## DIVIDEND GUIDELINES

| Credit Union Averages |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 5 Largest U.S. States |  |  |  |  | National <br> Average | US Treasury Curve | Average Spread (bps) to |  |
|  | CA | FL | IL | NY | TX |  |  | Yield Curve | 6 Mth CMT |
| MMKT $>2.5 \mathrm{~K}$ | 0.36\% | 0.27\% | 0.32\% | 0.33\% | 0.37\% | 0.32\% | 0.05\% | 27 | 10 |
| MMKT $>10 \mathrm{~K}$ | 0.39\% | 0.30\% | 0.41\% | 0.39\% | 0.41\% | 0.38\% | 0.05\% | 33 | 16 |
| MMKT > 25 K | 0.41\% | 0.33\% | 0.50\% | 0.45\% | 0.44\% | 0.44\% | 0.05\% | 39 | 22 |
| Regular Sav >2.5K | 0.16\% | 0.15\% | 0.17\% | 0.19\% | 0.19\% | 0.17\% | 0.05\% | 12 | -5 |
| Int Checking >100 | 0.09\% | 0.13\% | 0.13\% | 0.12\% | 0.12\% | 0.12\% | 0.05\% | 7 | -10 |
| Int Checking >2.5K | 0.09\% | 0.13\% | 0.13\% | 0.13\% | 0.10\% | 0.12\% | 0.05\% | 7 | -10 |
| 3 Month CD >10K | 0.46\% | 0.36\% | 0.42\% | 0.44\% | 0.48\% | 0.42\% | 0.09\% | 33 | 20 |
| 6 Month CD >10K | 0.71\% | 0.62\% | 0.64\% | 0.59\% | 0.81\% | 0.67\% | 0.22\% | 45 | 45 |
| 1 Year CD >10K | 1.01\% | 0.86\% | 0.94\% | 0.87\% | 1.15\% | 0.95\% | 0.25\% | 70 | 73 |
| 2 Year CD >10K | 1.21\% | 1.05\% | 1.15\% | 1.07\% | 1.32\% | 1.15\% | 0.25\% | 90 | 93 |
| 3 Year CD >10K | 1.36\% | 1.18\% | 1.28\% | 1.20\% | 1.45\% | 1.28\% | 0.31\% | 96 | 106 |
| 4 Year CD >10K | 1.51\% | 1.30\% | 1.41\% | 1.32\% | 1.57\% | 1.40\% | 0.42\% | 98 | 118 |
| 5 Year CD >10K | 1.67\% | 1.49\% | 1.52\% | 1.44\% | 1.69\% | 1.53\% | 0.42\% | 111 | 131 |


| Bank Averages |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Account Types | 5 Largest U.S. States |  |  |  |  | National Average | US Treasury Curve | Average Spread to |  |
|  | CA | FL | IL | NY | TX |  |  | Yield Curve | 6 Mth CMT |
| MMKT >2.5K | 0.05\% | 0.07\% | 0.07\% | 0.08\% | 0.09\% | 0.08\% | 0.05\% | 3 | -14 |
| MMKT > 25 K | 0.09\% | 0.12\% | 0.16\% | 0.13\% | 0.14\% | 0.14\% | 0.05\% | 9 | -8 |
| Regular Sav >2.5K | 0.03\% | 0.04\% | 0.06\% | 0.12\% | 0.10\% | 0.07\% | 0.05\% | 2 | -15 |
| Int Checking >100 | 0.02\% | 0.03\% | 0.04\% | 0.04\% | 0.06\% | 0.05\% | 0.05\% | 0 | -17 |
| Int Checking >2.5K | 0.02\% | 0.03\% | 0.05\% | 0.04\% | 0.06\% | 0.05\% | 0.05\% | 0 | -17 |
| 3 Month CD >10K | 0.07\% | 0.09\% | 0.11\% | 0.12\% | 0.15\% | 0.13\% | 0.09\% | 4 | -9 |
| 6 Month CD >10K | 0.13\% | 0.15\% | 0.16\% | 0.23\% | 0.26\% | 0.21\% | 0.22\% | -1 | -1 |
| 1 Year CD > 10 K | 0.20\% | 0.22\% | 0.28\% | 0.31\% | 0.37\% | 0.32\% | 0.25\% | 7 | 10 |
| 2 Year CD > 10 K | 0.28\% | 0.28\% | 0.39\% | 0.37\% | 0.47\% | 0.42\% | 0.25\% | 17 | 20 |
| 3 Year CD > 10 K | 0.32\% | 0.32\% | 0.48\% | 0.42\% | 0.50\% | 0.48\% | 0.31\% | 16 | 26 |
| 4 Year CD >10K | 0.36\% | 0.36\% | 0.56\% | 0.47\% | 0.53\% | 0.53\% | 0.42\% | 11 | 31 |
| 5 Year CD >10K | 0.43\% | 0.44\% | 0.69\% | 0.52\% | 0.63\% | 0.63\% | 0.42\% | 21 | 41 |

