

05 March 2021

US Treasury Rates-

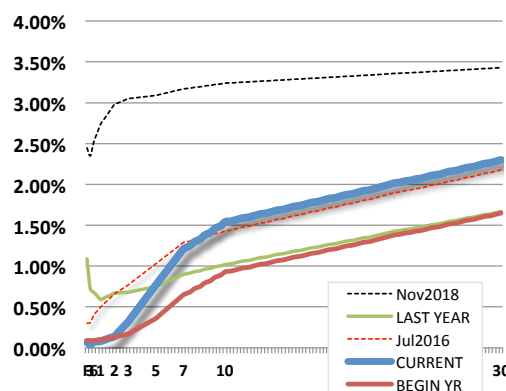
	THIS WK	LAST MO	YR END	LAST YR	CHANGES SINCE		
	3/4/21	2/4/21	12/31/20	3/4/20	This Yr	Last Yr	This Cycle
Fed Funds	0.07%	0.08%	0.09%	1.09%	-0.02%	-1.02%	-2.38%
3mo	0.04%	0.04%	0.09%	0.72%	-0.05%	-0.68%	-2.31%
6mo	0.07%	0.06%	0.09%	0.68%	-0.02%	-0.61%	-2.45%
1yr	0.08%	0.07%	0.10%	0.59%	-0.02%	-0.51%	-2.66%
2yr	0.14%	0.11%	0.13%	0.67%	0.01%	-0.53%	-2.84%
3yr	0.32%	0.18%	0.17%	0.68%	0.15%	-0.36%	-2.73%
5yr	0.77%	0.46%	0.36%	0.75%	0.41%	0.02%	-2.32%
7yr	1.21%	0.81%	0.65%	0.90%	0.56%	0.31%	-1.96%
10yr	1.54%	1.15%	0.93%	1.02%	0.61%	0.52%	-1.70%
30yr	2.30%	1.93%	1.65%	1.67%	0.65%	0.63%	0.12%

Slope of the Yield Curve-

2yr-3mo	0.10%	0.07%	0.04%	-0.05%	0.06%	0.15%	-0.53%
5yr-2yr	0.63%	0.35%	0.23%	0.08%	0.40%	0.55%	0.52%
10yr-5yr	0.77%	0.69%	0.57%	0.27%	0.20%	0.50%	0.62%
10yr-3mo	1.50%	1.11%	0.84%	0.30%	0.66%	1.20%	0.61%

Other Interest Rates-

Prime	3.25%	3.25%	3.25%	4.25%	0.00%	-1.00%	-2.25%
1mo LIBOR	0.10%	0.12%	0.14%	1.02%	-0.04%	-0.92%	-2.42%
6mo LIBOR	0.20%	0.22%	0.26%	0.99%	-0.06%	-0.79%	-2.71%
12mo LIBOR	0.28%	0.31%	0.34%	0.97%	-0.06%	-0.69%	-2.85%

YIELD CURVE ASSESSMENT

CYCLICAL CHANGES SUMMARY

	Jul16 Low-Nov18 High	Nov18 High-Current
Fed Funds	2.15%	-2.38%
1year	2.24%	-2.66%
2years	2.32%	-2.84%
3years	2.28%	-2.73%
5years	2.06%	-2.32%
10years	1.81%	-1.70%

BENCHMARK INTEREST RATES AND YIELD CURVE

FRB BEIGE BOOK REFLECTS BUSINESS OPTIMISTIC ON VACCINE; JOBLESS RATE DROPS TO 6.2%

The U.S. economy expanded modestly in the first two months of the year and sentiment among business owners is picking up as vaccinations bolstered the prospects for economic growth, the Federal Reserve said.

"Most businesses remain optimistic regarding the next six to 12 months as Covid-19 vaccines become more widely distributed," according to the Beige Book based on information collected by the Fed's 12 regional banks through Feb. 22.

Economic prospects have brightened as the daily count of Covid-19 cases has fallen to the lowest in more than four months. More than a dozen states posted fewer than 100 new cases per million residents -- most of those in the West and Midwest.

