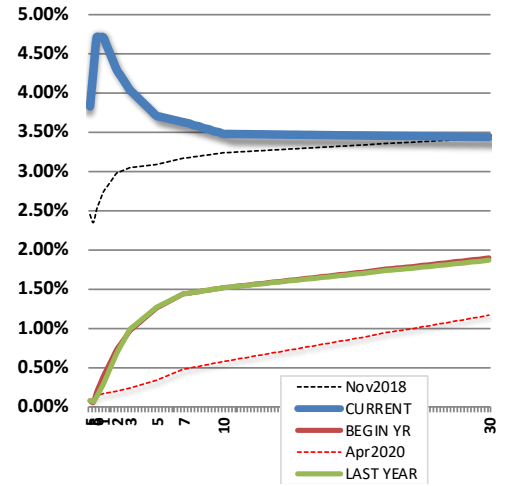


09 December 2022

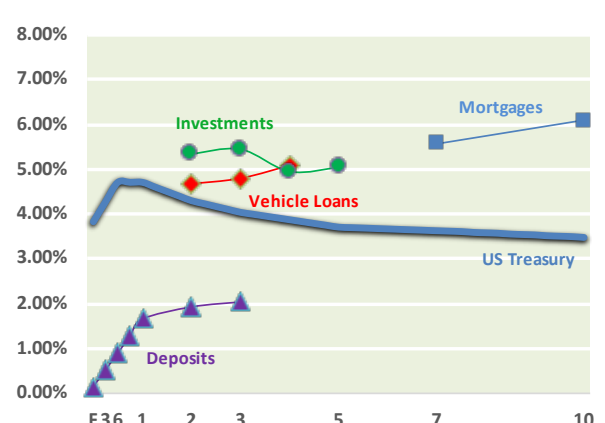
BENCHMARK INTEREST RATES AND YIELD CURVE	US Treasury Rates-					CHANGES SINCE			YIELD CURVE ASSESSMENT		
	THIS WK	LAST MO	YR END	LAST YR							
	12/8/22	11/8/22	12/31/21	12/8/21	This Yr	Last Yr	This Cycle*				
Prime	7.00%	7.00%	3.25%	3.25%	3.75%	3.75%	3.75%				
Fed Funds	3.83%	3.83%	0.08%	0.08%	3.75%	3.75%	3.78%				
3mo	4.28%	4.28%	0.06%	0.07%	4.22%	4.21%	4.17%				
6mo	4.71%	4.60%	0.19%	0.13%	4.52%	4.58%	4.57%				
1yr	4.71%	4.77%	0.39%	0.29%	4.32%	4.42%	4.54%				
2yr	4.30%	4.67%	0.73%	0.68%	3.57%	3.62%	4.10%				
3yr	4.04%	4.55%	0.97%	0.99%	3.07%	3.05%	3.80%				
5yr	3.71%	4.31%	1.26%	1.27%	2.45%	2.44%	3.37%				
7yr	3.63%	4.22%	1.44%	1.44%	2.19%	2.19%	3.15%				
10yr	3.48%	4.14%	1.52%	1.52%	1.96%	1.96%	2.90%				
30yr	3.44%	4.28%	1.90%	1.87%	1.54%	1.57%	2.27%				
Slope of the Yield Curve-											
2yr-3mo	0.02%	0.39%	0.67%	0.61%	-0.65%	-0.59%	-0.61%				
5yr-2yr	-0.59%	-0.36%	0.53%	0.59%	-1.12%	-1.18%	-0.70%				
10yr-5yr	-0.23%	-0.17%	0.26%	0.25%	-0.49%	-0.48%	-0.38%				
10yr-3mo	-0.80%	-0.14%	1.46%	1.45%	-2.26%	-2.25%	-1.69%				

*Since Mar 2020

ECONOMIC UPDATE AND ANALYSIS	US VEHICLE SALES DECLINE 6.5% IN NOVEMBER; AVERAGE LOAN RATES HIGHER		Key Economic Indicators for Banks, Thrifts & Credit Unions-																																																																																																								
				LATEST	CURRENT	PREV																																																																																																					
	<p>Vehicle sales in the United States declined 6.5% on a month-to-month basis to an annualized level of 14.1 million units. Unadjusted sales volumes were 1.12 million units of 10.4% above year-ago levels.</p> <p>Declines were primarily concentrated in the light-truck segment (-7.6%) while passenger vehicles experienced a more modest decline (-1.9%). Light truck accounted for 79% of last month's sales, down 0.8 percentage points from November 2021.</p> <p>After rising to a nine-month high in October, vehicle sales recorded their largest monthly decline since May. However, last month's pullback wasn't totally unexpected, as October's gain was said to be boosted by increased deliveries that were delayed over the summer due to supply-chain issues, and the need to replace vehicles that were damaged because of Hurricane Ian.</p> <p>While dealership inventories are well above last summer's lows, the stock of vehicles currently available is heavily skewed towards base models and higher-priced vehicles. Until we see more normalization in supply, which is unlikely to occur until mid-2023, sales will remain constrained.</p> <p>During November, the average A-paper rate for a 5-year term vehicle loan increased from 4.24% to 4.73%. It began the year at 2.78%</p>																																																																																																										
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AVERAGE CREDIT UNION RATES AND RATE SENSITIVITIES

