

24 February 2023

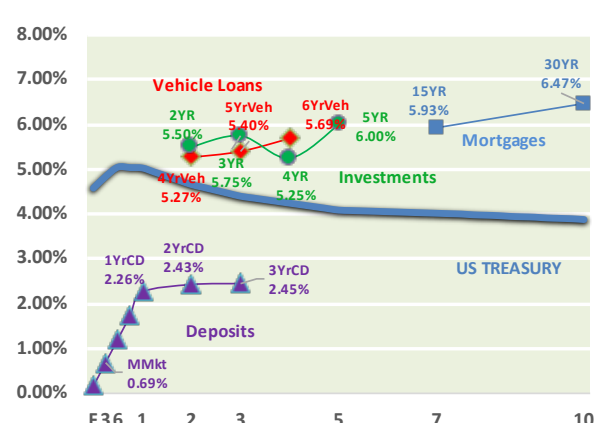
BENCHMARK INTEREST RATES AND YIELD CURVE	US Treasury Rates-				CHANGES SINCE			YIELD CURVE ASSESSMENT
	THIS WK	LAST MO	YR END	LAST YR	This Yr	Last Yr	This Cycle*	
	2/23/23	1/23/23	12/31/22	2/23/22				
Prime	7.75%	7.50%	7.50%	3.25%	0.25%	4.50%	4.50%	
Fed Funds	4.58%	4.33%	4.33%	0.08%	0.25%	4.50%	4.53%	
3mo	4.84%	4.73%	4.42%	0.34%	0.42%	4.50%	4.73%	
6mo	5.05%	4.82%	4.76%	0.74%	0.29%	4.31%	4.91%	
1yr	5.03%	4.70%	4.73%	1.16%	0.30%	3.87%	4.86%	
2yr	4.66%	4.21%	4.41%	1.58%	0.25%	3.08%	4.46%	
3yr	4.40%	3.88%	4.22%	1.78%	0.18%	2.62%	4.16%	
5yr	4.09%	3.61%	3.99%	1.89%	0.10%	2.20%	3.75%	
7yr	4.02%	56.00%	3.96%	1.98%	0.06%	2.04%	3.54%	
10yr	3.88%	3.52%	3.88%	1.99%	0.00%	1.89%	3.30%	
30yr	3.88%	3.69%	3.97%	2.29%	-0.09%	1.59%	2.71%	
Slope of the Yield Curve-								
2yr-3mo	-0.18%	-0.52%	-0.01%	1.24%	-0.17%	-1.42%	-0.81%	
5yr-2yr	-0.57%	-0.60%	-0.42%	0.31%	-0.15%	-0.88%	-0.68%	
10yr-5yr	-0.21%	-0.09%	-0.11%	0.10%	-0.10%	-0.31%	-0.36%	
10yr-3mo	-0.96%	-1.21%	-0.54%	1.65%	-0.42%	-2.61%	-1.85%	

*Since Mar 2020

ECONOMIC UPDATE AND ANALYSIS	FOURTH QUARTER ECONOMIC GROWTH ESTIMATE LOWERED ON SLOWING CONSUMER SPENDING		Key Economic Indicators for Banks, Thrifts & Credit Unions-																																																																																						
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	<p>The second estimate for real gross domestic product (GDP) in the fourth quarter of 2022 showed that U.S. economic growth was weaker than previously projected on the back of a pullback on consumer spending, according to the Bureau of Economic Analysis (BEA).</p> <p>GDP increased at an annual rate of 2.7% in the fourth quarter of 2022 after rising 3.2% in the third quarter, according to the second estimate from the BEA.</p> <p>The reading comes below the original estimate for the fourth quarter, which showed the economy increased at a rate of 2.9%, reflecting a slowdown in consumer spending.</p> <p>Slower consumer spending over the last few months of 2022 contributed to a downward revision in estimated real GDP for Q4, consistent the elevated price sensitivity among U.S. adults during that period.</p> <p>The increase in real GDP was driven by increases in private inventory investment, consumer spending and nonresidential fixed investment, as well as government spending, the BEA said in its report. Decreases in residential fixed investment and exports partly offset that growth.</p>																																																																																								
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AVERAGE CREDIT UNION RATES AND RATE SENSITIVITIES

