i>e Assessme</i> \$42,214	\$70,868 \$ (4,384) nt \$91,811	\$ 9,382 \$150,453	\$ 19,581 \$ \$174,203	\$ 25,447 5187,963	\$ 67,396 \$285,799	\$56,576	\$ (4,912) \$84,787	\$ 6,923 \$139,157	\$13,231 \$156,623	\$21,826
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expens Revenue-	\$39,410 \$ (8,118) <i>e Assessme</i>	\$70,868 \$ (4,384) nt	\$ 9,382	\$ 19,581	\$ 25,447	\$ 67,396	\$56,576	\$ (4,912)	\$ 6,923	\$ 13,231	\$21,826
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expens Revenue- Avg Revenue per FTE	\$39,410 \$ (8,118) <i>e Assessme</i> \$42,214	\$70,868 \$ (4,384) nt \$91,811	\$ 9,382 \$150,453	\$ 19,581 \$ \$174,203	\$ 25,447 5187,963	\$ 67,396 \$285,799	\$56,576	\$ (4,912) \$84,787	\$ 6,923 \$139,157	\$13,231 \$156,623	\$21,826
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expens Revenue- Avg Revenue per FTE - Total Revenue Ratio	\$39,410 \$ (8,118) <i>e Assessme</i> \$42,214	\$70,868 \$ (4,384) nt \$91,811	\$ 9,382 \$150,453	\$ 19,581 \$ \$174,203	\$ 25,447 5187,963	\$ 67,396 \$285,799	\$56,576	\$ (4,912) \$84,787	\$ 6,923 \$139,157	\$13,231 \$156,623	\$21,826 \$178,672 4.00%
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expens Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses-	\$39,410 \$ (8,118) e Assessme \$42,214 3.62%	\$70,868 \$ (4,384) nt \$91,811 3.45% \$44,323 1.67%	\$150,453 3.54%	\$19,581 \$174,203 3.87%	\$ 25,447 \$187,963 4.12%	\$ 67,396 \$285,799 4.39%	\$56,576 \$260,376 4.32%	\$ (4,912) \$84,787 3.46%	\$ 6,923 \$139,157 3.53%	\$13,231 \$156,623 3.71% \$62,216 1.47%	\$21,826 \$178,672 4.00%
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expens Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE	\$39,410 \$ (8,118) e Assessme \$42,214 3.62% \$20,664	\$70,868 \$ (4,384) nt \$91,811 3.45% \$44,323	\$ 9,382 \$,350,453 3.54% \$61,285	\$19,581 \$174,203 3.87% \$666,670	\$ 25,447 \$187,963 4.12% \$73,118	\$67,396 \$285,799 4.39% \$93,801	\$56,576 \$260,376 4.32% \$88,125	\$ (4,912) \$ (4,912) \$ \$84,787 3.46% \$ 40,972	\$ 6,923 \$ 139,157 3.53% \$ 57,790	\$13,231 \$156,623 3.71% \$62,216	\$21,826 \$178,672 4.00% \$69,886
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expens Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio	\$39,410 \$ (8,118) e Assessme \$42,214 3.62% \$20,664 1.77%	\$70,868 \$ (4,384) nt \$91,811 3.45% \$44,323 1.67%	\$9,382 9,382 9,382 0 5,0,453 3,54% 4,12% 5,61,285 1,44%	\$19,581 \$174,203 3.87% \$666,670 1.48%	\$ 25,447	\$07,396 \$285,799 4.39% \$93,801 1.44%	\$56,576 260,376 4.32% \$88,125 1.46%	\$ (4,912) \$ (4,912) \$ 84,787 3.46% \$ 40,972 1.67%	\$ 6,923	\$13,231 \$156,623 3.71% \$62,216 1.47%	\$21,826 \$178,672 4.00% \$69,886 1.57%