Yield Curve rate for Non-Maturity Deposits is 1 Mth CMT
Yield Curve for CD accounts is the US Treasury Rate for the full maturity:

| Dividend Rate Guidance |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Account Types | Spread (bps) to 6 Mth CMT* | Dividend Rate Ranges** |  |  |
| Regular Sav >1K | -5 | 0.04\% | to | 0.17\% |
| Regular Sav > $5 \mathrm{~K}^{* * *}$ | -5 | 0.17\% | to | 0.29\% |
| Regular Sav >10K | -5 | 0.29\% | to | 0.42\% |
| Regular Sav >25K | -5 | 0.42\% | to | 0.54\% |
| MMKT $>2.5 \mathrm{~K}$ | 10 | 0.32\% | to | 0.44\% |
| MMKT > $10 \mathrm{~K}^{* * *}$ | 16 | 0.38\% | to | 0.50\% |
| MMKT $>25 \mathrm{~K}$ | 22 | 0.44\% | to | 0.56\% |
| MMKT $>50 \mathrm{~K}$ | 28 | 0.50\% | to | 0.62\% |
| MMKT $>100 \mathrm{~K}$ | 32 | 0.54\% | to | 0.66\% |
| IRA Shares $>2.5 \mathrm{~K}$ | N/A | 0.40\% | to | 0.53\% |
| IRA Shares > $\mathbf{1 0 K}^{* * *}$ | N/A | 0.53\% | to | 0.65\% |
| IRA Shares $>25 \mathrm{~K}$ | N/A | 0.65\% | to | 0.78\% |
| IRA Shares $>50 \mathrm{~K}$ | N/A | 0.78\% | to | 0.90\% |
| IRA Shares > 100K | N/A | 0.90\% | to | 1.03\% |
| Int Checking <5K | N/A | 0.00\% | to | 0.12\% |
| Int Checking >5K*** | -10 | 0.12\% | to | 0.24\% |
| Int Checking >10K | N/A | 0.24\% | to | 0.37\% |
| Int Checking >25K | N/A | 0.37\% | to | 0.49\% |
| 3 Month CD > $10 \mathrm{~K}^{* * * *}$ | 20 | 0.36\% | to | 0.61\% |
| 6 Month CD >10K**** | 45 | 0.61\% | to | 0.86\% |
| 1 Year CD >10K**** | 73 | 0.89\% | to | 1.14\% |
| 2 Year CD >10K**** | 93 | 1.09\% | to | 1.34\% |
| 3 Year CD >10K**** | 106 | 1.21\% | to | 1.46\% |
| 5 Year CD >10K**** | 131 | 1.47\% | to | 1.72\% |
|  | Month Forward | Rate for | -20 | 0.28\% |
| Notes |  |  |  |  |
| * Spread ranges are obtained from Credit Union Rates less the 6 Mth CMT |  |  |  |  |
| ** All dividend rate projections are based off of the 6 Mth Forward CMT |  |  |  |  |
| *** Range should reflect non-tiered account pricing |  |  |  |  |
| ${ }^{* * * *}$ The pricing for Share Certificates and IRA Certificates should be the same |  |  |  |  |



