

# **RESOURCES**

Business & Industry Consulting

nalysis Strategic Solutions

inancial Investment

Risk Management Regulatory Expert

25 June 2021

	THIS WK	LAST MO	YR END	LAST YR	CI	HANGES SIN	CE		YIELD CURVE ASSESS	MENT	
	6/24/21	5/24/21	12/31/20	6/24/20	This Yr	Last Yr	This Cycle	4.000/			
								4.00% -			
Fed Funds	0.10%	0.06%	0.09%	0.08%	0.01%	0.02%	-2.41%	3.50% -			
3mo	0.06%	0.02%	0.09%	0.15%	-0.03%	-0.09%	-2.35%	2.00%			
6mo	0.06%	0.03%	0.09%	0.17%	-0.03%	-0.11%	-2.50%	3.00% -	/		
1yr	0.09%	0.04%	0.10%	0.17%	-0.01%	-0.08%	-2.65%	2.50% 🕂			
2yr	0.28%	0.15%	0.13%	0.19%	0.15%	0.09%	-2.87%	2.00% -			
Зуr	0.48%	0.32%	0.17%	0.21%	0.31%	0.27%	-2.95%	2.00%			
5yr	0.92%	0.82%	0.36%	0.33%	0.56%	0.59%	-2.90%	1.50% —	And and a state of the state of		
7yr	1.29%	1.28%	0.65%	0.52%	0.64%	0.77%	-2.69%	1.00% -			
10yr	1.54%	1.61%	0.93%	0.69%	0.61%	0.85%	-2.66%			Nov	2018
30yr	2.16%	2.31%	1.65%	1.44%	0.51%	0.72%	-2.44%	0.50% 🍸		_	RENT
								0.00% 🗧			
Slope of the								66	1235710		T YEAR
2yr-3mo	0.22%	0.13%	0.04%	0.04%	0.18%	0.18%	-0.41%			LAS	
5yr-2yr	0.64%	0.67%	0.23%	0.14%	0.41%	0.50%	0.53%		2016 Low-	2018 High-	2020 Lov
10yr-5yr	0.62%	0.79%	0.57%	0.36%	0.05%	0.26%	0.47%		2018 High	2020 Low	Current
10yr-3mo	1.48%	1.59%	0.84%	0.54%	0.64%	0.94%	0.59%	Fed Funds	s 2.15%	-2.41%	0.06%
Other Interes	t Rates-							1year	2.24%	-2.65%	0.00%
Prime	3.25%	3.25%	3.25%	3.25%	0.00%	0.00%	-2.25%	2years	2.32%	-2.87%	0.17%
1mo LIBOR	0.10%	0.09%	0.14%	0.18%	-0.05%	-0.09%	-2.43%	<b>3years</b>	2.28%	-2.95%	0.38%
6mo LIBOR	0.17%	0.18%	0.26%	0.38%	-0.10%	-0.22%	-2.75%	5years	2.06%	-2.90%	0.73%
12mo LIBOR	0.25%	0.26%	0.34%	0.56%	-0.09%	-0.31%	-2.88%	10years	1.81%	-2.66%	0.96%

## FINAL FIRST QUARTER GDP UNREVISED AT 6.4%; YEAR-TO-YEAR GROWTH AT 1.5%

The U.S. economy grew at a solid 6.4% in the first three months of the year, foreshadowing what might be a gangbuster year for the nation's economy as it springs back from the coronavirus pandemic.

Gross domestic product, the broadest measure of goods and services produced across the economy, grew by 6.4% on an annualized basis in the three-month period from January through March, the Commerce Department said in its final reading of the data Thursday.

We expect to see even stronger growth in the current quarter as widespread vaccinations allow businesses to fully reopen and eager Americans venture out to shop, dine at restaurants and bars and travel again. Boosting the recovery is close to \$3 trillion the federal government has approved in stimulus measures since December.

The nation's GDP grew about 1.5% from the fourth quarter of 2020 to the first quarter of 2021. That's compared with growth of 1% between the third and fourth quarters.

Key Economic Indicator	s for Banks, T	hrifts & Cred	lit Unions-	
		LATEST	CURRENT	PREV
GDP	QoQ	Q1-Final	6.4%	4.3%
GDP - YTD	Annl	Q1-Final	6.4%	0.3%
Consumer Spending	QoQ	Q1-Final	11.3%	2.3%
Consumer Spending	Annl	Q1-Final	11.3%	0.8%
Unemployment	Mo	May	5.8%	6.1%
Consumer Inflation	YoY	May	5.0%	4.2%
Core Inflation	YoY	May	3.8%	3.0%
Consumer Credit	Annual	Apr	5.3%	5.3%
Retail Sales	YoY	May	23.9%	22.2%
Vehicle Sales	Annl (Mil)	May	17.5	19.0
Home Sales	Annl (Mil)	May	6.663	6.785
Home Prices	YoY	Mar	13.2%	12.0%

	THIS WK	YR END	PCT Cł	IANGES
	6/24/21	12/31/20	YTD	12Mos
DJIA	34,196	30,606	11.7%	33.9%
S&P 500	4,166	3,756	10.9%	37.8%
NASDAQ	14,369	12,888	11.5%	42.8%
Crude Oil	73.30	48.52	51.1%	86.2%
Avg Gasoline	3.09	2.24	37.8%	40.9%
Gold	1,776	1,895	-6.3%	0.0%

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			AVE	RAGE CRE	DIT UNION R	ATES AND	RATE SEN	SITIVITY				
	THIS WK 6/24/21	YTD C Rate	hange Benchmark	Chg in Curr Rate	rent Cycle* Benchmark	Rate S YTD	ensitivity Cycle		Bmk Begin 12/31/20	Mkt Begin 12/31/20	Last Top Nov-18	Last Bottom Jul-16
Classic CC Platinum CC	10.87% 9.16%	0.04%	0.00% 0.00%	-0.82% -1.11%	-2.25% -2.25%	0%	36% 49%		3.25%	10.83% 9.10%	11.69% 10.27%	11.39% 9.09%
48mo Veh	2.74%	-0.24%	0.15%	-0.92%	-2.70%	-160%	34%		0.13%	2.98%	3.66%	2.58%
60mo Veh	2.84%	-0.24%	0.31%	-0.93%	-2.57%	-77%	36%		0.17%	3.08%	3.77%	2.68%
72mo Veh	3.16%	-0.25%	0.44%	-0.96%	-2.37%	-57%	41%		0.27%	3.41%	4.12%	3.05%
HE LOC	3.93%	0.10%	0.00%	-1.63%	-2.25%	0%	72%		3.25%	3.83%	5.56%	4.01%
10yr HE	4.70%	0.32%	0.56%	-0.82%	-2.39%	57%	34%		0.36%	4.38%	5.52%	4.45%
15yr FRM	2.75%	-0.09%	0.59%	-1.83%	-1.98%	-15%	93%		0.65%	2.84%	4.58%	3.14%
30yr FRM	3.25%	0.07%	0.61%	-1.81%	-1.70%	11%	106%		0.93%	3.18%	5.06%	3.69%
Sh Drafts	0.09%	0.00%	0.01%	-0.05%	-2.35%	0%	2%		0.09%	0.09%	0.14%	0.11%
Reg Svgs	0.18%	0.04%	0.01%	-0.01%	-2.35%	400%	0%		0.09%	0.14%	0.19%	0.14%
MMkt-10k	0.16%	-0.03%	0.01%	-0.32%	-2.35%	-300%	14%		0.09%	0.19%	0.48%	0.22%
MMkt-50k	0.22%	-0.05%	0.01%	-0.43%	-2.35%	-500%	18%		0.09%	0.27%	0.65%	0.31%
6mo CD	0.25%	-0.05%	-0.03%	-0.78%	-2.46%	167%	32%		0.09%	0.30%	1.03%	0.34%
1yr CD	0.36%	-0.08%	-0.01%	-1.15%	-2.65%	800%	43%		0.10%	0.44%	1.51%	0.53%
2yr CD	0.47%	-0.10%	0.15%	-1.38%	-2.70%	-67%	51%		0.13%	0.57%	1.85%	0.78%
3yr CD	0.57%	-0.10%	0.31%	-1.49%	-2.57%	-32%	58%		0.17%	0.67%	2.06%	1.04%

\*Since Nov 2018

### STRATEGICALLY FOR CREDIT UNIONS

The revised data continue to paint a very positive picture of the U.S. economy's recovery from the coronavirus crisis. We forecast that real GDP will expand by 6% year-over-year in 2021.