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expens Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp	\$39,410 \$ (8,118) e Assessme \$42,214 3.62% \$20,664 1.77% 46%	\$70,868 \$ (4,384) nt \$91,811 3.45% \$44,323 1.67% 53%	\$ 9,382 \$,354% \$,54% \$61,285 1.44% 48%	\$19,581 \$174,203 3.87% \$66,670 1.48% 48%	\$ 25,447 \$187,963 4.12% \$73,118 1.60% 51%	\$ 67,396 \$285,799 4.39% \$93,801 1.44% 54%	\$56,576 \$260,376 4.32% \$88,125 1.46% 53%	\$ (4,912) \$ (4,912) \$ 84,787 3.46% \$ 40,972 1.67% 52%	\$ 6,923 \$,139,157 3.53% \$57,790 1.46% 49%	\$13,231 \$156,623 3.71% \$62,216 1.47% 48%	\$21,826 \$178,672 4.00% \$69,886 1.57% 50%
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expens Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing)	\$39,410 \$ (8,118) e Assessme \$42,214 3.62% \$20,664 1.77% 46% 2.17	\$70,868 \$ (4,384) nt \$91,811 3.45% \$44,323 1.67% 53% 0.79	\$9,382 9,382 9,382 4,12 5,150,453 3,54% 5,61,285 1,44% 48% 0,41	\$19,581 \$174,203 3.87% \$66,670 1.48% 48% 0.34	\$ 25,447 \$ 25,447 \$ 4.12% \$ 1.87,963 \$ 4.12% \$ 7.3,118 1.60% \$ 51% 0.29	\$ 67,396 \$285,799 4.39% \$93,801 1.44% 54% 0.18	\$56,576 \$260,376 4.32% \$88,125 1.46% 53% 0.21	\$ (4,912) \$ (4,912) \$ 84,787 3.46% \$ 3.46% \$ 200 1.67% 5 2% 0.87	\$ 6,923 6,923 3.53% 3.53% 1.46% 49% 0.45	\$13,231 \$156,623 3.71% \$62,216 1.47% 48% 0.38	\$21,826 \$178,672 4.00% \$69,886 1.57% 50% 0.31
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expens Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents - Pct Part-time Employees	\$39,410 \$ (8,118) e Assessme \$42,214 3.62% \$20,664 1.77% 46% 2.17 271 78%	\$70,868 \$ (4,384) nt \$91,811 3.45% \$44,323 1.67% 53% 0.79 1,643 46%	\$ 9,382 9,382 9,382 4 5,150,453 3,54% 5,61,285 1,44% 48% 0,41 9,210 1,5%	\$19,581 \$174,203 3.87% \$66,670 1.48% 48% 0.34 11,052 10%	\$ 25,447 \$ 25,447 4.12% \$ 7.3,118 1.60% 51% 0.29 52,628 7%	\$67,396 \$285,799 4.39% \$93,801 1.44% 54% 0.18 240,295 5%	\$56,576 2260,376 4.32% \$88,125 1.46% 53% 0.21 315,097 6%	\$ (4,912) \$ (4,912) \$ 84,787 3.46% \$ 40,972 1.67% 52% 0.87 1,914 51%	\$ 6,923 \$,0,0,0,0 \$,1,3,0,1,0,0 \$,1,3,0,0,0,0 1,46% 49% 0,45 1,1,23 2,3%	\$13,231 \$156,623 3.71% \$62,216 1.47% 48% 0.38 22,175 17%	\$21,826 \$178,677 4.00% \$69,886 1.57% 50% 0.31 74,802 10%