"Most districts reported that employment levels rose over the reporting period, albeit slowly," the Fed stated in the report. "Overall, contacts expect modest improvements in employment levels in the near term." Wage increases for many districts are expected to persist or to pick up somewhat over the next several months, the Fed said.

ECONOMIC UPDATE AND ANALYSIS

Key Economic Indicators for Banks, Thrifts & Credit Unions-

		LATEST	CURRENT	PREV
GDP	QoQ	Q4-1st	4.1%	33.4%
GDP - YTD	Annl	Q4-1st	0.3%	-1.0%
Consumer Spending	QoQ	Q4-1st	2.5%	41.0%
Consumer Spending	Annl	Q4-1st	0.8%	0.3%
Unemployment	Mo	Feb	6.2%	6.3%
Consumer Inflation	YoY	Jan	1.4%	1.4%
Core Inflation	YoY	Jan	1.4%	1.6%
Consumer Credit	Annual	Dec	2.8%	4.0%
Retail Sales	YoY	Jan	5.8%	0.6%
Vehicle Sales	Annl (Mil)	Jan	17.1	16.7
Home Sales	Annl (Mil)	Jan	7.532	7.689
Home Prices	YoY	Dec	10.4%	9.5%

Key Consumer Market Data-

	THIS WK	YR END	PCT CHANGES	
	3/4/21	12/31/20	YTD	12Mos
DJIA	30,924	30,606	1.0%	19.4%
S&P 500	3,768	3,756	0.3%	26.3%
NASDAQ	12,723	12,888	-1.3%	46.0%
Crude Oil	63.83	48.52	31.6%	58.0%
Avg Gasoline	2.71	2.24	20.9%	-12.8%
Gold	1,701	1,895	-10.2%	1.1%



AVERAGE CREDIT UNION RATES AND RATE SENSITIVITY

	THIS WK 3/4/21	YTD Change		Chg in Current Cycle*		Rate Sensitivity		Bmk Begin	Mkt Begin	Last Top	Last Bottom
		Rate	Benchmark	Rate	Benchmark	YTD	Cycle	12/31/20	12/31/20	Nov-18	Jul-16
Classic CC	10.84%	0.01%	0.00%	-0.85%	-2.25%	0%	38%	3.25%	10.83%	11.69%	11.39%
Platinum CC	9.08%	-0.02%	0.00%	-1.19%	-2.25%	0%	53%	3.25%	9.10%	10.27%	9.09%
48mo Veh	2.88%	-0.10%	0.01%	-0.78%	-2.84%	-1000%	27%	0.13%	2.98%	3.66%	2.58%
60mo Veh	2.99%	-0.09%	0.15%	-0.78%	-2.73%	-60%	29%	0.17%	3.08%	3.77%	2.68%
72mo Veh	3.31%	-0.10%	0.28%	-0.81%	-2.53%	-36%	32%	0.27%	3.41%	4.12%	3.05%
HE LOC	3.78%	-0.05%	0.00%	-1.78%	-2.25%	0%	79%	3.25%	3.83%	5.56%	4.01%
10yr HE	4.74%	0.36%	0.41%	-0.78%	-2.55%	88%	31%	0.36%	4.38%	5.52%	4.45%
15yr FRM	2.83%	-0.01%	0.51%	-1.75%	-2.05%	-2%	85%	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%	-0.02%	-0.05%	-2.38%	0%	2%	0.09%	0.09%	0.14%	0.11%
Reg Svgs	0.13%	-0.01%	-0.02%	-0.06%	-2.38%	50%	3%	0.09%	0.14%	0.19%	0.14%
MMkt-10k	0.18%	-0.01%	-0.02%	-0.30%	-2.38%	50%	13%	0.09%	0.19%	0.48%	0.22%
MMkt-50k	0.26%	-0.01%	-0.02%	-0.39%	-2.38%	50%	16%	0.09%	0.27%	0.65%	0.31%
6mo CD	0.29%	-0.01%	-0.02%	-0.74%	-2.45%	50%	30%	0.09%	0.30%	1.03%	0.34%
1yr CD	0.41%	-0.03%	-0.02%	-1.10%	-2.66%	150%	41%	0.10%	0.44%	1.51%	0.53%
2yr CD	0.53%	-0.04%	0.01%	-1.32%	-2.84%	-400%	46%	0.13%	0.57%	1.85%	0.78%
3yr CD	0.63%	-0.04%	0.15%	-1.43%	-2.73%	-27%	52%	0.17%	0.67%	2.06%	1.04%