	THIS WK 2/23/23	CHANGE IN MARKET RATES SINCE			Rate Sensitivities Since:	
		YTD	Nov18 High	2020 Low	YTD	2020Low
Classic CC	12.46%	0.40%	0.77%	1.42%	160%	32%
Platinum CC	11.73%	0.50%	1.46%	2.37%	200%	53%
48mo Veh	5.27%	0.40%	1.61%	2.03%	160%	46%
60mo Veh	5.40%	0.41%	1.63%	2.05%	228%	49%
72mo Veh	5.69%	0.40%	1.57%	2.02%	286%	49%
HE LOC	7.39%	0.59%	1.83%	3.16%	236%	70%
10yr HE	6.68%	0.22%	1.16%	1.58%	220%	42%
15yr FRM	5.93%	0.21%	1.35%	2.61%	247%	74%
30yr FRM	6.47%	0.06%	1.41%	2.76%	0%	84%
Sh Drafts	0.09%	0.00%	-0.05%	-0.03%	0%	-1%
Reg Svgs	0.16%	0.02%	-0.03%	0.01%	8%	0%
MMkt-10k	0.61%	0.10%	0.13%	0.29%	40%	6%
MMkt-50k	0.81%	0.14%	0.16%	0.36%	56%	8%
6mo CD	1.61%	0.34%	0.58%	1.02%	117%	21%
1yr CD	2.26%	0.40%	0.75%	1.41%	133%	29%
2yr CD	2.43%	0.33%	0.58%	1.39%	132%	31%
3yr CD	2.45%	0.26%	0.39%	1.28%	144%	31%



Instrument	Spread	Instrument	Spread
4Y Vehicle	0.61%	Reg Svgs	-4.42%
5Y Vehicle	1.00%	1Y CD	-2.77%
15Y Mortgage	1.91%	2Y CD	-2.23%
30Y Mortgage	2.59%	3Y CD	-1.95%

STRATEGICALLY FOR CREDIT UNIONS

Housing remains a meaningful headwind to growth, as surging home prices and sharply higher mortgage rates threw ice water on the once hot sector.

Over the last several weeks, mortgage rates have fluctuated within the 6% and 7% range as the market reacts to largely positive economic indicators. At the same time, home price growth has slowed, with some indications that they could drop by 6% over the next two years.

Despite improving conditions, homebuyers have been slow to return to the market. Home sales dropped for the twelfth straight month in January, with annual sales declining 36.9%, according to a report released Tuesday by the National Association of Realtors.

Although initial reports might imply there's some signs of improvement for household finances, potentially providing some breathing room for inflation-weary consumers heading into 2023, the truth is that diluted purchasing power from inflation is far from over.

Inflation, rose 6.4% year-over-year in January. Federal Reserve officials said inflation is moderating but remained well above the Committee's longer-run goal of 2%, according to the minutes from the Federal Open Market Committee (FOMC) February meeting.

Although the Fed raised rates by 25 basis points in February, meeting minutes revealed that a few committee participants favored a more aggressive hike of 50 basis points. Interest rate hikes will likely continue with inflation still well above the Fed's 2% target.

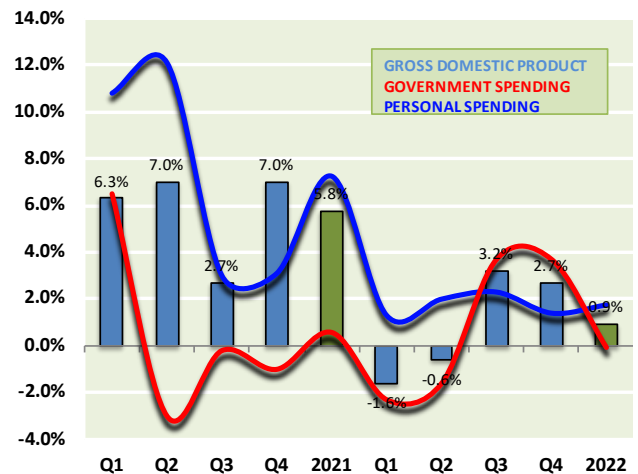
ECONOMIC RELEASES

RELEASES THIS WEEK:	Current	Projected	Previous
FOMC Minutes			
Existing Home Sales (Jan, Mil, Annl)	4.0M	4.0M	4.03M
GDP-2nd (Q4-22, QoQ)	2.7%	2.7%	2.9%

RELEASES FOR UPCOMING WEEK:	Projected	Previous
Home Prices (Dec, YoY)	7.0%	7.7%
Consumer Confidence	109.1	107.1