GDP could grow as high as 7.0% in 2021, the biggest increase since 1984. By comparison, GDP contracted at a 3.5% annualized rate in 2020, when the economy came to a near standstill to slow the spread of COVID-19, which has infected more than 33 million Americans and killed over 600,000.

In a survey conducted by Deloitte, a majority of CEOs think their businesses are poised for strong growth over the next year as the economic pain from the coronavirus-triggered crash last year begins to fade away - with 77% projecting "very strong" or "strong" growth over the next 12 months. Just 23% projected "modest" growth, and no respondents said they think economic growth will be "weak" or "very weak."

Although the executives were divided over whether the business effect of the pandemic would disappear by the end of the year -53% of respondents said yes, while 47% said no - they agreed the downturn had provided new opportunities to innovate.

Additional information and other market-related reports can be viewed at www.Meridian-ally.com

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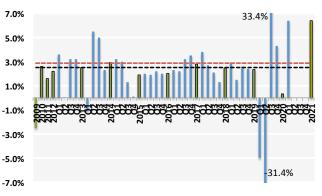
RELEASES THIS WEEK:	Current	Projected	Previous
Existing Home Sales (May, Mil, Annlzo	5.8M	5.7M	5.85M
New Home Sales (May, Mil, Annlzd)	0.863M	0.850M	0.863M
GDP (Q1, QoQ, Final)	6.4%	6.4%	4.3%

RELEASES FOR UPCOMING WEEK:	Projected	Previous
Home Prices (Apr, YoY)	14.8%	13.4%
Unemployment Rate (June)	5.7%	5.8%



GROSS DOMESTIC PRODUCT

--- SINCE END OF 2009 RECESSION ---- AVG GROWTH SINCE WWII



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		LENDAR	ECONOMIC CA		
SATURDAY	FRIDAY	THURSDAY	WEDNESDAY	TUESDAY	MONDAY
29	28 Personal Income -13.1% Personal Spending 0.5%	27 Jobless Claims 406k Cont'd Claims 3.64M GDP (Q1-21, 2nd) 6.4%	26	25 Home Prices 13.2% Cons Confidence 117 New Home Sales 1.0M	May 24
5	4 Unemployment 5.8% Nonfarm Payrolls 559k Private Payrolls 492k		<b>2</b> FRB Beige Book	June 1 Const Spending +0.2% Vehicle Sales	31 MEMORIAL DAY HOLIDAY
12	11	10 Jobless Claims 376k Cont'd Claims 3.50M Consumer Inflation 5.0%	9	8	7 Consumer Credit 28.3%
19	18	17 Jobless Claims 412k Cont'd Claims 3.52M Leading Ind 1.3%	16 FOMC Announcement	15 Retail Sales 28.1% WhIs Inflation 6.6% Ind Production 16.3%	14 FLAG DAY
26	25 Personal Income -2.0% Pers Spending +0.0%	24 Jobless Claims 411k Cont'd Claims 3.39M GDP (Q1-Final) 6.4%	23 New Home Sales 863k	22 Exist Home Sales 5.8M	21
3	2 Unemployment Nonfarm Payrolls Private Payrolls	July 1 Jobless Claims Cont'd Claims Construction Spending	30	29 Home Prices Consumer Confidence	28
10	9	8 Jobless Claims Cont'd Claims Consumer Credit	7 FOMC Minutes	6	5 INDEPENDENCE DAY HOLIDAY
17	16 Retail Sales	15 Jobless Claims Cont'd Claims Industrial Production	14 Wholesale Inflation	13 Consumer Inflation	12
24	23	22 Jobless Claims Cont'd Claims Existing Home Sales	21	20	19

