| 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 >2.5K | 0.48\% | 0.40\% | 0.43\% | 0.19\% | 0.33\% |  | 3.73\% | -342 | -419 |
| MMKT $>10 \mathrm{~K}$ | 0.51\% | 0.44\% | 0.51\% | 0.30\% | 0.34\% | 0.39\% | 3.73\% | -334 | -411 |
| MMKT > 25 K | 0.54\% | 0.47\% | 0.58\% | 0.41\% | 0.35\% | 0.47\% | 3.73\% | -326 | -403 |
| Regular Sav >2.5K | 0.11\% | 0.22\% | 0.24\% | 0.28\% | 0.10\% | 0.17\% | 3.73\% | -356 | -433 |
| Int Checking >100 | 0.10\% | 0.01\% | 0.07\% | 0.05\% | 0.06\% | 0.08\% | 3.73\% | -365 | -442 |
| Int Checking >2.5K | 0.14\% | 0.33\% | 0.09\% | 0.07\% | 0.10\% | 0.14\% | 3.73\% | -359 | -436 |
| 3 Month CD >10K | 0.45\% | 0.42\% | 0.32\% | 0.65\% | 1.17\% | 0.57\% | 4.07\% | -350 | -393 |
| 6 Month CD >10K | 0.65\% | 0.63\% | 0.60\% | 1.10\% | 1.46\% | 0.82\% | 4.50\% | -368 | -368 |
| 1 Year CD $>10 \mathrm{~K}$ | 1.68\% | 2.94\% | 1.35\% | 1.65\% | 2.81\% | 1.59\% | 4.61\% | -302 | -291 |
| 2 Year CD >10K | 1.95\% | 3.16\% | 1.63\% | 2.23\% | 3.02\% | 1.89\% | 4.59\% | -270 | -261 |
| 3 Year CD >10K | 1.91\% | 3.20\% | 1.54\% | 2.39\% | 3.07\% | 1.96\% | 4.43\% | -247 | -254 |
| 4 Year CD >10K | 1.87\% | 3.23\% | 1.44\% | 2.54\% | 3.12\% | 2.03\% | 4.29\% | -226 | -247 |
| 5 Year CD >10K | 2.28\% | 3.35\% | 1.78\% | 2.67\% | 3.23\% | 2.32\% | 4.29\% | -197 | -218 |


| Bank Averages |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Account Types | 5 Largest U.S. States |  |  |  |  | National <br> Average | US Treasury Curve | Average Spread to |  |
|  | CA | FL | IL | NY | TX |  |  | Yield Curve | 6 Mth CMT |
| MMKT >2.5K | 0.08\% | 0.07\% | 0.08\% | 0.05\% | 0.14\% | 0.12\% | 3.73\% | -361 | -438 |
| MMKT > 25 K | 0.08\% | 0.08\% | 0.14\% | 0.21\% | 0.15\% | 0.17\% | 3.73\% | -356 | -433 |
| Regular Sav >2.5K | 0.05\% | 0.04\% | 0.04\% | 0.16\% | 0.06\% | 0.09\% | 3.73\% | -364 | -441 |
| Int Checking > 100 | 0.01\% | 0.01\% | 0.01\% | 0.03\% | 0.01\% | 0.02\% | 3.73\% | -371 | -448 |
| Int Checking >2.5K | 0.02\% | 0.02\% | 0.03\% | 0.02\% | 0.03\% | 0.04\% | 3.73\% | -369 | -446 |
| 3 Month CD >10K | 0.10\% | 0.09\% | 0.10\% | 0.07\% | 0.11\% | 0.14\% | 4.07\% | -393 | -436 |
| 6 Month CD >10K | 0.23\% | 0.23\% | 0.16\% | 0.54\% | 0.30\% | 0.31\% | 4.50\% | -419 | -419 |
| 1 Year CD >10K | 0.79\% | 0.53\% | 0.31\% | 1.14\% | 0.30\% | 0.56\% | 4.61\% | -405 | -394 |
| 2 Year CD >10K | 0.44\% | 0.35\% | 0.31\% | 1.03\% | 0.36\% | 0.56\% | 4.59\% | -403 | -394 |
| 3 Year CD $>10 \mathrm{~K}$ | 0.44\% | 0.39\% | 0.34\% | 0.89\% | 0.26\% | 0.57\% | 4.43\% | -387 | -394 |
| 4 Year CD >10K | 0.44\% | 0.42\% | 0.36\% | 0.75\% | 0.16\% | 0.57\% | 4.29\% | -372 | -393 |
| 5 Year CD >10K | 0.46\% | 0.47\% | 0.43\% | 0.72\% | 0.37\% | 0.62\% | 4.29\% | -367 | -388 |

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 | -433 | 0.20\% | to | 0.33\% |
| Regular Sav > 5 K ${ }^{* * *}$ | -433 | 0.33\% | to | 0.45\% |
| Regular Sav >10K | -433 | 0.45\% | to | 0.58\% |
| Regular Sav >25K | -433 | 0.58\% | to | 0.70\% |
| MMKT $>2.5 \mathrm{~K}$ | -419 | 0.47\% | to | 0.59\% |
| MMKT > $10 \mathrm{~K}^{* * *}$ | -411 | 0.55\% | to | 0.67\% |
| MMKT > 25 K | -403 | 0.63\% | to | 0.75\% |
| MMKT > $>0 \mathrm{~K}$ | -397 | 0.69\% | to | 0.81\% |
| MMKT > 100 K | -393 | 0.73\% | to | 0.85\% |
| IRA Shares $>2.5 \mathrm{~K}$ | N/A | 0.57\% | to | 0.70\% |
| IRA Shares > $\mathbf{1 0 K}^{\text {*** }}$ | N/A | 0.70\% | to | 0.82\% |
| IRA Shares > 25 K | N/A | 0.82\% | to | 0.95\% |
| IRA Shares >50K | N/A | 0.95\% | to | 1.07\% |
| IRA Shares > 100K | N/A | 1.07\% | to | 1.20\% |
| Int Checking <5K | N/A | 0.17\% | to | 0.30\% |
| Int Checking >5K*** | -436 | 0.30\% | to | 0.42\% |
| Int Checking >10K | N/A | 0.42\% | to | 0.55\% |
| Int Checking >25K | N/A | 0.55\% | to | 0.67\% |
| 3 Month CD >10K**** | -393 | 0.67\% | to | 0.92\% |
| 6 Month CD >10K**** | -368 | 0.92\% | to | 1.17\% |
| 1 Year CD >10K**** | -291 | 1.69\% | to | 1.94\% |
| 2 Year CD >10K**** | -261 | 1.99\% | to | 2.24\% |
| 3 Year CD >10K**** | -254 | 2.06\% | to | 2.31\% |
| 5 Year CD >10K**** | -218 | 2.42\% | to | 2.67\% |
|  | Month Forward | Rate for |  | 4.72\% |
| 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 |  |  |  |  |



