| Credit Union Averages |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 5 Largest U.S. States |  |  |  |  | National <br> Average | US Treasury <br> Curve | Average Spread (bps) to |  |
|  | CA | FL | IL | NY | TX |  |  | Yield Curve | 6 Mth CMT |
| MMKT >2.5K | 0.15\% | 0.12\% | 0.10\% | 0.14\% | 0.20\% |  | 0.17\% | -3 | -95 |
| MMKT > ${ }^{\text {10K }}$ | 0.16\% | 0.14\% | 0.14\% | 0.17\% | 0.22\% | 0.17\% | 0.17\% | -1 | -92 |
| MMKT > 25 K | 0.16\% | 0.16\% | 0.18\% | 0.20\% | 0.23\% | 0.19\% | 0.17\% | 2 | -90 |
| Regular Sav >2.5K | 0.07\% | 0.07\% | 0.08\% | 0.08\% | 0.11\% | 0.08\% | 0.17\% | -9 | -101 |
| Int Checking >100 | 0.10\% | 0.05\% | 0.08\% | 0.12\% | 0.04\% | 0.07\% | 0.17\% | -10 | -102 |
| Int Checking >2.5K | 0.07\% | 0.10\% | 0.07\% | 0.09\% | 0.06\% | 0.08\% | 0.17\% | -9 | -101 |
| 3 Month CD >10K | 0.17\% | 0.16\% | 0.15\% | 0.18\% | 0.23\% | 0.17\% | 0.50\% | -33 | -92 |
| 6 Month CD >10K | 0.26\% | 0.23\% | 0.22\% | 0.23\% | 0.34\% | 0.26\% | 1.09\% | -83 | -83 |
| 1 Year CD $>10 \mathrm{~K}$ | 0.39\% | 0.35\% | 0.31\% | 0.40\% | 0.50\% | 0.38\% | 1.63\% | -125 | -71 |
| 2 Year CD >10K | 0.53\% | 0.48\% | 0.41\% | 0.54\% | 0.65\% | 0.51\% | 2.42\% | -191 | -58 |
| 3 Year CD $>10 \mathrm{~K}$ | 0.63\% | 0.60\% | 0.50\% | 0.65\% | 0.76\% | 0.61\% | 2.55\% | -194 | -48 |
| 4 Year CD >10K | 0.73\% | 0.71\% | 0.58\% | 0.75\% | 0.87\% | 0.71\% | 2.48\% | -177 | -38 |
| 5 Year CD >10K | 0.88\% | 0.81\% | 0.70\% | 0.81\% | 1.03\% | 0.83\% | 2.48\% | -165 | -26 |


| Bank Averages |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Account Types | 5 Largest U.S. States |  |  |  |  | National Average | US Treasury Curve | Average Spread to |  |
| Account Types | CA | FL | IL | NY | TX |  |  | Yield Curve | 6 Mth CMT |
| MMKT >2.5K | 0.04\% | 0.03\% | 0.04\% | 0.03\% | 0.06\% | 0.05\% | 0.17\% | -12 | -104 |
| MMKT > 25 K | 0.04\% | 0.04\% | 0.06\% | 0.05\% | 0.08\% | 0.06\% | 0.17\% | -11 | -103 |
| Regular Sav >2.5K | 0.03\% | 0.02\% | 0.04\% | 0.04\% | 0.05\% | 0.04\% | 0.17\% | -13 | -105 |
| Int Checking >100 | 0.01\% | 0.01\% | 0.01\% | 0.02\% | 0.01\% | 0.02\% | 0.17\% | -15 | -107 |
| Int Checking >2.5K | 0.02\% | 0.02\% | 0.03\% | 0.02\% | 0.03\% | 0.03\% | 0.17\% | -14 | -106 |
| 3 Month CD >10K | 0.04\% | 0.03\% | 0.05\% | 0.06\% | 0.07\% | 0.06\% | 0.50\% | -44 | -103 |
| 6 Month CD >10K | 0.06\% | 0.06\% | 0.09\% | 0.09\% | 0.11\% | 0.09\% | 1.09\% | -100 | -100 |
| 1 Year CD >10K | 0.08\% | 0.06\% | 0.12\% | 0.15\% | 0.18\% | 0.13\% | 1.63\% | -150 | -96 |
| 2 Year CD >10K | 0.10\% | 0.08\% | 0.18\% | 0.20\% | 0.24\% | 0.18\% | 2.42\% | -224 | -91 |
| 3 Year CD >10K | 0.11\% | 0.09\% | 0.23\% | 0.22\% | 0.24\% | 0.21\% | 2.55\% | -234 | -88 |
| 4 Year CD >10K | 0.12\% | 0.10\% | 0.28\% | 0.24\% | 0.24\% | 0.24\% | 2.48\% | -224 | -85 |
| 5 Year CD >10K | 0.17\% | 0.12\% | 0.36\% | 0.29\% | 0.28\% | 0.29\% | 2.48\% | -219 | -80 |

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 | -101 | 0.22\% | to | 0.35\% |
| Regular Sav > $5 \mathrm{~K}^{* * *}$ | -101 | 0.35\% | to | 0.47\% |
| Regular Sav >10K | -101 | 0.47\% | to | 0.60\% |
| Regular Sav >25K | -101 | 0.60\% | to | 0.72\% |
| MMKT $>2.5 \mathrm{~K}$ | -95 | 0.41\% | to | 0.53\% |
| MMKT > $10 \mathrm{~K}^{* * *}$ | -92 | 0.43\% | to | 0.56\% |
| MMKT > 25 K | -90 | 0.46\% | to | 0.58\% |
| MMKT $>50 \mathrm{~K}$ | -84 | 0.52\% | to | 0.64\% |
| MMKT $>100 \mathrm{~K}$ | -80 | 0.56\% | to | 0.68\% |
| IRA Shares $>2.5 \mathrm{~K}$ | N/A | 0.46\% | to | 0.58\% |
| IRA Shares > $\mathbf{1 0 K}^{* * *}$ | N/A | 0.58\% | to | 0.71\% |
| IRA Shares $>25 \mathrm{~K}$ | N/A | 0.71\% | to | 0.83\% |
| IRA Shares $>50 \mathrm{~K}$ | N/A | 0.83\% | to | 0.96\% |
| IRA Shares > 100 K | N/A | 0.96\% | to | 1.08\% |
| Int Checking <5K | N/A | 0.22\% | to | 0.35\% |
| Int Checking >5K*** | -101 | 0.35\% | to | 0.47\% |
| Int Checking >10K | N/A | 0.47\% | to | 0.60\% |
| Int Checking >25K | N/A | 0.60\% | to | 0.72\% |
| 3 Month CD > $10 \mathrm{~K}^{* * * *}$ | -92 | 0.37\% | to | 0.62\% |
| 6 Month CD >10K**** | -83 | 0.46\% | to | 0.71\% |
| 1 Year CD >10K**** | -71 | 0.58\% | to | 0.83\% |
| 2 Year CD >10K**** | -58 | 0.71\% | to | 0.96\% |
| 3 Year CD >10K**** | -48 | 0.81\% | to | 1.06\% |
| 5 Year CD >10K**** | -26 | 1.03\% | to | 1.28\% |
|  | Month Forward | Rate for | -22 | 1.42\% |
| 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 |  |  |  |  |



