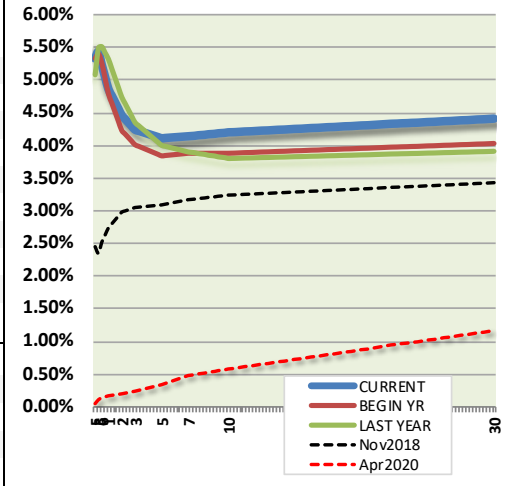


**19 JULY 2024**

BENCHMARK INTEREST RATES AND YIELD CURVE	US Treasury Rates-				CHANGES SINCE			YIELD CURVE ASSESSMENT
	THIS WK	LAST MO	YR END	LAST YR	This Yr	Last Yr	This Cycle*	
	7/18/24	6/18/24	12/31/23	7/18/23				
Prime	8.50%	8.50%	8.50%	8.50%	0.00%	0.00%	5.25%	 <p>The chart shows the yield curve assessment from 0% to 6.00% on the y-axis and maturity from 1 to 30 years on the x-axis. It compares the current yield curve (solid blue line), the beginning of the year (solid red line), and the last year (solid green line). It also includes dashed lines for Nov 2018 and Apr 2020. The current curve is inverted, with short-term rates higher than long-term rates.</p>
Fed Funds	5.33%	5.33%	5.33%	5.08%	0.00%	0.25%	5.28%	
3mo	5.43%	5.50%	5.40%	5.49%	0.03%	-0.06%	5.32%	
6mo	5.23%	5.37%	5.26%	5.51%	-0.03%	-0.28%	5.09%	
1yr	4.86%	5.09%	4.79%	5.32%	0.07%	-0.46%	4.69%	
2yr	4.46%	4.69%	4.23%	4.74%	0.23%	-0.28%	4.26%	
3yr	4.24%	4.43%	4.01%	4.35%	0.23%	-0.11%	4.00%	
5yr	4.11%	4.24%	3.84%	4.00%	0.27%	0.11%	3.77%	
7yr	4.14%	4.22%	3.88%	3.90%	0.26%	0.24%	3.66%	
10yr	4.20%	4.22%	3.88%	3.80%	0.32%	0.40%	3.62%	
30yr	4.41%	4.36%	4.03%	3.91%	0.38%	0.50%	3.24%	
<b>Slope of the Yield Curve-</b>								
2yr-3mo	-0.97%	-0.81%	-1.17%	-0.75%	0.20%	-0.22%	-1.60%	
5yr-2yr	-0.35%	-0.45%	-0.39%	-0.74%	0.04%	0.39%	-0.46%	
10yr-5yr	0.09%	-0.02%	0.04%	-0.20%	0.05%	0.29%	-0.06%	
10yr-3mo	-1.23%	-1.28%	-1.52%	-1.69%	0.29%	0.46%	-2.12%	

\*Since Mar 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.