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expens Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents	\$39,410 \$ (8,118) e Assessme \$42,214 3.62% \$20,664 1.77% 46% 2.17 271 78% \$14,760	\$70,868 \$ (4,384) nt \$91,811 3.45% \$44,323 1.67% 53% 0.79 1,643	\$,382 9,382 4,354 5,150,453 3,54% 5,61,285 1,44% 48% 0,41 9,210	\$19,581 \$174,203 3.87% \$666,670 1.48% 48% 0.34 11,052	\$ 25,447 \$ 25,447 \$ 4.12% \$ 1.87,963 4.12% \$ 7.3,118 1.60% 51% 0.29 52,628	\$ 67,396 \$285,799 4.39% \$93,801 1.44% 54% 0.18 240,295	\$56,576 \$260,376 4.32% \$88,125 1.46% 53% 0.21 315,097	\$ (4,912) \$ (4,9	\$ 6,923 6,923 3.53% 3.53% 1.46% 49% 0.45 11,123	\$13,231 \$156,623 3.71% \$62,216 1.47% 48% 0.38 22,175	\$21,826 \$178,672 4.00% \$69,886 1.57% 50% 0.31 74,802 10%
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expens Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents - Pct Part-time Employees Avg Occ & Ops Exp per FTE	\$39,410 \$ (8,118) e Assessme \$42,214 3.62% \$20,664 1.77% 46% 2.17 271 78% \$14,760	\$70,868 \$ (4,384) nt \$91,811 3.45% \$44,323 1.67% 53% 0.79 1,643 46% \$22,892	\$9,382 9,382 9,382 4,12 5,150,453 3,54% 5,61,285 1,44% 48% 0,41 9,210 1,5% 5,34,573	\$19,581 \$19,581 \$174,203 3.87% \$66,670 1.48% 48% 0.34 11,052 10% \$36,158	\$ 25,447 \$ 25,447 \$ 4,12% \$ 187,963 \$ 4,12% \$ 573,118 \$ 1.60% \$ 51% \$ 0.29 \$ 52,628 \$ 7% \$ 36,863	\$67,396 \$285,799 4.39% \$93,801 1.44% 54% 0.18 240,295 5% \$43,080	\$56,576 \$260,376 4.32% \$88,125 1.46% 53% 0.21 315,097 6% \$41,422	\$ (4,912) \$ (4,912)	\$ 6,923 6,923 3.53% 5,57,790 1.46% 49% 0.45 11,123 23% \$2,365	\$13,231 \$13,231 \$156,623 3.71% \$52,216 1.47% 48% 0.38 22,175 17% \$34,256	\$21,826 \$178,672 4.00% \$69,886 1.57% 50% 0.31 74,802 10% \$36,090
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expens Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents - Pct Part-time Employees Avg Occ & Ops Exp per FTE - Occupancy & Ops Expense	\$39,410 \$ (8,118) e Assessme \$42,214 3.62% \$20,664 1.77% 46% 2.17 271 78% \$14,760 1.27% 33%	\$70,868 \$ (4,384) nt \$91,811 3.45% \$44,323 1.67% 53% 0.79 1,643 46% \$22,892 0.86% 27%	\$,3,3,2 \$,3,5,4,4 \$,5,4,4,4 \$,6,1,285 1,44% 4,8% 0,41 9,210 1,5% \$,34,5,73 0,81% 2,7%	\$19,581 \$19,581 \$174,203 3.87% \$66,670 1.48% 48% 0.34 11,052 10% \$36,158 0.80%	\$ 25,447 \$ 25,447 \$ 4.12% \$ 1.87,963 \$ 4.12% \$ 5.73,118 \$ 1.60% \$ 51% \$ 0.29 \$ 52,628 \$ 7% \$ 36,863 \$ 0.81%	\$67,396 \$285,799 4.39% \$93,801 1.44% 54% 0.18 240,295 5% \$43,080 0.66% 25%	\$56,576 \$260,376 4.32% \$88,125 1.46% 53% 0.21 315,097 6% \$41,422 0.69% 25%	\$ (4,912) \$ (4,912) \$ \$ \$ \$ \$ \$ 40,972 1.67% 5 2% 0.87 1,914 5 1% 5 1% 2 8,21,740 0.89% 2 8%	\$ 6,923 \$,6,923 4,925 5,139,157 3.53% 1.46% 1.46% 49% 0.45 1.46% 1.46% 3.53% 6,25% 0.82% 0.82% 0.82% 0.82% 0.82% 0.7%	\$13,231 \$13,231 \$156,623 3.71% \$156,623 0.37 \$22,216 1.47% 48% 0.38 22,175 17% \$34,256 0.81%	\$21,826 \$178,672 4.00% \$69,886 1.57% 50% 0.31 74,802 10% \$36,090 0.81% 26%