GROSS DOMESTIC PRODUCT

QUARTERLY CHANGE GDP COMPARED TO PERSONAL & GOVERNMENT SPENDING





ECONOMIC CALENDAR

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
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February 23 Leading Indicators 109.0	24	25	26 Jobless Claims 186k Cont'd Claims 1.67M GDP (Q4-1st) 2.9%	27 Personal income 0.2% Personal Spending -0.2%	28
30	31 Home Prices 7.7%	February 1 Constr Spending -0.4% FOMC Announcement Vehicle Sales 13.7M	2 Jobless Claims 183k Cont'd Claims 1.65M	3 Unemployment 3.4% Nonfarm Payrolls 517k Private Payrolls 443k	4
6	7 Consumer Credit +2.9%	8	9 Jobless Claims 196k Cont'd Claims 1.68M	10	11
13	14 Consumer Inflation 6.4%	15 Retail Sales 3%	16 Jobless Claims 194k Cont'd Claims 1.69M Wholesale Inflation 6%	17 Leading Indicators -0.3%	18
20 PRESIDENT'S DAY	21 Existing Home Sales 4.0M	22 FOMC Minutes	23 Jobless Claims 192k Cont'd Claims 1.65M GDP (Q4-2nd) 2.7%	24 Personal Income 0.6% Personal Spending 1.8% New Home Sales 670k	25
27	28 Home Prices	March 1	2 Jobless Claims Cont'd Claims Vehicle Sales	3	4
6 Factory Orders	7 Consumer Credit	8	9 Jobless Claims Cont'd Claims	10 Unemployment Non-farm Payrolls Private Payrolls	11
13	14 Consumer Inflation	15 Retail Sales Wholesale Inflation	16 Jobless Claims Cont'd Claims	17	18
20	21 Existing Home Sales	22 Fed Announcement	23 Jobless Claims Cont'd Claims New Home Sales	24	25



ECONOMIC FORECAST

JANUARY 2023

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

ECONOMIC OUTLOOK

Economic Growth-

GDP - (QoQ)	-0.6%	3.2%	2.9%	-1.8%	-1.4%	1.5%	2.0%	1.9%	2.0%	1.8%	1.9%
GDP - (YTD)	-1.1%	0.3%	1.0%	-1.8%	-1.6%	-0.6%	0.1%	1.9%	2.0%	1.9%	1.9%
Consumer Spending - (QoQ)	2.0%	2.3%	3.1%	0.7%	0.2%	1.4%	50.0%	1.4%	1.7%	1.8%	2.1%
Consumer Spending - (YTD)	1.7%	1.9%	2.2%	0.7%	0.5%	0.8%	13.1%	1.4%	1.6%	1.6%	1.8%
Government Spending - (Qo)	-1.6%	3.7%	1.4%	3.4%	1.0%	0.9%	0.8%	0.8%	0.8%	0.7%	0.8%
Government Spending - (YTD)	-2.0%	-0.1%	0.3%	3.4%	2.2%	1.8%	1.5%	0.8%	0.8%	0.8%	0.8%

Consumer Wealth-

Unemployment Rate	3.6%	3.5%	3.7%	3.8%	4.6%	5.2%	5.2%	5.0%	4.7%	4.5%	4.4%
Consumer Inflation	8.6%	8.3%	7.1%	5.6%	90.0%	3.1%	3.0%	2.8%	2.7%	2.5%	2.5%
Home Prices	15.2%	10.4%	7.5%	7.1%	6.8%	6.5%	6.1%	5.8%	5.7%	5.5%	5.4%

SINGLE FAMILY HOME & VEHICLE LOAN MARKETS

Consumer Demand-

Total Home Sales (Mil)	5.985	5.380	4.729	4.805	4.948	5.111	5.342	5.620	5.832	5.982	6.071
Existing Home (Mil)	5.373	4.770	4.130	4.220	4.350	4.480	4.670	4.910	5.100	5.230	5.310
New Home Sales (Mil)	0.612	0.610	0.599	0.585	0.598	0.631	0.672	0.710	0.732	0.752	0.761
Single Family Homes (Mils)	1.790	1.206	0.972	0.816	1.216	1.267	1.331	1.172	1.560	1.493	1.476
Purchase Apps (Mils)	1.202	0.946	0.790	0.634	0.907	0.921	0.937	0.769	1.133	1.028	1.007
Refinancing Apps (Mils)	0.588	0.260	0.182	0.182	0.310	0.345	0.394	0.402	0.427	0.465	0.470
Refi Apps Share	33%	22%	19%	22%	25%	27%	30%	34%	27%	31%	32%
Vehicle Sales (Mil)	13.5	14.0	13.9	15.7	16.6	17.0	16.5	16.1	16.3	16.5	16.7

