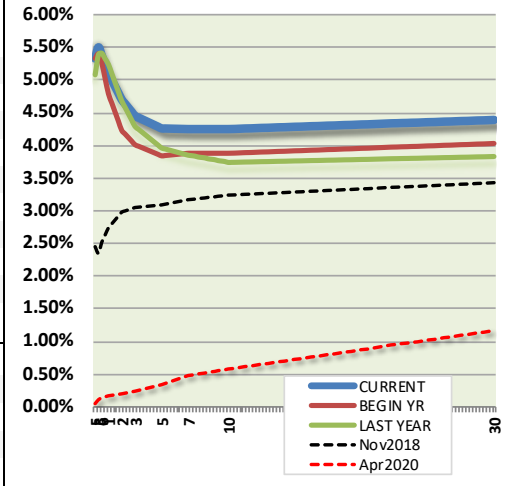


21 JUNE 2024

| 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* | |
| | 6/20/24 | 5/20/24 | 12/31/23 | 6/20/23 | | | | |
| Prime | 8.50% | 8.50% | 8.50% | 8.25% | 0.00% | 0.25% | 5.25% |  |
| Fed Funds | 5.33% | 5.33% | 5.33% | 5.08% | 0.00% | 0.25% | 5.28% | |
| 3mo | 5.50% | 5.45% | 5.40% | 5.39% | 0.10% | 0.11% | 5.39% | |
| 6mo | 5.37% | 5.43% | 5.26% | 5.41% | 0.11% | -0.04% | 5.23% | |
| 1yr | 5.10% | 5.15% | 4.79% | 5.24% | 0.31% | -0.14% | 4.93% | |
| 2yr | 4.70% | 4.82% | 4.23% | 4.68% | 0.47% | 0.02% | 4.50% | |
| 3yr | 4.45% | 4.62% | 4.01% | 4.29% | 0.44% | 0.16% | 4.21% | |
| 5yr | 4.26% | 4.46% | 3.84% | 3.96% | 0.42% | 0.30% | 3.92% | |
| 7yr | 4.25% | 4.44% | 3.88% | 3.85% | 0.37% | 0.40% | 3.77% | |
| 10yr | 4.25% | 4.44% | 3.88% | 3.74% | 0.37% | 0.51% | 3.67% | |
| 30yr | 4.39% | 4.58% | 4.03% | 3.83% | 0.36% | 0.56% | 3.22% | |
| Slope of the Yield Curve- | | | | | | | | |
| 2yr-3mo | -0.80% | -0.63% | -1.17% | -0.71% | 0.37% | -0.09% | -1.43% | |
| 5yr-2yr | -0.44% | -0.36% | -0.39% | -0.72% | -0.05% | 0.28% | -0.55% | |
| 10yr-5yr | -0.01% | -0.02% | 0.04% | -0.22% | -0.05% | 0.21% | -0.16% | |
| 10yr-3mo | -1.25% | -1.01% | -1.52% | -1.65% | 0.27% | 0.40% | -2.14% | |

*Since Mar 2020

PACE OF RETAIL SALES DROPS IN MAY; INFLATION AND SEASONALITY TO BLAME

Retail spending weakened in May as consumers continued to wrestle with stubbornly higher levels of inflation.

Sales rose just 0.1% for the month, according to a Commerce Department report that is adjusted for seasonality but not for inflation. On a year-over-year basis, sales rose 2.3% and is advancing at a 3.3% pace this year.

The sales number was worse when excluding autos, for a 0.2% increase. Moderating gas prices helped hurt receipts at gas stations, which reported a 2.2% monthly decline. That was offset somewhat by a 2.8% increase at sports goods, music and book stores.

Online outlets reported a 0.8% increase, while bars and restaurants saw a 0.4% decline. Furniture and home furnishing stores also reported a 1.1% drop.

The report comes with investors on edge about the direction of the economy and what that will mean for the future of monetary policy at the Federal Reserve. Consumer spending is responsible for about two-thirds of all economic activity, so any weakness could signal a retrenchment in growth while also pushing the Fed to begin cutting interest rates.

Key Economic Indicators for Banks, Thrifts & Credit Unions-

| | | LATEST | CURRENT | PREV |
|-----------------------|------------|-----------|---------|-------|
| GDP | QoQ | Q1-23 2nd | 1.3% | 3.4% |
| GDP - YTD | Annl | Q1-23 2nd | 1.3% | 3.2% |
| Consumer Spending | QoQ | Q1-23 2nd | 2.0% | 3.3% |
| Consumer Spending YTD | Annl | Q1-23 2nd | 2.0% | 2.8% |
| Unemployment Rate | Mo | May | 4.0% | 3.9% |
| Underemployment Rate | Mo | May | 7.4% | 7.4% |
| Participation Rate | Mo | May | 62.5% | 62.7% |
| Wholesale Inflation | YoY | May | 2.2% | 2.4% |
| Consumer Inflation | YoY | May | 3.3% | 3.4% |
| Core Inflation | YoY | May | 3.4% | 3.6% |
| Consumer Credit | Annual | April | 1.5% | -0.3% |
| Retail Sales | YoY | May | 3.3% | 3.5% |
| Vehicle Sales | Annl (Mil) | May | 16.4 | 16.2 |
| Home Sales | Annl (Mil) | May | 4.744 | 4.833 |
| Home Prices | YoY | March | 6.5% | 6.4% |

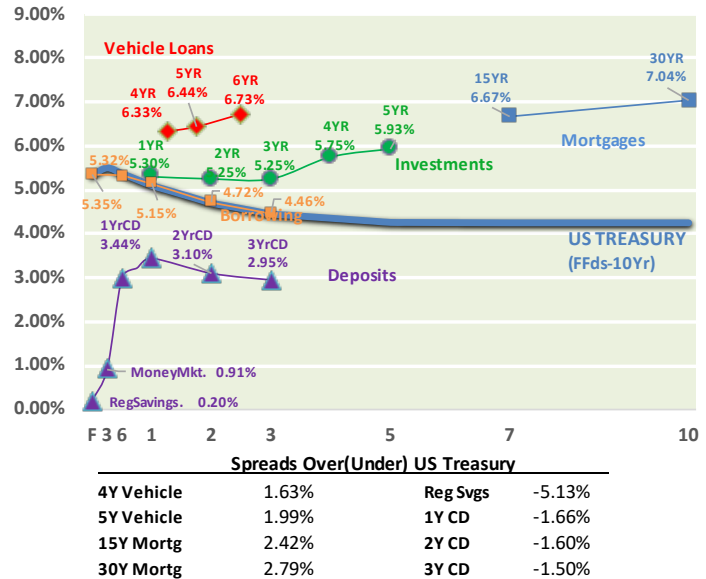
Key Consumer Market Data-

| | THIS WK | YR END | PCT CHANGES | |
|--------------|---------|----------|-------------|-------|
| | 6/20/24 | 12/31/23 | YTD | 12Mos |
| DJIA | 39,134 | 37,689 | 3.8% | 16.1% |
| S&P 500 | 5,473 | 4,769 | 14.8% | 25.8% |
| NASDAQ | 17,721 | 15,011 | 18.1% | 31.3% |
| Crude Oil | 82.17 | 71.77 | 14.5% | 17.6% |
| Avg Gasoline | 3.44 | 3.12 | 10.2% | -4.0% |
| Gold | 2,369 | 2,072 | 14.3% | 21.9% |