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expens Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents - Pct Part-time Employees Avg Occ & Ops Exp per FTE - Occupancy & Ops Expense - Pct of Total Op Expense	\$39,410 \$ (8,118) e Assessme \$42,214 3.62% \$20,664 1.77% 46% 2.17 271 78% \$14,760 1.27% 33%	\$70,868 \$ (4,384) nt \$91,811 3.45% \$44,323 1.67% 53% 0.79 1,643 46% \$22,892 0.86%	\$9,382 9,382 9,382 4,12 5,150,453 3,54% 5,61,285 1,44% 48% 0,41 9,210 1,5% 5,34,573 0,81%	\$19,581 \$174,203 3.87% \$666,670 1.48% 48% 0.34 11,052 10% \$36,158 0.80% 26%	\$25,447 \$25,447 \$187,963 4.12% \$73,118 1.60% 51% 0.29 52,628 7% \$36,863 0.81% 26%	\$67,396 \$285,799 4.39% \$93,801 1.44% 54% 0.18 240,295 5% \$43,080 0.66%	\$56,576 \$260,376 4.32% \$88,125 1.46% 53% 0.21 315,097 6% \$41,422 0.69%	\$ (4,912) \$ (4,912)	\$ 6,923 6,923 3.53% 3.53% 4.35 1.46% 4.9% 0.45 11,123 2.3% 1.1,23 2.3% 0.85% 0.82%	\$13,231 \$156,623 3.71% \$62,216 1.47% 48% 0.38 22,175 17% \$34,256 0.81% 27%	\$21,826 \$178,672 4.00% \$69,886 1.57% 50% 0.31 74,802 10% \$36,090 0.81%
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expens Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents - Pct Part-time Employees Avg Occ & Ops Exp per FTE - Occupancy & Ops Expense - Pct of Total Op Expense - Pct of Total Op Expense Avg All Other Expense per FTE	\$39,410 \$ (8,118) e Assessme \$42,214 3.62% \$20,664 1.77% 46% 2.17 271 78% \$14,760 1.27% 33% \$9,299	\$70,868 \$ (4,384) nt \$91,811 3.45% \$44,323 1.67% 53% 0.79 1,643 46% \$22,892 0.86% 27% \$16,560	9,382 9,382 9,382 1	\$19,581 \$19,581 \$174,203 3.87% \$66,670 1.48% 48% 0.34 11,052 10% \$36,158 0.80% 26% \$35,687	\$ 25,447 \$ 25,447 \$ 25,447 \$ 25,427 \$ 1,108 1,60% \$ 1,60% \$ 1,60% \$ 1,60% \$ 2,628 \$ 2,628 \$ 36,863 \$ 0,81% \$ 2,6% \$ 33,230	\$67,396 \$285,799 4.39% \$93,801 1.44% 54% 0.18 240,295 5% \$43,080 0.66% 25% \$37,492	\$56,576 \$260,376 4.32% \$88,125 1.46% 53% 0.21 315,097 6% \$41,422 0.69% 25% \$36,385	\$ (4,912) \$ (4,912)	\$ 6,923 \$,6,923 \$,139,157 3.53% 1.46% 1.46% 49% 0.45 1.1,123 23% 8,32,365 0.82% 27% \$,28,241	\$13,231 \$13,231 \$156,623 3.71% \$156,623 0.38 2.2,175 1.47% 48% 0.38 22,175 17% \$34,256 0.81% 27% \$31,952	\$21,826 \$178,672 4.00% \$69,886 1.57% 50% 0.31 74,802 10% \$36,090 0.81% 26% \$32,851