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			2001	NOMIC FO							
										N	1ay 2021
		2020			202	1		2022			
	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
ECONOMIC OUTLOOK											
Economic Growth-											
GDP - (QoQ)	-31.4%	33.1%	4.1%	6.4%	8.8%	7.4%	5.3%	3.8%	2.4%	1.8%	2.0%
GDP - (YTD)	-18.2%	-1.1%	0.2%	6.4%	7.6%	7.5%	7.0%	3.8%	3.1%	2.7%	2.5%
Consumer Spending - (QoQ)	-33.2%	40.7%	2.3%	10.7%	9.0%	6.6%	3.2%	3.8%	2.7%	1.9%	2.0%
Consumer Spending - (YTD)	-33.2%	40.7 <i>%</i> 0.2%	0.8%	10.7%	9.0% 9.9%	8.8%	5.2 <i>%</i> 7.4%	3.8%	3.3%	2.8%	2.6%
	-20.176	0.270	0.070	10.776	9.970	0.070	7.470	5.870	5.570	2.070	2.070
Goverment Spending - (QoQ)	2.5%	-4.9%	-1.2%	6.3%	9.8%	-0.3%	1.0%	0.0%	0.0%	-1.2%	-0.6%
Government Spending - (YTD)	1.9%	-0.4%	-0.6%	6.3%	8.1%	5.3%	4.2%	0.0%	0.0%	-0.4%	-0.5%
Consumer Wealth-											
Unemployment Rate	13.0%	8.8%	6.7%	6.2%	5.7%	5.0%	4.5%	4.5%	4.4%	4.4%	4.2%
Consumer Inflation	0.4%	1.2%	1.4%	1.9%	5.0%	4.5%	3.5%	2.5%	2.2%	2.0%	1.9%
Home Prices	4.4%	5.9%	9.7%	10.8%	13.2%	13.0%	13.0%	13.1%	12.9%	12.8%	12.5%
SINGLE FAMILY HOME & VEHI	CLE LOAN N	IARKETS									
Consumer Demand-	CLE LOAN N	1ARKETS									
<b>Consumer Demand-</b> Total Home Sales (Mil)	5.016	7.100	7.650	7.262	7.052	7.004	7.090	7.224	7.403	7.618	7.681
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil)	5.016 4.313	7.100 6.127	6.777	6.303	6.019	6.102	6.162	6.272	6.430	6.590	6.618
<b>Consumer Demand-</b> Total Home Sales (Mil)	5.016	7.100									
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil)	5.016 4.313	7.100 6.127	6.777	6.303	6.019	6.102	6.162	6.272	6.430	6.590	6.618
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils)	5.016 4.313 0.703 3.052	7.100 6.127 0.973	6.777 0.873	6.303 0.959	6.019 1.033	6.102 0.902	6.162 0.928	6.272 0.952	6.430 0.973	6.590 1.028	6.618 1.063
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil)	5.016 4.313 0.703	7.100 6.127 0.973 3.497	6.777 0.873 3.578	6.303 0.959 3.231	6.019 1.033 3.116	6.102 0.902 1.982	6.162 0.928 1.634	6.272 0.952 1.422	6.430 0.973 1.698	6.590 1.028 1.638	6.618 1.063 1.530
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils)	5.016 4.313 0.703 3.052 1.203	7.100 6.127 0.973 3.497 1.427	6.777 0.873 3.578 1.350	6.303 0.959 3.231 1.000	6.019 1.033 3.116 1.428	6.102 0.902 1.982 1.331	6.162 0.928 1.634 1.248	6.272 0.952 1.422 1.029	6.430 0.973 1.698 1.329	6.590 1.028 1.638 1.277	6.618 1.063 1.530 1.187
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils)	5.016 4.313 0.703 3.052 1.203 1.849	7.100 6.127 0.973 3.497 1.427 2.070	6.777 0.873 3.578 1.350 2.235	6.303 0.959 3.231 1.000 2.230	6.019 1.033 3.116 1.428 1.688	6.102 0.902 1.982 1.331 0.652	6.162 0.928 1.634 1.248 0.385	6.272 0.952 1.422 1.029 0.393	6.430 0.973 1.698 1.329 0.368	6.590 1.028 1.638 1.277 0.361	6.618 1.063 1.530 1.187 0.343
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil)	5.016 4.313 0.703 3.052 1.203 1.849 61%	7.100 6.127 0.973 3.497 1.427 2.070 59%	6.777 0.873 3.578 1.350 2.235 62%	6.303 0.959 3.231 1.000 2.230 69%	6.019 1.033 3.116 1.428 1.688 54%	6.102 0.902 1.982 1.331 0.652 33%	6.162 0.928 1.634 1.248 0.385 24%	6.272 0.952 1.422 1.029 0.393 28%	6.430 0.973 1.698 1.329 0.368 22%	6.590 1.028 1.638 1.277 0.361 22%	6.618 1.063 1.530 1.187 0.343 22%
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK	5.016 4.313 0.703 3.052 1.203 1.849 61%	7.100 6.127 0.973 3.497 1.427 2.070 59%	6.777 0.873 3.578 1.350 2.235 62%	6.303 0.959 3.231 1.000 2.230 69%	6.019 1.033 3.116 1.428 1.688 54%	6.102 0.902 1.982 1.331 0.652 33%	6.162 0.928 1.634 1.248 0.385 24%	6.272 0.952 1.422 1.029 0.393 28%	6.430 0.973 1.698 1.329 0.368 22%	6.590 1.028 1.638 1.277 0.361 22%	6.618 1.063 1.530 1.187 0.343 22%
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates-	5.016 4.313 0.703 3.052 1.203 1.849 61% 11.6	7.100 6.127 0.973 3.497 1.427 2.070 59% 15.7	6.777 0.873 3.578 1.350 2.235 62% 15.8	6.303 0.959 3.231 1.000 2.230 69% 16.7	6.019 1.033 3.116 1.428 1.688 54% 17.6	6.102 0.902 1.982 1.331 0.652 33% 16.9	6.162 0.928 1.634 1.248 0.385 24% 16.5	6.272 0.952 1.422 1.029 0.393 28% 16.8	6.430 0.973 1.698 1.329 0.368 22% 17.0	6.590 1.028 1.638 1.277 0.361 22% 17.3	6.618 1.063 1.530 1.187 0.343 22% 17.8
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime	5.016 4.313 0.703 3.052 1.203 1.849 61% 11.6	7.100 6.127 0.973 3.497 1.427 2.070 59% 15.7	6.777 0.873 3.578 1.350 2.235 62% 15.8 3.3%	6.303 0.959 3.231 1.000 2.230 69% 16.7 3.3%	6.019 1.033 3.116 1.428 1.688 54% 17.6 3.3%	6.102 0.902 1.982 1.331 0.652 33% 16.9 3.3%	6.162 0.928 1.634 1.248 0.385 24% 16.5	6.272 0.952 1.422 1.029 0.393 28% 16.8	6.430 0.973 1.698 1.329 0.368 22% 17.0	6.590 1.028 1.638 1.277 0.361 22% 17.3	6.618 1.063 1.530 1.187 0.343 22% 17.8
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime Fed Funds	5.016 4.313 0.703 3.052 1.203 1.849 61% 11.6 3.3% 0.1%	7.100 6.127 0.973 3.497 1.427 2.070 59% 15.7 3.3% 0.1%	6.777 0.873 3.578 1.350 2.235 62% 15.8 3.3% 0.1%	6.303 0.959 3.231 1.000 2.230 69% 16.7 3.3% 0.1%	6.019 1.033 3.116 1.428 1.688 54% 17.6 3.3% 0.1%	6.102 0.902 1.982 1.331 0.652 33% 16.9 3.3% 0.1%	6.162 0.928 1.634 1.248 0.385 24% 16.5 3.3% 0.1%	6.272 0.952 1.422 1.029 0.393 28% 16.8 3.3% 0.1%	6.430 0.973 1.698 1.329 0.368 22% 17.0 3.3% 0.1%	6.590 1.028 1.638 1.277 0.361 22% 17.3 3.3% 0.1%	6.618 1.063 1.530 1.187 0.343 22% 17.8 3.3% 0.1%
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime Fed Funds 3yr UST	5.016 4.313 0.703 3.052 1.203 1.849 61% 11.6	7.100 6.127 0.973 3.497 1.427 2.070 59% 15.7	6.777 0.873 3.578 1.350 2.235 62% 15.8 3.3%	6.303 0.959 3.231 1.000 2.230 69% 16.7 3.3%	6.019 1.033 3.116 1.428 1.688 54% 17.6 3.3%	6.102 0.902 1.982 1.331 0.652 33% 16.9 3.3%	6.162 0.928 1.634 1.248 0.385 24% 16.5	6.272 0.952 1.422 1.029 0.393 28% 16.8	6.430 0.973 1.698 1.329 0.368 22% 17.0	6.590 1.028 1.638 1.277 0.361 22% 17.3	6.618 1.063 1.530 1.187 0.343 22% 17.8
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime Fed Funds 3yr UST	5.016 4.313 0.703 3.052 1.203 1.849 61% 11.6 3.3% 0.1% 0.2%	7.100 6.127 0.973 3.497 1.427 2.070 59% 15.7 3.3% 0.1% 0.2%	6.777 0.873 3.578 1.350 2.235 62% 15.8 3.3% 0.1% 0.2%	6.303 0.959 3.231 1.000 2.230 69% 16.7 3.3% 0.1% 0.3%	6.019 1.033 3.116 1.428 1.688 54% 17.6 3.3% 0.1% 0.3%	6.102 0.902 1.982 1.331 0.652 33% 16.9 3.3% 0.1% 0.4%	6.162 0.928 1.634 1.248 0.385 24% 16.5 3.3% 0.1% 0.4%	6.272 0.952 1.422 1.029 0.393 28% 16.8 3.3% 0.1% 0.4%	6.430 0.973 1.698 1.329 0.368 22% 17.0 3.3% 0.1% 0.5%	6.590 1.028 1.638 1.277 0.361 22% 17.3 3.3% 0.1% 0.5%	6.618 1.063 1.530 1.187 0.343 22% 17.8 3.3% 0.1% 0.5%
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime Fed Funds 3yr UST 10yr UST Market Rates-	5.016 4.313 0.703 3.052 1.203 1.849 61% 11.6 3.3% 0.1% 0.2% 0.7%	7.100 6.127 0.973 3.497 1.427 2.070 59% 15.7 3.3% 0.1% 0.2% 0.6%	6.777 0.873 3.578 1.350 2.235 62% 15.8 3.3% 0.1% 0.2% 0.9%	6.303 0.959 3.231 1.000 2.230 69% 16.7 3.3% 0.1% 0.3% 1.3%	6.019 1.033 3.116 1.428 1.688 54% 17.6 3.3% 0.1% 0.3% 1.7%	6.102 0.902 1.982 1.331 0.652 33% 16.9 3.3% 0.1% 0.4% 1.9%	6.162 0.928 1.634 1.248 0.385 24% 16.5 3.3% 0.1% 0.4% 2.0%	6.272 0.952 1.422 1.029 0.393 28% 16.8 3.3% 0.1% 0.4% 2.1%	6.430 0.973 1.698 1.329 0.368 22% 17.0 3.3% 0.1% 0.5% 2.3%	6.590 1.028 1.638 1.277 0.361 22% 17.3 3.3% 0.1% 0.5% 2.4%	6.618 1.063 1.530 1.187 0.343 22% 17.8 3.3% 0.1% 0.5% 2.5%
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime Fed Funds Byr UST	5.016 4.313 0.703 3.052 1.203 1.849 61% 11.6 3.3% 0.1% 0.2%	7.100 6.127 0.973 3.497 1.427 2.070 59% 15.7 3.3% 0.1% 0.2%	6.777 0.873 3.578 1.350 2.235 62% 15.8 3.3% 0.1% 0.2%	6.303 0.959 3.231 1.000 2.230 69% 16.7 3.3% 0.1% 0.3%	6.019 1.033 3.116 1.428 1.688 54% 17.6 3.3% 0.1% 0.3%	6.102 0.902 1.982 1.331 0.652 33% 16.9 3.3% 0.1% 0.4%	6.162 0.928 1.634 1.248 0.385 24% 16.5 3.3% 0.1% 0.4%	6.272 0.952 1.422 1.029 0.393 28% 16.8 3.3% 0.1% 0.4%	6.430 0.973 1.698 1.329 0.368 22% 17.0 3.3% 0.1% 0.5%	6.590 1.028 1.638 1.277 0.361 22% 17.3 3.3% 0.1% 0.5%	6.618 1.063 1.530 1.187 0.343 22% 17.8 3.3% 0.1% 0.5%



