

ECONOMIC UPDATE AND ANALYSIS



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# Regulatory Expert

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ш		THIS WK	LAST MO	YR END	LAST YR	C	HANGES SIN	CE		YIELD CURVE ASSESSMENT
CURVE		7/18/24	6/18/24	12/31/23	7/18/23	This Yr	Last Yr	This Cycle*		
ы С									6.00%	
YIELD	Prime	8.50%	8.50%	8.50%	8.50%	0.00%	0.00%	5.25%	5.50%	
μ	Fed Funds	5.33%	5.33%	5.33%	5.08%	0.00%	0.25%	5.28%	5.00%	A
AND	3mo	5.43%	5.50%	5.40%	5.49%	0.03%	-0.06%	5.32%	4.50%	
	6mo	5.23%	5.37%	5.26%	5.51%	-0.03%	-0.28%	5.09%	4.00%	
ES	1yr	4.86%	5.09%	4.79%	5.32%	0.07%	-0.46%	4.69%		
RATE	2yr	4.46%	4.69%	4.23%	4.74%	0.23%	-0.28%	4.26%	3.50%	
STF	3yr	4.24%	4.43%	4.01%	4.35%	0.23%	-0.11%	4.00%	3.00%	,/*****
ŝ	5yr	4.11%	4.24%	3.84%	4.00%	0.27%	0.11%	3.77%	2.50%	√
INTERE	7yr	4.14%	4.22%	3.88%	3.90%	0.26%	0.24%	3.66%	2.00%	
Ξ	10yr	4.20%	4.22%	3.88%	3.80%	0.32%	0.40%	3.62%	1.50%	
×	30yr	4.41%	4.36%	4.03%	3.91%	0.38%	0.50%	3.24%	1.00%	
1AF	Slope of the	Yield Curve	-						0.50%	
ENCHMARK	2yr-3mo	-0.97%	-0.81%	-1.17%	-0.75%	0.20%	-0.22%	-1.60%	0.00%	
Ш	5yr-2yr	-0.35%	-0.45%	-0.39%	-0.74%	0.04%	0.39%	-0.46%	0.00%	
B	10yr-5yr	0.09%	-0.02%	0.04%	-0.20%	0.05%	0.29%	-0.06%		Nov2018
	10yr-3mo	-1.23%	-1.28%	-1.52%	-1.69%	0.29%	0.46%	-2.12%		<b></b> Apr 2020

# PACE OF RETAIL SALES DROP IN JUNE; CONSUMER CONFIDENCE DECLINES

American consumers' retail spending continues to increase but at a much less annualized pace in June.

Consumer spending is American's main economic engine, powering two-thirds of the US economy. Retail sales, which capture spending on goods and food services, make up a big chunk of overall spending.

June sales increased 2.8%, drop from May's reading of 3.3%. Sales at gas stations declined the most last month, dropping 3% from May. Spending at car dealerships and on automotive parts also fell markedly in June.

Online sales were up a healthy 1.9% in June. The strength from that category could persist in July due to Amazon's annual deal event known as Prime Day. Sales at home improvement stores were also robust last month, rising 1.4%.

Retailers have said in recent months that a growing number of shoppers are now opting for cheaper alternatives. As earnings season kicks off, big-box stores are set to share some key details on Americans' spending behavior.

Unemployment has crept up in recent months as evidence mounts that the American shopper is spending more cautiously nowadays.

		LATEST	CURRENT	PREV
GDP	QoQ	Q1-24 Final	1.4%	3.4%
GDP - YTD	Annl	Q1-24 Final	1.4%	3.2%
Consumer Spending	QoQ	Q1-24 Final	1.5%	3.3%
Consumer Spending YTD	Annl	Q1-24 Final	1.5%	2.8%
Unemployment Rate	Мо	June	4.1%	4.0%
Underemployment Rate	Мо	June	7.4%	7.4%
Participation Rate	Мо	June	62.6%	62.5%
Wholesale Inflation	YoY	June	2.6%	2.2%
Consumer Inflation	YoY	June	3.0%	3.3%
Core Inflation	YoY	June	3.3%	3.4%
Consumer Credit	Annual	May	2.7%	1.5%
Retail Sales	YoY	June	2.8%	3.3%
Vehicle Sales	Annl (Mil)	June	15.8	16.4
Home Sales	Annl (Mil)	May	4.744	4.833
Home Prices	YoY	April	6.3%	6.5%

#### Key Consumer Market Data-

	THIS WK	YR END	PCT C	HANGES
	7/18/24	12/31/23	YTD	12Mos
DJIA	40,665	37,689	7.9%	15.4%
S&P 500	5,544	4,769	16.3%	22.3%
NASDAQ	17,871	15,011	19.1%	27.0%
Crude Oil	82.67	71.77	15.2%	7.6%
Avg Gasoline	3.50	3.12	12.2%	-1.8%
Gold	2,410	2,072	16.3%	2.6%



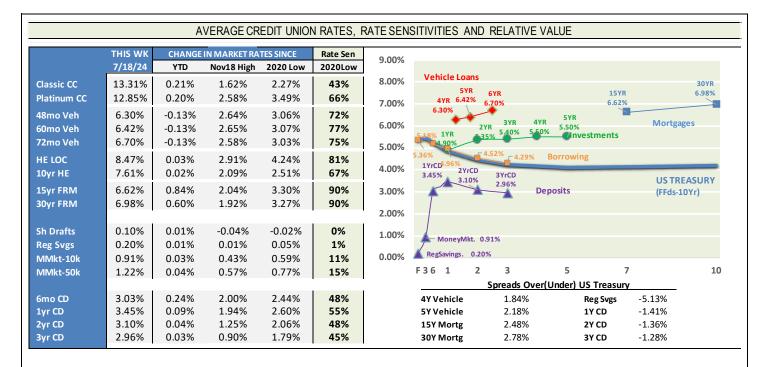
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#### STRATEGICALLY FOR CREDIT UNIONS

The economic landscape has proven challenging for some consumers in a few ways.

Inflation has resumed a downward trend, but it's still elevated; interest rates have been perched at a 23-year high for about a year now; savings accumulated during the pandemic have been exhausted by now, according to some measures; and job opportunities are less available as they were a few years ago.

Retailers have said in recent months that a growing number of shoppers are now opting for cheaper alternatives. As earnings season kicks off, big-box stores are set to share some key details on Americans' spending behavior.

There is plenty of evidence that the US economy is slowing, but it likely won't fall off a cliff this year. However, it's unclear whether unemployment will hold steady or continue to climb after it rose to a 4.1% rate in June, the highest since November 2021.

Consumers have become increasingly cautious with their spending as they feel the pinch from higher prices and borrowing costs. They are even more financially stretched and are even further prioritizing essentials over discretionary items. Traffic overall is slower throughout the country and promotional pressure is increasing.

There are signs of softness around the edges where low- and moderate-income consumers are pulling back ... but openhanded spending by affluent consumers is keeping the economy as a whole moving forward.

ECONOMIC RELEASES			
RELEASES THIS WEEK:	Current	Projected	Previous
Retail Sales (June, YoY)	2.3%	2.1%	2.3%
Leading Indicators (June)	-0.2%	-0.3%	-0.5%
Industrial Production (June, YoY)	-0.6%	0.2%	0.7%
Capacity Utiliztion (June)	78.8%	78.6%	78.2%

RELEASES FOR UPCOMING WEEK:	Projected	Previous
Existing Home Sales (June, Annl)	4.25M	4.11M
New Home Sales (June, Annl)	619k	640k
GDP (QoQ, Q2-1st)	2.5%	1.4%



## **RETAIL SALES & CONSUMER CONFIDENCE** INDEX 100=1966

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Business & Industry Consulting Market Analysis

		ECONOMIC			
MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
JULY 17	18 Retail Sales 3.3%	19	20 Jobless Claims 238k Cont'd Claims 1.83M	21 Exist Home Sales 4.11M Leading Index -0.5%	22
	25 Home Prices 6.3% sumer Conf 100.4	<b>26</b> New Home Sales 619k	27 Jobless Claims 233k Cont'd Claims 1.84M GDP (Q1-Final) 1.4%	28	29
JULY 01	2	3 FOMC Minutes	4 INDEPENDENCE DAY Jobless Claims 238k Cont'd Claims 1.86M	5 Unemployment Nonfarm Payrolls Private Payrolls Participation Rate	6
8 sumer Credit 2.7%	9	10	11 Jobless Claims 222k Cont'd Claims 1.85M Consumer Inflation 3.0%	12 Wholesale Inflation 2.6%	13
15	16 Retail Sales 2.3%	17 Fed Beige Book	18 Jobless Claims 243k Cont'd Claims 1.87 Leading Indicators -0.2%	19	20
22 Exi	23 sting Home Sales	24 New Home Sales	25 Jobless Claims Cont'd Claims GDP (Q2, 1st)	26	27
29	30	31	AUGUST 1 Jobless Claims Cont'd Claims	2 Unemployment Nonfarm Payrolls Private Payrolls Participation Rate	3
5	6	7 Consumer Credit	8 Jobless Claims Cont'd Claims	9	10
12 W	13 holesale Inflation	14 Consumer Inflation	15 Jobless Claims Cont'd Claims Retail Sales	16	17



