

DEMO CREDIT UNION
BRANCH BALANCE SHEET
December 31, 2021

| | Branch 1 | Branch 2 | Branch 3 | Branch 4 | Branch 5 | Branch 6 | Total |
|----------------------------------|--------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|
| Assets: | | | | | | | |
| Cash & Equivalents | 10,500,872 | 368,705 | 177,749 | 157,640 | 75,258 | 187,259 | 11,467,485 |
| Total Investments | 27,688,104 | 0 | 0 | 0 | 0 | 0 | 27,688,104 |
| Total Loans | 52,498,768 | 20,575,979 | 16,914,775 | 29,348,504 | 11,847,211 | 11,524,255 | 142,709,493 |
| Allowance Loan Loss | <u>(1,035,999)</u> | <u>(70,700)</u> | <u>(89,950)</u> | <u>(100,525)</u> | <u>37,538</u> | <u>25,610</u> | <u>(1,234,025)</u> |
| Net Loans | 51,462,770 | 20,505,279 | 16,824,824 | 29,247,979 | 11,884,750 | 11,549,866 | 141,475,468 |
| Land & Buildings | 2,770,693 | 0 | 761,857 | 0 | 73,606 | 2,361,913 | 5,968,070 |
| Furniture & Equipment | 168,864 | 78,087 | 56,975 | 14,007 | 16,515 | 202,007 | 536,456 |
| Other Real Estate Owned | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| NCUA Shares Insurance | 1,506,116 | 19,310 | 0 | 0 | 63,129 | 0 | 1,588,555 |
| Other Assets | <u>936,124</u> | <u>126,789</u> | <u>119,420</u> | <u>245,875</u> | <u>44,566</u> | <u>81,220</u> | <u>1,553,995</u> |
| Total Assets | <u>95,033,542</u> | <u>21,098,171</u> | <u>17,940,825</u> | <u>29,665,502</u> | <u>12,157,825</u> | <u>14,382,265</u> | <u>190,278,132</u> |
| Liabilities & Equity: | | | | | | | |
| Notes Payable | 0 | 0 | 0 | 0 | 0 | 1,783,649 | 1,783,649 |
| Dividends Payable | 0 | 1 | 0 | (0) | (2) | 0 | (1) |
| Accounts Payable | 878,557 | 59,280 | 51,786 | 31,923 | 8,679 | 19,934 | 1,050,159 |
| Shares & Deposits | 78,035,908 | 23,005,168 | 20,276,559 | 25,754,131 | 10,954,027 | 3,949,892 | 161,975,685 |
| Equity: | | | | | | | |
| Regular Reserves | 2,179,000 | 0 | 0 | 0 | 0 | 0 | 2,179,000 |
| Other Reserves | 972,685 | 0 | 0 | 0 | 0 | 0 | 972,685 |
| Undivided Earnings | 10,001,532 | 3,771,409 | 2,122,430 | 5,591,711 | 1,068,134 | (274,711) | 22,280,505 |
| Net Income | <u>(72,705)</u> | <u>27,410</u> | <u>13,381</u> | <u>49,798</u> | <u>10,350</u> | <u>8,218</u> | <u>36,451</u> |
| Total Equity | <u>13,080,511</u> | <u>3,798,819</u> | <u>2,135,811</u> | <u>5,641,509</u> | <u>1,078,483</u> | <u>(266,492)</u> | <u>25,468,641</u> |
| Total Liabilities & Equity | <u>91,994,976</u> | <u>26,863,268</u> | <u>22,464,155</u> | <u>31,427,563</u> | <u>12,041,188</u> | <u>5,486,982</u> | <u>190,278,132</u> |
| Loans / Assets | 55.1% | 97.5% | 94.3% | 98.9% | 97.4% | 80.1% | 74.9% |
| Loans / Shares | 67.0% | 89.4% | 83.4% | 114.0% | 108.2% | 291.8% | 88.0% |
| Capital / Assets | 14.22% | 18.01% | 11.90% | 19.02% | 8.87% | -1.85% | 13.38% |

DEMO CREDIT UNION
BRANCH BALANCE SHEET
December 31, 2021

| | Branch 1 | Branch 2 | Branch 3 | Branch 4 | Branch 5 | Branch 6 | Total |
|------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|
| Loan Schedule | | | | | | | |
| Unsecured Credit Card | 3,186,646 | 0 | 0 | 0 | 0 | 0 | 3,186,646 |
| All Other Unsecured Loans | 1,197,192 | 1,214,997 | 250,156 | 572,374 | 347,700 | 287,391 | 3,869,811 |
| New Auto Loans | 2,408,138 | 2,529,731 | 1,623,798 | 3,219,063 | 1,156,979 | 625,054 | 11,562,763 |
| Used Auto Loans | 27,166,069 | 11,041,941 | 10,726,443 | 16,408,881 | 7,197,270 | 7,001,444 | 79,542,048 |
| First Mortgage Real Estate | 3,664,271 | 447,443 | 390,371 | 28,083 | 164,397 | 0 | 4,694,564 |