	THIS WK 12/8/22	CHANGE IN MARKET RATES SINCE			Rate Sensitivities Since:	
		YTD	Nov18 High	2020 Low	YTD	2020Low
Classic CC	11.93%	0.95%	0.24%	0.89%	25%	24%
Platinum CC	11.06%	1.76%	0.79%	1.70%	47%	45%
48mo Veh	4.68%	2.00%	1.02%	1.44%	56%	35%
60mo Veh	4.80%	2.02%	1.03%	1.45%	66%	38%
72mo Veh	5.09%	2.00%	0.97%	1.42%	72%	38%
HE LOC	6.60%	2.84%	1.04%	2.37%	76%	63%
10yr HE	6.35%	1.75%	0.83%	1.25%	71%	37%
15yr FRM	5.57%	2.83%	0.99%	2.25%	126%	71%
30yr FRM	6.10%	2.84%	1.04%	2.39%	145%	82%
Sh Drafts	0.09%	0.04%	-0.05%	-0.03%	1%	-1%
Reg Svgs	0.15%	0.06%	-0.04%	0.00%	2%	0%
MMkt-10k	0.47%	0.32%	-0.01%	0.15%	9%	4%
MMkt-50k	0.62%	0.40%	-0.03%	0.17%	11%	4%
6mo CD	1.12%	0.88%	0.09%	0.53%	19%	12%
1yr CD	1.66%	1.31%	0.15%	0.81%	30%	18%
2yr CD	1.93%	1.46%	0.08%	0.89%	41%	22%
3yr CD	2.04%	1.47%	-0.02%	0.87%	48%	23%



Spreads Over(Under) US Treasury			
4Y Vehicle	0.38%	Reg Svgs	-3.68%
5Y Vehicle	0.76%	1Y CD	-3.05%
15Y Mortgage	1.94%	2Y CD	-2.37%
30Y Mortgage	2.62%	3Y CD	-2.00%

STRATEGICALLY FOR CREDIT UNIONS

Even after accounting for the pullback in November sales, fourth quarter consumer spending is still tracking around 3% (annualized).

This above-trend pace of spending is unlikely to be sustained, and we expect a meaningful deceleration in spending activity over the coming quarters as the cumulative effect of higher interest rates starts to ripple through the economy.

Vehicle availability continued to improve, with inventory on the ground and in transit reaching 1.65 million units in November, up 57% year over year and up 6.9% from October.

NADA's monthly report flagged rising transaction prices, rising interest rates and incentive spending that remains near record lows as factors that pushed new-vehicle payments higher. Moreover, their report warned that interest rates are poised to rise even higher before the end of the year, as the Fed is expected to boost rates again at its December meeting.

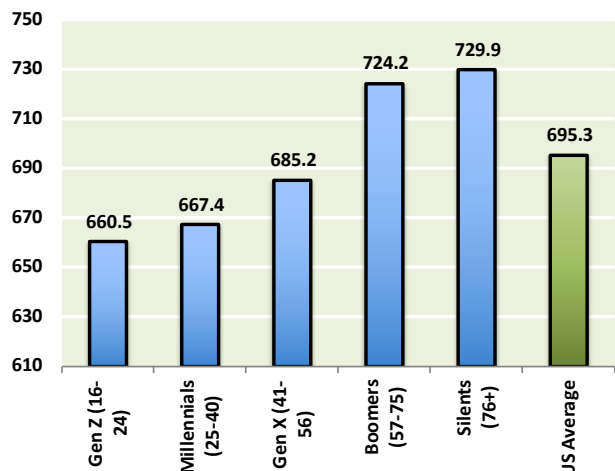
Looking ahead to December, we do not expect too many surprises and project total sales in 2022 to stand at 13.6 million units.

GM, Toyota and Ford grabbed the lion's share of the market, with crossover and pickup trucks accounting for nearly two-thirds of sales.

