



NCUA Q2-2023

<\$2M \$2-10M \$10-\$50M \$50-100M \$100-500M \$500M+ TOTAL <10M <\$50M <\$100M <\$500M

DEMOGRAPHICS

| | | | | | | | | | | | |
|------------------------|---------|-------|--------|--------|---------|-----------|---------|-------|--------|--------|--------|
| No. of Credit Unions | 283 | 662 | 1,320 | 653 | 1,060 | 708 | 4,686 | 945 | 2,265 | 2,918 | 3,978 |
| Avg Asset Size (\$Mil) | \$0.907 | \$5.6 | \$26.2 | \$72.8 | \$229.6 | \$2,668.3 | \$473.5 | \$4.2 | \$17.0 | \$29.5 | \$82.8 |
| Pct of Credit Unions | 6% | 14% | 28% | 14% | 23% | 15% | 100% | 20% | 48% | 62% | 85% |
| Pct of Industry Assets | 0.0% | 0.2% | 2% | 2% | 11% | 85% | 100% | 0% | 2% | 4% | 15% |

GROWTH RATES

| | | | | | | | | | | | |
|----------------------|-------|-------|--------|-------|-------|-------|-------|-------|--------|-------|-------|
| Total Assets | -7.1% | -3.7% | -6.7% | -1.5% | 0.3% | 5.7% | 4.7% | -3.9% | -6.4% | -3.7% | -0.7% |
| Total Loans | 1.1% | 6.8% | 2.8% | 5.7% | 4.7% | 7.7% | 7.3% | 6.5% | 3.2% | 4.6% | 4.7% |
| - Direct Loans | 1.1% | 6.8% | 2.9% | 6.3% | 3.4% | 9.0% | 8.4% | 6.5% | 3.2% | 5.0% | 3.8% |
| - Indirect Loans | - | 0.0% | 2.4% | 0.0% | 11.2% | 2.2% | 2.6% | 23.5% | 2.5% | 0.5% | 9.9% |
| Total Shares | -5.9% | -4.4% | -6.6% | -2.3% | -0.7% | 3.3% | 2.6% | -4.5% | -6.4% | -4.2% | -1.6% |
| - Checking & Savings | -7.3% | -7.6% | -11.5% | -6.4% | -7.7% | -8.0% | -8.0% | -7.5% | -11.1% | -8.6% | -8.0% |
| Net Worth | -2.8% | 3.1% | 0.8% | 7.0% | 6.4% | 7.9% | 7.6% | 2.7% | 1.0% | 4.2% | 5.7% |

BALANCE SHEET ALLOCATION

| | | | | | | | | | | | |
|------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Net Worth Ratio | 18.9% | 16.6% | 12.6% | 12.1% | 11.1% | 10.8% | 10.9% | 16.8% | 13.0% | 12.5% | 11.5% |
| Cash & Inv-to-Assets | 50% | 46% | 45% | 27% | 30% | 24% | 25% | 47% | 45% | 35% | 31% |
| Loans-to-Total Assets | 45% | 50% | 51% | 56% | 65% | 72% | 70% | 50% | 51% | 54% | 62% |
| Vehicle-to-Total Loans | 64% | 42% | 53% | 45% | 39% | 30% | 32% | 43% | 52% | 48% | 41% |
| RELoans-to-Total Loans | 1% | 6% | 28% | 39% | 64% | 54% | 53% | 6% | 26% | 34% | 57% |
| RELoans-to-Net Worth | 2% | 18% | 114% | 182% | 374% | 361% | 341% | 17% | 101% | 144% | 308% |
| Indirect-to-Total Loans | 0% | 0% | 4% | 10% | 17% | 18% | 18% | 0% | 3% | 7% | 14% |
| Loans-to-Shares | 56% | 60% | 59% | 64% | 74% | 85% | 83% | 60% | 59% | 62% | 70% |
| Checking & Savings-to-Total Shares | 93% | 85% | 77% | 72% | 63% | 51% | 53% | 85% | 78% | 74% | 66% |
| Pct of Non-term-Shares | 93% | 86% | 83% | 81% | 77% | 71% | 72% | 87% | 83% | 82% | 78% |
| Term CDs-to-Total Shares | 45% | 10% | 11% | 13% | 17% | 23% | 22% | 12% | 12% | 12% | 16% |
| Liquidity Ratio | 29.5% | 12.8% | 8.3% | 9.3% | 6.8% | 6.7% | 6.8% | 13.9% | 8.9% | 9.1% | 7.4% |
| ST Funding Ratio | 44.4% | 30.2% | 22.6% | 18.0% | 12.7% | 9.4% | 11.0% | 23.3% | 20.4% | 14.8% | 10.2% |
| ST Cash Flow Ratio | 47.7% | 34.1% | 26.7% | 22.5% | 18.0% | 15.2% | 16.7% | 35.0% | 27.5% | 24.8% | 19.7% |
| Net Long Term Assets Ratio | 4.4% | 8.5% | 21.1% | 28.2% | 34.1% | 39.6% | 38.4% | 19.9% | 24.4% | 31.5% | 38.4% |