| Other Real Estate | 2,667,718 | 113,736 | 324,922 | 187,471 | 76,806 | 48,210 | 3,418,863 |
| All Other Loans to Members | 12,030,735 | 5,228,130 | 3,599,085 | 8,932,632 | 2,904,060 | 3,562,156 | 36,256,798 |
| Loans Held for Sale | 178,000 | 0 | 0 | 0 | 0 | 0 | 178,000 |
| Total Loans | 52,498,768 | 20,575,979 | 16,914,775 | 29,348,504 | 11,847,211 | 11,524,255 | 142,709,493 |
| Investment Schedule | | | | | | | |
| U.S. Govt & Agency | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Corporate Central CU | 274,283 | 0 | 0 | 0 | 0 | 0 | 274,283 |
| S&L's and Banks | 26,958,000 | 0 | 0 | 0 | 0 | 0 | 26,958,000 |
| Other Investments | 455,821 | 0 | 0 | 0 | 0 | 0 | 455,821 |
| Total Investments | 27,688,104 | 0 | 0 | 0 | 0 | 0 | 27,688,104 |
| Savings Schedule | | | | | | | |
| Share Drafts | 9,843,748 | 3,466,173 | 1,917,458 | 4,023,605 | 847,873 | 427,533 | 20,526,390 |
| Regular Shares | 28,041,974 | 7,697,958 | 5,386,914 | 9,616,863 | 4,708,018 | 870,680 | 56,322,406 |
| Money Market Shares | 8,449,828 | 1,619,258 | 3,618,978 | 2,435,357 | 464,817 | 256,316 | 16,844,553 |
| Share Certificates | 27,512,283 | 8,586,470 | 8,515,394 | 4,745,998 | 3,243,201 | 826,601 | 53,429,947 |
| Non-Member Certificates | 0 | 699,103 | 0 | 4,235,137 | 742,569 | 1,462,943 | 7,139,752 |
| IRA/Keogh | 4,178,929 | 927,234 | 837,512 | 687,221 | 945,121 | 105,819 | 7,681,837 |
| All Other Shares | 9,146 | 8,972 | 303 | 9,950 | 2,428 | 0 | 30,799 |
| Total Shares & Deposits | 78,035,908 | 23,005,168 | 20,276,559 | 25,754,131 | 10,954,027 | 3,949,892 | 161,975,685 |
| Loan to Deposits | 67.28% | 89.44% | 83.42% | 113.96% | 108.15% | 291.76% | 88.11% |

DEMO CREDIT UNION
BRANCH INCOME STATEMENT
December 31, 2021

| | Branch 1 | Branch 2 | Branch 3 | Branch 4 | Branch 5 | Branch 6 | Total |
|-----------------------------|------------------------|----------------------|----------------------|----------------------|----------------------|---------------------|----------------------|
| Interest Income | | | | | | | |
| Interest on Loans | 260,445 | 98,980 | 77,098 | 168,762 | 62,471 | 62,293 | 730,048 |
| Income from Investments | <u>20,508</u> | <u>1,866</u> | <u>2,582</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>24,957</u> |
| Total Interest Income | 280,953 | 100,846 | 79,680 | 168,762 | 62,471 | 62,293 | 755,004 |
| Interest Expense | | | | | | | |
| Dividends on Shares | 51,618 | 16,139 | 16,010 | 18,109 | 6,530 | 3,948 | 112,355 |
| Interest on Borrowed Money | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>5,158</u> | <u>5,158</u> |
| Total Interest Expense | <u>51,618</u> | <u>16,139</u> | <u>16,010</u> | <u>18,109</u> | <u>6,530</u> | <u>9,106</u> | <u>117,513</u> |
| Net Interest Income | 229,334 | 84,706 | 63,670 | 150,653 | 55,941 | 53,187 | 637,492 |
| Provision for Loan Loss | <u>23,801</u> | <u>12,768</u> | <u>7,721</u> | <u>26,616</u> | <u>7,828</u> | <u>5,191</u> | <u>83,924</u> |
| Net Income after Provisor | 205,533 | 71,938 | 55,950 | 124,038 | 48,113 | 47,996 | 553,568 |
| Non-Interest Income | | | | | | | |
| Fee Income | 48,934 | 33,527 | 13,042 | 21,577 | 9,398 | 6,193 | 132,671 |
| Other Operating Income | 44,705 | 13,487 | 7,755 | 14,309 | 3,421 | 3,977 | 87,655 |
| Gain(Loss) on Investments | (12,697) | (3,148) | 200 | (22,331) | 0 | 0 | (37,976) |