AVERAGE CREDIT UNION RATES, RATE SENSITIVITIES AND RELATIVE VALUE

| | THIS WK 6/20/24 | CHANGE IN MARKET RATES SINCE | | | Rate Sen 2020Low |
|-------------|--------------------|------------------------------|------------|----------|---------------------|
| | | YTD | Nov18 High | 2020 Low | |
| Classic CC | 13.31% | 0.21% | 1.62% | 2.27% | 43% |
| Platinum CC | 12.80% | 0.15% | 2.53% | 3.44% | 66% |
| 48mo Veh | 6.33% | -0.10% | 2.67% | 3.09% | 69% |
| 60mo Veh | 6.44% | -0.11% | 2.67% | 3.09% | 73% |
| 72mo Veh | 6.73% | -0.10% | 2.61% | 3.06% | 73% |
| HE LOC | 8.47% | 0.03% | 2.91% | 4.24% | 81% |
| 10yr HE | 7.60% | 0.01% | 2.08% | 2.50% | 64% |
| 15yr FRM | 6.67% | 0.89% | 2.09% | 3.35% | 89% |
| 30yr FRM | 7.04% | 0.66% | 1.98% | 3.33% | 91% |
| Sh Drafts | 0.10% | 0.01% | -0.04% | -0.02% | 0% |
| Reg Svgs | 0.20% | 0.01% | 0.01% | 0.05% | 1% |
| MMkt-10k | 0.91% | 0.03% | 0.43% | 0.59% | 11% |
| MMkt-50k | 1.22% | 0.04% | 0.57% | 0.77% | 15% |
| 6mo CD | 3.00% | 0.21% | 1.97% | 2.41% | 46% |
| 1yr CD | 3.44% | 0.08% | 1.93% | 2.59% | 53% |
| 2yr CD | 3.10% | 0.04% | 1.25% | 2.06% | 46% |
| 3yr CD | 2.95% | 0.02% | 0.89% | 1.78% | 42% |



STRATEGICALLY FOR CREDIT UNIONS

Inflation numbers of late have been somewhat encouraging, but spending is showing signs of weakening as consumers have been under pressure from rising prices for more than two years.

A Commerce Department measure that the Fed uses as its main gauge for inflation showed an annual rate of 2.7% in April, or 2.8% when excluding food and energy. The Fed targets 2% inflation. However, consumer inflation continues to advance by 3.5% on the broader scale.

Monthly retail sales have increased four times over the past six months through May, but figures for April and March were revised lower. Meanwhile, inflation remains elevated and interest rates are at their highest in nearly a quarter century after the Federal Reserve launched an aggressive rate-hiking campaign in 2022 to rein in price hikes.

Household savings accumulated during the Covid-19 pandemic are dwindling, and may have already been exhausted. A slowing economy help builds a case for the Fed to begin cutting interest rates — but only after inflation drops below 3.0% and displays further improvement on the immediate horizon.

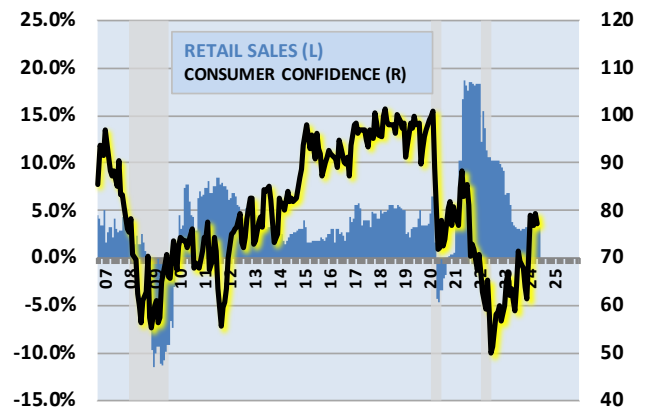
The timing of the Fed's first rate cut this cycle will be primarily determined by what's going on with inflation, but officials say they look at what's happening economy wide. The first cut will be a consequential decision, because inflation could heat back up if central bank officials cut too soon — or the economy could slip into a recession if they cut too late.

ECONOMIC RELEASES

| RELEASES THIS WEEK: | Current | Projected | Previous |
|-----------------------------------|---------|-----------|----------|
| Retail Sales (May, YoY) | 2.3% | 2.8% | 3.0% |
| Existing Home Sales (May, Annual) | 4.11M | 4.12M | 4.14M |
| Leading Indicators (May, MoM) | -0.5% | -0.2% | -0.6% |

| RELEASES FOR UPCOMING WEEK: | Projected | Previous |
|-------------------------------------|-----------|----------|
| Home Prices (Apr, YoY) | 5.7% | 6.7% |
| Consumer Confidence (Jun, 100=1985) | 99.0 | 102.0 |
| New Home Sales (May, Annl) | 634k | 650k |
| GDP (Q1, Final) | 1.3% | 30.0% |

RETAIL SALES & CONSUMER CONFIDENCE INDEX 100-1966





ECONOMIC CALENDAR

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

| | | | | | |
|-------------------------------|---|--|--|---|--------|
| APRIL 20 | 21 | 22 | 23 | 24 | 25 |
| | | Existing Home Sales 4.14M FOMC Minutes | Jobless Claims 215k Cont'd Claims 1.79M New Home Sales 634k | | |
| 27 MEMORIAL DAY HOLIDAY | 28 | 29 | 30 | 31 | JUNE 1 |
| | Home Prices 6.5% Consumer Confid 102.0 | | Jobless Claims 219k Cont'd Claims 1.79M GDP (Q1-2nd) 1.3% | | |
| 3 | 4 | 5 | 6 | 7 | 8 |
| | | | Jobless Claims 29k Cont'd Claims 1.79M | Unemployment 4.0% Nonfarm Payrolls 272k Private Payrolls 229k Participation Rate 62.5% | |
| 10 | 11 | 12 | 13 | 14 | 15 |
| | | Consumer Inflation 3.3% FOMC Announcement | Jobless Claims 242k Cont'd Claims 1.82M Wholesale Inflation 2.3% | | |
| 17 | 18 | 19 | 20 | 21 | 22 |
| | Retail Sales 3.3% | | Jobless Claims 238k Cont'd Claims 1.83M | Exist Home Sales 4.11M Leading Index -0.5% | |
| 24 | 25 | 26 | 27 | 28 | 29 |
| | Home Prices Consumer Confidence | New Home Sales | Jobless Claims Cont'd Claims GDP (Q1-Final) | Personal Income Personal Spending | |
| JULY 01 | 2 | 3 | 4 | 5 | 6 |
| | | FOMC Minutes | INDEPENDENCE DAY Jobless Claims Cont'd Claims | | |
| 8 | 9 | 10 | 11 | 12 | 13 |
| Consumer Credit | | | Jobless Claims Cont'd Claims Consumer Inflation | Wholesale Inflation | |
| 15 | 16 | 17 | 18 | 19 | 20 |
| | Retil Sales | Fed Beige Book | Jobless Claims Cont'd Claims Leading Indicators | | |

ECONOMIC FORECAST
MAY 2024

| | 2023 | | | 2024 | | | | 2025 | | | |
|--|------|----|----|------|----|----|----|------|----|----|----|
| | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |

ECONOMIC OUTLOOK
Economic Growth-

| | | | | | | | | | | | |
|-----------------------------|------|------|------|------|------|------|------|------|------|------|------|
| GDP - (QoQ) | 2.1% | 4.9% | 3.2% | 1.4% | 1.4% | 1.2% | 1.2% | 1.4% | 1.3% | 1.5% | 1.6% |
| GDP - (YTD) | 2.2% | 3.1% | 3.1% | 1.4% | 1.4% | 1.3% | 1.3% | 1.4% | 1.4% | 1.4% | 1.5% |
| Consumer Spending - (QoC) | 0.8% | 3.1% | 3.0% | 2.5% | 2.3% | 1.6% | 1.3% | 1.7% | 1.3% | 1.3% | 1.5% |
| Consumer Spending - (YTD) | 4.1% | 4.6% | 4.2% | 2.5% | 2.4% | 2.1% | 1.9% | 1.7% | 1.5% | 1.4% | 1.5% |
| Government Spending - (QoC) | 3.3% | 5.8% | 4.2% | 1.2% | 0.3% | 1.4% | 0.6% | 0.6% | 0.4% | 0.4% | 0.4% |
| Government Spending - (YTD) | 4.1% | 4.6% | 4.5% | 1.2% | 0.8% | 1.0% | 0.9% | 0.6% | 0.5% | 0.5% | 0.5% |

Consumer Wealth-

| | | | | | | | | | | | |
|--------------------|-------|------|------|------|------|------|------|------|------|------|------|
| Unemployment Rate | 3.6% | 3.7% | 3.8% | 3.8% | 3.9% | 4.0% | 4.2% | 4.3% | 4.4% | 4.6% | 4.7% |
| Consumer Inflation | 4.1% | 3.6% | 3.2% | 3.2% | 3.4% | 3.4% | 3.5% | 3.5% | 3.4% | 3.3% | 3.2% |
| Home Prices (YoY) | -0.2% | 2.5% | 5.4% | 5.5% | 6.6% | 6.7% | 6.8% | 6.8% | 6.7% | 6.6% | 6.6% |

SINGLE FAMILY HOME & VEHICLE LOAN MARKETS
Home Sales-

| | | | | | | | | | | | |
|------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Total Home Sales (Mil) | 4.941 | 4.723 | 4.449 | 4.857 | 4.959 | 5.120 | 5.230 | 5.293 | 5.358 | 5.382 | 5.386 |
| Existing Home (Mil) | 4.250 | 4.020 | 3.797 | 4.190 | 4.236 | 4.356 | 4.447 | 4.492 | 4.542 | 4.565 | 4.569 |
| New Home Sales (Mil) | 0.691 | 0.703 | 0.652 | 0.667 | 0.723 | 0.764 | 0.783 | 0.801 | 0.816 | 0.817 | 0.817 |

Mortgage Originations-

| | | | | | | | | | | | |
|----------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Single Family Homes (Mils) | 1.239 | 1.165 | 1.034 | 0.967 | 1.082 | 1.269 | 1.223 | 1.128 | 1.326 | 1.353 | 1.297 |
| Purchase Apps (Mils) | 0.948 | 0.913 | 0.804 | 0.708 | 0.806 | 0.929 | 0.854 | 0.731 | 0.915 | 0.926 | 0.870 |
| Refinancing Apps (Mils) | 0.291 | 0.252 | 0.230 | 0.259 | 0.276 | 0.340 | 0.369 | 0.397 | 0.411 | 0.427 | 0.427 |
| Refi Apps Share | 23% | 22% | 22% | 27% | 26% | 27% | 30% | 35% | 31% | 32% | 33% |

Vehicle Sales-

| | | | | | | | | | | | |
|---------------------|------|------|------|------|------|------|------|------|------|------|------|
| Vehicle Sales (Mil) | 15.6 | 15.9 | 16.1 | 15.6 | 16.0 | 16.2 | 16.3 | 16.0 | 16.2 | 16.4 | 16.2 |
|---------------------|------|------|------|------|------|------|------|------|------|------|------|

MARKET RATE OUTLOOK
Benchmark Rates-

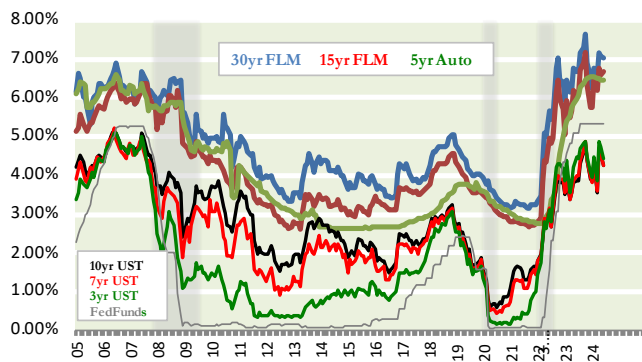
| | | | | | | | | | | | |
|-----------|------|------|------|------|------|------|------|------|------|------|------|
| Prime | 8.2% | 8.5% | 8.5% | 8.5% | 8.5% | 8.5% | 8.3% | 8.3% | 8.1% | 8.1% | 8.1% |
| Fed Funds | 5.1% | 5.4% | 5.4% | 5.4% | 5.4% | 5.4% | 5.2% | 5.2% | 5.0% | 5.0% | 5.0% |
| 3yr UST | 4.6% | 4.5% | 3.9% | 4.6% | 4.7% | 4.7% | 4.6% | 4.6% | 4.5% | 4.4% | 4.4% |
| 7yr UST | 4.1% | 4.4% | 4.0% | 4.4% | 4.6% | 4.6% | 4.5% | 4.5% | 4.5% | 4.4% | 4.3% |
| 10yr UST | 3.6% | 4.2% | 4.4% | 4.2% | 4.4% | 4.3% | 4.1% | 4.1% | 4.0% | 3.8% | 3.7% |

Market Rates-

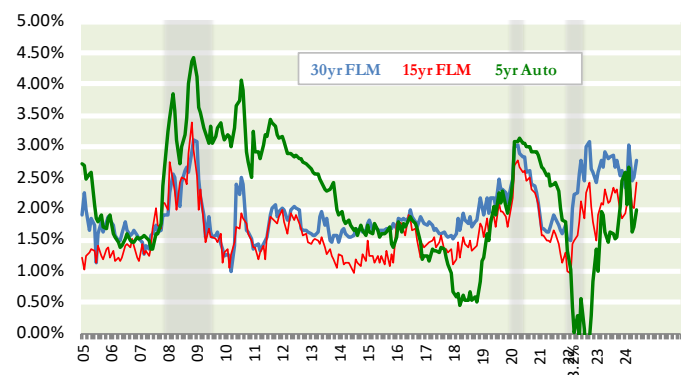
| | | | | | | | | | | | |
|--------------------------|------|------|------|------|------|------|------|------|------|------|------|
| 5yr Vehicle Loan Rate | 5.8% | 6.5% | 6.5% | 6.6% | 6.5% | 6.4% | 6.4% | 6.3% | 6.3% | 6.3% | 6.3% |
| 15yr First-lien Mortgage | 6.0% | 7.2% | 6.4% | 6.5% | 6.6% | 6.5% | 6.0% | 5.9% | 5.6% | 5.6% | 5.5% |
| 30yr First-lien Mortgage | 6.5% | 7.0% | 7.3% | 6.7% | 6.9% | 6.7% | 6.5% | 6.4% | 6.0% | 6.0% | 5.9% |
| Regular Savings Rate | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% |
| 1yr Term Certificate | 2.8% | 3.2% | 3.4% | 3.4% | 3.4% | 3.3% | 3.2% | 3.1% | 3.1% | 3.0% | 3.0% |