### Key Economic Indicators for Banks, Thrifts & Credit Unions-

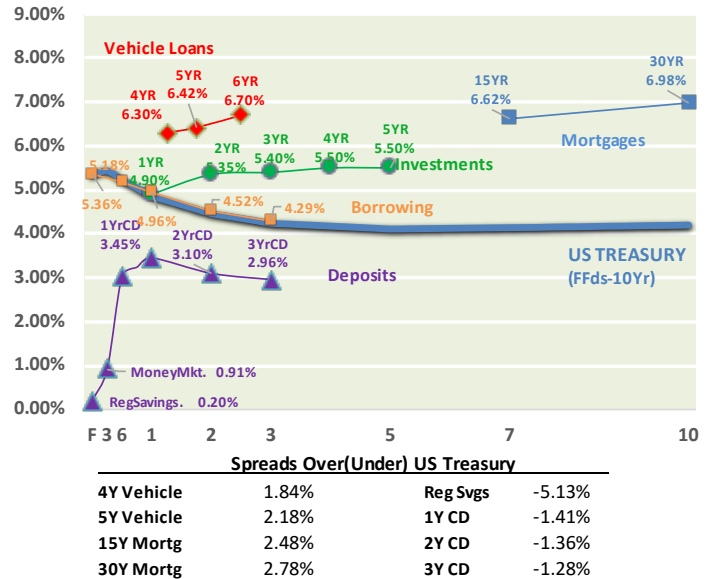
		LATEST	CURRENT	PREV
GDP	QoQ	Q1-24 Final	1.4%	3.4%
GDP - YTD	Annl	Q1-24 Final	1.4%	3.2%
Consumer Spending	QoQ	Q1-24 Final	1.5%	3.3%
Consumer Spending YTD	Annl	Q1-24 Final	1.5%	2.8%
Unemployment Rate	Mo	June	4.1%	4.0%
Underemployment Rate	Mo	June	7.4%	7.4%
Participation Rate	Mo	June	62.6%	62.5%
Wholesale 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 CHANGES	
	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%

**AVERAGE CREDIT UNION RATES, RATE SENSITIVITIES AND RELATIVE VALUE**

	THIS WK	CHANGE IN MARKET RATES SINCE			Rate Sen
	7/18/24	YTD	Nov18 High	2020 Low	2020Low
Classic CC	13.31%	0.21%	1.62%	2.27%	<b>43%</b>
Platinum CC	12.85%	0.20%	2.58%	3.49%	<b>66%</b>
48mo Veh	6.30%	-0.13%	2.64%	3.06%	<b>72%</b>
60mo Veh	6.42%	-0.13%	2.65%	3.07%	<b>77%</b>
72mo Veh	6.70%	-0.13%	2.58%	3.03%	<b>75%</b>
HE LOC	8.47%	0.03%	2.91%	4.24%	<b>81%</b>
10yr HE	7.61%	0.02%	2.09%	2.51%	<b>67%</b>
15yr FRM	6.62%	0.84%	2.04%	3.30%	<b>90%</b>
30yr FRM	6.98%	0.60%	1.92%	3.27%	<b>90%</b>
Sh Drafts	0.10%	0.01%	-0.04%	-0.02%	<b>0%</b>
Reg Svgs	0.20%	0.01%	0.01%	0.05%	<b>1%</b>
MMkt-10k	0.91%	0.03%	0.43%	0.59%	<b>11%</b>
MMkt-50k	1.22%	0.04%	0.57%	0.77%	<b>15%</b>
6mo CD	3.03%	0.24%	2.00%	2.44%	<b>48%</b>
1yr CD	3.45%	0.09%	1.94%	2.60%	<b>55%</b>
2yr CD	3.10%	0.04%	1.25%	2.06%	<b>48%</b>
3yr CD	2.96%	0.03%	0.90%	1.79%	<b>45%</b>



**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.

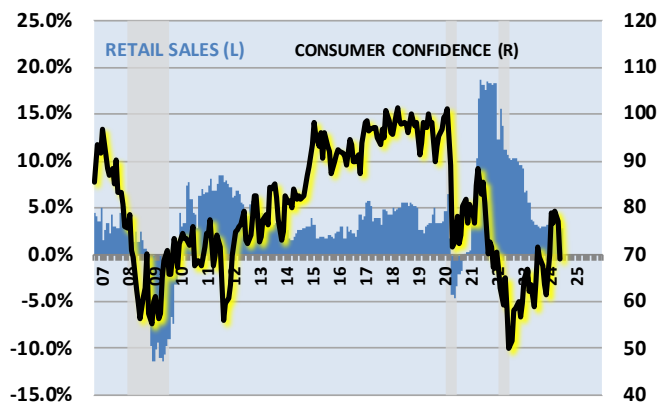
**ECONOMIC RELEASES**

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 Utilization (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





**ECONOMIC CALENDAR**

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

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

**ECONOMIC FORECAST**
**JUNE 2024**

	2023			2024				2025			
	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 - (QoC)	3.3%	5.8%	4.2%	1.2%	0.4%	1.3%	0.7%	0.6%	0.4%	0.4%	0.4%
Government Spending - (YTD)	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 & VEHICLE LOAN MARKETS**
**Home Sales-**

