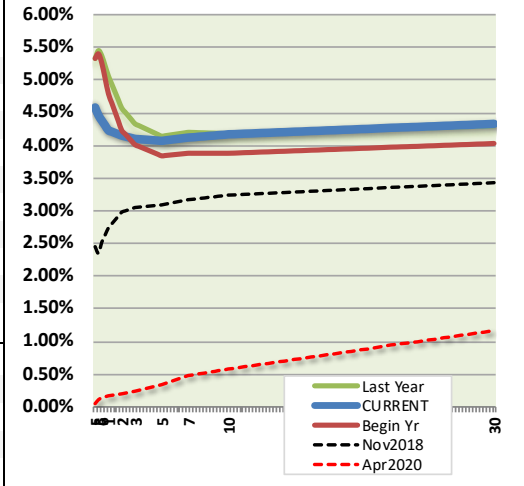


06 December 2024

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*	
	12/5/24	11/5/24	12/31/23	12/5/23				
Prime	7.75%	8.00%	8.50%	8.50%	-0.75%	-0.75%	4.50%	
Fed Funds	4.58%	4.83%	5.33%	5.33%	-0.75%	-0.75%	4.53%	
3mo	4.46%	4.64%	5.40%	5.45%	-0.94%	-0.99%	4.35%	
6mo	4.38%	4.39%	5.26%	5.37%	-0.88%	-0.99%	4.24%	
1yr	4.23%	4.27%	4.79%	5.06%	-0.56%	-0.83%	4.06%	
2yr	4.15%	4.19%	4.23%	4.57%	-0.08%	-0.42%	3.95%	
3yr	4.10%	4.11%	4.01%	4.33%	0.09%	-0.23%	3.86%	
5yr	4.07%	4.16%	3.84%	4.14%	0.23%	-0.07%	3.73%	
7yr	4.12%	4.22%	3.88%	4.20%	0.24%	-0.08%	3.64%	
10yr	4.17%	4.26%	3.88%	4.18%	0.29%	-0.01%	3.59%	
30yr	4.33%	4.44%	4.03%	4.30%	0.30%	0.03%	3.16%	
Slope of the Yield Curve-								
2yr-3mo	-0.31%	-0.45%	-1.17%	-0.88%	0.86%	0.57%	-0.94%	
5yr-2yr	-0.08%	-0.03%	-0.39%	-0.43%	0.31%	0.35%	-0.19%	
10yr-5yr	0.10%	0.10%	0.04%	0.04%	0.06%	0.06%	-0.05%	
10yr-3mo	-0.29%	-0.38%	-1.52%	-1.27%	1.23%	0.98%	-1.18%	

*Since Mar 2020

ECONOMY ADDED 227K JOBS IN NOVEMBER; UNEMPLOYMENT RATE INCREASES TO 4.2%

US job growth rebounded in November with improved payroll gains after the lackluster October jobs report reflected labor disruptions due to hurricanes and union strikes.

The Labor Department on Friday reported that employers added 227,000 jobs in November, while the nation's unemployment rate ticked higher to 4.2%, up from 4.1% a month ago.

The number of jobs added in the prior two months were both revised higher, with job creation in September revised up by 32,000 from a gain of 223,000 to 255,000, while October was revised up by 24,000 from a gain of 12,000 to 36,000.

Private sector payrolls added 194,000 jobs in November. The manufacturing sector saw employment rise by 22,000 jobs in November, including an increase of 32,000 in transportation equipment manufacturing following the return of workers who were on strike.

Government employment rose by 33,000 jobs in November, with the growth concentrated in state government (+20,000). The government sector's gains were mostly in line with the 12-month average gain of 41,000.

The labor force participation rate was 62.5% in November, having shown little change in the last year, with it remaining in a narrow range of 62.5% to 62.7% from December 2023.

Key Economic Indicators for Banks, Thrifts & Credit Unions-

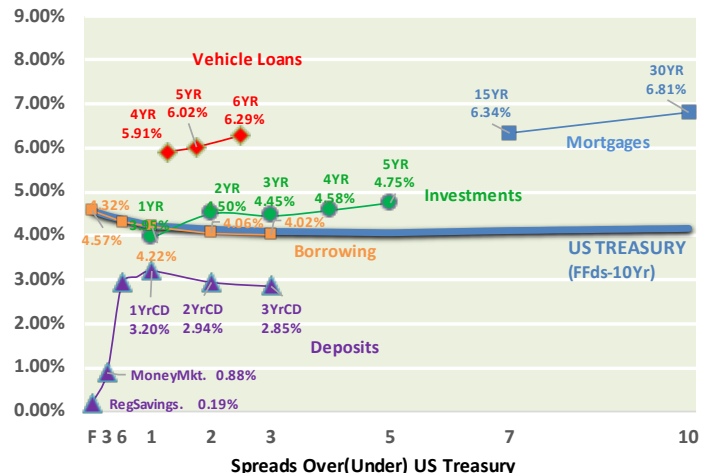
		LATEST	CURRENT	PREV
GDP	QoQ	Q3-24 2nd	2.8%	3.0%
GDP - YTD	Annl	Q3-24 2nd	2.4%	2.2%
Consumer Spending	QoQ	Q3-24 2nd	3.5%	2.8%
Consumer Spending YTD	Annl	Q3-24 2nd	2.6%	2.2%
Unemployment Rate	Mo	November	4.2%	4.1%
Underemployment Rate	Mo	November	7.8%	7.7%
Participation Rate	Mo	November	62.5%	62.6%
Wholesale Inflation	YoY	October	2.4%	1.8%
Consumer Inflation	YoY	October	2.6%	2.4%
Core Inflation	YoY	October	3.8%	3.3%
Consumer Credit	Annual	September	1.4%	1.8%
Retail Sales	YoY	October	2.8%	2.6%
Vehicle Sales	Annl (Mil)	October	16.4	16.3
Home Sales	Annl (Mil)	October	4.698	4.556
Home Prices	YoY	September	3.9%	4.3%

Key Consumer Market Data-

	THIS WK	YR END	PCT CHANGES	
	12/5/24	12/31/23	YTD	12Mos
DJIA	44,765	37,689	18.8%	23.1%
S&P 500	6,075	4,769	27.4%	32.0%
NASDAQ	19,700	15,011	31.2%	37.5%
Crude Oil	68.30	71.77	-4.8%	-5.4%
Avg Gasoline	3.03	3.12	-2.6%	-6.1%
Gold	2,648	2,072	27.8%	31.5%