| Gain(Loss) Fixed Assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Non-Operating Inc (E) | <u>(858)</u> | <u>(34)</u> | <u>0</u> | <u>(37)</u> | <u>0</u> | <u>(44)</u> | <u>(972)</u> |
| Total Non-Interest Income | 80,085 | 43,832 | 20,997 | 13,518 | 12,819 | 10,126 | 181,378 |
| Non-Interest Expense | | | | | | | |
| Compensation & Benefits | 219,282 | 45,888 | 36,879 | 52,296 | 33,478 | 28,275 | 416,099 |
| Travel & Conference | 355 | 70 | 51 | 63 | 44 | 51 | 634 |
| Office Occupancy | 13,684 | 5,180 | 3,087 | 1,715 | 1,744 | 4,862 | 30,272 |
| Office Operations | 32,798 | 9,464 | 7,410 | 8,964 | 4,539 | 8,506 | 71,681 |
| Education & Promotion | 9,059 | 6,114 | 1,612 | 1,030 | 535 | 1,570 | 19,921 |
| Loan Servicing | 21,482 | 1,392 | 1,054 | 2,842 | 536 | (51) | 27,256 |
| Professional & Outside Serv | 54,872 | 18,991 | 11,306 | 19,313 | 8,761 | 5,376 | 118,619 |
| Operating Fees | 1,977 | 568 | 494 | 842 | 286 | 114 | 4,280 |
| Miscellaneous Operating | <u>4,814</u> | <u>694</u> | <u>1,674</u> | <u>691</u> | <u>660</u> | <u>1,200</u> | <u>9,733</u> |
| Total Non-Interest Expens | <u>358,324</u> | <u>88,361</u> | <u>63,566</u> | <u>87,757</u> | <u>50,582</u> | <u>49,904</u> | <u>698,494</u> |
| Net Income | <u>(72,705)</u> | <u>27,410</u> | <u>13,381</u> | <u>49,798</u> | <u>10,350</u> | <u>8,218</u> | <u>36,451</u> |

| Branch 1 | Previous Month | December Month | Budget Month | Dollar Variance | Current Year | Budget YTD | Explanation of Monthly Variance |
|--------------------------------|-----------------------|------------------------|----------------------|------------------------|---------------------|---------------------|-------------------------------------------------------------------------------------|
| Interest Income | | | | | | | |
| Interest on Loans | 260,850 | 260,445 | 226,350 | 34,094 | 3,356,646 | 2,879,299 | Finished year -11 loan growth, yield 24BP below CU |
| Interest from Investments | 20,352 | 20,508 | 4,646 | 15,862 | 351,990 | 101,804 | Investment income missed target due to FED rate cuts |
| Total Interest Income | 281,202 | 280,953 | 230,996 | 49,957 | 3,708,636 | 2,981,102 | |
| Interest Expense | | | | | | | |
| Dividends on Shares | 53,378 | 51,618 | 27,535 | 24,083 | 811,366 | 409,391 | Cost of funds decreasing quickly. COF is 11 BP below CU's 1.08%, shr growth 7.3% |
| Total Interest Expense | 53,378 | 51,618 | 27,535 | 24,083 | 811,366 | 409,391 | |
| Net Interest Income | 227,824 | 229,334 | 203,461 | 25,873 | 2,897,269 | 2,571,711 | Annual chg off \$300111 Chg off Ratio .54% |
| Provision for Loan Loss | 7,169 | 23,801 | 24,691 | -890 | 247,457 | 296,292 | Monthly net chg off \$15800, PLL huge improvement |
| Net Income after Provision | 220,655 | 205,533 | 178,770 | 26,764 | 2,649,812 | 2,275,419 | |
| Non-Interest Income | | | | | | | |
| Fee Income | 45,003 | 48,934 | 51,203 | -2,269 | 493,999 | 497,958 | YTD Fees \$80K less than EOY 2019, LN fees -31K |
| Other Operating Income | 34,607 | 44,705 | 40,050 | 4,655 | 880,778 | 493,704 | YTD increase due to NCUA recovery of \$402K |
| Gain(Loss) Fixed Assets | -11,558 | -12,697 | -4,756 | -7,940 | -66,589 | -57,075 | \$36K improvement over 2019 |
| Other Non-Oper Inc (Exp) | -282 | -858 | -390 | -469 | -5,366 | -6,275 | |
| Total Non-Interest Income | 67,770 | 80,085 | 86,107 | -6,022 | 1,302,823 | 928,312 | |
| Non-Interest Expense | | | | | | | |
| Compensation & Benefits | 147,061 | 219,282 | 191,706 | 27,576 | 1,656,826 | 1,673,766 | YTD \$83K below budget, Hea ins and Cares Act adj |