LOAN QUALITY AND ADEQUACY OF RESERVES

| | | | | | | | | | | | |
|---------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Loan Delinquency Rate | 2.69% | 1.31% | 0.85% | 0.68% | 0.56% | 0.61% | 0.63% | 0.89% | 0.77% | 0.61% | 0.61% |
| Net Charge-off Rate | 0.73% | 0.38% | 0.35% | 0.34% | 0.33% | 0.56% | 0.53% | 0.35% | 0.35% | 0.33% | 0.53% |
| "Misery" Index | 3.42% | 1.69% | 1.20% | 1.02% | 0.89% | 1.17% | 1.16% | 1.25% | 1.12% | 0.94% | 1.14% |
| Core Delinquency Rate | 2.59% | 1.22% | 0.80% | 0.63% | 0.51% | 0.58% | 0.58% | 1.32% | 0.83% | 0.71% | 0.55% |
| Core Net Charge-off Rate | 0.23% | 0.17% | 0.23% | 0.22% | 0.19% | 0.38% | 0.36% | 0.17% | 0.22% | 0.22% | 0.20% |
| Core "Misery" Index | 2.82% | 1.38% | 1.03% | 0.85% | 0.71% | 0.97% | 0.94% | 1.49% | 1.06% | 0.93% | 0.75% |
| RE Loan Delinquency | 0.43% | 0.94% | 0.71% | 0.55% | 0.42% | 0.44% | 0.44% | 0.93% | 0.72% | 0.60% | 0.44% |
| Vehicle Loan Delinquency | 2.64% | 1.22% | 0.82% | 0.67% | 0.64% | 0.67% | 0.67% | 1.34% | 0.86% | 0.76% | 0.67% |
| - Direct Delinquency | 2.65% | 1.22% | 0.79% | 0.58% | 0.50% | 0.47% | 0.50% | 1.35% | 0.84% | 0.71% | 0.58% |
| - Indirect Delinquency | 0.00% | 0.30% | 1.20% | 0.95% | 0.79% | 0.73% | 0.74% | 0.27% | 1.20% | 1.00% | 0.81% |
| Loss Allowance Ratio | 3.50% | 1.15% | 0.86% | 0.78% | 0.73% | 1.21% | 1.15% | 1.29% | 0.90% | 0.83% | 0.75% |
| Current Loss Exposure | 1.09% | 0.56% | 0.42% | 0.41% | 0.36% | 0.37% | 0.37% | 0.59% | 0.44% | 0.42% | 0.37% |
| Coverage Ratio (Adequacy of Reserves) | 3.2 | 2.0 | 2.0 | 1.9 | 2.0 | 3.3 | 3.1 | 2.2 | 2.0 | 2.0 | 2.0 |