AVERAGE CREDIT UNION RATES, RATE SENSITIVITIES AND RELATIVE VALUE

	THIS WK 12/5/24	CHANGE IN MARKET RATES SINCE			Rate Sen 2020Low
		YTD	Nov18 High	2020 Low	
Classic CC	13.25%	0.15%	1.56%	2.21%	49%
Platinum CC	12.74%	0.09%	2.47%	3.38%	75%
48mo Veh	5.91%	-0.52%	2.25%	2.67%	68%
60mo Veh	6.02%	-0.53%	2.25%	2.67%	69%
72mo Veh	6.29%	-0.54%	2.17%	2.62%	67%
HE LOC	7.96%	-0.48%	2.40%	3.73%	83%
10yr HE	7.41%	-0.18%	1.89%	2.31%	62%
15yr FRM	6.34%	0.56%	1.76%	3.02%	83%
30yr FRM	6.81%	0.43%	1.75%	3.10%	86%
Sh Drafts	0.13%	0.04%	-0.01%	0.01%	0%
Reg Svgs	0.19%	0.00%	0.00%	0.04%	1%
MMkt-10k	0.88%	0.00%	0.40%	0.56%	12%
MMkt-50k	1.18%	0.00%	0.53%	0.73%	16%
6mo CD	2.93%	0.14%	1.90%	2.34%	55%
1yr CD	3.20%	-0.16%	1.69%	2.35%	58%
2yr CD	2.94%	-0.12%	1.09%	1.90%	48%
3yr CD	2.85%	-0.08%	0.79%	1.68%	44%



STRATEGICALLY FOR CREDIT UNIONS

The outlook for consumers' purchasing outlook saw average hourly earnings for all employees on private nonfarm payrolls rising by 13 cents, or 0.4%, to \$35.61. In the past 12 months, average hourly earnings have risen by 4% - significantly below the pace of consumer inflation.

The number of people considered to be long-term unemployed, defined as being jobless for 27 weeks or more, was little changed at 1.7 million in November compared with a month ago. The figure is up 1.2 million from last year. The long-term unemployed accounted for 23.2% of all unemployed people in November.

The economy continues to make some headway by the relatively healthy amount of job and income gains, but a further increase in the unemployment rate tempers some of the shine in the labor market and potentially gives the Fed what it needs to cut rates in December.

Federal Reserve policy-makers are due to meet in mid-December to discuss a potential interest rate cut. The market's expectations that the Fed will cut rates by 25 basis points rose following the jobs report release, with the probability rising from 71% a day ago to 87% as of Friday morning.

Once again, the Fed is dangerous between a rock and a hard place. To cut rates too mch, too soon will send the economy into another hyper-inflationary environment. But to wait too long, too little could adversely impact the economy's growth potential.

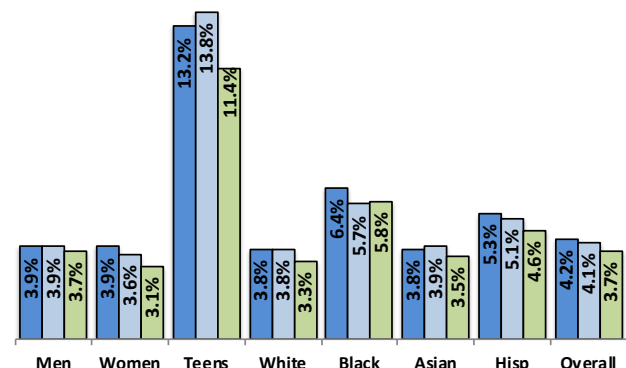
ECONOMIC RELEASES

RELEASES THIS WEEK:	Current	Projected	Previous
Unemployment Rate (Nov)	4.2%	4.2%	4.1%

RELEASES FOR UPCOMING WEEK:	Projected	Previous
Consumer Inflation (Nov, YoY)	2.7%	2.6%
Wholesale Inflation (Nov, YoY)	2.6%	2.4%

UNEMPLOYMENT BY DEMOGRAPHIC

CURRENT, LAST MONTH and ONE YEAR AGO





ECONOMIC CALENDAR

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
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OCTOBER 4 Vehicle Sales 16.0M	5	6	7 Jobless Claims 221k Cont'd Claims 1.89M FOMC Announcement	8	9
11 VETERANS DAY HOLIDAY	12	13 Consumer Inflation 2.6%	14 Jobless Claims 217k Cont'd Claims 1.87M Wholesale Inflation 2.4%	15 Retail Sales 0.4%	16
18	19	20	21 Jobless Claims 213k Cont'd Claims 1.91M Existing Home Sales 3.96M Leading Indicators -0.4%	22	23
25	26 Home Prices 3.9% Consumer Confidence	27 GDP Q3 (2nd) 2.8%	28 THANKGIVING HOLIDAY	29	30
DECEMBER 2	3	4 Fed Beige Book	5 Jobless Claims 224k Cont'd Claims 1.87M	6 Unemployment 4.2% Non-farm Jobs 227k Private Payrolls 194k Participation Rate 62.5%	7
9	10	11 Consumer Inflation	12 Jobless Claims Cont'd Claims Wholesale Inflation	13	14
16	17 Retail Sales	18 FOMC Announcement	19 Jobless Claims Cont'd Claims GDP (Q3, Final) Existing Home Sales	20	21
23 Consumer Confidence	24 New Home Sales	25 CHRISTMAS HOLIDAY	26 Jobless Claims Cont'd Claims	27 Home Prices	28
30	31	JANUARY 1 NEW YEAR'S HOLIDAY	2 Jobless Claims Cont'd Claims	3 Vehicle Sales	4

ECONOMIC FORECAST

November 2024
(Updated November 27, 2024)

	2024				2025				2026			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4

ECONOMIC OUTLOOK

Economic Growth-

GDP - (QoQ)	1.6%	3.0%	2.8%	1.8%	2.0%	1.6%	1.9%	1.9%	1.7%	1.6%	1.6%	1.6%
GDP - (YTD)	1.6%	2.3%	2.5%	2.3%	2.0%	1.8%	1.8%	1.9%	1.7%	1.7%	1.6%	1.6%
Consumer Spndng (YTD)	1.9%	2.8%	3.7%	2.7%	2.0%	1.9%	1.6%	1.4%	1.4%	1.5%	1.3%	1.3%
Govt Spending (YTD)	1.8%	3.1%	5.0%	0.5%	0.6%	-0.1%	0.2%	0.2%	0.1%	0.2%	0.1%	0.0%
	1.8%	2.5%	3.3%	2.6%	0.6%	0.3%	0.2%	0.2%	0.1%	0.2%	0.1%	0.1%

Consumer Wealth-

Unemployment	3.8%	4.0%	4.2%	4.2%	4.3%	4.4%	4.6%	4.6%	4.7%	4.7%	4.7%	4.6%
Cons Inflation	3.2%	3.2%	2.6%	2.6%	2.4%	2.4%	2.3%	2.2%	2.1%	2.1%	2.1%	2.0%
Home Prices	6.3%	6.3%	5.0%	4.0%	3.5%	3.4%	3.0%	3.0%	2.8%	2.8%	3.0%	3.1%

SINGLE FAMILY HOME & VEHICLE LOAN MARKETS

Home Sales (Mils)-

Home Sales	4.863	4.703	4.617	4.766	4.786	4.899	5.106	5.289	5.332	5.371	5.320	5.351
Existing Homes	4.200	4.047	3.893	4.033	4.028	4.137	4.331	4.502	4.536	4.570	4.523	4.546
New Homes	0.663	0.656	0.724	0.733	0.758	0.762	0.775	0.787	0.796	0.801	0.797	0.805