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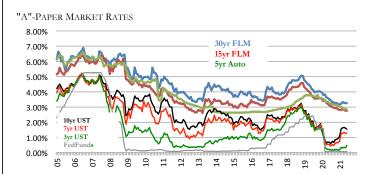
**Financial Investments** 

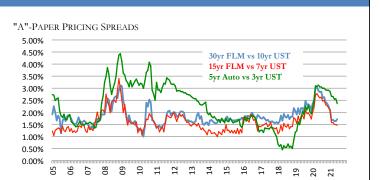
Risk Management Re

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

### **RELATIVE VALUE OF MARGINAL INVESTMENT OPTIONS**





	Current		Then for			The Net Ret	urn Needed	to Break-eve	n Against*:		
	Return	For	the Next	30Y FLM	15Y FLM	5Y New	5Y Used	4Y MBS	4Y Call	3Y MBS	3Y Call
Cash	0.10%	-	-	-	-	-	-	-	-	-	-
2yr Agy Callable	0.22%	2 years	3 years	5.27%	4.44%	4.59%	4.84%	1.98%	1.28%	1.72%	1.21%
3yr Agy Callable	0.55%	3 years	2 years	7.30%	6.05%	6.28%	6.65%	2.75%	1.35%	-	-
3yr Agy MBS	0.72%	3 years	2 years	7.05%	5.80%	6.02%	6.40%	2.24%	0.84%	-	-
4yr Agy Callable	0.75%	4 years	1 year	13.25%	10.75%	11.20%	11.95%	-	-	-	-
4yr Agy MBS	1.10%	4 years	1 year	11.85%	9.35%	9.80%	10.55%	-	-	-	-
5yr Agy Callable	1.13%	5 years	-	-	-	-	-	-	-	-	-
5yr New Vehicle	2.84%	3 years	2 years	3.87%	2.62%	-	-	-	-	-	-
5yr Used Vehicle	2.99%	3 years	2 years	3.64%	2.39%	-	-	-	-	-	-
15yr Mortgage	2.75%	5 years	-	-	-	-	-	-	-	-	-
30yr Mortgage	3.25%	5 years	-	-	-	-	-	-	-	-	-

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

## RELATIVE VALUE OF MARGINAL FUNDING OPTIONS

Cost         For         the Next         3Y CD         3Y FHLB         2Y CD         2Y FH           Share Draft         0.09%         1 year         2 years         0.81%         0.99%         0.85%         0.87           Regular Savings         0.18%         1 year         2 years         0.77%         0.95%         0.76%         0.78	
	70/
Pogular Savings 0.19% 1 year 2 years 0.77% 0.05% 0.76% 0.76	/0
	3%
Money Market 0.16% 1 year 2 years 0.78% 0.96% 0.78% 0.80	)%
FHLB Overnight 0.27% 1 year 2 years 0.72% 0.90% 0.67% 0.69	9%
Catalyst Settlement         1.25%         1 year         2 years         0.23%         0.41%         -0.16%         -0.29	9%
6mo Term CD 0.25% 6 mos 2.5 yrs 0.63% 0.78% 0.54% 0.56	5%
6mo FHLB Term 0.27% 6 mos 2.5 yrs 0.63% 0.77% 0.54% 0.55	5%
6mo Catalyst Term         0.37%         6 mos         2.5 yrs         0.61%         0.75%         0.50%         0.52	2%
1yr Term CD         0.36%         1 year         2 years         0.68%         0.86%         0.58%         0.60%	)%
1yr FHLB Term         0.31%         1 year         2 years         0.70%         0.88%         0.63%         0.65%	5%
2yr Term CD 0.47% 2 years 1 year 0.77% 1.13%	
2yr FHLB Term         0.48%         2 years         1 year         0.75%         1.11%         -         -	
3yr Term CD 0.57% 3 years	
3yr FHLB Term         0.69%         3 years         -	

\* Highest relative value noted by highest differentials and volatility projections