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

"A"-PAPER MARKET RATES



"A"-PAPER PRICING SPREADS



| | Current Return | For | Then for the Next | The Net Return Needed to Break-even Against*: | | | | | | | | |
|------------------|----------------|---------|-------------------|---|---------|--------|---------|--------|---------|--------|---------|---|
| | | | | 30Y FLM | 15Y FLM | 5Y New | 5Y Used | 4Y MBS | 4Y Call | 3Y MBS | 3Y Call | |
| Cash | 5.33% | - | - | - | - | - | - | - | - | - | - | - |
| 1yr Agy | 5.30% | 1 year | 4 years | 7.48% | 7.01% | 6.73% | 6.91% | 5.22% | 5.90% | 5.06% | 5.23% | - |
| 2yr Agy Callable | 5.25% | 2 years | 3 years | 8.23% | 7.62% | 7.23% | 7.48% | 5.23% | 6.25% | 4.92% | 5.25% | - |
| 3yr Agy Callable | 5.25% | 3 years | 2 years | 9.73% | 8.80% | 8.23% | 8.60% | 5.21% | 7.25% | - | - | - |
| 3yr Agy MBS | 5.14% | 3 years | 2 years | 9.89% | 8.97% | 8.39% | 8.77% | 5.54% | 7.58% | - | - | - |
| 4yr Agy Callable | 5.75% | 4 years | 1 year | 12.20% | 10.35% | 9.20% | 9.95% | - | - | - | - | - |
| 4yr Agy MBS | 5.24% | 4 years | 1 year | 14.24% | 12.39% | 11.24% | 11.99% | - | - | - | - | - |
| 5yr Agy Callable | 5.93% | 5 years | - | - | - | - | - | - | - | - | - | - |
| 5yr New Vehicle | 6.44% | 3 years | 2 years | 7.94% | 7.02% | - | - | - | - | - | - | - |
| 5yr Used Vehicle | 6.59% | 3 years | 2 years | 7.72% | 6.79% | - | - | - | - | - | - | - |
| 15yr Mortgage | 6.67% | 5 years | - | - | - | - | - | - | - | - | - | - |
| 30yr Mortgage | 7.04% | 5 years | - | - | - | - | - | - | - | - | - | - |

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

RELATIVE VALUE OF MARGINAL FUNDING OPTIONS

| | Current Cost | For | Then for the Next | The Net Cost Needed to Break-even Against*: | | | |
|---------------------|--------------|---------|-------------------|---|---------|--------|---------|
| | | | | 3Y CD | 3Y FHLB | 2Y CD | 2Y FHLB |
| Share Draft | 0.10% | 1 year | 2 years | 4.38% | 6.64% | 6.10% | 9.34% |
| Regular Savings | 0.20% | 1 year | 2 years | 4.33% | 6.59% | 6.00% | 9.24% |
| Money Market | 0.91% | 1 year | 2 years | 3.97% | 6.24% | 5.29% | 8.53% |
| FHLB Overnight | 5.35% | 1 year | 2 years | 1.75% | 4.02% | 0.85% | 4.09% |
| Catalyst Settlement | 6.65% | 1 year | 2 years | 1.10% | 3.37% | -0.23% | 2.79% |
| 6mo Term CD | 3.00% | 6 mos | 2.5 yrs | 2.94% | 4.75% | 3.13% | 5.29% |
| 6mo FHLB Term | 5.32% | 6 mos | 2.5 yrs | 2.48% | 4.29% | 2.36% | 4.52% |
| 6mo Catalyst Term | 5.90% | 6 mos | 2.5 yrs | 2.36% | 4.17% | 2.17% | 4.33% |
| 1yr Term CD | 3.44% | 1 year | 2 years | 2.71% | 4.97% | 2.76% | 6.00% |
| 1yr FHLB Term | 5.15% | 1 year | 2 years | 1.85% | 4.12% | 1.05% | 4.29% |
| 2yr Term CD | 3.10% | 2 years | 1 year | 2.65% | 7.18% | - | - |
| 2yr FHLB Term | 4.72% | 2 years | 1 year | -0.59% | 3.94% | - | - |
| 3yr Term CD | 2.95% | 3 years | - | - | - | - | - |
| 3yr FHLB Term | 4.46% | 3 years | - | - | - | - | - |

* Highest relative value noted by highest differentials and volatility projections