Mortgage Originations (Mils)

Single Family	1.076	1.203	1.343	1.426	1.357	1.511	1.590	1.550	1.534	1.729	1.683	1.565
Purchase App	0.773	0.880	0.924	0.779	0.768	0.934	0.970	0.926	0.896	1.087	1.062	0.964
Refi Apps	0.303	0.323	0.419	0.647	0.589	0.577	0.620	0.624	0.638	0.642	0.621	0.601
Refi Share	28%	27%	31%	45%	43%	38%	39%	40%	42%	37%	37%	38%

Vehicle Sales (Mils)-

Vehicle Sales	15.6	16.0	16.3	16.0	15.9	16.1	16.4	16.3	16.2	16.5	16.7	16.8
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MARKET RATE OUTLOOK

Benchmark Rates-

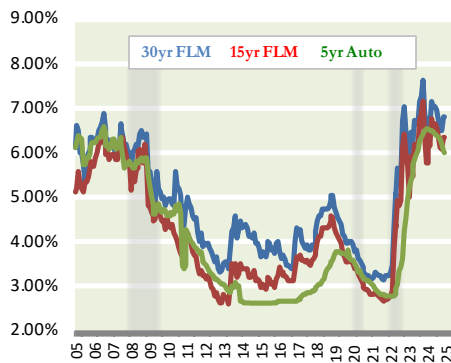
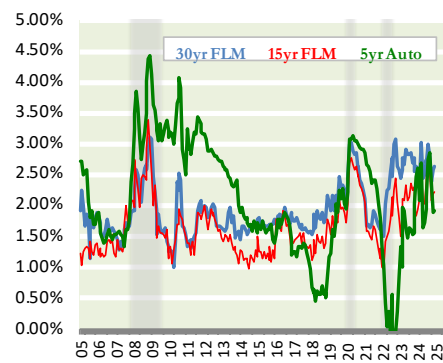
Prime	8.5%	8.5%	8.0%	7.3%	7.3%	7.0%	7.0%	6.8%	6.8%	6.8%	6.8%	6.8%
Fed Funds	5.4%	5.4%	4.9%	4.3%	4.3%	4.0%	4.0%	3.8%	3.8%	3.8%	3.8%	3.8%
3yr UST	4.6%	4.1%	4.0%	4.2%	4.2%	4.1%	4.1%	4.0%	4.0%	4.0%	4.0%	4.1%
7yr UST	4.4%	3.8%	4.2%	4.2%	4.2%	4.2%	4.2%	4.3%	4.3%	4.3%	4.3%	4.4%
10yr UST	4.2%	4.4%	3.9%	4.5%	4.5%	4.3%	4.4%	4.4%	4.5%	4.5%	4.5%	4.5%

Market Rates-

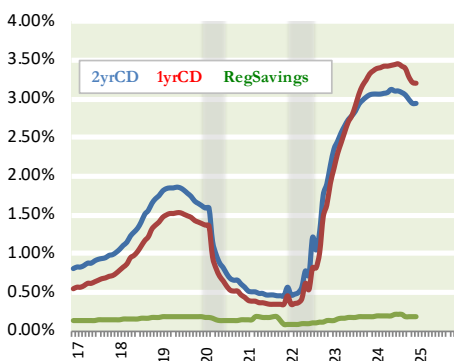
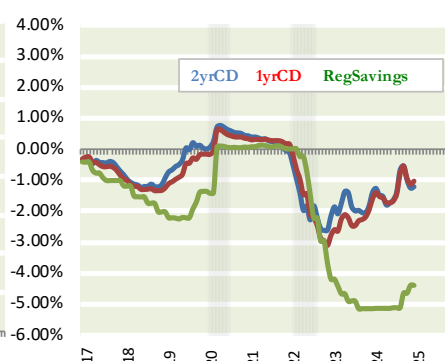
5yr Veh Loan	6.6%	6.5%	6.3%	6.3%	6.2%	6.2%	6.1%	6.1%	6.2%	6.1%	6.1%	6.0%
15yr 1st Mortg	6.5%	6.6%	5.8%	6.3%	6.2%	6.2%	6.2%	6.1%	6.1%	6.1%	6.0%	6.0%
30yr 1st Mortg	6.7%	7.0%	6.5%	6.6%	6.6%	6.5%	6.4%	6.4%	6.3%	6.3%	6.3%	6.2%
Regular Svgs	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%
1Yr Term CD	3.4%	3.4%	3.3%	3.2%	3.1%	3.1%	3.0%	3.0%	3.1%	3.0%	3.0%	2.9%

INDICATIVE PRICING SPREADS AND RELATIVE VALUE OF INVESTMENT OPTIONS

	30yr Mortgage	15yr Mortgage	5yr Vehicle
Current	2.64%	2.22%	1.92%
Nov-24	2.58%	2.20%	1.88%
Oct-24	2.40%	2.08%	2.34%
Sep-24	2.79%	2.54%	2.85%
Aug-24	2.99%	2.73%	2.75%
Jul-24	2.70%	2.42%	2.15%
Jun-24	2.74%	2.40%	1.95%
May-24	2.50%	2.03%	1.72%
Apr-24	2.45%	2.05%	1.64%
Mar-24	0.00%	0.00%	0.00%
Feb-24	2.43%	2.10%	2.07%
Jan-24	2.35%	1.94%	2.60%
Dec-23	2.63%	1.84%	2.46%

"A"-PAPER MARKET RATES

"A"-PAPER PRICING SPREADS


	Reg Svgs	1yr CD	2yr CD
Current	-4.39%	-1.03%	-1.21%
Nov-24	-4.39%	-1.13%	-1.25%
Oct-24	-4.64%	-0.94%	-0.99%
Sep-24	-4.64%	-0.54%	-0.54%
Aug-24	-5.11%	-0.79%	-0.67%
Jul-24	-5.11%	-1.45%	-1.40%
Jun-24	-5.11%	-1.67%	-1.64%
May-24	-5.13%	-1.73%	-1.74%
Apr-24	-5.13%	-1.72%	-1.79%
Mar-24	-5.13%	-1.57%	-1.52%
Feb-24	-5.13%	-1.52%	-1.48%
Jan-24	-5.13%	-1.40%	-1.26%
Dec-23	-5.14%	-1.60%	-1.40%