5yr Vehicle Loan Rate

**Regular Savings Rate** 1yr Term Certificate

15yr First-lien Mortgage

30yr First-lien Mortgage

5.8%

6.0%

6.5%

0.2%

2.8%

6.5%

7.2%

7.0%

0.2%

3.2%

6.5%

6.4%

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6.7%

0.2%

3.4%

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			ECO	NOMIC FC	DRECAST						
										JL	JNE 202
		2023			20	)24			20	25	
	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
ECONOMIC OUTLOOK											
Economic Growth-											
GDP - (QoQ)	2.1%	4.9%	3.2%	1.3%	1.5%	1.3%	1.3%	1.5%	1.4%	1.3%	1.3%
GDP - (YTD)	2.2%	3.1%	3.1%	1.3%	1.4%	1.4%	1.4%	1.5%	1.5%	1.4%	1.4%
Consumer Spending - (QoC	0.8%	3.1%	3.0%	2.0%	1.5%	1.9%	1.5%	1.4%	1.2%	1.2%	1.3%
Consumer Spending - (YTD)	4.1%	4.6%	4.2%	2.0%	1.8%	1.8%	1.7%	1.4%	1.3%	1.3%	1.3%
Government Spending - (Q	3.3%	5.8%	4.2%	1.2%	0.4%	1.3%	0.7%	0.6%	0.4%	0.4%	0.4%
Government Spending - (YI	4.1%	4.6%	4.5%	1.2%	0.8%	1.0%	0.9%	0.6%	0.5%	0.5%	0.5%
Consumer Wealth-											
Unemployment Rate	3.6%	3.7%	3.8%	3.8%	3.9%	4.0%	4.2%	4.3%	4.4%	4.6%	4.7%
Consumer Inflation	4.1%	3.6%	3.2%	3.2%	3.3%	3.2%	3.0%	3.0%	3.0%	2.9%	2.8%
Home Prices (YoY)	-0.2%	2.5%	5.4%	5.5%	6.2%	6.0%	5.8%	5.6%	5.5%	5.4%	5.3%
SINGLE FAMILY HOME & VEF Home Sales-		N IVIARKETS									
Total Home Sales (Mil)	4.941	4.723	4.449	4.857	4.834	5.097	5.196	5.249	5.263	5.303	5.378
Existing Home (Mil)	4.250	4.020	3.797	4.190	4.150	4.349	4.418	4.453	4.461	4.496	4.562
New Home Sales (Mil)	0.691	0.703	0.652	0.667	0.684	0.748	0.778	0.796	0.802	0.807	0.816
Mortgage Originations-	1 2 2 0	4.465	4 02 4	0.067	1 0 0 2	1 2 4 6	4 2 2 4	1 1 2 6	4 224	4 254	4 205
Single Family Homes (Mils) Purchase Apps (Mils)	1.239 0.948	1.165 0.913	1.034 0.804	0.967 0.708	1.082 0.806	1.246 0.906	1.221 0.852	1.126 0.729	1.324 0.913	1.351 0.924	1.295 0.868
Refinancing Apps (Mils)	0.291	0.252	0.230	0.259	0.800	0.340	0.369	0.397	0.913	0.924	0.808
Refi Apps Share	23%	22%	22%	27%	26%	27%	30%	35%	31%	32%	33%
<u>Vehicle Sales-</u> Vehicle Sales (Mil)	15.6	15.9	16.1	15.6	16.0	16.2	16.3	16.0	16.2	16.4	16.2
. ,											
MARKET RATE OUTLOOK								•			
Benchmark Rates-											
Prime	8.2%	8.5%	8.5%	8.5%	8.5%	8.5%	8.3%	8.3%	8.1%	8.1%	8.1%
Fed Funds	5.1%	5.4%	5.4%	5.4%	5.4%	5.4%	5.2%	5.2%	5.2%	5.0%	5.0%
3yr UST	4.6%	4.5%	3.9%	4.6%	4.7%	4.7%	4.6%	4.6%	4.5%	4.4%	4.4%
7yr UST	4.1%	4.4%	4.0%	4.4%	4.6%	4.6%	4.5%	4.5%	4.5%	4.4%	4.3%
10yr UST	3.6%	4.2%	4.4%	4.2%	4.4%	4.3%	4.1%	4.0%	4.0%	3.8%	3.8%
Market Rates-											

6.5%

6.6%

7.0%

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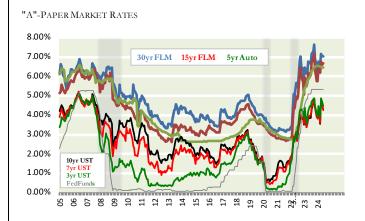
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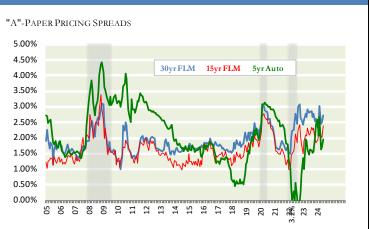
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## STRATEGIC ASSESSMENT OF RELATIVE VALUE INVESTMENT AND FUNDING OPTIONS

#### RELATIVE VALUE OF MARGINAL INVESTMENT OPTIONS





	Current		Then for			The Net Retu	ırn Needed to	Break-even	Against*:		
	Return	For	the Next	30Y FLM	15Y FLM	5Y New	5Y Used	4Y MBS	4Y Call	3Y MBS	3Y Call
Cash	5.33%	-	-	-	-	-	-	-	-	-	-
1yr Agy	4.90%	1 year	4 years	7.50%	7.05%	6.80%	6.99%	4.57%	5.70%	5.28%	5.65%
2yr Agy Callable	5.35%	2 years	3 years	8.07%	7.47%	7.13%	7.38%	3.95%	5.65%	4.75%	5.50%
3yr Agy Callable	5.40%	3 years	2 years	9.35%	8.45%	7.95%	8.33%	2.40%	5.80%	-	-
3yr Agy MBS	5.15%	3 years	2 years	9.73%	8.83%	8.33%	8.70%	3.15%	6.55%	-	-
4yr Agy Callable	5.50%	4 years	1 year	12.90%	11.10%	10.10%	10.85%	-	-	-	-
4yr Agy MBS	4.65%	4 years	1 year	16.30%	14.50%	13.50%	14.25%	-	-	-	-
5yr Agy Callable	5.50%	5 years	-	-	-	-	-	-	-	-	-
5yr New Vehicle	6.42%	3 years	2 years	7.82%	6.92%	-	-	-	-	-	-
5yr Used Vehicle	6.57%	3 years	2 years	7.60%	6.70%	-	-	-	-	-	-
15yr Mortgage	6.62%	5 years	-	-	-	-	-	-	-	-	-
30yr Mortgage	6.98%	5 years	-	-	-	-	-	-	-	-	-

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

# RELATIVE VALUE OF MARGINAL FUNDING OPTIONS

	Current		Then for	The Net Co	st Needed to E	Break-even A	gainst*:
	Cost	For	the Next	3Y CD	3Y FHLB	2Y CD	2Y FHLB
Share Draft	0.10%	1 year	2 years	6.33%	6.39%	8.86%	8.94%
Regular Savings	0.20%	1 year	2 years	6.28%	6.34%	8.76%	8.84%
Money Market	0.91%	1 year	2 years	5.92%	5.98%	8.05%	8.13%
FHLB Overnight	5.36%	1 year	2 years	3.70%	3.76%	3.60%	3.68%
Catalyst Settlement	6.65%	1 year	2 years	3.05%	3.11%	1.16%	2.39%
6mo Term CD	3.03%	6 mos	2.5 yrs	4.49%	4.54%	4.96%	5.02%
6mo FHLB Term	5.18%	6 mos	2.5 yrs	4.06%	4.11%	4.25%	4.30%
6mo Catalyst Term	5.72%	6 mos	2.5 yrs	3.96%	4.00%	4.07%	4.12%
1yr Term CD	4.93%	1 year	2 years	3.91%	3.97%	4.03%	4.11%
1yr FHLB Term	4.96%	1 year	2 years	3.90%	3.96%	4.00%	4.08%
2yr Term CD	4.48%	2 years	1 year	3.79%	3.91%	-	-
2yr FHLB Term	4.52%	2 years	1 year	3.71%	3.83%	-	-
3yr Term CD	4.25%	3 years	-	-	-	-	-
3yr FHLB Term	4.29%	3 years	-	-	-	-	-

\* Highest relative value noted by highest differentials and volatility projections