ECONOMIC RELEASES

RELEASES THIS WEEK:	Current	Projected	Previous
Total Vehicle Sales (Nov, Annual)	14.1M	14.7M	14.9M
Consumer Credit (Oct, Mo Chg)	\$27.1B	\$28.0B	\$25.0B
Wholesale Inflation (Nov, YoY)	7.4%	7.2%	8.0%

RELEASES FOR UPCOMING WEEK:	Projected	Previous
Consumer Inflation (Nov, YoY)	7.6%	7.7%
Core Consumer Inflation (Nov, YoY)	6.2%	6.3%
FOMC Announcement	Raise FF Target Rate by 0.50%	

AVERAGE CREDIT SCORES
AVERAGE FICO SCORE BY AGE GROUP




ECONOMIC CALENDAR

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

November 7 Consumer Credit \$24.9B	8	9	10 Jobless Claims 225k Cont'd Claims 1.49M Consumer Inflation 7.7%	11 VETERAN'S DAY	12
14	15 Wholesale Inflation 8.0%	16 Retail Sales 8.3% Industrial Prod -0.1% Capacity Util 79.9%	17 Jobless Claims 222k Cont'd Claims 1.51M	18 Leading Indicators -0.8% Exist Home Sales 4.43M	19
21	22	23 New Home Sales 603k FOMC Minutes Jobless Claims 240k Cont' Claims 1.55M	24 THANKSGIVING HOLIDAY	25	26
28	29 Home Prices +10.4% Cons Confidence 100.2	30 GDP - Q3 (2nd) +2.9%	December 1 Jobless Claims 225k Cont'd Claims 1.6M	2 Unemployment Rate 3.7% Non-farm Payrolls 263k Private Payrolls 231k	3
5	6 Vehicle Sales 14.1M	7	8 Jobless Claims 230k Cont'd Claims 1.67M	9 Wholesale Inflation 7.4% Core Whls Inflation 6.2%	10
12	13 Consumer Inflation	14 FOMC Announcement	15 Jobless Claims Cont'd Claims Retail Sales	16	17
19	20 Existing Home Sales	21	22 Jobless Claims Cont'd Claims Leading Indicators GDP (Q3, Final)	23 New Home Sales Personal Income Personal Spending	24
26 CHRISTMAS HOLIDAY	27 Consumer Confidence Home Prices	28	29 Jobless Claims Cont'd Claims	30	31
January 2 NEW YEAR'S DAY HOLIDAY	3 Construction Spending	4 FOMC Minutes	5 Jobless Claims Cont'd Claims	6 Unemployment Nonfarm Payrolls Private Payrolls	7

ECONOMIC FORECAST
November 2022

	2022			2023				2024			
	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4

ECONOMIC OUTLOOK
Economic Growth-

GDP - (QoQ)	-0.6%	2.9%	0.2%	-1.7%	-0.7%	1.3%	1.8%	1.7%	1.8%	1.8%	2.0%
GDP - (YTD)	-1.1%	0.2%	0.2%	-1.7%	-1.2%	-0.4%	0.2%	1.7%	1.8%	1.8%	1.9%
Consumer Spending - (QoQ)	2.0%	1.4%	2.2%	-0.9%	0.6%	1.6%	1.7%	1.4%	2.1%	2.3%	2.5%
Consumer Spending - (YTD)	1.7%	1.6%	1.7%	-0.9%	-0.2%	0.4%	0.8%	1.4%	1.8%	1.9%	2.1%
Government Spending - (QoQ)	-1.6%	2.4%	1.0%	3.4%	1.0%	1.0%	1.2%	1.2%	0.8%	0.7%	0.8%
Government Spending - (YTD)	-2.0%	-0.5%	-0.1%	3.4%	2.2%	1.8%	1.7%	1.2%	1.0%	0.9%	0.9%

Consumer Wealth-

Unemployment Rate	3.6%	3.5%	3.7%	3.9%	4.6%	5.2%	5.5%	5.3%	5.0%	4.7%	4.5%
Consumer Inflation	8.6%	8.3%	7.6%	6.2%	4.2%	3.6%	2.8%	2.4%	2.2%	2.1%	2.4%
Home Prices	15.2%	10.4%	9.7%	9.1%	8.7%	8.4%	8.0%	7.6%	7.7%	8.0%	8.2%

