

# MERIDIAN ECONOMICS



NCUA Q4-2022<\$21DEMOGRAPHICSNo. of Credit Unions294Avg Asset Size (\$Mil)\$0.90Pct of Credit Unions6%Pct of Industry Assets0.09GROWTH RATES9.77Total Assets-9.77Total Loans-1.29- Direct Loans-1.66- Indirect Loans-1.61- Indirect Loans-7.01BALANCE SHEET ALLOCATIONNet Worth7.01BALANCE SHEET ALLOCATIONNet Worth Ratio18.5Cash & Inv-to-Assets509Loans-to-Total Loans1%RELoans-to-Total Loans1%RELoans-to-Total Loans1%Indirect-to-Total Loans0%Indirect-to-Total Loans0%Indirect-to-Total Loans0%Indirect-to-Total Loans0%Indirect-to-Total Loans0%Indirect-to-Total Loans0%Indirect-to-Total Shares5%Quedity Ratio30.0ST Funding Ratio3.79LOAN QUALITY AND ADEQUACY OF RESERVES	05 \$5.6 14% 0.2% % -5.3% % 4.6% % -5.5% % -5.1% % -5.5% % -0.7% % 16.1%	1,357 \$26.4 29% 2% -4.8% 5.9% 5.3% 21.1% -4.5% -4.6% -1.7%	657 \$72.9 14% 2% -3.4% 6.2% 4.8% 18.9% -3.1% -3.4%	1,070 \$227.1 22% 11% -1.2% 10.5% 7.9% 23.8%	709 \$2,591.2 15% 85% 6.6% 21.8% 19.0%	4,760 \$455.4 100% 100% 5.2% 20.0%	967 \$4.2 20% 0%	2,324 \$17.2 49% 2% -4.9%	2,981 \$29.4 63% 4%	4,051 \$81.6 85% 15%
No. of Credit Unions294Avg Asset Size (\$Mil)\$0.90Pct of Credit Unions6%Pct of Industry Assets0.09GROWTH RATESTotal Assets-9.71Total Loans-1.22- Direct Loans-1.63- Indirect Loans Total Shares-8.44- Checking & Savings-9.99Net Worth-7.09BALANCE SHEET ALLOCATIONNet Worth Ratio18.5Cash & Inv-to-Assets509Loans-to-Total Loans639RELoans-to-Total Loans639RELoans-to-Net Worth2%Indirect-to-Total Loans0%Loans-to-Shares549Checking & Savings-to-Total Shares939Pct of Non-term-Shares53%Uquidity Ratio30.00ST Funding Ratio45.5Net Long Term Assets Ratio3.79	05 \$5.6 14% 0.2% % -5.3% % 4.6% % -5.5% % -5.1% % -5.5% % -0.7% % 16.1%	\$26.4 29% 2% -4.8% 5.9% 5.3% 21.1% -4.5% -4.6%	\$72.9 14% 2% -3.4% 6.2% 4.8% 18.9% -3.1% -3.4%	\$227.1 22% 11% -1.2% 10.5% 7.9% 23.8%	\$2,591.2 15% 85% 6.6% 21.8%	\$455.4 100% 100% 5.2%	\$4.2 20% 0%	\$17.2 49% 2%	\$29.4 63% 4%	\$81.6 85%
Avg Asset Size (\$Mil)\$0.90Pct of Credit Unions6%Pct of Industry Assets0.09GROWTH RATESTotal Assets-9.7Total Loans-1.29- Direct Loans-1.69- Indirect Loans-1.69- Checking & Savings-9.99Net Worth-7.09BALANCE SHEET ALLOCATIONNet Worth Ratio18.5Cash & Inv-to-Assets509Loans-to-Total Loans639RELoans-to-Total Loans1%RELoans-to-Total Loans1%RELoans-to-Net Worth2%Indirect-to-Total Loans0%Loans-to-Shares549Checking & Savings-to-Total Shares939Pct of Non-term-Shares5%Liquidity Ratio30.00ST Funding Ratio45.5Net Long Term Assets Ratio3.79	05 \$5.6 14% 0.2% % -5.3% % 4.6% % -5.5% % -5.1% % -5.5% % -0.7% % 16.1%	\$26.4 29% 2% -4.8% 5.9% 5.3% 21.1% -4.5% -4.6%	\$72.9 14% 2% -3.4% 6.2% 4.8% 18.9% -3.1% -3.4%	\$227.1 22% 11% -1.2% 10.5% 7.9% 23.8%	\$2,591.2 15% 85% 6.6% 21.8%	\$455.4 100% 100% 5.2%	\$4.2 20% 0%	\$17.2 49% 2%	\$29.4 63% 4%	\$81.6 85%
Pct of Credit Unions6%Pct of Industry Assets0.09GROWTH RATESTotal Assets-9.79Total Loans-1.29- Direct Loans-1.69- Indirect Loans-1.69- Indirect Loans-1.69- Checking & Savings-9.99Net Worth-7.09BALANCE SHEET ALLOCATIONNet Worth Ratio18.5Cash & Inv-to-Assets509Loans-to-Total Assets439Vehicle-to-Total Loans639RELoans-to-Total Loans1%RELoans-to-Net Worth2%Indirect-to-Total Loans0%Loans-to-Shares549Checking & Savings-to-Total Shares939Pct of Non-term-Shares5%Liquidity Ratio30.0ST Funding Ratio45.5Net Long Term Assets Ratio3.79	5 14% 6 0.2% 7 -5.3% 7 4.6% 7 -5.5% 7 -74.6% 7 -5.5% 7 -0.7% 8 16.1%	29% 2% -4.8% 5.9% 5.3% 21.1% -4.5% -4.6%	14% 2% -3.4% 6.2% 4.8% 18.9% -3.1% -3.4%	22% 11% -1.2% 10.5% 7.9% 23.8%	15% 85% 6.6% 21.8%	100% 100% 5.2%	20% 0% -5.6%	49% 2%	63% 4%	85%
GROWTH RATESTotal Assets-9.7'Total Loans-1.2'- Direct Loans-1.6'- Indirect Loans-1.6'- Indirect Loans-1.6'Total Shares-8.4'- Checking & Savings-9.9'Net Worth-7.0'BALANCE SHEET ALLOCATIONNet Worth Ratio18.5Cash & Inv-to-Assets509Loans-to-Total Assets439Vehicle-to-Total Loans639RELoans-to-Total Loans1%RELoans-to-Total Loans0%Loans-to-Shares549Checking & Savings-to-Total Shares939Pct of Non-term-Shares5%Liquidity Ratio30.0ST Funding Ratio45.5Net Long Term Assets Ratio3.79	% -5.3% % 4.6% % 5.5% -74.6% % -5.1% % -5.5% % -0.7%	-4.8% 5.9% 5.3% 21.1% -4.5% -4.6%	-3.4% 6.2% 4.8% 18.9% -3.1% -3.4%	-1.2% 10.5% 7.9% 23.8%	6.6% 21.8%	5.2%	-5.6%			15%
Total Assets-9.7'Total Loans-1.2'- Direct Loans-1.6'- Indirect Loans-1.6'- Indirect Loans-Total Shares-8.4'- Checking & Savings-9.9'Net Worth-7.0'BALANCE SHEET ALLOCATIONNet Worth atio18.5Cash & Inv-to-Assets509Loans-to-Total Assets439Vehicle-to-Total Loans1%RELoans-to-Total Loans1%RELoans-to-Total Loans0%Loans-to-Shares549Checking & Savings-to-Total Shares939Pct of Non-term-Shares5%Liquidity Ratio30.0ST Funding Ratio45.5Net Long Term Assets Ratio3.79	% 4.6%   % 5.5%   -74.6%   % -5.1%   % -0.7%	5.9% 5.3% 21.1% -4.5% -4.6%	6.2% 4.8% 18.9% -3.1% -3.4%	10.5% 7.9% 23.8%	21.8%			-4.9%	-4 1%	