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01 3929         Million         Million         Million         Million         Million         Million         Million         Million           DEMOGRAPHICS           50.83         52.63         52.2         1.069         717         550.47         54.2         517.0         52.78         3.856           Average Assets (SMII)         50.831         55.7         52.64         572.4         52.277         52.761.3         500.7         54.12         517.0         52.94         584         584         52.84         584         52.84         584         52.84         52.84         584         52.84 <th></th> <th>&lt;\$2</th> <th>\$2-10</th> <th>\$10-50</th> <th>\$50-100</th> <th>\$100-500</th> <th>\$500&gt;</th> <th></th> <th>&lt;\$10</th> <th>&lt;\$50</th> <th>&lt;\$100</th> <th>&lt;\$500</th>		<\$2	\$2-10	\$10-50	\$50-100	\$100-500	\$500>		<\$10	<\$50	<\$100	<\$500
Number of Cadit Unions Average Assets (Mu)         276         636         1.228         622         1.009         717         4.572         912         2.165         2.793         3.855           Average Assets (Mu)         65%         10%         0.2%         15%         2.28         11%         500.7         51.2         2.165         2.793         3.855           F1 of Multivary Assets         0.2%         0.2%         15%         2.2%         11%         10%         0.2%         4.7%         6.1%         6.1%         6.1%         0.2%         4.7%         6.1%         6.1%         0.2%         4.7%         6.1%         0.2%         4.7%         6.1%         0.2%         4.7%         6.1%         0.2%         4.7%         6.1%         0.2%         4.7%         1.3%         6.2%         1.3%         1.2%         2.3%         1.0%         1.3%         7.5%         6.3%         1.3%         1.2%         2.9%         1.1%         1.14%         1.14%         1.4%         1.2%         2.3%         2.0%         1.0%         2.1%         2.2%         2.1%         2.2%         2.1%         2.2%         2.1%         2.2%         2.1%         2.2%         2.1%         2.2%         2.1%	Q1-2024							TOTAL				-
Average Assets (SMI)         S0.891         S5.7         S26.4         S72.4         S22.97         S2.76.1         S50.47         S4.2         S17.0         S29.4         S84.8           Pct of Credit Unions         6%         14%         27%         11%         28%         116%         100%         0%         27%         44%         144           CHOMMIT MATES (YD)         - <td< td=""><td>DEMOGRAPHICS</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>1</td><td></td><td></td><td></td></td<>	DEMOGRAPHICS								1			
Part of ends Unions       6%       14%       27%       14%       23%       16%       100%       20%       47%       61%       84%         Part of Industry Assets       0.0%       0.2%       1%       2%       1%       86%       100%       0%       2%       4%       14%         GMOWTH AARTS YTO       Total Loars       -9.5%       -13.3%       -14.2%       -13.4%       40.0%       0.4%       -0.5%       -13.6%       -14.1%       -13.7%       -6.2%         - Direct Loars       -9.5%       -13.3%       -14.2%       -13.4%       40.0%       0.4%       -0.5%       -13.6%       -14.1%       -13.7%       -6.2%       -0.7%       -13.6%       -14.1%       -13.7%       -6.2%       -0.7%       -11.4%       -14.4%       -12.7%       -6.2%       -1.6%       -6.2%       -1.1%       -1.1.4%       -1.2%       -2.8%       -2.6%       1.1.4%       -1.1.4%       -1.27%       -1.2.7%       -1.1.4%       -1.1.4%       -1.2.7%       -1.2.7%       -1.2.7%       -1.1.4%       -1.2.7%       -1.2.8%       -1.4.2%       -1.3.7%       -1.2.8%       -1.4.5%       -1.1.4%       -1.1.4%       -1.2.7%       -2.8%       -5.0%       -1.1.4%       -1.4.4%       -1.4.5%       <												
Pet of Industry Assets         0.0%         0.2%         1%         2%         11%         8.6%         100%         0%         2%         4%         14%           GROWTH KATES (YD) <t< td=""><td></td><td>-</td><td>-</td><td></td><td>-</td><td>-</td><td></td><td>-</td><td>-</td><td>-</td><td>-</td><td></td></t<>		-	-		-	-		-	-	-	-	
Total Lors         0.2%         6.1%         -5.9%         -4.6%         6.4%         10.1%         9.1%         -6.1%         -5.3%         3.4%           Orient Loans         -9.5%         -13.9%         -14.2%         -13.4%         -0.9%         -13.5%         -14.3%         -14.1%         -13.5%         -14.3%         -14.1%         -13.5%         -14.3%         -14.1%         -13.5%         -14.3%         -13.5%         -14.3%         -13.5%         -14.3%         -13.5%         -14.3%         -13.5%         -14.3%         -13.5%         -14.3%         -13.5%         -10.7%         -5.4%         -11.4%         -12.3%         -10.7%         -5.4%         -10.7%         -12.3%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -11.4%         -11.4%         -11.4%         -11.4%         -11.4%         -11.4%         -11.4%         -11.5%         -11.4%         -11.4%         -11.5%         -11.4%         -11.6%         -11.5%         -11.4%         -11.4%         -11.5%         -11.4%         -11.5%         -11.5%         -11.5%         <												
Total Lors         0.2%         6.1%         -5.9%         -4.6%         6.4%         10.1%         9.1%         -6.1%         -5.3%         3.4%           Orient Loans         -9.5%         -13.9%         -14.2%         -13.4%         -0.9%         -13.5%         -14.3%         -14.1%         -13.5%         -14.3%         -14.1%         -13.5%         -14.3%         -14.1%         -13.5%         -14.3%         -13.5%         -14.3%         -13.5%         -14.3%         -13.5%         -14.3%         -13.5%         -14.3%         -13.5%         -14.3%         -13.5%         -10.7%         -5.4%         -11.4%         -12.3%         -10.7%         -5.4%         -10.7%         -12.3%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -10.7%         -11.4%         -11.4%         -11.4%         -11.4%         -11.4%         -11.4%         -11.4%         -11.5%         -11.4%         -11.4%         -11.5%         -11.4%         -11.6%         -11.5%         -11.4%         -11.4%         -11.5%         -11.4%         -11.5%         -11.5%         -11.5%         <	GROWTH RATES (YTD)						-					
- Direct Loans - Indirect Loans - Indirect Loans - 1328 - 14.3% - 12.3% - 2.9% - 2.9% - 11.5% - 14.2% - 13.1% - 5.4% - Real Estate Loans - 131% - 27.6% - 10.5% - 10.3% - 10.8% - 10.5% - 10.5% - 4.0% - 11.6% - 3.0% - Checking & Savings - Checking & Checking & Savings - Checking & Checking	,	0.8%	-8.1%	-5.9%	-4.6%	6.4%	10.1%	9.1%	-7.5%	-6.1%	-5.3%	3.4%
- Indirect Loins         -         -53.3%         -10.3%         -24.9%         9.7%         +11.4%         +11.4%         +11.4%         +11.4%         +11.4%         +11.4%         +11.4%         +11.4%         +11.4%         +11.6%         -3.0%           Total Shares         -1.0%         -6.4%         -4.9%         -3.4%         6.7%         10.4%         9.7%         *1.0%         +11.6%         3.0%         -5.0%         -3.0%         -3.0%         -5.0%         -3.0%         -7.7%         0.5%           - Checking K Swings         -7.3%         -7.3%         -5.0%         3.4%         6.7%         5.0%         -3.1%         -4.1%         1.3%           Net Worth-Otal Assets         20.9%         17.6%         13.2%         12.6%         11.3%         10.7%         10.8%         17.8%         13.7%         13.1%         11.7%           Cash & Invo-Total Assets         48.6%         44.3%         38.3%         30.0%         24.7%         25.8%         64.1%         53.9%         6.2%         54.2%         61.7%         53.4%         44.6%         49.9%         41.4%         32.8%         47.0%         55.3%         64.2%         49.9%         41.4%         43.8%         39.3%         20.0%												
Turdi Shares - Term Cbs       1.0%       -6.4%       1.4%       -7.2%       3.3%       6.7%       10.4%       7.3%       -1.05%       -8.0%       -7.2%       0.5%       7.3%       -1.05%       -8.0%       -7.2%       0.5%       7.3%       2.8.1%       14.1%       16.0%       2.5.5%         Net Worth       2.4.8%       -7.3%       -2.8%       5.0%       3.4.%       6.7%       5.0%       3.1%       -1.3%       13.4%       1.3%       1.3%       1.1.3%       10.7%       10.8%       17.6%       13.2%       12.6%       11.3%       10.7%       10.8%       17.8%       13.7%       13.1%       11.7%       13.7%       13.1%       11.7%       13.7%       13.1%       11.7%       13.7%		-9.5%										
- Checking & Savings         -1.0.%         -1.0.%         -7.2%         3.8%         8.9%         7.3%         -1.0.5%         -8.3%         -7.7%         0.5%           Net Worth         24.8%         -7.3%         -2.8%         -5.0%         3.4%         6.7%         5.8%         -5.0%         -3.1%         -4.1%         1.3%           SALANCE SHEET ALLOCATION         Net Worth         0.28%         17.6%         13.2%         12.6%         11.3%         10.7%         10.8%         17.8%         41.4%         22.8%           Cash & Into-Torial Assets         42.0%         43.8%         93.3%         30.0%         24.7%         25.8%         44.6%         43.9%         41.4%         22.8%         21.8%         52.1%         52.2%         52.3%         52.1% <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>												
- Term Cb 24.8% -7.3% -2.8% -5.0% 3.4% 6.7% 5.8% 14.1% 16.9% 18.6% 25.5% Net Worth 24.8% -7.3% -2.8% -5.0% 3.4% 6.7% 5.8% -5.0% -3.1% 4.1% 1.3% 1.3% 1.3% 1.3% 1.3% 1.3% 1.3% 1												
