



ASSET LIABILITY MANAGEMENT REPORT

AS OF JANUARY 31, 2002

Prepared for:

Sample Credit Union



Prepared by: CORPORATE NETWORK BROKERAGE SERVICES' CLIENT STRATEGIES GROUP



Report Descriptions

Interest Rate Risk (IRR) Summary Reports – Summarizes key interest rate risk information from three risk evaluation methodologies: income simulation, net economic valuation (NEV) and sensitivity gap into tables, charts and graphs to provide a concise overview of the credit union’s interest rate risk position. The summary section includes the following reports:

Income Forecast Summary Report – Shocked Scenarios: Fluctuations in gross and net income represent interest rate risk. Larger fluctuations represent a higher degree of risk due to the increased uncertainty of outcome. Fluctuations are easily observed with the income summary report.

The Income Forecast Summary Report is divided into two major sections that display twelve-month projected Net Interest Income and Net Income based on core interest rate scenarios. The core scenarios are designed to stress test the balance sheet for weakness and provide a base-level income forecast for use as a benchmark. The core scenarios are performed using the following conditions:

- *Report-date conditions are held constant throughout the forecast to provide a “static” environment for analysis.* The account balances, rates, spreads, balance sheet composition, and interest rates in the marketplace are all held constant throughout the 36-month forecast. This enables the shock tests to precisely reflect the interest rate risk inherent in the balance sheet at report date.
- *A “roll over original” methodology is utilized for maturing balances during the forecast.* When a loan or investment matures it is replaced with a hypothetical instrument having exactly the same characteristics as the original instrument. For example; an investment that was originally a one-year bullet maturity (an instrument having no amortization or call options) would be replaced with a one-year bullet maturity. The choice of roll over original methodology allows the report-date balance sheet composition to be maintained throughout the forecast.
- *Interest rate shocks are instantaneous and sustained throughout the forecast.* This methodology is utilized to provide a “worst case” environment to stress test the balance sheet for weakness. Market interest rates are shocked using +/- 100, 200 and 300 basis point shifts.



Net Economic Valuation (NEV) Summary: – NEV is derived by subtracting the present value of liability cash flows from the present value of asset cashflows. Cashflows are the principal and interest payments received from instruments over time. The result of this calculation is the present value of capital. By observing NEV in various interest rate environments, an economic view of interest rate risk is achieved. NEV offers many advantages over traditional methods in the evaluation interest rate risk including:

- Cash flows over the life of the instrument
- NEV's impact on capital
- Fewer subjective assumptions than income forecasting

CNBS evaluates NEV using immediate and sustained interest rate shocks of +/- 100, 200, and 300 basis points. Fluctuations in NEV are similar to fluctuations in projected income – larger fluctuations translate into greater uncertainty.

Sensitivity Gap Report Graphical Summary: This graphical representation of the gap report depicts the dollar amount of assets and liabilities becoming interest rate sensitive in future time periods. Quarterly time buckets are utilized beginning the first of the month following the date of the report. Marginal sensitivity gap depicts the difference between repricing assets and liabilities for a single time period. Cumulative funds gap provides the cumulative difference between repricing assets and liabilities. The cumulative funds gap is a mismatch measure that provides one view of interest rate risk.

Historical Performance Report: Accumulates key interest rate risk information from previous ALM reports prepared for the credit union. This organization enables a quick evaluation of the level and trends of each element, as well as the average over time. Additionally, this report includes a section displaying averages of these same key elements for the credit union's peer group in the CNBS client database.



Ratio Analysis Report: provides a quick, snap shot summary of the credit union's key financial analysis ratios allowing for easy interpretation of the results of performance. Including in this summary are: percentage contributions to net interest income from various asset categories, performance analysis ratios, capital analysis ratios, asset and liability composition percentages and other important ratios.

Graphs and Pie Charts: Summary graphs and pie charts complete this section designed to provide a quick "visual" evaluation of balance sheet composition and interest rate risk including:

- Net Income
- Balance Sheet Composition
- Investment Portfolio Distribution

Detailed Supporting Reports and Schedules: The key interest rate risk information is presented in detail from the three risk evaluation methodologies including tables, charts and graphs to provide support to the summary pages, as well as a detailed overview of the credit union's interest rate risk position. This section includes the following reports:

Condensed Balance Sheet Report: A one-page report summarizing major balance sheet categories. The weighted average rate and sensitivity of each account as well as the size of the account in relation to the total balance sheet is provided to enable a quick analysis of the composition of the balance sheet.

Earnings Forecast: An income projection is supplied for each interest rate scenario. This report calculates interest income and interest expense for each forecast period. The difference between the two is supplied in the last section, "Net Interest Income." The income and expense figures are based on historical interest rates and balances supplied by the credit union to CNBS, on yield curve assumptions entered into the model's forecast structure, and on expected interest rates for new books of business anticipated by the credit union. Non-interest income and expense is calculated as a percentage of total assets.



Present Value of the Balance Sheet: For each interest rate scenario, a present value and duration report is supplied. The present value is determined by discounting the expected cash flows to a present value. The expected cash flows are generated from month-end balances, rates and account characteristics. The discount rates used to calculate the present value are generated from the interest rate curve in each scenario. The difference between the present value of the assets and liabilities will represent the Net Economic Value (NEV). By comparing the differences in NEV under the various scenarios, one view of interest-rate risk is obtained. The duration measures in this report are dependent on specific assumptions for non-maturity accounts and should not be used directly as a measure of interest-rate sensitivity.

Sensitivity Gap Report: Lists the dollar amount of assets and liabilities that will become interest rate sensitive in the future. Quarterly time periods are utilized beginning the first quarter following the date of the report. The interest rates in the report indicate the rate for those assets and liabilities as of month end, not the rates at which those assets and liabilities will reprice at any time in the future. "Marginal Funds Gap lists the difference between repricing assets and liabilities for a single time period. Cumulative Funds Gap provides the cumulative difference between repricing assets and liabilities. The cumulative funds gap is a mismatch measure that provides one view of interest rate risk.

Static Balance Sheet: Provides a detailed listing of balance sheet accounts at month-end. The balances and rates are derived from information provided by the credit union.

Analysis Assumptions: Details the yield curve, prepayment characteristics, index values and other assumptions utilized in generating the Interest Rate Risk Analysis Reports. The assumptions should be carefully reviewed to fully understand the basic foundation on which the reports are prepared.

ALM Report Definitions: Provides a brief, yet thorough, definition of the terms and expressions used in the preparation of the reports.

Sample Credit Union

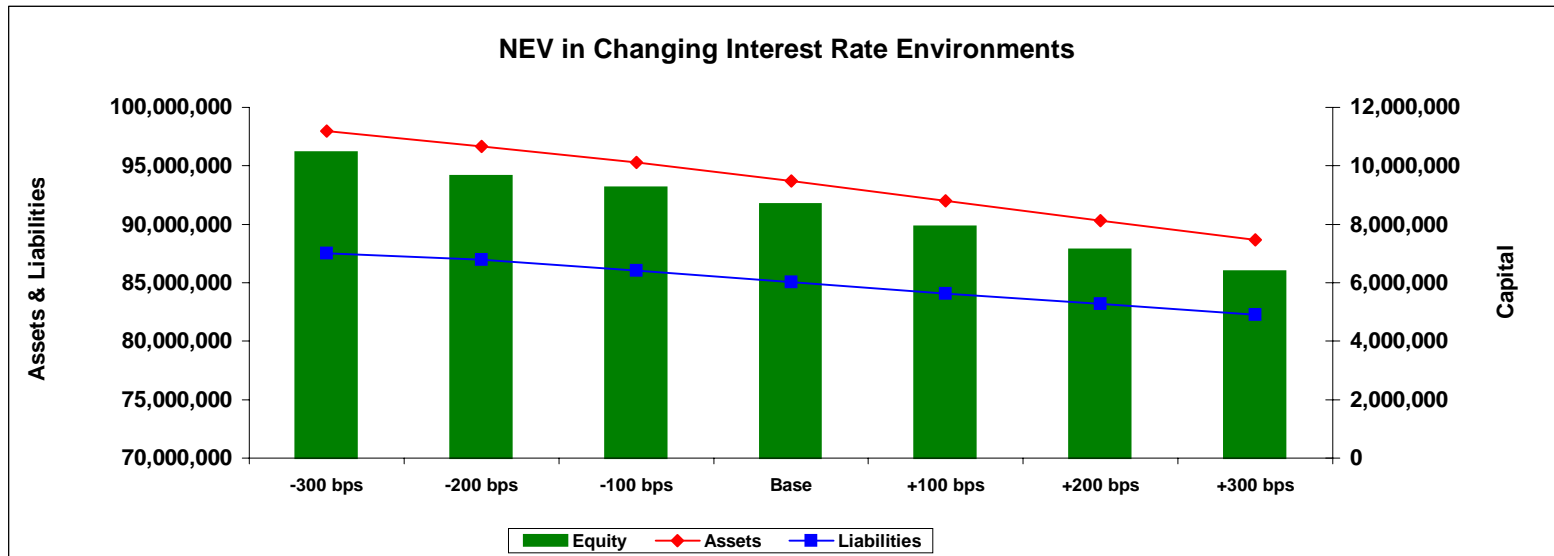


NEV Summary

01/31/02

Risk Management

Market Interest Rate Scenario	NEV Ratio	Net Economic Value	Dollar Value Change from Base	Percentage Change from Base	Policy % Change Limits	Base NEV Ratio Limit	Within Limits?
+300 bps	7.22%	6,401,107	-2,281,381	-26.28%	-30.00%		yes
+200 bps	7.91%	7,145,752	-1,536,737	-17.70%			
+100 bps	8.62%	7,933,744	-748,745	-8.62%			
Base	9.26%	8,682,489				8.00%	yes
-100 bps	9.71%	9,253,051	570,563	6.57%			
-200 bps	10.00%	9,665,081	982,593	11.32%			
-300 bps	10.67%	10,458,768	1,776,279	20.46%	-30.00%		yes



The information generated by the asset/liability model and prepared in this report is based upon data provided by the credit union named and upon assumptions known to and approved by the credit union prior to the generation of the information contained in this report.

Sample Credit Union



Income Summary - Shocked Scenarios

01/31/02

Risk Management

	Market Interest Rate Scenario	12 Month Projected Net Interest Income	Dollar Value Change from Base	Percentage Change from Base	12 Month Projected Net Income	Dollar Value Change from Base	Percentage Change from Base	Net Income Policy Change Limits	Within Limits?
Year 1	+300 bps	\$3,995,306	-\$141,326	-3.42%	\$1,650,639	-\$141,326	-7.89%	-15.00%	yes
	+200 bps	4,049,473	-87,159	-2.11%	1,704,806	-87,159	-4.86%		
	+100 bps	4,098,985	-37,648	-0.91%	1,754,318	-37,648	-2.10%		
	Base	4,136,632			1,791,965				
	-100 bps	4,173,852	37,220	0.90%	1,829,185	37,220	2.08%		
	-200 bps	4,211,853	75,221	1.82%	1,867,186	75,221	4.20%		
	-300 bps	4,238,207	101,574	2.46%	1,893,540	101,574	5.67%	-15.00%	yes
Year 2	+300 bps	\$4,253,551	-\$231,484	-5.16%	1,908,884	-\$231,484	-10.82%		
	+200 bps	4,346,356	-138,679	-3.09%	2,001,689	-138,679	-6.48%		
	+100 bps	4,428,211	-56,824	-1.27%	2,083,544	-56,824	-2.65%		
	Base	4,485,035			2,140,368				
	-100 bps	4,520,505	35,470	0.79%	2,175,838	35,470	1.66%		
	-200 bps	4,532,681	47,646	1.06%	2,188,014	47,646	2.23%		
	-300 bps	4,520,881	35,846	0.80%	2,176,214	35,846	1.67%		
Year 3	+300 bps	4,727,192	\$118,403	2.57%	2,382,525	\$118,403	5.23%		
	+200 bps	4,704,971	96,182	2.09%	2,360,304	96,182	4.25%		
	+100 bps	4,670,774	61,985	1.34%	2,326,107	61,985	2.74%		
	Base	4,608,789			2,264,122				
	-100 bps	4,519,807	-88,982	-1.93%	2,175,140	-88,982	-3.93%		
	-200 bps	4,400,358	-208,431	-4.52%	2,055,691	-208,431	-9.21%		
	-300 bps	4,255,686	-353,103	-7.66%	1,911,019	-353,103	-15.60%		

The shocked scenarios are performed in a static environment to enable the report-date composition of the balance sheet to be stress tested. A static environment, as it is used here, means that the balance, spread, and maturity structure of each instrument as well as the composition of the balance sheet remains unchanged from report-date throughout the entire forecast. Instruments that mature during the forecast are brought back on with the same characteristics and maturity structure as the original instrument. The rate assigned to the new instrument, however, would depend on the rate established for new business and the market rate scenario under evaluation.

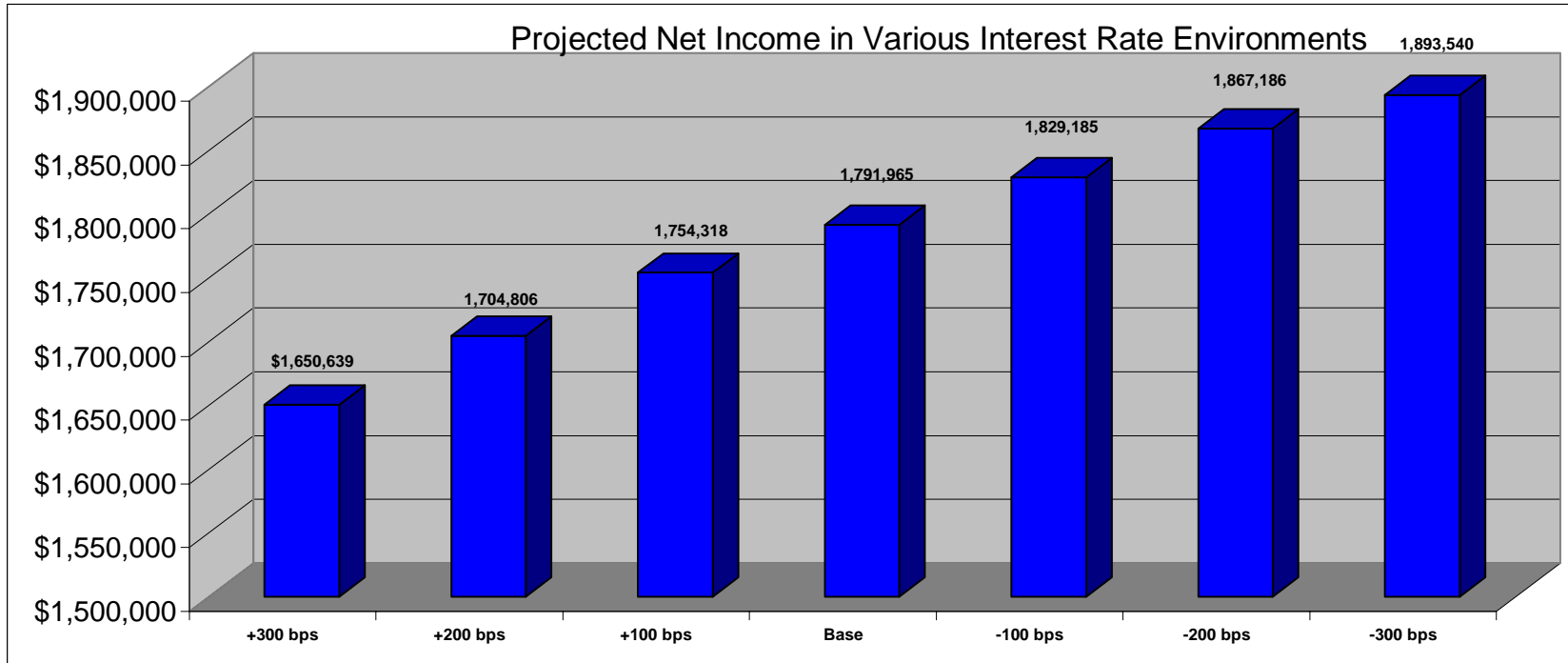
Sample Credit Union



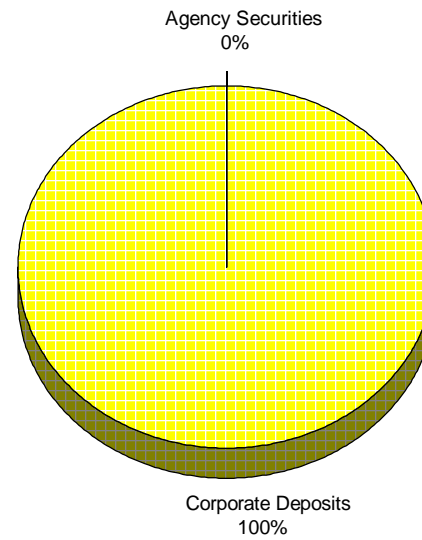
Net Income Graph

01/31/02

Risk Management



Investment Portfolio Distribution



Investment	Balance	Average Rate
Corporate Deposits	4,467,725	1.75
Bank CDs		
Treasury Securities		
Agency Securities		
Mortgage Pools		
CMOs		
Mutual Funds		
Other Investments		
Total Investments	9,967,725	1.76

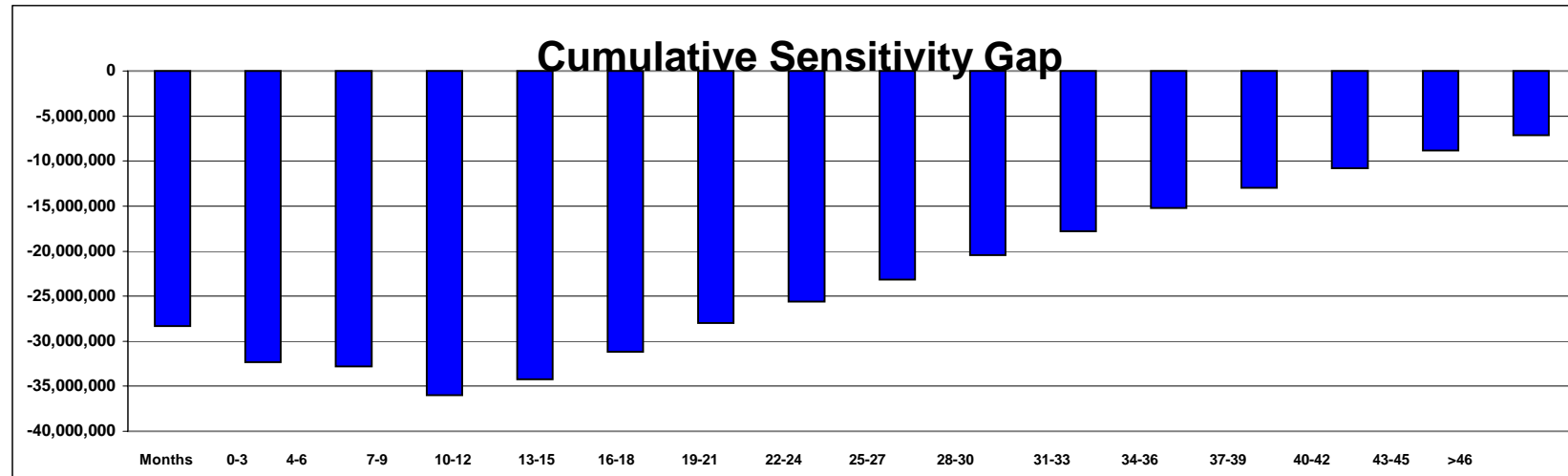
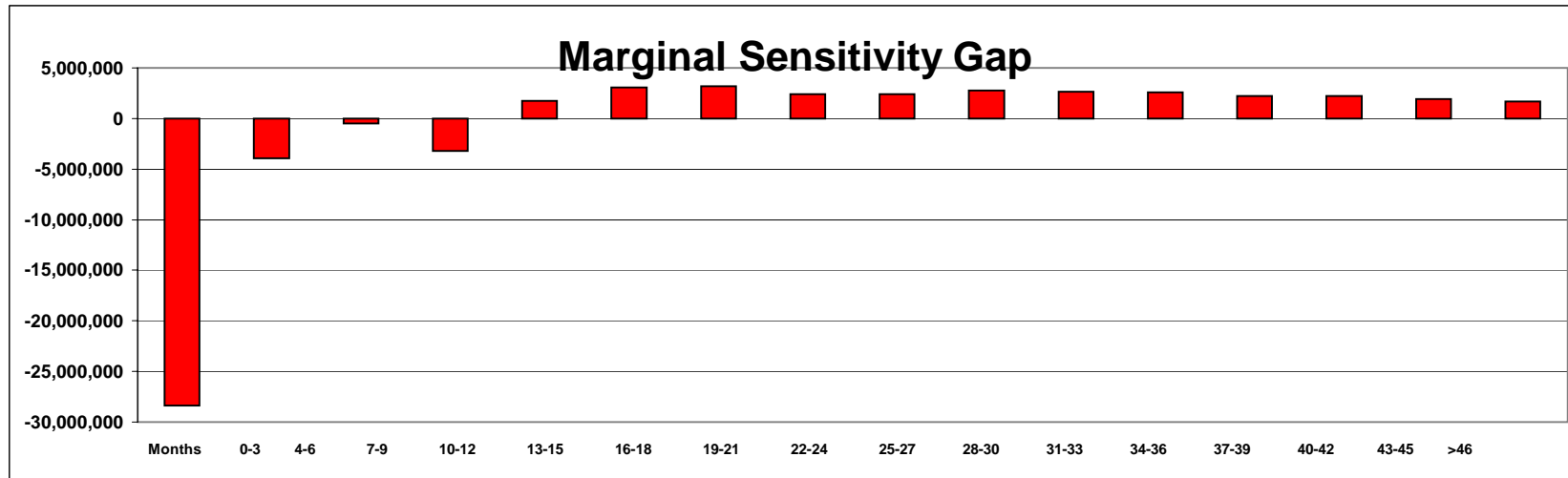
Sample Credit Union



Sensitivity Graph

01/31/02

Risk Management



Sample Credit Union

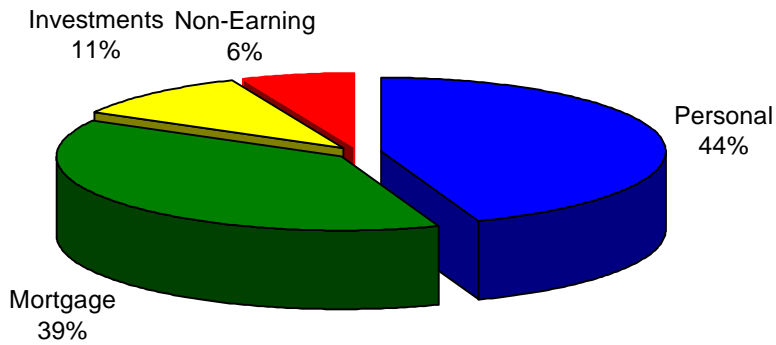


Balance Sheet Composition

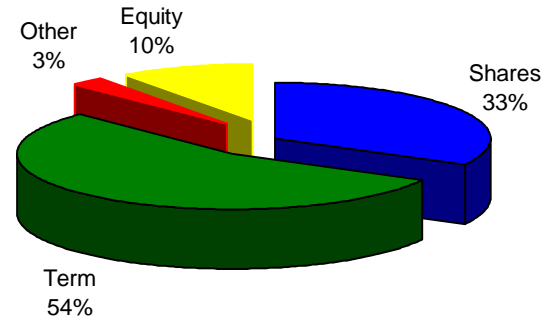
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Risk Management

Major Asset Categories



Major Liability Categories



	Balance	Avg. Rate
Personal	41,608,238	9.42
Mortgage	36,275,263	7.50
Investments	9,967,725	1.76
Non-Earning	6,011,914	0.00
Total Assets	93,577,077	7.30

	Balance	Avg. Rate
Shares	30,761,652	2.49
Term	51,219,022	4.92
Other	2,361,978	0.00
Equity	9,234,425	0.00
Total Liabilities	93,577,077	3.51

Sample Credit Union



Historical Performance

Risk Management

Report Date	Asset Size	Assets Percentage Change	Base Interest Income	Base Int. Inc. Percentage Change	+300 Int. Inc. % Change From Base	-300 Int. Inc. % Change From Base	Base Net Income	Base NI Percentage Change	Return on Assets (ROA)	+300 NI % Change From Base	-300 NI % Change From Base	Book Value of Capital	Capital as % of Assets	+300 NEV % Change From Base	-300 NEV % Change From Base
12/31/2001	\$93,577,077	0	4,136,632	0	-3.42%	2.46%	1,791,965	0	1.91%	-7.89%	5.67%	9,234,425	9.87%	-26.28%	20.46%

Average	\$93,577,077		\$4,136,632	0.00%	-3.42%	2.46%	\$1,791,965		1.91%	-7.89%	5.67%	\$9,234,425	9.87%	-26.28%	20.46%
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*Effective with the 12/31/99 report CNBS implemented core deposit sensitivity pricing, changing the value of the non-maturity share accounts. For details on this change see the assumptions section of this report.