*Since Nov 2018

STRATEGICALLY FOR CREDIT UNIONS

The U.S. economy created 379,000 new jobs in February — the biggest gain in four months — in what's likely to be a preview of a surge in hiring in the months ahead as most people get vaccinated and the economy fully reopens.

The increase in hiring last month was concentrated at restaurants, retailers, hotels and entertainment venues as states eased restrictions on customer limits and public gatherings.

The nation's unemployment rate slipped from 6.3% to 6.2% after hitting a peak last April of 14.7% in the initial pandemic outbreak. Since then, the economy has recovered nearly 89% of the jobs lost following the initial pandemic period.

U.S. light vehicle sales are forecasted to increase to 15.7 million units this year. That figure is a substantial 1.1-million unit increase over the 14.6 million units sold stateside in 2020. We cite the proliferation of COVID-19 vaccinations as a primary driver of vehicle sales growth, as well as an anticipated economic recovery, including for fleet sales as consumers return to travel for business and leisure. As Americans begin to travel by air again, both for business and pleasure, demand for rental cars will return.

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

ECONOMIC RELEASES

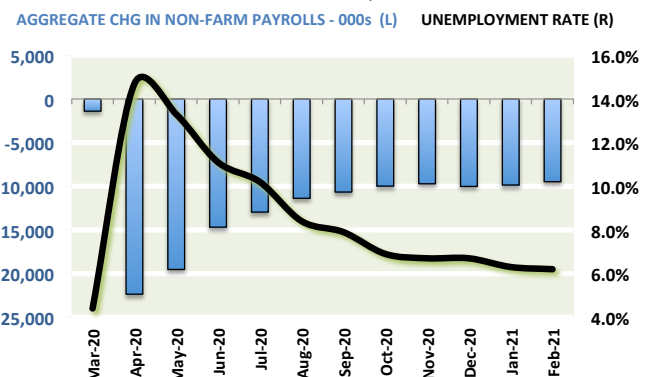
RELEASES THIS WEEK:	Current	Previous
Vehicle Sales (Feb, Annl Units)	15.7M	16.6M
Unemployment (Feb)	6.2%	6.3%
FRB Beige Book	Economy far away from employment/inflation goals	

RELEASES FOR UPCOMING WEEK:	Projected	Previous
Consumer Inflation (Feb YoY)	1.5%	1.4%
Wholesale Inflation (Feb, YoY)	1.7%	1.7%



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POST-PANDEMIC JOB LOSS



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ECONOMIC CALENDAR

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
February 1 Vehicle Sales 17.1M	2	3	4 Jobless Claims 812k Cont'd Claims 4.7M	5 Unemployment 6.3%	6
8 Consumer Credit 2.8%	9	10 Cons Inflation 1.4% Core Inflation 1.4%	11 Jobless Claims 793k Cont'd Claims 4.5M	12	13
15 PRESIDENT'S HOLIDAY	16	17 Retail Sales 5.3% Whs Inflation 1.2%	18 Jobless Claims 861k Cont'd Claims 4.4M	19 Exist Home Sales 669k	20
22 Leading Indicators 0.5%	23 Home Prices 10.4%	24 New Home Sales 842k	25 Jobless Claims 730k Cont'd Claims 4.4M GDP (Q4-2nd) 4.1%	26 Personal Income 10% Personal Spending 2.4%	27
March 1	2 Vehicle Sales 15.7M	3	4 Jobless Claims 745k Cont'd Claims 4.2M Factory Orders 2.6%	5 Unemployment 6.2%	6
8	9 Consumer Inflation	10	11 Jobless Claims Cont'd Claims	12 Wholesale Inflation	13
15	16 Retail Sales Industrial Production	17 FOMC Announcement	18 Jobless Claims Cont'd Claims Leading Econ Index	19	20
22 Existing Home Sales	23 New Home Sales	24 Durable Goods	25 Jobless Claims Cont'd Claims GDP (Q4-20, Final)	26 Personal Income Personal Spending	27
29	30	31	April 1 Jobless Claims Cont'd Claims	2	3