| Q1-2024 | <\$2 Million | \$2-10 Million | \$10-50 <Million | \$50-100 Million | \$100-500 Million | \$500> Million | TOTAL | <\$10 Million | <\$50 Million | <\$100 Million | <\$500 Million |
|---------------------------------|-----------------|-------------------|---------------------|---------------------|----------------------|-------------------|--------------|------------------|------------------|-------------------|-------------------|
| DEMOGRAPHICS | | | | | | | | | | | |
| Number of Credit Unions | 276 | 636 | 1,253 | 622 | 1,069 | 717 | 4,572 | 912 | 2,165 | 2,787 | 3,856 |
| Average Assets (\$Mil) | \$0.891 | \$5.7 | \$26.4 | \$72.4 | \$229.7 | \$2,761.3 | \$504.7 | \$4.2 | \$17.0 | \$29.4 | \$84.9 |
| Pct of Credit Unions | 6% | 14% | 27% | 14% | 23% | 16% | 100% | 20% | 47% | 61% | 84% |
| Pct of Industry Assets | 0.0% | 0.2% | 1% | 2% | 11% | 86% | 100% | 0% | 2% | 4% | 14% |
| GROWTH RATES (YTD) | | | | | | | | | | | |
| Total Assets | 0.8% | -8.1% | -5.9% | -4.6% | 6.4% | 10.1% | 9.1% | -7.5% | -6.1% | -5.3% | 3.4% |
| Total Loans | -9.5% | -13.9% | -14.2% | -13.4% | -4.0% | 0.4% | -0.5% | -13.6% | -14.1% | -13.7% | -6.2% |
| - Direct Loans | -9.5% | -13.8% | -14.3% | -12.2% | -2.9% | 2.9% | 1.8% | -13.5% | -14.2% | -13.1% | -5.4% |
| - Indirect Loans | - | -53.3% | -10.3% | -24.9% | -9.7% | -11.4% | -11.4% | -127.3% | -10.7% | -21.9% | -11.0% |
| - Real Estate Loans | -131% | -27.6% | -216.3% | -10.8% | 31.5% | 4.1% | 3.4% | -97.3% | -214.6% | -116.6% | -3.0% |
| Total Shares | -1.0% | -6.4% | -4.9% | -3.4% | 6.7% | 10.4% | 9.4% | -6.0% | -5.0% | -4.1% | 3.9% |
| - Checking & Savings | -4.0% | -11.0% | -8.0% | -7.2% | 3.8% | 8.9% | 7.3% | -10.5% | -8.3% | -7.7% | 0.5% |
| - Term CDs | 57.8% | 14.2% | 17.1% | 19.8% | 27.1% | 28.4% | 28.1% | 14.1% | 16.9% | 18.6% | 25.5% |
| Net Worth | 24.8% | -7.3% | -2.8% | -5.0% | 3.4% | 6.7% | 5.8% | -5.0% | -3.1% | -4.1% | 1.3% |
| BALANCE SHEET ALLOCATION | | | | | | | | | | | |
| Net Worth-to-Total Assets | 20.9% | 17.6% | 13.2% | 12.6% | 11.3% | 10.7% | 10.8% | 17.8% | 13.7% | 13.1% | 11.7% |
| Cash & Inv-to-Total Assets | 48.6% | 44.4% | 43.8% | 39.3% | 30.0% | 24.7% | 25.8% | 44.6% | 43.9% | 41.4% | 32.8% |
| Loans-to-Total Assets | 47.0% | 52.5% | 52.2% | 55.8% | 64.1% | 70.7% | 69.4% | 52.1% | 52.2% | 54.2% | 61.7% |
| Vehicle-to-Total Loans | 62.0% | 68.0% | 52.9% | 45.0% | 38.1% | 29.3% | 30.7% | 67.7% | 54.4% | 49.1% | 40.5% |
| REL-to-Total Loans | 0.7% | 6.5% | 28.4% | 38.8% | 47.0% | 55.3% | 53.9% | 6.2% | 26.1% | 33.3% | 44.0% |
| REL-to-Net Worth | 1.6% | 19.4% | 112.4% | 172.0% | 267.3% | 365.9% | 345.2% | 18.1% | 99.6% | 137.9% | 231.2% |
| Indirect-to-Total Loans | 0.2% | 0.1% | 3.7% | 9.4% | 16.0% | 17.3% | 16.9% | 0.1% | 3.3% | 6.7% | 14.0% |
| Loans-to-Total Shares | 59.9% | 64.1% | 60.5% | 64.2% | 73.8% | 84.8% | 82.8% | 63.9% | 60.8% | 62.7% | 71.0% |
| Chkg & Svgs-to-Total Shares | 92.1% | 82.6% | 73.9% | 69.0% | 59.9% | 47.1% | 49.4% | 83.2% | 74.8% | 71.6% | 62.8% |
| Nonterm-to-Total Shares | 92.1% | 84.2% | 79.5% | 77.2% | 72.1% | 65.4% | 66.6% | 84.7% | 80.0% | 78.5% | 73.7% |
| Term CDs-to-Total Shares | 5.3% | 11.9% | 14.7% | 16.3% | 21.4% | 28.0% | 26.8% | 11.5% | 14.4% | 15.4% | 19.9% |
| Liquidity Ratio | 26.0% | 13.5% | 10.0% | 9.6% | 9.4% | 9.4% | 9.4% | 14.3% | 10.4% | 10.0% | 9.5% |
| Short-term Funding Ratio | 42.2% | 31.5% | 24.9% | 21.2% | 15.6% | 13.1% | 13.7% | 25.6% | 23.1% | 17.5% | 13.7% |
| Short-term Cash Flow Ratio | 45.6% | 35.5% | 29.0% | 25.6% | 20.7% | 18.6% | 19.2% | 36.1% | 29.7% | 27.4% | 22.4% |
| Net Long-term Asset Ratio | 3.7% | 7.6% | 19.5% | 26.4% | 32.2% | 37.0% | 35.9% | 18.3% | 22.8% | 29.8% | 35.9% |
| LOAN QUALITY | | | | | | | | | | | |
| Loan Delinquency Ratio | 3.32% | 1.35% | 0.96% | 0.77% | 0.64% | 0.79% | 0.78% | 1.00% | 0.87% | 0.69% | 0.78% |
| Net Charge-off Ratio | 0.92% | 0.60% | 0.41% | 0.45% | 0.48% | 0.85% | 0.80% | 0.43% | 0.44% | 0.47% | 0.80% |
| "Misery" Index | 4.24% | 1.95% | 1.37% | 1.22% | 1.12% | 1.64% | 1.58% | 1.43% | 1.31% | 1.16% | 1.58% |
| Core Delinquency Rate | 3.33% | 1.23% | 0.90% | 0.66% | 0.59% | 0.69% | 0.68% | 1.33% | 0.94% | 0.78% | 0.63% |
| Core Net Charge-off Rate | 0.75% | 0.22% | 0.27% | 0.30% | 0.33% | 0.61% | 0.58% | 0.25% | 0.27% | 0.29% | 0.32% |
| Core "Misery" Index | 4.09% | 1.45% | 1.17% | 0.97% | 0.92% | 1.30% | 1.26% | 1.58% | 1.20% | 1.07% | 0.95% |
| RE Loan Delinquency | 18.96% | 0.85% | 0.69% | 0.51% | 0.41% | 0.50% | 0.49% | 0.97% | 0.70% | 0.57% | 0.44% |
| Vehicle Loan Delinquency | 3.13% | 1.25% | 0.97% | 0.76% | 0.77% | 0.79% | 0.79% | 1.35% | 1.02% | 0.88% | 0.80% |
| Direct Loans | 3.14% | 1.25% | 0.95% | 0.73% | 0.66% | 0.63% | 0.63% | 1.35% | 1.00% | 0.87% | 0.74% |
| Indirect Loans | 0.00% | 1.41% | 1.25% | 0.87% | 0.89% | 0.84% | 0.86% | 1.22% | 1.25% | 0.95% | 0.90% |
| Loss Allow as % of Loans | 2.77% | 1.20% | 0.91% | 0.81% | 0.81% | 1.34% | 1.27% | 1.29% | 0.95% | 0.87% | 0.82% |
| Current Loss Exposure | 1.49% | 0.60% | 0.47% | 0.45% | 0.41% | 0.45% | 0.45% | 0.65% | 0.49% | 0.47% | 0.42% |
| Coverage Ratio (Adequacy) | 1.9 | 2.0 | 1.9 | 1.8 | 2.0 | 2.9 | 2.8 | 2.0 | 1.9 | 1.9 | 2.0 |
| EARNINGS | | | | | | | | | | | |
| Gross Asset Yield | 4.88% | 4.66% | 4.28% | 4.21% | 4.49% | 4.91% | 4.84% | 4.67% | 4.32% | 4.26% | 4.43% |
| Cost of Funds | 0.51% | 0.78% | 0.82% | 0.92% | 1.29% | 1.95% | 1.84% | 0.76% | 0.81% | 0.87% | 1.19% |
| Gross Interest Margin | 4.38% | 3.88% | 3.46% | 3.29% | 3.20% | 2.95% | 3.00% | 3.91% | 3.50% | 3.39% | 3.25% |
| Provision Expense | 0.33% | 0.29% | 0.27% | 0.25% | 0.30% | 0.60% | 0.56% | 0.29% | 0.27% | 0.26% | 0.29% |
| Net Interest Margin | 4.05% | 3.59% | 3.19% | 3.04% | 2.90% | 2.35% | 2.44% | 3.62% | 3.23% | 3.13% | 2.96% |
| Non-Interest Income | 0.49% | 0.54% | 0.78% | 0.98% | 1.12% | 1.01% | 1.02% | 0.54% | 0.76% | 0.88% | 1.06% |
| Non-Interest Expense | 4.72% | 3.89% | 3.46% | 3.51% | 3.52% | 2.86% | 2.95% | 3.94% | 3.51% | 3.51% | 3.52% |
| Net Operating Expense | 4.24% | 3.35% | 2.67% | 2.52% | 2.40% | 1.85% | 1.94% | 3.41% | 2.75% | 2.63% | 2.45% |
| Net Operating Return | -0.19% | 0.24% | 0.52% | 0.51% | 0.50% | 0.51% | 0.51% | 0.22% | 0.48% | 0.50% | 0.50% |
| Non-recurring Inc(Exp) | 0.81% | 0.06% | 0.02% | 0.01% | 0.02% | 0.04% | 0.04% | 0.11% | 0.03% | 0.02% | 0.02% |
| Net Income | 0.63% | 0.30% | 0.53% | 0.53% | 0.52% | 0.55% | 0.54% | 0.32% | 0.51% | 0.52% | 0.52% |
| Return on Net Worth | -0.9% | 1.4% | 3.9% | 4.1% | 4.4% | 4.7% | 4.6% | 1.2% | 3.6% | 3.8% | 4.3% |