| Travel & Conference | 355 | 355 | 713 | -358 | 7,363 | 14,426 | Reduced travel or conference due to Covid |
| Office Occupancy | 13,849 | 13,684 | 13,019 | 665 | 166,556 | 165,961 | YTD overage due to building maintenance |
| Office Operations | 31,717 | 32,798 | 31,929 | 869 | 414,751 | 412,036 | YTD under from postage, supplies, Tnsf, Bank charges |
| Education & Promotion | 6,816 | 9,059 | 5,519 | 3,541 | 83,082 | 82,092 | |
| Loan Servicing | 21,909 | 21,482 | 23,282 | -1,800 | 244,973 | 260,071 | YTD under from SWBC collection, credit rpts, Curecvry |
| Professional & Outside Service | 54,575 | 54,872 | 53,791 | 1,081 | 626,566 | 657,169 | YTD under from Attny, Billpay, CU Svc Ctr, Mktg pro. |
| Operating Fees | 1,977 | 1,977 | 1,658 | 319 | 23,689 | 19,896 | |
| Miscellaneous Operating | 2,941 | 4,814 | 6,951 | -2,137 | 49,608 | 66,026 | YTD under from reduced fraud, no annual mtg |
| Total Non-Interest Expense | 281,199 | 358,324 | 328,568 | 29,756 | 3,273,414 | 3,351,443 | |
| Contribution | 7,227 | -72,705 | -63,691 | -9,014 | 679,221 | -147,712 | ROAA .73%, excluding NCUA recovery .30% |
| | Monthly Change | Current Balance | Budget Budget | Budget Variance | YTD Change | Yield / Cost | |
| Loans | -614,861 | 52,498,768 | 59,520,093 | -7,021,325 | -11.14% | 6.02% | YTD auto-14%, credit card -14% other -3% |
| Shares | 844,744 | 78,035,908 | 76,165,245 | 1,870,663 | 7.32% | 1.08% | YTD ckg&Sav +19%, mmkt & CD -2% |
| Loan / Deposits | | 67.28% | | | | | |

| Branch 2 | Previous Month | December Month | Budget Month | Dollar Variance | Current Year | Budget YTD | Explanation of Monthly Variance |
|--------------------------------|-----------------------|------------------------|---------------------|------------------------|---------------------|---------------------|--------------------------------------------------------|
| Interest Income | | | | | | | |
| Interest on Loans | 96,606 | 98,980 | 100,642 | -1,662 | 1,211,545 | 1,212,258 | Finished year -4% loan growth, yield 50BP below CU |
| Interest from Investments | 1,758 | 1,866 | 442 | 1,424 | 19,037 | 9,688 | Share of investment income due to excess shares |
| Interest Expense | | | | | | | |
| Dividends on Shares | 15,942 | 16,139 | 8,609 | 7,530 | 238,484 | 128,003 | COF is 8 BP below CU's 1.08%, shr growth 8.6% |
| Net Interest Income | 82,422 | 84,706 | 92,475 | -7,769 | 992,099 | 1,093,943 | |
| Provision for Loan Loss | 3,599 | 12,768 | 13,236 | -468 | 132,668 | 158,832 | Annual chg off increase to \$160993 Chg off Ratio .77% |
| Net Income after Provision | 78,823 | 71,938 | 79,239 | -7,300 | 859,431 | 935,111 | Monthly net chg off \$26,901 |
| Non-Interest Income | | | | | | | |
| Fee Income | 28,932 | 33,527 | 34,814 | -1,287 | 319,920 | 320,683 | YTD Fees \$57K less than EOY 2019, NSF alone \$41K |
| Other Operating Income | 12,010 | 13,487 | 13,065 | 422 | 164,216 | 168,175 | YTD \$17K greater than EOY 2019 from interchange inc |
| Gain(Loss) Fixed Assets | -418 | -3,148 | -4,366 | 1,218 | -33,996 | -52,388 | YTD loss exceeds 2019 by \$14,800 |
| Other Non-Oper Inc (Exp) | -18 | -34 | -37 | 3 | -524 | -613 | |
| Total Non-Interest Income | 40,505 | 43,832 | 43,476 | 356 | 449,617 | 435,857 | |
| Non-Interest Expense | | | | | | | |
| Compensation & Benefits | 54,732 | 45,888 | 57,402 | -11,514 | 548,364 | 590,154 | YTD salary \$5500 below bud, Ins -10K, tax -5K |