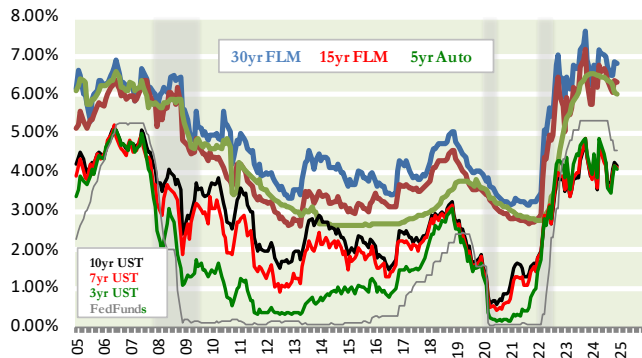
AVG DEPOSIT MARKET RATES

AVG PRICING SPREADS

INDICATIVE INTEREST SPREADS AND MATCHED FUNDING VARIABLES

		Cash					5yr New Veh		5yr Used Veh		15yr Mortgage		30yr Mortgage	
		4.58%	3.95%	4.50%	4.45%	4.58%	4.75%	6.02%	6.17%	6.34%	6.81%			
Share Draft	0.13%	4.45%	3.82%	4.37%	4.32%	4.45%	4.62%	5.89%	6.04%	6.21%	6.68%			
Regular Savings	0.19%	4.39%	3.76%	4.31%	4.26%	4.39%	4.56%	5.83%	5.98%	6.15%	6.62%			
Money Market	0.88%	3.70%	3.07%	3.62%	3.57%	3.70%	3.87%	5.14%	5.29%	5.46%	5.93%			
FHLB Overnight	4.57%	0.01%	-0.62%	-0.07%	-0.12%	0.01%	0.18%	1.45%	1.60%	1.77%	2.24%			
Catalyst Settlement	5.50%	-0.92%	-1.55%	-1.00%	-1.05%	-0.92%	-0.75%	0.52%	0.67%	0.84%	1.31%			
6mo Term CD	3.04%	1.54%	0.91%	1.46%	1.41%	1.54%	1.71%	2.98%	3.13%	3.30%	3.77%			
6mo FHLB Term	4.32%	0.26%	-0.37%	0.18%	0.13%	0.26%	0.43%	1.70%	1.85%	2.02%	2.49%			
6mo Catalyst Term	4.93%	-0.35%	-0.98%	-0.43%	-0.48%	-0.35%	-0.18%	1.09%	1.24%	1.41%	1.88%			
1yr Term CD	3.42%	0.53%	1.16%	1.08%	1.03%	1.16%	1.33%	2.60%	2.75%	2.92%	3.39%			
1yr FHLB Term	4.22%	-0.27%	0.36%	0.28%	0.23%	0.36%	0.53%	1.80%	1.95%	2.12%	2.59%			
2yr Term CD	3.08%	1.50%	0.87%	1.42%	1.37%	1.50%	1.67%	2.94%	3.09%	3.26%	3.73%			
2yr FHLB Term	4.06%	0.52%	-0.11%	0.44%	0.39%	0.52%	0.69%	1.96%	2.11%	2.28%	2.75%			
3yr Term CD	2.94%	1.64%	1.01%	1.56%	1.51%	1.64%	1.81%	3.08%	3.23%	3.40%	3.87%			
3yr FHLB Term	4.02%	0.56%	-0.07%	0.48%	0.43%	0.56%	0.73%	2.00%	2.15%	2.32%	2.79%			
7yr FHLB Term	4.20%	0.38%	-0.25%	0.30%	0.25%	0.38%	0.55%	1.82%	1.97%	2.14%	2.61%			
10yr FHLB Term	4.34%	0.24%	-0.39%	0.16%	0.11%	0.24%	0.41%	1.68%	1.83%	2.00%	2.47%			

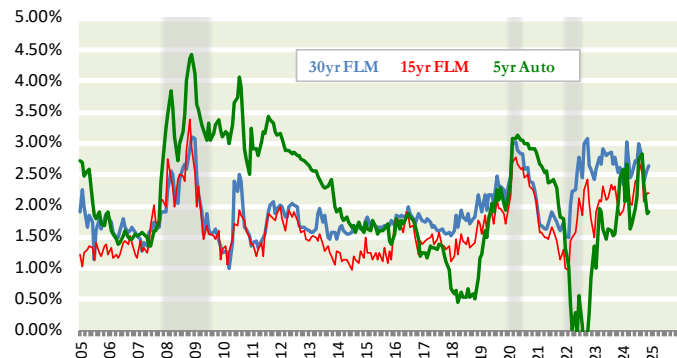
STRATEGIC ASSESSMENT OF INVESTMENT AND FUNDING OPTIONS, RELATIVE VALUE AND PRICING SPREADS

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	4.58%	-	-	-	-	-	-	-	-	-	-
1yr Agy	3.95%	1 year	4 years	7.53%	6.94%	6.54%	6.73%	5.39%	4.79%	5.69%	4.70%
2yr Agy Callable	4.50%	2 years	3 years	8.35%	7.57%	7.03%	7.28%	5.56%	4.66%	6.33%	4.35%
3yr Agy Callable	4.45%	3 years	2 years	10.35%	9.18%	8.38%	8.75%	6.77%	4.97%	-	-
3yr Agy MBS	5.11%	3 years	2 years	9.36%	8.19%	7.39%	7.76%	4.79%	2.99%	-	-
4yr Agy Callable	4.58%	4 years	1 year	15.73%	13.38%	11.78%	12.53%	-	-	-	-
4yr Agy MBS	5.03%	4 years	1 year	13.93%	11.58%	9.98%	10.73%	-	-	-	-
5yr Agy Callable	4.75%	5 years	-	-	-	-	-	-	-	-	-
5yr New Vehicle	6.02%	3 years	2 years	8.00%	6.82%	-	-	-	-	-	-
5yr Used Vehicle	6.17%	3 years	2 years	7.77%	6.60%	-	-	-	-	-	-
15yr Mortgage	6.34%	5 years	-	-	-	-	-	-	-	-	-
30yr Mortgage	6.81%	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	0.13%	1 year	2 years	4.35%	5.97%	6.03%	7.99%
Regular Savings	0.19%	1 year	2 years	4.32%	5.94%	5.97%	7.93%
Money Market	0.88%	1 year	2 years	3.97%	5.59%	5.28%	7.24%
FHLB Overnight	4.57%	1 year	2 years	2.13%	3.75%	1.59%	3.55%
Catalyst Settlement	5.50%	1 year	2 years	1.66%	3.28%	0.33%	2.62%
6mo Term CD	3.04%	6 mos	2.5 yrs	2.92%	4.22%	3.09%	4.40%
6mo FHLB Term	4.32%	6 mos	2.5 yrs	2.66%	3.96%	2.67%	3.97%
6mo Catalyst Term	4.93%	6 mos	2.5 yrs	2.54%	3.84%	2.46%	3.77%
1yr Term CD	3.42%	1 year	2 years	2.70%	4.32%	2.74%	4.70%
1yr FHLB Term	4.22%	1 year	2 years	2.30%	3.92%	1.94%	3.90%
2yr Term CD	3.08%	2 years	1 year	2.66%	5.90%	-	-
2yr FHLB Term	4.06%	2 years	1 year	0.70%	3.94%	-	-
3yr Term CD	2.94%	3 years	-	-	-	-	-
3yr FHLB Term	4.02%	3 years	-	-	-	-	-
7yr FHLB Term	4.20%	-	-	-	-	-	-
10yr FHLB Term	4.34%	-	-	-	-	-	-

* Highest relative value noted by highest differentials and volatility projections