CNBS Client Averages

0 to 100 Million in Assets					1.74%	-6.98%			1.54%	14.24%	-34.76%		11.32%	-14.78%	15.25%
100 to 500 Million in Assets					-6.37%	-0.39%			1.01%	-19.40%	5.00%		11.78%	-27.59%	20.99%
500+ Million in Assets					-20.71%	35.17%			0.91%	-61.16%	88.45%		7.43%	-39.85%	30.85%
All CNBS Clients					-8.44%	9.27%			1.15%	-22.10%	19.56%		10.18%	-27.41%	22.36%

Category Contribution To Net Interest Income*

	+300 bps	Base	-300 bps
Personal Loans	4.40%	4.16%	3.92%
Mortgage Loans	3.11%	2.88%	2.50%
Commercial Loans	0.02%	0.02%	0.02%
Investments	0.49%	0.18%	-0.02%
Total Assets	<u>8.06%</u>	<u>7.26%</u>	<u>6.41%</u>
Share Accounts	0.99%	0.82%	0.65%
Term Accounts	2.80%	2.01%	1.23%
Notes Payable	0.00%	0.00%	0.00%
Total Liabilities	<u>3.79%</u>	<u>2.84%</u>	<u>1.88%</u>
Net Interest Income	4.27%	4.42%	4.53%

Other Important Ratios

Personal Loans/Share Accounts	50.75%
Mortgage Loans/Share Accounts	44.25%
Non-Performing Loans/Share Accounts	0.00%
Loan Loss Reserve/Share Accounts	<u>-0.63%</u>
Total Loans/Share Accounts	94.65%
Personal Loans/Total Loans	53.27%
Mortgage Loans/Total Loans	46.44%
Non-Earning Assets/Total Assets	6.42%
Earning Assets/Total Assets	93.58%

* A category's contribution is derived by dividing its total income (or expense) at the end of the twelve month forecast by total assets.

Performance Analysis

Net Interest Income /Total Assets	4.42%
Non-Interest Income/Total Assets	<u>1.10%</u>
Gross Income/Total Assets	5.52%
Non-Interest Expense/Total Assets	<u>3.61%</u>
Net Income/Total Assets (ROA)	1.91%

Capital Analysis

Net Worth Ratio	9.87%
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Asset Composition

Personal Loans/Total Assets	44.46%
Mortgage Loans/Total Assets	38.77%
Commercial Loans/Total Assets	0.25%
Investments/Total Assets	10.65%
Non-earning Assets/Total Assets	6.42%

Liability Composition

Share Accounts/Total Liabilities	32.87%
Term Accounts/Total Liabilities	54.73%
Notes Payable/Total Liabilities	0.00%
Other Liabilities/Total Liabilities	2.52%
Equity/Total Liabilities	9.87%

Sample Credit Union



Condensed Balance Sheet

01/31/02

Risk Management

<i>Assets</i>	Average Balance	Average Sensitivity*	Average Rate	Percent of Total
Personal Loans				
Secured Loans	38,204,266	803	9.21	40.83%
Unsecured Loans	3,403,972	5,528	11.75	3.64%
Total Personal Loans	41,608,238	1,190	9.42	44.46%
Mortgage Loans				
First Mortgages	23,150,226	1,032	7.76	24.74%
Second Mortgages	572,476	557	10.33	0.61%
Home Equity Loans	10,831,655	845	6.67	11.58%
Other Mortgage Loans	1,720,906	63	8.28	1.84%
Total Mortgage Loans	36,275,263	923	7.50	38.77%
Commercial Loans	230,604	842	8.77	0.25%
Non-performing Loans				
Gross Loans	78,114,104	1,065	8.58	83.48%
Loan Loss Reserve	-516,667			-0.55%
Net Loans	77,597,438	1,065	8.58	82.92%
Investments				
Fed. Funds Sold	5,500,000	1	1.77431	5.88%
Corporate Credit Union Deposits	4,467,725	9	1.75	4.77%
Bank CDs				
Treasury Securities				
Agency Securities				
Mortgage Pools				
CMOs				
Mutual Funds				
Other Fixed Rate Investments				
Other Variable Rate Investments				
Unrealized Gains/Losses				
Total Investments	9,967,725	5	1.76	10.65%
Non-earning Assets	6,011,914			6.42%
Total Assets	93,577,077	945	7.30	100.00%

<i>Liabilities</i>	Average Balance	Average Sensitivity*	Average Rate	Percent of Total
Share Accounts				
Share Drafts	7,632,279	30	1.75	8.16%
Share Savings	15,638,343	30	2.50	16.71%
Money Market Shares	7,391,071	30	3.25	7.90%
Club Accounts	99,959	30	2.50	0.11%
Vacation Shares				
Appreciation/Secondary Shares				
Total Share Accounts	30,761,652	30	2.49	32.87%
Term Accounts				
Certificates	40,555,490	251	4.91	43.34%
IRA Certificates	9,351,592	345	5.11	9.99%
IRA Shares	1,261,235	30	3.86	1.35%
Escrow Accounts	50,705	30	2.50	0.05%
Total Term Accounts	51,219,022	263	4.92	54.73%
Notes Payable				
Other Liabilities	2,361,978			2.52%
Total Liabilities	84,342,652	175	3.51	90.13%
Equity				
Undivided Earnings	6,245,482			6.67%
Reserves	2,547,424			2.72%
Unrealized Gains/Losses				
Total Equity	9,234,425			9.87%
Total Liabilities and Equity	93,577,077	175	3.51	100.00%

* Presented in days

Sample Credit Union



Interest Income Forecast - Base scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	May-02			Jul-02			Oct-02			Jan-03			Year 1
	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Income
Assets													
Personal Loans													
Secured Loans													
Share Certificate	1,516,845	24,183	6.47	1,516,845	23,514	6.22	1,516,845	23,581	6.17	1,516,845	23,438	6.13	94,716
Other - Fixed Rate	1,760,820	39,556	9.11	1,760,820	39,824	9.07	1,760,820	40,095	9.03	1,760,820	39,965	9.00	159,440
Other - Variable Rate													
Automobile Loans	29,945,565	680,548	9.22	29,945,565	687,415	9.21	29,945,565	694,403	9.20	29,945,565	693,854	9.19	2,756,221
Automobile Leases													
Miscellaneous Loans	4,981,035	119,910	9.76	4,981,035	121,275	9.77	4,981,035	122,503	9.76	4,981,035	122,384	9.75	486,072
Unsecured Loans													
Signature	88,502	2,725	12.49	88,502	2,744	12.44	88,502	2,766	12.40	88,502	2,762	12.38	10,997
Line of Credit	315,364	12,689	16.32	315,364	12,826	16.31	315,364	12,963	16.31	315,364	12,960	16.30	51,437
Student	6,600	58	3.56	6,600	59	3.56	6,600	59	3.56	6,600	59	3.56	235
Credit Card Loans	2,002,171	48,875	9.90	2,002,171	49,418	9.90	2,002,171	49,961	9.90	2,002,171	49,961	9.90	198,215
Other Unsecured Loans	991,336	34,380	14.07	991,336	34,553	13.98	991,336	34,832	13.94	991,336	34,790	13.92	138,555
Total Personal Loans	41,608,238	962,924	9.39	41,608,238	971,628	9.37	41,608,238	981,163	9.36	41,608,238	980,173	9.35	3,895,888
Mortgage Loans													
First Mortgages	23,150,226	440,821	7.72	23,150,226	443,186	7.68	23,150,226	446,070	7.64	23,150,226	444,592	7.62	1,774,668
Second Mortgages	572,476	14,573	10.32	572,476	14,717	10.31	572,476	14,863	10.30	572,476	14,849	10.29	59,002
Home Equity Loans	10,831,655	179,259	6.71	10,831,655	180,691	6.69	10,831,655	182,102	6.67	10,831,655	181,756	6.66	723,807
Other Mortgage Loans	1,720,906	34,271	8.08	1,720,906	35,194	8.20	1,720,906	35,842	8.26	1,720,906	35,924	8.28	141,232
Total Mortgage Loans	36,275,263	668,923	7.48	36,275,263	673,788	7.45	36,275,263	678,877	7.42	36,275,263	677,120	7.41	2,698,708
Commercial Loans	230,604	4,936	8.68	230,604	4,995	8.69	230,604	5,053	8.69	230,604	5,055	8.70	20,040
Total Loans	77,597,438	1,636,783	8.55	77,597,438	1,650,412	8.53	77,597,438	1,665,094	8.51	77,597,438	1,662,348	8.50	6,614,637
Investments													
Corporate Credit Union Deposits	4,467,725	17,284	1.57	4,467,725	17,318	1.55	4,467,725	17,508	1.55	4,467,725	17,508	1.55	69,619
Bank CDs													
Treasury Securities													
Agency Securities													
Mortgage Pools													
CMOs													
Mutual Funds													
Other Fixed Rate Investments													
Other Variable Rate Investments													
Total Investments	9,967,725	41,016	1.67	9,967,725	41,315	1.66	9,967,725	41,769	1.66	9,967,725	41,769	1.66	165,869
Total Assets	93,753,389	1,678,560	7.26	93,800,673	1,692,702	7.24	94,177,837	1,709,512	7.20	94,673,912	1,708,955	7.16	6,789,730

Sample Credit Union



Interest Income Forecast - Base scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	May-02			Jul-02			Oct-02			Jan-03			Year 1
	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Expense
Liabilities													
Share Accounts													
Share Drafts	7,632,279	32,934	1.75	7,632,279	33,300	1.75	7,632,279	33,666	1.75	7,632,279	33,666	1.75	133,565
Share Savings	15,638,343	96,401	2.50	15,638,343	97,472	2.50	15,638,343	98,543	2.50	15,638,343	98,543	2.50	390,959
Money Market Shares	7,391,071	59,236	3.25	7,391,071	59,888	3.25	7,391,071	60,546	3.25	7,391,071	60,546	3.25	240,216
Club Accounts	99,959	616	2.50	99,959	623	2.50	99,959	630	2.50	99,959	630	2.50	2,499
Vacation Accounts													
Appreciation/Secondary Shares													
Total Share Accounts	30,761,652	189,186	2.49	30,761,652	191,283	2.49	30,761,652	193,385	2.49	30,761,652	193,385	2.49	767,238
Term Accounts													
Certificates	40,555,490	426,649	4.27	40,555,490	360,672	3.57	40,555,490	341,847	3.34	40,555,490	324,024	3.17	1,453,192
IRA Certificates	9,351,592	109,718	4.76	9,351,592	94,547	4.06	9,351,592	90,596	3.84	9,351,592	85,567	3.63	380,428
IRA Shares	1,261,235	11,999	3.86	1,261,235	12,138	3.86	1,261,235	12,271	3.86	1,261,235	12,271	3.86	48,679
Escrow Account	50,705	313	2.50	50,705	316	2.50	50,705	320	2.50	50,705	320	2.50	1,268
Total Term Accounts	51,219,022	548,679	4.34	51,219,022	467,673	3.66	51,219,022	445,034	3.45	51,219,022	422,181	3.27	1,883,566
Notes Payable													
Total Liabilities & Equity	93,753,389	739,770	3.20	93,800,673	659,344	2.82	94,177,837	638,418	2.69	94,673,912	615,565	2.58	2,653,097
Net Interest Income		938,790			1,033,358			1,071,094			1,093,390		
Cumulative Net Interest Income		938,790			1,972,149			3,043,243			4,136,632		4,136,632
Net Interest Margin		4.06%			4.42%			4.51%			4.58%		
Non-Interest Income		258,276			258,276			258,276			258,276		
Non-Interest Expense		844,443			844,443			844,443			844,443		
Net Non-interest Income		-586,167			-586,167			-586,167			-586,167		-2,344,667
Net Income		352,623			447,192			484,927			507,223		1,791,965

Sample Credit Union



Interest Income Forecast - Base scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-03			Jul-03			Oct-03			Jan-04			Year 2
	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Income
Assets													
Personal Loans													
Secured Loans													
Share Certificate	1,516,845	22,846	6.11	1,516,845	23,035	6.09	1,516,845	23,229	6.08	1,516,845	23,180	6.06	92,289
Other - Fixed Rate	1,760,820	39,025	8.99	1,760,820	39,424	8.98	1,760,820	39,855	8.98	1,760,820	39,866	8.98	158,169
Other - Variable Rate													
Automobile Loans	29,945,565	678,233	9.19	29,945,565	685,280	9.18	29,945,565	692,348	9.17	29,945,565	691,947	9.17	2,747,809
Automobile Leases													
Miscellaneous Loans	4,981,035	119,597	9.74	4,981,035	120,818	9.73	4,981,035	122,057	9.72	4,981,035	121,974	9.72	484,446
Unsecured Loans													
Signature	88,502	2,697	12.36	88,502	2,721	12.33	88,502	2,752	12.34	88,502	2,763	12.39	10,933
Line of Credit	315,364	12,674	16.30	315,364	12,811	16.29	315,364	12,947	16.29	315,364	12,943	16.28	51,375
Student	6,600	58	3.56	6,600	59	3.56	6,600	59	3.56	6,600	59	3.56	235
Credit Card Loans	2,002,171	48,875	9.90	2,002,171	49,418	9.90	2,002,171	49,961	9.90	2,002,171	49,961	9.90	198,215
Other Unsecured Loans	991,336	34,046	13.93	991,336	34,440	13.93	991,336	34,834	13.94	991,336	34,866	13.95	138,186
Total Personal Loans	41,608,238	958,050	9.34	41,608,238	968,006	9.33	41,608,238	978,041	9.33	41,608,238	977,559	9.32	3,881,656
Mortgage Loans													
First Mortgages	23,150,226	433,835	7.60	23,150,226	437,837	7.59	23,150,226	442,102	7.58	23,150,226	441,806	7.57	1,755,579
Second Mortgages	572,476	14,515	10.28	572,476	14,671	10.28	572,476	14,832	10.28	572,476	14,838	10.28	58,857
Home Equity Loans	10,831,655	177,466	6.64	10,831,655	179,108	6.63	10,831,655	180,932	6.63	10,831,655	180,760	6.62	718,267
Other Mortgage Loans	1,720,906	35,108	8.27	1,720,906	35,534	8.28	1,720,906	35,896	8.28	1,720,906	35,910	8.28	142,448
Total Mortgage Loans	36,275,263	660,924	7.39	36,275,263	667,150	7.38	36,275,263	673,763	7.37	36,275,263	673,315	7.36	2,675,152
Commercial Loans	230,604	4,947	8.70	230,604	5,004	8.70	230,604	5,060	8.71	230,604	5,062	8.71	20,073
Total Loans	77,597,438	1,623,921	8.49	77,597,438	1,640,159	8.48	77,597,438	1,656,864	8.47	77,597,438	1,655,936	8.47	6,576,882
Investments													
Corporate Credit Union Deposits	4,467,725	17,128	1.55	4,467,725	17,318	1.55	4,467,725	17,508	1.55	4,467,725	17,508	1.55	69,463
Bank CDs													
Treasury Securities													
Agency Securities													
Mortgage Pools													
CMOs													
Mutual Funds													
Other Fixed Rate Investments													
Other Variable Rate Investments													
Total Investments	9,967,725	40,861	1.66	9,967,725	41,315	1.66	9,967,725	41,769	1.66	9,967,725	41,769	1.66	165,713
Total Assets	95,179,899	1,671,698	7.12	95,697,874	1,690,727	7.09	96,237,644	1,710,369	7.05	96,789,854	1,711,877	7.02	6,784,671

Sample Credit Union



Interest Income Forecast - Base scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-03			Jul-03			Oct-03			Jan-04			Year 2
	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Expense
Liabilities													
Share Accounts													
Share Drafts	7,632,279	32,934	1.75	7,632,279	33,300	1.75	7,632,279	33,666	1.75	7,632,279	33,666	1.75	133,565
Share Savings	15,638,343	96,401	2.50	15,638,343	97,472	2.50	15,638,343	98,543	2.50	15,638,343	98,543	2.50	390,959
Money Market Shares	7,391,071	59,230	3.25	7,391,071	59,888	3.25	7,391,071	60,546	3.25	7,391,071	60,546	3.25	240,210
Club Accounts	99,959	616	2.50	99,959	623	2.50	99,959	630	2.50	99,959	630	2.50	2,499
Vacation Accounts													
Appreciation/Secondary Shares													
Total Share Accounts	30,761,652	189,181	2.49	30,761,652	191,283	2.49	30,761,652	193,385	2.49	30,761,652	193,385	2.49	767,232
Term Accounts													
Certificates	40,555,490	300,039	3.00	40,555,490	291,300	2.88	40,555,490	292,144	2.86	40,555,490	289,711	2.83	1,173,193
IRA Certificates	9,351,592	79,243	3.44	9,351,592	78,327	3.36	9,351,592	77,740	3.30	9,351,592	73,948	3.14	309,258
IRA Shares	1,261,235	12,004	3.86	1,261,235	12,138	3.86	1,261,235	12,271	3.86	1,261,235	12,271	3.86	48,684
Escrow Account	50,705	313	2.50	50,705	316	2.50	50,705	320	2.50	50,705	320	2.50	1,268
Total Term Accounts	51,219,022	391,599	3.10	51,219,022	382,080	2.99	51,219,022	382,474	2.96	51,219,022	376,249	2.91	1,532,403
Notes Payable													
Total Liabilities & Equity	95,179,899	580,780	2.47	95,697,874	573,363	2.40	96,237,644	575,859	2.37	96,789,854	569,634	2.33	2,299,635
Net Interest Income		1,090,918			1,117,365			1,134,510			1,142,243		4,485,035
Cumulative Net Interest Income		5,227,551			6,344,915			7,479,425			8,621,668		
Net Interest Margin		4.65%			4.68%			4.68%			4.68%		
Non-Interest Income		258,276			258,276			258,276			258,276		
Non-Interest Expense		844,443			844,443			844,443			844,443		
Net Non-interest Income		-586,167			-586,167			-586,167			-586,167		-2,344,667
Net Income		504,751			531,198			548,343			556,076		2,140,368

Sample Credit Union



Interest Income Forecast - Base scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-04			Jul-04			Oct-04			Jan-05			Year 3
	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Income
Assets													
Personal Loans													
Secured Loans													
Share	1,516,845	22,825	6.05	1,516,845	22,791	6.04	1,516,845	23,013	6.04	1,516,845	22,987	6.03	91,616
Certificate													
Other - Fixed Rate	1,760,820	39,348	8.99	1,760,820	39,372	8.99	1,760,820	39,822	9.00	1,760,820	39,844	9.00	158,386
Other - Variable Rate													
Automobile Loans	29,945,565	682,334	9.16	29,945,565	682,257	9.16	29,945,565	689,943	9.17	29,945,565	690,129	9.17	2,744,662
Automobile Leases													
Miscellaneous Loans	4,981,035	120,243	9.71	4,981,035	120,167	9.70	4,981,035	121,398	9.70	4,981,035	121,307	9.69	483,116
Unsecured Loans													
Signature	88,502	2,741	12.46	88,502	2,757	12.53	88,502	2,803	12.60	88,502	2,805	12.61	11,107
Line of Credit	315,364	12,762	16.28	315,364	12,757	16.27	315,364	12,892	16.26	315,364	12,886	16.26	51,298
Student	6,600	58	3.56	6,600	58	3.56	6,600	59	3.56	6,600	59	3.56	235
Credit Card Loans	2,002,171	49,283	9.90	2,002,171	49,283	9.90	2,002,171	49,825	9.90	2,002,171	49,825	9.90	198,215
Other Unsecured Loans	991,336	34,422	13.97	991,336	34,453	13.98	991,336	34,865	13.99	991,336	34,898	14.00	138,638
Total Personal Loans	41,608,238	964,017	9.32	41,608,238	963,895	9.32	41,608,238	974,621	9.32	41,608,238	974,740	9.32	3,877,272
Mortgage Loans													
First Mortgages	23,150,226	435,699	7.57	23,150,226	435,746	7.57	23,150,226	440,709	7.57	23,150,226	440,982	7.58	1,753,136
Second Mortgages	572,476	14,645	10.29	572,476	14,654	10.30	572,476	14,823	10.30	572,476	14,831	10.31	58,952
Home Equity Loans	10,831,655	178,184	6.62	10,831,655	178,012	6.61	10,831,655	180,000	6.61	10,831,655	179,994	6.61	716,190
Other Mortgage Loans	1,720,906	35,404	8.27	1,720,906	35,409	8.28	1,720,906	35,784	8.27	1,720,906	35,810	8.28	142,407
Total Mortgage Loans	36,275,263	663,932	7.36	36,275,263	663,821	7.36	36,275,263	671,316	7.36	36,275,263	671,617	7.37	2,670,686
Commercial Loans	230,604	4,995	8.71	230,604	4,997	8.72	230,604	5,054	8.72	230,604	5,056	8.72	20,103
Total Loans	77,597,438	1,632,944	8.46	77,597,438	1,632,712	8.46	77,597,438	1,650,992	8.46	77,597,438	1,651,413	8.47	6,568,061
Investments													
Corporate Credit Union Deposits	4,467,725	17,271	1.55	4,467,725	17,271	1.55	4,467,725	17,461	1.55	4,467,725	17,461	1.55	69,463
Bank CDs													
Treasury Securities													
Agency Securities													
Mortgage Pools													
CMOs													
Mutual Funds													
Other Fixed Rate Investments													
Other Variable Rate Investments													
Total Investments	9,967,725	41,202	1.66	9,967,725	41,202	1.66	9,967,725	41,655	1.66	9,967,725	41,655	1.66	165,713
Total Assets	97,343,278	1,690,533	6.98	97,897,791	1,692,714	6.95	98,464,715	1,714,146	6.93	99,042,262	1,717,108	6.90	6,814,502

Sample Credit Union



Interest Income Forecast - Base scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-04			Jul-04			Oct-04			Jan-05			Year 3
	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Expense
Liabilities													
Share Accounts													
Share Drafts	7,632,279	33,209	1.75	7,632,279	33,209	1.75	7,632,279	33,574	1.75	7,632,279	33,574	1.75	133,565
Share Savings	15,638,343	97,206	2.50	15,638,343	97,206	2.50	15,638,343	98,274	2.50	15,638,343	98,274	2.50	390,959
Money Market Shares	7,391,071	59,724	3.25	7,391,071	59,724	3.25	7,391,071	60,381	3.25	7,391,071	60,381	3.25	240,210
Club Accounts	99,959	621	2.50	99,959	621	2.50	99,959	628	2.50	99,959	628	2.50	2,499
Vacation Accounts													
Appreciation/Secondary Shares													
Total Share Accounts	30,761,652	190,760	2.49	30,761,652	190,760	2.49	30,761,652	192,856	2.49	30,761,652	192,856	2.49	767,232
Term Accounts													
Certificates	40,555,490	279,767	2.77	40,555,490	276,140	2.74	40,555,490	277,906	2.73	40,555,490	277,475	2.72	1,111,287
IRA Certificates	9,351,592	70,648	3.04	9,351,592	68,973	2.97	9,351,592	69,070	2.94	9,351,592	68,551	2.92	277,243
IRA Shares	1,261,235	12,104	3.86	1,261,235	12,104	3.86	1,261,235	12,237	3.86	1,261,235	12,237	3.86	48,684
Escrow Account	50,705	315	2.50	50,705	315	2.50	50,705	319	2.50	50,705	319	2.50	1,268
Total Term Accounts	51,219,022	362,835	2.85	51,219,022	357,532	2.81	51,219,022	359,532	2.79	51,219,022	358,582	2.79	1,438,481
Notes Payable													
Total Liabilities & Equity	97,343,278	553,594	2.29	97,897,791	548,292	2.25	98,464,715	552,388	2.23	99,042,262	551,438	2.21	2,205,713
Net Interest Income		1,136,939			1,144,422			1,161,758			1,165,670		4,608,789
Cumulative Net Interest Income		9,758,607			10,903,028			12,064,786			13,230,457		
Net Interest Margin		4.70%			4.70%			4.69%			4.68%		
Non-Interest Income		258,276			258,276			258,276			258,276		
Non-Interest Expense		844,443			844,443			844,443			844,443		
Net Non-interest Income		-586,167			-586,167			-586,167			-586,167		-2,344,667
Net Income		550,772			558,255			575,591			579,504		2,264,122