SINGLE FAMILY HOME & VEHICLE LOAN MARKETS
Consumer Demand-

Total Home Sales (Mil)	5.985	5.380	5.019	5.012	5.036	5.441	5.747	5.947	6.130	6.177	6.162
Existing Home (Mil)	5.373	4.770	4.444	4.432	4.438	4.762	5.023	5.194	5.355	5.394	5.385
New Home Sales (Mil)	0.612	0.610	0.575	0.580	0.598	0.679	0.724	0.753	0.775	0.783	0.777
Single Family Homes (Mils)	1.790	1.206	0.972	0.958	1.307	1.520	1.423	1.309	1.664	1.557	1.493
Purchase Apps (Mils)	1.202	0.946	0.790	0.691	0.976	0.913	0.810	0.798	1.113	1.005	0.979
Refinancing Apps (Mils)	0.588	0.260	0.182	0.267	0.331	0.341	0.371	0.393	0.415	0.451	0.454
Refi Apps Share	33%	22%	19%	28%	25%	22%	26%	30%	25%	29%	30%
Vehicle Sales (Mil)	13.5	14.0	15.2	15.5	16.0	16.2	16.0	15.8	16.3	16.5	16.7

MARKET RATE OUTLOOK
Benchmark Rates-

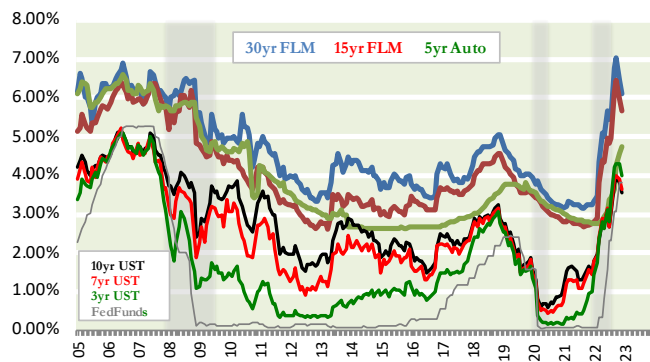
Prime	3.5%	6.3%	7.3%	7.5%	7.0%	7.5%	7.5%	7.1%	6.7%	6.3%	6.0%
Fed Funds	1.6%	3.1%	4.4%	4.6%	4.6%	4.6%	4.6%	4.2%	3.8%	3.4%	3.1%
3yr UST	3.0%	4.2%	4.2%	4.0%	3.8%	3.8%	3.6%	3.5%	3.5%	3.3%	3.0%
7yr UST	3.0%	4.0%	3.8%	3.3%	3.0%	3.0%	3.0%	3.0%	3.0%	2.9%	2.8%
10yr UST	2.9%	3.1%	3.9%	3.5%	3.2%	3.2%	3.3%	3.3%	3.1%	3.0%	2.9%

Market Rates-

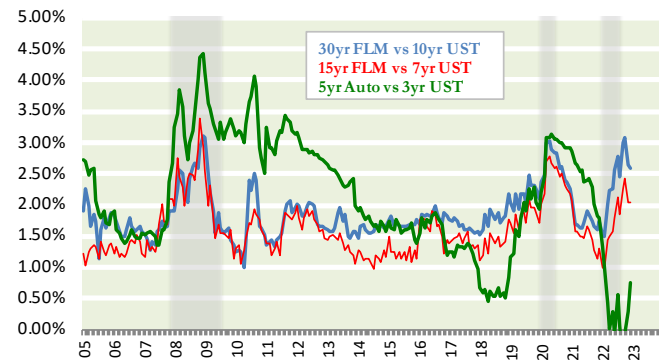
5yr Vehicle Loan Rate	3.4%	4.5\4%	4.7%	4.7%	4.7%	4.8%	4.9%	4.8%	4.8%	4.5%	4.4%
15yr First-lien Mortgage	4.8%	5.5%	6.5%	6.0%	5.5%	5.2%	5.0%	4.8%	4.6%	4.4%	4.4%
30yr First-lien Mortgage	5.2%	5.6%	6.7%	6.2%	5.6%	5.4%	5.2%	5.0%	4.8%	4.6%	4.5%