MARKET RATE OUTLOOK

Benchmark Rates-

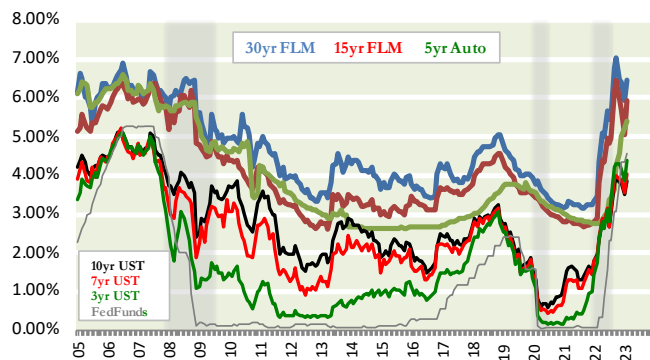
Prime	3.5%	6.3%	7.3%	7.5%	7.5%	7.5%	7.5%	7.5%	7.0%	6.5%	6.0%
Fed Funds	1.6%	3.1%	4.4%	4.9%	4.9%	4.9%	4.9%	4.5%	4.0%	4.0%	3.8%
3yr UST	3.0%	4.2%	4.2%	4.0%	3.8%	3.8%	3.6%	3.5%	3.5%	3.3%	3.0%
7yr UST	3.0%	4.0%	4.0%	3.8%	3.7%	3.6%	3.5%	3.5%	3.3%	3.2%	3.0%
10yr UST	2.9%	3.1%	3.9%	3.5%	3.5%	3.5%	3.4%	3.4%	3.4%	3.3%	3.1%

Market Rates-

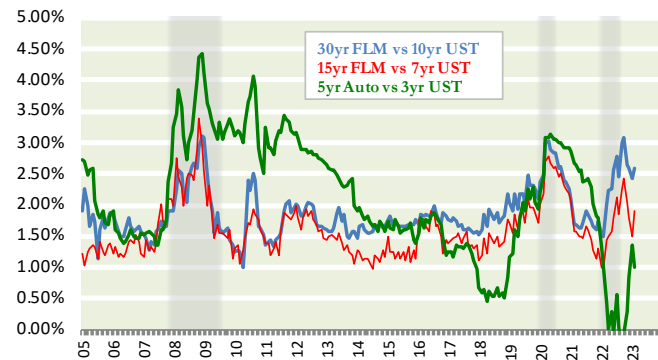
5yr Vehicle Loan Rate	3.4%	4.5%	5.0%	5.3%	5.3%	5.3%	5.2%	5.0%	5.0%	4.9%	4.8%
15yr First-lien Mortgage	4.8%	5.5%	5.7%	5.4%	5.2%	5.0%	4.8%	4.6%	4.6%	4.2%	4.2%
30yr First-lien Mortgage	5.3%	5.7%	6.6%	6.2%	5.6%	5.4%	5.2%	5.0%	4.7%	4.4%	4.4%

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	4.58%	-	-	-	-	-	-	-	-	-	-
2yr Agy Callable	5.50%	2 years	3 years	7.12%	6.22%	5.33%	5.58%	4.14%	5.00%	3.25%	6.25%
3yr Agy Callable	5.75%	3 years	2 years	7.55%	6.20%	4.88%	5.25%	2.03%	3.75%	-	-
3yr Agy MBS	4.75%	3 years	2 years	9.05%	7.70%	6.38%	6.75%	5.03%	6.75%	-	-
4yr Agy Callable	5.25%	4 years	1 year	11.35%	8.65%	6.00%	6.75%	-	-	-	-
4yr Agy MBS	4.82%	4 years	1 year	13.07%	10.37%	7.72%	8.47%	-	-	-	-
5yr Agy Callable	6.00%	5 years	-	-	-	-	-	-	-	-	-
5yr New Vehicle	5.40%	3 years	2 years	8.08%	6.73%	-	-	-	-	-	-
5yr Used Vehicle	5.55%	3 years	2 years	7.85%	6.50%	-	-	-	-	-	-
15yr Mortgage	5.93%	5 years	-	-	-	-	-	-	-	-	-
30yr Mortgage	6.47%	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	3.63%	6.86%	4.77%	9.71%
Regular Savings	0.16%	1 year	2 years	3.60%	6.82%	4.70%	9.64%
Money Market	0.61%	1 year	2 years	3.37%	6.60%	4.25%	9.19%
FHLB Overnight	4.58%	1 year	2 years	1.39%	4.61%	0.28%	5.22%
Catalyst Settlement	6.15%	1 year	2 years	0.60%	3.83%	-0.65%	3.65%
6mo Term CD	1.61%	6 mos	2.5 yrs	2.62%	5.20%	2.70%	6.00%
6mo FHLB Term	5.10%	6 mos	2.5 yrs	1.92%	4.50%	1.54%	4.83%
6mo Catalyst Term	5.70%	6 mos	2.5 yrs	1.80%	4.38%	1.34%	4.63%
1yr Term CD	2.26%	1 year	2 years	2.55%	5.77%	2.60%	7.54%
1yr FHLB Term	5.20%	1 year	2 years	1.08%	4.30%	-0.34%	4.60%
2yr Term CD	2.43%	2 years	1 year	2.49%	8.94%	-	-
2yr FHLB Term	4.90%	2 years	1 year	-2.45%	4.00%	-	-
3yr Term CD	2.45%	3 years	-	-	-	-	-
3yr FHLB Term	4.60%	3 years	-	-	-	-	-