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-**

Single Family Homes (Mils)	1.239	1.165	1.034	0.967	1.082	1.246	1.221	1.126	1.324	1.351	1.295
Purchase Apps (Mils)	0.948	0.913	0.804	0.708	0.806	0.906	0.852	0.729	0.913	0.924	0.868
Refinancing Apps (Mils)	0.291	0.252	0.230	0.259	0.276	0.340	0.369	0.397	0.411	0.427	0.427
Refi Apps Share	23%	22%	22%	27%	26%	27%	30%	35%	31%	32%	33%

**Vehicle Sales-**

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
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**MARKET RATE OUTLOOK**
**Benchmark Rates-**

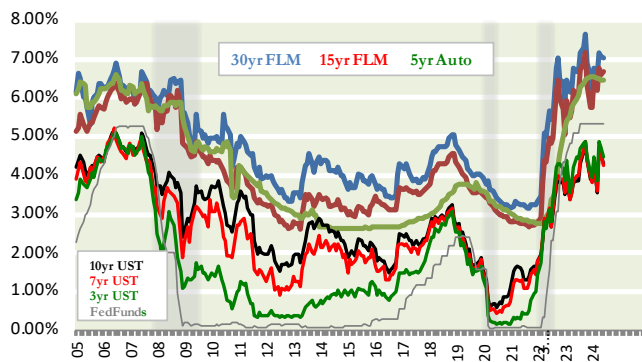
Prime	8.2%	8.5%	8.5%	8.5%	8.5%	8.5%	8.3%	8.3%	8.1%	8.1%	8.1%
Fed Funds	5.1%	5.4%	5.4%	5.4%	5.4%	5.4%	5.2%	5.2%	5.2%	5.0%	5.0%
3yr UST	4.6%	4.5%	3.9%	4.6%	4.7%	4.7%	4.6%	4.6%	4.5%	4.4%	4.4%
7yr UST	4.1%	4.4%	4.0%	4.4%	4.6%	4.6%	4.5%	4.5%	4.5%	4.4%	4.3%
10yr UST	3.6%	4.2%	4.4%	4.2%	4.4%	4.3%	4.1%	4.0%	4.0%	3.8%	3.8%

**Market Rates-**

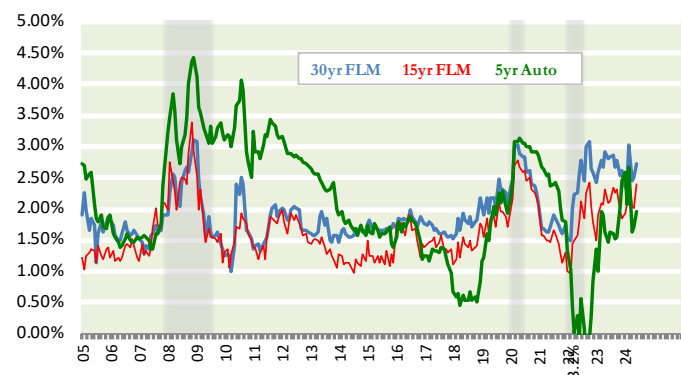
5yr Vehicle Loan Rate	5.8%	6.5%	6.5%	6.6%	6.5%	6.4%	6.4%	6.3%	6.3%	6.3%	6.3%
15yr First-lien Mortgage	6.0%	7.2%	6.4%	6.5%	6.6%	6.5%	6.0%	5.9%	5.6%	5.6%	5.5%
30yr First-lien Mortgage	6.5%	7.0%	7.3%	6.7%	7.0%	6.8%	6.6%	6.4%	6.3%	6.2%	6.0%
Regular Savings Rate	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%
1yr Term Certificate	2.8%	3.2%	3.4%	3.4%	3.4%	3.3%	3.2%	3.1%	3.1%	3.0%	3.0%

**STRATEGIC ASSESSMENT OF RELATIVE VALUE INVESTMENT AND FUNDING OPTIONS**
**RELATIVE VALUE OF MARGINAL INVESTMENT OPTIONS**