BALANCE SHEET ALLOCATION           Net Worth-to-Total Assets         20.9%         17.6%         13.2%         12.6%         11.3%         10.7%         10.8%         17.8%         13.7%         13.1%         11.7%           Cash & Inv-to-Total Assets         48.6%         44.4%         43.8%         39.3%         30.0%         24.7%         52.8%         52.8%         52.1%         52.2%         54.2%         61.7%         54.4%         44.6%         43.9%         44.4%         43.8%         30.0%         62.1%         52.1%         52.2%         61.7%         65.4%         61.7%         65.4%         61.7%		57.8%			19.8%	27.1%				16.9%	18.6%	
Net Worth-to-Total Assets         20.9%         17.6%         13.2%         12.6%         11.3%         10.7%         10.8%         17.8%         13.7%         13.1%         11.7%           Cash & Inv-to-Total Assets         48.6%         44.4%         43.8%         39.3%         30.0%         24.7%         52.8%         52.2%         52.8%         52.2%         52.8%         52.3%         52.2%         52.8%         64.1%         70.7%         65.4%         52.4%         40.7%         52.3%         52.3%         52.3%         52.3%         52.3%         52.3%         52.3%         52.3%         64.7%         44.8%         40.7%         40.7%         55.3%         64.4%         40.5%         72.6%         63.9%         67.7%         54.4%         40.5%         21.2%         18.1%         99.6%         137.9%         69.0%         59.9%         61.7%         14.0%         14.0%         14.0%         16.3%         17.3%         16.3%         84.7%         80.2%         71.8%         84.7%         80.4%         84.7%         80.4%         84.7%         80.4%         84.7%         80.4%         81.7%         71.6%         63.9%         60.8%         61.5%         72.7%         71.0%         65.4%         65.4%         65.4% </td <td>Net Worth</td> <td>24.8%</td> <td>-7.3%</td> <td>-2.8%</td> <td>-5.0%</td> <td>3.4%</td> <td>6.7%</td> <td>5.8%</td> <td>-5.0%</td> <td>-3.1%</td> <td>-4.1%</td> <td>1.3%</td>	Net Worth	24.8%	-7.3%	-2.8%	-5.0%	3.4%	6.7%	5.8%	-5.0%	-3.1%	-4.1%	1.3%
Cash & Inv-to-Total Assets         48.6%         44.4%         43.8%         39.3%         30.0%         24.7%         25.8%         44.6%         43.9%         41.4%         32.8%           Laans-to-Total Laans         67.0%         52.5%         52.2%         55.8%         64.1%         70.7%         69.4%         52.1%         52.2%         54.2%         61.7%         67.7%         67.7%         67.7%         67.7%         67.7%         67.7%         67.7%         64.4%         43.9%         41.4%         32.8%         47.0%         55.3%         64.1%         70.7%         67.7%         54.4%         49.1%         40.5%           REL-to-Total Laans         0.7%         6.5%         22.8%         38.8%         47.0%         55.3%         63.9%         63.9%         66.2%         2.7%         71.6%           Lans-to-Total Shares         59.9%         64.1%         72.3%         65.4%         63.9%         60.8%         62.7%         71.6%         62.8%         71.6%         80.2%         71.6%         80.2%         71.6%         80.2%         71.6%         80.2%         71.6%         80.2%         72.8%         66.4%         63.9%         60.6%         84.7%         80.6%         81.7%         71.6%	BALANCE SHEET ALLOCATION						-					
Laans-to-Total Assets 47.0% 52.5% 52.2% 52.2% 55.8% 64.1% 70.7% 67.4% 69.4% 52.1% 52.2% 54.2% 61.7% Vehicle-to-Total Loans 0.7% 67.5% 54.4% 92.1% 92.5% 38.1% 70.5% 53.9% 62.7% 54.4% 92.1% 40.5% 84.1% 70.5% 55.3% 53.9% 62.7% 54.1% 99.6% 74.1% 99.6% 74.5												
Vehicle-to-Total Loans REL-to-Total Loans         62.0% 6.5%         52.9% 2.8%         43.0% 3.8.1%         29.3% 2.5.3%         53.7% 5.3%         53.7% 5.3%         67.7% 5.4.4%         44.4%         40.5% 3.4.4%           REL-to-Total Loans Indirect-to-Total Shares Chig & Syst-Total Shares         59.9%         6.1.3%         60.5%         2.6.1.%         60.5%         2.6.1.%         60.5%         2.7.7.%         1.6.9%         10.1%         3.3.%         44.0%           Loans-to-Total Shares Onterm Co-Total Shares         59.9%         61.1%         60.5%         64.2%         73.8%         84.8%         82.8%         63.9%         60.8%         71.0%         62.7%         71.0%         62.7%         71.0%         62.7%         71.0%         62.7%         71.0%         62.7%         71.0%         62.7%         71.0%         62.8%         61.9%         61.9%         61.9%         71.0%         62.7%         72.1%         65.4%         62.8%         71.0%         78.5%         73.7%         71.0%         65.9%         62.8%         71.9%         62.7%         73.7%         73.7%         71.0%         73.7%         71.7%         65.4%         94.9%         9.4%         9.4%         9.4%         9.4%         9.4%         9.4%         9.4%         9.4%         9.4%<												
REL-to-Net Worth Indirect-to-Total Loans         16.%         19.4%         112.4%         172.0%         267.3%         365.9%         13.1%         9.6%         137.9%         231.2%           Lans-to-Total Shares Orbig & Sygs-to-Total Shares         59.9%         64.1%         60.5%         64.2%         73.8%         84.8%         82.8%         63.9%         60.8%         62.7%         71.0%           Sygs-to-Total Shares         92.1%         82.6%         73.9%         69.0%         59.9%         47.1%         49.4%         83.2%         74.8%         71.6%         62.8%           Nonterm-to-Total Shares         53.3%         11.9%         14.7%         16.3%         21.4%         28.0%         26.6%         13.5%         71.7%         72.1%         65.4%         65.6%         84.7%         80.0%         78.5%         73.7%         94.9%         94.%         14.4%         15.4%         15.4%         15.5%         73.7%         94.5%         13.6%         26.6%         13.5%         24.9%         21.2%         15.6%         23.1%         17.5%         15.3%         10.0%         9.4%         9.4%         14.3%         10.0%         27.4%         22.4%           Liquidity RatioA.12%13.5%24.9%21.2%15.7%<	Vehicle-to-Total Loans	62.0%	68.0%	52.9%	45.0%	38.1%	29.3%	30.7%	67.7%	54.4%	49.1%	40.5%
Indirect-to-Total Loans       0.2%       0.1%       3.7%       9.4%       16.0%       17.3%       16.9%       0.1%       3.3%       6.7%       14.0%         Loans-to-Total Shares       59.9%       64.1%       60.5%       64.2%       73.8%       84.8%       82.8%       63.9%       60.9%       62.7%       71.0%       62.8%         Nonterm-to-Total Shares       92.1%       84.2%       79.5%       77.2%       72.1%       65.6%       66.6%       84.7%       80.0%       73.8%       84.8%       82.8%       63.9%       60.8%       62.7%       73.7%         Term CDs-toTal Shares       5.3%       11.9%       14.7%       16.3%       21.4%       28.0%       26.8%       11.4%       10.0%       9.5%         Short-term Funding Ratio       35.5%       29.0%       25.6%       20.7%       18.6%       19.2%       36.1%       29.7%       27.4%       22.4%         Net Long-term Asset Ratio       3.7%       7.6%       19.5%       26.4%       32.2%       37.0%       35.9%       18.3%       0.44%       0.45%       0.43%       0.44%       0.43%       0.44%       0.43%       0.44%       0.43%       0.44%       0.43%       0.44%       0.63%       0.44%       <												
Chkg & Sugs-to-Total Shares Nonterm-to-Total Shares         22.1%         82.6%         73.9%         69.0%         59.9%         47.1%         49.4%         83.2%         74.8%         71.6%         62.8%           Nonterm-to-Total Shares Term CDs-to-Total Shares         92.1%         84.2%         79.5%         77.2%         72.1%         65.4%         66.6%         84.7%         80.0%         78.5%         73.7%           Liquidity Ratio         26.0%         13.5%         10.0%         9.6%         9.4%         26.8%         11.5%         14.4%         10.0%         9.5%           Short-term Inding Ratio         42.2%         31.5%         24.9%         22.6%         20.7%         18.6%         19.2%         36.1%         29.7%         27.4%         22.4%           Net Long-term Asset Ratio         3.7%         7.6%         19.5%         26.4%         32.2%         37.0%         36.1%         29.7%         27.4%         22.8%         35.9%         10.0%         0.87%         0.69%         0.78%         0.43%         0.44%         0.45%         0.48%         0.85%         0.80%         0.43%         0.44%         0.45%         0.80%         0.43%         0.44%         0.47%         0.80%         0.43%         0.44% <t< td=""><td></td><td></td><td></td><td>3.7%</td><td>9.4%</td><td></td><td>17.3%</td><td></td><td></td><td>3.3%</td><td></td><td></td></t<>				3.7%	9.4%		17.3%			3.3%		
Noncerne-to-Total Shares Term (Ds-to-Total Shares         92.1%         84.2%         79.5%         77.2%         72.1%         28.0%         26.6%         14.4%         15.4%         19.9%           Liquidity Ratio Short-term Ratio Short-term Asset Ratio         26.0%         13.5%         10.0%         9.6%         9.4%         9.4%         9.4%         14.4%         10.0%         9.5%           Short-term Ratio Short-term Asset Ratio         26.0%         35.5%         29.0%         25.6%         20.7%         18.6%         19.2%         36.1%         29.7%         27.4%         25.8%         23.1%         17.5%         13.7%           Net Long-term Asset Ratio         3.7%         7.6%         19.5%         26.4%         32.2%         37.0%         35.9%         18.3%         22.8%         29.8%         35.9%           Idan Delinquency Ratio         3.32%         1.35%         0.96%         0.77%         0.64%         0.79%         0.78%         0.43%         0.44%         0.47%         0.58%           Velsor_Index         4.24%         1.55%         0.43%         0.44%         0.33%         0.44%         0.47%         0.58%         0.63%         0.42%         0.25%         0.27%         0.29%         0.33%         0.25%												