EARNINGS:

| | | | | | | | | | | | |
|-----------------------------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Gross Asset Yield | 3.93% | 3.95% | 3.61% | 3.69% | 3.87% | 4.28% | 4.21% | 3.94% | 3.65% | 3.67% | 3.82% |
| Cost of Funds | 0.43% | 0.48% | 0.45% | 0.52% | 0.75% | 1.29% | 1.19% | 0.48% | 0.45% | 0.49% | 0.68% |
| Gross Margin | 3.50% | 3.46% | 3.17% | 3.16% | 3.13% | 2.99% | 3.02% | 3.46% | 3.20% | 3.18% | 3.14% |
| Provision Expense | 0.38% | 0.19% | 0.17% | 0.17% | 0.22% | 0.46% | 0.42% | 0.20% | 0.17% | 0.17% | 0.20% |
| Net Margin | 3.12% | 3.27% | 3.00% | 2.99% | 2.91% | 2.53% | 2.59% | 3.26% | 3.03% | 3.01% | 2.93% |
| Non-Interest Income | 0.35% | 0.51% | 0.83% | 1.04% | 1.17% | 1.04% | 1.05% | 0.50% | 0.79% | 0.93% | 1.11% |
| Non-Interest Expense | 3.89% | 3.53% | 3.24% | 3.34% | 3.38% | 2.84% | 2.92% | 3.55% | 3.27% | 3.31% | 3.36% |
| Net Operating Exp | 3.53% | 3.02% | 2.42% | 2.29% | 2.21% | 1.79% | 1.86% | 3.05% | 2.48% | 2.38% | 2.25% |
| Net Operating Return | -0.42% | 0.25% | 0.58% | 0.70% | 0.70% | 0.74% | 0.73% | 0.21% | 0.54% | 0.63% | 0.68% |
| Non-recurring Inc(Exp) | 0.54% | 0.06% | 0.04% | 0.05% | 0.02% | 0.03% | 0.03% | 0.09% | 0.04% | 0.05% | 0.03% |
| Net Income (ROA) | 0.12% | 0.31% | 0.62% | 0.75% | 0.72% | 0.77% | 0.76% | 0.30% | 0.59% | 0.68% | 0.71% |
| Net Op Return on Net Worth | -2.2% | 1.6% | 4.7% | 5.9% | 6.4% | 6.9% | 6.8% | 1.3% | 4.3% | 5.1% | 6.0% |



MERIDIAN ECONOMICS

Trusted Insight, Effective Solutions

CREDIT UNION PEER STATS AT-A-GLANCE

NCUA Q2-2023

<\$2M

\$2-10M

\$10-\$50M

\$50-100M

\$100-500M

\$500M+

TOTAL

<10M

<\$50M

<\$100M

<\$500M

PORTFOLIO ANALYTICS

Cash and Investments

| | | | | | | | | | | | |
|------------------------------------|--------|--------|--------|--------|--------|-------|--------|--------|--------|--------|--------|
| Cash & Cash Equiv as Pct of Assets | 29% | 13% | 8% | 9% | 7% | 7% | 7% | 14% | 9% | 9% | 7% |
| Investments as Pct of Assets | 25% | 36% | 38% | 18% | 23% | 18% | 19% | 35% | 37% | 27% | 24% |
| Short-term Funding Ratio | 44.35% | 30.19% | 22.62% | 18.03% | 12.73% | 9.37% | 11.01% | 23.35% | 20.44% | 14.77% | 10.19% |
| Avg Cash & Investment Rate | 1.86% | 2.16% | 2.13% | 2.57% | 2.35% | 2.88% | 2.76% | 2.14% | 2.13% | 2.34% | 2.35% |

Loan Portfolio

| | | | | | | | | | | | |
|-------------------------------|---------|---------|---------|---------|----------|----------|----------|---------|---------|---------|---------|
| Total Loan Growth YTD-Annl | 1.1% | 6.8% | 2.8% | 5.7% | 4.7% | 7.7% | 7.3% | 6.5% | 3.2% | 4.6% | 4.7% |
| Consumer Loan Growth YTD-Annl | 0.4% | 7.7% | 3.6% | 7.2% | -63.8% | 5.9% | 5.9% | 7.2% | 4.1% | 5.7% | -45.3% |
| Mortgage Loan Growth YTD-Annl | 101.9% | -5.9% | 0.9% | 3.5% | 84.0% | 9.3% | 8.6% | -4.5% | 0.8% | 2.6% | 69.6% |
| Avg Loan Balance | \$6,731 | \$8,809 | \$3,914 | \$6,718 | \$10,814 | \$20,596 | \$17,512 | \$8,685 | \$4,389 | \$5,723 | \$9,656 |
| Avg Loan Rate | 6.59% | 5.88% | 5.24% | 5.08% | 4.92% | 5.00% | 4.99% | 5.92% | 5.31% | 5.18% | 4.98% |
| Avg Loan Yield, net | 5.72% | 5.49% | 4.91% | 4.77% | 4.59% | 4.35% | 4.39% | 5.50% | 4.97% | 4.85% | 4.65% |