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Q4-2020	<\$2 Million	\$2-10 Million	\$10-50 <million< th=""><th>\$50-100 Million</th><th>\$100-500 Million</th><th>\$500&gt; Million</th><th>TOTAL</th><th>&lt;\$10 Million</th><th>&lt;\$50 Million</th><th>&lt;\$100 Million</th><th>&lt;\$500 Million</th></million<>	\$50-100 Million	\$100-500 Million	\$500> Million	TOTAL	<\$10 Million	<\$50 Million	<\$100 Million	<\$500 Million
DEMOGRAPHICS											
Number of Credit Unions Average Assets (\$Mil) Pct of Credit Unions Pct of Industry Assets	354 \$1.0 7% 0%	805 \$6.4 16% 0%	1,541 \$26.8 30% 2%	687 \$70.7 13% 3%	1,063 \$214.3 21% 13%	649 \$1,916.2 13% 82%	5,099 \$307.3 100% 100%	1,159 \$4.8 23% 0%	2,700 \$17.3 53% 2%	3,387 \$28.1 66% 5%	4,450 \$72.6 87% 18%
, ,	0,0	0,0	2/3	0,10	1070	02,0	100/0	0,0		5,0	10/0
GROWTH RATES (YTD) Total Assets	-8.7%	-13.4%	-4.2%	1.8%	4.3%	21.7%	17.7%	-13.1%	-5.2%	-1.7%	2.5%
Total Loans Total Shares Net Worth	-23.7% -6.6% -13.2%	-24.5% -10.4% -17.8%	-18.2% -2.5% -12.3%	-11.1% 2.6% -6.3%	-8.6% 5.3% -5.8%	8.4% 20.6% 10.6%	4.9% 17.1% 6.8%	-24.5% -10.2% -17.5%	-18.9% -3.4% -13.0%	-14.8% -0.3% -9.8%	-10.2% 3.6% -7.1%
BALANCE SHEET ALLOCATION								1			
Net Worth-to-Total Assets	18.2%	15.5%	12.1%	11.3%	10.4%	10.2%	10.3%	15.7%	12.5%	11.9%	10.9%
Cash & Inv-to-Total Assets Loans-to-Total Assets Vehicle-to-Total Loans REL-to-Total Loans REL-to-Net Worth Indirect-to-Total Loans	58% 41% 60% 1% 1% 0%	53% 46% 64% 7% 22% 0%	51% 46% 49% 29% 112% 4%	45% 51% 43% 40% 179% 10%	36% 59% 38% 46% 262% 17%	32% 65% 31% 53% 337% 21%	33% 63% 33% 52% 315% 20%	54% 45% 64% 7% 20% 0%	51% 46% 51% 27% 100% 4%	48% 49% 46% 34% 140% 7%	39% 56% 40% 43% 224% 15%
Loans-to-Total Shares Chkg & Svgs-to-Total Shares Nonterm-to-Total Shares Term CDs-to-Total Shares	51% 93% 93% 4%	54% 84% 85% 11%	53% 76% 83% 11%	58% 70% 81% 13%	67% 63% 78% 15%	75% 51% 75% 18%	73% 54% 76% 17%	54% 84% 86% 10%	53% 77% 83% 11%	56% 73% 82% 12%	64% 66% 79% 14%
Short-term Funding Ratio Net Long-term Asset Ratio	49.1% 2.8%	38.9% 7.0%	32.7% 17.3%	27.5% 23.9%	21.3% 30.2%	17.2% 36.2%	18.4% 34.6%	33.4% 16.2%	30.4% 20.1%	24.0% 27.2%	18.6% 34.4%
LOAN QUALITY											
Loan Delinquency Ratio Net Charge-off Ratio "Misery" Index	2.88% 0.65% 3.53%	1.59% 0.49% 2.08%	0.95% 0.34% 1.29%	0.71% 0.33% 1.04%	0.61% 0.33% 0.94%	0.59% 0.47% 1.06%	0.60% 0.45% 1.05%	1.02% 0.36% 1.38%	0.85% 0.34% 1.20%	0.67% 0.33% 1.01%	0.61% 0.44% 1.05%
RE Loan Delinquency	2.04%	2.05%	0.92%	0.59%	0.53%	0.54%	0.55%	2.05%	0.95%	0.72%	0.57%
Vehicle Loan Delinquency Direct Loans Indirect Loans Loss Allow as % of Loans Current Loss Exposure	2.55% 2.55% 0.00% 3.04% 1.35%	1.38% 1.38% 0.55% 1.47% 0.80%	0.89% 0.86% 1.20% 0.90% 0.55%	0.67% 0.62% 0.81% 0.83% 0.45%	0.56% 0.47% 0.67% 0.81% 0.42%	0.47% 0.33% 0.54% 1.17% 0.40%	0.50% 0.42% 0.55% 1.11% 0.41%	1.45% 1.45% 0.55% 1.56% 0.84%	0.96% 0.95% 1.20% 0.97% 0.58%	0.81% 0.80% 0.89% 0.89% 0.51%	0.63% 0.59% 0.70% 0.83% 0.44%
	1.5576	0.8076	0.5578	0.4578	0.4276	0.40%	0.4176	0.8476	0.5878	0.3178	0.4478
EARNINGS Gross Asset Yield Cost of Funds	3.61% 0.39%	3.25% 0.37%	3.11% 0.36%	3.19% 0.39%	3.26% 0.48%	3.60% 0.77%	3.53% 0.71%	3.27% 0.37%	3.13% 0.36%	3.16% 0.38%	3.23% 0.45%
Gross Interest Margin	3.22%	2.88%	2.75%	2.80%	2.77%	2.83%	2.82%	2.90%	2.76%	2.78%	2.78%
Provision Expense	0.29% 2.93%	0.25%	0.16% 2.59%	0.19%	0.24% 2.53%	0.56%	0.50%	0.25%	0.17%	0.18%	0.23%
Net Interest Margin Non-Interest Income	0.39%	2.63% 0.51%	0.83%	2.61% 1.07%	1.28%	2.27% 1.33%	2.32% 1.30%	2.65% 0.51%	2.60% 0.79%	2.60% 0.93%	2.55% 1.18%
Non-Interest Expense	3.54%	3.18%	3.15%	3.29%	3.34%	2.93%	3.01%	3.20%	3.15%	3.22%	3.31%
Net Operating Expense	3.14%	2.67%	2.32%	2.22%	2.06%	1.60%	1.70%	2.70%	2.36%	2.29%	2.13%
Net Operating Return	- <b>0.22%</b>	- <b>0.04%</b>	0.27%	0.39%	<b>0.46%</b>	0.67%	<b>0.62%</b>	- <b>0.05%</b>	<b>0.23%</b>	<b>0.32%</b>	0.42%
Non-recurring Inc(Exp) Net Income	0.24% <b>0.02%</b>	0.11% <b>0.07%</b>	0.05% 0.32%	0.04% <b>0.43%</b>	0.04% <b>0.50%</b>	0.09% <b>0.76%</b>	0.08% 0.70%	0.12%	0.06% 0.29%	0.05% 0.36%	0.04% 0.46%
Return on Net Worth	-1.2%	-0.2%	2.1%	3.3%	4.2%	6.3%	5.7%	-0.3%	1.8%	2.6%	3.7%