	<\$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
Q2-2024											
DEMOGRAPHICS											
Number of Credit Unions	277	622	1,236	622	1,058	718	4,533	899	2,135	2,757	3,815
Average Assets (\$Mil)	\$0.903	\$5.7	\$26.2	\$72.1	\$229.6	\$2,748.0	\$506.7	\$4.2	\$16.9	\$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%
GROWTH RATES (YTD)											
Total Assets	3.8%	-8.8%	-6.8%	-3.0%	1.1%	4.3%	3.7%	-8.0%	-6.9%	-4.8%	-0.4%
Total Loans	1.5%	-10.8%	-9.1%	-5.7%	-2.1%	2.6%	1.9%	-10.1%	-9.2%	-7.2%	-3.3%
- Direct Loans	1.7%	-10.7%	-9.1%	-5.2%	-0.7%	4.3%	3.5%	-10.0%	-9.2%	-7.0%	-2.2%
- Indirect Loans	-	-40.0%	-9.8%	-10.2%	-9.6%	-5.4%	-5.9%	-81.8%	-10.0%	-10.2%	-9.7%
- Real Estate Loans	-79%	-13.9%	-108.8%	-5.2%	18.0%	6.1%	5.5%	-48.9%	-107.9%	-58.5%	0.2%
Total Shares	0.2%	-7.6%	-6.3%	-2.9%	1.1%	4.8%	4.0%	-7.1%	-6.4%	-4.5%	-0.3%
- Checking & Savings	0.3%	-11.3%	-10.1%	-6.7%	-3.4%	1.7%	0.5%	-10.5%	-10.1%	-8.3%	-4.8%
- Term CDs	15.6%	9.4%	13.7%	15.3%	19.7%	18.3%	18.3%	9.0%	13.3%	14.5%	18.7%
Net Worth	19.5%	-5.5%	-1.2%	0.5%	3.0%	6.8%	6.0%	-3.8%	-1.6%	-0.5%	2.0%
BALANCE SHEET ALLOCATION											
Net Worth-to-Total Assets	21.2%	17.8%	13.5%	12.8%	11.5%	10.9%	11.0%	18.1%	13.9%	13.3%	11.9%
Cash & Inv-to-Total Assets	47.8%	43.7%	43.3%	38.7%	29.2%	23.5%	24.7%	44.0%	43.4%	40.8%	32.1%
Loans-to-Total Assets	47.6%	52.7%	52.7%	56.3%	64.8%	71.8%	70.4%	52.4%	52.7%	54.7%	62.3%
Vehicle-to-Total Loans	62.7%	67.8%	52.8%	45.1%	37.5%	28.9%	30.3%	67.5%	54.4%	49.1%	40.0%
REL-to-Total Loans	0.6%	6.6%	28.5%	38.7%	47.6%	55.8%	54.3%	6.3%	26.2%	33.3%	44.4%
REL-to-Net Worth	1.4%	19.6%	111.6%	169.6%	268.4%	367.1%	346.4%	18.2%	99.0%	136.6%	231.6%
Indirect-to-Total Loans	0.1%	0.1%	3.6%	9.4%	15.6%	17.1%	16.7%	0.1%	3.3%	6.8%	13.7%
Loans-to-Total Shares	61.5%	64.6%	61.2%	65.0%	74.7%	86.0%	84.0%	64.4%	61.5%	63.5%	71.9%
Chkg & Svgs-to-Total Shares	92.7%	82.4%	73.2%	68.4%	59.1%	46.6%	48.8%	83.1%	74.2%	71.0%	62.1%
Nonterm-to-Total Shares	92.7%	83.9%	78.9%	76.6%	71.2%	64.9%	66.1%	84.5%	79.4%	77.9%	72.9%
Term CDs-to-Total Shares	5.0%	12.4%	15.5%	16.8%	22.3%	28.6%	27.4%	11.9%	15.1%	16.1%	20.7%
Liquidity Ratio	26.5%	13.2%	9.7%	9.2%	8.7%	8.3%	8.4%	14.1%	10.1%	9.6%	9.0%
Short-term Funding Ratio	42.7%	31.6%	25.1%	21.0%	15.3%	12.0%	12.7%	25.8%	23.2%	17.3%	12.8%
Short-term Cash Flow Ratio	46.2%	35.6%	29.2%	25.4%	20.4%	17.6%	18.2%	36.3%	30.0%	27.5%	22.1%
Net Long-term Asset Ratio	3.5%	7.4%	19.1%	25.9%	31.5%	36.5%	35.4%	17.9%	22.3%	29.1%	35.4%
LOAN QUALITY											
Loan Delinquency Ratio	3.13%	1.37%	1.05%	0.85%	0.73%	0.85%	0.84%	1.08%	0.95%	0.78%	0.84%
Net Charge-off Ratio	1.05%	0.46%	0.39%	0.45%	0.47%	0.84%	0.79%	0.40%	0.43%	0.46%	0.79%
"Misery" Index	4.18%	1.83%	1.44%	1.30%	1.20%	1.69%	1.63%	1.48%	1.38%	1.24%	1.63%
Core Delinquency Rate	3.00%	1.28%	0.98%	0.75%	0.69%	0.76%	0.76%	1.37%	1.01%	0.86%	0.72%
Core Net Charge-off Rate	0.64%	0.25%	0.26%	0.30%	0.33%	0.60%	0.57%	0.27%	0.26%	0.28%	0.32%
Core "Misery" Index	3.63%	1.53%	1.24%	1.05%	1.01%	1.37%	1.33%	1.64%	1.27%	1.14%	1.04%
RE Loan Delinquency	18.14%	1.00%	0.85%	0.60%	0.56%	0.61%	0.61%	1.10%	0.86%	0.69%	0.58%
Vehicle Loan Delinquency	2.86%	1.29%	1.01%	0.83%	0.81%	0.82%	0.83%	1.38%	1.06%	0.94%	0.84%
Direct Loans	2.87%	1.29%	1.00%	0.80%	0.71%	0.66%	0.71%	1.38%	1.05%	0.93%	0.79%
Indirect Loans	0.00%	1.42%	1.12%	0.93%	0.92%	0.87%	0.88%	1.31%	1.12%	0.97%	0.93%
Loss Allow as % of Loans	2.85%	1.21%	0.92%	0.83%	0.82%	1.34%	1.27%	1.31%	0.96%	0.88%	0.83%
Current Loss Exposure	1.44%	0.62%	0.50%	0.50%	0.46%	0.51%	0.50%	0.67%	0.52%	0.51%	0.47%
Coverage Ratio (Adequacy)	2.0	1.9	1.8	1.6	1.8	2.6	2.5	2.0	1.8	1.7	1.8
EARNINGS											
Gross Asset Yield	4.92%	4.70%	4.35%	4.33%	4.58%	5.00%	4.93%	4.72%	4.39%	4.36%	4.53%
Cost of Funds	0.51%	0.81%	0.84%	0.95%	1.33%	1.99%	1.88%	0.79%	0.84%	0.90%	1.22%
Gross Interest Margin	4.41%	3.90%	3.50%	3.38%	3.26%	3.01%	3.05%	3.93%	3.55%	3.46%	3.31%
Provision Expense	0.40%	0.28%	0.25%	0.26%	0.31%	0.62%	0.57%	0.29%	0.26%	0.26%	0.30%
Net Interest Margin	4.01%	3.61%	3.25%	3.12%	2.94%	2.39%	2.48%	3.64%	3.29%	3.20%	3.01%
Non-Interest Income	1.37%	0.51%	0.80%	0.99%	1.13%	1.03%	1.04%	0.57%	0.77%	0.90%	1.07%
Non-Interest Expense	4.94%	3.78%	3.43%	3.59%	3.52%	2.89%	2.98%	3.85%	3.48%	3.54%	3.53%
Net Operating Expense	3.57%	3.27%	2.63%	2.60%	2.39%	1.86%	1.95%	3.29%	2.70%	2.64%	2.45%
Net Operating Return	0.44%	0.35%	0.62%	0.53%	0.56%	0.53%	0.54%	0.35%	0.59%	0.55%	0.56%
Non-recurring Inc(Exp)	0.36%	0.08%	0.02%	0.03%	0.03%	0.08%	0.08%	0.10%	0.03%	0.03%	0.03%
Net Income	0.81%	0.43%	0.64%	0.55%	0.59%	0.62%	0.61%	0.45%	0.62%	0.58%	0.59%
Return on Net Worth	2.2%	2.0%	4.6%	4.1%	4.9%	4.9%	4.9%	2.0%	4.3%	4.2%	4.7%