* Highest relative value noted by highest differentials and volatility projections

Q3-2022	<\$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	301	674	1,379	675	1,076	708	4,813	975	2,354	3,029	4,105
Average Assets (\$Mil)	\$0.912	\$5.6	\$26.1	\$72.9	\$226.7	\$2,566.6	\$446.8	\$4.2	\$17.0	\$29.5	\$81.2
Pct of Credit Unions	6%	14%	29%	14%	22%	15%	100%	20%	49%	37%	53%
Pct of Industry Assets	0.0%	0.2%	2%	2%	11%	85%	100%	0%	2%	4%	15%
GROWTH RATES (YTD)											
Total Assets	-9.2%	-7.0%	-5.5%	-0.9%	-1.2%	7.3%	5.8%	-7.2%	-5.7%	-3.1%	-1.7%
Total Loans	-3.9%	-0.2%	2.2%	6.9%	10.3%	23.6%	21.5%	-0.4%	1.9%	4.8%	9.0%
- Direct Loans	-3.9%	-0.3%	1.2%	5.6%	7.3%	20.6%	18.3%	-0.5%	1.0%	3.6%	6.4%
- Indirect Loans	-	8.1%	27.9%	18.2%	25.5%	34.8%	33.8%	8.1%	27.3%	20.0%	24.8%
Total Shares	-7.0%	-6.0%	-4.9%	-0.5%	-0.5%	5.7%	4.6%	-6.0%	-5.0%	-2.6%	-1.0%
- Checking & Savings	-8.3%	-6.4%	-4.5%	1.2%	0.6%	7.4%	5.9%	-6.5%	-4.7%	-1.6%	-0.1%
Net Worth	-9.3%	-5.2%	-3.5%	2.1%	3.1%	11.9%	10.3%	-5.6%	-3.8%	-0.7%	2.0%
BALANCE SHEET ALLOCATION											
Net Worth-to-Total Assets	17.9%	15.5%	11.9%	11.3%	10.6%	10.5%	10.6%	15.7%	12.3%	11.8%	10.9%
Cash & Inv-to-Total Assets	58%	53%	51%	44%	33%	26%	28%	54%	51%	47%	37%
Loans-to-Total Assets	41%	45%	46%	52%	61%	70%	68%	45%	46%	49%	58%
Vehicle-to-Total Loans	46%	66%	51%	44%	39%	31%	32%	65%	53%	47%	41%
REL-to-Total Loans	1%	6%	29%	40%	47%	54%	52%	6%	26%	34%	44%
REL-to-Net Worth	3%	18%	111%	183%	271%	354%	335%	17%	99%	143%	234%
Indirect-to-Total Loans	0%	1%	4%	11%	18%	23%	22%	1%	4%	8%	16%
Loans-to-Total Shares	51%	54%	53%	59%	69%	81%	78%	54%	53%	56%	66%
Chkg & Svgs-to-Total Shares	93%	86%	78%	74%	67%	55%	57%	86%	79%	76%	69%
Nonterm-to-Total Shares	93%	87%	85%	84%	82%	79%	80%	88%	86%	85%	83%
Term CDs-to-Total Shares	5%	9%	9%	10%	12%	14%	14%	9%	9%	9%	11%
Liquidity Ratio	50.0%	44.3%	38.3%	27.9%	14.1%	7.1%	9.0%	44.6%	38.9%	32.8%	19.2%
Short-term Funding Ratio	47.0%	32.8%	24.6%	19.7%	13.7%	10.4%	11.3%	25.3%	22.3%	16.0%	11.3%
Net Long-term Asset Ratio	4.0%	9.7%	22.5%	29.5%	36.0%	40.6%	39.5%	21.2%	25.7%	33.2%	39.4%
LOAN QUALITY											
Loan Delinquency Ratio	3.20%	1.38%	0.83%	0.62%	0.49%	0.53%	0.53%	0.88%	0.73%	0.55%	0.53%
Net Charge-off Ratio	0.54%	0.41%	0.21%	0.22%	0.19%	0.32%	0.30%	0.23%	0.22%	0.20%	0.30%
"Misery" Index	3.74%	1.79%	1.04%	0.84%	0.68%	0.85%	0.83%	1.11%	0.96%	0.74%	0.83%
Core Delinquency Rate	3.34%	1.12%	0.73%	0.53%	0.41%	0.45%	0.46%	1.21%	0.77%	0.63%	0.46%
Core Net Charge-off Rate	0.31%	0.24%	0.19%	0.23%	0.26%	0.51%	0.47%	0.24%	0.20%	0.22%	0.25%
Core "Misery" Index	3.66%	1.36%	0.92%	0.76%	0.67%	0.96%	0.93%	1.46%	0.97%	0.84%	0.70%
RE Loan Delinquency	6.96%	1.21%	0.72%	0.49%	0.37%	0.39%	0.41%	1.28%	0.73%	0.57%	0.41%
Vehicle Loan Delinquency	3.28%	1.10%	0.70%	0.54%	0.45%	0.41%	0.43%	1.20%	0.76%	0.64%	0.50%
Direct Loans	3.28%	1.12%	0.62%	0.46%	0.19%	-0.02%	0.09%	1.21%	0.69%	0.58%	0.33%
Indirect Loans	0.00%	0.46%	1.58%	0.77%	0.75%	0.56%	0.58%	0.46%	1.55%	0.93%	0.77%
Loss Allow as % of Loans	2.92%	1.26%	0.74%	0.68%	0.60%	0.79%	0.76%	1.36%	0.80%	0.73%	0.63%
Current Loss Exposure	1.45%	0.59%	0.41%	0.39%	0.28%	0.33%	0.33%	0.64%	0.44%	0.41%	0.31%
Coverage Ratio (Adequacy)	2.0	2.1	1.8	1.8	2.1	2.4	2.3	2.1	1.8	1.8	2.0
EARNINGS											
Gross Asset Yield	2.95%	2.93%	2.70%	2.81%	2.97%	3.26%	3.20%	2.93%	2.72%	2.77%	2.91%
Cost of Funds	0.25%	0.28%	0.21%	0.22%	0.27%	0.45%	0.42%	0.28%	0.22%	0.22%	0.26%
Gross Interest Margin	2.70%	2.64%	2.49%	2.59%	2.70%	2.81%	2.79%	2.65%	2.50%	2.55%	2.66%
Provision Expense	0.22%	0.22%	0.09%	0.11%	0.12%	0.23%	0.21%	0.22%	0.11%	0.11%	0.11%
Net Interest Margin	2.47%	2.43%	2.40%	2.48%	2.58%	2.58%	2.58%	2.43%	2.40%	2.44%	2.54%
Non-Interest Income	0.42%	0.53%	0.87%	1.11%	1.21%	1.09%	1.10%	0.53%	0.83%	0.99%	1.15%
Non-Interest Expense	3.36%	3.22%	2.97%	3.10%	3.15%	2.75%	2.81%	3.23%	2.99%	3.05%	3.13%
Net Operating Expense	2.94%	2.69%	2.10%	1.99%	1.94%	1.65%	1.71%	2.71%	2.16%	2.07%	1.98%
Net Operating Return	-0.46%	-0.26%	0.30%	0.49%	0.64%	0.93%	0.87%	-0.28%	0.24%	0.37%	0.57%
Non-recurring Inc(Exp)	0.53%	0.20%	0.07%	0.07%	0.04%	0.00%	0.01%	0.22%	0.09%	0.08%	0.05%
Net Income	0.06%	-0.06%	0.37%	0.56%	0.68%	0.93%	0.88%	-0.05%	0.33%	0.45%	0.62%
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%