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Business & Industry Consulting	Market Analysis		Strategic Solutions		Financial Investments F		Risk Management Re		egulatory Expert		
Q4-2020	<\$2 Million	\$2-10 Million	\$10-50 <million< th=""><th>\$50-100 Million</th><th>\$100-500 Million</th><th>\$500&gt; Million</th><th>TOTAL</th><th>&lt;\$10 Million</th><th>&lt;\$50 Million</th><th>&lt;\$100 Million</th><th>&lt;\$500 Millior</th></million<>	\$50-100 Million	\$100-500 Million	\$500> Million	TOTAL	<\$10 Million	<\$50 Million	<\$100 Million	<\$500 Millior
OPERATING EFFICIENCIES:											
Loans & Shares-											
Avg Loan Balance	\$5,104	\$7,041	\$6,964	\$8,655	\$12,807	\$17,738	\$16,175	\$6,925	\$6,960	\$7,860	\$11,53
Avg Loan Rate	6.85%	5.47%	4.97%	4.83%	4.55%	4.76%	4.74%	5.56%	5.04%	4.93%	4.64%
Avg Loan Yield, net	6.22%	4.97%	4.66%	4.49%	4.16%	3.93%	3.99%	5.04%	4.71%	4.59%	4.27%
Avg Share Balance	\$2,512	\$5,159	\$8,383	\$8,715	\$11,092	\$13,497	\$12,769	\$4,835	\$7,786	\$8,226	\$10,13
Avg Share Rate	0.49%	0.45%	0.42%	0.45%	0.56%	0.90%	0.83%	0.45%	0.42%	0.43%	0.52%
Non-Member Deposit Ratio	1.1%	1.0%	0.7%	0.7%	0.7%	0.7%	0.7%	1.0%	0.42%	0.7%	0.52/
Net Operating Profitability-								1			
Earning Asset/Funding	123%	118%	111%	109%	108%	112%	111%	118%	112%	110%	109%
Fee Inc-to-Total Revenue	10%	14%	21%	25%	28%	27%	27%	13%	20%	23%	27%
Net Operating Return per FTE											
Interest Income per FTE	\$42,862	\$69,731	\$127,469	\$133,642	\$138,425	\$211,094	\$191,742	\$66,764	\$115,055	\$124,079	
Avg Interest & Prov per FTE	\$8,086	\$13,324	\$21,228	\$24,143	\$31,005	\$77,895	\$65,409	\$12,746	\$19,493	\$21,751	\$28,18
Net Interest Income per FTE	\$34,776	\$56,407	\$106,241	\$109,499	\$107,421	\$133,199	\$126,333	\$54,018	\$95,562	\$102,329	\$105,8
Non-Interest Income per FTE	\$4,651	\$11,015	\$33,884	\$44,810	\$54,212	\$78,100	\$70,758	\$10,312	\$29 <i>,</i> 063	\$36,709	\$48,87
Avg Ops Expense per FTE	\$42,004	\$68,266	\$129,095	\$137,751	\$141,895	\$172,136	\$163,364	\$65,365	\$116,062	\$126,593	
Net Op Expense per FTE	\$37,352	\$57,251	\$95,211	\$92,941	\$87,682	\$94,036	\$92,606	\$55,053	\$86,999	\$89,884	\$88,35
Avg Net Op Return per FTE	-\$2,576	-\$844	\$11,030	\$16,558	\$19,739	\$39,163	\$33,727	-\$1,035	\$8,563	\$12,445	\$17,51
Revenue/Operating Expense	e Assessme	int									
Revenue-			4464.050	A.=0	4100 500	4000 100	40 CD 400				<b>.</b>
<b>Revenue-</b> Avg Revenue per FTE	\$47,513	\$80,746	\$161,353	\$178,451	\$192,638	\$289,193	\$262,499	\$77,076	\$144,118	\$160,788	
Revenue-			\$161,353 3.93%	\$178,451 4.26%	\$192,638 4.53%	\$289,193 4.93%	\$262,499 4.83%	\$77,076 3.78%	\$144,118 3.92%	\$160,788 4.09%	
<b>Revenue-</b> Avg Revenue per FTE	\$47,513	\$80,746									\$182,9 4.41%
Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE	\$47,513 4.00% \$19,678	\$80,746 3.76% \$36,731	3.93% \$62,668	4.26% \$66,778	4.53% \$72,435	4.93% \$90,964	4.83% \$85,489	3.78% \$34,848	3.92% \$56,979	4.09% \$61,737	4.41% \$69,17
Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio	\$47,513 4.00% \$19,678 1.66%	\$80,746 3.76% \$36,731 1.71%	3.93% \$62,668 1.53%	4.26% \$66,778 1.59%	4.53% \$72,435 1.71%	4.93% \$90,964 1.55%	4.83% \$85,489 1.57%	3.78% \$34,848 1.71%	3.92% \$56,979 1.55%	4.09% \$61,737 1.57%	4.41% \$69,17 1.67%
Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE	\$47,513 4.00% \$19,678	\$80,746 3.76% \$36,731	3.93% \$62,668	4.26% \$66,778	4.53% \$72,435	4.93% \$90,964	4.83% \$85,489	3.78% \$34,848	3.92% \$56,979	4.09% \$61,737	4.41% \$69,17 1.67%
Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio	\$47,513 4.00% \$19,678 1.66%	\$80,746 3.76% \$36,731 1.71%	3.93% \$62,668 1.53%	4.26% \$66,778 1.59%	4.53% \$72,435 1.71%	4.93% \$90,964 1.55%	4.83% \$85,489 1.57%	3.78% \$34,848 1.71%	3.92% \$56,979 1.55%	4.09% \$61,737 1.57%	4.419 \$69,17 1.679 50%
Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp	\$47,513 4.00% \$19,678 1.66% 47%	\$80,746 3.76% \$36,731 1.71% 54%	3.93% \$62,668 1.53% 49%	4.26% \$66,778 1.59% 48%	4.53% \$72,435 1.71% 51%	4.93% \$90,964 1.55% 53%	4.83% \$85,489 1.57% 52%	3.78% \$34,848 1.71% 53%	3.92% \$56,979 1.55% 49%	4.09% \$61,737 1.57% 49%	4.419 \$69,17 1.679 50% 0.32
Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing)	\$47,513 4.00% \$19,678 1.66% 47% 2.10	\$80,746 3.76% \$36,731 1.71% 54% 0.98	3.93% \$62,668 1.53% 49% 0.41	4.26% \$66,778 1.59% 48% 0.35	4.53% \$72,435 1.71% 51% 0.30	4.93% \$90,964 1.55% 53% 0.19	4.83% \$85,489 1.57% 52% 0.22	3.78% \$34,848 1.71% 53% 1.05	3.92% \$56,979 1.55% 49% 0.47	4.09% \$61,737 1.57% 49% 0.40	4.419 \$69,17 1.679 50% 0.32 78,82
Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents - Pct Part-time Employees	\$47,513 4.00% \$19,678 1.66% 47% 2.10 280 78%	\$80,746 3.76% \$36,731 1.71% 54% 0.98 2,252 36%	3.93% \$62,668 1.53% 49% 0.41 9,846 16%	4.26% \$66,778 1.59% 48% 0.35 11,681 10%	4.53% \$72,435 1.71% 51% 0.30 54,766 7%	4.93% \$90,964 1.55% 53% 0.19 234,995 5%	4.83% \$85,489 1.57% 52% 0.22 313,818 6%	3.78% \$34,848 1.71% 53% 1.05 2,531 42%	3.92% \$56,979 1.55% 49% 0.47 12,377 22%	4.09% \$61,737 1.57% 49% 0.40 24,057 16%	4.419 \$69,11 1.679 50% 0.32 78,82 10%
Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents - Pct Part-time Employees	\$47,513 4.00% \$19,678 1.66% 47% 2.10 280	\$80,746 3.76% \$36,731 1.71% 54% 0.98 2,252	3.93% \$62,668 1.53% 49% 0.41 9,846	4.26% \$66,778 1.59% 48% 0.35 11,681	4.53% \$72,435 1.71% 51% 0.30 54,766	4.93% \$90,964 1.55% 53% 0.19 234,995	4.83% \$85,489 1.57% 52% 0.22 313,818	3.78% \$34,848 1.71% 53% 1.05 2,531	3.92% \$56,979 1.55% 49% 0.47 12,377	4.09% \$61,737 1.57% 49% 0.40 24,057	4.419 \$69,11 1.679 50% 0.32 78,82 10% \$35,2