| Travel & Conference | 70 | 70 | 151 | -81 | 573 | 1,064 | |
| Office Occupancy | 5,262 | 5,180 | 5,548 | -368 | 64,189 | 66,696 | |
| Office Operations | 10,479 | 9,464 | 8,635 | 829 | 129,884 | 119,845 | YTD supplies -\$2K, depr, -\$2500, Transfund -\$2500 |
| Education & Promotion | 4,306 | 6,114 | 5,043 | 1,071 | 38,630 | 37,683 | MTD doubled up billboard expense |
| Loan Servicing | 1,514 | 1,392 | 1,772 | -380 | 18,425 | 19,515 | YTD variance primarily from reduced credit rept exp |
| Professional & Outside Service | 18,791 | 18,991 | 18,738 | 253 | 215,403 | 227,974 | YTD variance primarily from reduced mktg services |
| Operating Fees | 568 | 568 | 481 | 87 | 6,806 | 5,772 | |
| Miscellaneous Operating | 781 | 694 | 1,001 | -307 | 16,493 | 9,741 | YTD variance primarily from no annual mtg expense |
| Total Non-Interest Expense | 96,502 | 88,361 | 98,771 | -10,410 | 1,038,767 | 1,078,444 | |
| Contribution | 22,826 | 27,410 | 23,944 | 3,466 | 270,281 | 292,524 | ROAA 1.26%. |
| | Monthly Change | Current Balance | Budget | Budget Variance | YTD Change | Yield / Cost | |
| Loans | 102,742 | 20,575,979 | 21,770,057 | -1,194,078 | -4.14% | 5.76% | YTD unsecure -\$265K, auto -\$227K, other -\$394K |
| Shares | 452,165 | 23,005,168 | 22,176,417 | 828,751 | 8.66% | 1.08% | YTD ckg&Sav +27%, mmkt & CD -4.5% |
| Loan / Deposits | | 89.44% | | | | | |

| Branch 3 | Previous Month | December Month | Budget Month | Dollar Variance | Current Year | Budget YTD | Explanation of Monthly Variance |
|--------------------------------|-----------------------|------------------------|---------------------|------------------------|---------------------|---------------------|------------------------------------------------------|
| Interest Income | | | | | | | |
| Interest on Loans | 76,600 | 77,098 | 87,393 | -10,295 | 937,113 | 1,031,195 | Finished year decent growth, yield 63BP below CU |
| Interest from Investments | 3,067 | 2,582 | 612 | 1,970 | 69,798 | 13,407 | Share of investment income due to excess shares |
| Interest Expense | | | | | | | |
| Dividends on Shares | 16,151 | 16,010 | 8,540 | 7,470 | 250,024 | 126,977 | YTD COF decrease 28BP |
| Net Interest Income | 63,516 | 63,670 | 79,464 | -15,794 | 756,887 | 917,625 | |
| Provision for Loan Loss | 2,412 | 7,721 | 5,175 | 2,546 | 54,598 | 62,100 | Annual chg off \$97350 Chg off Ratio decr to .59% |
| Net Income after Provision | 61,104 | 55,950 | 74,289 | -18,340 | 702,289 | 855,525 | Monthly net chg off recovery \$100 |
| Non-Interest Income | | | | | | | |
| Fee Income | 14,556 | 13,042 | 13,594 | -553 | 127,090 | 126,193 | YTD Fees \$5K less than EOY 2019 |
| Other Operating Income | 7,942 | 7,755 | 8,236 | -481 | 109,026 | 112,720 | YTD \$1K less than EOY 2019 from In product sales |
| Gain(Loss) Fixed Assets | 300 | 200 | -1,137 | 1,337 | -8,195 | -13,642 | YTD loss below 2019 by \$29K |
| Other Non-Oper Inc (Exp) | -71 | 0 | -23 | 23 | -144 | -120 | |
| Total Non-Interest Income | 22,727 | 20,997 | 20,670 | 327 | 227,778 | 225,151 | |
| Non-Interest Expense | | | | | | | |
| Compensation & Benefits | 36,827 | 36,879 | 37,088 | -209 | 375,844 | 387,618 | YTD Health ins +5K, corp allocation +\$15K |
| Travel & Conference | 51 | 51 | 27 | 24 | 422 | 1,038 | |
| Office Occupancy | 2,986 | 3,087 | 3,070 | 17 | 39,101 | 37,963 | |
| Office Operations | 6,922 | 7,410 | 6,886 | 524 | 91,249 | 92,988 | YTD supplies -\$2K, depr, -\$1K |