ECONOMIC FORECAST

March 2021

	2020				2021				2022		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3

ECONOMIC OUTLOOK

Economic Growth-

GDP - (QoQ)	-5.0%	-31.4%	33.1%	4.1%	4.8%	5.1%	7.2%	6.4%	4.0%	2.9%	2.3%
GDP - (YTD)	-5.0%	-18.2%	-1.1%	0.2%	4.8%	5.0%	5.7%	5.9%	4.0%	3.5%	3.1%
Consumer Spending - (QoQ)	-6.9%	-33.2%	40.7%	2.5%	7.3%	2.8%	5.9%	6.1%	4.1%	3.3%	2.5%
Consumer Spending - (YTD)	-6.9%	-20.1%	0.2%	0.8%	7.3%	5.1%	5.3%	5.5%	4.1%	3.7%	3.3%
Government Spending - (QoQ)	1.3%	2.5%	-4.9%	-1.2%	2.5%	13.1%	6.7%	1.0%	-4.1%	-5.0%	-3.3%
Government Spending - (YTD)	1.3%	1.9%	-0.4%	-0.6%	2.5%	7.8%	7.4%	5.8%	-4.1%	-4.6%	-4.1%

Consumer Wealth-

Unemployment Rate	3.8%	13.0%	8.8%	6.7%	6.1%	5.7%	5.2%	4.7%	4.6%	4.5%	4.4%
Consumer Inflation	2.1%	0.4%	1.2%	1.4%	1.5%	2.5%	2.2%	2.4%	2.2%	2.5%	2.2%
Home Prices	4.2%	4.4%	5.9%	9.7%	10.4%	11.0%	10.7%	10.5%	10.5%	10.4%	10.2%

SINGLE FAMILY HOME & VEHICLE LOAN MARKETS

Consumer Demand-

Total Home Sales (Mil)	6.184	5.016	7.100	7.650	7.232	7.273	7.325	7.343	7.382	7.452	7.463
Existing Home (Mil)	5.483	4.313	6.127	6.777	6.327	6.327	6.360	6.364	6.382	6.427	6.429
New Home Sales (Mil)	0.701	0.703	0.973	0.873	0.905	0.946	0.965	0.979	1.000	1.025	1.034
Single Family Homes (Mils)	1.869	3.052	3.497	3.578	3.260	2.139	1.962	1.806	1.552	1.628	1.780
Purchase Apps (Mils)	0.891	1.203	1.427	1.350	1.041	1.227	1.396	1.380	1.123	1.225	1.385
Refinancing Apps (Mils)	0.978	1.849	2.070	2.235	2.219	0.912	0.566	0.426	0.429	0.403	0.395
Refi Apps Share	52%	61%	59%	62%	68%	43%	29%	24%	28%	25%	22%
Vehicle Sales (Mil)	15.4	11.6	15.7	15.8	16.0	15.7	16.8	16.5	16.8	17.0	17.3

MARKET RATE OUTLOOK

Benchmark Rates-

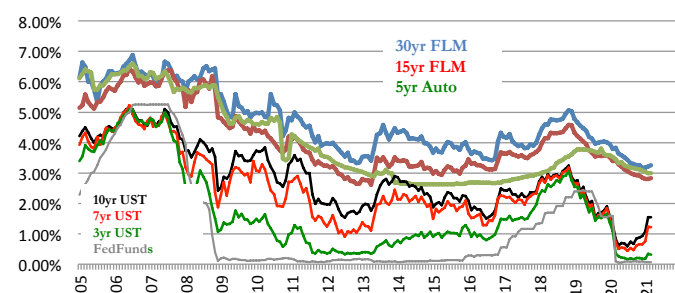
Prime	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%
Fed Funds	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
3yr UST	1.1%	0.2%	0.2%	0.2%	0.3%	0.3%	0.4%	0.4%	0.4%	0.5%	0.5%
10yr UST	1.4%	0.7%	0.6%	0.9%	1.2%	1.4%	1.5%	1.6%	1.7%	1.9%	2.0%