Q3-2022	<\$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	\$6,337	\$7,967	\$3,831	\$6,547	\$10,726	\$19,954	\$16,989	\$7,864	\$4,238	\$5,558	\$9,513
Avg Loan Rate	6.44%	5.68%	4.91%	4.62%	4.33%	4.31%	4.32%	5.72%	4.99%	4.77%	4.43%
Avg Loan Yield, net	5.88%	5.18%	4.70%	4.39%	4.14%	3.96%	4.00%	5.22%	4.75%	4.55%	4.23%
Total Loan Growth-Annl	-3.9%	-0.2%	2.2%	6.9%	10.3%	23.6%	21.5%	-0.4%	1.9%	4.8%	9.0%
Consumer Loan Growth-Ann	-4.4%	-0.2%	3.1%	7.3%	12.9%	23.4%	21.2%	-0.5%	2.7%	5.1%	10.7%
Mortgage Loan Growth-Ann	53.3%	-0.3%	-0.2%	6.3%	7.4%	23.8%	21.7%	-0.1%	-0.2%	4.1%	6.8%
Avg Share Balance	\$2,663	\$5,652	\$9,373	\$10,767	\$12,566	\$14,347	\$13,841	\$5,268	\$8,711	\$9,742	\$11,667
Avg Share Rate	0.31%	0.34%	0.24%	0.24%	0.30%	0.52%	0.48%	0.34%	0.25%	0.25%	0.29%
Non-Member Deposit Ratio	0.9%	0.8%	0.6%	0.8%	0.8%	1.0%	1.0%	0.8%	0.7%	0.7%	0.8%
Total Share Growth-Annl	-8.6%	-7.1%	-5.6%	-0.6%	-0.5%	6.6%	5.3%	-7.2%	-5.7%	-2.9%	-1.2%
Checking & Savings-Annl	-8.3%	-6.4%	-4.5%	1.2%	0.6%	7.4%	5.9%	-6.5%	-4.7%	-1.6%	-0.1%
Net Operating Profitability-											
Earning Asset/Funding	123%	117%	111%	108%	106%	111%	111%	118%	111%	110%	107%
Non-Int Inc-to-Total Revenue	13%	15%	24%	28%	29%	25%	26%	15%	23%	26%	28%
Net Operating Return per FTE											
Interest Income per FTE	\$39,623	\$79,777	\$123,844	\$134,126	\$143,459	\$216,942	\$200,419	\$74,605	\$115,462	\$125,104	\$138,263
Avg Interest & Provisions pe	\$6,415	\$13,668	\$13,873	\$15,709	\$18,642	\$44,948	\$39,191	\$12,734	\$13,679	\$14,728	\$17,534
Net Interest Income per FTE	\$33,208	\$66,109	\$109,971	\$118,417	\$124,816	\$171,994	\$161,228	\$61,871	\$101,782	\$110,376	\$120,729
Non-Interest Income per FTE	\$5,660	\$14,551	\$39,885	\$53,171	\$58,517	\$72,797	\$68,969	\$13,406	\$35,378	\$44,570	\$54,569
Avg Operating Exp per FTE	\$45,101	\$87,848	\$136,225	\$148,365	\$152,527	\$182,977	\$175,723	\$82,342	\$127,052	\$138,063	\$148,433
Net Operating Exp per FTE	\$39,440	\$73,296	\$96,340	\$95,194	\$94,011	\$110,179	\$106,754	\$68,936	\$91,675	\$93,493	\$93,864
Avg Net Op Return per FTE	\$ (6,233)	\$ (7,187)	\$ 13,631	\$ 23,223	\$ 30,806	\$ 61,814	\$ 54,474	\$ (7,064)	\$ 10,108	\$ 16,883	#####
Revenue/Operating Expense Assessment											
Revenue-											
Avg Revenue per FTE	\$45,283	\$94,328	\$163,729	\$187,296	\$201,976	\$289,740	\$269,388	\$88,011	\$150,839	\$169,674	\$192,832
- Total Revenue Ratio	3.37%	3.46%	3.57%	3.92%	4.18%	4.35%	4.31%	3.46%	3.56%	3.75%	4.06%
Operating Expenses-											
Avg Comp & Benefits per FT	\$21,384	\$45,467	\$64,215	\$68,834	\$76,118	\$96,106	\$91,236	\$42,365	\$60,496	\$64,804	\$72,915
- C & B Exp Ratio	1.59%	1.67%	1.40%	1.44%	1.57%	1.44%	1.46%	1.66%	1.43%	1.43%	1.54%
- Pct of Total Op Expense	47%	52%	47%	46%	50%	53%	52%	51%	48%	47%	49%
- FTE-to-Ops (Staff Eff)	1.86	0.75	0.37	0.30	0.26	0.17	0.18	0.81	0.41	0.35	0.28
- Full-time Equivalents	212	1,434	8,023	10,334	50,664	265,831	336,497	1,646	9,669	20,003	70,667
- Pct Part-time Employees	79%	47%	16%	10%	7%	5%	6%	52%	23%	16%	10%
Avg Occup & Ops Exp per FT	\$16,038	\$23,710	\$37,127	\$38,550	\$38,689	\$43,844	\$42,642	\$22,722	\$34,674	\$36,676	\$38,120
- Occup & Ops Exp Ratio	1.19%	0.87%	0.81%	0.81%	0.80%	0.66%	0.68%	0.89%	0.82%	0.81%	0.80%
- Pct of Total Op Expense	36%	27%	27%	26%	25%	24%	24%	28%	27%	27%	26%
Avg All Other Exp per FTE	\$7,679	\$18,670	\$34,883	\$40,981	\$37,720	\$43,027	\$41,845	\$17,255	\$31,882	\$36,583	\$37,398
- All Other Expense Ratio	0.57%	0.69%	0.76%	0.86%	0.78%	0.65%	0.67%	0.68%	0.75%	0.81%	0.79%
- Pct of Total Op Expense	17%	21%	26%	28%	25%	24%	24%	21%	25%	26%	25%
Membership Outreach-											
Members-to-Potential Meml	11.3%	6.8%	3.0%	2.0%	2.3%	3.2%	3.0%	7.2%	3.3%	2.5%	2.3%
Members-to-FTEs	393	394	421	391	341	410	399	394	416	403	359
Borrower-to-Members	21.4%	38.2%	129.1%	96.9%	80.7%	58.1%	63.9%	36.0%	108.6%	98.5%	80.4%
Branches	305	698	1,902	1,551	4,701	12,107	21,264	1,003	2,905	4,456	9,156
Members per Branch	273	810	1,775	2,608	3,679	9,002	6,318	647	1,386	1,811	2,770