| Education & Promotion | 1,996 | 1,612 | 2,649 | -1,037 | 27,779 | 36,916 | |
| Loan Servicing | 1,021 | 1,054 | 1,063 | -9 | 11,678 | 12,819 | |
| Professional & Outside Service | 11,148 | 11,306 | 11,248 | 58 | 128,215 | 137,084 | YTD data processing +\$3K |
| Operating Fees | 494 | 494 | 427 | 67 | 5,913 | 5,124 | |
| Miscellaneous Operating | 1,282 | 1,674 | 2,091 | -417 | 14,818 | 16,174 | YTD variance from reduced fraud loss and annual mtg |
| Total Non-Interest Expense | 62,727 | 63,566 | 64,548 | -982 | 695,020 | 727,723 | |
| Contribution | 21,103 | 13,381 | 30,411 | -17,031 | 235,047 | 352,952 | ROAA 1.33%, big boost from low PLL and Inv income |
| | Monthly Change | Current Balance | Budget | Budget Variance | YTD Change | Yield / Cost | |
| Loans | 37,400 | 16,914,775 | 17,445,565 | -530,790 | 3.45% | 5.63% | New auto -\$110K, comparatively good YTD loan growth |
| Shares | -229,546 | 20,276,559 | 20,011,999 | 264,560 | 6.13% | 1.27% | Core deposits 37%, CD's & MMKT's 63% of deposit |
| Loan / Deposits | | 83.42% | | Mmkt.CDS only dec 262K | 1.98% | | YTD core deposits +28%, MMKT +18%, CD's -8% |

| Branch 4 | Previous Month | December Month | Budget Month | Dollar Variance | Current Year | Budget YTD | Explanation of Monthly Variance |
|--------------------------------|-----------------------|------------------------|---------------------|------------------------|---------------------|---------------------|---------------------------------------------------------------------------------------------------|
| Interest Income | | | | | | | |
| Interest on Loans | 164,082 | 168,762 | 131,204 | 37,558 | 2,154,071 | 1,635,846 | Finished year -15% loan growth, yield 49BP above CU |
| Interest from Investments | 0 | 0 | 0 | 0 | 1,017 | 0 | |
| Interest Expense | | | | | | | |
| Dividends on Shares | 19,381 | 18,109 | 9,660 | 8,449 | 369,956 | 143,622 | Nonmember CD's down \$8.6M, cost down significantly |
| Net Interest Income | 144,702 | 150,653 | 121,544 | 29,109 | 1,785,132 | 1,492,225 | |
| Provision for Loan Loss | 8,978 | 26,616 | 25,352 | 1,264 | 256,261 | 304,224 | Annual chg off \$335606, chg off ratio down to 1.05% |
| Net Income after Provision | 135,724 | 124,038 | 96,192 | 27,845 | 1,528,870 | 1,188,001 | monthly net chg off \$865 |
| Non-Interest Income | | | | | | | |
| Fee Income | 20,781 | 21,577 | 21,994 | -417 | 192,982 | 192,691 | YTD Fee \$62K < EOY 2019, NSF -\$36K, In fees -\$20K |
| Other Operating Income | 12,543 | 14,309 | 12,349 | 1,960 | 167,419 | 164,669 | YTD \$4K less than EOY 2019 from In product sales |
| Gain(Loss) Fixed Assets | -9,862 | -22,331 | -9,950 | -12,381 | -131,696 | -119,403 | YTD loss \$37K < EOY 2019 |
| Other Non-Oper Inc (Exp) | 0 | -37 | 0 | -37 | -539 | -503 | |
| Total Non-Interest Income | 23,461 | 13,518 | 24,393 | -10,875 | 228,166 | 237,455 | |
| Non-Interest Expense | | | | | | | |
| Compensation & Benefits | 57,078 | 52,296 | 55,248 | -2,952 | 597,668 | 584,121 | |
| Travel & Conference | 63 | 63 | 36 | 28 | 527 | 426 | |
| Office Occupancy | 1,559 | 1,715 | 1,559 | 156 | 18,819 | 18,921 | |
| Office Operations | 7,944 | 8,964 | 8,061 | 903 | 109,042 | 111,306 | YTD variance from supplies, depr and Transfund exp |
| Education & Promotion | 1,642 | 1,030 | 1,636 | -606 | 23,808 | 24,093 | |
| Loan Servicing | 3,156 | 2,842 | 2,763 | 79 | 30,876 | 33,128 | YTD variance from reduced credit report exp |