Market Rates-

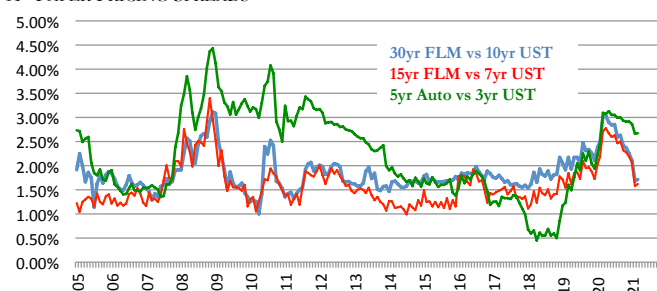
5yr Vehicle Loan Rate	3.5%	3.3%	3.2%	3.1%	3.1%	3.0%	3.1%	3.1%	3.2%	3.3%	3.3%
15yr First-lien Mortgage	3.4%	3.2%	3.0%	2.7%	2.8%	2.9%	3.0%	3.2%	3.3%	3.5%	3.5%
30yr First-lien Mortgage	3.5%	3.2%	3.0%	2.8%	2.9%	3.1%	3.3%	3.4%	3.5%	3.7%	3.8%

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	0.07%	-	-	-	-	-	-	-	-	-	-
2yr Agy Callable	0.11%	2 years	3 years	5.34%	4.64%	4.91%	5.16%	1.75%	0.81%	2.48%	0.44%
3yr Agy Callable	0.22%	3 years	2 years	7.80%	6.75%	7.15%	7.52%	3.06%	1.18%	-	-
3yr Agy MBS	0.90%	3 years	2 years	6.78%	5.73%	6.13%	6.50%	1.02%	-0.86%	-	-
4yr Agy Callable	0.46%	4 years	1 year	14.41%	12.31%	13.11%	13.86%	-	-	-	-
4yr Agy MBS	0.93%	4 years	1 year	12.53%	10.43%	11.23%	11.98%	-	-	-	-
5yr Agy Callable	0.80%	5 years	-	-	-	-	-	-	-	-	-
5yr New Vehicle	2.99%	3 years	2 years	3.64%	2.59%	-	-	-	-	-	-
5yr Used Vehicle	3.14%	3 years	2 years	3.42%	2.37%	-	-	-	-	-	-
15yr Mortgage	2.83%	5 years	-	-	-	-	-	-	-	-	-
30yr Mortgage	3.25%	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	0.90%	0.74%	0.97%	0.63%
Regular Savings	0.13%	1 year	2 years	0.88%	0.72%	0.93%	0.59%
Money Market	0.18%	1 year	2 years	0.86%	0.69%	0.88%	0.54%
FHLB Overnight	0.28%	1 year	2 years	0.81%	0.64%	0.78%	0.44%
Catalyst Settlement	1.25%	1 year	2 years	0.32%	0.16%	-0.10%	-0.53%
6mo Term CD	0.29%	6 mos	2.5 yrs	0.70%	0.57%	0.61%	0.38%
6mo FHLB Term	0.28%	6 mos	2.5 yrs	0.70%	0.57%	0.61%	0.39%
6mo Catalyst Term	1.00%	6 mos	2.5 yrs	0.56%	0.42%	0.37%	0.15%
1yr Term CD	0.41%	1 year	2 years	0.74%	0.58%	0.65%	0.31%
1yr FHLB Term	0.31%	1 year	2 years	0.79%	0.63%	0.75%	0.41%
2yr Term CD	0.53%	2 years	1 year	0.83%	0.50%	-	-
2yr FHLB Term	0.36%	2 years	1 year	1.17%	0.84%	-	-
3yr Term CD	0.63%	3 years	-	-	-	-	-
3yr FHLB Term	0.52%	3 years	-	-	-	-	-