Total Loans-1.2'- Direct Loans-1.6'- Indirect Loans-1.6'- Indirect Loans-1.6'- Total Shares-8.4'- Checking & Savings-9.9'Net Worth-7.0'BALANCE SHEET ALLOCATIONNet WorthNet Worth Ratio18.5'Cash & Inv-to-Assets50'Loans-to-Total Assets43'Vehicle-to-Total Loans63'RELoans-to-Total Loans1%'RELoans-to-Total Loans0%'Iodirect-to-Total Loans0%'Loans-to-Shares54'Checking & Savings-to-Total Shares93'Pct of Non-term-Shares93'Term CDs-to-Total Shares5%'Liquidity Ratio30.0ST Funding Ratio45.5'Net Long Term Assets Ratio3.7'	% 4.6%   % 5.5%   -74.6%   % -5.1%   % -0.7%	5.9% 5.3% 21.1% -4.5% -4.6%	6.2% 4.8% 18.9% -3.1% -3.4%	10.5% 7.9% 23.8%	21.8%			-4.9%	-4.1%	
- Direct Loans   -1.69     - Indirect Loans   -     Total Shares   -8.44     - Checking & Savings   -9.99     Net Worth   -7.09     BALANCE SHEET ALLOCATION     BALANCE SHEET ALLOCATION     Net Worth   -7.09     BALANCE SHEET ALLOCATION     Net Worth     Cash & Inv-to-Assets   509     Loans-to-Total Assets   439     Vehicle-to-Total Loans   639     RELoans-to-Total Loans   639     RELoans-to-Net Worth   2%     Indirect-to-Total Loans   0%     Loans-to-Shares   549     Checking & Savings-to-Total Shares   939     Pct of Non-term-Shares   939     Term CDs-to-Total Shares   5%     Liquidity Ratio   30.00     ST Funding Ratio   45.5     Net Long Term Assets Ratio   3.79	%     5.5%       -74.6%       %     -5.1%       %     -5.5%       %     -0.7%       %     16.1%	5.3% 21.1% -4.5% -4.6%	4.8% 18.9% -3.1% -3.4%	7.9% 23.8%		20.0%			7.1/0	-2.0%
- Indirect Loans   -     Total Shares   -8.4'     - Checking & Savings   -9.9'     Net Worth   -7.0'     BALANCE SHEET ALLOCATION     Net Worth     Net Worth Ratio   18.5     Cash & Inv-to-Assets   50'     Loans-to-Total Assets   43'     Vehicle-to-Total Loans   63'     RELoans-to-Total Loans   1%     RELoans-to-Total Loans   0%     Loans-to-Shares   54'     Checking & Savings-to-Total Shares   93'     Pct of Non-term-Shares   93'     Term CDs-to-Total Shares   5%     Liquidity Ratio   30.0     ST Funding Ratio   45.5     Net Long Term Assets Ratio   3.79	-74.6% % -5.1% % -5.5% % -0.7%	21.1% -4.5% -4.6%	18.9% -3.1% -3.4%	23.8%	19.0%		4.3%	5.7%	6.0%	9.4%
Total Shares-8.4'- Checking & Savings-9.9'Net Worth-7.0'BALANCE SHEET ALLOCATIONNet Worth Ratio18.5Cash & Inv-to-Assets50'Loans-to-Total Assets43'Vehicle-to-Total Loans63'RELoans-to-Total Loans1%RELoans-to-Net Worth2%Indirect-to-Total Loans0%Loans-to-Shares54'Checking & Savings-to-Total Shares93'Pct of Non-term-Shares93'Term CDs-to-Total Shares5%Liquidity Ratio30.0ST Funding Ratio45.5Net Long Term Assets Ratio3.7'	% -5.1% % -5.5% % -0.7% % 16.1%	-4.5% -4.6%	-3.1% -3.4%		32.0%	17.2% 31.1%	5.0% -72.2%	5.3% 18.4%	5.0% 18.8%	7.2% 23.2%
- Checking & Savings-9.94Net Worth-7.03BALANCE SHEET ALLOCATIONNet Worth RatioNet Worth Ratio18.5Cash & Inv-to-Assets509Loans-to-Total Assets439Vehicle-to-Total Loans639RELoans-to-Total Loans1%RELoans-to-Total Loans0%Loans-to-Shares549Checking & Savings-to-Total Shares939Pct of Non-term-Shares939Term CDs-to-Total Shares5%Liquidity Ratio30.0ST Funding Ratio45.5Net Long Term Assets Ratio3.79	% -5.5% % -0.7% % 16.1%	-4.6%	-3.4%	-1.5%	4.0%	3.0%	-5.3%	-4.6%	-3.8%	-2.2%
BALANCE SHEET ALLOCATIONNet Worth Ratio18.5Cash & Inv-to-Assets509Loans-to-Total Assets439Vehicle-to-Total Loans639RELoans-to-Total Loans1%RELoans-to-Net Worth2%Indirect-to-Total Loans0%Loans-to-Shares549Checking & Savings-to-Total Shares939Pct of Non-term-Shares939Term CDs-to-Total Shares5%Liquidity Ratio30.0ST Funding Ratio45.5Net Long Term Assets Ratio3.79	% 16.1%	-1.7%		-2.3%	2.7%	1.6%	-5.8%	-4.7%	-4.0%	-2.8%
Net Worth Ratio18.5Cash & Inv-to-Assets509Loans-to-Total Assets439Vehicle-to-Total Loans639RELoans-to-Total Loans1%RELoans-to-Net Worth2%Indirect-to-Total Loans0%Loans-to-Shares549Checking & Savings-to-Total Shares939Pct of Non-term-Shares939Term CDs-to-Total Shares5%Liquidity Ratio30.0ST Funding Ratio45.5Net Long Term Assets Ratio3.79			1.1%	4.0%	11.6%	10.1%	-1.2%	-1.6%	-0.2%	2.8%
Cash & Inv-to-Assets509Loans-to-Total Assets439Vehicle-to-Total Loans639RELoans-to-Total Loans1%RELoans-to-Net Worth2%Indirect-to-Total Loans0%Loans-to-Shares549Checking & Savings-to-Total Shares939Pct of Non-term-Shares939Term CDs-to-Total Shares5%Liquidity Ratio30.0ST Funding Ratio45.5Net Long Term Assets Ratio3.79										