Q2-2024	<\$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
PORTFOLIO ANALYTICS											
Cash and Investments											
Cash & CE as Pct of Assets	27%	13%	10%	9%	9%	8%	8%	14%	10%	10%	9%
Investments as Pct of Asset	25%	32%	35%	30%	21%	16%	17%	31%	34%	32%	24%
Short-term Funding Ratio	42.7%	31.6%	25.1%	21.0%	15.3%	12.0%	12.7%	25.8%	23.2%	17.3%	12.8%
Avg Cash & Investment Rat	2.81%	3.06%	2.91%	2.85%	3.06%	3.65%	3.53%	3.05%	2.93%	2.89%	3.01%
Loan Portfolio											
Total Loan Growth-Annl	1.5%	-10.8%	-9.1%	-5.7%	-2.1%	2.6%	1.9%	-10.1%	-9.2%	-7.2%	-3.3%
Consumer Loan Growth-Anr	2.3%	-10.5%	138.3%	-5.9%	-17.5%	-1.7%	-2.3%	-6.8%	107.9%	35.5%	-6.0%
Mortgage Loan Growth-Anr	-79.0%	-13.9%	-108.8%	-5.2%	18.0%	6.1%	5.5%	-48.9%	-107.9%	-58.5%	0.2%
Avg Loan Balance	\$6,861	\$9,449	\$4,051	\$6,816	\$11,506	\$21,146	\$18,222	\$9,302	\$4,597	\$5,852	\$10,239
Avg Loan Rate	7.24%	6.26%	5.79%	5.68%	5.64%	5.72%	5.72%	6.32%	5.84%	5.75%	5.66%
Avg Loan Yield, net	6.40%	5.73%	5.31%	5.23%	5.16%	4.87%	4.91%	5.77%	5.36%	5.28%	5.19%
Credit Mitigation-											
Delinquency Rates-											
Credit Cards	0.57%	2.17%	1.77%	1.38%	1.20%	2.03%	1.98%	2.15%	1.79%	1.54%	1.27%
New Vehicle Loans	1.66%	0.69%	0.56%	0.40%	0.41%	0.50%	0.49%	0.74%	0.58%	0.49%	0.43%
Used Vehicle Loans	3.54%	1.68%	1.27%	1.04%	0.99%	1.00%	1.01%	0.09%	0.10%	0.11%	0.20%
Total Vehicle Loans	2.86%	1.29%	1.01%	0.83%	0.81%	0.82%	0.83%	1.38%	1.06%	0.94%	0.84%
Real Estate Loans	18.14%	1.00%	0.85%	0.60%	0.56%	0.61%	0.61%	1.10%	0.86%	0.69%	0.58%
Total Loan Delinquency	3.13%	1.37%	1.05%	0.85%	0.73%	0.85%	0.84%	1.08%	0.95%	0.78%	0.84%
Net Charge-off Rates-											
Credit Cards	-0.79%	1.36%	1.50%	1.78%	2.29%	5.32%	5.10%	1.33%	1.49%	1.67%	2.16%
New Vehicle Loans	0.06%	0.09%	0.10%	0.12%	0.23%	0.44%	0.40%	0.74%	0.58%	0.49%	0.43%
Used Vehicle Loans	1.00%	0.36%	0.46%	0.61%	0.74%	1.11%	1.03%	1.79%	1.33%	1.18%	1.04%
Total Vehicle Loans	0.65%	0.26%	0.33%	0.45%	0.58%	0.87%	0.81%	0.28%	0.32%	0.39%	0.53%
Non-Comml RE Loans	0.00%	-0.01%	0.01%	0.02%	0.01%	0.01%	0.01%	-0.01%	0.01%	0.02%	0.01%
Total Net Charge-offs	1.05%	0.46%	0.39%	0.45%	0.47%	0.84%	0.79%	0.40%	0.43%	0.46%	0.79%
"Misery" Indices-											
Credit Cards	-0.22%	3.53%	3.27%	3.16%	3.49%	7.35%	7.08%	3.47%	3.28%	3.21%	3.43%
New Vehicle Loans	1.72%	0.78%	0.66%	0.52%	0.64%	0.94%	0.89%	1.49%	1.17%	0.98%	0.87%
Used Vehicle Loans	4.54%	2.04%	1.73%	1.65%	1.73%	2.11%	2.04%	1.88%	1.43%	1.29%	1.24%
Total Vehicle Loans	3.51%	1.55%	1.34%	1.28%	1.39%	1.69%	1.64%	1.66%	1.38%	1.33%	1.37%
Non-Comml RE Loans	18.14%	0.99%	0.86%	0.62%	0.57%	0.62%	0.62%	1.09%	0.87%	0.70%	0.59%
Total "Misery" Index	4.18%	1.83%	1.44%	1.30%	1.20%	1.69%	1.63%	1.48%	1.38%	1.24%	1.63%
Fundng Portfolio											
Share Growth YTD-Annl	0.3%	-9.3%	-7.3%	-3.3%	1.3%	5.7%	4.8%	-8.7%	-7.4%	-5.2%	-0.3%
Chkg & Savings YTD-Annl	0.3%	-11.3%	-10.1%	-6.7%	-3.4%	1.7%	0.5%	-10.5%	-10.1%	-8.3%	-4.8%
Term CDs Growth YTD	15.6%	9.4%	13.7%	15.3%	19.7%	18.3%	18.3%	9.0%	13.3%	14.5%	18.7%
Total Funding Growth YTD	0.3%	-9.5%	-7.6%	-3.6%	-2.7%	3.9%	2.8%	-8.9%	-7.8%	-5.5%	-3.4%
Avg Share Balance per Mbr	\$2,545	\$5,321	\$9,071	\$10,530	\$12,414	\$14,110	\$13,662	\$4,977	\$8,389	\$9,459	\$11,518
Avg Share Balance	\$11,161	\$14,616	\$6,618	\$10,488	\$15,399	\$24,582	\$21,701	\$14,335	\$6,990	\$8,583	\$12,857
Avg Share Rate	0.65%	0.99%	0.98%	1.10%	1.53%	2.39%	2.24%	0.97%	0.98%	1.04%	1.41%
Core as Pct of Total Shares	93%	82%	73%	68%	59%	47%	49%	83%	74%	71%	62%
Term CDs as Pct of Shares	5%	12%	15%	17%	22%	29%	27%	12%	15%	16%	21%
Non-Member Deposit Ratio	1.4%	1.3%	1.2%	1.6%	1.4%	1.3%	1.4%	1.3%	1.2%	1.4%	1.4%
Borrowings/Total Funding	0.4%	0.3%	0.2%	0.6%	2.5%	6.7%	6.0%	0.3%	0.2%	0.4%	2.0%
Borrowings Growth YTD	0.0%	-55.4%	-95.1%	-38.7%	-90.3%	-18.9%	-23.9%	-52.6%	-90.6%	-54.9%	-88.8%
Avg Borrowings Rate	5.71%	5.36%	5.93%	5.46%	3.80%	5.22%	5.14%	5.38%	5.87%	5.57%	3.88%