* Highest relative value noted by highest differentials and volatility projections



Q3-2020	<\$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	366	833	1,561	674	1,063	636	5,133	1,199	2,760	3,434	4,497
Average Assets (\$Mil)	\$0.9	\$6.2	\$26.4	\$72.0	\$214.3	\$1,955.4	\$305.2	\$4.6	\$16.9	\$27.8	\$71.8
Pct of Credit Unions	7%	16%	30%	13%	21%	12%	100%	23%	54%	67%	88%
Pct of Industry Assets	0%	0%	2%	3%	13%	82%	100%	0%	3%	5%	18%
GROWTH RATES (YTD)											
Total Assets	-8.4%	-13.2%	-3.8%	-0.5%	4.7%	22.9%	18.7%	-12.9%	-4.8%	-2.6%	2.6%
Total Loans	-26.5%	-26.7%	-19.4%	-14.7%	-9.2%	9.7%	5.8%	-26.7%	-20.3%	-17.3%	-11.3%
Total Shares	-5.8%	-10.1%	-2.0%	0.6%	5.7%	21.4%	17.8%	-9.8%	-2.9%	-1.1%	3.7%
Net Worth	-14.6%	-19.1%	-12.7%	-9.2%	-6.2%	10.0%	6.1%	-18.7%	-13.6%	-11.5%	-7.9%
BALANCE SHEET ALLOCATION											
Net Worth-to-Total Assets	18.2%	15.5%	12.3%	11.5%	10.7%	10.3%	10.4%	15.7%	12.7%	12.1%	11.1%
Cash & Inv-to-Total Assets	57%	52%	50%	43%	34%	30%	31%	53%	50%	46%	38%
Loans-to-Total Assets	42%	46%	47%	52%	61%	66%	65%	46%	47%	50%	58%
Vehicle-to-Total Loans	61%	64%	49%	43%	38%	31%	33%	64%	51%	46%	40%
REL-to-Total Loans	1%	8%	30%	39%	46%	53%	51%	7%	27%	34%	43%
REL-to-Net Worth	2%	22%	114%	179%	260%	342%	319%	21%	101%	140%	222%
Indirect-to-Total Loans	0%	0%	4%	11%	17%	21%	20%	0%	4%	8%	15%
Loans-to-Total Shares	52%	55%	54%	60%	69%	78%	76%	55%	54%	57%	66%
Nonterm-to-Total Shares	92%	85%	82%	80%	77%	73%	74%	85%	82%	81%	78%
Short-term Funding Ratio	47.2%	37.9%	31.3%	26.6%	20.1%	15.9%	17.2%	32.0%	29.3%	22.8%	17.3%
Net Long-term Asset Ratio	3.2%	39.6%	17.4%	23.3%	29.7%	35.7%	34.1%	19.9%	21.6%	27.3%	34.0%
Leverage Ratio	1.6%	1.2%	0.8%	1.2%	1.8%	4.6%	4.0%	1.2%	0.9%	1.0%	1.6%
Solvency Ratio	122.4%	118.4%	114.1%	113.1%	112.1%	112.3%	112.3%	118.7%	114.6%	113.8%	112.6%
LOAN QUALITY											