Loans-to-Total Assets439Vehicle-to-Total Loans639RELoans-to-Total Loans1%RELoans-to-Net Worth2%Indirect-to-Total Loans0%Loans-to-Shares549Checking & Savings-to-Total Shares939Pct of Non-term-Shares939Term CDs-to-Total Shares5%Liquidity Ratio30.0ST Funding Ratio45.5Net Long Term Assets Ratio3.79		12.1%	11.6%	10.8%	10.7%	10.7%	16.2%	12.5%	12.0%	11.1%
Vehicle-to-Total Loans639RELoans-to-Total Loans1%RELoans-to-Net Worth2%Indirect-to-Total Loans0%Loans-to-Shares549Checking & Savings-to-Total Shares939Pct of Non-term-Shares939Term CDs-to-Total Shares5%Liquidity Ratio30.0ST Funding Ratio45.5Net Long Term Assets Ratio3.79	6 48%	47%	41%	31%	24%	26%	48%	47%	44%	34%
RELoans-to-Total Loans1%RELoans-to-Net Worth2%Indirect-to-Total Loans0%Loans-to-Shares549Checking & Savings-to-Total Shares939Pct of Non-term-Shares939Term CDs-to-Total Shares5%Liquidity Ratio30.0ST Funding Ratio45.5Net Long Term Assets Ratio3.79	% 47%	49%	54%	63%	71%	69%	47%	48%	52%	60%
RELoans-to-Net Worth2%Indirect-to-Total Loans0%Loans-to-Shares549Checking & Savings-to-Total Shares939Pct of Non-term-Shares939Term CDs-to-Total Shares5%Liquidity Ratio30.0ST Funding Ratio45.5Net Long Term Assets Ratio3.79		52%	44%	39%	31%	32%	66%	53%	48%	41%
Indirect-to-Total Loans0%Loans-to-Shares54%Checking & Savings-to-Total Shares93%Pct of Non-term-Shares93%Term CDs-to-Total Shares5%Liquidity Ratio30.0ST Funding Ratio45.5Net Long Term Assets Ratio3.7%		28% 114%	40% 185%	46% 272%	54% 359%	52% 339%	6% 18%	26% 101%	34% 145%	43% 235%
Checking & Savings-to-Total Shares939Pct of Non-term-Shares939Term CDs-to-Total Shares5%Liquidity Ratio30.0ST Funding Ratio45.5Net Long Term Assets Ratio3.79		4%	11%	18%	23%	22%	0%	4%	8%	16%
Pct of Non-term-Shares939Term CDs-to-Total Shares5%Liquidity Ratio30.0ST Funding Ratio45.5Net Long Term Assets Ratio3.79	% 57%	56%	61%	72%	84%	81%	57%	56%	59%	68%
Term CDs-to-Total Shares5%Liquidity Ratio30.0ST Funding Ratio45.5Net Long Term Assets Ratio3.79		78%	73%	66%	54%	56%	86%	79%	76%	68%
Liquidity Ratio30.0ST Funding Ratio45.5Net Long Term Assets Ratio3.79		85%	83%	81%	77%	78%	88%	85%	84%	82%
ST Funding Ratio45.5Net Long Term Assets Ratio3.79	9%	10%	10%	4%	17%	16%	9%	9%	10%	5%
Net Long Term Assets Ratio 3.79		8.9%	8.1%	6.7%	5.9%	6.1%	14.6%	9.5%	8.8%	7.3%
LOAN QUALITY AND ADEQUACY OF RESERVES		23.0% 22.1%	17.9% 29.5%	12.4% 35.6%	9.3% 40.6%	10.1% 39.5%	23.7% 20.9%	20.6% 25.6%	14.6% 32.9%	10.2% 39.4%
Loan Delinquency Rate 2.63	% 1.35%	0.91%	0.70%	0.55%	0.61%	0.61%	0.95%	0.81%	0.61%	0.61%
Net Charge-off Rate 0.61		0.25%	0.24%	0.23%	0.36%	0.34%	0.26%	0.25%	0.23%	0.34%
"Misery" Index 3.24		1.16%	0.94%	0.78%	0.97%	0.95%	1.21%	1.06%	0.84%	0.95%
Core Delinquency Rate2.27Core Net Charge-off Rate0.36		0.84% 0.23%	0.64% 0.26%	0.52% 0.31%	0.55% 0.59%	0.55% 0.55%	1.31% 0.19%	0.88% 0.22%	0.74% 0.24%	0.57% 0.29%
Core "Misery" Index 2.63		1.07%	0.26%	0.83%	1.15%	1.10%	1.50%	1.11%	0.24%	0.29%
RE Loan Delinquency 2.74	% 1.14%	0.75%	0.53%	0.38%	0.39%	0.39%	1.15%	0.76%	0.61%	0.42%
Vehicle Loan Delinguency 2.28		0.86%	0.71%	0.66%	0.67%	0.67%	1.31%	0.92%	0.81%	0.70%
- Direct Delinquency 2.29		0.80%	0.63%	0.47%	0.48%	0.51%	1.31%	0.87%	0.76%	0.57%
- Indirect Delinquency 0.00		1.54%	0.93%	0.88%	0.73%	0.74%	0.10%	1.53%	1.05%	0.90%
Loss Allowance Ratio 2.78 Current Loss Exposure 1.19			0.67% 0.41%	0.61% 0.35%	0.79% 0.35%	0.77% 0.36%	1.27% 0.61%	0.80% 0.46%	0.73% 0.43%	0.63% 0.37%
Coverage Ratio (Adequacy of Reserves) 2.3		1.7	1.7	1.7	2.2	2.2	2.1	1.7	1.7	1.7
EARNINGS:										
Gross Asset Yield 3.04	% 3.10%	2.85%	2.93%	3.11%	3.44%	3.38%	3.09%	2.88%	2.90%	3.05%
Cost of Funds 0.50		0.24%	0.25%	0.32%	0.56%	0.52%	0.32%	0.24%	0.25%	0.30%
Gross Margin 2.54			2.68%	2.79%	2.89%	2.86%	2.78%	2.63%	2.66%	2.75%
Provision Expense 0.19   Net Margin 2.35		0.12% <b>2.50%</b>	0.13% <b>2.55%</b>	0.15% <b>2.64%</b>	0.27% <b>2.61%</b>	0.25% <b>2.61%</b>	0.17% <b>2.61%</b>	0.13% <b>2.51%</b>	0.13% <b>2.53%</b>	0.14% <b>2.61%</b>
-										
Non-Interest Income0.39Non-Interest Expense3.43		0.88% 3.05%	1.09% 3.13%	1.21% 3.19%	1.10% 2.79%	1.11% 2.85%	0.53% 3.30%	0.84% 3.08%	0.98% 3.10%	1.15% 3.17%
Net Operating Exp3.04			2.03%	1.98%	1.69%	1.74%	2.77%	2.24%	2.12%	2.02%
Net Operating Return -0.69	9% -0.12%	0.32%	0.52%	0.66%	0.93%	0.88%	-0.16%	0.27%	0.41%	0.59%
Non-recurring Inc(Exp) 0.90	0/ 0.200/	0.09%	0.10%	0.05%	0.01%	0.02%	0.30%	0.11%	0.10%	0.07%
Net Income (ROA) 0.20	% 0.26%	0 440/	0 00-1							
Net Op Return on Net Worth -3.8		0.41%	0.62%	0.71%	0.94%	0.89%	0.14%	0.38%	0.51%	0.66%