| Q1-2024 | <\$2 Million | \$2-10 Million | \$10-50 <Million | \$50-100 Million | \$100-500 Million | \$500> Million | TOTAL | <\$10 Million | <\$50 Million | <\$100 Million | <\$500 Million |
|------------------------------|-----------------|-------------------|---------------------|---------------------|----------------------|-------------------|----------|------------------|------------------|-------------------|-------------------|
| PORTFOLIO ANALYTICS | | | | | | | | | | | |
| Cash and Investments | | | | | | | | | | | |
| Cash & CE as Pct of Assets | 26% | 13% | 10% | 10% | 9% | 9% | 9% | 14% | 10% | 10% | 10% |
| Investments as Pct of Asset | 27% | 33% | 35% | 30% | 21% | 16% | 17% | 32% | 34% | 32% | 24% |
| Short-term Funding Ratio | 42.2% | 31.5% | 24.9% | 21.2% | 15.6% | 13.1% | 13.7% | 25.6% | 23.1% | 17.5% | 13.7% |
| Avg Cash & Investment Rat | 2.82% | 2.93% | 2.77% | 2.86% | 2.86% | 3.45% | 3.34% | 2.92% | 2.79% | 2.82% | 2.85% |
| Loan Portfolio | | | | | | | | | | | |
| Total Loan Growth-Annl | -9.5% | -13.9% | -14.2% | -13.4% | -4.0% | 0.4% | -0.5% | -13.6% | -14.1% | -13.7% | -6.2% |
| Consumer Loan Growth-Anr | -8.2% | -12.9% | 284.7% | -15.1% | -31.0% | -4.2% | -4.9% | -6.5% | 223.7% | 71.8% | -8.6% |
| Mortgage Loan Growth-Anr | -131.1% | -27.6% | -216.3% | -10.8% | 31.5% | 4.1% | 3.4% | -97.3% | -214.6% | -116.6% | -3.0% |
| Avg Loan Balance | \$6,758 | \$9,419 | \$3,899 | \$7,250 | \$11,223 | \$21,040 | \$18,062 | \$9,267 | \$4,458 | \$6,037 | \$10,061 |
| Avg Loan Rate | 7.19% | 6.27% | 5.78% | 5.48% | 5.61% | 5.68% | 5.67% | 6.33% | 5.84% | 5.63% | 5.61% |
| Avg Loan Yield, net | 6.50% | 5.73% | 5.27% | 5.03% | 5.14% | 4.84% | 4.88% | 5.78% | 5.33% | 5.16% | 5.15% |
| Credit Mitigation- | | | | | | | | | | | |
| Delinquency Rates- | | | | | | | | | | | |
| Credit Cards | 9.44% | 2.12% | 1.74% | 1.26% | 1.20% | 2.08% | 2.02% | 2.23% | 1.76% | 1.46% | 1.25% |
| New Vehicle Loans | 2.36% | 0.59% | 0.52% | 0.39% | 0.38% | 0.47% | 0.46% | 0.68% | 0.54% | 0.46% | 0.40% |
| Used Vehicle Loans | 3.59% | 1.68% | 1.22% | 0.95% | 0.94% | 0.97% | 0.97% | 0.08% | 0.01% | 0.07% | 0.20% |
| Total Vehicle Loans | 3.13% | 1.25% | 0.97% | 0.76% | 0.77% | 0.79% | 0.79% | 1.35% | 1.02% | 0.88% | 0.80% |
| Real Estate Loans | 18.96% | 0.85% | 0.69% | 0.51% | 0.41% | 0.50% | 0.49% | 0.97% | 0.70% | 0.57% | 0.44% |
| Total Loan Delinquency | 3.32% | 1.35% | 0.96% | 0.77% | 0.64% | 0.79% | 0.78% | 1.00% | 0.87% | 0.69% | 0.78% |
| Net Charge-off Rates- | | | | | | | | | | | |
| Credit Cards | -0.86% | 1.14% | 1.49% | 1.78% | 2.34% | 5.44% | 5.21% | 1.11% | 1.47% | 1.66% | 2.20% |
| New Vehicle Loans | 0.13% | 0.08% | 0.00% | 0.12% | 0.24% | 0.43% | 0.39% | 0.68% | 0.54% | 0.47% | 0.41% |
| Used Vehicle Loans | 1.15% | 0.33% | 0.49% | 0.61% | 0.73% | 1.11% | 1.03% | 1.78% | 1.29% | 1.11% | 0.98% |
| Total Vehicle Loans | 0.77% | 0.23% | 0.34% | 0.45% | 0.58% | 0.86% | 0.81% | 0.26% | 0.33% | 0.39% | 0.53% |
| Non-Comml RE Loans | 0.00% | -0.02% | 0.02% | 0.02% | 0.01% | 0.01% | 0.01% | -0.02% | 0.02% | 0.02% | 0.01% |
| Total Net Charge-offs | 0.92% | 0.60% | 0.41% | 0.45% | 0.48% | 0.85% | 0.80% | 0.43% | 0.44% | 0.47% | 0.80% |
| "Misery" Indices- | | | | | | | | | | | |
| Credit Cards | 8.58% | 3.26% | 3.23% | 3.04% | 3.54% | 7.52% | 7.23% | 3.34% | 3.23% | 3.12% | 3.45% |
| New Vehicle Loans | 2.49% | 0.67% | 0.52% | 0.51% | 0.62% | 0.90% | 0.85% | 1.36% | 1.08% | 0.93% | 0.81% |
| Used Vehicle Loans | 4.74% | 2.01% | 1.71% | 1.56% | 1.67% | 2.08% | 2.00% | 1.87% | 1.30% | 1.18% | 1.18% |
| Total Vehicle Loans | 3.90% | 1.48% | 1.31% | 1.21% | 1.35% | 1.65% | 1.60% | 1.61% | 1.35% | 1.28% | 1.33% |
| Non-Comml RE Loans | 18.96% | 0.83% | 0.71% | 0.53% | 0.42% | 0.51% | 0.50% | 0.95% | 0.72% | 0.59% | 0.45% |
| Total "Misery" Index | 4.24% | 1.95% | 1.37% | 1.22% | 1.12% | 1.64% | 1.58% | 1.43% | 1.31% | 1.16% | 1.58% |
| Fundng Portfolio | | | | | | | | | | | |
| Share Growth YTD-Annl | -1.3% | -7.8% | -5.7% | -3.9% | 7.7% | 12.5% | 11.3% | -7.4% | -5.8% | -4.8% | 4.5% |
| Chkg & Savings YTD-Annl | -4.0% | -11.0% | -8.0% | -7.2% | 3.8% | 8.9% | 7.3% | -10.5% | -8.3% | -7.7% | 0.5% |
| Term CDs Growth YTD | 57.8% | 14.2% | 17.1% | 19.8% | 27.1% | 28.4% | 28.1% | 14.1% | 16.9% | 18.6% | 25.5% |
| Total Funding Growth YTD | -1.3% | -8.1% | -6.2% | -4.4% | 0.1% | 10.7% | 9.0% | -7.7% | -6.4% | -5.3% | -1.3% |
| Avg Share Balance per Mbr | \$2,561 | \$5,406 | \$9,143 | \$10,555 | \$12,455 | \$14,262 | \$13,789 | \$5,062 | \$8,467 | \$9,506 | \$11,561 |
| Avg Share Balance | \$11,291 | \$14,683 | \$6,450 | \$11,297 | \$15,201 | \$24,817 | \$21,823 | \$14,417 | \$6,824 | \$8,735 | \$12,833 |
| Avg Share Rate | 0.65% | 0.95% | 0.95% | 1.06% | 1.49% | 2.35% | 2.20% | 0.93% | 0.95% | 1.01% | 1.37% |
| Core as Pct of Total Shares | 92% | 83% | 74% | 69% | 60% | 47% | 49% | 83% | 75% | 72% | 63% |
| Term CDs as Pct of Shares | 5% | 12% | 15% | 16% | 21% | 28% | 27% | 11% | 14% | 15% | 20% |
| Non-Member Deposit Ratio | 1.5% | 1.3% | 1.2% | 1.6% | 1.5% | 1.4% | 1.4% | 1.3% | 1.2% | 1.4% | 1.5% |
| Borrowings/Total Funding | 0.4% | 0.3% | 0.3% | 0.6% | 2.6% | 7.1% | 6.4% | 0.3% | 0.3% | 0.4% | 2.1% |
| Borrowings Growth YTD | 0.0% | -86.2% | -150.3% | -69.0% | -166.2% | -11.6% | -22.5% | -81.8% | -143.0% | -92.1% | -163.1% |
| Avg Borrowings Rate | 4.00% | 6.90% | 7.28% | 5.86% | 3.94% | 5.31% | 5.23% | 6.73% | 7.22% | 6.25% | 4.04% |