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	3.83%	-	-	-	-	-	-	-	-	-	-
2yr Agy Callable	5.34%	2 years	3 years	6.61%	5.72%	4.44%	4.69%	4.66%	4.56%	3.87%	5.67%
3yr Agy Callable	5.45%	3 years	2 years	7.08%	5.75%	3.83%	4.20%	3.65%	3.45%	-	-
3yr Agy MBS	4.85%	3 years	2 years	7.98%	6.65%	4.73%	5.10%	5.45%	5.25%	-	-
4yr Agy Callable	4.95%	4 years	1 year	10.70%	8.05%	4.20%	4.95%	-	-	-	-
4yr Agy MBS	5.00%	4 years	1 year	10.50%	7.85%	4.00%	4.75%	-	-	-	-
5yr Agy Callable	5.05%	5 years	-	-	-	-	-	-	-	-	-
5yr New Vehicle	4.80%	3 years	2 years	8.05%	6.73%	-	-	-	-	-	-
5yr Used Vehicle	4.95%	3 years	2 years	7.83%	6.50%	-	-	-	-	-	-
15yr Mortgage	5.57%	5 years	-	-	-	-	-	-	-	-	-
30yr Mortgage	6.10%	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	0.09%	1 year	2 years	3.02%	6.18%	3.77%	8.87%
Regular Savings	0.15%	1 year	2 years	2.99%	6.15%	3.71%	8.81%
Money Market	0.47%	1 year	2 years	2.83%	5.99%	3.39%	8.49%
FHLB Overnight	3.75%	1 year	2 years	1.19%	4.35%	0.11%	5.21%
Catalyst Settlement	5.35%	1 year	2 years	0.39%	3.55%	-0.75%	3.61%
6mo Term CD	1.12%	6 mos	2.5 yrs	2.22%	4.76%	2.20%	5.60%
6mo FHLB Term	4.72%	6 mos	2.5 yrs	1.50%	4.04%	1.00%	4.40%
6mo Catalyst Term	5.30%	6 mos	2.5 yrs	1.39%	3.92%	0.81%	4.21%
1yr Term CD	1.66%	1 year	2 years	2.23%	5.40%	2.20%	7.30%
1yr FHLB Term	4.87%	1 year	2 years	0.63%	3.79%	-1.01%	4.09%
2yr Term CD	1.93%	2 years	1 year	2.26%	8.59%	-	-
2yr FHLB Term	4.48%	2 years	1 year	-2.84%	3.49%	-	-
3yr Term CD	2.04%	3 years	-	-	-	-	-
3yr FHLB Term	4.15%	3 years	-	-	-	-	-

* Highest relative value noted by highest differentials and volatility projections