## - Meridian Economics

<\$2M

Trusted Insight, Effective Solutions



<\$100M

<\$500M

NCUA Q4-2022

\$2-10M \$10-\$50M \$50-100M \$100-500M

0-500M \$500M+

TOTAL <10M <\$50M

### **OPERATING EFFICIENCIES:**

Loans & Shares-											
Avg Loan Balance	\$6,333	\$8,075	\$3,850	\$6,497	\$10,735	\$20,169	\$17,141	\$7,965	\$4,265	\$5,541	\$9,516
Avg Loan Rate	6.40%	5.69%	4.95%	4.62%	4.41%	4.44%	4.45%	5.74%	5.03%	4.80%	4.50%
Avg Loan Yield, net	5.93%	5.33%	4.69%	4.37%	4.16%	4.04%	4.07%	5.37%	4.76%	4.53%	4.25%
	4.20/	4.60/	F 00/	6.20/	40 50/	24.0%	20.00/	4.20/	F 70/	6.00/	0.40/
Total Loan Growth YTD-Annl	-1.2%	4.6%	5.9%	6.2%	10.5%	21.8%	20.0%	4.3%	5.7%	6.0%	9.4%
Consumer Loan Growth YTD-Annl	-1.1%	4.5%	7.0%	6.7%	13.0%	21.3%	19.6%	4.1%	6.7%	6.7%	11.2%
Mortgage Loan Growth YTD-Annl	-20.5%	7.3%	3.1%	5.4%	7.7%	22.2%	20.4%	6.9%	3.2%	4.7%	7.1%
Avg Sharo Palanco	60 F 94	ĆE 500	¢0 221	¢10 712	¢12 201	614 172	¢12.677	ćE 200	<b>60 F0F</b>	¢0.625	¢11 E01
Avg Share Balance	\$2,584 0.62%	\$5,589 0.36%	\$9,231 0.27%	\$10,713 0.28%	\$12,391 0.36%	\$14,172 0.65%	\$13,677 0.60%	\$5,209	\$8,585 0.28%	\$9,635 0.28%	\$11,521 0.34%
Avg Share Rate Non-Member Deposit Ratio	1.0%	1.0%	0.27%	1.0%	1.0%	1.2%	1.2%	0.38% 1.0%	0.28%	0.28%	1.0%
•											
Total Share Growth YTD-Annl	-10.5%	-6.1%	-5.2%	-3.6%	-1.7%	4.6%	3.4%	-6.4%	-5.3%	-4.4%	-2.4%
Checking & Savings YTD-Annl	-9.9%	-5.5%	-4.6%	-3.4%	-2.3%	2.7%	1.6%	-5.8%	-4.7%	-4.0%	-2.8%
Net Operating Profitability-											
Earning Asset/Funding	117%	115%	109%	108%	107%	112%	112%	115%	110%	109%	107%
Non-Interest Inc-to-Total Revenue	11%	15%	24%	27%	28%	24%	25%	15%	23%	25%	27%
	11/0	10/0	2470	2770	20/0	2470	23/10	13/0	2370	23/0	2770
Net Operating Return per FTE											
Interest Income per FTE	\$41,369	\$83,999	\$129,264	\$140,607	\$149,217	\$227,985	\$210,483	\$78,665	\$120,718	\$130,859	\$144,061
Avg Interest & Provisions per FTE	\$9,437	\$12,660	\$16,157	\$18,134	\$22,434	\$54,825	\$47,743	\$12,257	\$15,498	\$16,842	\$20,863
Net Interest Income per FTE	\$31,932	\$71,338	\$113,108	\$122,473	\$126,784	\$173,159	\$162,740	\$66,408	\$105,220	\$114,017	\$123,198
Non-Interest Income per FTE	\$5,282	\$14,787	\$39,780	\$52,598	\$58,066	\$72,892	\$68,989	\$13,597	\$35,358	\$44,148	\$54,157
Avg Operating Expense per FTE	\$46,636	\$89,413	\$138,319	\$150,192	\$153,133	\$184,585	\$177,247	\$84,061	\$129,155	\$139,881	\$149,411
Net Operating Expense per FTE	\$41,354	\$74,627	\$98,539	\$97,594	\$95,067	\$111,693	\$108,258	\$70,464	\$93,797	\$95,733	\$95,254
Avg Net Operating Return per FTE	\$ (9,422)	\$ (3.288)	¢ 44.500	\$ 24,879	\$ 31,717	\$ 61,466	\$ 54,482	\$ (4,056)	\$ 11,424	\$ 18,284	\$ 27,944
	φ (3,422)	φ ( <u>3,200</u> )	\$ 14,569	φ <b>24,075</b>	<u> </u>	¢ 01,400	• • • • • • •	• ( 1,000)	••••	φ 10,20 <del>4</del>	+ ,
Revenue/Operating Expense Assessm		(3,200)	\$ 14,569	φ 24,013	• • • • • • • • •	• • • • • • • • • •	<u> </u>	• ( 1,000)	••••	¥ 10,204	<u>+,</u>
Revenue/Operating Expense Assessm Revenue-	ent										
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE	<b>ent</b> \$46,650	\$98,785	\$169,045	\$193,206	\$207,284	\$300,876	\$279,472	\$92,262	\$156,076	\$175,007	\$198,218
Revenue/Operating Expense Assessm Revenue-	ent										
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE	<b>ent</b> \$46,650	\$98,785	\$169,045	\$193,206	\$207,284	\$300,876	\$279,472	\$92,262	\$156,076	\$175,007	\$198,218
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE - Total Revenue Ratio	<b>ent</b> \$46,650	\$98,785	\$169,045	\$193,206	\$207,284	\$300,876	\$279,472	\$92,262	\$156,076	\$175,007	\$198,218
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses-	ent \$46,650 3.43%	\$98,785 3.64%	\$169,045 3.73%	\$193,206 4.02%	\$207,284 4.32%	\$300,876 4.54%	\$279,472 4.49%	\$92,262 3.63%	\$156,076 3.72%	\$175,007 3.88%	\$198,218 4.20%
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Compensation & Benefits per FTE	ent \$46,650 3.43% \$22,184	\$98,785 3.64% \$46,720	\$169,045 3.73% \$65,144	\$193,206 4.02% \$69,973	\$207,284 4.32% \$76,409	\$300,876 4.54% \$96,411	\$279,472 4.49% \$91,620	\$92,262 3.63% \$43,650	\$156,076 3.72% \$61,514	\$175,007 3.88% \$65,827	\$198,218 4.20% \$73,437
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Compensation & Benefits per FTE - Compensation & Benefits Exp Ratio	\$46,650 3.43% \$22,184 1.63%	\$98,785 3.64% \$46,720 1.72%	\$169,045 3.73% \$65,144 1.44%	\$193,206 4.02% \$69,973 1.46%	\$207,284 4.32% \$76,409 1.59%	\$300,876 4.54% \$96,411 1.46%	\$279,472 4.49% \$91,620 1.47%	\$92,262 3.63% \$43,650 1.72%	\$156,076 3.72% \$61,514 1.47%	\$175,007 3.88% \$65,827 1.46%	\$198,218 4.20% \$73,437 1.56%
Revenue/Operating Expense Assessm Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Compensation & Benefits per FTE - Compensation & Benefits Exp Ratio - Pct of Total Operating Expense	\$46,650 3.43% \$22,184 1.63% 48%	\$98,785 3.64% \$46,720 1.72% 52%	\$169,045 3.73% \$65,144 1.44% 47%	\$193,206 4.02% \$69,973 1.46% 47%	\$207,284 4.32% \$76,409 1.59% 50%	\$300,876 4.54% \$96,411 1.46% 52%	\$279,472 4.49% \$91,620 1.47% 52%	\$92,262 3.63% \$43,650 1.72% 52%	\$156,076 3.72% \$61,514 1.47% 48%	\$175,007 3.88% \$65,827 1.46% 47%	\$198,218 4.20% \$73,437 1.56% 49%
Revenue/Operating Expense Assessm     Revenue-     Avg Revenue per FTE     - Total Revenue Ratio     Operating Expenses-     Avg Compensation & Benefits per FTE     - Compensation & Benefits Exp Ratio     - Pct of Total Operating Expense     - FTE-to-Ops (Staff Efficiency)	\$46,650 3.43% \$22,184 1.63% 48% 1.76	\$98,785 3.64% \$46,720 1.72% 52% 0.72	\$169,045 3.73% \$65,144 1.44% 47% 0.36	\$193,206 4.02% \$69,973 1.46% 47% 0.30	\$207,284 4.32% \$76,409 1.59% 50% 0.26	\$300,876 4.54% \$96,411 1.46% 52% 0.16	\$279,472 4.49% \$91,620 1.47% 52% 0.18	\$92,262 3.63% \$43,650 1.72% 52% 0.78	\$156,076 3.72% \$61,514 1.47% 48% 0.40	\$175,007 3.88% \$65,827 1.46% 47% 0.34	\$198,218 4.20% \$73,437 1.56% 49% 0.27