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expens Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents - Pct Part-time Employees Avg Occ & Ops Exp per FTE - Occupancy & Ops Expense - Pct of Total Op Expense Avg All Other Expense Per FTE - All Other Expense Ratio - Pct of Total Ops Expense	\$39,410 \$ (8,118) e Assessme \$42,214 3.62% \$20,664 1.77% 46% 2.17 271 78% \$14,760 1.27% 33% \$9,299 0.80%	\$70,868 \$ (4,384) nt \$91,811 3.45% \$44,323 1.67% 53% 0.79 1,643 46% \$22,892 0.86% 27% \$16,560 0.62%	9,382 9,382 9,382 1	\$19,581 \$19,581 \$174,203 3.87% \$66,670 1.48% 48% 0.34 11,052 10% \$36,158 0.80% 26% \$35,687 0.79%	\$ 25,447 \$	\$67,396 \$285,799 4.39% \$93,801 1.44% 54% 0.18 240,295 5% \$43,080 0.66% 25% \$43,082 0.66% 25%	\$56,576 2260,376 4.32% \$88,125 1.46% 53% 0.21 315,097 6% \$41,422 0.69% 25% \$36,385 0.60%	\$ (4,912) \$ (4,912) \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	\$ 6,923 \$ 6,923 \$ 6,923 \$ 0,25 \$ 1.30,157 \$ 3.53% 0.45 1.46% 49% 0.45 1.1,123 2.3% 0.82% 0.82% 2.7% \$ 2.8,241 0.72%	\$13,231 \$13,231 \$156,623 3.71% \$156,623 0.38 2.2,175 1.47% 48% 0.38 22,175 17% \$34,256 0.81% 27% \$34,256 0.81% 27% \$34,256 0.81% 27%	\$21,826 \$178,672 4.00% \$69,886 1.57% 50% 0.31 74,802 10% \$36,090 0.81% 26% \$32,851 0.74%
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expens Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents - Pct Part-time Employees Avg Occ & Ops Exp per FTE - Occupancy & Ops Expense - Pct of Total Op Expense Avg All Other Expense per FTE - All Other Expense Ratio - Pct of Total Ops Expense Membership Outreach-	\$39,410 \$ (8,118) e Assessme \$42,214 3.62% \$20,664 1.77% 46% 2.17 271 78% \$14,760 1.27% 33% \$9,299 0.80% 21%	\$70,868 \$ (4,384) nt \$91,811 3.45% \$44,323 1.67% 53% 0.79 1,643 46% \$22,892 0.86% 27% \$16,560 0.62% 20%	9,382 9,382 9,382 4,150,453 3,54% 5,61,285 1,44% 48% 0,41 9,210 15% 3,34,573 0,81% 27% \$,30,881 0,73% 24% 6,160,160,160	\$ 19,581 \$ 19,581 \$ 174,203 3.87% \$ 666,670 1.48% 48% 0.34 11,052 10% \$ 36,158 0.80% 26% \$ 35,687 0.79% 26% \$ 1000000000000000000000000000000000000		\$ 67,396 \$285,799 4.39% 4.39% \$93,801 1.44% 54% 0.18 240,295 5% \$43,080 0.66% 25% \$43,080 0.66% 25% \$43,080 0.66% 25% \$43,080 0.66% 25% \$43,080 0.66% 25% \$43,080 0.66% 25% \$43,080 0.66% 25% \$43,080 0.66% 25% \$43,080 0.66% 25% \$43,080 0.66% 25% \$43,080 0.66% 25% \$43,080 0.66% 25% \$43,080 0.66% 25% \$43,080 0.66% 25% \$43,080 0.66% 25% \$43,080 0.66% 25% \$43,080 0.66% \$43,080 0.58% 22% \$43,080 0.58% 22% \$43,080 0.58% 22% \$43,080 \$44,080 \$43,080 \$44,080 \$45,080 \$45,080	\$56,576 4.32% \$260,376 4.32% \$88,125 1.46% 53% 0.21 315,097 6% \$41,422 0.69% 25% \$36,385 0.60% 22%	 (4,912) (4,912)	\$ 6,923 \$ 6,923 \$ 6,923 \$ 6,923 \$ 6,923 \$ 139,157 \$ 3,53% \$ 139,157 \$ 139,157 \$ 139,157 \$ 14,6% \$ 49% \$ 0.45 \$ 11,123 \$ 2,365 \$ 2,365 \$ 2,365 \$ 28,241 \$ 0.72% \$ 24% \$ 4%	\$ 13,231 \$ 13,231 \$ 13,231 \$ 156,623 3.71% \$ 32,2175 1.7% 0.38 22,175 1.7% \$ 34,256 0.81% 2.7% \$ 31,952 0.76% 2.5%	\$21,826 \$178,672 4.00% \$69,886 1.57% 50% 0.31 74,802 10% \$36,090 0.81% 26% \$32,851 0.74% 24%