Credit Mitigation

| | | | | | | | | | | | |
|---------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Delinquency Rates- | | | | | | | | | | | |
| Credit Cards | 0.14% | 2.73% | 1.38% | 1.14% | 0.93% | 1.58% | 1.54% | 2.69% | 1.43% | 1.25% | 1.00% |
| New Vehicle Loans | 2.26% | 0.64% | 0.46% | 0.30% | 0.29% | 0.37% | 0.36% | 0.78% | 0.49% | 0.39% | 0.32% |
| Used Vehicle Loans | 2.85% | 1.60% | 1.03% | 0.85% | 0.79% | 0.84% | 0.84% | 0.06% | 0.06% | 0.08% | 0.11% |
| Total Vehicle Loans | 1.22% | 0.82% | 0.67% | 0.64% | 0.67% | 0.67% | 0.67% | 0.86% | 0.76% | 0.67% | 0.00% |
| Real Estate Loans | 0.43% | 0.94% | 0.71% | 0.55% | 0.42% | 0.44% | 0.44% | 0.93% | 0.72% | 0.60% | 0.44% |
| Total Loan Delinquency | 2.69% | 1.31% | 0.85% | 0.68% | 0.56% | 0.61% | 0.63% | 0.89% | 0.77% | 0.61% | 0.61% |

Net Charge-off Rates-

| | | | | | | | | | | | |
|----------------------------------|--------|--------|-------|-------|-------|-------|-------|--------|-------|-------|-------|
| Credit Cards | -2.56% | 0.97% | 1.42% | 1.42% | 1.71% | 3.64% | 3.49% | 0.91% | 1.40% | 1.41% | 1.65% |
| New Vehicle Loans | 0.09% | 0.06% | 0.06% | 0.10% | 0.12% | 0.22% | 0.20% | 0.78% | 0.49% | 0.39% | 0.32% |
| Used Vehicle Loans | 0.32% | 0.30% | 0.37% | 0.43% | 0.49% | 0.66% | 0.63% | 1.71% | 1.09% | 0.96% | 0.83% |
| Total Vehicle Loans | 0.24% | 0.21% | 0.26% | 0.32% | 0.38% | 0.50% | 0.48% | 0.21% | 0.26% | 0.29% | 0.36% |
| Non-Commercial Real Estate Loans | 0.08% | -0.24% | 0.05% | 0.01% | 0.01% | 0.00% | 0.00% | -0.24% | 0.04% | 0.02% | 0.01% |
| Total Net Charge-offs | 0.38% | 0.35% | 0.34% | 0.33% | 0.56% | 0.53% | 0.35% | 0.35% | 0.33% | 0.53% | 0.00% |

"Misery" Indices-

| | | | | | | | | | | | |
|----------------------------------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Credit Cards | -2.42% | 3.70% | 2.80% | 2.56% | 2.64% | 5.22% | 5.03% | 3.60% | 2.83% | 2.67% | 2.65% |
| New Vehicle Loans | 2.35% | 0.70% | 0.52% | 0.40% | 0.41% | 0.59% | 0.56% | 1.56% | 0.97% | 0.78% | 0.63% |
| Used Vehicle Loans | 3.17% | 1.90% | 1.40% | 1.28% | 1.28% | 1.50% | 1.47% | 1.77% | 1.15% | 1.04% | 0.94% |
| Total Vehicle Loans | 1.46% | 1.03% | 0.93% | 0.96% | 1.05% | 1.17% | 1.15% | 1.08% | 1.02% | 0.96% | 0.36% |
| Non-Commercial Real Estate Loans | 0.51% | 0.70% | 0.76% | 0.56% | 0.43% | 0.44% | 0.44% | 0.70% | 0.76% | 0.63% | 0.46% |
| Total "Misery" Index | 3.07% | 1.66% | 1.19% | 1.01% | 1.12% | 1.14% | 0.98% | 1.24% | 1.10% | 1.14% | 0.61% |