Revenue/Operating Expense Assessm     Revenue-     Avg Revenue per FTE     - Total Revenue Ratio     Operating Expenses-     Avg Compensation & Benefits per FTE     - Compensation & Benefits Exp Ratio     - Pct of Total Operating Expense     - FTE-to-Ops (Staff Efficiency)     - Full-time Equivalents     - Pct Part-time Employees	\$46,650 3.43% \$22,184 1.63% 48% 1.76 206 81%	\$98,785 3.64% \$46,720 1.72% 52% 0.72 1,441 46%	\$169,045 3.73% \$65,144 1.44% 47% 0.36 8,102 16%	\$193,206 4.02% \$69,973 1.46% 47% 0.30 10,141 9%	\$207,284 4.32% \$76,409 1.59% 50% 0.26 50,923 7%	\$300,876 4.54% \$96,411 1.46% 52% 0.16 268,744 5%	\$279,472 4.49% \$91,620 1.47% 52% 0.18 339,557 6%	\$92,262 3.63% \$43,650 1.72% 52% 0.78 1,647 51%	\$156,076 3.72% \$61,514 1.47% 48% 0.40 9,749 23%	\$175,007 3.88% \$65,827 1.46% 47% 0.34 19,890 16%	\$198,218 4.20% \$73,437 1.56% 49% 0.27 70,813 10%
Revenue/Operating Expense Assessm     Revenue     Avg Revenue per FTE     - Total Revenue Ratio     Operating Expenses-     Avg Compensation & Benefits per FTE     - Compensation & Benefits Exp Ratio     - Pct of Total Operating Expense     - FTE-to-Ops (Staff Efficiency)     - Full-time Equivalents     - Pct Part-time Employees     Avg Occupancy & Ops Exp per FTE	ent \$46,650 3.43% \$22,184 1.63% 48% 1.76 206 81% \$15,170	\$98,785 3.64% \$46,720 1.72% 52% 0.72 1,441 46% \$23,742	\$169,045 3.73% \$65,144 1.44% 47% 0.36 8,102 16% \$37,467	\$193,206 4.02% \$69,973 1.46% 47% 0.30 10,141 9% \$38,990	\$207,284 4.32% \$76,409 1.59% 50% 0.26 50,923 7% \$38,725	\$300,876 4.54% \$96,411 1.46% 52% 0.16 268,744 5% \$44,049	\$279,472 4.49% \$91,620 1.47% 52% 0.18 339,557 6% \$42,835	\$92,262 3.63% \$43,650 1.72% 52% 0.78 1,647 51% \$22,669	\$156,076 3.72% \$61,514 1.47% 48% 0.40 9,749 23% \$34,968	\$175,007 3.88% \$65,827 1.46% 47% 0.34 19,890 16% \$37,019	\$198,218 4.20% \$73,437 1.56% 49% 0.27 70,813 10% \$38,246
Revenue/Operating Expense Assessm     Revenue-     Avg Revenue per FTE     - Total Revenue Ratio     Operating Expenses-     Avg Compensation & Benefits per FTE     - Compensation & Benefits Exp Ratio     - Pct of Total Operating Expense     - FTE-to-Ops (Staff Efficiency)     - Full-time Equivalents     - Pct Part-time Employees     Avg Occupancy & Ops Exp per FTE     - Occupancy & Ops Expense Ratio	ent \$46,650 3.43% \$22,184 1.63% 48% 1.76 206 81% \$15,170 1.11%	\$98,785 3.64% \$46,720 1.72% 52% 0.72 1,441 46% \$23,742 0.88%	\$169,045 3.73% \$65,144 1.44% 47% 0.36 8,102 16% \$37,467 0.83%	\$193,206 4.02% \$69,973 1.46% 47% 0.30 10,141 9% \$38,990 0.81%	\$207,284 4.32% \$76,409 1.59% 50% 0.26 50,923 7% \$38,725 0.81%	\$300,876 4.54% \$96,411 1.46% 52% 0.16 268,744 5% \$44,049 0.67%	\$279,472 4.49% \$91,620 1.47% 52% 0.18 339,557 6% \$42,835 0.69%	\$92,262 3.63% \$43,650 1.72% 52% 0.78 1,647 51% \$22,669 0.89%	\$156,076 3.72% \$61,514 1.47% 48% 0.40 9,749 23% \$34,968 0.83%	\$175,007 3.88% \$65,827 1.46% 47% 0.34 19,890 16% \$37,019 0.82%	\$198,218 4.20% \$73,437 1.56% 49% 0.27 70,813 10% \$38,246 0.81%
Revenue/Operating Expense Assessm     Revenue     Avg Revenue per FTE     - Total Revenue Ratio     Operating Expenses-     Avg Compensation & Benefits per FTE     - Compensation & Benefits Exp Ratio     - Pct of Total Operating Expense     - FTE-to-Ops (Staff Efficiency)     - Full-time Equivalents     - Pct Part-time Employees     Avg Occupancy & Ops Exp per FTE	ent \$46,650 3.43% \$22,184 1.63% 48% 1.76 206 81% \$15,170	\$98,785 3.64% \$46,720 1.72% 52% 0.72 1,441 46% \$23,742	\$169,045 3.73% \$65,144 1.44% 47% 0.36 8,102 16% \$37,467	\$193,206 4.02% \$69,973 1.46% 47% 0.30 10,141 9% \$38,990	\$207,284 4.32% \$76,409 1.59% 50% 0.26 50,923 7% \$38,725	\$300,876 4.54% \$96,411 1.46% 52% 0.16 268,744 5% \$44,049	\$279,472 4.49% \$91,620 1.47% 52% 0.18 339,557 6% \$42,835	\$92,262 3.63% \$43,650 1.72% 52% 0.78 1,647 51% \$22,669	\$156,076 3.72% \$61,514 1.47% 48% 0.40 9,749 23% \$34,968	\$175,007 3.88% \$65,827 1.46% 47% 0.34 19,890 16% \$37,019 0.82% 26%	\$198,218 4.20% \$73,437 1.56% 49% 0.27 70,813 10% \$38,246
Revenue/Operating Expense Assessm     Revenue-     Avg Revenue per FTE     - Total Revenue Ratio     Operating Expenses-     Avg Compensation & Benefits per FTE     - Compensation & Benefits Exp Ratio     - Pct of Total Operating Expense     - FTE-to-Ops (Staff Efficiency)     - Full-time Equivalents     - Pct Part-time Employees     Avg Occupancy & Ops Exp per FTE     - Occupancy & Ops Expense Ratio     - Pct of Total Operating Expense     Avg All Other Expense per FTE	ent \$46,650 3.43% \$22,184 1.63% 48% 1.76 206 81% \$15,170 1.11%	\$98,785 3.64% \$46,720 1.72% 52% 0.72 1,441 46% \$23,742 0.88%	\$169,045 3.73% \$65,144 1.44% 47% 0.36 8,102 16% \$37,467 0.83%	\$193,206 4.02% \$69,973 1.46% 47% 0.30 10,141 9% \$38,990 0.81%	\$207,284 4.32% \$76,409 1.59% 50% 0.26 50,923 7% \$38,725 0.81%	\$300,876 4.54% \$96,411 1.46% 52% 0.16 268,744 5% \$44,049 0.67%	\$279,472 4.49% \$91,620 1.47% 52% 0.18 339,557 6% \$42,835 0.69%	\$92,262 3.63% \$43,650 1.72% 52% 0.78 1,647 51% \$22,669 0.89% 27% \$17,742	\$156,076 3.72% \$61,514 1.47% 48% 0.40 9,749 23% \$34,968 0.83%	\$175,007 3.88% \$65,827 1.46% 47% 0.34 19,890 16% \$37,019 0.82%	\$198,218 4.20% \$73,437 1.56% 49% 0.27 70,813 10% \$38,246 0.81% 26% \$37,728
Revenue/Operating Expense Assessm     Revenue-     Avg Revenue per FTE     - Total Revenue Ratio     Operating Expenses-     Avg Compensation & Benefits per FTE     - Compensation & Benefits Exp Ratio     - Pct of Total Operating Expense     - FTE-to-Ops (Staff Efficiency)     - Full-time Equivalents     - Pct Part-time Employees     Avg Occupancy & Ops Exp per FTE     - Occupancy & Ops Expense Ratio     - Pct of Total Operating Expense     Avg All Other Expense per FTE     - All Other Expense Ratio	\$46,650 3.43% \$22,184 1.63% 48% 1.76 206 81% \$15,170 1.11% 33%	\$98,785 3.64% \$46,720 1.72% 52% 0.72 1,441 46% \$23,742 0.88% 27%	\$169,045 3.73% \$65,144 1.44% 47% 0.36 8,102 16% \$37,467 0.83% 27%	\$193,206 4.02% \$69,973 1.46% 47% 0.30 10,141 9% \$38,990 0.81% 26%	\$207,284 4.32% \$76,409 1.59% 50% 0.26 50,923 7% \$38,725 0.81% 25%	\$300,876 4.54% \$96,411 1.46% 52% 0.16 268,744 5% \$44,049 0.67% 24%	\$279,472 4.49% \$91,620 1.47% 52% 0.18 339,557 6% \$42,835 0.69% 24%	\$92,262 3.63% \$43,650 1.72% 52% 0.78 1,647 51% \$22,669 0.89% 27%	\$156,076 3.72% \$61,514 1.47% 48% 0.40 9,749 23% \$34,968 0.83% 27%	\$175,007 3.88% \$65,827 1.46% 47% 0.34 19,890 16% \$37,019 0.82% 26%	\$198,218 4.20% \$73,437 1.56% 49% 0.27 70,813 10% \$38,246 0.81% 26%