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expens Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents - Pct Part-time Employees Avg Occ & Ops Exp per FTE - Occupancy & Ops Expense - Pct of Total Op Expense Avg All Other Expense per FTE - All Other Expense Ratio - Pct of Total Ops Expense Membership Outreach- Members-to-Potential Mbers	\$39,410 \$ (8,118) e Assessme \$42,214 3.62% \$20,664 1.77% 46% 2.17 271 78% \$14,760 1.27% 33% \$9,299 0.80% 21% \$1%	\$70,868 \$ (4,384) nt \$91,811 3.45% \$44,323 1.67% 53% 0.79 1,643 46% \$22,892 0.86% 27% \$16,560 0.62% 20% \$16,560	9,382 9,382 9,382 4,12 5,12 5,61,285 1,44% 48% 0,41 9,210 15% 0,41 9,210 15% 0,81% 0,81% 0,81% 0,73% 2,7% 3,0,881 0,73% 2,4% 3,5%	\$ 19,581 \$ 19,581 \$ 174,203 3.87% \$ 3,87% \$ 48% 0.34 11,052 10% \$ 36,158 0.80% 26% \$ 35,687 0.79% 26% \$ 22%		\$ 67,396 \$ 285,799 4.39% 4.39% \$ 93,801 1.44% 54% 0.18 240,295 5% \$ 43,080 0.66% 25% \$ 43,080 0.66% 25% \$ 37,492 0.58% 22% \$ 3.1%	\$56,576 4.32% \$260,376 4.32% \$88,125 1.46% 53% 0.21 315,097 6% \$41,422 0.69% 25% \$36,385 0.60% 22%	 (4,912) (4,912)	\$ 6,923 \$ 6,923 \$ 6,923 \$ 6,923 \$ 6,923 \$ 1,257 \$ 13,9,157 \$ 3,53% \$ 13,9,157 \$ 13,9,157 \$ 13,9,157 \$ 14,6% \$ 49% \$ 1,46% \$ 49% \$ 1,46% \$ 49% \$ 1,46% \$ 49% \$ 1,46% \$ 49% \$ 1,46% \$ 49% \$ 1,46% \$ 49% \$ 1,46% \$ 49% \$ 3,8%	 \$13,231 \$13,231 \$13,231 \$156,623 3,71% \$156,623 3,71% \$62,216 1,47% 48% 0,38 22,175 17% \$62,216 1,47% \$62,216 \$63,162 \$64,216 \$64,216	\$21,826 \$178,672 4.00% \$69,886 1.57% 50% 0.31 74,802 10% \$36,090 0.81% 26% \$32,851 0.74% 24% 24%
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expens Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents - Pct Part-time Employees Avg Occ & Ops Exp per FTE - Occupancy & Ops Expense - Pct of Total Op Expense - Pct of Total Op Expense Avg All Other Expense Per FTE - All Other Expense Ratio - Pct of Total Ops Expense Members-to-Potential Mbers Members-to-FTEs	\$39,410 \$ (8,118) e Assessme \$42,214 3.62% \$20,664 1.77% 46% 2.17 271 78% \$14,760 1.27% 33% \$9,299 0.80% 21% \$9,299 0.80% 21%	\$70,868 \$ (4,384) nt \$91,811 3.45% \$44,323 1.67% 53% 0.79 1,643 46% \$22,892 0.86% 27% \$16,560 0.62% 20% 1 7.1% 407	9,382 9,382 9,382 4,12 