Funding Portfolio

| | | | | | | | | | | | |
|--|----------|----------|---------|----------|----------|----------|----------|----------|---------|---------|----------|
| Total Share Growth YTD-Annl | -7.4% | -5.2% | -7.6% | -2.6% | -0.8% | 3.9% | 3.0% | -5.4% | -7.4% | -4.8% | -1.8% |
| Checking & Savings YTD-Annl | -7.3% | -7.6% | -11.5% | -6.4% | -7.7% | -8.0% | -8.0% | -7.5% | -11.1% | -8.6% | -8.0% |
| Avg Share Balance per Member | \$2,641 | \$5,563 | \$9,175 | \$10,584 | \$12,310 | \$14,149 | \$13,632 | \$5,205 | \$8,534 | \$9,561 | \$11,454 |
| Avg Share Balance | \$11,919 | \$14,572 | \$6,685 | \$10,496 | \$14,694 | \$24,093 | \$21,054 | \$14,373 | \$7,057 | \$8,624 | \$12,421 |
| Avg Share Rate | 0.54% | 0.58% | 0.51% | 0.60% | 0.85% | 1.52% | 1.41% | 0.58% | 0.52% | 0.56% | 0.77% |
| Core Shares as Pct of Total Shares | 93% | 85% | 77% | 72% | 63% | 51% | 53% | 85% | 78% | 74% | 66% |
| Term CDs as Pct of Total Shares | 45% | 10% | 11% | 13% | 17% | 23% | 22% | 12% | 12% | 12% | 16% |
| Non-Member Deposit Ratio | 1.2% | 1.1% | 1.0% | 1.3% | 1.3% | 1.3% | 1.3% | 1.1% | 1.0% | 1.2% | 1.3% |
| Borrowed Funds as Pct of Total Funding | 0.1% | 0.4% | 0.3% | 0.7% | 2.2% | 6.7% | 6.0% | 0.4% | 0.4% | 0.5% | 1.8% |
| Borrowed Funds Growth YTD-Annl | 0.0% | 92.5% | 30.9% | 13.8% | 26.3% | 42.6% | 41.8% | 89.6% | 36.6% | 20.0% | 25.8% |
| Avg Borrowed Funding Rate | - | 3.49% | 5.95% | 4.70% | 4.62% | 4.65% | 4.65% | 4.51% | 5.79% | 5.01% | 4.65% |



NCUA Q2-2023

<\$2M \$2-10M \$10-\$50M \$50-100M \$100-500M \$500M+ TOTAL <10M <\$50M <\$100M <\$500M

Net Operating Profitability-

| | | | | | | | | | | | |
|--------------------------------------|---------|---------|-----------|-----------|-----------|------------|------------|---------|-----------|-----------|-----------|
| Earning Asset/Funding | 119% | 116% | 110% | 95% | 107% | 114% | 113% | 117% | 111% | 102% | 106% |
| Non-Interest Inc-to-Total Revenue | 8% | 11% | 19% | 22% | 23% | 20% | 20% | 11% | 18% | 20% | 22% |
| Net Operating Cash Flow (YTD-\$Mils) | (\$9) | (\$144) | (\$1,437) | (\$1,286) | (\$4,427) | (\$20,117) | (\$27,420) | (\$153) | (\$1,589) | (\$2,875) | (\$7,303) |
| Average Loan Balance | \$6,731 | \$8,809 | \$3,914 | \$6,718 | \$10,814 | \$20,596 | \$17,512 | \$8,685 | \$4,389 | \$5,723 | \$9,656 |
| Average Share Balance | \$2,494 | \$4,429 | \$5,662 | \$6,084 | \$6,538 | \$7,043 | \$6,923 | \$4,225 | \$5,478 | \$5,798 | \$6,328 |