Revenue/Operating Expense Assessm     Revenue-     Avg Revenue per FTE     - Total Revenue Ratio     Operating Expenses-     Avg Compensation & Benefits per FTE     - Compensation & Benefits Exp Ratio     - Pct of Total Operating Expense     - FTE-to-Ops (Staff Efficiency)     - Full-time Equivalents     - Pct Part-time Employees     Avg Occupancy & Ops Exp per FTE     - Occupancy & Ops Expense Ratio     - Pct of Total Operating Expense     Avg All Other Expense per FTE	\$46,650 3.43% \$22,184 1.63% 48% 1.76 206 81% \$15,170 1.11% 33% \$9,282	\$98,785 3.64% \$46,720 1.72% 52% 0.72 1,441 46% \$23,742 0.88% 27% \$18,952	\$169,045 3.73% \$65,144 1.44% 47% 0.36 8,102 16% \$37,467 0.83% 27% \$35,707	\$193,206 4.02% \$69,973 1.46% 47% 0.30 10,141 9% \$38,990 0.81% 26% \$41,229	\$207,284 4.32% \$76,409 1.59% 50% 0.26 50,923 7% \$38,725 0.81% 25% \$37,999	\$300,876 4.54% \$96,411 1.46% 52% 0.16 268,744 5% \$44,049 0.67% 24% \$44,124	\$279,472 4.49% \$91,620 1.47% 52% 0.18 339,557 6% \$42,835 0.69% 24% \$42,792	\$92,262 3.63% \$43,650 1.72% 52% 0.78 1,647 51% \$22,669 0.89% 27% \$17,742	\$156,076 3.72% \$61,514 1.47% 48% 0.40 9,749 23% \$34,968 0.83% 27% \$32,673	\$175,007 3.88% \$65,827 1.46% 47% 0.34 19,890 16% \$37,019 0.82% 26% \$37,035	\$198,218 4.20% \$73,437 1.56% 49% 0.27 70,813 10% \$38,246 0.81% 26% \$37,728
Revenue/Operating Expense Assessm     Revenue     Avg Revenue per FTE     - Total Revenue Ratio     Operating Expenses-     Avg Compensation & Benefits per FTE     - Compensation & Benefits Exp Ratio     - Pct of Total Operating Expense     - FTE-to-Ops (Staff Efficiency)     - Full-time Equivalents     - Pct Part-time Employees     Avg Occupancy & Ops Exp per FTE     - Occupancy & Ops Expense Ratio     - Pct of Total Operating Expense     Avg All Other Expense per FTE     - All Other Expense Ratio     - Pct of Total Operating Expense	\$46,650       3.43%       \$22,184       1.63%       48%       1.76       206       81%       \$15,170       1.11%       33%       \$9,282       0.68%	\$98,785 3.64% \$46,720 1.72% 52% 0.72 1,441 46% \$23,742 0.88% 27% \$18,952 0.70%	\$169,045 3.73% \$65,144 1.44% 47% 0.36 8,102 16% \$37,467 0.83% 27% \$35,707 0.79%	\$193,206 4.02% \$69,973 1.46% 47% 0.30 10,141 9% \$38,990 0.81% 26% \$41,229 0.86%	\$207,284 4.32% \$76,409 1.59% 50% 0.26 50,923 7% \$38,725 0.81% 25% \$37,999 0.79%	\$300,876 4.54% \$96,411 1.46% 52% 0.16 268,744 5% \$44,049 0.67% 24% \$44,124 0.67%	\$279,472 4.49% \$91,620 1.47% 52% 0.18 339,557 6% \$42,835 0.69% 24% \$42,792 0.69%	\$92,262 3.63% \$43,650 1.72% 52% 0.78 1,647 51% \$22,669 0.89% 27% \$17,742 0.70%	\$156,076 3.72% \$61,514 1.47% 48% 0.40 9,749 23% \$34,968 0.83% 27% \$32,673 0.78%	\$175,007 3.88% \$65,827 1.46% 47% 0.34 19,890 16% \$37,019 0.82% 26% \$37,035 0.82%	\$198,218 4.20% \$73,437 1.56% 49% 0.27 70,813 10% \$38,246 0.81% 26% \$37,728 0.80%
Revenue/Operating Expense Assessm     Revenue-     Avg Revenue per FTE     - Total Revenue Ratio     Operating Expenses-     Avg Compensation & Benefits per FTE     - Compensation & Benefits Exp Ratio     - Pct of Total Operating Expense     - FTE-to-Ops (Staff Efficiency)     - Full-time Equivalents     - Pct Part-time Employees     Avg Occupancy & Ops Exp per FTE     - Occupancy & Ops Expense Ratio     - Pct of Total Operating Expense     Avg All Other Expense per FTE     - All Other Expense Ratio	\$46,650       3.43%       \$22,184       1.63%       48%       1.76       206       81%       \$15,170       1.11%       33%       \$9,282       0.68%	\$98,785 3.64% \$46,720 1.72% 52% 0.72 1,441 46% \$23,742 0.88% 27% \$18,952 0.70%	\$169,045 3.73% \$65,144 1.44% 47% 0.36 8,102 16% \$37,467 0.83% 27% \$35,707 0.79%	\$193,206 4.02% \$69,973 1.46% 47% 0.30 10,141 9% \$38,990 0.81% 26% \$41,229 0.86%	\$207,284 4.32% \$76,409 1.59% 50% 0.26 50,923 7% \$38,725 0.81% 25% \$37,999 0.79%	\$300,876 4.54% \$96,411 1.46% 52% 0.16 268,744 5% \$44,049 0.67% 24% \$44,124 0.67%	\$279,472 4.49% \$91,620 1.47% 52% 0.18 339,557 6% \$42,835 0.69% 24% \$42,792 0.69%	\$92,262 3.63% \$43,650 1.72% 52% 0.78 1,647 51% \$22,669 0.89% 27% \$17,742 0.70%	\$156,076 3.72% \$61,514 1.47% 48% 0.40 9,749 23% \$34,968 0.83% 27% \$32,673 0.78%	\$175,007 3.88% \$65,827 1.46% 47% 0.34 19,890 16% \$37,019 0.82% 26% \$37,035 0.82%	\$198,218 4.20% \$73,437 1.56% 49% 0.27 70,813 10% \$38,246 0.81% 26% \$37,728 0.80%
Revenue/Operating Expense Assessm     Revenue     Avg Revenue per FTE     - Total Revenue Ratio     Operating Expenses-     Avg Compensation & Benefits per FTE     - Compensation & Benefits Exp Ratio     - Pct of Total Operating Expense     - FTE-to-Ops (Staff Efficiency)     - Full-time Equivalents     - Pct Part-time Employees     Avg Occupancy & Ops Exp per FTE     - Occupancy & Ops Expense Ratio     - Pct of Total Operating Expense     Avg All Other Expense per FTE     - All Other Expense Ratio     - Pct of Total Operating Expense	\$46,650       3.43%       \$22,184       1.63%       48%       1.76       206       81%       \$15,170       1.11%       33%       \$9,282       0.68%	\$98,785 3.64% \$46,720 1.72% 52% 0.72 1,441 46% \$23,742 0.88% 27% \$18,952 0.70%	\$169,045 3.73% \$65,144 1.44% 47% 0.36 8,102 16% \$37,467 0.83% 27% \$35,707 0.79%	\$193,206 4.02% \$69,973 1.46% 47% 0.30 10,141 9% \$38,990 0.81% 26% \$41,229 0.86%	\$207,284 4.32% \$76,409 1.59% 50% 0.26 50,923 7% \$38,725 0.81% 25% \$37,999 0.79%	\$300,876 4.54% \$96,411 1.46% 52% 0.16 268,744 5% \$44,049 0.67% 24% \$44,124 0.67%	\$279,472 4.49% \$91,620 1.47% 52% 0.18 339,557 6% \$42,835 0.69% 24% \$42,792 0.69%	\$92,262 3.63% \$43,650 1.72% 52% 0.78 1,647 51% \$22,669 0.89% 27% \$17,742 0.70%	\$156,076 3.72% \$61,514 1.47% 48% 0.40 9,749 23% \$34,968 0.83% 27% \$32,673 0.78%	\$175,007 3.88% \$65,827 1.46% 47% 0.34 19,890 16% \$37,019 0.82% 26% \$37,035 0.82%	\$198,218 4.20% \$73,437 1.56% 49% 0.27 70,813 10% \$38,246 0.81% 26% \$37,728 0.80%