Sample Credit Union



Interest Income Forecast - Up 100 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	May-02			Jul-02			Oct-02			Jan-03			Year 1
	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Income
Assets													
Personal Loans													
Secured Loans													
Share	1,516,845	25,678	6.87	1,516,845	25,903	6.85	1,516,845	26,333	6.89	1,516,845	26,400	6.90	104,314
Certificate													
Other - Fixed Rate	1,760,820	39,727	9.15	1,760,820	40,237	9.17	1,760,820	40,755	9.18	1,760,820	40,864	9.21	161,583
Other - Variable Rate													
Automobile Loans	29,945,565	684,556	9.27	29,945,565	697,370	9.34	29,945,565	710,250	9.41	29,945,565	715,392	9.48	2,807,569
Automobile Leases													
Miscellaneous Loans	4,981,035	120,352	9.80	4,981,035	122,310	9.85	4,981,035	124,053	9.88	4,981,035	124,408	9.91	491,124
Unsecured Loans													
Signature	88,502	2,766	12.68	88,502	2,803	12.70	88,502	2,838	12.72	88,502	2,846	12.76	11,253
Line of Credit	315,364	13,321	17.13	315,364	13,470	17.13	315,364	13,620	17.13	315,364	13,621	17.14	54,032
Student	6,600	58	3.57	6,600	59	3.59	6,600	60	3.61	6,600	60	3.63	238
Credit Card Loans	2,002,171	48,878	9.90	2,002,171	49,425	9.90	2,002,171	49,973	9.90	2,002,171	49,978	9.90	198,255
Other Unsecured Loans	991,336	34,831	14.25	991,336	35,463	14.35	991,336	36,115	14.45	991,336	36,380	14.56	142,789
Total Personal Loans	41,608,238	970,167	9.46	41,608,238	987,041	9.51	41,608,238	1,003,998	9.57	41,608,238	1,009,949	9.63	3,971,156
Mortgage Loans													
First Mortgages	23,150,226	443,636	7.77	23,150,226	449,999	7.80	23,150,226	456,589	7.82	23,150,226	458,423	7.86	1,808,646
Second Mortgages	572,476	14,680	10.40	572,476	14,980	10.50	572,476	15,273	10.58	572,476	15,392	10.67	60,325
Home Equity Loans	10,831,655	181,457	6.79	10,831,655	188,909	7.00	10,831,655	191,659	7.02	10,831,655	192,543	7.05	754,568
Other Mortgage Loans	1,720,906	36,287	8.55	1,720,906	38,824	9.05	1,720,906	40,115	9.25	1,720,906	40,262	9.28	155,488
Total Mortgage Loans	36,275,263	676,059	7.56	36,275,263	692,712	7.66	36,275,263	703,637	7.70	36,275,263	706,621	7.73	2,779,028
Commercial Loans	230,604	5,177	9.11	230,604	5,249	9.13	230,604	5,319	9.15	230,604	5,331	9.17	21,076
Total Loans	77,597,438	1,651,404	8.63	77,597,438	1,685,001	8.71	77,597,438	1,712,954	8.76	77,597,438	1,721,900	8.80	6,771,260
Investments													
Corporate Credit Union Deposits	4,467,725	27,261	2.47	4,467,725	28,457	2.55	4,467,725	28,770	2.55	4,467,725	28,770	2.55	113,257
Bank CDs													
Treasury Securities													
Agency Securities													
Mortgage Pools													
CMOs													
Mutual Funds													
Other Fixed Rate Investments													
Other Variable Rate Investments													
Total Investments	9,967,725	64,556	2.63	9,967,725	66,166	2.66	9,967,725	66,893	2.66	9,967,725	66,893	2.66	264,507
Total Assets	93,761,429	1,717,209	7.43	93,795,720	1,752,666	7.49	94,174,274	1,783,987	7.52	94,648,437	1,796,219	7.53	7,050,081

Sample Credit Union



Interest Income Forecast - Up 100 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	May-02			Jul-02			Oct-02			Jan-03			Year 1
	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Expense
Liabilities													
Share Accounts													
Share Drafts	7,632,279	32,934	1.75	7,632,279	36,541	1.92	7,632,279	38,475	2.00	7,632,279	38,475	2.00	146,425
Share Savings	15,638,343	96,401	2.50	15,638,343	104,113	2.67	15,638,343	108,397	2.75	15,638,343	108,397	2.75	417,308
Money Market Shares	7,391,071	59,236	3.25	7,391,071	63,027	3.42	7,391,071	65,203	3.50	7,391,071	65,203	3.50	252,669
Club Accounts	99,959	616	2.50	99,959	665	2.67	99,959	693	2.75	99,959	693	2.75	2,667
Vacation Accounts													
Appreciation/Secondary Shares													
Total Share Accounts	30,761,652	189,186	2.49	30,761,652	204,346	2.66	30,761,652	212,769	2.74	30,761,652	212,769	2.74	819,069
Term Accounts													
Certificates	40,555,490	445,615	4.46	40,555,490	407,755	4.03	40,555,490	403,415	3.95	40,555,490	400,019	3.91	1,656,803
IRA Certificates	9,351,592	112,231	4.87	9,351,592	103,602	4.44	9,351,592	102,770	4.36	9,351,592	100,971	4.28	419,575
IRA Shares	1,261,235	11,999	3.86	1,261,235	12,673	4.03	1,261,235	13,066	4.11	1,261,235	13,066	4.11	50,804
Escrow Account	50,705	313	2.50	50,705	338	2.67	50,705	351	2.75	50,705	351	2.75	1,353
Total Term Accounts	51,219,022	570,157	4.51	51,219,022	524,368	4.11	51,219,022	519,602	4.02	51,219,022	514,407	3.98	2,128,534
Notes Payable													
Total Liabilities & Equity	93,761,429	762,338	3.30	93,795,720	729,213	3.12	94,174,274	732,371	3.09	94,648,437	727,176	3.05	2,951,097
Net Interest Income		954,872			1,023,453			1,051,616			1,069,044		
Cumulative Net Interest Income		954,872			1,978,325			3,029,941			4,098,985		4,098,985
Net Interest Margin		4.13%			4.38%			4.43%			4.48%		
Non-Interest Income		258,276			258,276			258,276			258,276		
Non-Interest Expense		844,443			844,443			844,443			844,443		
Net Non-interest Income		-586,167			-586,167			-586,167			-586,167		-2,344,667
Net Income		368,705			437,287			465,449			482,877		1,754,318

Sample Credit Union



Interest Income Forecast - Up 100 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-03			Jul-03			Oct-03			Jan-04			Year 2
	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Income
Assets													
Personal Loans													
Secured Loans													
Share Certificate	1,516,845	25,864	6.92	1,516,845	26,182	6.92	1,516,845	26,495	6.93	1,516,845	26,519	6.94	105,060
Other - Fixed Rate	1,760,820	40,122	9.24	1,760,820	40,744	9.28	1,760,820	41,393	9.33	1,760,820	41,603	9.37	163,863
Other - Variable Rate													
Automobile Loans	29,945,565	704,673	9.54	29,945,565	717,275	9.61	29,945,565	729,814	9.67	29,945,565	734,298	9.73	2,886,060
Automobile Leases													
Miscellaneous Loans	4,981,035	122,021	9.93	4,981,035	123,707	9.96	4,981,035	125,400	9.99	4,981,035	125,729	10.01	496,857
Unsecured Loans													
Signature	88,502	2,791	12.79	88,502	2,830	12.82	88,502	2,874	12.88	88,502	2,896	12.98	11,390
Line of Credit	315,364	13,326	17.14	315,364	13,476	17.14	315,364	13,626	17.14	315,364	13,627	17.14	54,055
Student	6,600	59	3.66	6,600	61	3.68	6,600	62	3.70	6,600	62	3.72	243
Credit Card Loans	2,002,171	48,897	9.90	2,002,171	49,445	9.91	2,002,171	49,993	9.91	2,002,171	49,999	9.91	198,334
Other Unsecured Loans	991,336	35,833	14.66	991,336	36,437	14.74	991,336	36,988	14.80	991,336	37,120	14.86	146,379
Total Personal Loans	41,608,238	993,589	9.68	41,608,238	1,010,157	9.74	41,608,238	1,026,644	9.79	41,608,238	1,031,851	9.84	4,062,241
Mortgage Loans													
First Mortgages	23,150,226	450,315	7.89	23,150,226	457,246	7.92	23,150,226	464,253	7.96	23,150,226	466,270	7.99	1,838,084
Second Mortgages	572,476	15,165	10.74	572,476	15,432	10.81	572,476	15,692	10.87	572,476	15,776	10.93	62,064
Home Equity Loans	10,831,655	189,162	7.08	10,831,655	192,039	7.11	10,831,655	195,098	7.15	10,831,655	195,978	7.18	772,277
Other Mortgage Loans	1,720,906	39,347	9.27	1,720,906	39,824	9.28	1,720,906	40,231	9.27	1,720,906	40,246	9.28	159,648
Total Mortgage Loans	36,275,263	693,988	7.76	36,275,263	704,541	7.79	36,275,263	715,274	7.82	36,275,263	718,270	7.86	2,832,073
Commercial Loans	230,604	5,226	9.19	230,604	5,295	9.21	230,604	5,365	9.23	230,604	5,377	9.25	21,263
Total Loans	77,597,438	1,692,803	8.85	77,597,438	1,719,993	8.89	77,597,438	1,747,283	8.93	77,597,438	1,755,499	8.98	6,915,578
Investments													
Corporate Credit Union Deposits	4,467,725	28,144	2.55	4,467,725	28,457	2.55	4,467,725	28,770	2.55	4,467,725	28,770	2.55	114,140
Bank CDs													
Treasury Securities													
Agency Securities													
Mortgage Pools													
CMOs													
Mutual Funds													
Other Fixed Rate Investments													
Other Variable Rate Investments													
Total Investments	9,967,725	65,439	2.66	9,967,725	66,166	2.66	9,967,725	66,893	2.66	9,967,725	66,893	2.66	265,390
Total Assets	95,129,815	1,768,770	7.54	95,625,823	1,800,205	7.55	96,150,945	1,832,017	7.56	96,696,709	1,844,015	7.57	7,245,008

Sample Credit Union



Interest Income Forecast - Up 100 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-03			Jul-03			Oct-03			Jan-04			Year 2
	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Expense
Liabilities													
Share Accounts													
Share Drafts	7,632,279	37,639	2.00	7,632,279	38,057	2.00	7,632,279	38,475	2.00	7,632,279	38,475	2.00	152,646
Share Savings	15,638,343	106,041	2.75	15,638,343	107,219	2.75	15,638,343	108,397	2.75	15,638,343	108,397	2.75	430,054
Money Market Shares	7,391,071	63,786	3.50	7,391,071	64,495	3.50	7,391,071	65,203	3.50	7,391,071	65,203	3.50	258,687
Club Accounts	99,959	678	2.75	99,959	685	2.75	99,959	693	2.75	99,959	693	2.75	2,749
Vacation Accounts													
Appreciation/Secondary Shares													
Total Share Accounts	30,761,652	208,143	2.74	30,761,652	210,456	2.74	30,761,652	212,769	2.74	30,761,652	212,769	2.74	844,136
Term Accounts													
Certificates	40,555,490	385,103	3.85	40,555,490	381,788	3.78	40,555,490	385,046	3.77	40,555,490	384,186	3.76	1,536,123
IRA Certificates	9,351,592	96,354	4.18	9,351,592	96,384	4.13	9,351,592	96,513	4.09	9,351,592	94,056	3.99	383,307
IRA Shares	1,261,235	12,782	4.11	1,261,235	12,924	4.11	1,261,235	13,066	4.11	1,261,235	13,066	4.11	51,837
Escrow Account	50,705	344	2.75	50,705	348	2.75	50,705	351	2.75	50,705	351	2.75	1,394
Total Term Accounts	51,219,022	494,582	3.92	51,219,022	491,444	3.85	51,219,022	494,976	3.83	51,219,022	491,659	3.81	1,972,660
Notes Payable													
Total Liabilities & Equity	95,129,815	702,725	3.00	95,625,823	701,900	2.94	96,150,945	707,745	2.92	96,696,709	704,427	2.89	2,816,797
Net Interest Income		1,066,045			1,098,305			1,124,272			1,139,588		4,428,211
Cumulative Net Interest Income		5,165,030			6,263,335			7,387,607			8,527,196		
Net Interest Margin		4.54%			4.61%			4.64%			4.68%		
Non-Interest Income		258,276			258,276			258,276			258,276		
Non-Interest Expense		844,443			844,443			844,443			844,443		
Net Non-interest Income		-586,167			-586,167			-586,167			-586,167		-2,344,667
Net Income		479,878			512,139			538,106			553,422		2,083,544

Sample Credit Union



Interest Income Forecast - Up 100 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-04			Jul-04			Oct-04			Jan-05			Year 3
	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Income
Assets													
Personal Loans													
Secured Loans													
Share Certificate	1,516,845	26,178	6.94	1,516,845	26,196	6.95	1,516,845	26,506	6.95	1,516,845	26,521	6.96	105,401
Other - Fixed Rate	1,760,820	41,256	9.42	1,760,820	41,473	9.47	1,760,820	42,139	9.52	1,760,820	42,348	9.57	167,216
Other - Variable Rate													
Automobile Loans	29,945,565	728,665	9.79	29,945,565	732,937	9.84	29,945,565	745,236	9.90	29,945,565	749,068	9.95	2,955,906
Automobile Leases													
Miscellaneous Loans	4,981,035	124,341	10.04	4,981,035	124,652	10.07	4,981,035	126,308	10.09	4,981,035	126,574	10.11	501,874
Unsecured Loans													
Signature	88,502	2,881	13.09	88,502	2,906	13.21	88,502	2,962	13.31	88,502	2,970	13.35	11,719
Line of Credit	315,364	13,444	17.15	315,364	13,445	17.15	315,364	13,595	17.15	315,364	13,596	17.15	54,080
Student	6,600	61	3.74	6,600	62	3.77	6,600	63	3.79	6,600	63	3.81	249
Credit Card Loans	2,002,171	49,326	9.91	2,002,171	49,331	9.91	2,002,171	49,879	9.91	2,002,171	49,885	9.91	198,420
Other Unsecured Loans	991,336	36,719	14.90	991,336	36,809	14.93	991,336	37,290	14.96	991,336	37,347	14.99	148,165
Total Personal Loans	41,608,238	1,022,870	9.89	41,608,238	1,027,811	9.94	41,608,238	1,043,977	9.98	41,608,238	1,048,373	10.02	3,994,866
Mortgage Loans													
First Mortgages	23,150,226	461,921	8.03	23,150,226	463,862	8.06	23,150,226	470,869	8.09	23,150,226	472,730	8.12	1,869,382
Second Mortgages	572,476	15,639	10.99	572,476	15,710	11.04	572,476	15,946	11.08	572,476	16,002	11.12	63,297
Home Equity Loans	10,831,655	194,194	7.21	10,831,655	194,968	7.24	10,831,655	198,077	7.27	10,831,655	198,957	7.31	786,196
Other Mortgage Loans	1,720,906	39,679	9.27	1,720,906	39,686	9.28	1,720,906	40,107	9.27	1,720,906	40,136	9.28	159,608
Total Mortgage Loans	36,275,263	711,433	7.89	36,275,263	714,226	7.92	36,275,263	724,999	7.95	36,275,263	727,825	7.98	2,878,483
Commercial Loans	230,604	5,316	9.27	230,604	5,329	9.29	230,604	5,400	9.32	230,604	5,413	9.34	63,798
Total Loans	77,597,438	1,739,619	9.02	77,597,438	1,747,366	9.06	77,597,438	1,774,376	9.10	77,597,438	1,781,611	9.13	6,873,349
Investments													
Corporate Credit Union Deposits	4,467,725	28,379	2.55	4,467,725	28,379	2.55	4,467,725	28,691	2.55	4,467,725	28,691	2.55	114,140
Bank CDs													
Treasury Securities													
Agency Securities													
Mortgage Pools													
CMOs													
Mutual Funds													
Other Fixed Rate Investments													
Other Variable Rate Investments													
Total Investments	9,967,725	65,985	2.66	9,967,725	65,985	2.66	9,967,725	66,710	2.66	9,967,725	66,710	2.66	114,140
Total Assets	97,250,848	1,830,724	7.57	97,813,086	1,842,314	7.58	98,395,380	1,874,393	7.58	98,996,196	1,885,781	7.58	7,433,212

Sample Credit Union



Interest Income Forecast - Up 100 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-04			Jul-04			Oct-04			Jan-05			Year 3
	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Expense
Liabilities													
Share Accounts													
Share Drafts	7,632,279	37,953	2.00	7,632,279	37,953	2.00	7,632,279	38,370	2.00	7,632,279	38,370	2.00	152,646
Share Savings	15,638,343	106,926	2.75	15,638,343	106,926	2.75	15,638,343	108,101	2.75	15,638,343	108,101	2.75	430,054
Money Market Shares	7,391,071	64,318	3.50	7,391,071	64,318	3.50	7,391,071	65,025	3.50	7,391,071	65,025	3.50	258,687
Club Accounts	99,959	683	2.75	99,959	683	2.75	99,959	691	2.75	99,959	691	2.75	2,749
Vacation Accounts													
Appreciation/Secondary Shares													
Total Share Accounts	30,761,652	209,881	2.74	30,761,652	209,881	2.74	30,761,652	212,187	2.74	30,761,652	212,187	2.74	844,136
Term Accounts													
Certificates	40,555,490	375,244	3.72	40,555,490	373,021	3.70	40,555,490	376,509	3.69	40,555,490	376,399	3.69	1,501,173
IRA Certificates	9,351,592	91,340	3.93	9,351,592	90,392	3.89	9,351,592	91,180	3.88	9,351,592	90,985	3.87	363,897
IRA Shares	1,261,235	12,888	4.11	1,261,235	12,888	4.11	1,261,235	13,030	4.11	1,261,235	13,030	4.11	51,837
Escrow Account	50,705	347	2.75	50,705	347	2.75	50,705	351	2.75	50,705	351	2.75	1,394
Total Term Accounts	51,219,022	479,819	3.77	51,219,022	476,648	3.74	51,219,022	481,070	3.74	51,219,022	480,765	3.73	1,918,301
Notes Payable													
Total Liabilities & Equity	97,250,848	689,700	2.85	97,813,086	686,529	2.82	98,395,380	693,257	2.80	98,996,196	692,952	2.78	2,762,438
Net Interest Income		1,141,024			1,155,786			1,181,137			1,192,828		4,670,774
Cumulative Net Interest Income		9,668,219			10,824,005			12,005,142			13,197,970		
Net Interest Margin		4.72%			4.75%			4.78%			4.79%		
Non-Interest Income		258,276			258,276			258,276			258,276		
Non-Interest Expense		844,443			844,443			844,443			844,443		
Net Non-interest Income		-586,167			-586,167			-586,167			-586,167		-2,344,667
Net Income		554,857			569,619			594,970			606,662		2,326,107

Sample Credit Union



Interest Income Forecast - Up 200 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	May-02			Jul-02			Oct-02			Jan-03			Year 1
	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Income
Assets													
Personal Loans													
Secured Loans													
Share	1,516,845	27,173	7.27	1,516,845	28,292	7.48	1,516,845	29,086	7.61	1,516,845	29,362	7.68	113,913
Certificate													
Other - Fixed Rate	1,760,820	39,899	9.19	1,760,820	40,649	9.26	1,760,820	41,415	9.33	1,760,820	41,762	9.41	163,725
Other - Variable Rate													
Automobile Loans	29,945,565	688,564	9.33	29,945,565	707,325	9.47	29,945,565	726,098	9.62	29,945,565	736,929	9.76	2,858,916
Automobile Leases													
Miscellaneous Loans	4,981,035	120,795	9.84	4,981,035	123,346	9.93	4,981,035	125,604	10.00	4,981,035	126,432	10.07	496,175
Unsecured Loans													
Signature	88,502	2,807	12.86	88,502	2,861	12.97	88,502	2,910	13.05	88,502	2,930	13.13	11,509
Line of Credit	315,364	13,953	17.94	315,364	14,114	17.95	315,364	14,276	17.96	315,364	14,283	17.97	56,626
Student	6,600	58	3.58	6,600	60	3.62	6,600	61	3.66	6,600	62	3.70	240
Credit Card Loans	2,002,171	48,881	9.90	2,002,171	49,433	9.90	2,002,171	49,986	9.90	2,002,171	49,995	9.91	198,295
Other Unsecured Loans	991,336	35,281	14.43	991,336	36,373	14.72	991,336	37,398	14.97	991,336	37,971	15.20	147,024
Total Personal Loans	41,608,238	977,411	9.53	41,608,238	1,002,454	9.66	41,608,238	1,026,833	9.79	41,608,238	1,039,726	9.91	4,046,423
Mortgage Loans													
First Mortgages	23,150,226	445,554	7.81	23,150,226	454,759	7.88	23,150,226	464,137	7.95	23,150,226	468,595	8.03	1,833,045
Second Mortgages	572,476	14,757	10.45	572,476	15,177	10.63	572,476	15,588	10.80	572,476	15,820	10.96	61,342
Home Equity Loans	10,831,655	183,489	6.87	10,831,655	196,771	7.29	10,831,655	200,677	7.35	10,831,655	202,636	7.42	783,573
Other Mortgage Loans	1,720,906	38,300	9.03	1,720,906	42,453	9.89	1,720,906	44,388	10.23	1,720,906	44,599	10.28	169,741
Total Mortgage Loans	36,275,263	682,101	7.63	36,275,263	709,159	7.84	36,275,263	724,790	7.93	36,275,263	731,651	8.00	2,847,701
Commercial Loans	230,604	5,419	9.53	230,604	5,502	9.57	230,604	5,585	9.61	230,604	5,606	9.64	22,112
Total Loans	77,597,438	1,664,930	8.70	77,597,438	1,717,115	8.88	77,597,438	1,757,209	8.98	77,597,438	1,776,982	9.09	6,916,237
Investments													
Corporate Credit Union Deposits	4,467,725	37,239	3.38	4,467,725	39,596	3.55	4,467,725	40,031	3.55	4,467,725	40,031	3.55	156,896
Bank CDs													
Treasury Securities													
Agency Securities													
Mortgage Pools													
CMOs													
Mutual Funds													
Other Fixed Rate Investments													
Other Variable Rate Investments													
Total Investments	9,967,725	88,095	3.58	9,967,725	91,017	3.66	9,967,725	92,017	3.66	9,967,725	92,017	3.66	363,146
Total Assets	93,768,941	1,754,799	7.59	93,789,547	1,810,119	7.74	94,165,374	1,854,786	7.81	94,613,443	1,878,795	7.88	7,298,499

Sample Credit Union



Interest Income Forecast - Up 200 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	May-02			Jul-02			Oct-02			Jan-03			Year 1
	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Expense
Liabilities													
Share Accounts													
Share Drafts	7,632,279	32,934	1.75	7,632,279	39,782	2.09	7,632,279	43,284	2.25	7,632,279	43,284	2.25	159,285
Share Savings	15,638,343	96,401	2.50	15,638,343	110,754	2.84	15,638,343	118,252	3.00	15,638,343	118,252	3.00	443,658
Money Market Shares	7,391,071	59,236	3.25	7,391,071	66,165	3.59	7,391,071	69,861	3.75	7,391,071	69,861	3.75	265,123
Club Accounts	99,959	616	2.50	99,959	708	2.84	99,959	756	3.00	99,959	756	3.00	2,836
Vacation Accounts													
Appreciation/Secondary Shares													
Total Share Accounts	30,761,652	189,186	2.49	30,761,652	217,409	2.83	30,761,652	232,153	2.99	30,761,652	232,153	2.99	870,901
Term Accounts													
Certificates	40,555,490	464,581	4.65	40,555,490	454,837	4.50	40,555,490	464,982	4.55	40,555,490	476,014	4.66	1,860,413
IRA Certificates	9,351,592	114,744	4.98	9,351,592	112,658	4.83	9,351,592	114,944	4.88	9,351,592	116,376	4.94	458,722
IRA Shares	1,261,235	11,999	3.86	1,261,235	13,209	4.20	1,261,235	13,860	4.36	1,261,235	13,860	4.36	52,929
Escrow Account	50,705	313	2.50	50,705	359	2.84	50,705	383	3.00	50,705	383	3.00	1,439
Total Term Accounts	51,219,022	591,636	4.68	51,219,022	581,063	4.55	51,219,022	594,170	4.60	51,219,022	606,634	4.70	2,373,502
Notes Payable													
Total Liabilities & Equity	93,768,941	784,905	3.39	93,789,547	799,012	3.42	94,165,374	826,323	3.48	94,613,443	838,786	3.52	3,249,026
Net Interest Income		969,894			1,011,107			1,028,463			1,040,009		
Cumulative Net Interest Income		969,894			1,981,001			3,009,465			4,049,473		4,049,473
Net Interest Margin		4.19%			4.32%			4.33%			4.36%		
Non-Interest Income		258,276			258,276			258,276			258,276		
Non-Interest Expense		844,443			844,443			844,443			844,443		
Net Non-interest Income		-586,167			-586,167			-586,167			-586,167		-2,344,667
Net Income		383,728			424,940			442,297			453,842		1,704,806

Sample Credit Union



Interest Income Forecast - Up 200 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-03			Jul-03			Oct-03			Jan-04			Year 2
	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Income
Assets													
Personal Loans													
Secured Loans													
Share	1,516,845	28,882	7.72	1,516,845	29,329	7.76	1,516,845	29,761	7.78	1,516,845	29,858	7.81	117,831
Certificate													
Other - Fixed Rate	1,760,820	41,220	9.49	1,760,820	42,065	9.58	1,760,820	42,931	9.67	1,760,820	43,340	9.77	169,556
Other - Variable Rate													
Automobile Loans	29,945,565	731,114	9.90	29,945,565	749,269	10.04	29,945,565	767,281	10.17	29,945,565	776,648	10.29	3,024,312
Automobile Leases													
Miscellaneous Loans	4,981,035	124,446	10.13	4,981,035	126,596	10.19	4,981,035	128,743	10.25	4,981,035	129,484	10.31	509,269
Unsecured Loans													
Signature	88,502	2,886	13.23	88,502	2,938	13.32	88,502	2,995	13.43	88,502	3,028	13.57	11,848
Line of Credit	315,364	13,979	17.98	315,364	14,141	17.99	315,364	14,304	17.99	315,364	14,312	18.00	56,736
Student	6,600	61	3.75	6,600	62	3.79	6,600	64	3.84	6,600	65	3.88	252
Credit Card Loans	2,002,171	48,918	9.91	2,002,171	49,472	9.91	2,002,171	50,026	9.91	2,002,171	50,037	9.91	198,452
Other Unsecured Loans	991,336	37,621	15.39	991,336	38,435	15.55	991,336	39,143	15.67	991,336	39,373	15.76	154,571
Total Personal Loans	41,608,238	1,029,127	10.03	41,608,238	1,052,308	10.14	41,608,238	1,075,248	10.25	41,608,238	1,086,144	10.36	4,242,827
Mortgage Loans													
First Mortgages	23,150,226	462,712	8.11	23,150,226	472,184	8.18	23,150,226	481,660	8.25	23,150,226	485,853	8.33	1,902,409
Second Mortgages	572,476	15,687	11.11	572,476	16,056	11.25	572,476	16,409	11.37	572,476	16,572	11.48	64,724
Home Equity Loans	10,831,655	200,047	7.49	10,831,655	204,036	7.56	10,831,655	208,226	7.63	10,831,655	210,079	7.69	822,388
Other Mortgage Loans	1,720,906	43,586	10.27	1,720,906	44,115	10.28	1,720,906	44,565	10.27	1,720,906	44,582	10.28	176,848
Total Mortgage Loans	36,275,263	722,032	8.07	36,275,263	736,391	8.14	36,275,263	750,860	8.21	36,275,263	757,086	8.28	2,966,369
Commercial Loans	230,604	5,505	9.68	230,604	5,587	9.72	230,604	5,670	9.75	230,604	5,692	9.79	22,453
Total Loans	77,597,438	1,756,664	9.18	77,597,438	1,794,285	9.27	77,597,438	1,831,778	9.37	77,597,438	1,848,922	9.45	7,231,649
Investments													
Corporate Credit Union Deposits	4,467,725	39,160	3.55	4,467,725	39,596	3.55	4,467,725	40,031	3.55	4,467,725	40,031	3.55	158,817
Bank CDs													
Treasury Securities													
Agency Securities													
Mortgage Pools													
CMOs													
Mutual Funds													
Other Fixed Rate Investments													
Other Variable Rate Investments													
Total Investments	9,967,725	90,017	3.66	9,967,725	91,017	3.66	9,967,725	92,017	3.66	9,967,725	92,017	3.66	365,067
Total Assets	95,065,165	1,860,440	7.94	95,533,461	1,903,593	7.99	96,037,584	1,947,052	8.04	96,570,132	1,969,229	8.09	7,680,314