Revenue-         Avg Revenue per FTE         - Total Revenue Ratio         Operating Expenses-         Avg Comp & Benefits per FTE         - Comp & Benefits Ratio         - Pct of Total Operating Exp         - FTE-to-Ops (Staffing)         - Full-time Equivalents         - Pct Part-time Employees         Avg Occ & Ops Exp per FTE	\$47,513 4.00% \$19,678 1.66% 47% 2.10 280 78% \$13,596	\$80,746 3.76% \$36,731 1.71% 54% 0.98 2,252 36% \$18,432	3.93% \$62,668 1.53% 49% 0.41 9,846 16% \$34,737	4.26% \$66,778 1.59% 48% 0.35 11,681 10% \$35,272	4.53% \$72,435 1.71% 51% 0.30 54,766 7% \$36,172	4.93% \$90,964 1.55% 53% 0.19 234,995 5% \$42,214	4.83% \$85,489 1.57% 52% 0.22 313,818 6% \$40,469	3.78% \$34,848 1.71% 53% 1.05 2,531 42% \$17,898	3.92% \$56,979 1.55% 49% 0.47 12,377 22% \$31,293	4.09% \$61,737 1.57% 49% 0.40 24,057 16% \$33,225	4.419 \$69,17 1.679 50% 0.32 78,82 10% \$35,27 0.859
Revenue-         Avg Revenue per FTE         - Total Revenue Ratio         Operating Expenses-         Avg Comp & Benefits per FTE         - Comp & Benefits Ratio         - Pct of Total Operating Exp         - FTE-to-Ops (Staffing)         - Full-time Equivalents         - Pct Part-time Employees         Avg Occ & Ops Exp per FTE         - Occupancy & Ops Expense         - Pct of Total Op Expense	\$47,513 4.00% \$19,678 1.66% 47% 2.10 280 78% \$13,596 1.14% 32%	\$80,746 3.76% \$36,731 1.71% 54% 0.98 2,252 36% \$18,432 0.86% 27%	3.93% \$62,668 1.53% 49% 0.41 9,846 16% \$34,737 0.85% 27%	4.26% \$66,778 1.59% 48% 0.35 11,681 10% \$35,272 0.84% 26%	4.53% \$72,435 1.71% 51% 0.30 54,766 7% \$36,172 0.85% 25%	4.93% \$90,964 1.55% 53% 0.19 234,995 5% \$42,214 0.72% 25%	4.83% \$85,489 1.57% 52% 0.22 313,818 6% \$40,469 0.74% 25%	3.78% \$34,848 1.71% 53% 1.05 2,531 42% \$17,898 0.88% 27%	3.92% \$56,979 1.55% 49% 0.47 12,377 22% \$31,293 0.85% 27%	4.09% \$61,737 1.57% 49% 0.40 24,057 16% \$33,225 0.85% 26%	4.419 \$69,17 1.679 50% 0.32 78,82 10% \$35,27 0.859 26%
Revenue-         Avg Revenue per FTE         - Total Revenue Ratio         Operating Expenses-         Avg Comp & Benefits per FTE         - Comp & Benefits Ratio         - Pct of Total Operating Exp         - FTE-to-Ops (Staffing)         - Full-time Equivalents         - Pct Part-time Employees         Avg Occ & Ops Exp per FTE         - Occupancy & Ops Expense         - Pct of Total Op Expense         Avg All Other Expense per FTE	\$47,513 4.00% \$19,678 1.66% 47% 2.10 280 78% \$13,596 1.14% 32% \$8,730	\$80,746 3.76% 3.76% \$36,731 1.71% 54% 0.98 2,252 36% \$18,432 0.86% 27% \$13,102	3.93% \$62,668 1.53% 49% 0.41 9,846 16% \$34,737 0.85% 27% \$31,690	4.26% \$66,778 1.59% 48% 0.35 11,681 10% \$35,272 0.84% 26% \$35,701	4.53% \$72,435 1.71% 51% 0.30 54,766 7% \$36,172 0.85% 25% \$33,287	4.93% \$90,964 1.55% 53% 0.19 234,995 5% \$42,214 0.72% 25% \$38,958	4.83% \$85,489 1.57% 52% 0.22 313,818 6% \$40,469 0.74% 25% \$37,405	3.78% \$34,848 1.71% 53% 1.05 2,531 42% \$17,898 0.88% 27% \$12,620	3.92% \$56,979 1.55% 49% 0.47 12,377 22% \$31,293 0.85% 27% \$27,790	4.09% \$61,737 1.57% 49% 0.40 24,057 16% \$33,225 0.85% 26% \$31,631	4.419 \$69,17 1.679 50% 0.32 78,82: 10% \$35,27 0.859 26% \$32,78
Revenue-         Avg Revenue per FTE         - Total Revenue Ratio         Operating Expenses-         Avg Comp & Benefits per FTE         - Comp & Benefits Ratio         - Pct of Total Operating Exp         - FTE-to-Ops (Staffing)         - Full-time Equivalents         - Pct Part-time Employees         Avg Occ & Ops Exp per FTE         - Occupancy & Ops Expense	\$47,513 4.00% \$19,678 1.66% 47% 2.10 280 78% \$13,596 1.14% 32%	\$80,746 3.76% \$36,731 1.71% 54% 0.98 2,252 36% \$18,432 0.86% 27%	3.93% \$62,668 1.53% 49% 0.41 9,846 16% \$34,737 0.85% 27%	4.26% \$66,778 1.59% 48% 0.35 11,681 10% \$35,272 0.84% 26%	4.53% \$72,435 1.71% 51% 0.30 54,766 7% \$36,172 0.85% 25%	4.93% \$90,964 1.55% 53% 0.19 234,995 5% \$42,214 0.72% 25%	4.83% \$85,489 1.57% 52% 0.22 313,818 6% \$40,469 0.74% 25%	3.78% \$34,848 1.71% 53% 1.05 2,531 42% \$17,898 0.88% 27%	3.92% \$56,979 1.55% 49% 0.47 12,377 22% \$31,293 0.85% 27%	4.09% \$61,737 1.57% 49% 0.40 24,057 16% \$33,225 0.85% 26%	4.419 \$69,17 1.679 50% 0.32 78,823 10% \$35,27 0.859 26% \$32,78 0.799
Revenue- Avg Revenue per FTE - Total Revenue Ratio Operating Expenses- Avg Comp & Benefits per FTE - Comp & Benefits Ratio - Pct of Total Operating Exp - FTE-to-Ops (Staffing) - Full-time Equivalents - Pct Part-time Employees Avg Occ & Ops Exp per FTE - Occupancy & Ops Expense - Pct of Total Op Expense Avg All Other Expense Ratio - Pct of Total Ops Expense	\$47,513 4.00% \$19,678 1.66% 47% 2.10 280 78% \$13,596 1.14% 32% \$8,730 0.73%	\$80,746 3.76% 3.76% \$36,731 1.71% 54% 0.98 2,252 36% \$18,432 0.86% 27% \$13,102 0.61%	3.93% \$62,668 1.53% 49% 0.41 9,846 16% \$34,737 0.85% 27% \$31,690 0.77%	4.26% \$66,778 1.59% 48% 0.35 11,681 10% \$35,272 0.84% 26% \$35,701 0.85%	4.53% \$72,435 1.71% 51% 0.30 54,766 7% \$36,172 0.85% 25% \$33,287 0.78%	4.93% \$90,964 1.55% 53% 0.19 234,995 5% \$42,214 0.72% 25% \$38,958 0.66%	4.83% \$85,489 1.57% 52% 0.22 313,818 6% \$40,469 0.74% 25% \$37,405 0.69%	3.78% \$34,848 1.71% 53% 1.05 2,531 42% \$17,898 0.88% 27% \$12,620 0.62%	3.92% \$56,979 1.55% 49% 0.47 12,377 22% \$31,293 0.85% 27% \$27,790 0.75%	4.09% \$61,737 1.57% 49% 0.40 24,057 16% \$33,225 0.85% 26% \$31,631 0.80%	4.419 \$69,17 1.679 50% 0.32 78,82 10% \$35,27 0.859 26% \$32,78 0.799