Net Operating Return per FTE

| | | | | | | | | | | | |
|---|-------------------|----------------|-----------------|-----------------|-----------------|-----------------|-----------------|----------------|-----------------|-----------------|-----------------|
| Interest Income per FTE | \$50,392 | \$102,518 | \$160,586 | \$172,046 | \$183,363 | \$289,710 | \$266,588 | \$96,087 | \$149,447 | \$161,121 | \$177,173 |
| Avg Interest Expense per FTE | \$5,539 | \$12,556 | \$19,871 | \$24,436 | \$35,404 | \$87,035 | \$75,633 | \$11,690 | \$18,458 | \$21,546 | \$31,547 |
| Gross Interest Income per FTE | \$44,853 | \$89,962 | \$140,715 | \$147,610 | \$147,959 | \$202,675 | \$190,955 | \$84,397 | \$130,989 | \$139,575 | \$145,626 |
| Provisions per FTE | \$4,902 | \$4,967 | \$7,474 | \$8,015 | \$10,261 | \$31,105 | \$26,667 | \$4,959 | \$7,040 | \$7,543 | \$9,504 |
| Net Interest Income per FTE | \$39,951 | \$84,995 | \$133,241 | \$139,595 | \$137,698 | \$171,570 | \$164,287 | \$79,438 | \$123,949 | \$132,032 | \$136,121 |
| Non-Interest Income per FTE | \$4,510 | \$13,246 | \$36,662 | \$48,734 | \$55,442 | \$70,618 | \$66,662 | \$12,168 | \$32,432 | \$40,853 | \$51,382 |
| Avg Operating Expense per FTE | \$49,804 | \$91,618 | \$144,022 | \$155,586 | \$159,944 | \$192,134 | \$184,674 | \$86,459 | \$134,081 | \$145,190 | \$155,838 |
| Net Operating Expense per FTE | \$45,294 | \$78,372 | \$107,360 | \$106,852 | \$104,502 | \$121,516 | \$118,012 | \$74,291 | \$101,649 | \$104,337 | \$104,456 |
| Avg Net Operating Return per FTE | \$ (5,343) | \$6,623 | \$25,881 | \$32,744 | \$33,197 | \$50,055 | \$46,276 | \$5,147 | \$22,300 | \$27,695 | \$31,666 |

Revenue/Operating Expense Assessment

Revenue-

| | | | | | | | | | | | |
|-----------------------|----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Avg Revenue per FTE | \$54,902 | \$115,764 | \$197,248 | \$220,780 | \$238,805 | \$360,328 | \$333,250 | \$108,255 | \$181,879 | \$201,974 | \$228,555 |
| - Total Revenue Ratio | 4.28% | 4.46% | 4.44% | 4.73% | 5.04% | 5.32% | 5.26% | 4.44% | 4.44% | 4.60% | 4.93% |

Operating Expenses-

| | | | | | | | | | | | |
|-------------------------------------|----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Avg Expense per FTE | \$60,245 | \$109,141 | \$171,367 | \$188,036 | \$205,608 | \$310,274 | \$286,974 | \$103,109 | \$159,579 | \$174,279 | \$196,890 |
| - Total Expense Ratio | 4.70% | 4.20% | 3.86% | 4.03% | 4.34% | 4.58% | 4.53% | 4.23% | 3.90% | 3.97% | 4.24% |
| Avg Compensation & Benefits per FTE | \$23,529 | \$47,879 | \$66,759 | \$73,131 | \$79,931 | \$101,672 | \$96,535 | \$44,875 | \$62,980 | \$68,223 | \$76,673 |
| - Compensation & Benefits Exp Ratio | 1.84% | 1.84% | 1.50% | 1.57% | 1.69% | 1.50% | 1.52% | 1.84% | 1.54% | 1.55% | 1.65% |
| - Pct of Total Operating Expense | 47% | 52% | 46% | 47% | 50% | 53% | 52% | 52% | 47% | 47% | 49% |
| - FTE-to-Ops (Staff Efficiency) | 1.74 | 0.70 | 0.35 | 0.29 | 0.25 | 0.16 | 0.18 | 0.76 | 0.38 | 0.33 | 0.27 |
| - Full-time Equivalents | 204 | 1,450 | 7,921 | 10,231 | 51,362 | 275,199 | 346,366 | 1,654 | 9,575 | 19,806 | 71,167 |
| - Pct Part-time Employees | 76% | 47% | 16% | 9% | 7% | 4% | 6% | 52% | 23% | 16% | 10% |
| Avg Occupancy & Ops Exp per FTE | \$15,686 | \$24,836 | \$39,061 | \$39,781 | \$40,060 | \$45,400 | \$44,201 | \$23,707 | \$36,409 | \$38,151 | \$39,529 |
| - Occupancy & Ops Expense Ratio | 1.22% | 0.96% | 0.88% | 0.85% | 0.85% | 0.67% | 0.70% | 0.97% | 0.89% | 0.87% | 0.85% |
| - Pct of Total Operating Expense | 31% | 27% | 27% | 26% | 25% | 24% | 24% | 27% | 27% | 26% | 25% |
| Avg All Other Expense per FTE | \$10,588 | \$18,903 | \$38,202 | \$42,674 | \$39,952 | \$45,062 | \$43,938 | \$17,877 | \$34,692 | \$38,815 | \$39,636 |
| - All Other Expense Ratio | 0.83% | 0.73% | 0.86% | 0.91% | 0.84% | 0.67% | 0.69% | 0.73% | 0.85% | 0.88% | 0.85% |
| - Pct of Total Operating Expense | 21% | 21% | 27% | 27% | 25% | 23% | 24% | 21% | 26% | 27% | 25% |