Q2-2022	<\$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
DEMOGRAPHICS											
Number of Credit Unions	308	682	1,393	684	1,083	703	4,853	990	2,383	3,067	4,150
Average Assets (\$Mil)	\$0.926	\$5.6	\$26.0	\$72.9	\$228.0	\$2,559.6	\$440.2	\$4.2	\$16.9	\$29.4	\$81.2
Pct of Credit Unions	6%	14%	29%	14%	22%	14%	100%	20%	49%	63%	86%
Pct of Industry Assets	0%	0%	2%	2%	12%	84%	100%	0%	2%	4%	16%
GROWTH RATES (YTD)											
Total Assets	-6.4%	-8.5%	-7.5%	1.1%	0.7%	8.9%	7.4%	-8.4%	-7.5%	-2.8%	-0.3%
Total Loans	-6.4%	-6.9%	-3.6%	7.6%	9.1%	23.3%	21.0%	-6.9%	-3.9%	2.6%	7.6%
- Direct Loans	-6.9%	-7.1%	-4.5%	6.7%	6.9%	20.3%	18.0%	-5.6%	-4.6%	1.6%	5.5%
- Indirect Loans	-	73.2%	20.4%	15.6%	20.5%	34.0%	32.6%	-134.8%	15.8%	15.6%	19.9%
Total Shares	-4.6%	-7.0%	-6.2%	1.6%	1.8%	7.5%	6.4%	-6.9%	-6.3%	-2.0%	0.8%
Net Worth	-5.3%	-7.4%	-7.8%	3.4%	4.4%	12.2%	10.5%	-7.2%	-7.7%	-1.9%	2.5%
BALANCE SHEET ALLOCATION											
Net Worth-to-Total Assets	18.1%	15.4%	11.7%	11.2%	10.4%	10.4%	10.4%	15.6%	12.1%	11.6%	10.7%
Cash & Inv-to-Total Assets	60%	55%	52%	45%	36%	29%	31%	56%	53%	49%	39%
Loans-to-Total Assets	40%	43%	45%	51%	59%	67%	65%	43%	44%	48%	56%
Vehicle-to-Total Loans	62%	66%	51%	43%	38%	31%	32%	65%	52%	47%	40%
REL-to-Total Loans	1%	6%	29%	40%	47%	54%	52%	6%	27%	34%	44%
REL-to-Net Worth	2%	18%	110%	181%	267%	345%	327%	17%	98%	142%	231%
Indirect-to-Total Loans	0%	0%	4%	10%	17%	23%	22%	0%	4%	8%	15%
Loans-to-Total Shares	49%	51%	51%	57%	66%	77%	75%	51%	51%	54%	63%
Chkg & Svgs-to-Total Shares	93%	85%	78%	74%	67%	56%	58%	86%	79%	76%	69%
Nonterm-to-Total Shares	93%	87%	85%	84%	83%	80%	81%	87%	86%	85%	83%
Term CDs-to-Total Shares	5%	9%	9%	10%	11%	13%	13%	9%	9%	9%	11%
Short-term Funding Ratio	49.0%	34.7%	25.9%	20.8%	15.3%	12.1%	17.1%	26.7%	23.5%	17.5%	13.0%
Net Long-term Asset Ratio	3.6%	9.9%	22.7%	29.8%	36.0%	40.9%	39.7%	21.5%	26.0%	33.3%	39.6%
LOAN QUALITY											
Loan Delinquency Ratio	2.91%	1.29%	0.77%	0.59%	0.46%	0.48%	0.49%	0.82%	0.69%	0.51%	0.48%
Net Charge-off Ratio	0.59%	0.28%	0.21%	0.21%	0.18%	0.30%	0.28%	0.22%	0.21%	0.19%	0.28%
"Misery" Index	3.50%	1.57%	0.98%	0.80%	0.64%	0.78%	0.77%	1.04%	0.90%	0.70%	0.77%
RE Loan Delinquency	1.80%	1.34%	0.70%	0.44%	0.39%	0.39%	0.39%	1.34%	0.71%	0.53%	0.41%
Vehicle Loan Delinquency	2.42%	1.15%	0.73%	0.56%	0.47%	0.43%	0.45%	1.23%	0.79%	0.67%	0.52%
Direct Loans	2.43%	0.80%	0.64%	0.33%	0.36%	0.31%	0.35%	0.90%	0.67%	0.51%	0.41%
Indirect Loans	0.00%	70.20%	1.76%	1.25%	0.61%	0.48%	0.50%	66.63%	2.34%	1.47%	0.71%
Loss Allow as % of Loans	2.93%	1.28%	0.77%	0.69%	0.62%	0.80%	0.78%	1.38%	0.83%	0.75%	0.65%
Current Loss Exposure	1.32%	0.55%	0.40%	0.38%	0.32%	0.31%	0.31%	0.60%	0.42%	0.40%	0.34%
Coverage Ratio (Adequacy)	2.2	2.3	1.9	1.8	1.9	2.6	2.5	2.3	2.0	1.9	1.9
EARNINGS											
Gross Asset Yield	2.83%	2.81%	2.57%	2.73%	2.85%	3.07%	3.03%	2.81%	2.59%	2.67%	2.80%
Cost of Funds	0.34%	0.30%	0.20%	0.21%	0.25%	0.39%	0.36%	0.30%	0.21%	0.21%	0.24%
Gross Interest Margin	2.48%	2.51%	2.37%	2.52%	2.60%	2.69%	2.67%	2.51%	2.38%	2.46%	2.56%
Provision Expense	0.21%	0.12%	0.09%	0.09%	0.08%	0.18%	0.16%	0.12%	0.09%	0.09%	0.09%
Net Interest Margin	2.28%	2.40%	2.28%	2.43%	2.51%	2.51%	2.50%	2.39%	2.29%	2.37%	2.47%
Non-Interest Income	0.41%	0.58%	0.86%	1.11%	1.21%	1.09%	1.10%	0.57%	0.83%	0.98%	1.15%
Non-Interest Expense	3.41%	3.20%	2.93%	3.09%	3.15%	2.70%	2.77%	3.22%	2.96%	3.03%	3.12%
Net Operating Expense	3.00%	2.62%	2.07%	1.99%	1.94%	1.61%	1.67%	2.65%	2.13%	2.05%	1.97%
Net Operating Return	-0.72%	-0.22%	0.21%	0.44%	0.57%	0.90%	0.83%	-0.26%	0.16%	0.31%	0.50%
Non-recurring Inc(Exp)	0.38%	0.11%	0.05%	0.05%	0.03%	0.01%	0.01%	0.13%	0.06%	0.05%	0.04%
Net Income	-0.34%	-0.11%	0.26%	0.49%	0.60%	0.91%	0.85%	-0.13%	0.22%	0.37%	0.54%
Return on Net Worth	-4.0%	-1.5%	1.8%	3.9%	5.6%	8.7%	8.1%	-1.7%	1.4%	2.7%	4.7%