Revenue-         Avg Revenue per FTE         - Total Revenue Ratio         Operating Expenses-         Avg Comp & Benefits per FTE         - Comp & Benefits Ratio         - Pct of Total Operating Exp         - FTE-to-Ops (Staffing)         - FUII-time Equivalents         - Pct Part-time Employees         Avg Occ & Ops Exp per FTE         - Occupancy & Ops Expense         - Pct of Total Op Expense         Avg All Other Expense per FTE         - All Other Expense Ratio         - Pct of Total Ops Expense	\$47,513 4.00% \$19,678 1.66% 47% 2.10 280 78% \$13,596 1.14% 32% \$8,730 0.73% 21%	\$80,746 3.76% 3.76% \$36,731 1.71% 54% 0.98 2,252 36% \$18,432 0.86% 27% \$13,102 0.61% 19%	3.93% \$62,668 1.53% 49% 0.41 9,846 16% \$34,737 0.85% 27% \$31,690 0.77% 25%	4.26% \$66,778 1.59% 48% 0.35 11,681 10% \$35,272 0.84% 26% \$35,701 0.85% 26%	4.53% \$72,435 1.71% 51% 0.30 54,766 7% \$36,172 0.85% 25% \$33,287 0.78% 23%	4.93% \$90,964 1.55% 53% 0.19 234,995 5% \$42,214 0.72% 25% \$38,958 0.66% 23%	4.83% \$85,489 1.57% 52% 0.22 313,818 6% \$40,469 0.74% 25% \$37,405 0.69% 23%	3.78% \$34,848 1.71% 53% 1.05 2,531 42% \$17,898 0.88% 27% \$12,620 0.62% 19%	3.92% \$56,979 1.55% 49% 0.47 12,377 22% \$31,293 0.85% 27% \$27,790 0.75% 24%	4.09% \$61,737 1.57% 49% 0.40 24,057 16% \$33,225 0.85% 26% \$31,631 0.80% 25%	4.419 \$69,17 1.679 50% 0.32 78,82 10% \$35,27 0.859 26% \$32,78 0.799 24%
Revenue-         Avg Revenue per FTE         - Total Revenue Ratio         Operating Expenses-         Avg Comp & Benefits per FTE         - Comp & Benefits Ratio         - Pct of Total Operating Exp         - FTE-to-Ops (Staffing)         - Full-time Equivalents         - Pct Part-time Employees         Avg Occ & Ops Exp per FTE         - Occupancy & Ops Expense         - Pct of Total Op Expense         - Pct of Total Op Expense         - Pct of Total Ops Expense         Membership Outreach-         Members-to-Potential Mbers	\$47,513 4.00% \$19,678 1.66% 47% 2.10 280 78% \$13,596 1.14% 32% \$8,730 0.73% 21% 21% 4.0%	\$80,746 3.76% 3.76% \$36,731 1.71% 54% 0.98 2,252 36% \$18,432 0.86% 27% \$13,102 0.61% 19% 7.2%	3.93% \$62,668 1.53% 49% 0.41 9,846 16% \$34,737 0.85% 27% \$31,690 0.77% 25% 3.0%	4.26% \$66,778 1.59% 48% 0.35 11,681 10% \$35,272 0.84% 26% \$35,701 0.85% 26% 26%	4.53% \$72,435 1.71% 51% 0.30 54,766 7% \$36,172 0.85% 25% \$33,287 0.78% 23% 23%	4.93% \$90,964 1.55% 53% 0.19 234,995 5% \$42,214 0.72% 25% \$38,958 0.66% 23% 3.1%	4.83% \$85,489 1.57% 52% 0.22 313,818 6% \$40,469 0.74% 25% \$37,405 0.69% 23% 3.0%	3.78% \$34,848 1.71% 53% 1.05 2,531 42% \$17,898 0.88% 27% \$12,620 0.62% 19% \$12,620	3.92% \$56,979 1.55% 49% 0.47 12,377 22% \$31,293 0.85% 27% \$27,790 0.75% 24% 	4.09% \$61,737 1.57% 49% 0.40 24,057 16% \$33,225 0.85% 26% \$31,631 0.80% 25% 25%	4.419 \$69,17 1.679 50% 0.32 78,82 10% \$35,27 0.859 26% \$32,78 0.799 24% 2.5%
Revenue-         Avg Revenue per FTE         - Total Revenue Ratio         Operating Expenses-         Avg Comp & Benefits per FTE         - Comp & Benefits Ratio         - Pct of Total Operating Exp         - FTE-to-Ops (Staffing)         - Full-time Equivalents         - Pct Part-time Employees         Avg Occ & Ops Exp per FTE         - Occupancy & Ops Expense         - Pct of Total Op Expense         - Pct of Total Op Expense         - Pct of Total Ops Expense         - Pct of Total Ops Expense         - Pct of Total Ops Expense         Membership Outreach-         Members-to-Potential Mbers         Members-to-FTEs	\$47,513 4.00% \$19,678 1.66% 47% 2.10 280 78% \$13,596 1.14% 32% \$13,596 1.14% 32% \$1,16% \$1,14% 32% \$1,16% \$1,14% 32% \$1,14% 32% \$1,14% 32% \$1,14% 32% \$1,14% 32% \$1,24% \$1,14% 32% \$1,14%\$1,14% \$1,14% \$1,14%\$1,14% \$1,14%\$1,14% \$1,14% \$1,14%\$1,14%\$1,14% \$1,14%\$1,14%\$1,14% \$1,14%\$1,14% \$1,14%\$1,14%\$1,14% \$1,14%\$1,14% \$1,14%\$1,14%\$1,14% \$1,14%\$1,14% \$1,14%\$1,14%\$1,14% \$1,14%\$1,14% \$1,14%\$1,14% \$1,14%\$1,14%\$1,14% \$1,14%\$1,14%\$1,14% \$1,14%\$1,14% \$1,14%\$1,14% \$1,14%\$1,14% \$1,14%\$1,14% \$1,14%\$1,14% \$1,14%\$1,14% \$1,14%\$1,14%\$1,14% \$1,14%\$1,14%\$1,14%\$1,14% \$1,14%\$1,14%\$1,14%\$1,14% \$1,14%\$1,	\$80,746 3.76% 3.76% \$36,731 1.71% 54% 0.98 2,252 36% \$18,432 0.86% 27% \$13,102 0.61% 19% 19% 7.2% 325	3.93% \$62,668 1.53% 49% 0.41 9,846 16% \$34,737 0.85% 27% \$31,690 0.77% 25% 3.0% 418	4.26% \$66,778 1.59% 48% 0.35 11,681 10% \$35,272 0.84% 26% \$35,701 0.85% 26% 26% 26%	4.53% \$72,435 1.71% 51% 0.30 54,766 7% \$36,172 0.85% 25% \$33,287 0.78% 23% 4.53 23%	4.93% \$90,964 1.55% 53% 0.19 234,995 5% \$42,214 0.72% 25% \$38,958 0.66% 23% 3.1% 409	4.83% \$85,489 1.57% 52% 0.22 313,818 6% \$40,469 0.74% 25% \$37,405 0.69% 23% 3.0% 396	3.78% \$34,848 1.71% 53% 1.05 2,531 42% \$17,898 0.88% 27% \$12,620 0.62% 19% \$12,620 0.62% 19%	3.92% \$56,979 1.55% 49% 0.47 12,377 22% \$31,293 0.85% 27% \$27,790 0.75% 24% \$27,790	4.09% \$61,737 1.57% 49% 0.40 24,057 16% \$33,225 0.85% 26% \$31,631 0.80% 25% 25% 26%	4.419 \$69,17 1.679 50% 0.32 78,82 10% \$35,27 0.859 26% \$32,78 0.799 24% 2.5% 359
Revenue-         Avg Revenue per FTE         - Total Revenue Ratio         Operating Expenses-         Avg Comp & Benefits per FTE         - Comp & Benefits Ratio         - Pct of Total Operating Exp         - FTE-to-Ops (Staffing)         - Full-time Equivalents         - Pct Part-time Employees         Avg Occ & Ops Exp per FTE         - Occupancy & Ops Expense         - Pct of Total Op Expense         - Pct of Total Op Expense         - Pct of Total Ops Expense         Membership Outreach-         Members-to-Potential Mbers	\$47,513 4.00% \$19,678 1.66% 47% 2.10 280 78% \$13,596 1.14% 32% \$8,730 0.73% 21% 21% 4.0%	\$80,746 3.76% 3.76% \$36,731 1.71% 54% 0.98 2,252 36% \$18,432 0.86% 27% \$13,102 0.61% 19% 7.2%	3.93% \$62,668 1.53% 49% 0.41 9,846 16% \$34,737 0.85% 27% \$31,690 0.77% 25% 3.0%	4.26% \$66,778 1.59% 48% 0.35 11,681 10% \$35,272 0.84% 26% \$35,701 0.85% 26% 26%	4.53% \$72,435 1.71% 51% 0.30 54,766 7% \$36,172 0.85% 25% \$33,287 0.78% 23% 23%	4.93% \$90,964 1.55% 53% 0.19 234,995 5% \$42,214 0.72% 25% \$38,958 0.66% 23% 3.1%	4.83% \$85,489 1.57% 52% 0.22 313,818 6% \$40,469 0.74% 25% \$37,405 0.69% 23% 3.0%	3.78% \$34,848 1.71% 53% 1.05 2,531 42% \$17,898 0.88% 27% \$12,620 0.62% 19% \$12,620	3.92% \$56,979 1.55% 49% 0.47 12,377 22% \$31,293 0.85% 27% \$27,790 0.75% 24% 	4.09% \$61,737 1.57% 49% 0.40 24,057 16% \$33,225 0.85% 26% \$31,631 0.80% 25% 25%	4.419 \$69,17 1.679 50% 0.32 78,82: 10% \$35,27 0.859 26% \$32,78 0.799 24% 24%

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