"A"-PAPER MARKET RATES



"A"-PAPER PRICING SPREADS



	Current Return	For	Then for the Next	The Net Return Needed to Break-even Against*:								
				30Y FLM	15Y FLM	5Y New	5Y Used	4Y MBS	4Y Call	3Y MBS	3Y Call	
Cash	5.33%	-	-	-	-	-	-	-	-	-	-	-
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 Cost	For	Then for the Next	The Net Cost Needed to Break-even Against*:			
				3Y CD	3Y FHLB	2Y CD	2Y FHLB
Share Draft	0.10%	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

Q1-2024	<\$2 Million	\$2-10 Million	\$10-50 <Million	\$50-100 Million	\$100-500 Million	\$500> Million	TOTAL	<\$10 Million	<\$50 Million	<\$100 Million	<\$500 Million
<b>DEMOGRAPHICS</b>											
Number of Credit Unions	276	636	1,253	622	1,069	717	4,572	912	2,165	2,787	3,856
Average Assets (\$Mil)	\$0.891	\$5.7	\$26.4	\$72.4	\$229.7	\$2,761.3	\$504.7	\$4.2	\$17.0	\$29.4	\$84.9
Pct of Credit Unions	6%	14%	27%	14%	23%	16%	100%	20%	47%	61%	84%
Pct of Industry Assets	0.0%	0.2%	1%	2%	11%	86%	100%	0%	2%	4%	14%
<b>GROWTH RATES (YTD)</b>											
Total Assets	0.8%	-8.1%	-5.9%	-4.6%	6.4%	10.1%	9.1%	-7.5%	-6.1%	-5.3%	3.4%
Total Loans	-9.5%	-13.9%	-14.2%	-13.4%	-4.0%	0.4%	-0.5%	-13.6%	-14.1%	-13.7%	-6.2%
- Direct Loans	-9.5%	-13.8%	-14.3%	-12.2%	-2.9%	2.9%	1.8%	-13.5%	-14.2%	-13.1%	-5.4%
- Indirect Loans	-	-53.3%	-10.3%	-24.9%	-9.7%	-11.4%	-11.4%	-127.3%	-10.7%	-21.9%	-11.0%
- Real Estate Loans	-131%	-27.6%	-216.3%	-10.8%	31.5%	4.1%	3.4%	-97.3%	-214.6%	-116.6%	-3.0%
Total Shares	-1.0%	-6.4%	-4.9%	-3.4%	6.7%	10.4%	9.4%	-6.0%	-5.0%	-4.1%	3.9%
- Checking & Savings	-4.0%	-11.0%	-8.0%	-7.2%	3.8%	8.9%	7.3%	-10.5%	-8.3%	-7.7%	0.5%
- Term CDs	57.8%	14.2%	17.1%	19.8%	27.1%	28.4%	28.1%	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%
<b>BALANCE SHEET ALLOCATION</b>											
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%	25.8%	44.6%	43.9%	41.4%	32.8%
Loans-to-Total Assets	47.0%	52.5%	52.2%	55.8%	64.1%	70.7%	69.4%	52.1%	52.2%	54.2%	61.7%
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%
REL-to-Total Loans	0.7%	6.5%	28.4%	38.8%	47.0%	55.3%	53.9%	6.2%	26.1%	33.3%	44.0%
REL-to-Net Worth	1.6%	19.4%	112.4%	172.0%	267.3%	365.9%	345.2%	18.1%	99.6%	137.9%	231.2%
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%	60.8%	62.7%	71.0%
Chkg & Svgs-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	92.1%	84.2%	79.5%	77.2%	72.1%	65.4%	66.6%	84.7%	80.0%	78.5%	73.7%
Term CDs-to-Total Shares	5.3%	11.9%	14.7%	16.3%	21.4%	28.0%	26.8%	11.5%	14.4%	15.4%	19.9%
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	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	45.6%	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%	22.8%	29.8%	35.9%
<b>LOAN QUALITY</b>											
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%
"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	3.33%	1.23%	0.90%	0.66%	0.59%	0.69%	0.68%	1.33%	0.94%	0.78%	0.63%
Core Net Charge-off Rate	0.75%	0.22%	0.27%	0.30%	0.33%	0.61%	0.58%	0.25%	0.27%	0.29%	0.32%
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	3.14%	1.25%	0.95%	0.73%	0.66%	0.63%	0.63%	1.35%	1.00%	0.87%	0.74%
Indirect Loans	0.00%	1.41%	1.25%	0.87%	0.89%	0.84%	0.86%	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%	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
<b>EARNINGS</b>											
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	<b>4.38%</b>	<b>3.88%</b>	<b>3.46%</b>	<b>3.29%</b>	<b>3.20%</b>	<b>2.95%</b>	<b>3.00%</b>	<b>3.91%</b>	<b>3.50%</b>	<b>3.39%</b>	<b>3.25%</b>
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	<b>4.05%</b>	<b>3.59%</b>	<b>3.19%</b>	<b>3.04%</b>	<b>2.90%</b>	<b>2.35%</b>	<b>2.44%</b>	<b>3.62%</b>	<b>3.23%</b>	<b>3.13%</b>	<b>2.96%</b>
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%	3.51%	3.52%
Net Operating Expense	<b>4.24%</b>	<b>3.35%</b>	<b>2.67%</b>	<b>2.52%</b>	<b>2.40%</b>	<b>1.85%</b>	<b>1.94%</b>	<b>3.41%</b>	<b>2.75%</b>	<b>2.63%</b>	<b>2.45%</b>
<b>Net Operating Return</b>	<b>-0.19%</b>	<b>0.24%</b>	<b>0.52%</b>	<b>0.51%</b>	<b>0.50%</b>	<b>0.51%</b>	<b>0.51%</b>	<b>0.22%</b>	<b>0.48%</b>	<b>0.50%</b>	<b>0.50%</b>
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%

