## 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 K | 0.16\% | 0.12\% | 0.10\% | 0.14\% | 0.20\% | 0.14\% | 0.06\% | 8 | -54 |
| MMKT > 10 K | 0.16\% | 0.14\% | 0.14\% | 0.17\% | 0.22\% | 0.16\% | 0.06\% | 10 | -52 |
| MMKT > 25 K | 0.16\% | 0.16\% | 0.18\% | 0.20\% | 0.23\% | 0.18\% | 0.06\% | 12 | -50 |
| Regular Sav >2.5K | 0.07\% | 0.07\% | 0.08\% | 0.08\% | 0.11\% | 0.08\% | 0.06\% | 2 | -60 |
| Int Checking >100 | 0.11\% | 0.05\% | 0.08\% | 0.11\% | 0.04\% | 0.07\% | 0.06\% | 1 | -61 |
| Int Checking >2.5K | 0.07\% | 0.10\% | 0.07\% | 0.09\% | 0.06\% | 0.08\% | 0.06\% | 2 | -60 |
| 3 Month CD >10K | 0.17\% | 0.15\% | 0.15\% | 0.18\% | 0.21\% | 0.16\% | 0.31\% | -15 | -52 |
| 6 Month CD >10K | 0.26\% | 0.23\% | 0.21\% | 0.22\% | 0.32\% | 0.25\% | 0.68\% | -43 | -43 |
| 1 Year CD >10K | 0.38\% | 0.34\% | 0.30\% | 0.37\% | 0.47\% | 0.36\% | 1.01\% | -65 | -32 |
| 2 Year CD >10K | 0.52\% | 0.46\% | 0.40\% | 0.51\% | 0.60\% | 0.48\% | 1.53\% | -105 | -20 |
| 3 Year CD >10K | 0.62\% | 0.58\% | 0.49\% | 0.60\% | 0.71\% | 0.58\% | 1.67\% | -109 | -10 |
| 4 Year CD >10K | 0.72\% | 0.69\% | 0.57\% | 0.69\% | 0.81\% | 0.68\% | 1.76\% | -108 | 0 |
| 5 Year CD >10K | 0.87\% | 0.79\% | 0.68\% | 0.78\% | 0.95\% | 0.79\% | 1.76\% | -97 | 11 |


| Bank Averages |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Account Types | 5 Largest U.S. States |  |  |  |  | National Average | US Treasury Curve | Average Spread to |  |
| Accoun Types | CA | FL | IL | NY | TX |  |  | Yield Curve | 6 Mth CMT |
| MMKT $>2.5 \mathrm{~K}$ | 0.04\% | 0.03\% | 0.04\% | 0.03\% | 0.06\% | 0.05\% | 0.06\% | -1 | -63 |
| MMKT > 25 K | 0.04\% | 0.04\% | 0.06\% | 0.05\% | 0.07\% | 0.06\% | 0.06\% | 0 | -62 |
| Regular Sav >2.5K | 0.03\% | 0.02\% | 0.04\% | 0.05\% | 0.05\% | 0.04\% | 0.06\% | -2 | -64 |
| Int Checking >100 | 0.01\% | 0.02\% | 0.01\% | 0.02\% | 0.01\% | 0.02\% | 0.06\% | -4 | -66 |
| Int Checking >2.5K | 0.02\% | 0.02\% | 0.03\% | 0.02\% | 0.03\% | 0.03\% | 0.06\% | -3 | -65 |
| 3 Month CD >10K | 0.04\% | 0.03\% | 0.05\% | 0.06\% | 0.07\% | 0.05\% | 0.31\% | -26 | -63 |
| 6 Month CD >10K | 0.05\% | 0.05\% | 0.07\% | 0.08\% | 0.11\% | 0.08\% | 0.68\% | -60 | -60 |
| 1 Year CD $>10 \mathrm{~K}$ | 0.08\% | 0.06\% | 0.11\% | 0.13\% | 0.17\% | 0.12\% | 1.01\% | -89 | -56 |
| 2 Year CD $>10 \mathrm{~K}$ | 0.10\% | 0.08\% | 0.17\% | 0.17\% | 0.22\% | 0.17\% | 1.53\% | -136 | -51 |
| 3 Year CD $>10 \mathrm{~K}$ | 0.11\% | 0.09\% | 0.22\% | 0.20\% | 0.23\% | 0.20\% | 1.67\% | -147 | -48 |
| 4 Year CD $>10 \mathrm{~K}$ | 0.12\% | 0.10\% | 0.26\% | 0.23\% | 0.23\% | 0.23\% | 1.76\% | -153 | -45 |
| 5 Year CD >10K | 0.17\% | 0.11\% | 0.34\% | 0.26\% | 0.27\% | 0.28\% | 1.76\% | -148 | -40 |

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 | -60 | 0.10\% | to | 0.23\% |
| Regular Sav > 5 K*** | -60 | 0.23\% | to | 0.35\% |
| Regular Sav >10K | -60 | 0.35\% | to | 0.48\% |
| Regular Sav >25K | -60 | 0.48\% | to | 0.60\% |
| MMKT $>2.5 \mathrm{~K}$ | -54 | 0.29\% | to | 0.41\% |
| MMKT > $10 \mathrm{~K}^{* * *}$ | -52 | 0.31\% | to | 0.43\% |
| MMKT $>25 \mathrm{~K}$ | -50 | 0.33\% | to | 0.45\% |
| MMKT > 50 K | -44 | 0.39\% | to | 0.51\% |
| MMKT $>100 \mathrm{~K}$ | -40 | 0.43\% | to | 0.55\% |
| IRA Shares $>2.5 \mathrm{~K}$ | N/A | 0.33\% | to | 0.46\% |
| IRA Shares > $\mathbf{1 0 K}^{* * *}$ | N/A | 0.46\% | to | 0.58\% |
| IRA Shares $>25 \mathrm{~K}$ | N/A | 0.58\% | to | 0.71\% |
| IRA Shares >50K | N/A | 0.71\% | to | 0.83\% |
| IRA Shares > 100 K | N/A | 0.83\% | to | 0.96\% |
| Int Checking < 5 K | N/A | 0.10\% | to | 0.23\% |
| Int Checking >5K*** | -60 | 0.23\% | to | 0.35\% |
| Int Checking >10K | N/A | 0.35\% | to | 0.48\% |
| Int Checking >25K | N/A | 0.48\% | to | 0.60\% |
| 3 Month CD > $10 \mathrm{~K}^{* * * *}$ | -52 | 0.25\% | to | 0.50\% |
| 6 Month CD >10K**** | -43 | 0.34\% | to | 0.59\% |
| 1 Year CD >10K**** | -32 | 0.45\% | to | 0.70\% |
| 2 Year CD >10K**** | -20 | 0.57\% | to | 0.82\% |
| 3 Year CD >10K**** | -10 | 0.67\% | to | 0.92\% |
| 5 Year CD >10K**** | 11 | 0.88\% | to | 1.13\% |
|  | Month Forward | Rate for | -22 | 0.90\% |
| 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 |  |  |  |  |