Membership Outreach-

| | | | | | | | | | | | |
|----------------------------------|-------|-------|--------|--------|-------|--------|--------|-------|--------|--------|-------|
| Members-to-Potential Members | 6.7% | 5.3% | 2.9% | 2.1% | 2.2% | 3.2% | 3.0% | 5.5% | 3.1% | 2.5% | 2.3% |
| Members-to-FTEs | 380 | 383 | 414 | 384 | 338 | 409 | 398 | 383 | 409 | 396 | 354 |
| Borrower-to-Members | 22.2% | 38.2% | 137.3% | 100.8% | 83.8% | 58.6% | 64.8% | 36.1% | 114.2% | 103.0% | 83.6% |
| Branches | 288 | 698 | 1,830 | 1,510 | 4,694 | 12,273 | 21,292 | 986 | 2,815 | 4,325 | 9,019 |
| Members per Branch | 269 | 796 | 1,794 | 2,604 | 3,695 | 9,171 | 6,469 | 642 | 1,391 | 1,814 | 2,793 |
| Avg Acct Relationship per Member | 1.0 | 1.1 | 1.5 | 1.5 | 1.6 | 1.7 | 1.6 | 1.0 | 1.4 | 1.4 | 1.5 |
| Avg Loan Account per Member | 0.2 | 0.4 | 1.4 | 1.0 | 0.8 | 0.6 | 0.6 | 0.4 | 1.2 | 1.1 | 0.9 |
| Avg Savings Account per Member | 1.1 | 1.3 | 1.6 | 1.7 | 1.9 | 2.0 | 2.0 | 1.2 | 1.6 | 1.6 | 1.8 |



NCUA Q2-2023

<\$2M \$2-10M \$10-\$50M \$50-100M \$100-500M \$500M+ TOTAL <10M <\$50M <\$100M <\$500M

NET INFRASTRUCTURE COST:

| Fee Income | 0.35% | 0.51% | 0.83% | 1.04% | 1.17% | 1.04% | 1.05% | 0.50% | 0.79% | 0.93% | 1.11% |
|---------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Compensation & Benefits | 1.84% | 1.84% | 1.50% | 1.57% | 1.69% | 1.50% | 1.52% | 1.84% | 1.54% | 1.55% | 1.65% |
| Travel & Conference | 0.02% | 0.02% | 0.03% | 0.03% | 0.04% | 0.02% | 0.02% | 0.02% | 0.03% | 0.03% | 0.03% |
| Office Occupancy | 0.23% | 0.15% | 0.19% | 0.21% | 0.22% | 0.17% | 0.17% | 0.16% | 0.19% | 0.20% | 0.21% |
| Office Operations | 0.99% | 0.80% | 0.69% | 0.64% | 0.63% | 0.50% | 0.53% | 0.81% | 0.70% | 0.67% | 0.64% |
| Educational & Promo | 0.02% | 0.03% | 0.06% | 0.08% | 0.11% | 0.11% | 0.11% | 0.03% | 0.06% | 0.07% | 0.10% |
| Loan Servicing | 0.15% | 0.12% | 0.18% | 0.23% | 0.24% | 0.19% | 0.20% | 0.12% | 0.17% | 0.20% | 0.23% |
| Professional & Outside Services | 0.38% | 0.40% | 0.46% | 0.48% | 0.38% | 0.23% | 0.26% | 0.40% | 0.45% | 0.47% | 0.40% |
| Member Insurance | 0.03% | 0.01% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.01% | 0.00% | 0.00% | 0.00% |
| Operating Fees | 0.07% | 0.03% | 0.02% | 0.02% | 0.01% | 0.01% | 0.01% | 0.03% | 0.02% | 0.02% | 0.02% |
| Miscellaneous | 0.15% | 0.12% | 0.11% | 0.07% | 0.07% | 0.10% | 0.10% | 0.12% | 0.11% | 0.09% | 0.08% |
| Total Ops Expense | 3.89% | 3.53% | 3.24% | 3.34% | 3.38% | 2.84% | 2.92% | 3.55% | 3.27% | 3.31% | 3.36% |
| Net Operating Expense | 3.53% | 3.02% | 2.42% | 2.29% | 2.21% | 1.79% | 1.86% | 3.05% | 2.48% | 2.38% | 2.25% |

NET INFRASTRUCTURE COST PER FULL-TIME EQUIVALENT

| Fee Income | \$4,510 | \$13,246 | \$36,662 | \$48,734 | \$55,442 | \$70,618 | \$66,662 | \$12,168 | \$32,432 | \$40,853 | \$51,382 |
|---------------------------------|-----------------|-----------------|------------------|------------------|------------------|------------------|------------------|-----------------|------------------|------------------|------------------|
| Compensation & Benefits | \$23,529 | \$47,879 | \$66,759 | \$73,131 | \$79,931 | \$101,672 | \$96,535 | \$44,875 | \$62,980 | \$68,223 | \$76,673 |
| Travel & Conference | \$196 | \$552 | \$1,237 | \$1,564 | \$1,678 | \$1,468 | \$1,489 | \$508 | \$1,111 | \$1,345 | \$1,586 |
| Office Occupancy | \$2,941 | \$4,001 | \$8,560 | \$9,989 | \$10,194 | \$11,228 | \$10,945 | \$3,871 | \$7,750 | \$8,907 | \$9,836 |
| Office Operations | \$12,745 | \$20,835 | \$30,501 | \$29,792 | \$29,866 | \$34,172 | \$33,256 | \$19,837 | \$28,659 | \$29,244 | \$29,693 |
| Educational & Promo | \$294 | \$828 | \$2,853 | \$3,929 | \$5,027 | \$7,645 | \$7,006 | \$762 | \$2,492 | \$3,234 | \$4,528 |
| Loan Servicing | \$1,961 | \$3,174 | \$7,853 | \$10,654 | \$11,261 | \$12,842 | \$12,385 | \$3,024 | \$7,019 | \$8,897 | \$10,603 |
| Professional & Outside Services | \$4,902 | \$10,348 | \$20,351 | \$22,324 | \$17,846 | \$15,682 | \$16,277 | \$9,676 | \$18,507 | \$20,479 | \$18,579 |
| Member Insurance | \$392 | \$276 | \$151 | \$78 | \$93 | \$60 | \$68 | \$290 | \$175 | \$125 | \$102 |
| Operating Fees | \$882 | \$690 | \$934 | \$762 | \$705 | \$555 | \$594 | \$714 | \$896 | \$827 | \$739 |
| Miscellaneous | \$1,961 | \$3,036 | \$4,823 | \$3,362 | \$3,341 | \$6,810 | \$6,120 | \$2,903 | \$4,491 | \$3,908 | \$3,499 |
| Total Ops Expense | \$49,804 | \$91,618 | \$144,022 | \$155,586 | \$159,944 | \$192,134 | \$184,674 | \$86,459 | \$134,081 | \$145,190 | \$155,838 |
| Net Operating Expense | \$45,294 | \$78,372 | \$107,360 | \$106,852 | \$104,502 | \$121,516 | \$118,012 | \$74,291 | \$101,649 | \$104,337 | \$104,456 |