Q1-2024	<\$2 Million	\$2-10 Million	\$10-50 <Million	\$50-100 Million	\$100-500 Million	\$500> Million	TOTAL	<\$10 Million	<\$50 Million	<\$100 Million	<\$500 Million
<b>PORTFOLIO ANALYTICS</b>											
<b>Cash and Investments</b>											
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%
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%
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%
<b>Loan Portfolio</b>											
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-Anr	-8.2%	-12.9%	284.7%	-15.1%	-31.0%	-4.2%	-4.9%	-6.5%	223.7%	71.8%	-8.6%
Mortgage Loan Growth-Anr	-131.1%	-27.6%	-216.3%	-10.8%	31.5%	4.1%	3.4%	-97.3%	-214.6%	-116.6%	-3.0%
Avg Loan Balance	\$6,758	\$9,419	\$3,899	\$7,250	\$11,223	\$21,040	\$18,062	\$9,267	\$4,458	\$6,037	\$10,061
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%	5.73%	5.27%	5.03%	5.14%	4.84%	4.88%	5.78%	5.33%	5.16%	5.15%
<b>Credit Mitigation-</b>											
<b>Delinquency Rates-</b>											
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%
Total Vehicle Loans	3.13%	1.25%	0.97%	0.76%	0.77%	0.79%	0.79%	1.35%	1.02%	0.88%	0.80%
Real Estate Loans	18.96%	0.85%	0.69%	0.51%	0.41%	0.50%	0.49%	0.97%	0.70%	0.57%	0.44%
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%
<b>Net Charge-off Rates-</b>											
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	0.13%	0.08%	0.00%	0.12%	0.24%	0.43%	0.39%	0.68%	0.54%	0.47%	0.41%
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%
<b>"Misery" Indices-</b>											
Credit Cards	8.58%	3.26%	3.23%	3.04%	3.54%	7.52%	7.23%	3.34%	3.23%	3.12%	3.45%
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%	1.56%	1.67%	2.08%	2.00%	1.87%	1.30%	1.18%	1.18%
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%
<b>Fundng Portfolio</b>											
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%	-8.0%	-7.2%	3.8%	8.9%	7.3%	-10.5%	-8.3%	-7.7%	0.5%
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 Mbr	\$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	0.65%	0.95%	0.95%	1.06%	1.49%	2.35%	2.20%	0.93%	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%
Avg Borrowings Rate	4.00%	6.90%	7.28%	5.86%	3.94%	5.31%	5.23%	6.73%	7.22%	6.25%	4.04%