Revenue/Operating Expense Assessm     Revenue     Avg Revenue per FTE     - Total Revenue Ratio     Operating Expenses-     Avg Compensation & Benefits per FTE     - Compensation & Benefits Exp Ratio     - Pct of Total Operating Expense     - FTE-to-Ops (Staff Efficiency)     - Full-time Equivalents     - Pct Part-time Employees     Avg Occupancy & Ops Exp per FTE     - Occupancy & Ops Expense Ratio     - Pct of Total Operating Expense     Avg All Other Expense per FTE     - All Other Expense Ratio     - Pct of Total Operating Expense	ent \$46,650 3.43% \$22,184 1.63% 48% 1.76 206 81% \$15,170 1.11% 33% \$9,282 0.68% 20%	\$98,785 3.64% \$46,720 1.72% 52% 0.72 1,441 46% \$23,742 0.88% 27% \$18,952 0.70% 21%	\$169,045 3.73% \$65,144 1.44% 47% 0.36 8,102 16% \$37,467 0.83% 27% \$35,707 0.79% 26%	\$193,206 4.02% \$69,973 1.46% 47% 0.30 10,141 9% \$38,990 0.81% 26% \$41,229 0.86% 27%	\$207,284 4.32% \$76,409 1.59% 50% 0.26 50,923 7% \$38,725 0.81% 25% \$37,999 0.79% 25%	\$300,876 4.54% \$96,411 1.46% 52% 0.16 268,744 5% \$44,049 0.67% 24% \$44,124 0.67% 24%	\$279,472 4.49% \$91,620 1.47% 52% 0.18 339,557 6% \$42,835 0.69% 24% \$42,792 0.69% 24%	\$92,262 3.63% \$43,650 1.72% 52% 0.78 1,647 51% \$22,669 0.89% 27% \$17,742 0.70% 21%	\$156,076 3.72% \$61,514 1.47% 48% 0.40 9,749 23% \$34,968 0.83% 27% \$32,673 0.78% 25%	\$175,007 3.88% \$65,827 1.46% 47% 0.34 19,890 16% \$37,019 0.82% 26% \$37,035 0.82% 26%	\$198,218 4.20% \$73,437 1.56% 49% 0.27 70,813 10% \$38,246 0.81% 26% \$37,728 0.80% 25%
Revenue/Operating Expense Assessm     Revenue-     Avg Revenue per FTE     - Total Revenue Ratio     Operating Expenses-     Avg Compensation & Benefits per FTE     - Compensation & Benefits Exp Ratio     - Pct of Total Operating Expense     - FTE-to-Ops (Staff Efficiency)     - Full-time Equivalents     - Pct Part-time Employees     Avg Occupancy & Ops Exp per FTE     - Occupancy & Ops Expense Ratio     - Pct of Total Operating Expense     Avg All Other Expense per FTE     - All Other Expense Ratio     - Pct of Total Operating Expense	ent \$46,650 3.43% \$22,184 1.63% 48% 1.76 206 81% \$15,170 1.11% 33% \$9,282 0.68% 20% 3.7%	\$98,785 3.64% \$46,720 1.72% 52% 0.72 1,441 46% \$23,742 0.88% 27% \$18,952 0.70% 21% \$18,952 0.70% 21%	\$169,045 3.73% \$65,144 1.44% 47% 0.36 8,102 16% \$37,467 0.83% 27% \$35,707 0.79% 26% 26% 2.3%	\$193,206 4.02% \$69,973 1.46% 47% 0.30 10,141 9% \$38,990 0.81% 26% \$41,229 0.86% 27% 27%	\$207,284 4.32% \$76,409 1.59% 50% 0.26 50,923 7% \$38,725 0.81% 25% \$37,999 0.79% 25% \$37,999 0.79% 25%	\$300,876 4.54% \$96,411 1.46% 52% 0.16 268,744 5% \$44,049 0.67% 24% \$44,124 0.67% 24% 3.2%	\$279,472 4.49% \$91,620 1.47% 52% 0.18 339,557 6% \$42,835 0.69% 24% \$42,792 0.69% 24% \$42,792 0.69% 24%	\$92,262 3.63% \$43,650 1.72% 52% 0.78 1,647 51% \$22,669 0.89% 27% \$17,742 0.70% 21% \$17,742 0.70% 21%	\$156,076 3.72% \$61,514 1.47% 48% 0.40 9,749 23% \$34,968 0.83% 27% \$32,673 0.78% 25% \$25%	\$175,007 3.88% \$65,827 1.46% 47% 0.34 19,890 16% \$37,019 0.82% 26% \$37,035 0.82% 26% \$37,035 0.82% 26%	\$198,218 4.20% \$73,437 1.56% 49% 0.27 70,813 10% \$38,246 0.81% 26% \$37,728 0.80% 25% 25%
Revenue/Operating Expense Assessm     Revenue-     Avg Revenue per FTE   - Total Revenue Ratio     Operating Expenses-   Avg Compensation & Benefits per FTE     - Compensation & Benefits Exp Ratio   - Pct of Total Operating Expense     - FTE-to-Ops (Staff Efficiency)   - Full-time Equivalents     - Pct Part-time Employees   Avg Occupancy & Ops Exp per FTE     - Occupancy & Ops Exp per FTE   - Occupancy & Ops Expense Ratio     - Pct of Total Operating Expense   Avg All Other Expense per FTE     - All Other Expense Ratio   - Pct of Total Operating Expense     Membership Outreach-   Members-to-Potential Members     Members-to-Potential Members   Members-to-FTEs     Borrower-to-Members   Branches	ent \$46,650 3.43% \$22,184 1.63% 48% 1.76 206 81% \$15,170 1.11% 33% \$9,282 0.68% 20% \$ 3.7% 399 22.1% 301	\$98,785 3.64% \$46,720 1.72% 52% 0.72 1,441 46% \$23,742 0.88% 27% \$18,952 0.70% 21% \$18,952 0.70% 21% \$18,952 0.70% 21%	\$169,045 3.73% \$65,144 1.44% 47% 0.36 8,102 16% \$37,467 0.83% 27% \$35,707 0.79% 26% \$35,707 0.79% 26% 213.2% 419 133.2% 1,889	\$193,206 4.02% \$69,973 1.46% 47% 0.30 10,141 9% \$38,990 0.81% 26% \$41,229 0.86% 27% \$41,229 0.86% 27%	\$207,284 4.32% \$76,409 1.59% 50% 0.26 50,923 7% \$38,725 0.81% 25% \$37,999 0.79% 25% \$37,999 0.79% 25%	\$300,876 4.54% \$96,411 1.46% 52% 0.16 268,744 5% \$44,049 0.67% 24% \$44,124 0.67% 24% \$44,124 0.67% 24% 3.2% 409 59.0% 12,163	\$279,472 4.49% \$91,620 1.47% 52% 0.18 339,557 6% \$42,835 0.69% 24% \$42,792 0.69% 24% \$42,792 0.69% 24% \$42,792 0.69% 24%	\$92,262 3.63% \$43,650 1.72% 52% 0.78 1,647 51% \$22,669 0.89% 27% \$17,742 0.70% 21% \$17,742 0.70% 21%	\$156,076 3.72% \$61,514 1.47% 48% 0.40 9,749 23% \$34,968 0.83% 27% \$32,673 0.78% 25% \$32,673 0.78% 25%	\$175,007 3.88% \$65,827 1.46% 47% 0.34 19,890 16% \$37,019 0.82% 26% \$37,035 0.82% 26% \$37,035 0.82% 26%	\$198,218 4.20% \$73,437 1.56% 49% 0.27 70,813 10% \$38,246 0.81% 26% \$37,728 0.80% 25% \$37,728 0.80% 25%
Revenue/Operating Expense Assessm     Revenue-     Avg Revenue per FTE     - Total Revenue Ratio     Operating Expenses-     Avg Compensation & Benefits per FTE     - Compensation & Benefits Exp Ratio     - Pct of Total Operating Expense     - FTE-to-Ops (Staff Efficiency)     - Full-time Equivalents     - Pct Part-time Employees     Avg Occupancy & Ops Exp per FTE     - Occupancy & Ops Expense Ratio     - Pct of Total Operating Expense     Avg All Other Expense per FTE     - All Other Expense Ratio     - Pct of Total Operating Expense     Membership Outreach-     Members-to-Potential Members     Members-to-FTEs     Borrower-to-Members	ent \$46,650 3.43% \$22,184 1.63% 48% 1.76 206 81% \$15,170 1.11% 33% \$9,282 0.68% 20% \$ 3.7% 399 22.1%	\$98,785 3.64% \$46,720 1.72% 52% 0.72 1,441 46% \$23,742 0.88% 27% \$18,952 0.70% 21% \$18,952 0.70% 21%	\$169,045 3.73% \$65,144 1.44% 47% 0.36 8,102 16% \$37,467 0.83% 27% \$35,707 0.79% 26% 26% 2.3% 419 133.2%	\$193,206 4.02% \$69,973 1.46% 47% 0.30 10,141 9% \$38,990 0.81% 26% \$41,229 0.86% 27% 27% 21% 388 101.3%	\$207,284 4.32% \$76,409 1.59% 50% 0.26 50,923 7% \$38,725 0.81% 25% \$37,999 0.79% 25% \$37,999 0.79% 25%	\$300,876 4.54% \$96,411 1.46% 52% 0.16 268,744 5% \$44,049 0.67% 24% \$44,124 0.67% 24% \$44,124 0.67% 24%	\$279,472 4.49% \$91,620 1.47% 52% 0.18 339,557 6% \$42,835 0.69% 24% \$42,792 0.69% 24% \$42,792 0.69% 24%	\$92,262 3.63% \$43,650 1.72% 52% 0.78 1,647 51% \$22,669 0.89% 27% \$17,742 0.70% 21% \$17,742 0.70% 21%	\$156,076 3.72% \$61,514 1.47% 48% 0.40 9,749 23% \$34,968 0.83% 27% \$32,673 0.78% 25% \$32,673 0.78% 25%	\$175,007 3.88% \$65,827 1.46% 47% 0.34 19,890 16% \$37,019 0.82% 26% \$37,035 0.82% 26% \$37,035 0.82% 26%	\$198,218 4.20% \$73,437 1.56% 49% 0.27 70,813 10% \$38,246 0.81% 26% \$37,728 0.80% 25% \$357 82.6%