Sample Credit Union



Interest Income Forecast - Up 200 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-03			Jul-03			Oct-03			Jan-04			Year 2
	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Expense
Liabilities													
Share Accounts													
Share Drafts	7,632,279	42,343	2.25	7,632,279	42,814	2.25	7,632,279	43,284	2.25	7,632,279	43,284	2.25	171,726
Share Savings	15,638,343	115,681	3.00	15,638,343	116,966	3.00	15,638,343	118,252	3.00	15,638,343	118,252	3.00	469,150
Money Market Shares	7,391,071	68,342	3.75	7,391,071	69,101	3.75	7,391,071	69,861	3.75	7,391,071	69,861	3.75	277,165
Club Accounts	99,959	739	3.00	99,959	748	3.00	99,959	756	3.00	99,959	756	3.00	2,999
Vacation Accounts													
Appreciation/Secondary Shares													
Total Share Accounts	30,761,652	227,106	2.99	30,761,652	229,629	2.99	30,761,652	232,153	2.99	30,761,652	232,153	2.99	921,041
Term Accounts													
Certificates	40,555,490	470,166	4.70	40,555,490	472,277	4.67	40,555,490	477,948	4.68	40,555,490	478,661	4.68	1,899,052
IRA Certificates	9,351,592	113,464	4.92	9,351,592	114,441	4.91	9,351,592	115,286	4.89	9,351,592	114,163	4.84	457,355
IRA Shares	1,261,235	13,559	4.36	1,261,235	13,710	4.36	1,261,235	13,860	4.36	1,261,235	13,860	4.36	54,990
Escrow Account	50,705	375	3.00	50,705	379	3.00	50,705	383	3.00	50,705	383	3.00	1,521
Total Term Accounts	51,219,022	597,565	4.73	51,219,022	600,807	4.70	51,219,022	607,478	4.71	51,219,022	607,068	4.70	2,412,918
Notes Payable													
Total Liabilities & Equity	95,065,165	824,671	3.52	95,533,461	830,437	3.49	96,037,584	839,630	3.47	96,570,132	839,221	3.45	3,333,958
Net Interest Income		1,035,769			1,073,156			1,107,422			1,130,009		4,346,356
Cumulative Net Interest Income		5,085,243			6,158,399			7,265,821			8,395,829		
Net Interest Margin		4.42%			4.51%			4.57%			4.64%		
Non-Interest Income		258,276			258,276			258,276			258,276		
Non-Interest Expense		844,443			844,443			844,443			844,443		
Net Non-interest Income		-586,167			-586,167			-586,167			-586,167		-2,344,667
Net Income		449,602			486,989			521,255			543,842		2,001,689

Sample Credit Union



Interest Income Forecast - Up 200 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-04			Jul-04			Oct-04			Jan-05			Year 3
	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Income
Assets													
Personal Loans													
Secured Loans													
Share	1,516,845	29,530	7.83	1,516,845	29,602	7.85	1,516,845	29,999	7.87	1,516,845	30,055	7.88	119,186
Certificate													
Other - Fixed Rate	1,760,820	43,164	9.86	1,760,820	43,574	9.95	1,760,820	44,457	10.04	1,760,820	44,852	10.13	176,047
Other - Variable Rate													
Automobile Loans	29,945,565	774,996	10.41	29,945,565	783,617	10.52	29,945,565	800,529	10.64	29,945,565	808,007	10.73	3,167,149
Automobile Leases													
Miscellaneous Loans	4,981,035	128,438	10.37	4,981,035	129,137	10.43	4,981,035	131,217	10.48	4,981,035	131,841	10.53	520,633
Unsecured Loans													
Signature	88,502	3,021	13.73	88,502	3,055	13.89	88,502	3,121	14.03	88,502	3,134	14.09	12,332
Line of Credit	315,364	14,125	18.01	315,364	14,133	18.02	315,364	14,297	18.04	315,364	14,306	18.05	56,861
Student	6,600	64	3.93	6,600	65	3.97	6,600	67	4.02	6,600	67	4.06	264
Credit Card Loans	2,002,171	49,368	9.92	2,002,171	49,379	9.92	2,002,171	49,933	9.92	2,002,171	49,945	9.92	198,626
Other Unsecured Loans	991,336	39,016	15.83	991,336	39,165	15.89	991,336	39,714	15.94	991,336	39,797	15.97	157,692
Total Personal Loans	41,608,238	1,081,723	10.46	41,608,238	1,091,728	10.55	41,608,238	1,113,333	10.64	41,608,238	1,122,006	10.73	4,408,789
Mortgage Loans													
First Mortgages	23,150,226	483,296	8.40	23,150,226	487,163	8.46	23,150,226	496,250	8.53	23,150,226	499,813	8.59	1,966,522
Second Mortgages	572,476	16,495	11.59	572,476	16,632	11.68	572,476	16,940	11.77	572,476	17,052	11.85	67,118
Home Equity Loans	10,831,655	209,046	7.76	10,831,655	210,730	7.82	10,831,655	214,932	7.89	10,831,655	216,707	7.96	851,414
Other Mortgage Loans	1,720,906	43,955	10.27	1,720,906	43,963	10.27	1,720,906	44,429	10.27	1,720,906	44,462	10.28	176,808
Total Mortgage Loans	36,275,263	752,791	8.35	36,275,263	758,488	8.41	36,275,263	772,551	8.47	36,275,263	778,033	8.53	3,061,862
Commercial Loans	230,604	5,637	9.83	230,604	5,660	9.87	230,604	5,746	9.91	230,604	5,770	9.95	22,813
Total Loans	77,597,438	1,840,150	9.54	77,597,438	1,855,876	9.62	77,597,438	1,891,630	9.70	77,597,438	1,905,809	9.77	7,470,652
Investments													
Corporate Credit Union Deposits	4,467,725	39,487	3.55	4,467,725	39,487	3.55	4,467,725	39,921	3.55	4,467,725	39,921	3.55	158,817
Bank CDs													
Treasury Securities													
Agency Securities													
Mortgage Pools													
CMOs													
Mutual Funds													
Other Fixed Rate Investments													
Other Variable Rate Investments													
Total Investments	9,967,725	90,768	3.66	9,967,725	90,768	3.66	9,967,725	91,766	3.66	9,967,725	91,766	3.66	158,817
Total Assets	97,118,034	1,963,934	8.13	97,681,002	1,984,908	8.17	98,271,669	2,027,648	8.21	98,888,852	2,047,644	8.24	8,024,134

Sample Credit Union



Interest Income Forecast - Up 200 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-04			Jul-04			Oct-04			Jan-05			Year 3 Expense
	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	
Liabilities													
Share Accounts													
Share Drafts	7,632,279	42,697	2.25	7,632,279	42,697	2.25	7,632,279	43,166	2.25	7,632,279	43,166	2.25	171,726
Share Savings	15,638,343	116,647	3.00	15,638,343	116,647	3.00	15,638,343	117,928	3.00	15,638,343	117,928	3.00	469,150
Money Market Shares	7,391,071	68,913	3.75	7,391,071	68,913	3.75	7,391,071	69,670	3.75	7,391,071	69,670	3.75	277,165
Club Accounts	99,959	746	3.00	99,959	746	3.00	99,959	754	3.00	99,959	754	3.00	2,999
Vacation Accounts													
Appreciation/Secondary Shares													
Total Share Accounts	30,761,652	229,002	2.99	30,761,652	229,002	2.99	30,761,652	231,518	2.99	30,761,652	231,518	2.99	921,041
Term Accounts													
Certificates	40,555,490	470,722	4.67	40,555,490	469,902	4.66	40,555,490	475,112	4.66	40,555,490	475,324	4.66	1,891,059
IRA Certificates	9,351,592	112,031	4.82	9,351,592	111,811	4.81	9,351,592	113,290	4.82	9,351,592	113,420	4.82	450,551
IRA Shares	1,261,235	13,672	4.36	1,261,235	13,672	4.36	1,261,235	13,823	4.36	1,261,235	13,823	4.36	54,990
Escrow Account	50,705	378	3.00	50,705	378	3.00	50,705	382	3.00	50,705	382	3.00	1,521
Total Term Accounts	51,219,022	596,804	4.69	51,219,022	595,763	4.68	51,219,022	602,607	4.68	51,219,022	602,948	4.68	2,398,122
Notes Payable													
Total Liabilities & Equity	97,118,034	825,806	3.42	97,681,002	824,765	3.40	98,271,669	834,125	3.38	98,888,852	834,467	3.36	3,319,162
Net Interest Income		1,138,128			1,160,143			1,193,523			1,213,178		4,704,971
Cumulative Net Interest Income		9,533,957			10,694,100			11,887,623			13,100,801		
Net Interest Margin		4.71%			4.78%			4.83%			4.88%		
Non-Interest Income		258,276			258,276			258,276			258,276		
Non-Interest Expense		844,443			844,443			844,443			844,443		
Net Non-interest Income		-586,167			-586,167			-586,167			-586,167		-2,344,667
Net Income		551,961			573,976			607,356			627,011		2,360,304

Sample Credit Union



Interest Income Forecast - Up 300 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	May-02			Jul-02			Oct-02			Jan-03			Year 1
	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Income
Assets													
Personal Loans													
Secured Loans													
Share	1,516,845	28,669	7.67	1,516,845	30,681	8.11	1,516,845	31,838	8.33	1,516,845	32,324	8.45	123,512
Certificate													
Other - Fixed Rate	1,760,820	40,070	9.23	1,760,820	41,062	9.35	1,760,820	42,075	9.48	1,760,820	42,661	9.61	165,868
Other - Variable Rate													
Automobile Loans	29,945,565	692,572	9.38	29,945,565	717,280	9.61	29,945,565	741,945	9.83	29,945,565	758,467	10.05	2,910,264
Automobile Leases													
Miscellaneous Loans	4,981,035	121,237	9.87	4,981,035	124,381	10.02	4,981,035	127,154	10.13	4,981,035	128,455	10.23	501,227
Unsecured Loans													
Signature	88,502	2,848	13.05	88,502	2,920	13.23	88,502	2,982	13.37	88,502	3,014	13.51	11,764
Line of Credit	315,364	14,586	18.76	315,364	14,759	18.77	315,364	14,932	18.79	315,364	14,944	18.80	59,221
Student	6,600	58	3.58	6,600	60	3.65	6,600	62	3.71	6,600	63	3.78	243
Credit Card Loans	2,002,171	48,884	9.90	2,002,171	49,441	9.90	2,002,171	49,998	9.91	2,002,171	50,013	9.91	198,335
Other Unsecured Loans	991,336	35,731	14.62	991,336	37,284	15.09	991,336	38,682	15.48	991,336	39,561	15.83	151,258
Total Personal Loans	41,608,238	984,655	9.60	41,608,238	1,017,867	9.81	41,608,238	1,049,668	10.01	41,608,238	1,069,502	10.20	4,121,691
Mortgage Loans													
First Mortgages	23,150,226	447,172	7.83	23,150,226	458,826	7.95	23,150,226	470,672	8.07	23,150,226	477,505	8.18	1,854,174
Second Mortgages	572,476	14,794	10.48	572,476	15,276	10.70	572,476	15,761	10.92	572,476	16,073	11.14	61,903
Home Equity Loans	10,831,655	185,454	6.94	10,831,655	204,480	7.57	10,831,655	209,474	7.67	10,831,655	212,458	7.78	811,867
Other Mortgage Loans	1,720,906	40,314	9.50	1,720,906	46,083	10.74	1,720,906	48,662	11.22	1,720,906	48,937	11.28	183,995
Total Mortgage Loans	36,275,263	687,733	7.69	36,275,263	724,665	8.01	36,275,263	744,569	8.14	36,275,263	754,972	8.26	2,911,939
Commercial Loans	230,604	5,660	9.95	230,604	5,756	10.01	230,604	5,852	10.07	230,604	5,881	10.12	23,148
Total Loans	77,597,438	1,678,048	8.77	77,597,438	1,748,288	9.04	77,597,438	1,800,088	9.20	77,597,438	1,830,355	9.36	7,056,778
Investments													
Corporate Credit Union Deposits	4,467,725	47,216	4.29	4,467,725	50,734	4.55	4,467,725	51,292	4.55	4,467,725	51,292	4.55	200,534
Bank CDs													
Treasury Securities													
Agency Securities													
Mortgage Pools													
CMOs													
Mutual Funds													
Other Fixed Rate Investments													
Other Variable Rate Investments													
Total Investments	9,967,725	111,634	4.54	9,967,725	115,868	4.66	9,967,725	117,141	4.66	9,967,725	117,141	4.66	461,784
Total Assets	93,776,265	1,792,015	7.75	93,782,920	1,866,593	7.98	94,154,470	1,924,142	8.11	94,574,758	1,959,441	8.22	7,542,191

Sample Credit Union



Interest Income Forecast - Up 300 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	May-02			Jul-02			Oct-02			Jan-03			Year 1
	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Expense
Liabilities													
Share Accounts													
Share Drafts	7,632,279	32,934	1.75	7,632,279	43,023	2.26	7,632,279	48,094	2.50	7,632,279	48,094	2.50	172,144
Share Savings	15,638,343	96,401	2.50	15,638,343	117,395	3.01	15,638,343	128,106	3.25	15,638,343	128,106	3.25	470,007
Money Market Shares	7,391,071	59,236	3.25	7,391,071	69,304	3.76	7,391,071	74,518	4.00	7,391,071	74,518	4.00	277,576
Club Accounts	99,959	616	2.50	99,959	750	3.01	99,959	819	3.25	99,959	819	3.25	3,004
Vacation Accounts													
Appreciation/Secondary Shares													
Total Share Accounts	30,761,652	189,186	2.49	30,761,652	230,472	3.01	30,761,652	251,537	3.24	30,761,652	251,537	3.24	922,732
Term Accounts													
Certificates	40,555,490	483,547	4.84	40,555,490	501,919	4.96	40,555,490	526,550	5.15	40,555,490	552,009	5.40	2,064,024
IRA Certificates	9,351,592	117,256	5.09	9,351,592	121,713	5.22	9,351,592	127,118	5.39	9,351,592	131,781	5.59	497,868
IRA Shares	1,261,235	11,999	3.86	1,261,235	13,744	4.37	1,261,235	14,655	4.61	1,261,235	14,655	4.61	55,054
Escrow Account	50,705	313	2.50	50,705	381	3.01	50,705	415	3.25	50,705	415	3.25	1,524
Total Term Accounts	51,219,022	613,115	4.85	51,219,022	637,757	4.99	51,219,022	668,738	5.18	51,219,022	698,860	5.41	2,618,470
Notes Payable													
Total Liabilities & Equity	93,776,265	807,472	3.49	93,782,920	868,740	3.72	94,154,470	920,275	3.88	94,574,758	950,397	3.99	3,546,884
Net Interest Income		984,542			997,853			1,003,867			1,009,044		
Cumulative Net Interest Income		984,542			1,982,395			2,986,262			3,995,306		3,995,306
Net Interest Margin		4.26%			4.27%			4.23%			4.23%		
Non-Interest Income		258,276			258,276			258,276			258,276		
Non-Interest Expense		844,443			844,443			844,443			844,443		
Net Non-interest Income		-586,167			-586,167			-586,167			-586,167		-2,344,667
Net Income		398,376			411,686			417,700			422,877		1,650,639

Sample Credit Union



Interest Income Forecast - Up 300 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-03			Jul-03			Oct-03			Jan-04			Year 2
	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Income
Assets													
Personal Loans													
Secured Loans													
Share	1,516,845	31,899	8.53	1,516,845	32,477	8.59	1,516,845	33,028	8.64	1,516,845	33,197	8.68	130,601
Certificate													
Other - Fixed Rate	1,760,820	42,318	9.75	1,760,820	43,385	9.88	1,760,820	44,469	10.02	1,760,820	45,077	10.16	175,249
Other - Variable Rate													
Automobile Loans	29,945,565	757,555	10.26	29,945,565	781,264	10.46	29,945,565	804,747	10.66	29,945,565	818,998	10.85	3,162,564
Automobile Leases													
Miscellaneous Loans	4,981,035	126,870	10.33	4,981,035	129,485	10.43	4,981,035	132,086	10.52	4,981,035	133,239	10.61	521,680
Unsecured Loans													
Signature	88,502	2,981	13.66	88,502	3,047	13.81	88,502	3,117	13.97	88,502	3,160	14.17	12,306
Line of Credit	315,364	14,631	18.82	315,364	14,807	18.83	315,364	14,982	18.85	315,364	14,996	18.87	59,417
Student	6,600	63	3.84	6,600	64	3.91	6,600	66	3.97	6,600	67	4.04	260
Credit Card Loans	2,002,171	48,940	9.91	2,002,171	49,499	9.92	2,002,171	50,058	9.92	2,002,171	50,074	9.92	198,571
Other Unsecured Loans	991,336	39,409	16.12	991,336	40,432	16.36	991,336	41,297	16.53	991,336	41,627	16.66	162,764
Total Personal Loans	41,608,238	1,064,666	10.38	41,608,238	1,094,459	10.55	41,608,238	1,123,851	10.72	41,608,238	1,140,436	10.87	4,423,412
Mortgage Loans													
First Mortgages	23,150,226	473,687	8.30	23,150,226	485,562	8.41	23,150,226	497,420	8.52	23,150,226	503,757	8.63	1,960,425
Second Mortgages	572,476	16,014	11.34	572,476	16,465	11.54	572,476	16,897	11.71	572,476	17,131	11.87	66,506
Home Equity Loans	10,831,655	210,633	7.89	10,831,655	215,711	7.99	10,831,655	221,014	8.10	10,831,655	223,835	8.20	871,193
Other Mortgage Loans	1,720,906	47,825	11.27	1,720,906	48,405	11.28	1,720,906	48,899	11.27	1,720,906	48,918	11.28	194,048
Total Mortgage Loans	36,275,263	748,159	8.36	36,275,263	766,142	8.47	36,275,263	784,230	8.58	36,275,263	793,641	8.68	3,092,172
Commercial Loans	230,604	5,783	10.17	230,604	5,878	10.22	230,604	5,975	10.28	230,604	6,007	10.33	23,643
Total Loans	77,597,438	1,818,608	9.50	77,597,438	1,866,479	9.65	77,597,438	1,914,056	9.79	77,597,438	1,940,084	9.92	7,539,227
Investments													
Corporate Credit Union Deposits	4,467,725	50,177	4.55	4,467,725	50,734	4.55	4,467,725	51,292	4.55	4,467,725	51,292	4.55	203,494
Bank CDs													
Treasury Securities													
Agency Securities													
Mortgage Pools													
CMOs													
Mutual Funds													
Other Fixed Rate Investments													
Other Variable Rate Investments													
Total Investments	9,967,725	114,595	4.66	9,967,725	115,868	4.66	9,967,725	117,141	4.66	9,967,725	117,141	4.66	464,744
Total Assets	94,994,709	1,949,807	8.32	95,432,812	2,004,323	8.42	95,913,144	2,059,165	8.52	96,429,483	2,091,376	8.60	8,104,671

Sample Credit Union



Interest Income Forecast - Up 300 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-03			Jul-03			Oct-03			Jan-04			Year 2
	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Expense
Liabilities													
Share Accounts													
Share Drafts	7,632,279	47,048	2.50	7,632,279	47,571	2.50	7,632,279	48,094	2.50	7,632,279	48,094	2.50	190,807
Share Savings	15,638,343	125,321	3.25	15,638,343	126,713	3.25	15,638,343	128,106	3.25	15,638,343	128,106	3.25	508,246
Money Market Shares	7,391,071	72,898	4.00	7,391,071	73,708	4.00	7,391,071	74,518	4.00	7,391,071	74,518	4.00	295,643
Club Accounts	99,959	801	3.25	99,959	810	3.25	99,959	819	3.25	99,959	819	3.25	3,249
Vacation Accounts													
Appreciation/Secondary Shares													
Total Share Accounts	30,761,652	246,069	3.24	30,761,652	248,803	3.24	30,761,652	251,537	3.24	30,761,652	251,537	3.24	997,945
Term Accounts													
Certificates	40,555,490	555,230	5.55	40,555,490	562,766	5.57	40,555,490	570,850	5.58	40,555,490	573,136	5.61	2,261,981
IRA Certificates	9,351,592	130,575	5.66	9,351,592	132,499	5.68	9,351,592	134,059	5.69	9,351,592	134,271	5.70	531,403
IRA Shares	1,261,235	14,337	4.61	1,261,235	14,496	4.61	1,261,235	14,655	4.61	1,261,235	14,655	4.61	58,143
Escrow Account	50,705	406	3.25	50,705	411	3.25	50,705	415	3.25	50,705	415	3.25	1,648
Total Term Accounts	51,219,022	700,548	5.55	51,219,022	710,171	5.56	51,219,022	719,979	5.58	51,219,022	722,477	5.60	2,853,175
Notes Payable													
Total Liabilities & Equity	94,994,709	946,616	4.04	95,432,812	958,974	4.03	95,913,144	971,516	4.02	96,429,483	974,014	4.01	3,851,120
Net Interest Income		1,003,191			1,045,349			1,087,650			1,117,362		4,253,551
Cumulative Net Interest Income		4,998,497			6,043,846			7,131,496			8,248,857		
Net Interest Margin		4.28%			4.39%			4.50%			4.60%		
Non-Interest Income		258,276			258,276			258,276			258,276		
Non-Interest Expense		844,443			844,443			844,443			844,443		
Net Non-interest Income		-586,167			-586,167			-586,167			-586,167		-2,344,667
Net Income		417,024			459,183			501,483			531,195		1,908,884

Sample Credit Union



Interest Income Forecast - Up 300 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-04			Jul-04			Oct-04			Jan-05			Year 3 Income
	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	
Assets													
Personal Loans													
Secured Loans													
Share	1,516,845	32,882	8.72	1,516,845	33,007	8.75	1,516,845	33,492	8.78	1,516,845	33,589	8.81	132,970
Certificate													
Other - Fixed Rate	1,760,820	45,072	10.30	1,760,820	45,674	10.43	1,760,820	46,774	10.57	1,760,820	47,357	10.70	184,877
Other - Variable Rate													
Automobile Loans	29,945,565	821,327	11.03	29,945,565	834,297	11.21	29,945,565	855,822	11.37	29,945,565	866,947	11.52	3,378,393
Automobile Leases													
Miscellaneous Loans	4,981,035	132,535	10.70	4,981,035	133,622	10.79	4,981,035	136,126	10.87	4,981,035	137,108	10.95	539,391
Unsecured Loans													
Signature	88,502	3,162	14.37	88,502	3,205	14.56	88,502	3,279	14.74	88,502	3,299	14.83	12,944
Line of Credit	315,364	14,807	18.88	315,364	14,821	18.90	315,364	15,000	18.92	315,364	15,016	18.94	59,643
Student	6,600	67	4.11	6,600	69	4.18	6,600	70	4.24	6,600	72	4.31	278
Credit Card Loans	2,002,171	49,411	9.93	2,002,171	49,427	9.93	2,002,171	49,988	9.93	2,002,171	50,005	9.94	198,832
Other Unsecured Loans	991,336	41,313	16.76	991,336	41,522	16.85	991,336	42,139	16.91	991,336	42,247	16.95	167,220
Total Personal Loans	41,608,238	1,140,575	11.03	41,608,238	1,155,644	11.17	41,608,238	1,182,690	11.31	41,608,238	1,195,639	11.43	4,674,548
Mortgage Loans													
First Mortgages	23,150,226	503,028	8.74	23,150,226	508,868	8.84	23,150,226	520,089	8.94	23,150,226	525,441	9.03	2,057,426
Second Mortgages	572,476	17,116	12.03	572,476	17,323	12.17	572,476	17,707	12.30	572,476	17,884	12.43	70,030
Home Equity Loans	10,831,655	223,556	8.30	10,831,655	226,155	8.40	10,831,655	231,457	8.50	10,831,655	234,141	8.60	915,309
Other Mortgage Loans	1,720,906	48,230	11.27	1,720,906	48,240	11.27	1,720,906	48,752	11.27	1,720,906	48,787	11.28	194,009
Total Mortgage Loans	36,275,263	791,931	8.78	36,275,263	800,586	8.88	36,275,263	818,005	8.97	36,275,263	826,253	9.06	3,236,775
Commercial Loans	230,604	5,958	10.39	230,604	5,992	10.45	230,604	6,092	10.51	230,604	6,127	10.57	24,169
Total Loans	77,597,438	1,938,464	10.05	77,597,438	1,962,222	10.17	77,597,438	2,006,786	10.29	77,597,438	2,028,019	10.40	7,911,323
Investments													
Corporate Credit Union Deposits	4,467,725	50,596	4.55	4,467,725	50,596	4.55	4,467,725	51,152	4.55	4,467,725	51,152	4.55	203,494
Bank CDs													
Treasury Securities													
Agency Securities													
Mortgage Pools													
CMOs													
Mutual Funds													
Other Fixed Rate Investments													
Other Variable Rate Investments													
Total Investments	9,967,725	115,551	4.66	9,967,725	115,551	4.66	9,967,725	116,821	4.66	9,967,725	116,821	4.66	203,494
Total Assets	96,968,073	2,094,064	8.69	97,528,703	2,124,442	8.76	98,124,713	2,177,906	8.83	98,755,346	2,206,668	8.89	8,603,079