| Professional & Outside Service | 17,821 | 19,313 | 18,377 | 936 | 209,900 | 221,213 | YTD variance from data processing exp |
| Operating Fees | 842 | 842 | 569 | 273 | 10,093 | 6,828 | |
| Miscellaneous Operating | 1,529 | 691 | 1,055 | -364 | 11,528 | 10,598 | No deposit losses, no annual meeting expense |
| Total Non-Interest Expense | 91,635 | 87,757 | 89,304 | -1,547 | 1,012,261 | 1,010,635 | |
| Contribution | 67,550 | 49,798 | 31,281 | 18,517 | 744,776 | 414,821 | ROAA improve to 2.3%, BS shrunk \$4.6M YTD Big benefit from lower PLL exp, repo losses and COF |
| | Monthly Change | Current Balance | Budget | Budget Variance | YTD Change | Yield / Cost | |
| Loans | -197,290 | 29,348,504 | 32,757,648 | -3,409,144 | -14.90% | 6.75% | YTD auto -16.5%, unsecured -10%, other -13% |
| Shares | -448,059 | 25,754,131 | 32,659,834 | -6,905,703 | -17.40% | 1.30% | YTD ckg&Sav +34%, mmkt & CD -42% primarily non-member CD's |
| Loan / Deposits | | 113.96% | | | | | |

| Branch 5 | Previous Month | December Month | Budget Month | Dollar Variance | Current Year | Budget YTD | Explanation of Monthly Variance |
|--------------------------------|-----------------------|------------------------|---------------------|------------------------|---------------------|---------------------|----------------------------------------------------------|
| Interest Income | | | | | | | |
| Interest on Loans | 60,003 | 62,471 | 57,658 | 4,813 | 767,453 | 695,822 | Finished year -5.8% loan growth, yield good |
| Interest from Investments | 0 | 0 | 0 | 0 | 3,285 | 0 | |
| Interest Expense | | | | | | | |
| Dividends on Shares | 6,632 | 6,530 | 3,483 | 3,047 | 129,647 | 51,791 | YTD Higher cost CD's decreased \$1.8M, -27% |
| Net Interest Income | 53,371 | 55,941 | 54,174 | 1,767 | 641,091 | 644,031 | |
| Provision for Loan Loss | 2,628 | 7,828 | 5,046 | 2,782 | 53,539 | 60,552 | Annual chg off \$98,708, charge off no change at.81% |
| Net Income after Provision | 50,743 | 48,113 | 49,128 | -1,016 | 587,553 | 583,479 | Monthly charge off \$865 |
| Non-Interest Income | | | | | | | |
| Fee Income | 10,674 | 9,398 | 10,287 | -889 | 100,730 | 99,154 | YTD Fee \$13K < EOY 2019, NSF -\$13K, In fees -\$5K |
| Other Operating Income | 3,772 | 3,421 | 4,156 | -735 | 53,094 | 54,504 | YTD \$7K < EOY 2019 from In product sales |
| Gain(Loss) Fixed Assets | 0 | 0 | -3,458 | 3,458 | -34,577 | -41,492 | |
| Other Non-Oper Inc (Exp) | 0 | 0 | -104 | 104 | 19,990 | -158 | |
| Total Non-Interest Income | 14,445 | 12,819 | 10,881 | 1,939 | 139,237 | 112,007 | |
| Non-Interest Expense | | | | | | | |
| Compensation & Benefits | 33,733 | 33,478 | 32,739 | 739 | 325,147 | 337,850 | YTD variance from \$19K increased salary exp |
| Travel & Conference | 44 | 44 | 26 | 18 | 370 | 312 | |
| Office Occupancy | 1,845 | 1,744 | 1,982 | -238 | 23,431 | 23,931 | |
| Office Operations | 4,015 | 4,539 | 4,147 | 392 | 54,798 | 55,565 | |
| Education & Promotion | 787 | 535 | 633 | -98 | 10,654 | 9,902 | |
| Loan Servicing | 541 | 536 | 591 | -54 | 6,566 | 7,098 | |
| Professional & Outside Service | 8,550 | 8,761 | 7,400 | 1,360 | 90,837 | 91,737 | Attorney +\$740, Kasasa, Call Center |
| Operating Fees | 286 | 286 | 237 | 49 | 3,421 | 2,844 | |
| Miscellaneous Operating | 1,356 | 660 | 880 | -220 | 7,613 | 9,113 | |
| Total Non-Interest Expense | 51,157 | 50,582 | 48,634 | 1,948 | 522,834 | 538,352 | |