### MERIDIAN ECONOMICS

<\$2M

Trusted Insight, Effective Solutions

NCUA Q4-2022

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

TOTAL <10M

CREDIT UNION PEER STATS

<\$50M <\$100M

#### NET INFRASTRUCTURE COST:

							I	/	/	/	
Fee Income	0.39%	0.55%	0.88%	1.09%	1.21%	1.10%	1.11%	0.53%	0.84%	0.98%	1.15%
Compensation & Benefits	1.63%	1.72%	1.44%	1.46%	1.59%	1.46%	1.47%	1.72%	1.47%	1.46%	1.56%
Travel & Conference	0.02%	0.02%	0.02%	0.03%	0.03%	0.02%	0.02%	0.02%	0.02%	0.03%	0.03%
Office Occcupancy	0.21%	0.15%	0.18%	0.20%	0.21%	0.17%	0.17%	0.15%	0.18%	0.19%	0.20%
Office Operations	0.90%	0.73%	0.65%	0.61%	0.60%	0.50%	0.52%	0.74%	0.66%	0.63%	0.61%
Educational & Promo	0.05%	0.03%	0.06%	0.08%	0.10%	0.11%	0.11%	0.03%	0.06%	0.07%	0.09%
Loan Servicing	0.11%	0.12%	0.17%	0.22%	0.23%	0.19%	0.20%	0.11%	0.16%	0.19%	0.22%
Professional & Outside Services	0.28%	0.38%	0.43%	0.44%	0.35%	0.23%	0.25%	0.37%	0.42%	0.43%	0.37%
Member Insurance	0.02%	0.01%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%
Operating Fees	0.05%	0.03%	0.02%	0.02%	0.01%	0.01%	0.01%	0.03%	0.02%	0.02%	0.02%
Miscellaneous	0.15%	0.11%	0.09%	0.07%	0.07%	0.10%	0.09%	0.12%	0.09%	0.08%	0.07%
Total Ops Expense	3.43%	3.30%	3.05%	3.13%	3.19%	2.79%	2.85%	3.30%	3.08%	3.10%	3.17%
Net Operating Expense	3.04%	2.75%	2.18%	2.03%	1.98%	1.69%	1.74%	2.77%	2.24%	2.12%	2.02%

#### NET INFRASTRUCTURE COST PER FULL-TIME EQUIVALENT

Fee Income	\$5,282	\$14,787	\$39,780	\$52,598	\$58,066	\$72,892	\$68,989	\$13,597	\$35,358	\$44,148	\$54,157
Compensation & Benefits	\$22,184	\$46,720	\$65,144	\$69 <i>,</i> 973	\$76,409	\$96,411	\$91,620	\$43,650	\$61,514	\$65 <i>,</i> 827	\$73,437
Travel & Conference	\$233	\$555	\$1,037	\$1,321	\$1,414	\$1,306	\$1,311	\$515	\$949	\$1,139	\$1,337
Office Occcupancy	\$2,888	\$3 <i>,</i> 957	\$8,220	\$9,674	\$9 <i>,</i> 858	\$11,018	\$10,699	\$3,823	\$7,478	\$8,597	\$9,504
Office Operations	\$12,282	\$19,785	\$29,247	\$29,317	\$28 <i>,</i> 867	\$33,031	\$32,136	\$18,846	\$27,490	\$28,422	\$28,742
Educational & Promo	\$665	\$902	\$2,814	\$3,826	\$4,929	\$7,539	\$6,891	\$873	\$2,486	\$3,169	\$4,435
Loan Servicing	\$1,471	\$3,124	\$7,517	\$10,403	\$10,840	\$12 <i>,</i> 800	\$12,262	\$2,917	\$6,740	\$8 <i>,</i> 608	\$10,213
Professional & Outside Services	\$3,791	\$10,205	\$19,267	\$21,171	\$16,908	\$15,349	\$15,824	\$9,402	\$17,601	\$19,421	\$17,614
Member Insurance	\$325	\$278	\$160	\$89	\$79	\$56	\$63	\$284	\$181	\$134	\$94
Operating Fees	\$689	\$833	\$950	\$907	\$707	\$540	\$588	\$815	\$928	\$917	\$766
Miscellaneous	\$2,107	\$3 <i>,</i> 054	\$3 <i>,</i> 962	\$3,511	\$3,122	\$6,534	\$5,853	\$2,936	\$3,789	\$3,647	\$3,270
Total Ops Expense	\$46,636	\$89,413	\$138,319	\$150,192	\$153,133	\$184,585	\$177,247	\$84,061	\$129,155	\$139,881	\$149,411
Net Operating Expense	\$41,354	\$74,627	\$98,539	\$97,594	\$95,067	\$111,693	\$108,258	\$70,464	\$93,797	\$95,733	\$95,254