Sample Credit Union



Interest Income Forecast - Up 300 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-04			Jul-04			Oct-04			Jan-05			Year 3
	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Expense
Liabilities													
Share Accounts													
Share Drafts	7,632,279	47,441	2.50	7,632,279	47,441	2.50	7,632,279	47,962	2.50	7,632,279	47,962	2.50	190,807
Share Savings	15,638,343	126,367	3.25	15,638,343	126,367	3.25	15,638,343	127,756	3.25	15,638,343	127,756	3.25	508,246
Money Market Shares	7,391,071	73,507	4.00	7,391,071	73,507	4.00	7,391,071	74,315	4.00	7,391,071	74,315	4.00	295,643
Club Accounts	99,959	808	3.25	99,959	808	3.25	99,959	817	3.25	99,959	817	3.25	3,249
Vacation Accounts													
Appreciation/Secondary Shares													
Total Share Accounts	30,761,652	248,123	3.24	30,761,652	248,123	3.24	30,761,652	250,849	3.24	30,761,652	250,849	3.24	997,945
Term Accounts													
Certificates	40,555,490	566,200	5.62	40,555,490	566,783	5.62	40,555,490	573,715	5.63	40,555,490	574,248	5.63	2,280,946
IRA Certificates	9,351,592	132,722	5.71	9,351,592	133,230	5.73	9,351,592	135,400	5.76	9,351,592	135,854	5.78	537,206
IRA Shares	1,261,235	14,456	4.61	1,261,235	14,456	4.61	1,261,235	14,615	4.61	1,261,235	14,615	4.61	58,143
Escrow Account	50,705	410	3.25	50,705	410	3.25	50,705	414	3.25	50,705	414	3.25	1,648
Total Term Accounts	51,219,022	713,788	5.61	51,219,022	714,878	5.61	51,219,022	724,144	5.62	51,219,022	725,132	5.63	2,877,943
Notes Payable													
Total Liabilities & Equity	96,968,073	961,911	3.99	97,528,703	963,001	3.97	98,124,713	974,994	3.95	98,755,346	975,981	3.93	3,875,887
Net Interest Income		1,132,152			1,161,441			1,202,912			1,230,687		4,727,192
Cumulative Net Interest Income		9,381,010			10,542,451			11,745,363			12,976,050		
Net Interest Margin		4.70%			4.79%			4.88%			4.96%		
Non-Interest Income		258,276			258,276			258,276			258,276		
Non-Interest Expense		844,443			844,443			844,443			844,443		
Net Non-interest Income		-586,167			-586,167			-586,167			-586,167		-2,344,667
Net Income		545,985			575,275			616,745			644,520		2,382,525

Sample Credit Union



Interest Income Forecast - Down 100 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	May-02			Jul-02			Oct-02			Jan-03			Year 1
	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Income
Assets													
Personal Loans													
Secured Loans													
Share	1,516,845	22,687	6.07	1,516,845	21,125	5.59	1,516,845	20,829	5.45	1,516,845	20,476	5.36	85,117
Certificate													
Other - Fixed Rate	1,760,820	39,385	9.07	1,760,820	39,411	8.98	1,760,820	39,435	8.89	1,760,820	39,067	8.80	157,298
Other - Variable Rate													
Automobile Loans	29,945,565	676,540	9.16	29,945,565	677,461	9.07	29,945,565	678,555	8.99	29,945,565	672,317	8.91	2,704,873
Automobile Leases													
Miscellaneous Loans	4,981,035	119,468	9.73	4,981,035	120,240	9.68	4,981,035	120,953	9.63	4,981,035	120,360	9.59	481,021
Unsecured Loans													
Signature	88,502	2,684	12.30	88,502	2,686	12.17	88,502	2,694	12.08	88,502	2,677	12.00	10,742
Line of Credit	315,364	12,056	15.50	315,364	12,181	15.49	315,364	12,307	15.48	315,364	12,298	15.47	48,842
Student	6,600	58	3.56	6,600	58	3.53	6,600	58	3.51	6,600	58	3.49	233
Credit Card Loans	2,002,171	48,872	9.90	2,002,171	49,410	9.90	2,002,171	49,949	9.90	2,002,171	49,944	9.90	198,175
Other Unsecured Loans	991,336	33,930	13.88	991,336	33,643	13.61	991,336	33,548	13.43	991,336	33,200	13.29	134,321
Total Personal Loans	41,608,238	955,680	9.32	41,608,238	956,215	9.22	41,608,238	958,329	9.14	41,608,238	950,397	9.06	3,820,621
Mortgage Loans													
First Mortgages	23,150,226	436,596	7.65	23,150,226	433,137	7.50	23,150,226	430,819	7.38	23,150,226	424,850	7.28	1,725,402
Second Mortgages	572,476	14,445	10.23	572,476	14,406	10.09	572,476	14,380	9.97	572,476	14,213	9.85	57,443
Home Equity Loans	10,831,655	176,584	6.61	10,831,655	171,579	6.35	10,831,655	171,231	6.27	10,831,655	169,335	6.20	688,729
Other Mortgage Loans	1,720,906	32,239	7.60	1,720,906	31,552	7.35	1,720,906	31,569	7.28	1,720,906	31,587	7.28	126,947
Total Mortgage Loans	36,275,263	659,864	7.38	36,275,263	650,674	7.19	36,275,263	647,999	7.09	36,275,263	639,984	7.00	2,598,521
Commercial Loans	230,604	4,695	8.26	230,604	4,742	8.25	230,604	4,787	8.24	230,604	4,780	8.22	19,004
Total Loans	77,597,438	1,620,239	8.47	77,597,438	1,611,631	8.33	77,597,438	1,611,116	8.24	77,597,438	1,595,160	8.16	6,438,146
Investments													
Corporate Credit Union Deposits	4,467,725	11,795	1.07	4,467,725	11,139	1.00	4,467,725	11,261	1.00	4,467,725	11,261	1.00	45,456
Bank CDs													
Treasury Securities													
Agency Securities													
Mortgage Pools													
CMOs													
Mutual Funds													
Other Fixed Rate Investments													
Other Variable Rate Investments													
Total Investments	9,967,725	21,967	0.89	9,967,725	21,423	0.86	9,967,725	21,658	0.86	9,967,725	21,658	0.86	86,706
Total Assets	93,746,652	1,642,519	7.11	93,806,040	1,633,482	6.98	94,184,279	1,633,922	6.88	94,700,333	1,618,942	6.78	6,528,865

Sample Credit Union



Interest Income Forecast - Down 100 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	May-02			Jul-02			Oct-02			Jan-03			Year 1
	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Expense
Liabilities													
Share Accounts													
Share Drafts	7,632,279	32,934	1.75	7,632,279	30,059	1.58	7,632,279	28,856	1.50	7,632,279	28,856	1.50	120,705
Share Savings	15,638,343	96,401	2.50	15,638,343	90,831	2.33	15,638,343	88,689	2.25	15,638,343	88,689	2.25	364,609
Money Market Shares	7,391,071	59,236	3.25	7,391,071	56,749	3.08	7,391,071	55,889	3.00	7,391,071	55,889	3.00	227,762
Club Accounts	99,959	616	2.50	99,959	581	2.33	99,959	567	2.25	99,959	567	2.25	2,331
Vacation Accounts													
Appreciation/Secondary Shares													
Total Share Accounts	30,761,652	189,186	2.49	30,761,652	178,219	2.32	30,761,652	174,001	2.24	30,761,652	174,001	2.24	715,407
Term Accounts													
Certificates	40,555,490	407,683	4.08	40,555,490	313,590	3.10	40,555,490	280,280	2.74	40,555,490	248,029	2.43	1,249,581
IRA Certificates	9,351,592	107,206	4.65	9,351,592	85,492	3.67	9,351,592	78,422	3.33	9,351,592	70,162	2.98	341,281
IRA Shares	1,261,235	11,999	3.86	1,261,235	11,602	3.69	1,261,235	11,476	3.61	1,261,235	11,476	3.61	46,554
Escrow Account	50,705	313	2.50	50,705	295	2.33	50,705	288	2.25	50,705	288	2.25	1,182
Total Term Accounts	51,219,022	527,200	4.17	51,219,022	410,978	3.22	51,219,022	370,465	2.87	51,219,022	329,954	2.56	1,638,598
Notes Payable													
Total Liabilities & Equity	93,746,652	717,203	3.10	93,806,040	589,389	2.52	94,184,279	544,466	2.29	94,700,333	503,955	2.11	2,355,013
Net Interest Income		925,317			1,044,093			1,089,456			1,114,987		
Cumulative Net Interest Income		925,317			1,969,409			3,058,865			4,173,852		4,173,852
Net Interest Margin		4.00%			4.46%			4.59%			4.67%		
Non-Interest Income		258,276			258,276			258,276			258,276		
Non-Interest Expense		844,443			844,443			844,443			844,443		
Net Non-interest Income		-586,167			-586,167			-586,167			-586,167		-2,344,667
Net Income		339,150			457,926			503,289			528,820		1,829,185

Sample Credit Union



Interest Income Forecast - Down 100 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-03			Jul-03			Oct-03			Jan-04			Year 2
	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Income
Assets													
Personal Loans													
Secured Loans													
Share	1,516,845	19,829	5.30	1,516,845	19,887	5.26	1,516,845	19,962	5.22	1,516,845	19,840	5.19	79,519
Certificate													
Other - Fixed Rate	1,760,820	37,927	8.74	1,760,820	38,103	8.68	1,760,820	38,317	8.63	1,760,820	38,130	8.59	152,476
Other - Variable Rate													
Automobile Loans	29,945,565	651,792	8.83	29,945,565	653,286	8.75	29,945,565	654,882	8.68	29,945,565	649,597	8.61	2,609,557
Automobile Leases													
Miscellaneous Loans	4,981,035	117,173	9.54	4,981,035	117,930	9.50	4,981,035	118,713	9.46	4,981,035	118,219	9.42	472,034
Unsecured Loans													
Signature	88,502	2,602	11.92	88,502	2,612	11.84	88,502	2,630	11.79	88,502	2,631	11.80	10,475
Line of Credit	315,364	12,022	15.46	315,364	12,146	15.45	315,364	12,269	15.43	315,364	12,258	15.42	48,694
Student	6,600	56	3.47	6,600	57	3.45	6,600	57	3.43	6,600	57	3.40	227
Credit Card Loans	2,002,171	48,853	9.90	2,002,171	49,391	9.89	2,002,171	49,929	9.89	2,002,171	49,923	9.89	198,096
Other Unsecured Loans	991,336	32,258	13.20	991,336	32,443	13.13	991,336	32,679	13.08	991,336	32,613	13.05	129,993
Total Personal Loans	41,608,238	922,511	8.99	41,608,238	925,855	8.93	41,608,238	929,438	8.86	41,608,238	923,267	8.80	3,701,071
Mortgage Loans													
First Mortgages	23,150,226	410,650	7.19	23,150,226	410,915	7.12	23,150,226	411,774	7.06	23,150,226	408,703	7.00	1,642,042
Second Mortgages	572,476	13,762	9.75	572,476	13,797	9.67	572,476	13,854	9.60	572,476	13,780	9.55	55,194
Home Equity Loans	10,831,655	163,941	6.14	10,831,655	164,164	6.08	10,831,655	164,628	6.03	10,831,655	163,356	5.98	656,088
Other Mortgage Loans	1,720,906	30,869	7.27	1,720,906	31,243	7.28	1,720,906	31,562	7.28	1,720,906	31,574	7.28	125,249
Total Mortgage Loans	36,275,263	619,223	6.92	36,275,263	620,119	6.86	36,275,263	621,818	6.80	36,275,263	617,413	6.75	2,478,573
Commercial Loans	230,604	4,668	8.21	230,604	4,712	8.20	230,604	4,756	8.18	230,604	4,747	8.17	18,884
Total Loans	77,597,438	1,546,402	8.08	77,597,438	1,550,686	8.02	77,597,438	1,556,012	7.96	77,597,438	1,545,428	7.90	6,198,528
Investments													
Corporate Credit Union Deposits	4,467,725	11,016	1.00	4,467,725	11,139	1.00	4,467,725	11,261	1.00	4,467,725	11,261	1.00	44,677
Bank CDs													
Treasury Securities													
Agency Securities													
Mortgage Pools													
CMOs													
Mutual Funds													
Other Fixed Rate Investments													
Other Variable Rate Investments													
Total Investments	9,967,725	21,188	0.86	9,967,725	21,423	0.86	9,967,725	21,658	0.86	9,967,725	21,658	0.86	85,927
Total Assets	95,227,564	1,570,642	6.69	95,762,986	1,576,196	6.60	96,311,938	1,582,840	6.52	96,864,435	1,573,301	6.44	6,302,980

Sample Credit Union



Interest Income Forecast - Down 100 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-03			Jul-03			Oct-03			Jan-04			Year 2
	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Expense
Liabilities													
Share Accounts													
Share Drafts	7,632,279	28,229	1.50	7,632,279	28,543	1.50	7,632,279	28,856	1.50	7,632,279	28,856	1.50	114,484
Share Savings	15,638,343	86,761	2.25	15,638,343	87,725	2.25	15,638,343	88,689	2.25	15,638,343	88,689	2.25	351,863
Money Market Shares	7,391,071	54,674	3.00	7,391,071	55,281	3.00	7,391,071	55,889	3.00	7,391,071	55,889	3.00	221,732
Club Accounts	99,959	555	2.25	99,959	561	2.25	99,959	567	2.25	99,959	567	2.25	2,249
Vacation Accounts													
Appreciation/Secondary Shares													
Total Share Accounts	30,761,652	170,218	2.24	30,761,652	172,109	2.24	30,761,652	174,001	2.24	30,761,652	174,001	2.24	690,328
Term Accounts													
Certificates	40,555,490	214,976	2.15	40,555,490	200,811	1.99	40,555,490	199,242	1.95	40,555,490	195,236	1.91	810,264
IRA Certificates	9,351,592	62,133	2.69	9,351,592	60,270	2.59	9,351,592	58,967	2.50	9,351,592	53,841	2.28	235,210
IRA Shares	1,261,235	11,227	3.61	1,261,235	11,351	3.61	1,261,235	11,476	3.61	1,261,235	11,476	3.61	45,531
Escrow Account	50,705	281	2.25	50,705	284	2.25	50,705	288	2.25	50,705	288	2.25	1,141
Total Term Accounts	51,219,022	288,617	2.29	51,219,022	272,716	2.14	51,219,022	269,973	2.09	51,219,022	260,840	2.02	1,092,146
Notes Payable													
Total Liabilities & Equity	95,227,564	458,835	1.95	95,762,986	444,826	1.86	96,311,938	443,973	1.83	96,864,435	434,841	1.78	1,782,474
Net Interest Income		1,111,807			1,131,371			1,138,867			1,138,460		4,520,505
Cumulative Net Interest Income		5,285,660			6,417,031			7,555,897			8,694,358		
Net Interest Margin		4.74%			4.74%			4.69%			4.66%		
Non-Interest Income		258,276			258,276			258,276			258,276		
Non-Interest Expense		844,443			844,443			844,443			844,443		
Net Non-interest Income		-586,167			-586,167			-586,167			-586,167		-2,344,667
Net Income		525,641			545,204			552,700			552,294		2,175,838

Sample Credit Union



Interest Income Forecast - Down 100 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-04			Jul-04			Oct-04			Jan-05			Year 3
	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Income
Assets													
Personal Loans													
Secured Loans													
Share	1,516,845	19,473	5.16	1,516,845	19,385	5.14	1,516,845	19,521	5.12	1,516,845	19,453	5.10	77,832
Certificate													
Other - Fixed Rate	1,760,820	37,440	8.55	1,760,820	37,271	8.51	1,760,820	37,505	8.47	1,760,820	37,339	8.44	149,555
Other - Variable Rate													
Automobile Loans	29,945,565	636,003	8.54	29,945,565	631,576	8.48	29,945,565	634,650	8.43	29,945,565	631,190	8.39	2,533,419
Automobile Leases													
Miscellaneous Loans	4,981,035	116,146	9.38	4,981,035	115,682	9.34	4,981,035	116,489	9.30	4,981,035	116,040	9.27	464,357
Unsecured Loans													
Signature	88,502	2,601	11.82	88,502	2,608	11.85	88,502	2,645	11.89	88,502	2,641	11.87	10,495
Line of Credit	315,364	12,081	15.41	315,364	12,069	15.39	315,364	12,190	15.38	315,364	12,177	15.36	48,516
Student	6,600	55	3.38	6,600	55	3.36	6,600	55	3.33	6,600	55	3.31	221
Credit Card Loans	2,002,171	49,240	9.89	2,002,171	49,235	9.89	2,002,171	49,770	9.89	2,002,171	49,764	9.89	198,009
Other Unsecured Loans	991,336	32,125	13.03	991,336	32,096	13.02	991,336	32,441	13.02	991,336	32,448	13.02	129,110
Total Personal Loans	41,608,238	905,165	8.75	41,608,238	899,978	8.70	41,608,238	905,265	8.66	41,608,238	901,107	8.62	3,611,514
Mortgage Loans													
First Mortgages	23,150,226	400,630	6.96	23,150,226	398,565	6.92	23,150,226	401,268	6.90	23,150,226	399,920	6.87	1,600,383
Second Mortgages	572,476	13,535	9.51	572,476	13,487	9.48	572,476	13,596	9.45	572,476	13,563	9.43	54,180
Home Equity Loans	10,831,655	160,020	5.94	10,831,655	158,947	5.90	10,831,655	159,880	5.87	10,831,655	159,107	5.84	637,955
Other Mortgage Loans	1,720,906	31,128	7.28	1,720,906	31,133	7.28	1,720,906	31,462	7.27	1,720,906	31,484	7.28	125,207
Total Mortgage Loans	36,275,263	605,313	6.71	36,275,263	602,132	6.68	36,275,263	606,206	6.65	36,275,263	604,075	6.62	2,417,725
Commercial Loans	230,604	4,675	8.15	230,604	4,666	8.14	230,604	4,708	8.12	230,604	4,699	8.11	56,636
Total Loans	77,597,438	1,515,152	7.85	77,597,438	1,506,776	7.81	77,597,438	1,516,179	7.77	77,597,438	1,509,880	7.74	6,029,239
Investments													
Corporate Credit Union Deposits	4,467,725	11,108	1.00	4,467,725	11,108	1.00	4,467,725	11,230	1.00	4,467,725	11,230	1.00	44,677
Bank CDs													
Treasury Securities													
Agency Securities													
Mortgage Pools													
CMOs													
Mutual Funds													
Other Fixed Rate Investments													
Other Variable Rate Investments													
Total Investments	9,967,725	21,364	0.86	9,967,725	21,364	0.86	9,967,725	21,599	0.86	9,967,725	21,599	0.86	44,677
Total Assets	97,410,587	1,543,665	6.37	97,950,628	1,536,296	6.31	98,495,346	1,547,050	6.25	99,042,875	1,541,784	6.19	6,168,795

Sample Credit Union



Interest Income Forecast - Down 100 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-04			Jul-04			Oct-04			Jan-05			Year 3
	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Expense
Liabilities													
Share Accounts													
Share Drafts	7,632,279	28,465	1.50	7,632,279	28,465	1.50	7,632,279	28,777	1.50	7,632,279	28,777	1.50	114,484
Share Savings	15,638,343	87,485	2.25	15,638,343	87,485	2.25	15,638,343	88,446	2.25	15,638,343	88,446	2.25	351,863
Money Market Shares	7,391,071	55,130	3.00	7,391,071	55,130	3.00	7,391,071	55,736	3.00	7,391,071	55,736	3.00	221,732
Club Accounts	99,959	559	2.25	99,959	559	2.25	99,959	565	2.25	99,959	565	2.25	2,249
Vacation Accounts													
Appreciation/Secondary Shares													
Total Share Accounts	30,761,652	171,639	2.24	30,761,652	171,639	2.24	30,761,652	173,525	2.24	30,761,652	173,525	2.24	690,328
Term Accounts													
Certificates	40,555,490	184,289	1.83	40,555,490	179,259	1.78	40,555,490	179,303	1.76	40,555,490	178,551	1.75	721,401
IRA Certificates	9,351,592	49,957	2.15	9,351,592	47,554	2.05	9,351,592	46,961	2.00	9,351,592	46,116	1.96	190,588
IRA Shares	1,261,235	11,320	3.61	1,261,235	11,320	3.61	1,261,235	11,445	3.61	1,261,235	11,445	3.61	45,531
Escrow Account	50,705	284	2.25	50,705	284	2.25	50,705	287	2.25	50,705	287	2.25	1,141
Total Term Accounts	51,219,022	245,850	1.93	51,219,022	238,417	1.87	51,219,022	237,995	1.85	51,219,022	236,399	1.84	958,660
Notes Payable													
Total Liabilities & Equity	97,410,587	417,489	1.72	97,950,628	410,056	1.68	98,495,346	411,520	1.66	99,042,875	409,924	1.65	1,648,988
Net Interest Income		1,126,176			1,126,240			1,135,530			1,131,860		4,519,807
Cumulative Net Interest Income		9,820,534			10,946,774			12,082,304			13,214,164		
Net Interest Margin		4.65%			4.62%			4.59%			4.55%		
Non-Interest Income		258,276			258,276			258,276			258,276		
Non-Interest Expense		844,443			844,443			844,443			844,443		
Net Non-interest Income		-586,167			-586,167			-586,167			-586,167		-2,344,667
Net Income		540,010			540,073			549,363			545,694		2,175,140

Sample Credit Union



Interest Income Forecast - Down 200 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	May-02			Jul-02			Oct-02			Jan-03			Year 1 Income
	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	
Assets													
Personal Loans													
Secured Loans													
Share Certificate	1,516,845	21,192	5.67	1,516,845	18,736	4.95	1,516,845	18,076	4.73	1,516,845	17,514	4.58	75,518
Other - Fixed Rate	1,760,820	39,213	9.03	1,760,820	38,998	8.88	1,760,820	38,775	8.74	1,760,820	38,168	8.60	155,155
Other - Variable Rate													
Automobile Loans	29,945,565	672,532	9.11	29,945,565	667,506	8.94	29,945,565	662,708	8.78	29,945,565	650,779	8.62	2,653,525
Automobile Leases													
Miscellaneous Loans	4,981,035	119,025	9.69	4,981,035	119,205	9.60	4,981,035	119,403	9.51	4,981,035	118,337	9.43	475,970
Unsecured Loans													
Signature	88,502	2,643	12.11	88,502	2,627	11.91	88,502	2,623	11.76	88,502	2,593	11.62	10,486
Line of Credit	315,364	11,424	14.69	315,364	11,537	14.67	315,364	11,650	14.66	315,364	11,636	14.64	46,248
Student	6,600	58	3.55	6,600	58	3.51	6,600	58	3.46	6,600	57	3.42	230
Credit Card Loans	2,002,171	48,869	9.90	2,002,171	49,403	9.90	2,002,171	49,936	9.90	2,002,171	49,927	9.89	198,135
Other Unsecured Loans	991,336	33,480	13.70	991,336	32,732	13.24	991,336	32,265	12.91	991,336	31,609	12.65	130,086
Total Personal Loans	41,608,238	948,436	9.24	41,608,238	940,803	9.07	41,608,238	935,494	8.92	41,608,238	920,620	8.78	3,745,353
Mortgage Loans													
First Mortgages	23,150,226	430,876	7.55	23,150,226	419,605	7.27	23,150,226	410,378	7.03	23,150,226	398,497	6.83	1,659,356
Second Mortgages	572,476	14,290	10.12	572,476	14,036	9.83	572,476	13,821	9.58	572,476	13,492	9.35	55,639
Home Equity Loans	10,831,655	172,735	6.47	10,831,655	161,265	5.97	10,831,655	158,636	5.81	10,831,655	154,819	5.67	647,455
Other Mortgage Loans	1,720,906	30,174	7.11	1,720,906	27,885	6.50	1,720,906	27,294	6.29	1,720,906	27,249	6.28	112,602
Total Mortgage Loans	36,275,263	648,075	7.25	36,275,263	622,791	6.89	36,275,263	610,128	6.67	36,275,263	594,057	6.50	2,475,051
Commercial Loans	230,604	4,454	7.83	230,604	4,488	7.81	230,604	4,521	7.78	230,604	4,504	7.75	17,968
Total Loans	77,597,438	1,600,966	8.37	77,597,438	1,568,082	8.11	77,597,438	1,550,144	7.93	77,597,438	1,519,181	7.77	6,238,372
Investments													
Corporate Credit Union Deposits	4,467,725	11,795	1.07	4,467,725	11,139	1.00	4,467,725	11,261	1.00	4,467,725	11,261	1.00	45,456
Bank CDs													
Treasury Securities													
Agency Securities													
Mortgage Pools													
CMOs													
Mutual Funds													
Other Fixed Rate Investments													
Other Variable Rate Investments													
Total Investments	9,967,725	8,405	0.34	9,967,725	7,711	0.31	9,967,725	7,795	0.31	9,967,725	7,795	0.31	31,706
Total Assets	93,741,311	1,609,270	6.96	93,812,132	1,575,646	6.74	94,194,570	1,557,550	6.56	94,728,874	1,526,251	6.39	6,268,716