5,120,453 3,54% 3,54% 1,24% 4,8% 0,41 9,210 1,5% 3,4,573 0,81% 2,7% 5,30,881 0,73% 2,4% 4,17	 \$19,581 \$19,581 \$174,203 3.87% 3.87%		\$67,396 3285,799 4.39% 4.39% 4.39% 4.39% 4.39% 4.39% 4.39% 54% 54% 0.18 240,295 5% 343,080 0.66% 25% 5% 3,37,492 0.58% 22% 22% 3.1% 410	\$56,576 4.32% 4.32% 4.32% 53% 0.21 315,097 6% \$41,422 0.69% 25% \$36,385 0.60% 22%	 (4,912) 	\$ 6,923 \$ 6,923 \$ 6,923 \$ 6,923 \$ 1,25 \$ 1,35,3% \$ 1,35,3% \$ 2,77,90 \$ 1,46% \$ 49% \$ 0.45 \$ 11,123 \$ 2,365 \$ 0.82% \$ 0.82%	 \$13,231 \$13,231 \$13,231 \$156,623 3,71% \$156,623 3,71% \$62,216 1,47% 48% 0,38 22,175 17% \$62,216 1,47% 48% 0,38 22,175 17% \$62,216 1,47% \$62,216 \$63,216 \$64,216 \$64,216 \$64,216 \$64,216 \$64,216 \$64,216 \$64,216 	\$21,826 \$178,672 4.00% \$178,672 4.00% 0.31 74,802 10% \$36,090 0.81% 26% \$32,851 0.74% 24% 0.74% 24% 10,74% 24% 10,74% 24% 10,74%
Net Op Expense per FTE Avg Net Op Return per FTE Revenue/Operating Expens Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents - Pct Part-time Employees Avg Occ & Ops Exp per FTE - Occupancy & Ops Expense - Pct of Total Op Expense Avg All Other Expense per FTE - All Other Expense Ratio - Pct of Total Ops Expense Membership Outreach- Members-to-Potential Mbers	\$39,410 \$ (8,118) e Assessme \$42,214 3.62% \$20,664 1.77% 46% 2.17 271 78% \$14,760 1.27% 33% \$9,299 0.80% 21% \$1%	\$70,868 \$ (4,384) nt \$91,811 3.45% \$44,323 1.67% 53% 0.79 1,643 46% \$22,892 0.86% 27% \$16,560 0.62% 20% \$16,560	9,382 9,382 9,382 4,12 5,12 5,61,285 1,44% 48% 0,41 9,210 15% 0,41 9,210 15% 0,81% 0,81% 0,81% 0,73% 2,7% 3,0,881 0,73% 2,4% 3,5%	\$ 19,581 \$ 19,581 \$ 174,203 3.87% \$ 3,87% \$ 48% 0.34 11,052 10% \$ 36,158 0.80% 26% \$ 35,687 0.79% 26% \$ 22%		\$ 67,396 \$ 285,799 4.39% 4.39% \$ 93,801 1.44% 54% 0.18 240,295 5% \$ 43,080 0.66% 25% \$ 43,080 0.66% 25% \$ 37,492 0.58% 22% 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	\$56,576 4.32% \$260,376 4.32% \$88,125 1.46% 53% 0.21 315,097 6% \$41,422 0.69% 25% \$36,385 0.60% 22%	 (4,912) (4,912)	\$ 6,923 \$ 6,923 \$ 6,923 \$ 6,923 \$ 6,923 \$ 1,257 \$ 13,9,157 \$ 3,53% \$ 13,9,157 \$ 13,9,157 \$ 13,9,157 \$ 14,6% \$ 49% \$ 1,46% \$ 49% \$ 1,46% \$ 49% \$ 1,46% \$ 49% \$ 1,46% \$ 49% \$ 1,46% \$ 49% \$ 1,46% \$ 49% \$ 1,46% \$ 49% \$ 3,8%	 \$13,231 \$13,231 \$13,231 \$156,623 3,71% \$156,623 3,71% \$62,216 1,47% 48% 0,38 22,175 17% \$62,216 1,47% \$62,216 \$63,162 \$64,216 \$64,216	\$21,826 \$178,672 4.00% \$69,886 1.57% 50% 0.31 74,802 10% \$36,090 0.81% 26% \$32,851 0.74% 24% 24%

ReSOURCES is a registered trademark of MERIDIAN ECONOMICS LLC. All rights reserved.