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Q2-2024	<\$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
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Net Operating Profitability-

Earning Asset/Funding	123%	118%	112%	110%	108%	114%	113%	119%	112%	111%	109%
Non-Int Inc-to-Total Revenue	22%	10%	16%	19%	20%	17%	17%	11%	15%	17%	19%
Net Op Cash Flow (YTD-\$Mill)	(\$1)	(\$34)	(\$244)	\$74	\$3,071	\$27,707	\$30,583	(\$35)	(\$278)	(\$204)	\$2,867
Average Loan Balance	\$6,861	\$9,449	\$4,051	\$6,816	\$11,506	\$21,146	\$18,222	\$9,302	\$4,597	\$5,852	\$10,239
Average Share Balance	\$2,369	\$4,204	\$5,574	\$5,990	\$6,495	\$6,940	\$6,835	\$4,008	\$5,366	\$5,697	\$6,276
Loan Yield (ROA)	3.47%	3.32%	3.07%	3.22%	3.68%	4.12%	4.04%	3.33%	3.10%	3.16%	3.55%
Investment Yield (ROA)	1.45%	1.38%	1.28%	1.11%	0.90%	0.87%	0.89%	1.39%	1.29%	1.19%	0.97%
Shares/Funding	99.6%	99.7%	99.8%	99.4%	97.5%	93.3%	94.0%	99.7%	99.8%	99.6%	98.0%

Net Operating Return per FTE

Interest Income per FTE	\$54,343	\$80,361	\$188,833	\$198,731	\$217,970	\$350,517	\$321,548	\$77,854	\$162,777	\$180,689	\$207,546
Avg Interest Exp per FTE	\$5,612	\$13,773	\$36,634	\$43,644	\$63,118	\$139,308	\$122,419	\$12,987	\$31,082	\$37,340	\$55,910
Gross Interest Inc per FTE	\$48,731	\$66,588	\$152,199	\$155,088	\$154,852	\$211,209	\$199,129	\$64,867	\$131,695	\$143,349	\$151,635
Provisions per FTE	\$4,454	\$4,844	\$11,035	\$11,855	\$14,837	\$43,298	\$37,302	\$4,807	\$9,573	\$10,710	\$13,683
Net Interest Income per FTE	\$44,276	\$61,743	\$141,164	\$143,233	\$140,014	\$167,911	\$161,827	\$60,060	\$122,122	\$132,639	\$137,952
Non-Interest Income per FTE	\$15,145	\$8,739	\$34,685	\$45,633	\$53,882	\$72,189	\$67,533	\$9,356	\$28,738	\$37,155	\$49,205
Avg Operating Exp per FTE	\$54,521	\$64,545	\$149,091	\$164,709	\$167,448	\$202,721	\$194,394	\$63,579	\$129,015	\$146,797	\$161,674
Net Operating Exp per FTE	\$39,376	\$55,806	\$114,406	\$119,076	\$113,566	\$130,531	\$126,861	\$54,223	\$100,276	\$109,642	\$112,469
Avg Net Op Return per FTE	\$ 4,900	\$5,937	\$26,758	\$24,156	\$26,448	\$37,380	\$34,966	\$5,837	\$21,846	\$22,997	\$25,483

Revenue/Operating Expense Assessment

Revenue-

Avg Revenue per FTE	\$69,488	\$89,100	\$223,519	\$244,364	\$271,852	\$422,706	\$389,080	\$87,210	\$191,516	\$217,844	\$256,751
- Total Revenue Ratio	6.29%	5.22%	5.15%	5.33%	5.72%	6.03%	5.97%	5.29%	5.16%	5.25%	5.60%

Operating Expenses-

Avg Revenue per FTE	\$64,588	\$83,163	\$196,761	\$220,208	\$245,404	\$385,326	\$354,114	\$81,373	\$169,669	\$194,847	\$231,267
- Total Revenue Ratio	5.85%	4.87%	4.53%	4.80%	5.16%	5.50%	5.43%	4.93%	4.57%	4.70%	5.04%
Avg Comp & Benefits per FTE	\$24,944	\$32,961	\$69,924	\$76,326	\$83,883	\$107,846	\$102,129	\$32,189	\$61,064	\$68,667	\$79,628
- C & B Exp Ratio	2.26%	1.93%	1.61%	1.66%	1.76%	1.54%	1.57%	1.95%	1.65%	1.66%	1.74%
- Pct of Total Op Expense	46%	51%	47%	46%	50%	53%	53%	51%	47%	47%	49%
- FTE-to-Ops (Staff Eff)	1.85	1.03	0.35	0.30	0.25	0.16	0.18	1.08	0.42	0.35	0.28
- Full-time Equivalents	225	2,106	7,594	9,853	50,952	278,398	349,127	2,330	9,924	19,777	70,729
- Pct Part-time Employee	78%	70%	15%	9%	7%	4%	6%	71%	32%	21%	11%
Avg Occ & Ops Exp per FTE	\$16,927	\$17,098	\$39,874	\$42,182	\$41,569	\$48,025	\$46,533	\$17,082	\$34,522	\$38,338	\$40,665
- Occup & Ops Exp Ratio	1.53%	1.00%	0.92%	0.92%	0.87%	0.68%	0.71%	1.04%	0.93%	0.92%	0.89%
- Pct of Total Op Expense	31%	26%	27%	26%	25%	24%	24%	27%	27%	26%	25%
Avg All Other Exp per FTE	\$12,650	\$14,486	\$39,294	\$46,201	\$41,996	\$46,850	\$45,732	\$14,309	\$33,428	\$39,792	\$41,380
- All Other Expense Ratio	1.15%	0.85%	0.90%	1.01%	0.88%	0.67%	0.70%	0.87%	0.90%	0.96%	0.90%
- Pct of Total Op Expense	23%	22%	26%	28%	25%	23%	24%	23%	26%	27%	26%