Q2-2022	<\$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
OPERATING EFFICIENCIES:											
Loans & Shares-											
Avg Loan Balance	\$6,182	\$7,619	\$4,042	\$6,395	\$10,700	\$19,469	\$16,646	\$7,528	\$4,394	\$5,538	\$9,488
Avg Loan Rate	6.46%	5.68%	4.89%	4.66%	4.32%	4.22%	4.25%	5.73%	4.97%	4.79%	4.43%
Avg Loan Yield, net	5.94%	5.41%	4.69%	4.47%	4.18%	3.95%	3.99%	5.45%	4.76%	4.59%	4.27%
Avg Share Balance	\$2,716	\$5,825	\$9,414	\$10,796	\$12,599	\$14,528	\$13,982	\$5,425	\$8,763	\$9,785	\$11,706
Avg Share Rate	0.43%	0.35%	0.23%	0.24%	0.28%	0.45%	0.42%	0.36%	0.24%	0.24%	0.27%
Non-Member Deposit Ratio	1.0%	0.8%	0.5%	0.7%	0.6%	0.8%	0.8%	0.8%	0.5%	0.6%	0.6%
Net Operating Profitability-											
Earning Asset/Funding	123%	117%	110%	108%	106%	111%	110%	118%	111%	109%	107%
Fee Inc-to-Total Revenue	13%	17%	25%	29%	30%	26%	27%	17%	24%	27%	29%
Net Operating Return per FTE											
Interest Income per FTE	\$36,937	\$76,640	\$117,041	\$129,731	\$136,961	\$207,339	\$191,168	\$71,338	\$109,257	\$119,847	\$132,121
Avg Interest & Prov per FTE	\$7,207	\$11,246	\$13,090	\$14,325	\$16,262	\$38,124	\$33,258	\$10,707	\$12,684	\$13,533	\$15,490
Net Interest Income per FTE	\$29,730	\$65,394	\$103,952	\$115,406	\$120,699	\$169,215	\$157,910	\$60,632	\$96,573	\$106,314	\$116,631
Non-Interest Income per FTE	\$5,405	\$15,828	\$39,096	\$52,539	\$58,262	\$73,418	\$69,297	\$14,436	\$34,896	\$44,021	\$54,235
Avg Ops Expense per FTE	\$44,595	\$87,331	\$133,391	\$147,079	\$151,371	\$182,086	\$174,558	\$81,624	\$124,574	\$136,214	\$147,084
Net Op Expense per FTE	\$39,189	\$71,503	\$94,295	\$94,540	\$93,108	\$108,668	\$105,261	\$67,188	\$89,678	\$92,192	\$92,849
Avg Net Op Return per FTE	\$ (9,459)	\$ (6,109)	\$ 9,657	\$ 20,866	\$ 27,590	\$ 60,547	\$52,649	\$ (6,556)	\$ 6,895	\$ 14,121	\$ 23,781
Revenue/Operating Expense Assessment											
Revenue-											
Avg Revenue per FTE	\$42,342	\$92,468	\$156,137	\$182,270	\$195,223	\$280,757	\$260,465	\$85,774	\$144,152	\$163,868	\$186,356
- Total Revenue Ratio	3.24%	3.39%	3.43%	3.83%	4.06%	4.16%	4.13%	3.38%	3.42%	3.65%	3.95%
Operating Expenses-											
Avg Comp & Benefits per FTE	\$21,622	\$45,401	\$63,077	\$68,834	\$75,660	\$96,081	\$91,003	\$42,226	\$59,526	\$64,340	\$72,459
- Comp & Benefits Ratio	1.66%	1.66%	1.38%	1.45%	1.57%	1.42%	1.44%	1.66%	1.41%	1.43%	1.54%
- Pct of Total Operating Exp	48%	52%	47%	47%	50%	53%	52%	52%	48%	47%	49%
- FTE-to-Ops (Staffing)	1.96	0.78	0.38	0.31	0.27	0.17	0.19	0.85	0.42	0.36	0.29
- Full-time Equivalents	222	1,441	8,098	10,457	51,272	261,042	332,531	1,663	9,761	20,218	71,489
- Pct Part-time Employees	79%	47%	16%	9%	7%	5%	6%	52%	23%	16%	10%
Avg Occ & Ops Exp per FTE	\$15,315	\$23,186	\$36,700	\$38,348	\$38,540	\$43,912	\$42,623	\$22,135	\$34,220	\$36,355	\$37,922
- Occupancy & Ops Expense	1.17%	0.85%	0.81%	0.81%	0.80%	0.65%	0.68%	0.87%	0.81%	0.81%	0.80%
- Pct of Total Op Expense	34%	27%	28%	26%	25%	24%	24%	27%	27%	27%	26%
Avg All Other Expense per FTE	\$7,658	\$18,743	\$33,613	\$39,897	\$37,171	\$42,092	\$40,932	\$17,263	\$30,828	\$35,519	\$36,704
- All Other Expense Ratio	0.59%	0.69%	0.74%	0.84%	0.77%	0.62%	0.65%	0.68%	0.73%	0.79%	0.78%
- Pct of Total Ops Expense	17%	21%	25%	27%	25%	23%	23%	21%	25%	26%	25%
Membership Outreach-											
Members-to-Potential Mbers	11.3%	6.1%	2.8%	2.0%	2.3%	3.2%	3.0%	6.5%	3.1%	2.5%	2.3%
Members-to-FTEs	382	399	418	391	341	410	399	397	414	402	358
Borrower-to-Members	21%	38%	118%	97%	78%	58%	63%	36%	101%	96%	78%
Branches	307	708	1,912	1,564	4,756	12,028	21,274	1,015	2,927	4,491	9,247
Members per Branch	277	812	1,769	2,614	3,678	8,898	6,235	650	1,381	1,810	2,771