| Contribution | 14,031 | 10,350 | 11,375 | -1,025 | 203,956 | 157,135 | ROAA good at 1.62% |
| | Monthly Change | Current Balance | Budget | Budget Variance | YTD Change | Yield / Cost | |
| Loans | 89,711 | 11,847,211 | 14,090,001 | -2,242,789 | -5.85% | 6.28% | YTD auto -7.3, other -4% |
| Shares | 108,702 | 10,954,027 | 12,554,690 | -1,600,663 | -8.61% | 1.13% | YTD ckg&Sav +31%, mmkt & CD -24% due to non-member CD's. |
| Loan / Deposits | | 108.15% | | | | | |

| Branch 6 | Previous Month | December Month | Budget Month | Dollar Variance | Current Year | Budget YTD | Explanation of Monthly Variance |
|--------------------------------|-----------------------|------------------------|---------------------|------------------------|---------------------|---------------------|----------------------------------------------------|
| Interest Income | | | | | | | |
| Interest on Loans | 59,086 | 62,293 | 87,221 | -24,928 | 656,931 | 898,697 | Finished year 61% loan growth, yield 77BP above CU |
| Interest Expense | | | | | | | |
| Dividends on Shares/Loan | 4,478 | 3,948 | 6,577 | 2,529 | 75,781 | 87,686 | YTD Higher cost CD's decreased \$1.4M |
| Interest on Borrowings | 5,048 | 5,158 | 0 | | 68,794 | 0 | |
| Net Interest Income | 49,560 | 53,187 | 80,644 | -27,457 | 512,357 | 811,012 | |
| Provision for Loan Loss | 963 | 5,191 | 1,498 | 3,693 | 18,765 | 17,976 | Annual chg off \$65455 charge off ratio .70% |
| Net Income after Provision | 48,597 | 47,996 | 79,146 | -31,150 | 493,591 | 793,036 | Monthly charge off \$25K |
| Non-Interest Income | | | | | | | |
| Fee Income | 5,413 | 6,193 | 6,124 | 69 | 50,455 | 50,519 | YTD Fee \$20K more than EOY 2019, NSF & Doc fees |
| Other Operating Income | 5,027 | 3,977 | 4,573 | -595 | 47,020 | 50,640 | YTD \$7K less than EOY 2019 from interchange inc |
| Gain(Loss) Fixed Assets | 0 | 0 | 0 | 0 | 0 | 0 | |
| Other Non-Oper Inc (Exp) | -44 | -44 | -131 | 87 | -455 | -628 | |
| Total Non-Interest Income | 10,396 | 10,126 | 10,566 | -440 | 97,020 | 100,531 | |
| Non-Interest Expense | | | | | | | |
| Compensation & Benefits | 23,867 | 28,275 | 25,655 | 2,620 | 257,286 | 259,002 | YTD salary \$15K below bud, Ins -19K, tax -2K |
| Travel & Conference | 51 | 51 | 25 | 26 | 408 | 125 | |
| Office Occupancy | 4,415 | 4,862 | 4,841 | 21 | 57,218 | 57,431 | |
| Office Operations | 8,320 | 8,506 | 7,169 | 1,338 | 91,893 | 88,184 | YTD depr, -\$6861 due to equipt damage and replace |
| Education & Promotion | 2,266 | 1,570 | 2,539 | -969 | 22,826 | 23,540 | |
| Loan Servicing | 278 | -51 | 223 | -273 | 1,606 | 2,835 | |
| Professional & Outside Service | 3,448 | 5,376 | 3,605 | 1,771 | 38,318 | 45,138 | YTD Data proc cost +\$4600, PSCU \$1K |
| Operating Fees | 114 | 114 | 113 | 1 | 1,364 | 1,356 | |
| Miscellaneous Operating | 1,298 | 1,200 | 1,496 | -297 | 12,495 | 14,012 | |
| Total Non-Interest Expense | 44,057 | 49,904 | 45,667 | 4,237 | 483,416 | 491,622 | |
| Contribution | 14,937 | 8,218 | 44,045 | -35,827 | 107,195 | 401,945 | ROAA .88% |
| | Monthly Change | Current Balance | Budget | Budget Variance | YTD Change | Yield / Cost | |
| Loans | 343,201 | 11,524,255 | 11,670,583 | -146,327 | 60.98% | 7.03% | YTD autos +\$3.4M, other +\$937K |
| Shares | -661,962 | 3,949,892 | 4,878,626 | -928,733 | -15.19% | 1.76% | YTD ckg & sav +\$480K 59%, higher cost CD's -1.4M |
| Loan / Deposits | | 291.76% | | | | | Low core deposits 33% |