Q3-2022	<\$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	0.42%	0.53%	0.87%	1.11%	1.21%	1.09%	1.10%	0.53%	0.83%	0.99%	1.15%
Compensation & Benefits	1.59%	1.67%	1.40%	1.44%	1.57%	1.44%	1.46%	1.66%	1.43%	1.43%	1.54%
Travel & Conference	0.01%	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%	0.20%	0.17%	0.17%	0.14%	0.17%	0.19%	0.20%
Office Operations	0.98%	0.73%	0.63%	0.60%	0.60%	0.49%	0.51%	0.75%	0.64%	0.62%	0.60%
Educational & Promo	0.03%	0.03%	0.06%	0.08%	0.10%	0.11%	0.11%	0.03%	0.06%	0.07%	0.09%
Loan Servicing	0.11%	0.11%	0.16%	0.21%	0.22%	0.19%	0.20%	0.11%	0.16%	0.19%	0.21%
Professional & Outside Svc	0.30%	0.38%	0.41%	0.44%	0.35%	0.23%	0.25%	0.37%	0.41%	0.43%	0.37%
Member Insurance	0.03%	0.01%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%
Operating Fees	0.06%	0.03%	0.02%	0.02%	0.01%	0.01%	0.01%	0.03%	0.02%	0.02%	0.02%
Miscellaneous	0.04%	0.11%	0.08%	0.08%	0.06%	0.09%	0.09%	0.10%	0.08%	0.08%	0.07%
Total Ops Expense	3.36%	3.22%	2.97%	3.10%	3.15%	2.75%	2.81%	3.23%	2.99%	3.05%	3.13%
Net Operating Expense	2.94%	2.69%	2.10%	1.99%	1.94%	1.65%	1.71%	2.71%	2.16%	2.07%	1.98%