Liquidity Ratio       26.0%       13.5%       10.0%       9.6%       9.4%       9.4%       9.4%       14.3%       10.4%       10.0%       9.5%         Short-term Funding Ratio       A42.2%       31.5%       24.9%       21.2%       15.6%       13.1%       13.7%       25.6%       23.1%       17.5%       13.7%         Net Long-term Asset Ratio       3.7%       7.6%       19.5%       26.4%       32.2%       37.0%       35.9%       18.3%       22.8%       29.8%       35.9%         Loan Delinquency Ratio       0.92%       0.66%       0.77%       0.64%       0.78%       1.43%       1.31%       1.16%       1.58%         Core Delinquency Ratio       0.92%       0.33%       0.96%       0.77%       0.64%       0.79%       0.86%       0.43%       0.44%       0.45%       0.87%       0.48%       0.87%       0.48%       0.48%       0.80%       0.41%       0.45%       0.80%       0.48%       0.80%       0.48%       0.44%       0.45%       0.48%       0.80%       0.48%       0.48%       0.48%       0.48%       0.48%       0.43%       0.44%       0.41%       0.50%       0.41%       0.58%       0.25%       0.27%       0.22%       0.32%	Nonterm-to-Total Shares	92.1%	84.2%	79.5%	77.2%	72.1%	65.4%	66.6%	84.7%	80.0%	78.5%	73.7%
Short-term Funding Ratio       42.2%       31.5%       24.9%       21.2%       15.6%       13.1%       13.7%       25.6%       23.1%       17.5%       13.7%         Short-term Cash Flow Ratio       3.7%       7.6%       19.5%       26.4%       32.2%       37.0%       35.9%       18.3%       22.8%       29.8%       35.9%         Long-term Asset Ratio       3.32%       1.35%       0.96%       0.77%       0.64%       0.79%       0.78%       1.00%       0.87%       0.69%       0.78%         Loan Delinquency Ratio       3.32%       1.35%       0.96%       0.77%       0.64%       0.79%       0.78%       1.00%       0.87%       0.69%       0.78%         Net Charge-off Ratio       0.92%       0.60%       0.41%       0.45%       0.48%       0.85%       0.80%       0.43%       0.44%       0.47%       0.80%         Core Delinquency Rate       3.33%       1.23%       0.90%       0.66%       0.59%       0.69%       0.61%       0.25%       0.27%       0.23%         Core Misery" Index       4.09%       1.45%       1.17%       0.97%       0.92%       1.30%       1.26%       1.20%       0.63%       0.25%       0.27%       0.23%       0.63%       0												
Net Long-term Asset Ratio         3.7%         7.6%         19.5%         26.4%         32.2%         37.0%         35.9%         18.3%         22.8%         29.8%         35.9%           Loan Delinquency Ratio Net Charge-off Ratio         3.32%         1.35%         0.96%         0.77%         0.64%         0.79%         0.78%         0.43%         0.44%         0.47%         0.80%           VMisery" Index         4.24%         1.95%         1.37%         1.22%         1.12%         1.64%         1.58%         0.44%         0.47%         0.80%           Core Delinquency Rate Core Net Charge-off Rate Core "Misery" Index         3.33%         1.23%         0.90%         0.66%         0.59%         0.61%         0.58%         0.25%         0.27%         0.23%         0.33%         0.61%         0.58%         0.25%         0.27%         0.29%         0.32%           Core "Misery" Index         18.96%         0.85%         0.66%         0.59%         0.61%         0.58%         0.25%         0.27%         0.29%         0.32%           Direct Loan Delinquency         18.96%         0.85%         0.51%         0.41%         0.50%         0.49%         0.86%         1.22%         1.25%         0.95%         0.77%         0.79% <td>Short-term Funding Ratio</td> <td>42.2%</td> <td>31.5%</td> <td>24.9%</td> <td>21.2%</td> <td>15.6%</td> <td>13.1%</td> <td>13.7%</td> <td>25.6%</td> <td>23.1%</td> <td>17.5%</td> <td>13.7%</td>	Short-term Funding Ratio	42.2%	31.5%	24.9%	21.2%	15.6%	13.1%	13.7%	25.6%	23.1%	17.5%	13.7%
LOAN QUALITY           Loan Delinquency Ratio Net Charge-off Ratio         3.32% 0.92%         1.35% 0.60%         0.96% 0.41%         0.77% 0.45%         0.64% 0.85%         0.78% 0.80%         1.00% 0.43%         0.87% 0.44%         0.69% 0.44%         0.78% 0.80%           "Misery" Index         4.24%         1.95%         1.37%         1.22%         1.12%         1.64%         1.58%         1.43%         0.44%         0.45%         0.66%         0.63%         0.66%         0.63%         0.25%         0.27%         0.29%         0.33%         0.61%         1.58%         1.20%         1.07%         0.95%         0.44%         1.58%         1.20%         1.07%         0.95%         0.44%         1.58%         1.20%         0.57%         0.44%         0.46%         1.35%         1.00%         0.87%         0.44%         0.61%         1.58%         1.20%         0.55% <td></td>												
Loan Delinquency Ratio Net Charge-off Ratio         3.32% 0.92%         1.35% 0.60%         0.96% 0.41%         0.77% 0.45%         0.64% 0.48%         0.78% 0.85%         1.00% 0.43%         0.87% 0.44%         0.69% 0.43%         0.44% 0.44%         0.47% 0.80%           Core Delinquency Rate Core Net Charge-off Rate Ore Net Charge-off Rate Ore Net Charge-off Rate Ore Wisery" Index         3.33%         1.23%         0.90%         0.66%         0.59%         0.68%         1.33%         0.44%         0.47%         0.80%           Core Det Inquency Rate Core "Misery" Index         3.33%         1.23%         0.90%         0.66%         0.59%         0.69%         0.68%         1.33%         0.94%         0.78%         0.32%           Core Net Charge-off Rate Ore "Misery" Index         0.75%         0.22%         0.27%         0.30%         0.33%         0.61%         0.58%         0.25%         0.27%         0.30%         0.33%         0.61%         1.58%         1.20%         0.99%         0.32%           Core "Misery" Index         1.45%         0.17%         0.76%         0.77%         0.79%         0.70%         0.57%         0.44%           Urict Loans         1.31%         1.25%         0.97%         0.76%         0.79%         0.79%         1.35%         1.00%         0.87%		5.770	7.070	19.970	20.470	JZ.270	57.070	55.570	10.570	22.070	23.070	55.570
Net Charge-off Ratio         0.92%         0.60%         0.41%         0.45%         0.48%         0.85%         1.80%         0.43%         0.44%         0.47%         0.80%           "Misery" Index         4.24%         1.95%         1.37%         1.22%         1.12%         1.64%         1.58%         1.43%         1.31%         1.16%         1.58%           Core Delinquency Rate Core Net Charge-off Rate Core "Misery" Index         3.33%         1.23%         0.90%         0.66%         0.59%         0.69%         0.68%         0.25%         0.27%         0.29%         0.33%         0.61%         0.58%         0.25%         0.27%         0.29%         0.32%         0.51%         0.58%         0.51%         0.41%         0.50%         0.49%         0.94%         0.78%         0.63%           RE Loan Delinquency         18.96%         0.85%         0.69%         0.75%         0.77%         0.79%         0.79%         1.35%         1.00%         0.57%         0.44%           Uhice Loans         1.14%         1.25%         0.97%         0.73%         0.66%         0.63%         0.63%         1.22%         1.25%         0.84%         0.86%         1.22%         1.25%         0.95%         0.84%         0.86%         1		3.32%	1.35%	0.96%	0.77%	0.64%	0.79%	0.78%	1.00%	0.87%	0.69%	0.78%
Core Delinquency Rate Core Net Charge-off Rate Core Net Charge-off Rate Core "Misery" Index         3.33% 4.09%         1.23% 0.22% 1.45%         0.90% 0.22% 0.27%         0.66% 0.33% 0.97%         0.69% 0.92%         0.66% 0.58%         1.33% 0.58%         0.94% 0.25%         0.78% 0.29%         0.63% 0.32%           RE Loan Delinquency         18.96%         0.85%         0.69%         0.41%         0.50%         0.49%         0.97%         0.70%         0.57%         0.44%           Vehicle Loan Delinquency         3.13%         1.25%         0.97%         0.76%         0.77%         0.79%         0.79%         0.30%         0.63%         1.35%         1.00%         0.87%         0.44%           Vehicle Loan Delinquency         3.13%         1.25%         0.97%         0.76%         0.77%         0.79%         0.79%         1.35%         1.00%         0.87%         0.74%           Indirect Loans         0.00%         1.41%         1.25%         0.87%         0.81%         0.84%         0.86%         1.22%         0.95%         0.74%           Current Loss Exposure Coverage Ratio (Adequacy)         1.9         1.8         2.0         2.9         2.8         2.0         1.9         1.9         2.0           FarNINGS         Cost of Funds         0.51%	Net Charge-off Ratio	0.92%	0.60%	0.41%	0.45%	0.48%	0.85%	0.80%	0.43%	0.44%	0.47%	0.80%
Core Net Charge-off Rate Core "Misery" Index         0.75% 4.09%         0.22% 1.45%         0.30% 0.97%         0.33% 0.97%         0.61% 0.92%         0.58% 1.26%         0.25% 1.58%         0.27% 0.27%         0.32% 0.95%           RE Loan Delinquency         18.96%         0.85%         0.69%         0.51%         0.41%         0.50%         0.49%         0.97%         0.70%         0.57%         0.44%           Vehicle Loan Delinquency         3.13%         1.25%         0.97%         0.76%         0.77%         0.79%         0.79%         1.35%         1.02%         0.88%         0.80%           Direct Loans         3.14%         1.25%         0.95%         0.73%         0.66%         0.63%         1.35%         1.00%         0.87%         0.74%           Indirect Loans         0.00%         1.41%         1.25%         0.87%         0.84%         0.86%         1.22%         1.25%         0.95%         0.73%         0.66%         0.63%         1.22%         1.25%         0.95%         0.74%           Loss Allow as % of Loans         2.77%         1.20%         0.91%         0.81%         0.41%         0.45%         0.45%         0.65%         0.49%         0.47%         0.42%           Coverage Ratio (Adequacy)         1.												