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# RESOURCES

Business & Industry Consulting

Market Analysis

Strategic Solutions

Financial Investments

Risk Management

Regulatory Expert

Q1-2024	<\$2 Million	\$2-10 Million	\$10-50 <Million	\$50-100 Million	\$100-500 Million	\$500+ Million	TOTAL	<\$10 Million	<\$50 Million	<\$100 Million	<\$500 Million
<b>Net Operating Profitability-</b>											
Earning Asset/Funding	122%	118%	111%	109%	108%	114%	114%	119%	112%	111%	109%
Non-Int Inc-to-Total Revenue	9%	10%	16%	19%	20%	17%	17%	10%	15%	17%	19%
Net Op Cash Flow (YTD-\$Mill)	\$2	\$9	\$225	\$489	\$5,639	\$48,687	\$55,063	\$11	\$236	\$725	\$6,364
Average Loan Balance	\$6,758	\$9,419	\$3,899	\$7,250	\$11,223	\$21,040	\$18,062	\$9,267	\$4,458	\$6,037	\$10,061
Average Share Balance	\$2,409	\$4,248	\$5,621	\$6,010	\$6,531	\$7,023	\$6,908	\$4,058	\$5,414	\$5,728	\$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%

<b>Net Operating Return per FTE</b>											
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 FTE	\$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
<b>Avg Net Op Return per FT</b>	<b>\$ (1,940)</b>	<b>\$3,681</b>	<b>\$22,544</b>	<b>\$23,795</b>	<b>\$23,998</b>	<b>\$35,658</b>	<b>\$33,102</b>	<b>\$3,180</b>	<b>\$17,567</b>	<b>\$20,610</b>	<b>\$23,043</b>

<b>Revenue/Operating Expense Assessment</b>											
<b>Revenue-</b>											
Avg Revenue per FTE	\$56,170	\$78,784	\$221,061	\$239,988	\$267,749	\$416,797	\$383,113	\$76,768	\$183,979	\$211,343	\$251,853
- Total Revenue Ratio	5.37%	5.20%	5.06%	5.19%	5.62%	5.91%	5.85%	5.21%	5.07%	5.14%	5.50%
<b>Operating Expenses-</b>											
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 FTE	\$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%	1.99%	1.99%	1.65%	1.65%	1.74%
- Pct of Total Op Expense	46%	51%	47%	47%	50%	54%	53%	50%	47%	47%	50%
- FTE-to-Ops (Staff Eff)	2.00	1.15	0.34	0.30	0.25	0.16	0.18	1.20	0.42	0.35	0.27
- Full-time Equivalents	235	2,402	7,623	9,801	51,121	277,411	348,592	2,637	10,259	20,060	71,181
- Pct Part-time Employee	76%	74%	16%	9%	7%	4%	6%	74%	35%	23%	12%
Avg Occ & Ops Exp per FTE	\$15,489	\$15,324	\$40,407	\$42,651	\$41,627	\$47,929	\$46,427	\$15,339	\$33,964	\$38,208	\$40,663
- Occup & Ops Exp Ratio	1.48%	1.01%	0.92%	0.92%	0.87%	0.68%	0.71%	1.04%	0.94%	0.93%	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%	0.93%	0.87%	0.64%	0.68%	0.91%	0.92%	0.92%	0.89%
- Pct of Total Op Expense	23%	23%	27%	26%	25%	23%	23%	23%	26%	26%	25%

<b>Membership Outreach-</b>											
Members-to-Potential	11.9%	5.3%	2.8%	2.2%	2.0%	3.1%	2.9%	5.7%	3.0%	2.5%	2.1%
Members-to-FTEs	319	227	410	378	335	417	402	235	365	371	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	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	1.1	1.3	1.6	1.8	1.9	2.0	2.0	1.2	1.6	1.7	1.8
Avg 1 Savings for every XX.X	0.936388	0.7851386	0.61470258	0.5693281	0.52438176	0.49238191	0.50097962	0.8007853	0.6393173	0.6024554	0.5458216