Loan Delinquency Ratio	3.16%	1.48%	0.86%	0.69%	0.57%	0.53%	0.54%	0.93%	0.80%	0.63%	0.55%
Net Charge-off Ratio	0.56%	0.51%	0.34%	0.35%	0.35%	0.51%	0.48%	0.36%	0.35%	0.35%	0.48%
"Misery" Index	3.72%	1.99%	1.20%	1.04%	0.92%	1.04%	1.02%	1.29%	1.15%	0.98%	1.03%
RE Loan Delinquency	1.04%	1.46%	0.83%	0.65%	0.55%	0.50%	0.52%	1.46%	0.85%	0.72%	0.58%
Vehicle Loan Delinquency	2.47%	1.33%	0.79%	0.61%	0.48%	0.41%	0.44%	1.40%	0.87%	0.74%	0.55%
Direct Loans	2.47%	1.33%	0.77%	0.57%	0.41%	0.33%	0.39%	1.40%	0.86%	0.73%	0.53%
Indirect Loans	0.00%	0.50%	1.02%	0.72%	0.57%	0.45%	0.47%	0.50%	1.02%	0.79%	0.60%
Loss Allow as % of Loans	3.05%	1.43%	0.91%	0.84%	0.82%	1.14%	1.09%	1.52%	0.97%	0.90%	0.84%
Current Loss Exposure	1.59%	0.80%	0.52%	0.45%	0.40%	0.36%	0.37%	0.85%	0.55%	0.50%	0.42%
EARNINGS											
Gross Asset Yield	3.53%	3.42%	3.25%	3.27%	3.38%	3.66%	3.60%	3.43%	3.27%	3.27%	3.35%
Cost of Funds	0.34%	0.38%	0.38%	0.41%	0.52%	0.80%	0.74%	0.38%	0.38%	0.39%	0.48%
Gross Interest Margin	3.19%	3.04%	2.87%	2.86%	2.86%	2.86%	2.86%	3.05%	2.89%	2.88%	2.86%
Provision Expense	0.27%	0.27%	0.17%	0.20%	0.27%	0.64%	0.56%	0.27%	0.18%	0.19%	0.25%
Net Interest Margin	2.92%	2.76%	2.70%	2.66%	2.58%	2.22%	2.29%	2.77%	2.71%	2.69%	2.61%
Non-Interest Income	0.56%	0.53%	0.85%	1.08%	1.27%	1.33%	1.30%	0.53%	0.81%	0.95%	1.18%
Non-Interest Expense	3.56%	3.26%	3.22%	3.32%	3.40%	2.94%	3.02%	3.28%	3.22%	3.27%	3.37%
Net Operating Expense	3.01%	2.73%	2.37%	2.24%	2.13%	1.61%	1.72%	2.75%	2.41%	2.32%	2.19%
Net Operating Return	-0.09%	0.04%	0.33%	0.42%	0.45%	0.61%	0.58%	0.03%	0.30%	0.36%	0.43%
Non-recurring Inc(Exp)	0.00%	0.08%	0.05%	0.03%	0.03%	0.07%	0.06%	0.07%	0.05%	0.04%	0.03%
Net Income	-0.09%	0.11%	0.38%	0.45%	0.48%	0.68%	0.64%	0.10%	0.35%	0.40%	0.46%
Return on Net Worth	-0.5%	0.2%	2.6%	3.5%	4.1%	5.7%	5.3%	0.2%	2.3%	2.9%	3.7%