Membership Outreach-

Members-to-Potential	11.3%	5.9%	2.9%	2.3%	1.9%	3.1%	2.9%	6.3%	3.1%	2.6%	2.1%
Members-to-FTEs	339	256	405	375	333	419	404	264	372	373	344
Borrower-to-Members	22.8%	36.4%	137.1%	100.4%	80.6%	57.4%	63.0%	34.5%	112.3%	102.6%	80.9%
Branches	281	666	1,729	1,435	4,673	12,529	21,312	947	2,675	4,110	8,783
Members per Branch	271	810	1,780	2,572	3,632	9,312	6,617	650	1,380	1,796	2,773
Avg Accts per Member	1.0	1.1	1.5	1.5	1.6	1.7	1.7	1.0	1.4	1.4	1.5
Avg Loans per Member	0.2	0.4	1.4	1.0	0.8	0.6	0.6	0.3	1.2	1.1	0.9
Avg 1 Loan for every XX.X	4.4	2.7	0.7	1.0	1.2	1.7	1.6	2.9	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	0.9	0.8	0.6	0.6	0.5	0.5	0.5	0.8	0.6	0.6	0.5

Q2-2024	<\$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
NET INFRASTRUCTURE COST:											
Fee Income	1.37%	0.51%	0.80%	0.99%	1.13%	1.03%	1.04%	0.57%	0.77%	0.90%	1.07%
Compensation & Benefits	2.26%	1.93%	1.61%	1.66%	1.76%	1.54%	1.57%	1.95%	1.65%	1.66%	1.74%
Travel & Conference	0.05%	0.03%	0.03%	0.04%	0.04%	0.02%	0.02%	0.03%	0.03%	0.03%	0.04%
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	1.29%	0.84%	0.72%	0.70%	0.66%	0.52%	0.54%	0.87%	0.73%	0.72%	0.67%
Educational & Promo	0.03%	0.03%	0.07%	0.09%	0.11%	0.11%	0.11%	0.03%	0.07%	0.08%	0.10%
Loan Servicing	0.16%	0.13%	0.19%	0.23%	0.24%	0.19%	0.19%	0.13%	0.18%	0.21%	0.23%
Professional & Outside Sv	0.48%	0.47%	0.48%	0.50%	0.40%	0.24%	0.27%	0.47%	0.48%	0.49%	0.42%
Member Insurance	0.04%	0.01%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%
Operating Fees	0.06%	0.03%	0.02%	0.02%	0.02%	0.01%	0.01%	0.03%	0.02%	0.02%	0.02%
Miscellaneous	0.32%	0.15%	0.10%	0.13%	0.07%	0.10%	0.10%	0.16%	0.11%	0.12%	0.09%
Total Ops Expense	4.94%	3.78%	3.43%	3.59%	3.52%	2.89%	2.98%	3.85%	3.48%	3.54%	3.53%
Net Operating Expense	3.57%	3.27%	2.63%	2.60%	2.39%	1.86%	1.95%	3.29%	2.70%	2.64%	2.45%

NET INFRASTRUCTURE COST PER FULL-TIME EQUIVALENT											
Fee Income	\$15,145	\$8,739	\$34,685	\$45,633	\$53,882	\$72,189	\$67,533	\$9,356	\$28,738	\$37,155	\$49,205
Compensation & Benefits	\$24,944	\$32,961	\$69,924	\$76,326	\$83,883	\$107,846	\$102,129	\$32,189	\$61,064	\$68,667	\$79,628
Travel & Conference	\$535	\$475	\$1,290	\$1,624	\$1,727	\$1,451	\$1,485	\$481	\$1,100	\$1,361	\$1,625
Office Occupancy	\$2,673	\$2,755	\$8,638	\$10,028	\$10,363	\$11,616	\$11,268	\$2,747	\$7,255	\$8,637	\$9,880
Office Operations	\$14,254	\$14,343	\$31,235	\$32,154	\$31,206	\$36,408	\$35,265	\$14,335	\$27,267	\$29,702	\$30,785
Educational & Promo	\$356	\$522	\$3,055	\$3,958	\$5,260	\$7,694	\$7,085	\$506	\$2,457	\$3,205	\$4,685
Loan Servicing	\$1,782	\$2,185	\$8,243	\$10,657	\$11,540	\$13,139	\$12,660	\$2,146	\$6,812	\$8,728	\$10,754
Professional & Outside Sv	\$5,345	\$7,979	\$21,043	\$22,877	\$19,038	\$16,889	\$17,404	\$7,725	\$17,916	\$20,388	\$19,415
Member Insurance	\$445	\$190	\$158	\$81	\$114	\$59	\$67	\$215	\$171	\$126	\$117
Operating Fees	\$624	\$570	\$974	\$913	\$773	\$624	\$661	\$575	\$881	\$897	\$808
Miscellaneous	\$3,563	\$2,565	\$4,530	\$6,090	\$3,545	\$6,994	\$6,370	\$2,661	\$4,091	\$5,087	\$3,976
Total Ops Expense	\$54,521	\$64,545	\$149,091	\$164,709	\$167,448	\$202,721	\$194,394	\$63,579	\$129,015	\$146,797	\$161,674
Net Operating Expense	\$39,376	\$55,806	\$114,406	\$119,076	\$113,566	\$130,531	\$126,861	\$54,223	\$100,276	\$109,642	\$112,469

ALL ALLOCATION OF OPERATING EXPENSES											
Compensation & Benefits	45.8%	51.1%	46.9%	46.3%	50.1%	53.2%	52.5%	50.6%	47.3%	46.8%	49.3%
Travel & Conference	1.0%	0.7%	0.9%	1.0%	1.0%	0.7%	0.8%	0.8%	0.9%	0.9%	1.0%
Office Occupancy	4.9%	4.3%	5.8%	6.1%	6.2%	5.7%	5.8%	4.3%	5.6%	5.9%	6.1%
Office Operations	26.1%	22.2%	21.0%	19.5%	18.6%	18.0%	18.1%	22.5%	21.1%	20.2%	19.0%
Educational & Promo	0.7%	0.8%	2.0%	2.4%	3.1%	3.8%	3.6%	0.8%	1.9%	2.2%	2.9%
Loan Servicing	3.3%	3.4%	5.5%	6.5%	6.9%	6.5%	6.5%	3.4%	5.3%	5.9%	6.7%
Professional & Outside Sv	9.8%	12.4%	14.1%	13.9%	11.4%	8.3%	9.0%	12.2%	13.9%	13.9%	12.0%
Member Insurance	0.8%	0.3%	0.1%	0.0%	0.1%	0.0%	0.0%	0.3%	0.1%	0.1%	0.1%
Operating Fees	1.1%	0.9%	0.7%	0.6%	0.5%	0.3%	0.3%	0.9%	0.7%	0.6%	0.5%
Miscellaneous	6.5%	4.0%	3.0%	3.7%	2.1%	3.4%	3.3%	4.2%	3.2%	3.5%	2.5%
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%