Core "Misery" Index         4.09%         1.45%         1.17%         0.97%         0.92%         1.30%         1.26%         1.58%         1.20%         1.07%         0.95%           RE Loan Delinquency         18.96%         0.85%         0.69%         0.51%         0.41%         0.50%         0.49%         0.97%         0.70%         0.57%         0.44%           Vehicle Loan Delinquency         3.13%         1.25%         0.97%         0.76%         0.77%         0.79%         0.79%         1.35%         1.02%         0.88%         0.80%           Direct Loans         1.14%         1.25%         0.97%         0.76%         0.63%         0.63%         1.35%         1.00%         0.87%         0.74%           Juditer Loans         0.00%         1.41%         1.25%         0.87%         0.89%         0.84%         0.86%         1.22%         1.25%         0.95%         0.87%         0.74%           Loss Allow as % of Loans         2.77%         1.20%         0.91%         0.81%         0.41%         0.45%         0.45%         0.45%         0.45%         0.45%         0.45%         0.45%         0.45%         0.45%         0.45%         0.45%         0.45%         0.45%         0.45%         0.45%<												
Vehicle Loan Delinquency Direct Loans         3.13% 3.14%         1.25% 1.25%         0.97% 0.95%         0.76% 0.73%         0.77% 0.66%         0.79% 0.63%         1.35% 1.35%         1.02% 1.25%         0.88%         0.80%           Loss Allow as % of Loans Current Loss Exposure Coverage Ratio (Adequacy)         2.77%         1.20%         0.91%         0.81%         0.81%         0.41%         0.45%		4.09%	1.45%	1.17%	0.97%	0.92%	1.30%	1.26%	1.58%	1.20%	1.07%	
Direct Loans Indirect Loans         3.14%         1.25%         0.95%         0.73%         0.66%         0.63%         1.35%         1.00%         0.87%         0.74%           Indirect Loans         0.00%         1.41%         1.25%         0.87%         0.89%         0.84%         0.63%         1.22%         1.25%         0.95%         0.74%           Loss Allow as % of Loans         2.77%         1.20%         0.91%         0.81%         0.81%         1.34%         1.27%         1.29%         0.95%         0.87%         0.82%           Current Loss Exposure         1.49%         0.60%         0.47%         0.45%         0.41%         0.45%         0.45%         0.65%         0.49%         0.47%         0.42%           Coverage Ratio (Adequacy)         1.9         2.0         1.9         1.8         2.0         2.9         2.8         2.0         1.9         1.9         2.0           EARNINGS           Gross Asset Yield         4.88%         4.66%         4.28%         4.21%         4.49%         4.91%         4.84%         4.67%         4.32%         4.26%         4.43%           Cost of Funds         0.51%         0.78%         0.82%         0.92%         1.29% <td></td>												
Indirect Loans         0.00%         1.41%         1.25%         0.87%         0.89%         0.84%         0.86%         1.22%         1.25%         0.95%         0.90%           Loss Allow as % of Loans         2.77%         1.20%         0.91%         0.81%         0.81%         1.34%         1.27%         1.29%         0.95%         0.87%         0.82%           Current Loss Exposure         1.49%         0.60%         0.47%         0.45%         0.41%         0.45% <td></td>												
Current Loss Exposure Coverage Ratio (Adequacy)       1.49%       0.60%       0.47%       0.45%       0.41%       0.45%       0.45%       0.45%       0.49%       0.47%       0.42%         Coverage Ratio (Adequacy)       1.9       2.0       1.9       1.8       2.0       2.9       2.8       2.0       1.9       1.9       2.0       2.0         EARNINGS       Earning       4.88%       4.66%       4.28%       4.21%       4.49%       4.91%       4.84%       4.67%       4.32%       4.26%       4.43%         Gross Asset Yield       0.51%       0.78%       0.82%       0.92%       1.29%       1.95%       1.84%       0.76%       0.81%       0.87%       1.19%         Gross Interest Margin       4.38%       3.88%       3.46%       3.29%       3.20%       2.95%       3.00%       3.91%       3.50%       3.39%       3.25%         Provision Expense       0.33%       0.29%       0.27%       0.25%       0.30%       0.60%       0.56%       0.29%       0.27%       0.26%       0.29%         Net Interest Margin       4.05%       3.59%       3.19%       3.04%       2.90%       2.35%       2.44%       3.62%       3.23%       3.13%       2.96% <td>Indirect Loans</td> <td>0.00%</td> <td></td> <td></td> <td>0.87%</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	Indirect Loans	0.00%			0.87%							
Coverage Ratio (Adequacy)         1.9         2.0         1.9         1.8         2.0         2.9         2.8         2.0         1.9         1.9         2.0           EARNINGS           Gross Asset Yield         4.88%         4.66%         4.28%         4.21%         4.49%         4.91%         4.84%         4.67%         4.32%         4.26%         4.43%           Cost of Funds         0.51%         0.78%         0.82%         0.92%         1.29%         1.95%         1.84%         0.76%         0.81%         0.87%         1.19%           Gross Interest Margin         4.38%         3.88%         3.46%         3.29%         3.20%         2.95%         3.00%         3.91%         3.50%         3.39%         3.25%           Provision Expense         0.33%         0.29%         0.27%         0.25%         0.30%         0.60%         0.56%         0.29%         0.27%         0.26%         0.29%           Net Interest Margin         4.05%         3.59%         3.19%         3.04%         2.90%         2.35%         2.44%         3.62%         3.23%         3.13%         2.96%												
Gross Asset Yield         4.88%         4.66%         4.28%         4.21%         4.49%         4.91%         4.84%         4.67%         4.32%         4.26%         4.43%           Cost of Funds         0.51%         0.78%         0.82%         0.92%         1.29%         1.95%         1.84%         0.76%         0.81%         0.87%         1.19%           Gross Interest Margin         4.38%         3.88%         3.46%         3.29%         3.20%         2.95%         3.00%         3.91%         3.50%         3.39%         3.25%           Provision Expense         0.33%         0.29%         0.27%         0.25%         0.30%         0.60%         0.56%         0.29%         0.27%         0.26%         0.29%           Net Interest Margin         4.05%         3.59%         3.19%         3.04%         2.90%         2.35%         2.44%         3.62%         3.23%         3.13%         2.96%												
Cost of Funds         0.51%         0.78%         0.82%         0.92%         1.29%         1.95%         1.84%         0.76%         0.81%         0.87%         1.19%           Gross Interest Margin         4.38%         3.88%         3.46%         3.29%         3.20%         2.95%         3.00%         3.91%         3.50%         3.39%         3.25%           Provision Expense         0.33%         0.29%         0.27%         0.25%         0.30%         0.60%         0.56%         0.29%         0.27%         0.29%           Net Interest Margin         4.05%         3.59%         3.19%         3.04%         2.90%         2.35%         2.44%         3.62%         3.23%         3.13%         2.96%	EARNINGS											
Gross Interest Margin         4.38%         3.88%         3.46%         3.29%         3.20%         2.95%         3.00%         3.91%         3.50%         3.39%         3.25%           Provision Expense         0.33%         0.29%         0.27%         0.25%         0.30%         0.60%         0.56%         0.29%         0.27%         0.29% <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>												
Provision Expense         0.33%         0.29%         0.27%         0.25%         0.30%         0.60%         0.56%         0.29%         0.27%         0.29%           Net Interest Margin         4.05%         3.59%         3.19%         3.04%         2.90%         2.35%         2.44%         3.62%         3.23%         3.13%         2.96%												
Net Interest Margin         4.05%         3.59%         3.19%         3.04%         2.90%         2.35%         2.44%         3.62%         3.23%         3.13%         2.96%	5											
Non-Interest Income 0.49% 0.54% 0.78% 0.98% 1.12% 1.01% 1.02% 0.54% 0.76% 0.88% 1.06%	· · · · · · · · · · · · · · · · · · ·			3.19%	3.04%				3.62%			
	Non-Interest Income	0.49%	0.54%	0.78%	0.98%	1.12%	1.01%	1.02%	0.54%	0.76%	0.88%	1.06%
Non-Interest Expense         4.72%         3.89%         3.46%         3.51%         3.52%         2.86%         2.95%         3.94%         3.51%         3.52%           Net Operating Expense         4.24%         3.35%         2.67%         2.52%         2.40%         1.85%         1.94%         3.41%         2.75%         2.63%         2.45%												
Net Operating Expense         4.24%         5.55%         2.07%         2.52%         2.40%         1.65%         1.94%         5.41%         2.75%         2.65%         2.43%           Net Operating Return         -0.19%         0.24%         0.52%         0.51%         0.51%         0.51%         0.22%         0.48%         0.50%         0.50%												
Non-recurring Inc(Exp).         0.81%         0.06%         0.02%         0.01%         0.02%         0.04%         0.04%         0.11%         0.03%         0.02%         0.02%												
Net Income.         0.63%         0.30%         0.53%         0.53%         0.52%         0.55%         0.54%         0.32%         0.51%         0.52%         0.52%												
Return on Net Worth.         -0.9%         1.4%         3.9%         4.1%         4.4%         4.7%         4.6%         1.2%         3.6%         3.8%         4.3%	Return on Net Worth.	-0.9%	1.4%	3.9%	4.1%	4.4%	4.7%	4.6%	1.2%	3.6%	3.8%	4.3%