Sample Credit Union



Interest Income Forecast - Down 200 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	May-02			Jul-02			Oct-02			Jan-03			Year 1
	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Expense
Liabilities													
Share Accounts													
Share Drafts	7,632,279	32,934	1.75	7,632,279	26,818	1.41	7,632,279	24,047	1.25	7,632,279	24,047	1.25	107,845
Share Savings	15,638,343	96,401	2.50	15,638,343	84,190	2.16	15,638,343	78,834	2.00	15,638,343	78,834	2.00	338,259
Money Market Shares	7,391,071	59,236	3.25	7,391,071	53,611	2.91	7,391,071	51,231	2.75	7,391,071	51,231	2.75	215,309
Club Accounts	99,959	616	2.50	99,959	538	2.16	99,959	504	2.00	99,959	504	2.00	2,162
Vacation Accounts													
Appreciation/Secondary Shares													
Total Share Accounts	30,761,652	189,186	2.49	30,761,652	165,156	2.15	30,761,652	154,616	1.99	30,761,652	154,616	1.99	663,576
Term Accounts													
Certificates	40,555,490	388,717	3.89	40,555,490	266,508	2.64	40,555,490	218,712	2.14	40,555,490	172,034	1.68	1,045,970
IRA Certificates	9,351,592	104,693	4.54	9,351,592	76,436	3.28	9,351,592	66,248	2.81	9,351,592	54,757	2.32	302,134
IRA Shares	1,261,235	11,999	3.86	1,261,235	11,066	3.52	1,261,235	10,681	3.36	1,261,235	10,681	3.36	44,428
Escrow Account	50,705	313	2.50	50,705	273	2.16	50,705	256	2.00	50,705	256	2.00	1,097
Total Term Accounts	51,219,022	505,721	4.00	51,219,022	354,284	2.77	51,219,022	295,897	2.29	51,219,022	237,728	1.84	1,393,630
Notes Payable													
Total Liabilities & Equity	93,741,311	694,636	3.01	93,812,132	519,369	2.22	94,194,570	450,514	1.90	94,728,874	392,344	1.64	2,056,863
Net Interest Income		914,634			1,056,276			1,107,036			1,133,907		
Cumulative Net Interest Income		914,634			1,970,910			3,077,947			4,211,853		4,211,853
Net Interest Margin		3.96%			4.52%			4.66%			4.75%		
Non-Interest Income		258,276			258,276			258,276			258,276		
Non-Interest Expense		844,443			844,443			844,443			844,443		
Net Non-interest Income		-586,167			-586,167			-586,167			-586,167		-2,344,667
Net Income		328,467			470,109			520,869			547,740		1,867,186

Sample Credit Union



Interest Income Forecast - Down 200 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-03			Jul-03			Oct-03			Jan-04			Year 2
	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Income
Assets													
Personal Loans													
Secured Loans													
Share	1,516,845	16,811	4.49	1,516,845	16,740	4.43	1,516,845	16,696	4.37	1,516,845	16,501	4.32	66,748
Certificate													
Other - Fixed Rate	1,760,820	36,829	8.48	1,760,820	36,783	8.38	1,760,820	36,778	8.29	1,760,820	36,393	8.20	146,783
Other - Variable Rate													
Automobile Loans	29,945,565	625,351	8.47	29,945,565	621,292	8.32	29,945,565	617,416	8.18	29,945,565	607,247	8.05	2,471,305
Automobile Leases													
Miscellaneous Loans	4,981,035	114,748	9.34	4,981,035	115,041	9.26	4,981,035	115,370	9.19	4,981,035	114,463	9.12	459,623
Unsecured Loans													
Signature	88,502	2,507	11.49	88,502	2,504	11.35	88,502	2,508	11.24	88,502	2,499	11.20	10,017
Line of Credit	315,364	11,369	14.62	315,364	11,480	14.60	315,364	11,590	14.58	315,364	11,574	14.56	46,014
Student	6,600	55	3.38	6,600	55	3.33	6,600	55	3.29	6,600	54	3.24	218
Credit Card Loans	2,002,171	48,832	9.89	2,002,171	49,364	9.89	2,002,171	49,896	9.89	2,002,171	49,885	9.89	197,977
Other Unsecured Loans	991,336	30,471	12.47	991,336	30,445	12.32	991,336	30,525	12.22	991,336	30,359	12.15	121,800
Total Personal Loans	41,608,238	886,973	8.65	41,608,238	883,704	8.52	41,608,238	880,834	8.40	41,608,238	868,975	8.29	3,520,486
Mortgage Loans													
First Mortgages	23,150,226	379,827	6.65	23,150,226	375,262	6.50	23,150,226	371,775	6.37	23,150,226	365,247	6.26	1,492,111
Second Mortgages	572,476	12,923	9.15	572,476	12,835	8.99	572,476	12,788	8.86	572,476	12,637	8.76	51,182
Home Equity Loans	10,831,655	148,117	5.55	10,831,655	146,730	5.43	10,831,655	145,711	5.34	10,831,655	143,302	5.25	583,860
Other Mortgage Loans	1,720,906	26,630	6.28	1,720,906	26,953	6.28	1,720,906	27,228	6.28	1,720,906	27,239	6.28	108,049
Total Mortgage Loans	36,275,263	567,497	6.34	36,275,263	561,779	6.21	36,275,263	557,501	6.10	36,275,263	548,425	6.00	2,235,202
Commercial Loans	230,604	4,389	7.72	230,604	4,421	7.69	230,604	4,451	7.66	230,604	4,432	7.63	17,694
Total Loans	77,597,438	1,458,859	7.62	77,597,438	1,449,904	7.49	77,597,438	1,442,786	7.38	77,597,438	1,421,832	7.27	5,773,381
Investments													
Corporate Credit Union Deposits	4,467,725	11,016	1.00	4,467,725	11,139	1.00	4,467,725	11,261	1.00	4,467,725	11,261	1.00	44,677
Bank CDs													
Treasury Securities													
Agency Securities													
Mortgage Pools													
CMOs													
Mutual Funds													
Other Fixed Rate Investments													
Other Variable Rate Investments													
Total Investments	9,967,725	7,626	0.31	9,967,725	7,711	0.31	9,967,725	7,795	0.31	9,967,725	7,795	0.31	30,927
Total Assets	95,273,935	1,465,439	6.24	95,822,007	1,456,215	6.10	96,374,169	1,448,819	5.96	96,920,105	1,427,521	5.84	5,797,994

Sample Credit Union



Interest Income Forecast - Down 200 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-03			Jul-03			Oct-03			Jan-04			Year 2
	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Expense
Liabilities													
Share Accounts													
Share Drafts	7,632,279	23,524	1.25	7,632,279	23,786	1.25	7,632,279	24,047	1.25	7,632,279	24,047	1.25	95,403
Share Savings	15,638,343	77,121	2.00	15,638,343	77,977	2.00	15,638,343	78,834	2.00	15,638,343	78,834	2.00	312,767
Money Market Shares	7,391,071	50,118	2.75	7,391,071	50,674	2.75	7,391,071	51,231	2.75	7,391,071	51,231	2.75	203,254
Club Accounts	99,959	493	2.00	99,959	498	2.00	99,959	504	2.00	99,959	504	2.00	1,999
Vacation Accounts													
Appreciation/Secondary Shares													
Total Share Accounts	30,761,652	151,255	1.99	30,761,652	152,936	1.99	30,761,652	154,616	1.99	30,761,652	154,616	1.99	613,424
Term Accounts													
Certificates	40,555,490	129,913	1.30	40,555,490	110,322	1.09	40,555,490	106,340	1.04	40,555,490	100,760	0.99	447,335
IRA Certificates	9,351,592	45,022	1.95	9,351,592	42,212	1.81	9,351,592	40,194	1.71	9,351,592	33,733	1.43	161,162
IRA Shares	1,261,235	10,449	3.36	1,261,235	10,565	3.36	1,261,235	10,681	3.36	1,261,235	10,681	3.36	42,378
Escrow Account	50,705	250	2.00	50,705	253	2.00	50,705	256	2.00	50,705	256	2.00	1,014
Total Term Accounts	51,219,022	185,634	1.47	51,219,022	163,353	1.28	51,219,022	157,471	1.22	51,219,022	145,431	1.13	651,889
Notes Payable													
Total Liabilities & Equity	95,273,935	336,889	1.43	95,822,007	316,289	1.32	96,374,169	312,088	1.28	96,920,105	300,047	1.23	1,265,313
Net Interest Income		1,128,550			1,139,926			1,136,732			1,127,474		4,532,681
Cumulative Net Interest Income		5,340,403			6,480,329			7,617,061			8,744,535		
Net Interest Margin		4.80%			4.77%			4.68%			4.62%		
Non-Interest Income		258,276			258,276			258,276			258,276		
Non-Interest Expense		844,443			844,443			844,443			844,443		
Net Non-interest Income		-586,167			-586,167			-586,167			-586,167		-2,344,667
Net Income		542,383			553,760			550,565			541,307		2,188,014

Sample Credit Union



Interest Income Forecast - Down 200 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-04			Jul-04			Oct-04			Jan-05			Year 3
	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Income
Assets													
Personal Loans													
Secured Loans													
Share	1,516,845	16,121	4.27	1,516,845	15,980	4.24	1,516,845	16,028	4.20	1,516,845	15,919	4.18	64,047
Certificate													
Other - Fixed Rate	1,760,820	35,532	8.12	1,760,820	35,170	8.03	1,760,820	35,187	7.95	1,760,820	34,835	7.87	140,725
Other - Variable Rate													
Automobile Loans	29,945,565	589,672	7.92	29,945,565	580,896	7.80	29,945,565	579,357	7.70	29,945,565	572,251	7.60	2,322,175
Automobile Leases													
Miscellaneous Loans	4,981,035	112,049	9.05	4,981,035	111,198	8.98	4,981,035	111,579	8.91	4,981,035	110,773	8.85	445,599
Unsecured Loans													
Signature	88,502	2,461	11.18	88,502	2,458	11.17	88,502	2,486	11.18	88,502	2,477	11.13	9,882
Line of Credit	315,364	11,399	14.54	315,364	11,381	14.51	315,364	11,487	14.49	315,364	11,467	14.47	45,734
Student	6,600	52	3.20	6,600	52	3.15	6,600	52	3.11	6,600	51	3.06	207
Credit Card Loans	2,002,171	49,198	9.88	2,002,171	49,187	9.88	2,002,171	49,716	9.88	2,002,171	49,704	9.88	197,804
Other Unsecured Loans	991,336	29,828	12.10	991,336	29,740	12.07	991,336	30,016	12.05	991,336	29,998	12.04	119,583
Total Personal Loans	41,608,238	846,312	8.18	41,608,238	836,061	8.08	41,608,238	835,909	7.99	41,608,238	827,474	7.91	3,345,755
Mortgage Loans													
First Mortgages	23,150,226	354,846	6.16	23,150,226	350,343	6.09	23,150,226	350,534	6.02	23,150,226	347,615	5.97	1,403,338
Second Mortgages	572,476	12,344	8.67	572,476	12,246	8.60	572,476	12,299	8.55	572,476	12,234	8.50	49,123
Home Equity Loans	10,831,655	139,255	5.17	10,831,655	137,336	5.10	10,831,655	137,271	5.04	10,831,655	135,844	4.99	549,705
Other Mortgage Loans	1,720,906	26,853	6.28	1,720,906	26,856	6.28	1,720,906	27,139	6.27	1,720,906	27,159	6.28	108,006
Total Mortgage Loans	36,275,263	533,298	5.91	36,275,263	526,780	5.84	36,275,263	527,243	5.78	36,275,263	522,851	5.73	2,110,172
Commercial Loans	230,604	4,354	7.59	230,604	4,335	7.56	230,604	4,362	7.53	230,604	4,342	7.49	53,055
Total Loans	77,597,438	1,383,964	7.17	77,597,438	1,367,176	7.09	77,597,438	1,367,514	7.01	77,597,438	1,354,666	6.95	5,455,928
Investments													
Corporate Credit Union Deposits	4,467,725	11,108	1.00	4,467,725	11,108	1.00	4,467,725	11,230	1.00	4,467,725	11,230	1.00	44,677
Bank CDs													
Treasury Securities													
Agency Securities													
Mortgage Pools													
CMOs													
Mutual Funds													
Other Fixed Rate Investments													
Other Variable Rate Investments													
Total Investments	9,967,725	7,690	0.31	9,967,725	7,690	0.31	9,967,725	7,774	0.31	9,967,725	7,774	0.31	44,677
Total Assets	97,451,606	1,389,245	5.73	97,969,528	1,372,136	5.63	98,484,295	1,372,204	5.54	98,994,219	1,359,036	5.46	5,492,621

Sample Credit Union



Interest Income Forecast - Down 200 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-04			Jul-04			Oct-04			Jan-05			Year 3
	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Expense
Liabilities													
Share Accounts													
Share Drafts	7,632,279	23,721	1.25	7,632,279	23,721	1.25	7,632,279	23,981	1.25	7,632,279	23,981	1.25	95,403
Share Savings	15,638,343	77,764	2.00	15,638,343	77,764	2.00	15,638,343	78,619	2.00	15,638,343	78,619	2.00	312,767
Money Market Shares	7,391,071	50,536	2.75	7,391,071	50,536	2.75	7,391,071	51,091	2.75	7,391,071	51,091	2.75	203,254
Club Accounts	99,959	497	2.00	99,959	497	2.00	99,959	503	2.00	99,959	503	2.00	1,999
Vacation Accounts													
Appreciation/Secondary Shares													
Total Share Accounts	30,761,652	152,518	1.99	30,761,652	152,518	1.99	30,761,652	154,194	1.99	30,761,652	154,194	1.99	613,424
Term Accounts													
Certificates	40,555,490	88,811	0.88	40,555,490	82,378	0.82	40,555,490	80,699	0.79	40,555,490	79,626	0.78	331,514
IRA Certificates	9,351,592	29,266	1.26	9,351,592	26,135	1.12	9,351,592	24,851	1.06	9,351,592	23,682	1.01	103,934
IRA Shares	1,261,235	10,536	3.36	1,261,235	10,536	3.36	1,261,235	10,652	3.36	1,261,235	10,652	3.36	42,378
Escrow Account	50,705	252	2.00	50,705	252	2.00	50,705	255	2.00	50,705	255	2.00	1,014
Total Term Accounts	51,219,022	128,865	1.01	51,219,022	119,302	0.94	51,219,022	116,457	0.90	51,219,022	114,215	0.89	478,840
Notes Payable													
Total Liabilities & Equity	97,451,606	281,383	1.16	97,969,528	271,820	1.12	98,484,295	270,651	1.09	98,994,219	268,409	1.08	1,092,264
Net Interest Income		1,107,862			1,100,316			1,101,553			1,090,627		4,400,358
Cumulative Net Interest Income		9,852,396			10,952,712			12,054,265			13,144,892		
Net Interest Margin		4.57%			4.52%			4.45%			4.38%		
Non-Interest Income		258,276			258,276			258,276			258,276		
Non-Interest Expense		844,443			844,443			844,443			844,443		
Net Non-interest Income		-586,167			-586,167			-586,167			-586,167		-2,344,667
Net Income		521,695			514,149			515,386			504,460		2,055,691

Sample Credit Union



Interest Income Forecast - Down 300 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	May-02			Jul-02			Oct-02			Jan-03			Year 1
	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Income
Assets													
Personal Loans													
Secured Loans													
Share	1,516,845	19,697	5.27	1,516,845	16,347	4.32	1,516,845	15,324	4.01	1,516,845	14,552	3.81	65,920
Certificate													
Other - Fixed Rate	1,760,820	39,042	8.99	1,760,820	38,586	8.79	1,760,820	38,116	8.59	1,760,820	37,270	8.40	153,013
Other - Variable Rate													
Automobile Loans	29,945,565	668,524	9.05	29,945,565	657,551	8.81	29,945,565	646,860	8.57	29,945,565	629,242	8.34	2,602,178
Automobile Leases													
Miscellaneous Loans	4,981,035	118,583	9.66	4,981,035	118,170	9.52	4,981,035	117,852	9.39	4,981,035	116,313	9.26	470,918
Unsecured Loans													
Signature	88,502	2,602	11.92	88,502	2,569	11.64	88,502	2,551	11.43	88,502	2,509	11.25	10,230
Line of Credit	315,364	10,791	13.88	315,364	10,893	13.85	315,364	10,994	13.83	315,364	10,975	13.81	43,653
Student	6,600	58	3.54	6,600	57	3.48	6,600	57	3.41	6,600	56	3.35	227
Credit Card Loans	2,002,171	48,866	9.90	2,002,171	49,395	9.90	2,002,171	49,924	9.89	2,002,171	49,909	9.89	198,095
Other Unsecured Loans	991,336	33,030	13.51	991,336	31,822	12.88	991,336	30,982	12.40	991,336	30,019	12.01	125,852
Total Personal Loans	41,608,238	941,193	9.17	41,608,238	925,390	8.92	41,608,238	912,659	8.70	41,608,238	890,844	8.49	3,670,086
Mortgage Loans													
First Mortgages	23,150,226	424,484	7.44	23,150,226	404,585	7.01	23,150,226	387,820	6.65	23,150,226	369,551	6.33	1,586,440
Second Mortgages	572,476	14,135	10.01	572,476	13,668	9.58	572,476	13,261	9.19	572,476	12,769	8.85	53,833
Home Equity Loans	10,831,655	168,404	6.31	10,831,655	149,999	5.55	10,831,655	144,611	5.30	10,831,655	138,478	5.07	601,493
Other Mortgage Loans	1,720,906	28,115	6.63	1,720,906	24,218	5.64	1,720,906	23,014	5.31	1,720,906	22,911	5.28	98,259
Total Mortgage Loans	36,275,263	635,139	7.10	36,275,263	592,470	6.55	36,275,263	568,706	6.22	36,275,263	543,710	5.95	2,340,025
Commercial Loans	230,604	4,213	7.41	230,604	4,235	7.37	230,604	4,255	7.32	230,604	4,229	7.28	16,932
Total Loans	77,597,438	1,580,545	8.26	77,597,438	1,522,094	7.87	77,597,438	1,485,621	7.60	77,597,438	1,438,783	7.36	6,027,043
Investments													
Corporate Credit Union Deposits	4,467,725	11,795	1.07	4,467,725	11,139	1.00	4,467,725	11,261	1.00	4,467,725	11,261	1.00	45,456
Bank CDs													
Treasury Securities													
Agency Securities													
Mortgage Pools													
CMOs													
Mutual Funds													
Other Fixed Rate Investments													
Other Variable Rate Investments													
Total Investments	9,967,725	-5,157	-0.21	9,967,725	-6,002	-0.24	9,967,725	-6,068	-0.24	9,967,725	-6,068	-0.24	-23,294
Total Assets	93,735,410	1,574,900	6.81	93,817,020	1,515,345	6.48	94,199,541	1,477,592	6.22	94,748,035	1,429,026	5.98	5,996,863

Sample Credit Union



Interest Income Forecast - Down 300 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	May-02			Jul-02			Oct-02			Jan-03			Year 1
	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Expense
Liabilities													
Share Accounts													
Share Drafts	7,632,279	32,934	1.75	7,632,279	23,576	1.24	7,632,279	19,238	1.00	7,632,279	19,238	1.00	94,985
Share Savings	15,638,343	96,401	2.50	15,638,343	77,549	1.99	15,638,343	68,980	1.75	15,638,343	68,980	1.75	311,910
Money Market Shares	7,391,071	59,236	3.25	7,391,071	50,472	2.74	7,391,071	46,574	2.50	7,391,071	46,574	2.50	202,855
Club Accounts	99,959	616	2.50	99,959	496	1.99	99,959	441	1.75	99,959	441	1.75	1,994
Vacation Accounts													
Appreciation/Secondary Shares													
Total Share Accounts	30,761,652	189,186	2.49	30,761,652	152,093	1.98	30,761,652	135,232	1.74	30,761,652	135,232	1.74	611,744
Term Accounts													
Certificates	40,555,490	369,751	3.70	40,555,490	219,426	2.17	40,555,490	157,145	1.54	40,555,490	96,038	0.94	842,360
IRA Certificates	9,351,592	102,180	4.43	9,351,592	67,381	2.89	9,351,592	54,074	2.29	9,351,592	39,352	1.67	262,988
IRA Shares	1,261,235	11,999	3.86	1,261,235	10,531	3.35	1,261,235	9,887	3.11	1,261,235	9,887	3.11	42,303
Escrow Account	50,705	313	2.50	50,705	251	1.99	50,705	224	1.75	50,705	224	1.75	1,011
Total Term Accounts	51,219,022	484,243	3.83	51,219,022	297,589	2.33	51,219,022	221,329	1.71	51,219,022	145,501	1.13	1,148,662
Notes Payable													
Total Liabilities & Equity	93,735,410	672,068	2.91	93,817,020	449,293	1.92	94,199,541	356,561	1.50	94,748,035	280,734	1.18	1,758,656
Net Interest Income		902,832			1,066,052			1,121,031			1,148,292		
Cumulative Net Interest Income		902,832			1,968,884			3,089,915			4,238,207		4,238,207
Net Interest Margin		3.91%			4.56%			4.72%			4.81%		
Non-Interest Income		258,276			258,276			258,276			258,276		
Non-Interest Expense		844,443			844,443			844,443			844,443		
Net Non-interest Income		-586,167			-586,167			-586,167			-586,167		-2,344,667
Net Income		316,666			479,885			534,864			562,125		1,893,540

Sample Credit Union



Interest Income Forecast - Down 300 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-03			Jul-03			Oct-03			Jan-04			Year 2
	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Income
Assets													
Personal Loans													
Secured Loans													
Share	1,516,845	13,793	3.69	1,516,845	13,593	3.59	1,516,845	13,429	3.51	1,516,845	13,162	3.44	53,977
Certificate													
Other - Fixed Rate	1,760,820	35,731	8.23	1,760,820	35,463	8.08	1,760,820	35,240	7.94	1,760,820	34,656	7.81	141,090
Other - Variable Rate													
Automobile Loans	29,945,565	598,910	8.11	29,945,565	589,297	7.89	29,945,565	579,949	7.68	29,945,565	564,897	7.48	2,333,053
Automobile Leases													
Miscellaneous Loans	4,981,035	112,324	9.15	4,981,035	112,152	9.03	4,981,035	112,027	8.92	4,981,035	110,708	8.82	447,211
Unsecured Loans													
Signature	88,502	2,412	11.05	88,502	2,395	10.85	88,502	2,386	10.70	88,502	2,367	10.61	9,560
Line of Credit	315,364	10,717	13.78	315,364	10,815	13.76	315,364	10,912	13.73	315,364	10,889	13.70	43,333
Student	6,600	53	3.28	6,600	53	3.22	6,600	52	3.15	6,600	51	3.08	210
Credit Card Loans	2,002,171	48,810	9.89	2,002,171	49,337	9.88	2,002,171	49,864	9.88	2,002,171	49,848	9.88	197,859
Other Unsecured Loans	991,336	28,683	11.73	991,336	28,448	11.51	991,336	28,371	11.35	991,336	28,106	11.25	113,607
Total Personal Loans	41,608,238	851,434	8.30	41,608,238	841,553	8.11	41,608,238	832,231	7.94	41,608,238	814,683	7.77	3,339,901
Mortgage Loans													
First Mortgages	23,150,226	346,096	6.06	23,150,226	336,357	5.83	23,150,226	328,232	5.63	23,150,226	318,049	5.45	1,328,734
Second Mortgages	572,476	12,080	8.56	572,476	11,868	8.32	572,476	11,715	8.12	572,476	11,486	7.96	47,150
Home Equity Loans	10,831,655	130,195	4.87	10,831,655	126,934	4.70	10,831,655	124,235	4.55	10,831,655	120,586	4.42	501,949
Other Mortgage Loans	1,720,906	22,391	5.28	1,720,906	22,662	5.28	1,720,906	22,894	5.28	1,720,906	22,903	5.28	90,849
Total Mortgage Loans	36,275,263	510,761	5.71	36,275,263	497,821	5.50	36,275,263	487,076	5.33	36,275,263	473,024	5.17	1,968,682
Commercial Loans	230,604	4,111	7.23	230,604	4,129	7.18	230,604	4,146	7.13	230,604	4,118	7.08	16,504
Total Loans	77,597,438	1,366,306	7.14	77,597,438	1,343,503	6.94	77,597,438	1,323,453	6.77	77,597,438	1,291,825	6.60	5,325,087
Investments													
Corporate Credit Union Deposits	4,467,725	11,016	1.00	4,467,725	11,139	1.00	4,467,725	11,261	1.00	4,467,725	11,261	1.00	44,677
Bank CDs													
Treasury Securities													
Agency Securities													
Mortgage Pools													
CMOs													
Mutual Funds													
Other Fixed Rate Investments													
Other Variable Rate Investments													
Total Investments	9,967,725	-5,936	-0.24	9,967,725	-6,002	-0.24	9,967,725	-6,068	-0.24	9,967,725	-6,068	-0.24	-24,073
Total Assets	95,306,063	1,355,041	5.77	95,861,261	1,330,383	5.57	96,410,537	1,308,458	5.38	96,943,447	1,275,151	5.22	5,269,033