Q3-2020	<\$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	\$5,277	\$7,133	\$7,730	\$9,135	\$13,214	\$17,697	\$16,293	\$7,022	\$7,649	\$8,438	\$11,981
Avg Loan Rate	6.62%	5.63%	5.10%	4.88%	4.63%	4.78%	4.77%	5.68%	5.17%	5.01%	4.73%
Avg Loan Yield, net	6.03%	5.07%	4.77%	4.52%	4.21%	3.86%	3.94%	5.13%	4.81%	4.65%	4.32%
Avg Share Balance	\$2,515	\$5,106	\$8,136	\$9,398	\$10,676	\$13,099	\$12,354	\$4,794	\$7,572	\$8,422	\$9,925
Avg Share Rate	0.42%	0.46%	0.44%	0.47%	0.60%	0.95%	0.87%	0.45%	0.44%	0.46%	0.56%
Non-Member Deposit Ratio	1.4%	1.0%	0.8%	0.8%	0.8%	0.8%	0.8%	1.1%	0.8%	0.8%	0.8%
Net Operating Profitability-											
Earning Asset/Funding	123%	118%	111%	109%	108%	113%	112%	118%	112%	111%	109%
Fee Inc-to-Total Revenue	14%	13%	21%	25%	27%	27%	27%	13%	20%	23%	26%
Net Operating Return per FTE											
Interest Income per FTE	\$42,381	\$88,538	\$129,028	\$133,677	\$140,636	\$213,604	\$193,809	\$82,615	\$120,883	\$127,125	\$136,535
Avg Interest & Prov per FTE	\$7,333	\$16,965	\$21,878	\$24,761	\$33,095	\$84,197	\$70,264	\$15,729	\$20,798	\$22,732	\$29,950
Net Interest Income per FTE	\$35,048	\$71,574	\$107,151	\$108,915	\$107,541	\$129,407	\$123,545	\$66,887	\$100,084	\$104,393	\$106,585
Non-Interest Income per FTE	\$6,667	\$13,670	\$33,649	\$44,176	\$53,005	\$77,653	\$70,063	\$12,771	\$29,985	\$36,909	\$48,120
Avg Ops Expense per FTE	\$42,762	\$84,332	\$127,675	\$135,838	\$141,641	\$171,402	\$162,630	\$78,998	\$119,132	\$127,283	\$137,283
Net Op Expense per FTE	\$36,095	\$70,662	\$94,027	\$91,661	\$88,636	\$93,748	\$92,568	\$66,227	\$89,148	\$90,374	\$89,164
Avg Net Op Return per FTE	-\$1,048	\$911	\$13,124	\$17,254	\$18,905	\$35,658	\$30,977	\$660	\$10,936	\$14,019	\$17,422
Revenue/Operating Expense Assessment											
Revenue-											
Avg Revenue per FTE	\$49,048	\$102,208	\$162,677	\$177,853	\$193,640	\$291,257	\$263,872	\$95,386	\$150,867	\$164,034	\$184,655
- Total Revenue Ratio	4.08%	3.95%	4.10%	4.35%	4.65%	4.99%	4.90%	3.96%	4.08%	4.22%	4.53%
Operating Expenses-											
Avg Comp & Benefits per FTE	\$20,000	\$45,005	\$61,718	\$65,696	\$72,388	\$90,736	\$85,205	\$41,797	\$58,221	\$61,868	\$69,195
- Comp & Benefits Ratio	1.67%	1.74%	1.56%	1.61%	1.74%	1.55%	1.58%	1.73%	1.58%	1.59%	1.70%
- Pct of Total Operating Exp	47%	53%	48%	48%	51%	53%	52%	53%	49%	49%	50%
- FTE-to-Ops (Staffing)	2.01	0.79	0.42	0.36	0.30	0.20	0.22	0.85	0.46	0.40	0.33
- Full-time Equivalents	280	1,902	10,251	11,847	55,719	231,457	311,455	2,182	12,433	24,280	79,998
- Pct Part-time Employees	78%	44%	15%	10%	7%	5%	7%	49%	22%	17%	10%
Avg Occ & Ops Exp per FTE	\$13,810	\$22,783	\$34,377	\$34,947	\$36,182	\$42,133	\$40,391	\$21,632	\$32,140	\$33,510	\$35,371
- Occupancy & Ops Expense	1.15%	0.88%	0.87%	0.85%	0.87%	0.72%	0.75%	0.90%	0.87%	0.86%	0.87%
- Pct of Total Op Expense	32%	27%	27%	26%	26%	25%	25%	27%	27%	26%	26%
Avg All Other Expense per FTE	\$8,952	\$16,544	\$31,581	\$35,195	\$33,071	\$38,533	\$37,035	\$15,570	\$28,771	\$31,905	\$32,717
- All Other Expense Ratio	0.75%	0.64%	0.80%	0.86%	0.79%	0.66%	0.69%	0.65%	0.78%	0.82%	0.80%
- Pct of Total Ops Expense	21%	20%	25%	26%	23%	22%	23%	20%	24%	25%	24%
Membership Outreach-											
Members-to-Potential Mbers	3.8%	7.5%	3.0%	2.6%	2.4%	3.0%	2.9%	6.7%	3.3%	2.9%	2.6%
Members-to-FTEs	375	403	419	380	348	409	397	400	416	398	363
Branches	365	869	2,239	1,676	5,029	11,087	21,262	1,233	3,472	5,147	10,176
Members per Branch	288	883	1,919	2,688	3,851	8,542	5,820	707	1,488	1,879	2,853