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Avg Borrowings Rate

4.00%

6.90%

7.28%

5.86%

MERIDIAN ECONOMICS Trusted Insight, Effective Solutions



**Business & Industry Consulting** Strategic Solutions **Financial Investments** \$50-100 \$2-10 \$10-50 \$100-500 \$500> <\$10 <\$50 <\$100 <\$500 <\$2 Millior Million Million Million TOTAL Million Million Million Million 01-2024 <Million Million PORTFOLIO ANALYTICS **Cash and Investments** Cash & CE as Pct of Assets 26% 13% 10% 10% 9% 9% 9% 14% 10% 10% 10% Investments as Pct of Asset 27% 33% 35% 30% 21% 16% 17% 32% 34% 32% 24% 23.1% 42.2% 31.5% 24.9% 21.2% 15.6% 13.7% 25.6% 17.5% 13.7% Short-term Funding Ratio 13.1% Avg Cash & Investment Rat 2.82% 2.93% 2.77% 2.86% 2.86% 3.45% 3.34% 2.92% 2.79% 2.82% 2.85% Loan Portfolio Total Loan Growth-Annl -9.5% -13.9% -14.2% -13.4% -4.0% 0.4% -0.5% -13.6% -14.1% -13.7% -6.2% Consumer Loan Growth-Ar -8.2% -12.9% 284.7% -31.0% -4.2% -4.9% 223.7% 71.8% -8.6% -15.1% -6.5% Mortgage Loan Growth-An -131.1% -27.6% -216.3% -10.8% 31.5% 4.1% 3.4% -97.3% -214.6% -116.6% -3.0% \$6,758 \$7,250 \$11,223 \$18,062 \$4,458 \$6,037 \$10,061 Avg Loan Balance \$9.419 \$3.899 \$21.040 \$9.267 Avg Loan Rate 7.19% 6.27% 5.78% 5.48% 5.61% 5.68% 5.67% 6.33% 5.84% 5.63% 5.61% Avg Loan Yield, net 6.50% 4.88% 5.73% 5.27% 5.03% 5.14% 4.84% 5.78% 5.33% 5.16% 5.15% Credit Mitigation-**Delinguency Rates-**Credit Cards 9.44% 2.12% 1.74% 1.26% 1.20% 2.08% 2.02% 2.23% 1.76% 1.46% 1.25% New Vehicle Loans 2.36% 0.59% 0.52% 0.39% 0.38% 0.47% 0.46% 0.68% 0.54% 0.46% 0.40% Used Vehicle Loans 3.59% 1.68% 1.22% 0.95% 0.94% 0.97% 0.97% 0.08% 0.01% 0.07% 0.20% 0.79% Total Vehicle Loans 3.13% 1.25% 0.97% 0.76% 0.77% 0.79% 1.35% 1.02% 0.88% 0.80% Real Estate Loans 0.85% 0.69% 0.41% 0.50% 0.49% 0.97% 0.70% 0.57% 0.44% 18.96% 0.51% **Total Loan Delinquency** 3.32% 1.35% 0.96% 0.77% 0.64% 0.79% 0.78% 1.00% 0.87% 0.69% 0.78% Net Charge-off Rates-**Credit Cards** -0.86% 1.14% 1.49% 1.78% 2.34% 5.44% 5.21% 1.11% 1.47% 1.66% 2.20% New Vehicle Loans 0.08% 0.00% 0.43% 0.39% 0.68% 0.47% 0.41% 0.13% 0.12% 0.24% 0.54% Used Vehicle Loans 1.15% 0.33% 0.49% 0.61% 0.73% 1.11% 1.03% 1.78% 1.29% 1.11% 0 98% Total Vehicle Loans 0.77% 0.23% 0.34% 0.45% 0.58% 0.86% 0.81% 0.26% 0.33% 0.39% 0.53% Non-Comml RE Loans 0.00% -0.02% 0.02% 0.02% 0.01% 0.01% 0.01% -0.02% 0.02% 0.02% 0.01% **Total Net Charge-offs** 0.92% 0.60% 0.41% 0.45% 0.48% 0.85% 0.80% 0.43% 0.44% 0.47% 0.80% "Misery" Indices-8.58% 3.26% 3.23% 3.04% 3.54% 7.52% 7.23% 3 34% 3.23% 3.12% 3.45% Credit Cards New Vehicle Loans 2.49% 0.67% 0.52% 0.51% 0.62% 0.90% 0.85% 1.36% 1.08% 0.93% 0.81% Used Vehicle Loans 4.74% 2.01% 1.71% 1.67% 2.08% 2.00% 1.87% 1.30% 1.18% 1.18% 1.56% Total Vehicle Loans 3.90% 1.48% 1.31% 1.21% 1.35% 1.65% 1.60% 1.61% 1.35% 1.28% 1.33% Non-Comml RE Loans 18.96% 0.83% 0.71% 0.53% 0.42% 0.51% 0.50% 0.95% 0.72% 0.59% 0.45% Total "Misery" Index 4.24% 1.95% 1.37% 1.22% 1.12% 1.64% 1.58% 1.43% 1.31% 1.16% 1.58% Fundng Portfolio Share Growth YTD-Annl -1.3% -7.8% -5.7% -3.9% 7.7% 12.5% 11.3% -7.4% -5.8% -4.8% 4.5% Chkg & Savings YTD-Annl -4.0% -11.0% 3.8% -7.7% 0.5% -8.0% -7.2% 8.9% 7.3% -10.5% -8.3% Term CDs Growth YTD 57.8% 14.2% 17.1% 19.8% 27.1% 28.4% 28.1% 14.1% 16.9% 18.6% 25.5% Total Funding Growth YTD -1.3% -8.1% -6.2% -4.4% 0.1% 10.7% 9.0% -7.7% -6.4% -5.3% -1.3% Avg Share Balance per Mb \$2,561 \$5,406 \$9,143 \$10,555 \$12,455 \$14,262 \$13,789 \$5,062 \$8,467 \$9,506 \$11,561 Avg Share Balance \$11,291 \$14,683 \$6,450 \$11,297 \$15,201 \$24,817 \$21,823 \$14,417 \$6,824 \$8,735 \$12,833 Avg Share Rate 0.93% 0.65% 0.95% 0.95% 1.06% 1.49% 2.35% 2.20% 0.95% 1.01% 1.37% Core as Pct of Total Shares 92% 83% 74% 69% 60% 47% 49% 83% 75% 72% 63% Term CDs as Pct of Shares 5% 12% 15% 16% 21% 28% 27% 11% 14% 15% 20% Non-Member Deposit Ratio 1.5% 1.3% 1.2% 1.6% 1.5% 1.4% 1.4% 1.3% 1.2% 1.4% 1.5% Borrowings/Total Funding 0.4% 0.3% 0.3% 0.6% 2.6% 7.1% 6.4% 0.3% 0.3% 0.4% 2.1% Borrowings Growth YTD 0.0% -86.2% -150.3% -69.0% -166.2% -11.6% -22.5% -81.8% -143.0% -92.1% -163.1%

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RESOURCES

Business & Industry Consu	ting	Market Ana	lysis	Strategic So	lutions	Financial Inv	vestments	Risk Mar	agement	Regulato	ory Expert
	<\$2	\$2-10	\$10-50	\$50-100	\$100-500	\$500>		<\$10	<\$50	<\$100	<\$500
Q1-2024	Million	Million	<million< td=""><td>Million</td><td>Million</td><td>Million</td><td>TOTAL</td><td>Million</td><td>Million</td><td>Million</td><td>Million</td></million<>	Million	Million	Million	TOTAL	Million	Million	Million	Million
Net Operating Profitability	/-										
Earning Asset/Funding	122%	118%	111%	109%	108%	114%	114%	119%	112%	111%	109%
Non-Int Inc-to-Total Revenu	9%	10%	16%	19%	20%	17%	17%	10%	15%	17%	19%
Net Op Cash Flow (YTD-\$Mil	\$2	\$9	\$225	\$489	\$5,639	\$48,687	\$55,063	\$11	\$236	\$725	\$6,364
Average Loan Balance Average Share Balance	\$6,758 \$2,409	\$9,419 \$4,248	\$3,899 \$5,621	\$7,250 \$6,010	\$11,223 \$6,531	\$21,040 \$7,023	\$18,062 \$6,908	\$9,267 \$4,058	\$4,458 \$5,414	\$6,037 \$5,728	\$10,061 \$6,311
Loan Yield (ROA)	3.42%	3.32%	3.05%	3.09%	3.64%	4.06%	3.98%	3.32%	3.08%	3.09%	3.50%
Investment Yield (ROA)	1.46%	1.34%	1.22%	1.12%	0.85%	0.85%	0.86%	1.35%	1.24%	1.17%	0.93%
Shares/Funding	99.6%	99.7%	99.7%	99.4%	97.4%	92.9%	93.6%	99.7%	99.7%	99.6%	97.9%
Net Operating Return per	ETE										
Interest Income per FTE	\$51,064	\$70,623	\$186,794	\$194,602	\$214,151	\$345,797	\$316,674	\$68,879	\$156,491	\$175,111	\$203,149
Avg Interest Exp per FTE	\$5,311	\$11,826	\$35,789	\$42,406	\$61,548	\$137,543	\$120,547	\$11,245	\$29,481	\$35,796	\$54,291
Gross Interest Inc per FTE	\$45,753	\$58,797	\$151,006	\$152,196	\$152,603	\$208,254	\$196,128	\$57,634	\$127,010	\$139,315	\$148,858
Provisions per FTE	\$3,404	\$4,331	\$11,702	\$11,755	\$14,397	\$42,248	\$36,344	\$4,248	\$9,787	\$10,748	\$13,369
Net Interest Income per FTE	\$42,349	\$54,466	\$139,303	\$140,442	\$138,205	\$166,006	\$159,784	\$53,386	\$117,223	\$128,567	\$135,489
Non-Interest Income per FT	\$5,106	\$8,162	\$34,267	\$45,385	\$53,598	\$70,999	\$66,439	\$7,889	\$27,488	\$36,232	\$48,704
Avg Operating Exp per FTE	\$49,396	\$58,946	\$151,027	\$162,033	\$167,806	\$201,347	\$193,120	\$58,095	\$127,144	\$144,189	\$161,150
Net Operating Exp per FTE	\$44,289	\$50,785	\$116,760	\$116,647	\$114,207	\$130,348	\$126,681	\$50,206	\$99,656	\$107,957	\$112,446
Avg Net Op Return per FT	\$ (1,940)	\$3,681	\$22,544	\$23,795	\$23,998	\$35,658	\$33,102	\$3,180	\$17,567	\$20,610	\$23,043
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		<b>-</b>									
Revenue/Operating Expens	se Assessme	nt									
Revenue-	656 470	670 704	6224.064	¢220.000	6267 740	6446 707	6202.442	A76 760	64.02.070	6244 242	¢254.052
Avg Revenue per FTE - Total Revenue Ratio	\$56,170 5.37%	\$78,784 5.20%	\$221,061 5.06%	\$239,988 5.19%	\$267,749 5.62%	\$416,797 5.91%	\$383,113 5.85%	\$76,768 5.21%	\$183,979 5.07%	\$211,343 5.14%	\$251,853 5.50%
I	5.5770	5.20%	5.00%	5.1970	5.0270	5.51/0	3.8370	5.21/0	5.0770	5.1470	5.50%
Operating Expenses-	4	4	4	4	4	4	4	4		4	4
Avg Revenue per FTE	\$58,111	\$75,103	\$198,518	\$216,193	\$243,751	\$381,138	\$350,011	\$73,588	\$166,412	\$190,733	\$228,810
- Total Revenue Ratio	5.56%	4.95%	4.54%	4.68%	5.11%	5.41%	5.35%	4.99%	4.59%	4.64%	4.99%
Avg Comp & Benefits per F	\$22,587	\$29,965	\$70,423	\$76,527	\$84,498	\$107,955	\$102,217	\$29,307	\$59,857	\$68,001	\$79,849
- C & B Exp Ratio	2.16%	1.98%	1.61%	1.66%	1.77%	1.53%	1.56%	1.99%	1.65%	1.65%	1.74%
- Pct of Total Op Expense	46%	51%	47%	47%	50%	54%	53%	50%	47%	47%	50%
<ul> <li>FTE-to-Ops (Staff Eff)</li> <li>Full-time Equivalents</li> </ul>	2.00 235	1.15 2,402	0.34 7,623	0.30 9,801	0.25 51,121	0.16 277,411	0.18 348,592	1.20 2,637	0.42 10,259	0.35 20,060	0.27 71,181
- Pct Part-time Employee	76%	74%	16%	9%	7%	4%	548,592 6%	74%	35%	20,000	12%
	Ć1F 490	615 224	¢40.407	\$42,651	¢41 CO7	ć 47.020	64C 427	Ć1F 220	622.004	620.200	\$40.CC2
Avg Occ & Ops Exp per FTE - Occup & Ops Exp Ratio	\$15,489 1.48%	\$15,324 1.01%	\$40,407 0.92%	\$42,651 0.92%	\$41,627 0.87%	\$47,929 0.68%	\$46,427 0.71%	\$15,339 1.04%	\$33,964 0.94%	\$38,208 0.93%	\$40,663 0.89%
- Pct of Total Op Expense	31%	26%	27%	26%	25%	24%	24%	26%	27%	26%	25%
Avg All Other Exp per FTE	\$11,319	\$13,658	\$40,197	\$42,855	\$41,682	\$45,463	\$44,476	\$13,450	\$33,323	\$37,980	\$40,638
- All Other Expense Ratio	1.08%	0.90%	0.92%	,42,855 0.93%	0.87%	345,465 0.64%	0.68%	0.91%	,555,525 0.92%	0.92%	0.89%
- Pct of Total Op Expense	23%	23%	27%	26%	25%	23%	23%	23%	26%	26%	25%
Membership Outreach-		=	0.00/	0.001	2.00/	2.10	0.001	= =0(	0.00/	0.50/	2.444
Members-to-Potential Members-to-FTEs	11.9% 319	5.3% 227	2.8% 410	2.2% 378	2.0% 335	3.1% 417	2.9% 402	5.7% 235	3.0% 365	2.5% 371	2.1% 345
Borrower-to-Members	22.7%	36.8%	141.8%	93.4%	81.9%	57.5%	63.2%	34.9%	115.5%	98.7%	81.6%
Branches	279	680	1,748	1,442	4,691	12,469	21,308	958	2,706	4,148	8,839
Members per Branch	269	802	1,786	2,571	3,651	9,279	6,584	647	1,383	1,796	2,781
Avg Accts per Member	1.0	1.1	1.5	1.5	1.6	1.7	1.7	1.1	1.4	1.4	1.5
Avg Loans per Member	0.2	0.4	1.4	0.9	0.8	0.6	0.6	0.4	1.2	1.1	0.9
Avg 1 Loan for every XX.X I	4.4	2.7	0.7	1.1	1.2	1.7	1.6	2.8	0.8	0.9	1.1
Avg Savings per Member Avg 1 Savings for every XX.	1.1	1.3	1.6	1.8	1.9	2.0	2.0	1.2	1.6	1.7	1.8
Avg I Savings for every XX.	0.936388	0.7851386	0.014/0258	0.5093281	0.52438176	0.49238191	0.50097962	0.8007853	0.03931/3	0.6024554	0.5458216