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Regulatory Expert

| Q1-2024 | <\$2 Million | \$2-10 Million | \$10-50 <Million | \$50-100 Million | \$100-500 Million | \$500+ Million | TOTAL | <\$10 Million | <\$50 Million | <\$100 Million | <\$500 Million |
|-------------------------------------|--------------|----------------|------------------|------------------|-------------------|----------------|----------|---------------|---------------|----------------|----------------|
| Net Operating Profitability- | | | | | | | | | | | |
| Earning Asset/Funding | 122% | 118% | 111% | 109% | 108% | 114% | 114% | 119% | 112% | 111% | 109% |
| Non-Int Inc-to-Total Revenue | 9% | 10% | 16% | 19% | 20% | 17% | 17% | 10% | 15% | 17% | 19% |
| Net Op Cash Flow (YTD-\$Mill) | \$2 | \$9 | \$225 | \$489 | \$5,639 | \$48,687 | \$55,063 | \$11 | \$236 | \$725 | \$6,364 |
| Average Loan Balance | \$6,758 | \$9,419 | \$3,899 | \$7,250 | \$11,223 | \$21,040 | \$18,062 | \$9,267 | \$4,458 | \$6,037 | \$10,061 |
| Average Share Balance | \$2,409 | \$4,248 | \$5,621 | \$6,010 | \$6,531 | \$7,023 | \$6,908 | \$4,058 | \$5,414 | \$5,728 | \$6,311 |
| Loan Yield (ROA) | 3.42% | 3.32% | 3.05% | 3.09% | 3.64% | 4.06% | 3.98% | 3.32% | 3.08% | 3.09% | 3.50% |
| Investment Yield (ROA) | 1.46% | 1.34% | 1.22% | 1.12% | 0.85% | 0.85% | 0.86% | 1.35% | 1.24% | 1.17% | 0.93% |
| Shares/Funding | 99.6% | 99.7% | 99.7% | 99.4% | 97.4% | 92.9% | 93.6% | 99.7% | 99.7% | 99.6% | 97.9% |

| | | | | | | | | | | | |
|-------------------------------------|-------------------|----------------|-----------------|-----------------|-----------------|-----------------|-----------------|----------------|-----------------|-----------------|-----------------|
| Net Operating Return per FTE | | | | | | | | | | | |
| Interest Income per FTE | \$51,064 | \$70,623 | \$186,794 | \$194,602 | \$214,151 | \$345,797 | \$316,674 | \$68,879 | \$156,491 | \$175,111 | \$203,149 |
| Avg Interest Exp per FTE | \$5,311 | \$11,826 | \$35,789 | \$42,406 | \$61,548 | \$137,543 | \$120,547 | \$11,245 | \$29,481 | \$35,796 | \$54,291 |
| Gross Interest Inc per FTE | \$45,753 | \$58,797 | \$151,006 | \$152,196 | \$152,603 | \$208,254 | \$196,128 | \$57,634 | \$127,010 | \$139,315 | \$148,858 |
| Provisions per FTE | \$3,404 | \$4,331 | \$11,702 | \$11,755 | \$14,397 | \$42,248 | \$36,344 | \$4,248 | \$9,787 | \$10,748 | \$13,369 |
| Net Interest Income per FTE | \$42,349 | \$54,466 | \$139,303 | \$140,442 | \$138,205 | \$166,006 | \$159,784 | \$53,386 | \$117,223 | \$128,567 | \$135,489 |
| Non-Interest Income per FTE | \$5,106 | \$8,162 | \$34,267 | \$45,385 | \$53,598 | \$70,999 | \$66,439 | \$7,889 | \$27,488 | \$36,232 | \$48,704 |
| Avg Operating Exp per FTE | \$49,396 | \$58,946 | \$151,027 | \$162,033 | \$167,806 | \$201,347 | \$193,120 | \$58,095 | \$127,144 | \$144,189 | \$161,150 |
| Net Operating Exp per FTE | \$44,289 | \$50,785 | \$116,760 | \$116,647 | \$114,207 | \$130,348 | \$126,681 | \$50,206 | \$99,656 | \$107,957 | \$112,446 |
| Avg Net Op Return per FT | \$ (1,940) | \$3,681 | \$22,544 | \$23,795 | \$23,998 | \$35,658 | \$33,102 | \$3,180 | \$17,567 | \$20,610 | \$23,043 |