Q2-2022	<\$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	0.41%	0.58%	0.86%	1.11%	1.21%	1.09%	1.10%	0.57%	0.83%	0.98%	1.15%
Compensation & Benefits	1.66%	1.66%	1.38%	1.45%	1.57%	1.42%	1.44%	1.66%	1.41%	1.43%	1.54%
Travel & Conference	0.02%	0.02%	0.02%	0.03%	0.03%	0.02%	0.02%	0.02%	0.02%	0.02%	0.03%
Office Occupancy	0.21%	0.14%	0.18%	0.20%	0.21%	0.16%	0.17%	0.14%	0.17%	0.19%	0.20%
Office Operations	0.97%	0.71%	0.63%	0.60%	0.60%	0.49%	0.51%	0.73%	0.64%	0.62%	0.60%
Educational & Promo	0.01%	0.03%	0.06%	0.08%	0.10%	0.11%	0.11%	0.02%	0.05%	0.07%	0.09%
Loan Servicing	0.14%	0.11%	0.16%	0.21%	0.22%	0.19%	0.19%	0.11%	0.15%	0.18%	0.21%
Professional & Outside Svc	0.28%	0.37%	0.40%	0.44%	0.35%	0.22%	0.24%	0.37%	0.40%	0.42%	0.37%
Member Insurance	0.03%	0.02%	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%	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	0.06%	0.11%	0.08%	0.07%	0.06%	0.08%	0.08%	0.11%	0.08%	0.08%	0.06%
Total Ops Expense	3.41%	3.20%	2.93%	3.09%	3.15%	2.70%	2.77%	3.22%	2.96%	3.03%	3.12%
Net Operating Expense	3.00%	2.62%	2.07%	1.99%	1.94%	1.61%	1.67%	2.65%	2.13%	2.05%	1.97%

NET INFRASTRUCTURE COST PER FULL-TIME EQUIVALENT											
Fee Income	\$5,405	\$15,828	\$39,096	\$52,539	\$58,262	\$73,418	\$69,297	\$14,436	\$34,896	\$44,021	\$54,235
Compensation & Benefits	\$21,622	\$45,401	\$63,077	\$68,834	\$75,660	\$96,081	\$91,003	\$42,226	\$59,526	\$64,340	\$72,459
Travel & Conference	\$270	\$555	\$889	\$1,320	\$1,361	\$1,161	\$1,188	\$517	\$826	\$1,081	\$1,282
Office Occupancy	\$2,703	\$3,749	\$8,101	\$9,620	\$9,892	\$11,087	\$10,746	\$3,609	\$7,336	\$8,517	\$9,504
Office Operations	\$12,613	\$19,438	\$28,600	\$28,727	\$28,647	\$32,825	\$31,877	\$18,526	\$26,884	\$27,837	\$28,418
Educational & Promo	\$180	\$694	\$2,544	\$3,768	\$4,743	\$7,314	\$6,656	\$626	\$2,217	\$3,019	\$4,256
Loan Servicing	\$1,802	\$3,054	\$7,261	\$9,812	\$10,637	\$12,561	\$11,999	\$2,887	\$6,516	\$8,221	\$9,954
Professional & Outside Svc	\$3,604	\$10,135	\$18,202	\$20,828	\$16,750	\$14,781	\$15,330	\$9,263	\$16,679	\$18,825	\$17,337
Member Insurance	\$360	\$417	\$148	\$96	\$86	\$55	\$65	\$409	\$193	\$142	\$102
Operating Fees	\$631	\$833	\$914	\$803	\$694	\$562	\$600	\$806	\$895	\$848	\$738
Miscellaneous	\$811	\$3,054	\$3,655	\$3,271	\$2,898	\$5,659	\$5,094	\$2,755	\$3,502	\$3,382	\$3,035
Total Ops Expense	\$44,595	\$87,331	\$133,391	\$147,079	\$151,371	\$182,086	\$174,558	\$81,624	\$124,574	\$136,214	\$147,084
Net Operating Expense	\$39,189	\$71,503	\$94,295	\$94,540	\$93,108	\$108,668	\$105,261	\$67,188	\$89,678	\$92,192	\$92,849