NET INFRASTRUCTURE COST PER FULL-TIME EQUIVALENT											
Fee Income	\$5,660	\$14,551	\$39,885	\$53,171	\$58,517	\$72,797	\$68,969	\$13,406	\$35,378	\$44,570	\$54,569
Compensation & Benefits	\$21,384	\$45,467	\$64,215	\$68,834	\$76,118	\$96,106	\$91,236	\$42,365	\$60,496	\$64,804	\$72,915
Travel & Conference	\$126	\$558	\$947	\$1,316	\$1,424	\$1,226	\$1,248	\$502	\$872	\$1,101	\$1,332
Office Occupancy	\$2,830	\$3,812	\$8,176	\$9,674	\$9,911	\$11,031	\$10,717	\$3,686	\$7,412	\$8,581	\$9,535
Office Operations	\$13,208	\$19,898	\$28,950	\$28,876	\$28,778	\$32,813	\$31,925	\$19,036	\$27,262	\$28,096	\$28,585
Educational & Promo	\$409	\$725	\$2,725	\$3,793	\$4,842	\$7,347	\$6,718	\$684	\$2,378	\$3,109	\$4,352
Loan Servicing	\$1,415	\$3,068	\$7,562	\$10,163	\$10,827	\$12,767	\$12,222	\$2,855	\$6,760	\$8,518	\$10,174
Professional & Outside Svc	\$4,025	\$10,228	\$18,862	\$21,121	\$16,862	\$15,095	\$15,609	\$9,429	\$17,257	\$19,253	\$17,539
Member Insurance	\$377	\$279	\$150	\$90	\$78	\$57	\$65	\$292	\$174	\$131	\$93
Operating Fees	\$799	\$837	\$947	\$901	\$716	\$548	\$595	\$832	\$928	\$914	\$772
Miscellaneous	\$528	\$2,975	\$3,689	\$3,596	\$2,971	\$5,988	\$5,388	\$2,660	\$3,514	\$3,556	\$3,137
Total Ops Expense	\$45,101	\$87,848	\$136,225	\$148,365	\$152,527	\$182,977	\$175,723	\$82,342	\$127,052	\$138,063	\$148,433
Net Operating Expense	\$39,440	\$73,296	\$96,340	\$95,194	\$94,011	\$110,179	\$106,754	\$68,936	\$91,675	\$93,493	\$93,864