| | | | | | | | | | | | |
|---|----------|----------|-----------|-----------|-----------|-----------|-----------|----------|-----------|-----------|-----------|
| Revenue/Operating Expense Assessment | | | | | | | | | | | |
| Revenue- | | | | | | | | | | | |
| Avg Revenue per FTE | \$56,170 | \$78,784 | \$221,061 | \$239,988 | \$267,749 | \$416,797 | \$383,113 | \$76,768 | \$183,979 | \$211,343 | \$251,853 |
| - Total Revenue Ratio | 5.37% | 5.20% | 5.06% | 5.19% | 5.62% | 5.91% | 5.85% | 5.21% | 5.07% | 5.14% | 5.50% |
| Operating Expenses- | | | | | | | | | | | |
| Avg Revenue per FTE | \$58,111 | \$75,103 | \$198,518 | \$216,193 | \$243,751 | \$381,138 | \$350,011 | \$73,588 | \$166,412 | \$190,733 | \$228,810 |
| - Total Revenue Ratio | 5.56% | 4.95% | 4.54% | 4.68% | 5.11% | 5.41% | 5.35% | 4.99% | 4.59% | 4.64% | 4.99% |
| Avg Comp & Benefits per FTE | \$22,587 | \$29,965 | \$70,423 | \$76,527 | \$84,498 | \$107,955 | \$102,217 | \$29,307 | \$59,857 | \$68,001 | \$79,849 |
| - C & B Exp Ratio | 2.16% | 1.98% | 1.61% | 1.66% | 1.77% | 1.53% | 1.99% | 1.99% | 1.65% | 1.65% | 1.74% |
| - Pct of Total Op Expense | 46% | 51% | 47% | 47% | 50% | 54% | 53% | 50% | 47% | 47% | 50% |
| - FTE-to-Ops (Staff Eff) | 2.00 | 1.15 | 0.34 | 0.30 | 0.25 | 0.16 | 0.18 | 1.20 | 0.42 | 0.35 | 0.27 |
| - Full-time Equivalents | 235 | 2,402 | 7,623 | 9,801 | 51,121 | 277,411 | 348,592 | 2,637 | 10,259 | 20,060 | 71,181 |
| - Pct Part-time Employee | 76% | 74% | 16% | 9% | 7% | 4% | 6% | 74% | 35% | 23% | 12% |
| Avg Occ & Ops Exp per FTE | \$15,489 | \$15,324 | \$40,407 | \$42,651 | \$41,627 | \$47,929 | \$46,427 | \$15,339 | \$33,964 | \$38,208 | \$40,663 |
| - Occup & Ops Exp Ratio | 1.48% | 1.01% | 0.92% | 0.92% | 0.87% | 0.68% | 0.71% | 1.04% | 0.94% | 0.93% | 0.89% |
| - Pct of Total Op Expense | 31% | 26% | 27% | 26% | 25% | 24% | 24% | 26% | 27% | 26% | 25% |
| Avg All Other Exp per FTE | \$11,319 | \$13,658 | \$40,197 | \$42,855 | \$41,682 | \$45,463 | \$44,476 | \$13,450 | \$33,323 | \$37,980 | \$40,638 |
| - All Other Expense Ratio | 1.08% | 0.90% | 0.92% | 0.93% | 0.87% | 0.64% | 0.68% | 0.91% | 0.92% | 0.92% | 0.89% |
| - Pct of Total Op Expense | 23% | 23% | 27% | 26% | 25% | 23% | 23% | 23% | 26% | 26% | 25% |

| | | | | | | | | | | | |
|-----------------------------|----------|-----------|------------|-----------|------------|------------|------------|-----------|-----------|-----------|-----------|
| Membership Outreach- | | | | | | | | | | | |
| Members-to-Potential | 11.9% | 5.3% | 2.8% | 2.2% | 2.0% | 3.1% | 2.9% | 5.7% | 3.0% | 2.5% | 2.1% |
| Members-to-FTEs | 319 | 227 | 410 | 378 | 335 | 417 | 402 | 235 | 365 | 371 | 345 |
| Borrower-to-Members | 22.7% | 36.8% | 141.8% | 93.4% | 81.9% | 57.5% | 63.2% | 34.9% | 115.5% | 98.7% | 81.6% |
| Branches | 279 | 680 | 1,748 | 1,442 | 4,691 | 12,469 | 21,308 | 958 | 2,706 | 4,148 | 8,839 |
| Members per Branch | 269 | 802 | 1,786 | 2,571 | 3,651 | 9,279 | 6,584 | 647 | 1,383 | 1,796 | 2,781 |
| Avg Accts per Member | 1.0 | 1.1 | 1.5 | 1.5 | 1.6 | 1.7 | 1.7 | 1.1 | 1.4 | 1.4 | 1.5 |
| Avg Loans per Member | 0.2 | 0.4 | 1.4 | 0.9 | 0.8 | 0.6 | 0.6 | 0.4 | 1.2 | 1.1 | 0.9 |
| Avg 1 Loan for every XX.X | 4.4 | 2.7 | 0.7 | 1.1 | 1.2 | 1.7 | 1.6 | 2.8 | 0.8 | 0.9 | 1.1 |
| Avg Savings per Member | 1.1 | 1.3 | 1.6 | 1.8 | 1.9 | 2.0 | 2.0 | 1.2 | 1.6 | 1.7 | 1.8 |
| Avg 1 Savings for every XX. | 0.936388 | 0.7851386 | 0.61470258 | 0.5693281 | 0.52438176 | 0.49238191 | 0.50097962 | 0.8007853 | 0.6393173 | 0.6024554 | 0.5458216 |

| Q1-2024 | <\$2 Million | \$2-10 Million | \$10-50 <Million | \$50-100 Million | \$100-500 Million | \$500> Million | TOTAL | <\$10 Million | <\$50 Million | <\$100 Million | <\$500 Million |
|---------------------------------|-----------------|-------------------|---------------------|---------------------|----------------------|-------------------|--------------|------------------|------------------|-------------------|-------------------|
| NET INFRASTRUCTURE COST: | | | | | | | | | | | |
| Fee Income | 0.49% | 0.54% | 0.78% | 0.98% | 1.12% | 1.01% | 1.02% | 0.54% | 0.76% | 0.88% | 1.06% |
| Compensation & Benefits | 2.16% | 1.98% | 1.61% | 1.66% | 1.77% | 1.53% | 1.56% | 1.99% | 1.65% | 1.65% | 1.74% |
| Travel & Conference | 0.05% | 0.02% | 0.03% | 0.03% | 0.03% | 0.02% | 0.02% | 0.02% | 0.03% | 0.03% | 0.03% |
| Office Occupancy | 0.24% | 0.16% | 0.20% | 0.22% | 0.22% | 0.17% | 0.17% | 0.17% | 0.20% | 0.21% | 0.22% |
| Office Operations | 1.24% | 0.85% | 0.72% | 0.70% | 0.65% | 0.51% | 0.54% | 0.87% | 0.74% | 0.72% | 0.67% |
| Educational & Promo | 0.05% | 0.03% | 0.07% | 0.08% | 0.11% | 0.10% | 0.10% | 0.03% | 0.06% | 0.07% | 0.10% |
| Loan Servicing | 0.15% | 0.14% | 0.18% | 0.23% | 0.24% | 0.18% | 0.19% | 0.14% | 0.18% | 0.21% | 0.23% |
| Professional & Outside Sv | 0.49% | 0.51% | 0.50% | 0.49% | 0.40% | 0.23% | 0.26% | 0.50% | 0.50% | 0.49% | 0.43% |
| Member Insurance | 0.05% | 0.01% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.01% | 0.00% | 0.00% | 0.00% |
| Operating Fees | 0.07% | 0.02% | 0.02% | 0.02% | 0.02% | 0.01% | 0.01% | 0.02% | 0.02% | 0.02% | 0.02% |
| Miscellaneous | 0.23% | 0.16% | 0.12% | 0.07% | 0.07% | 0.10% | 0.09% | 0.17% | 0.12% | 0.10% | 0.08% |
| Total Ops Expense | 4.72% | 3.89% | 3.46% | 3.51% | 3.52% | 2.86% | 2.95% | 3.94% | 3.51% | 3.51% | 3.52% |
| Net Operating Expense | 4.24% | 3.35% | 2.67% | 2.52% | 2.40% | 1.85% | 1.94% | 3.41% | 2.75% | 2.63% | 2.45% |

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

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