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Business & Industry Consulting		Market Analysis		Strategic Solutions		Financial Investments		Risk Management		Regulatory Expert	
Q1-2024	<\$2 Million	\$2-10 Million	\$10-50 <million< th=""><th>\$50-100 Million</th><th>\$100-500 Million</th><th>\$500&gt; Million</th><th>TOTAL</th><th>&lt;\$10 Million</th><th>&lt;\$50 Million</th><th>&lt;\$100 Million</th><th>&lt;\$500 Million</th></million<>	\$50-100 Million	\$100-500 Million	\$500> Million	TOTAL	<\$10 Million	<\$50 Million	<\$100 Million	<\$500 Million
NET INFRASTRUCTURE COST	Г:										
Fee Income	0.49%	0.54%	0.78%	0.98%	1.12%	1.01%	1.02%	0.54%	0.76%	0.88%	1.06
Compensation & Benefits	2.16%		1.61%	1.66%	1.77%	1.53%	1.56%	1.99%	1.65%	1.65%	1.74
Travel & Conference Office Occupancy	0.05% 0.24%		0.03% 0.20%	0.03% 0.22%	0.03% 0.22%	0.02% 0.17%	0.02% 0.17%	0.02% 0.17%	0.03% 0.20%	0.03% 0.21%	0.03
Office Operations	1.24%		0.72%	0.70%	0.65%	0.51%	0.54%	0.87%	0.74%	0.72%	0.67
Educational & Promo Loan Servicing	0.05% 0.15%		0.07% 0.18%	0.08% 0.23%	0.11% 0.24%	0.10% 0.18%	0.10% 0.19%	0.03% 0.14%	0.06% 0.18%	0.07% 0.21%	0.10 0.23
Professional & Outside Sv	0.15%		0.18%	0.23%	0.24%	0.18%	0.19%	0.14%	0.18%	0.21%	0.23
Member Insurance	0.05%	0.01%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.00%	0.00%	0.00
Operating Fees	0.07%	0.02%	0.02%	0.02%	0.02%	0.01%	0.01%	0.02%	0.02%	0.02%	0.02
Miscellaneous	0.23%	0.16%	0.12%	0.07%	0.07%	0.10%	0.09%	0.17%	0.12%	0.10%	0.0
Total Ops Expense	4.72%	3.89%	3.46%	3.51%	3.52%	2.86%	2.95%	3.94%	3.51%	3.51%	3.5
Net Operating Expense	4.24%	3.35%	2.67%	2.52%	2.40%	1.85%	1.94%	3.41%	2.75%	2.63%	2.45

# NET INFRASTRUCTURE COST PER FULL-TIME EQUIVALENT

Fee Income	\$5,106	\$8,162	\$34,267	\$45,385	\$53,598	\$70,999	\$66,439	\$7,889	\$27,488	\$36,232	\$48,704
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Compensation & Benefits	\$22,587	\$29,965	\$70 <i>,</i> 423	\$76 <i>,</i> 527	\$84,498	\$107 <i>,</i> 955	\$102,217	\$29 <i>,</i> 307	\$59 <i>,</i> 857	\$68,001	\$79,849
Travel & Conference	\$511	\$333	\$1,207	\$1,510	\$1,643	\$1,341	\$1,377	\$349	\$986	\$1,242	\$1,530
Office Occupancy	\$2,553	\$2,498	\$8,816	\$10,163	\$10,563	\$11,636	\$11,303	\$2,503	\$7,194	\$8,644	\$10,022
Office Operations	\$12,936	\$12,825	\$31,591	\$32 <i>,</i> 488	\$31,064	\$36,293	\$35,124	\$12,835	\$26,771	\$29 <i>,</i> 564	\$30,641
Educational & Promo	\$511	\$500	\$2,991	\$3 <i>,</i> 837	\$5 <i>,</i> 086	\$7 <i>,</i> 339	\$6,759	\$501	\$2 <i>,</i> 351	\$3 <i>,</i> 077	\$4,520
Loan Servicing	\$1,617	\$2,165	\$8,081	\$10,734	\$11,424	\$12 <i>,</i> 833	\$12 <i>,</i> 370	\$2,116	\$6 <i>,</i> 548	\$8 <i>,</i> 593	\$10,626
Professional & Outside Sv	\$5,106	\$7 <i>,</i> 662	\$21 <i>,</i> 673	\$22 <i>,</i> 570	\$19,170	\$16,394	\$17,029	\$7 <i>,</i> 434	\$18,013	\$20,240	\$19,472
Member Insurance	\$511	\$167	\$157	\$82	\$86	\$72	\$80	\$197	\$168	\$126	\$97
Operating Fees	\$681	\$333	\$892	\$775	\$728	\$634	\$654	\$364	\$756	\$766	\$738
Miscellaneous	\$2 <i>,</i> 383	\$2 <i>,</i> 498	\$5 <i>,</i> 195	\$3 <i>,</i> 347	\$3,545	\$6 <i>,</i> 849	\$6 <i>,</i> 208	\$2 <i>,</i> 488	\$4,499	\$3 <i>,</i> 936	\$3,655
Total Ops Expense	\$49,396	\$58,946	\$151,027	\$162,033	\$167,806	\$201,347	\$193,120	\$58,095	\$127,144	\$144,189	\$161,150
Net Operating Expense	\$44,289	\$50,785	\$116,760	\$116,647	\$114,207	\$130,348	\$126,681	\$50,206	\$99,656	\$107,957	\$112,446

#### ALL ALLOCATION OF OPERATING EXPENSES

Compensation & Benefits	45.7%	50.8%	46.6%	47.2%	50.4%	53.6%	52.9%	50.4%	47.1%	47.2%	49.5%
Travel & Conference	1.0%	0.6%	0.8%	0.9%	1.0%	0.7%	0.7%	0.6%	0.8%	0.9%	0.9%
Office Occupancy	5.2%	4.2%	5.8%	6.3%	6.3%	5.8%	5.9%	4.3%	5.7%	6.0%	6.2%
Office Operations	26.2%	21.8%	20.9%	20.1%	18.5%	18.0%	18.2%	22.1%	21.1%	20.5%	19.0%
Educational & Promo	1.0%	0.8%	2.0%	2.4%	3.0%	3.6%	3.5%	0.9%	1.8%	2.1%	2.8%
Loan Servicing	3.3%	3.7%	5.4%	6.6%	6.8%	6.4%	6.4%	3.6%	5.2%	6.0%	6.6%
Professional & Outside Sv	10.3%	13.0%	14.4%	13.9%	11.4%	8.1%	8.8%	12.8%	14.2%	14.0%	12.1%
Member Insurance	1.0%	0.3%	0.1%	0.1%	0.1%	0.0%	0.0%	0.3%	0.1%	0.1%	0.1%
Operating Fees	1.4%	0.6%	0.6%	0.5%	0.4%	0.3%	0.3%	0.6%	0.6%	0.5%	0.5%
Miscellaneous	4.8%	4.2%	3.4%	2.1%	2.1%	3.4%	3.2%	4.3%	3.5%	2.7%	2.3%
Total Ops Expense	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%