Sample Credit Union



Interest Income Forecast - Down 300 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-03			Jul-03			Oct-03			Jan-04			Year 2
	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Expense
Liabilities													
Share Accounts													
Share Drafts	7,632,279	18,819	1.00	7,632,279	19,028	1.00	7,632,279	19,238	1.00	7,632,279	19,238	1.00	76,323
Share Savings	15,638,343	67,481	1.75	15,638,343	68,230	1.75	15,638,343	68,980	1.75	15,638,343	68,980	1.75	273,671
Money Market Shares	7,391,071	45,561	2.50	7,391,071	46,068	2.50	7,391,071	46,574	2.50	7,391,071	46,574	2.50	184,777
Club Accounts	99,959	431	1.75	99,959	436	1.75	99,959	441	1.75	99,959	441	1.75	1,749
Vacation Accounts													
Appreciation/Secondary Shares													
Total Share Accounts	30,761,652	132,293	1.74	30,761,652	133,762	1.74	30,761,652	135,232	1.74	30,761,652	135,232	1.74	536,520
Term Accounts													
Certificates	40,555,490	44,849	0.45	40,555,490	19,833	0.20	40,555,490	13,438	0.13	40,555,490	6,285	0.06	84,406
IRA Certificates	9,351,592	27,912	1.21	9,351,592	24,155	1.04	9,351,592	21,421	0.91	9,351,592	13,626	0.58	87,114
IRA Shares	1,261,235	9,672	3.11	1,261,235	9,779	3.11	1,261,235	9,887	3.11	1,261,235	9,887	3.11	39,224
Escrow Account	50,705	219	1.75	50,705	221	1.75	50,705	224	1.75	50,705	224	1.75	887
Total Term Accounts	51,219,022	82,651	0.65	51,219,022	53,989	0.42	51,219,022	44,970	0.35	51,219,022	30,022	0.23	211,632
Notes Payable													
Total Liabilities & Equity	95,306,063	214,944	0.91	95,861,261	187,751	0.79	96,410,537	180,202	0.74	96,943,447	165,254	0.68	748,151
Net Interest Income		1,140,097			1,142,631			1,128,256			1,109,897		4,520,881
Cumulative Net Interest Income		5,378,304			6,520,935			7,649,191			8,759,088		
Net Interest Margin		4.85%			4.78%			4.64%			4.54%		
Non-Interest Income		258,276			258,276			258,276			258,276		
Non-Interest Expense		844,443			844,443			844,443			844,443		
Net Non-interest Income		-586,167			-586,167			-586,167			-586,167		-2,344,667
Net Income		553,930			556,465			542,089			523,730		2,176,214

Sample Credit Union



Interest Income Forecast - Down 300 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-04			Jul-04			Oct-04			Jan-05			Year 3
	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Balance	Income	Rate	Income
Assets													
Personal Loans													
Secured Loans													
Share	1,516,845	12,769	3.39	1,516,845	12,574	3.33	1,516,845	12,535	3.29	1,516,845	12,385	3.25	50,263
Certificate													
Other - Fixed Rate	1,760,820	33,624	7.68	1,760,820	33,069	7.55	1,760,820	32,870	7.43	1,760,820	32,331	7.30	131,894
Other - Variable Rate													
Automobile Loans	29,945,565	543,340	7.30	29,945,565	530,216	7.12	29,945,565	524,065	6.96	29,945,565	513,311	6.82	2,110,932
Automobile Leases													
Miscellaneous Loans	4,981,035	107,951	8.72	4,981,035	106,713	8.62	4,981,035	106,670	8.52	4,981,035	105,506	8.43	426,840
Unsecured Loans													
Signature	88,502	2,321	10.55	88,502	2,309	10.49	88,502	2,328	10.46	88,502	2,312	10.39	9,270
Line of Credit	315,364	10,718	13.67	315,364	10,693	13.64	315,364	10,784	13.60	315,364	10,757	13.57	42,952
Student	6,600	50	3.02	6,600	48	2.95	6,600	48	2.88	6,600	47	2.81	192
Credit Card Loans	2,002,171	49,155	9.87	2,002,171	49,138	9.87	2,002,171	49,661	9.87	2,002,171	49,644	9.86	197,598
Other Unsecured Loans	991,336	27,531	11.17	991,336	27,384	11.11	991,336	27,592	11.07	991,336	27,548	11.06	110,055
Total Personal Loans	41,608,238	787,459	7.61	41,608,238	772,145	7.46	41,608,238	766,552	7.33	41,608,238	753,840	7.21	3,079,997
Mortgage Loans													
First Mortgages	23,150,226	305,239	5.30	23,150,226	298,238	5.18	23,150,226	295,893	5.08	23,150,226	291,511	5.01	1,190,881
Second Mortgages	572,476	11,146	7.83	572,476	10,996	7.73	572,476	10,994	7.64	572,476	10,896	7.57	44,032
Home Equity Loans	10,831,655	115,823	4.30	10,831,655	113,079	4.20	10,831,655	112,063	4.12	10,831,655	110,103	4.04	451,069
Other Mortgage Loans	1,720,906	22,577	5.28	1,720,906	22,579	5.28	1,720,906	22,817	5.27	1,720,906	22,833	5.28	90,806
Total Mortgage Loans	36,275,263	454,786	5.04	36,275,263	444,892	4.93	36,275,263	441,767	4.84	36,275,263	435,343	4.77	1,776,788
Commercial Loans	230,604	4,033	7.03	230,604	4,003	6.98	230,604	4,017	6.93	230,604	3,985	6.88	49,474
Total Loans	77,597,438	1,246,278	6.46	77,597,438	1,221,039	6.33	77,597,438	1,212,336	6.22	77,597,438	1,193,169	6.12	4,856,785
Investments													
Corporate Credit Union Deposits	4,467,725	11,108	1.00	4,467,725	11,108	1.00	4,467,725	11,230	1.00	4,467,725	11,230	1.00	44,677
Bank CDs													
Treasury Securities													
Agency Securities													
Mortgage Pools													
CMOs													
Mutual Funds													
Other Fixed Rate Investments													
Other Variable Rate Investments													
Total Investments	9,967,725	-5,985	-0.24	9,967,725	-5,985	-0.24	9,967,725	-6,051	-0.24	9,967,725	-6,051	-0.24	44,677
Total Assets	97,453,712	1,228,245	5.07	97,942,980	1,201,485	4.93	98,421,405	1,191,064	4.81	98,887,646	1,170,431	4.71	4,791,225

Sample Credit Union



Interest Income Forecast - Down 300 basis points scenario

01/31/02

Weighted Average Balances, Incomes, & Rates

Risk Management

	Apr-04			Jul-04			Oct-04			Jan-05			Year 3
	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Balance	Expense	Rate	Expense
Liabilities													
Share Accounts													
Share Drafts	7,632,279	18,976	1.00	7,632,279	18,976	1.00	7,632,279	19,185	1.00	7,632,279	19,185	1.00	76,323
Share Savings	15,638,343	68,044	1.75	15,638,343	68,044	1.75	15,638,343	68,792	1.75	15,638,343	68,792	1.75	273,671
Money Market Shares	7,391,071	45,942	2.50	7,391,071	45,942	2.50	7,391,071	46,447	2.50	7,391,071	46,447	2.50	184,777
Club Accounts	99,959	435	1.75	99,959	435	1.75	99,959	440	1.75	99,959	440	1.75	1,749
Vacation Accounts													
Appreciation/Secondary Shares													
Total Share Accounts	30,761,652	133,397	1.74	30,761,652	133,397	1.74	30,761,652	134,863	1.74	30,761,652	134,863	1.74	536,520
Term Accounts													
Certificates	40,555,490	-6,667	-0.07	40,555,490	-14,503	-0.14	40,555,490	-17,904	-0.18	40,555,490	-19,298	-0.19	-58,372
IRA Certificates	9,351,592	8,574	0.37	9,351,592	4,716	0.20	9,351,592	2,741	0.12	9,351,592	1,247	0.05	17,279
IRA Shares	1,261,235	9,753	3.11	1,261,235	9,753	3.11	1,261,235	9,860	3.11	1,261,235	9,860	3.11	39,224
Escrow Account	50,705	221	1.75	50,705	221	1.75	50,705	223	1.75	50,705	223	1.75	887
Total Term Accounts	51,219,022	11,881	0.09	51,219,022	186	0.00	51,219,022	-5,080	-0.04	51,219,022	-7,968	-0.06	-981
Notes Payable													
Total Liabilities & Equity	97,453,712	145,278	0.60	97,942,980	133,583	0.55	98,421,405	129,783	0.52	98,887,646	126,895	0.51	535,539
Net Interest Income		1,082,967			1,067,902			1,061,281			1,043,536		4,255,686
Cumulative Net Interest Income		9,842,055			10,909,957			11,971,238			13,014,774		
Net Interest Margin		4.47%			4.39%			4.29%			4.20%		
Non-Interest Income		258,276			258,276			258,276			258,276		
Non-Interest Expense		844,443			844,443			844,443			844,443		
Net Non-interest Income		-586,167			-586,167			-586,167			-586,167		-2,344,667
Net Income		496,801			481,735			475,114			457,370		1,911,019

Sample Credit Union



Present Value Report - Base scenario

01/31/02

Risk Management

<i>Assets</i>	Book Value	Present Value	Modified Duration
Personal Loans			
Secured Loans	38,204,266	38,252,358	1.20
Unsecured Loans	3,403,972	3,441,812	2.99
Total Personal Loans	41,608,238	41,694,170	1.37
Mortgage Loans			
First Mortgages	23,150,226	23,149,588	1.71
Second Mortgages	572,476	578,356	0.79
Home Equity Loans	10,831,655	10,886,807	1.66
Other Mortgage Loans	1,720,906	1,728,753	0.12
Total Mortgage Loans	36,275,263	36,343,504	1.59
Commercial Loans	230,604	230,784	1.27
Non-performing Loans			
Gross Loans	78,114,104	78,268,459	1.47
Loan Loss Reserve	-516,667		
Net Loans	77,597,438	77,751,792	1.47
Investments			
Corporate Credit Union Deposits	4,467,725	4,467,911	0.05
Bank CDs			
Treasury Securities			
Agency Securities			
Mortgage Pools			
CMOs			
Mutual Funds			
Other Fixed Rate Investments			
Other Variable Rate Investments			
Unrealized Gains/Losses			
Total Investments	9,967,725	9,967,916	0.03
Non-earning Assets	6,011,914		
Total Assets	\$93,577,077	\$93,731,622	1.48

<i>Liabilities</i>	Book Value	Present Value	Modified Duration
Share Accounts			
Share Drafts	7,632,279	7,633,694	0.16
Share Savings	15,638,343	15,644,179	0.13
Money Market Shares	7,391,071	7,392,659	0.11
Club Accounts	99,959	99,996	0.13
Vacation Shares			
Appreciation/Secondary Shares			
Total Share Accounts	30,761,652	30,770,528	0.13
Term Accounts			
Certificates	40,555,490	41,070,039	0.71
IRA Certificates	9,351,592	9,533,539	0.94
IRA Shares	1,261,235	1,262,325	0.10
Escrow Accounts	50,705	50,724	0.13
Total Term Accounts	51,219,022	51,916,628	0.74
Notes Payable			
Other Liabilities	2,361,978		
Total Liabilities	\$84,342,652	\$85,049,133	0.61
Equity			
Undivided Earnings	6,245,482		
Reserves	2,547,424		
Unrealized Gains/Losses			
Total Equity	9,234,425	8,682,489	
Total Liabilities and Equity	\$93,577,077	\$93,731,622	

Sample Credit Union



Present Value Report - Up 100 basis points scenario 01/31/02

Risk Management

<i>Assets</i>	Book Value	Present Value	Modified Duration
Personal Loans			
Secured Loans	38,204,266	37,589,631	1.18
Unsecured Loans	3,403,972	3,268,845	2.73
Total Personal Loans	41,608,238	40,858,476	1.33
Mortgage Loans			
First Mortgages	23,150,226	22,494,202	2.08
Second Mortgages	572,476	570,727	0.83
Home Equity Loans	10,831,655	10,691,844	1.71
Other Mortgage Loans	1,720,906	1,725,922	0.12
Total Mortgage Loans	36,275,263	35,482,696	1.85
Commercial Loans	230,604	226,730	1.24
Non-performing Loans			
Gross Loans	78,114,104	76,567,903	1.55
Loan Loss Reserve	-516,667		
Net Loans	77,597,438	76,051,236	1.55
Investments			
Corporate Credit Union Deposits	4,467,725	4,466,765	0.05
Bank CDs			
Treasury Securities			
Agency Securities			
Mortgage Pools			
CMOs			
Mutual Funds			
Other Fixed Rate Investments			
Other Variable Rate Investments			
Unrealized Gains/Losses			
Total Investments	9,967,725	9,966,621	0.03
Non-earning Assets	6,011,914		
Total Assets	\$93,577,077	\$92,029,771	1.55

<i>Liabilities</i>	Book Value	Present Value	Modified Duration
Share Accounts			
Share Drafts	7,632,279	7,464,749	0.16
Share Savings	15,638,343	15,303,067	0.13
Money Market Shares	7,391,071	7,333,589	0.11
Club Accounts	99,959	97,816	0.13
Vacation Shares			
Appreciation/Secondary Shares			
Total Share Accounts	30,761,652	30,199,220	0.13
Term Accounts			
Certificates	40,555,490	40,800,799	0.70
IRA Certificates	9,351,592	9,448,883	0.93
IRA Shares	1,261,235	1,235,529	0.10
Escrow Accounts	50,705	49,618	0.13
Total Term Accounts	51,219,022	51,534,829	0.73
Notes Payable			
Other Liabilities	2,361,978		
Total Liabilities	\$84,342,652	\$84,096,027	0.60
Equity			
Undivided Earnings	6,245,482		
Reserves	2,547,424		
Unrealized Gains/Losses			
Total Equity	9,234,425	7,933,744	
Total Liabilities and Equity	\$93,577,077	\$92,029,771	

Sample Credit Union



Present Value Report - Up 200 basis points scenario

01/31/02

Risk Management

<i>Assets</i>	Book Value	Present Value	Modified Duration
Personal Loans			
Secured Loans	38,204,266	36,951,089	1.16
Unsecured Loans	3,403,972	3,118,530	2.51
Total Personal Loans	41,608,238	40,069,619	1.29
Mortgage Loans			
First Mortgages	23,150,226	21,792,178	2.24
Second Mortgages	572,476	561,763	0.90
Home Equity Loans	10,831,655	10,485,455	1.72
Other Mortgage Loans	1,720,906	1,723,106	0.12
Total Mortgage Loans	36,275,263	34,562,501	1.95
Commercial Loans	230,604	222,867	1.20
Non-performing Loans			
Gross Loans	78,114,104	74,854,987	1.56
Loan Loss Reserve	-516,667		
Net Loans	77,597,438	74,338,321	1.56
Investments			
Corporate Credit Union Deposits	4,467,725	4,465,627	0.05
Bank CDs			
Treasury Securities			
Agency Securities			
Mortgage Pools			
CMOs			
Mutual Funds			
Other Fixed Rate Investments			
Other Variable Rate Investments			
Unrealized Gains/Losses			
Total Investments	9,967,725	9,965,335	0.03
Non-earning Assets	6,011,914		
Total Assets	\$93,577,077	\$90,315,570	1.56

<i>Liabilities</i>	Book Value	Present Value	Modified Duration
Share Accounts			
Share Drafts	7,632,279	7,301,532	0.16
Share Savings	15,638,343	14,973,440	0.13
Money Market Shares	7,391,071	7,275,387	0.11
Club Accounts	99,959	95,709	0.13
Vacation Shares			
Appreciation/Secondary Shares			
Total Share Accounts	30,761,652	29,646,068	0.13
Term Accounts			
Certificates	40,555,490	40,537,258	0.70
IRA Certificates	9,351,592	9,366,343	0.91
IRA Shares	1,261,235	1,209,623	0.10
Escrow Accounts	50,705	48,550	0.13
Total Term Accounts	51,219,022	51,161,773	0.72
Notes Payable			
Other Liabilities	2,361,978		
Total Liabilities	\$84,342,652	\$83,169,818	0.59
Equity			
Undivided Earnings	6,245,482		
Reserves	2,547,424		
Unrealized Gains/Losses			
Total Equity	9,234,425	7,145,752	
Total Liabilities and Equity	\$93,577,077	\$90,315,570	

Sample Credit Union



Present Value Report - Up 300 basis points scenario

01/31/02

Risk Management

<i>Assets</i>	Book Value	Present Value	Modified Duration
Personal Loans			
Secured Loans	38,204,266	36,335,387	1.14
Unsecured Loans	3,403,972	2,986,944	2.31
Total Personal Loans	41,608,238	39,322,332	1.25
Mortgage Loans			
First Mortgages	23,150,226	21,115,875	2.28
Second Mortgages	572,476	550,383	1.04
Home Equity Loans	10,831,655	10,283,211	1.69
Other Mortgage Loans	1,720,906	1,720,313	0.12
Total Mortgage Loans	36,275,263	33,669,783	1.97
Commercial Loans	230,604	219,184	1.17
Non-performing Loans			
Gross Loans	78,114,104	73,211,300	1.55
Loan Loss Reserve	-516,667		
Net Loans	77,597,438	72,694,633	1.55
Investments			
Corporate Credit Union Deposits	4,467,725	4,464,497	0.05
Bank CDs			
Treasury Securities			
Agency Securities			
Mortgage Pools			
CMOs			
Mutual Funds			
Other Fixed Rate Investments			
Other Variable Rate Investments			
Unrealized Gains/Losses			
Total Investments	9,967,725	9,964,058	0.03
Non-earning Assets	6,011,914		
Total Assets	\$93,577,077	\$88,670,605	1.54

<i>Liabilities</i>	Book Value	Present Value	Modified Duration
Share Accounts			
Share Drafts	7,632,279	7,143,822	0.16
Share Savings	15,638,343	14,654,854	0.13
Money Market Shares	7,391,071	7,218,035	0.11
Club Accounts	99,959	93,673	0.13
Vacation Shares			
Appreciation/Secondary Shares			
Total Share Accounts	30,761,652	29,110,384	0.13
Term Accounts			
Certificates	40,555,490	40,279,213	0.69
IRA Certificates	9,351,592	9,285,833	0.90
IRA Shares	1,261,235	1,184,574	0.10
Escrow Accounts	50,705	47,517	0.13
Total Term Accounts	51,219,022	50,797,136	0.72
Notes Payable			
Other Liabilities	2,361,978		
Total Liabilities	\$84,342,652	\$82,269,497	0.59
Equity			
Undivided Earnings	6,245,482		
Reserves	2,547,424		
Unrealized Gains/Losses			
Total Equity	9,234,425	6,401,107	
Total Liabilities and Equity	\$93,577,077	\$88,670,605	

Sample Credit Union



Present Value Report - Down 100 basis points scenario 01/31/02

Risk Management

<i>Assets</i>	Book Value	Present Value	Modified Duration
Personal Loans			
Secured Loans	38,204,266	38,940,738	1.21
Unsecured Loans	3,403,972	3,642,360	3.27
Total Personal Loans	41,608,238	42,583,098	1.43
Mortgage Loans			
First Mortgages	23,150,226	23,624,789	1.54
Second Mortgages	572,476	584,882	0.73
Home Equity Loans	10,831,655	11,059,852	1.55
Other Mortgage Loans	1,720,906	1,731,584	0.12
Total Mortgage Loans	36,275,263	37,001,107	1.45
Commercial Loans	230,604	235,041	1.30
Non-performing Loans			
Gross Loans	78,114,104	79,819,247	1.44
Loan Loss Reserve	-516,667		
Net Loans	77,597,438	79,302,581	1.44
Investments			
Corporate Credit Union Deposits	4,467,725	4,468,597	0.05
Bank CDs			
Treasury Securities			
Agency Securities			
Mortgage Pools			
CMOs			
Mutual Funds			
Other Fixed Rate Investments			
Other Variable Rate Investments			
Unrealized Gains/Losses			
Total Investments	9,967,725	9,968,751	0.03
Non-earning Assets	6,011,914		
Total Assets	\$93,577,077	\$95,283,246	1.45

<i>Liabilities</i>	Book Value	Present Value	Modified Duration
Share Accounts			
Share Drafts	7,632,279	7,808,600	0.16
Share Savings	15,638,343	15,997,242	0.13
Money Market Shares	7,391,071	7,452,614	0.11
Club Accounts	99,959	102,253	0.13
Vacation Shares			
Appreciation/Secondary Shares			
Total Share Accounts	30,761,652	31,360,709	0.13
Term Accounts			
Certificates	40,555,490	41,345,194	0.72
IRA Certificates	9,351,592	9,620,396	0.95
IRA Shares	1,261,235	1,290,049	0.10
Escrow Accounts	50,705	51,869	0.13
Total Term Accounts	51,219,022	52,307,508	0.75
Notes Payable			
Other Liabilities	2,361,978		
Total Liabilities	\$84,342,652	\$86,030,195	0.61
Equity			
Undivided Earnings	6,245,482		
Reserves	2,547,424		
Unrealized Gains/Losses			
Total Equity	9,234,425	9,253,051	
Total Liabilities and Equity	\$93,577,077	\$95,283,246	

Sample Credit Union



Present Value Report - Down 200 basis points scenario 01/31/02

Risk Management

<i>Assets</i>	Book Value	Present Value	Modified Duration
Personal Loans			
Secured Loans	38,204,266	39,656,375	1.23
Unsecured Loans	3,403,972	3,876,724	3.59
Total Personal Loans	41,608,238	43,533,099	1.49
Mortgage Loans			
First Mortgages	23,150,226	23,891,554	1.12
Second Mortgages	572,476	590,698	0.68
Home Equity Loans	10,831,655	11,193,391	1.39
Other Mortgage Loans	1,720,906	1,734,375	0.12
Total Mortgage Loans	36,275,263	37,410,018	1.14
Commercial Loans	230,604	239,514	1.34
Non-performing Loans			
Gross Loans	78,114,104	81,182,631	1.35
Loan Loss Reserve	-516,667		
Net Loans	77,597,438	80,665,964	1.35
Investments			
Corporate Credit Union Deposits	4,467,725	4,468,597	0.05
Bank CDs			
Treasury Securities			
Agency Securities			
Mortgage Pools			
CMOs			
Mutual Funds			
Other Fixed Rate Investments			
Other Variable Rate Investments			
Unrealized Gains/Losses			
Total Investments	9,967,725	9,968,902	0.03
Non-earning Assets	6,011,914		
Total Assets	\$93,577,077	\$96,646,780	1.37

<i>Liabilities</i>	Book Value	Present Value	Modified Duration
Share Accounts			
Share Drafts	7,632,279	7,931,092	0.16
Share Savings	15,638,343	16,362,741	0.13
Money Market Shares	7,391,071	7,513,472	0.11
Club Accounts	99,959	104,589	0.13
Vacation Shares			
Appreciation/Secondary Shares			
Total Share Accounts	30,761,652	31,911,894	0.13
Term Accounts			
Certificates	40,555,490	41,626,488	0.72
IRA Certificates	9,351,592	9,709,549	0.96
IRA Shares	1,261,235	1,318,736	0.10
Escrow Accounts	50,705	53,054	0.13
Total Term Accounts	51,219,022	52,707,827	0.76
Notes Payable			
Other Liabilities	2,361,978		
Total Liabilities	\$84,342,652	\$86,981,699	0.62
Equity			
Undivided Earnings	6,245,482		
Reserves	2,547,424		
Unrealized Gains/Losses			
Total Equity	9,234,425	9,665,081	
Total Liabilities and Equity	\$93,577,077	\$96,646,780	

Sample Credit Union



Present Value Report - Down 300 basis points scenario 01/31/02

Risk Management

<i>Assets</i>	Book Value	Present Value	Modified Duration
Personal Loans			
Secured Loans	38,204,266	40,401,030	1.26
Unsecured Loans	3,403,972	4,152,832	3.95
Total Personal Loans	41,608,238	44,553,863	1.56
Mortgage Loans			
First Mortgages	23,150,226	24,110,454	0.93
Second Mortgages	572,476	596,672	0.66
Home Equity Loans	10,831,655	11,290,106	1.17
Other Mortgage Loans	1,720,906	1,737,196	0.12
Total Mortgage Loans	36,275,263	37,734,427	0.95
Commercial Loans	230,604	244,216	1.37
Non-performing Loans			
Gross Loans	78,114,104	82,532,506	1.31
Loan Loss Reserve	-516,667		
Net Loans	77,597,438	82,015,839	1.31
Investments			
Corporate Credit Union Deposits	4,467,725	4,468,597	0.05
Bank CDs			
Treasury Securities			
Agency Securities			
Mortgage Pools			
CMOs			
Mutual Funds			
Other Fixed Rate Investments			
Other Variable Rate Investments			
Unrealized Gains/Losses			
Total Investments	9,967,725	9,969,053	0.03
Non-earning Assets	6,011,914		
Total Assets	\$93,577,077	\$97,996,806	1.34