Q1-2024	<\$2 Million	\$2-10 Million	\$10-50 <Million	\$50-100 Million	\$100-500 Million	\$500> Million	TOTAL	<\$10 Million	<\$50 Million	<\$100 Million	<\$500 Million
<b>NET INFRASTRUCTURE COST:</b>											
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%	1.98%	1.61%	1.66%	1.77%	1.53%	1.56%	1.99%	1.65%	1.65%	1.74%
Travel & Conference	0.05%	0.02%	0.03%	0.03%	0.03%	0.02%	0.02%	0.02%	0.03%	0.03%	0.03%
Office Occupancy	0.24%	0.16%	0.20%	0.22%	0.22%	0.17%	0.17%	0.17%	0.20%	0.21%	0.22%
Office Operations	1.24%	0.85%	0.72%	0.70%	0.65%	0.51%	0.54%	0.87%	0.74%	0.72%	0.67%
Educational & Promo	0.05%	0.03%	0.07%	0.08%	0.11%	0.10%	0.10%	0.03%	0.06%	0.07%	0.10%
Loan Servicing	0.15%	0.14%	0.18%	0.23%	0.24%	0.18%	0.19%	0.14%	0.18%	0.21%	0.23%
Professional & Outside Sv	0.49%	0.51%	0.50%	0.49%	0.40%	0.23%	0.26%	0.50%	0.50%	0.49%	0.43%
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%	0.08%
<b>Total Ops Expense</b>	<b>4.72%</b>	<b>3.89%</b>	<b>3.46%</b>	<b>3.51%</b>	<b>3.52%</b>	<b>2.86%</b>	<b>2.95%</b>	<b>3.94%</b>	<b>3.51%</b>	<b>3.51%</b>	<b>3.52%</b>
<b>Net Operating Expense</b>	<b>4.24%</b>	<b>3.35%</b>	<b>2.67%</b>	<b>2.52%</b>	<b>2.40%</b>	<b>1.85%</b>	<b>1.94%</b>	<b>3.41%</b>	<b>2.75%</b>	<b>2.63%</b>	<b>2.45%</b>

<b>NET INFRASTRUCTURE COST PER FULL-TIME EQUIVALENT</b>											
Fee Income	\$5,106	\$8,162	\$34,267	\$45,385	\$53,598	\$70,999	\$66,439	\$7,889	\$27,488	\$36,232	\$48,704
Compensation & Benefits	\$22,587	\$29,965	\$70,423	\$76,527	\$84,498	\$107,955	\$102,217	\$29,307	\$59,857	\$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	\$32,488	\$31,064	\$36,293	\$35,124	\$12,835	\$26,771	\$29,564	\$30,641
Educational & Promo	\$511	\$500	\$2,991	\$3,837	\$5,086	\$7,339	\$6,759	\$501	\$2,351	\$3,077	\$4,520
Loan Servicing	\$1,617	\$2,165	\$8,081	\$10,734	\$11,424	\$12,833	\$12,370	\$2,116	\$6,548	\$8,593	\$10,626
Professional & Outside Sv	\$5,106	\$7,662	\$21,673	\$22,570	\$19,170	\$16,394	\$17,029	\$7,434	\$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	\$2,383	\$2,498	\$5,195	\$3,347	\$3,545	\$6,849	\$6,208	\$2,488	\$4,499	\$3,936	\$3,655
<b>Total Ops Expense</b>	<b>\$49,396</b>	<b>\$58,946</b>	<b>\$151,027</b>	<b>\$162,033</b>	<b>\$167,806</b>	<b>\$201,347</b>	<b>\$193,120</b>	<b>\$58,095</b>	<b>\$127,144</b>	<b>\$144,189</b>	<b>\$161,150</b>
<b>Net Operating Expense</b>	<b>\$44,289</b>	<b>\$50,785</b>	<b>\$116,760</b>	<b>\$116,647</b>	<b>\$114,207</b>	<b>\$130,348</b>	<b>\$126,681</b>	<b>\$50,206</b>	<b>\$99,656</b>	<b>\$107,957</b>	<b>\$112,446</b>

<b>ALL ALLOCATION OF OPERATING EXPENSES</b>											
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%
<b>Total Ops Expense</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>