<i>Liabilities</i>	Book Value	Present Value	Modified Duration
Share Accounts			
Share Drafts	7,632,279	7,880,106	0.16
Share Savings	15,638,343	16,498,077	0.13
Money Market Shares	7,391,071	7,575,251	0.11
Club Accounts	99,959	105,454	0.13
Vacation Shares			
Appreciation/Secondary Shares			
Total Share Accounts	30,761,652	32,058,888	0.13
Term Accounts			
Certificates	40,555,490	41,914,159	0.73
IRA Certificates	9,351,592	9,801,095	0.97
IRA Shares	1,261,235	1,348,426	0.10
Escrow Accounts	50,705	53,493	0.13
Total Term Accounts	51,219,022	53,117,173	0.76
Notes Payable			
Other Liabilities	2,361,978		
Total Liabilities	\$84,342,652	\$87,538,038	0.63
Equity			
Undivided Earnings	6,245,482		
Reserves	2,547,424		
Unrealized Gains/Losses			
Total Equity	9,234,425	10,458,768	
Total Liabilities and Equity	\$93,577,077	\$97,996,806	

Sample Credit Union



Sensitivity Gap Report

01/31/02

Risk Management

	1/1/2002 to 3/31/2002	4/1/2002 to 6/30/2002	7/1/2002 to 9/30/2002	10/1/2002 to 12/31/2002	1/1/2003 to 3/31/2003	4/1/2003 to 6/30/2003	7/1/2003 to 9/30/2003	10/1/2003 to 12/31/2003
Assets								
Rate	5.24%	8.82%	8.89%	8.87%	8.83%	8.78%	8.72%	8.66%
Balances	20,246,607	5,999,333	5,092,981	4,753,900	4,477,822	4,258,481	4,004,833	3,748,523
Liabilities								
Rate	3.60%	4.38%	4.02%	3.90%	6.20%	5.35%	5.23%	5.50%
Balances	48,598,098	9,946,962	5,562,101	7,975,489	2,715,243	1,169,750	827,910	1,372,595
Marginal Funds Gap	-28,351,491	-3,947,630	-469,120	-3,221,589	1,762,579	3,088,731	3,176,923	2,375,928
Marginal Sensitivity Ratio	-30.30%	-4.22%	-0.50%	-3.44%	1.88%	3.30%	3.39%	2.54%
Cumulative Funds Gap	-28,351,491	-32,299,121	-32,768,241	-35,989,831	-34,227,251	-31,138,521	-27,961,598	-25,585,670
Cumulative Gap Ratio	-30.30%	-34.52%	-35.02%	-38.46%	-36.58%	-33.28%	-29.88%	-27.34%

Sample Credit Union



Sensitivity Gap Report

01/31/02

Risk Management

	1/1/2004 to 3/31/2004	4/1/2004 to 6/30/2004	7/1/2004 to 9/30/2004	10/1/2004 to 12/31/2004	1/1/2005 to 3/31/2005	4/1/2005 to 6/30/2005	7/1/2005 to 9/30/2005	10/1/2005 to 12/31/2005
Assets								
Rate	8.61%	8.56%	8.49%	8.44%	8.37%	8.30%	8.22%	8.11%
Balances	3,538,441	3,313,195	3,042,040	2,724,488	2,449,325	2,224,254	1,981,376	1,735,495
Liabilities								
Rate	6.50%	5.15%	5.02%	4.80%	6.54%	4.40%	6.54%	6.70%
Balances	1,119,440	571,979	392,136	162,924	225,004	3,041	42,394	66,591
Marginal Funds Gap	2,419,001	2,741,216	2,649,904	2,561,563	2,224,321	2,221,213	1,938,982	1,668,904
Marginal Sensitivity Ratio	2.59%	2.93%	2.83%	2.74%	2.38%	2.37%	2.07%	1.78%
Cumulative Funds Gap	-23,166,669	-20,425,453	-17,775,549	-15,213,986	-12,989,665	-10,768,452	-8,829,470	-7,160,566
Cumulative Gap Ratio	-24.76%	-21.83%	-19.00%	-16.26%	-13.88%	-11.51%	-9.44%	-7.65%

Sample Credit Union



Static Balance Sheet

01/31/02

Risk Management

	Present Value	Average Sensitivity	Account Balance	Rate
Assets				
Loans				
Personal Loans				
Secured Loans				
Share	1,522,906	265	1,516,845	7.10
Certificate				
Other - Fixed Rate	1,759,746	997	1,760,820	9.13
Other - Variable Rate				
Automobile Loans				
New				
Fixed Rate	9,983,914	741	9,950,854	8.48
Variable Rate				
TOTAL New Automobile Loans	9,983,914	741	9,950,854	8.48
Used				
Fixed Rate	19,992,856	638	19,994,711	9.60
Variable Rate				
TOTAL Used Automobile Loans	19,992,856	638	19,994,711	9.60
Indirect Lending				
Dealer - Fixed				
Dealer - Variable				
TOTAL Indirect Lending				
TOTAL Automobile Loans	29,976,770	672	29,945,565	9.23
Automobile Leases				
Miscellaneous Loans				
Motorcycle				
Boat, Motor, & Trailer	4,523,376	1,793	4,510,752	9.67
Recreational	345,318	786	345,742	10.81
Other Misc. Loans	124,243	375	124,541	9.78
TOTAL Miscellaneous Loans	4,992,936	1,688	4,981,035	9.75
TOTAL Secured Loans	38,252,358	803	38,204,266	9.21

Sample Credit Union



Static Balance Sheet

01/31/02

Risk Management

	Present Value	Average Sensitivity	Account Balance	Rate
Unsecured Loans				
Signature				
Fixed Rate	88,389	819	88,502	12.63
Variable Rate				
TOTAL Signature	88,389	819	88,502	12.63
Line Of Credit				
Student	317,076	210	315,364	16.18
	6,609	1,933	6,600	3.56
Credit Card Loans				
Classic				
Fixed Rate	2,038,093	9,177	2,002,171	9.90
Variable Rate				
TOTAL Classic	2,038,093	9,177	2,002,171	9.90
Gold				
Fixed Rate				
Variable Rate				
TOTAL Gold				
TOTAL Credit Card Loans	2,038,093	9,177	2,002,171	9.90
Other Unsecured	991,645	294	991,336	14.04
TOTAL Unsecured Loans	3,441,812	5,528	3,403,972	11.75
TOTAL Personal Loans	41,694,170	1,190	41,608,238	9.42
Mortgage Loans				
First Mortgages				
Fixed Rate				
15 Year				
30 Year				
Other Fixed Rate	15,502,177	1,187	15,552,790	7.29
Balloon				
5 Year	7,647,411	713	7,597,437	8.71
7 Year				
Other Balloon				
TOTAL Fixed Rate	23,149,588	1,032	23,150,226	7.76

Sample Credit Union



Static Balance Sheet

01/31/02

Risk Management

	Present Value	Average Sensitivity	Account Balance	Rate
Adjustable Rate				
1 Year				
3 Year				
5 Year				
Other Adj Rate				
TOTAL Adjustable Rate				
TOTAL First Mortgages	23,149,588	1,032	23,150,226	7.76
Second Mortgages				
Fixed Rate				
15 Year				
Other Fixed Rate	578,356	557	572,476	10.33
TOTAL Fixed Rate	578,356	557	572,476	10.33
Adjustable Rate				
1 Year				
3 Year				
5 Year				
Other Adj Rate				
TOTAL Adjustable Rate				
TOTAL Second Mortgages	578,356	557	572,476	10.33
Home Equity				
Fixed Rate	8,879,514	1,017	8,837,415	6.50
Variable Rate				
Home Equity Loc				
Fixed Rate				
Adjustable Rate	2,007,293	84	1,994,240	7.39
Prime				
Cofi				
1 Yr Cmt				
3 Mo Bills				
Other Home Equity				
TOTAL Home Equity	10,886,807	845	10,831,655	6.67
Other Mortgages	1,728,753	63	1,720,906	8.28
TOTAL Mortgage Loans	36,343,504	923	36,275,263	7.50

Sample Credit Union



Static Balance Sheet

01/31/02

Risk Management

	Present Value	Average Sensitivity	Account Balance	Rate
Commercial Loans				
Fixed Rate	230,784	842	230,604	8.77
Variable Rate				
TOTAL Commercial Loans	230,784	842	230,604	8.77
Non-performing Loans				
Loan Loss Reserve	-516,667		-516,667	
TOTAL Loans	77,751,792	1,065	77,597,438	8.58
Investments				
Fed. Funds Sold	5,500,005	1	5,500,000	1.77
Repurchase Agreements				
Reverse Repo. Agreements				
Corporate Credit Union Deposits				
Variable Rate				
Overnight Shares	4,041,758	1	4,041,735	1.75
Regular Shares				
Money Market Shares				
Other Overnight Shares				
TOTAL Variable Rate	4,041,758	1	4,041,735	1.75
Term				
Fixed Rate				
Bullet Maturity				
Amortizing				
TOTAL Fixed Rate				
Variable Rate				
TOTAL Term				
Membership Shares	426,153	90	425,990	1.75
TOTAL Corporate C.U.	4,467,911	9	4,467,725	1.75
Bank Cds - Fixed Rate				
Bank Cds - Variable Rate				
Treasury Securities				
Bills / Discount Notes				
Coupon Issues				
TOTAL Treasury Securities				

Sample Credit Union



Static Balance Sheet

01/31/02

Risk Management

	Present Value	Average Sensitivity	Account Balance	Rate
Agency Securities				
Fixed Rate				
Step-up				
Fixed Callable				
Floating Rate				
1 Mo Libor				
3 Mo Libor				
3 Mo Bills				
1 Yr Cmt				
2 Yr Cmt				
Cofi				
Other Floating Rate				
 TOTAL Floating Rate				
 TOTAL Agency Securities				
 Mortgage Pools				
Fixed Rate				
Floating Rate				
1 Yr Cmt				
Cofi				
Other Floating Rate				
 TOTAL Mortgage Pools				
 CMOs				
Fixed Rate				
Floating Rate				
1 Mo Libor				
3 Mo Libor				
3 Mo Bills				
Cofi				
10 Yr Cmt				
 TOTAL CMOs				
 Mutual Funds				
Other Fixed Rate Investments				
Other Variable Rate Investments				
Unrealized Gains/losses				
 TOTAL Investments	9,967,916	5	9,967,725	1.76

Sample Credit Union



Static Balance Sheet

01/31/02

Risk Management

	Present Value	Average Sensitivity	Account Balance	Rate
Non-earning Assets				
Cash	1,618,081		1,618,081	
Fixed Assets	2,733,130		2,733,130	
Other Real Estate				
Other Assets	895,503		895,503	
NCUSIF Deposit	752,385		752,385	
C.U. Service Organizations	12,815		12,815	
TOTAL Non-earning Assets	6,011,914		6,011,914	
TOTAL Assets	93,731,622	945	93,577,077	7.30
Liabilities				
Share Accounts				
Share Drafts				
Monthly Reset	7,633,694	30	7,632,279	1.75
Quarterly Reset				
Other				
TOTAL Share Drafts	7,633,694	30	7,632,279	1.75
Share Savings				
Monthly Reset	15,644,179	30	15,638,343	2.50
Quarterly Reset				
Other				
TOTAL Share Savings	15,644,179	30	15,638,343	2.50
Money Market Shares				
Monthly Reset	7,392,659	30	7,391,071	3.25
Quarterly Reset				
Other				
TOTAL Money Market Shares	7,392,659	30	7,391,071	3.25
Club Accounts				
Monthly Reset	99,996	30	99,959	2.50
Quarterly Reset				
Other				
TOTAL Club Accounts	99,996	30	99,959	2.50

Sample Credit Union



Static Balance Sheet

01/31/02

Risk Management

	Present Value	Average Sensitivity	Account Balance	Rate
Vacation				
Monthly Reset				
Quarterly Reset				
Other				
TOTAL Vacation				
Appreciation/secondary Shares				
TOTAL Share Accounts	30,770,528	30	30,761,652	2.49
Term Accounts				
Certificates				
3 Month	413,768	43	413,697	2.13
6 Month	5,879,645	86	5,866,778	3.44
9 Month				
1 Year	24,306,426	155	24,163,207	4.88
1.5 Year	233,897	287	230,269	5.58
2 Year	4,640,565	409	4,525,805	5.87
3 Year	3,437,774	515	3,311,199	6.16
4 Year	461,530	543	442,829	6.25
5 Year	1,595,632	1,225	1,512,706	5.76
Other	100,802	2,378	89,000	4.71
TOTAL Certificates	41,070,039	251	40,555,490	4.91
IRA Certificates				
3 Month	10,061	57	10,060	2.04
6 Month	859,521	92	857,786	3.25
9 Month				
1 Year	4,483,898	164	4,448,248	4.81
1.5 Year	497,794	232	493,317	4.92
2 Year	874,925	385	860,493	5.57
3 Year	2,215,851	537	2,132,083	6.17
4 Year	48,117	589	45,990	6.16
5 Year	543,372	1,588	503,615	5.87
Other				
TOTAL IRA Certificates	9,533,539	345	9,351,592	5.11
IRA Shares				
Monthly Reset	1,262,325	30	1,261,235	3.86
Quarterly Reset				
Other				
TOTAL IRA Shares	1,262,325	30	1,261,235	3.86

Sample Credit Union



Static Balance Sheet

01/31/02

Risk Management

	Present Value	Average Sensitivity	Account Balance	Rate
Escrow Account				
Monthly Reset	50,724	30	50,705	2.50
Quarterly Reset				
Other				
TOTAL Escrow Account	50,724	30	50,705	2.50
TOTAL Term Accounts	51,916,628	263	51,219,022	4.92
Notes Payable				
Fixed Rate				
Variable Rate				
TOTAL Notes Payable				
Other Liabilities				
Dividends Payable				
Other Liabilities	2,361,978		2,361,978	
TOTAL Other Liabilities	2,361,978		2,361,978	
Equity				
Undivided Earnings			6,245,482	
Reserves			2,547,424	
Unrealized Gains/losses				
TOTAL Equity			9,234,425	
TOTAL Liabilities & Equity	85,049,133	175	93,577,077	3.51



ASSUMPTIONS

January 31, 2002

Base scenario yield curve:

	1 day	3 months	6 months	2 years	5 years	10 years	30 years
Rate	1.750	1.751	1.904	3.155	4.369	5.031	5.430

All stress test scenarios utilize an immediate and sustained shift in the base scenario yield curve. The shift in rates is parallel throughout the term structure. The interest rates utilized in the base scenario are the Treasury curve rates at report date.

Floating rate indices:

Index	Rate
1 Mo. LIBOR	1.798
2 Mo. LIBOR	1.828
3 Mo. LIBOR	1.858
11 Dist. COFI	3.074

1. Prepayment speeds for mortgage loans are based on generic FNMA collateral with a comparable weighted average coupon (WAC). This generic collateral utilizes the median prepayment estimate of several major broker/dealers. The prepayment method used is the Public Security Association (PSA) standard. Prepayment speeds are programmed to increase or decrease in changing interest rate environments. (See example below)

2. **Prepayment speeds for mortgage backed securities (MBS) and collateralized mortgage obligations (CMO) securities are based on generic FNMA collateral containing a comparable weighted average coupon (WAC). Additionally, MBS prepayments are adjusted to reflect seasoning characteristics and CMO securities are adjusted to reflect the prepayment window. The prepayment method used is the Public Security Association (PSA) standard. Prepayment speeds are programmed to increase or decrease in changing interest rate environments. (See example below)**

Generic FNMA collateral with WAC of 7.05%

-201 to -300 bp:	1500 Bloomberg Median PSA
-101 to -200 bp:	1600 Bloomberg Median PSA
-1 to -100 bp:	877 Bloomberg Median PSA
0 bp:	280 Bloomberg Median PSA
1 to 100 bp:	153 Bloomberg Median PSA
101 to 200 bp:	131 Bloomberg Median PSA
201 to 300 bp:	122 Bloomberg Median PSA

3. **Withdrawal assumptions for shares/deposits: No withdrawals**
4. **Structure of the balance sheet: All accounts are programmed to reinvest maturing balances with a “roll over original” methodology. This selection allows the maturing cash flows to be rolled back into the account with the same characteristics as were originally present. For example, if an account originally contained a one-year fixed rate instrument it would be replaced at maturity with a one year fixed rate instrument. This enables the CNBS income forecast to maintain the report-date composition of the balance sheet throughout the forecast period and reflect the interest rate risk inherent in the balance sheet at the time the report is generated.**
5. **The interest income forecast is generated for 12 quarterly periods. The base scenario income forecast reflects all 12 periods. The other scenarios utilize a four-quarter income forecast. Additional customized reports are available upon request.**

6. **The interest rate shock tests are performed with balance sheet and market conditions held constant. By holding the composition of the balance sheet and market conditions constant, the results of the shock tests can more precisely reflect the interest rate risk inherent in the balance sheet at report time.**
7. **A growth scenario, designated by the credit union, is generated to reflect management’s expectations of growth in selected accounts. A special income forecast based on these assumptions is generated for strategic planning. All conditions are held constant except for the growth in these accounts. This allows the analysis of expected balance sheet changes to be compared to current conditions.**
8. **A CNBS interest income forecast is generated using the interest rates that CNBS expects to prevail in the marketplace over the coming months. (See assumption 2) This forecast utilizes the same month-end balance sheet conditions as in the base scenario with one exception: a CNBS projected Treasury curve is substituted for the actual Treasury curve. This enables the credit union to evaluate the impact of expected market conditions on the balance sheet with other factors held constant.**
9. **The non-interest income and expense figures generated in the income forecast are computed as a percentage of the credit union’s total assets. The percentage utilized is based on estimates supplied by the credit union or, in the absence of this information, the average experienced by credit union’s nationwide. (Obtained from CUNA research.)**
10. **A three-month repricing lag is utilized with interest rates in core deposit accounts. The interest rates on these accounts will reset after three months when market rates are shocked. A reset lag is utilized to represent actual competitive conditions since credit unions typically do not change core deposit rates immediately after a change in market conditions. The reset sensitivity of core deposits to changes in market rates after the repricing lag is reflected in the following table. (For example a 100% sensitivity would mean that the rates on core deposits move point for point with changes in market rates in the shocked scenarios.)**

	Sensitivity
Share Drafts	25%
Share Savings	25%
Money Market	25%
Club Accounts	25%
Vacation Accounts	25%
IRA Shares	25%
Escrow Accounts	25%
Appreciation Shares	25%

11. **Core deposit pricing used in the NEV analysis is based on the following factors:**
 - **The interest rate paid on the share account at report date**
 - **The sensitivity of the share account rate to market rate changes**
 - **The estimated maturity of the share account is derived using averages from the FDICIA 305 proposal for non-maturity accounts. CNBS utilizes a more conservative approach for non-maturity account estimates. The following maturity structures are utilized:**
 - Share drafts – 2 years**
 - Share savings – 3 years**
 - Money market – 1 year**
 - Club accounts – 3 years**
 - Vacation accounts – 3 years**
 - IRA shares – 3 years**
 - Escrow accounts – 3 years**
 - **The discount rate is the base case share rate +/- any change in market rates.**
12. **Contractual interest rates are utilized in the original book of business. The new book of business, generated to replace maturing accounts in the income forecast, utilizes interest rates provided by the credit union which reflect current or anticipated market conditions. Marketable securities reprice based on prevailing sector spreads at the time the report is processed.**
13. **A zero-continuous curve derived from the on-the-run Treasury yield curve is used to establish discounting rates for cash flows in the NEV test. Risk adjusted spreads are used in the discounting process to reflect differences in credit quality or changing market conditions.**
14. **All callable issues are programmed to be called immediately when interest rates are shocked down more than 100 basis points. When these issues are called they are replaced with securities of similar maturity but with rates that reflect conditions in the shocked scenario.**
15. **Mutual funds are extremely difficult to model accurately due to the availability of information on portfolio holdings and composition. Therefore, the accounts containing mutual funds are modeled using the target duration stated in the fund's prospectus.**
16. **Any investment account (overnight or term) that has the potential to decrease to zero percent in any interest rate scenario is analyzed assuming a one percent floor.**



ALM Report Definitions

Asset/Liability Management - (ALM) The management of an organization's balance sheet size, mix of assets and liabilities, repricing of assets and liabilities, funding spreads, and interest rate sensitivity in order to maximize profitability and reduce the exposure to interest rate risk.

Amortization - The regular reduction in the book value of an asset over its estimated useful life.

Asset Sensitive - A term used to describe a credit union's position regarding interest rate sensitivity. A credit union is asset sensitive when its assets reprice faster than its liabilities. If interest rates move upward the credit union's assets will reprice upward faster than its liabilities and the credit union will make more profit. However, if interest rates move downward, the credit union will incur a reduction in income.

Average Rate - The average rates shown in the report are calculated with a dollar value weighting. Securities that contain a larger dollar investment carry a higher weighting in the account than securities with smaller values.

Average Sensitivity - Interest rate sensitivity refers to the amount of time that must pass before an instrument will be able to reset its coupon. For floating rate securities this period will depend on the index utilized. Fed. Funds based instruments will reprice daily whereas 1 month LIBOR based instruments will reprice once a month. The sensitivity on fixed rate securities will be the time period until the security matures. The average sensitivity on an account is calculated based on a dollar weighting as explained above in the average rate definition.

Basis Point - A unit of measure used in quoting bond yields. One basis point equals .01% of yield. It takes 100 basis points to equal 1%.



Buckets - In gap reports a predefined time interval is often called a bucket. The Interest Rate Sensitivity Analysis Report utilizes gap buckets of three months. The time buckets are often established based on an institution's particular information requirements.

Call Option - A contract that gives the holder the right (but not the obligation) to purchase a bond on or before a certain date in the future. If a bond issuer holds the call option, it can call the bond in a low interest rate environment and reissue it at a lower rate. This exposes the credit union to reinvestment risk.

Cap - A term used to describe the upper limit of a bond's interest rate. For example: a floating rate bond with a cap of 10 percent would never exceed a coupon rate of ten percent.

Cash Flows - The principal and interest payments from a bond or loan.

Core Deposits - A credit union's most stable deposits.

Cumulative Gap - The net amount obtained from adding all of the interval "gaps" or mismatches between rate-sensitive assets and rate-sensitive liabilities. The one-year cumulative gap for example is the sum of the preceding four quarterly intervals.

Duration - Macaulay duration is the number of years required to receive the present value of future payments, both principal and interest, from an investment. A more simplified definition is the time required to recover the full amount of one's investment. Securities with shorter maturities naturally result in shorter durations. Securities with larger coupons will also have shorter durations as the investment amount is returned sooner with a larger coupon. Modified duration is a measure of price sensitivity. It measures the percentage change in the value of an instrument for each 1 percent change in market rates.



Fed. Funds Rate - The interest rate charged by banks with excess reserves at the Federal Reserve district bank to banks needing overnight loans to meet reserving requirements. The Fed. Funds rates is viewed as the “overnight” rate on deposits. It is the shortest term available (1 day) in the marketplace.

Gap - (Repricing Gap) The amount of mismatch between the repricing of a credit union’s assets and the repricing of its liabilities.

Immunization - The establishment and maintenance of equal and offsetting exposures to interest rate risk. (i.e. holding equal amounts of assets and liabilities of the same duration.)

Interest Rate Risk - The risk that changes in market interest rates will adversely effect a credit union’s assets, liabilities, capital, income, and/or expenses at different times or in different amounts.

Liability Sensitive - Used to describe a credit union’s position when an increase in interest rates will lower the institution’s income. A credit union is liability sensitive when its liabilities reprice faster than its assets. If market rates move up, the credit union will have to pay its depositors a higher rate than it can earn on its assets.

LIBOR - London Interbank Offered Rate. The rate paid by the highest quality banks for Eurodollar deposits. LIBOR is often used as an index for floating rate securities.

Market Value of Portfolio Equity – now referred to as Net Economic Valuation (see below).



NEV or Net Economic Value – NEV is derived by subtracting the present value of a credit unions liabilities from the present value of its assets. The value of a credit union’s NEV will change in relation to different interest rate scenarios depending on the mix of its assets and liabilities. The degree of fluctuation in NEV caused by the changing rate scenarios is one measure of interest rate risk.

NEV ratio – The NEV ratio is derived by dividing NEV by the present value of assets.

Prepayments - Loan or bond principal payments that are made prior to their due date. Prepayments subject a credit union to reinvestment risk.

Rate Shock - The change in profits or capital caused by a sudden change in market interest rates.

Repricing - This refers to how the future interest rate of a bond or loan is calculated in the model. If a bond reprices based on 1 month LIBOR it will generally experience a rate reset as often as the index resets (monthly in this case) and utilize the current rate of the index in the calculation of its next coupon. Accounts that reprice daily or monthly have less interest rate risk than fixed rate accounts. This is reflected in the fluctuations of the interest income forecast and net economic valuation.

Yield Curve - A graph showing the relationships at a single point in time between each of the available maturities of a security. The yield curve used in the ALM model is the Treasury curve. The Treasury curve is utilized because it represents a riskless rate of return that can be earned on various maturities.