

Margin Management Tool

Sample Credit Union

2010

CostPro Pricing System



Sample Credit Union

Projections	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Shares												
Balance	\$21,000,000	\$20,500,000	\$22,100,000	\$22,140,372	\$22,000,000	\$22,650,000	\$22,660,670	\$22,500,000	\$22,500,000	\$22,500,000	\$22,500,000	\$22,500,000
Rate	0.44%	0.40%	0.48%	0.42%	0.35%	0.35%	0.25%	0.25%	0.25%	0.15%	0.15%	0.15%
Int. Exp	\$7,700	\$6,833	\$8,840	\$7,749	\$6,417	\$6,606	\$4,721	\$4,688	\$4,688	\$2,813	\$2,813	\$2,813
Checking												
Balance	\$18,500,000	\$21,000,000	\$22,500,000	\$22,561,847	\$22,000,000	\$21,500,000	\$21,000,000	\$21,500,000	\$21,500,000	\$21,500,000	\$21,500,000	\$21,500,000
Rate	0.23%	0.20%	0.13%	0.13%	0.12%	0.13%	0.13%	0.13%	0.13%	0.13%	0.13%	0.13%
Int. Exp	\$3,546	\$3,500	\$2,438	\$2,444	\$2,200	\$2,329	\$2,275	\$2,329	\$2,329	\$2,329	\$2,329	\$2,329
Liquid Assets												
Balance	\$28,600,000	\$28,500,000	\$28,500,000	\$34,000,000	\$34,000,000	\$42,000,000	\$42,500,000	\$42,500,000	\$41,800,000	\$40,000,000	\$39,000,000	\$38,000,000
Rate	2.44%	1.98%	2.06%	1.58%	1.24%	1.27%	0.68%	0.86%	0.68%	0.38%	0.38%	0.38%
Int. Exp	\$58,153	\$47,025	\$48,925	\$44,767	\$35,133	\$44,450	\$24,083	\$30,458	\$23,687	\$12,667	\$12,350	\$12,033
CD												
Balance	\$53,500,000	\$55,917,600	\$52,500,000	\$51,153,000	\$39,408,000	\$37,501,000	\$37,077,657	\$34,521,000	\$36,676,800	\$31,521,000	\$30,284,000	\$25,500,000
Rate	3.82%	3.67%	3.92%	3.92%	3.88%	3.67%	3.67%	3.63%	3.47%	3.28%	2.66%	2.66%
Int. Exp	\$170,308	\$171,015	\$171,500	\$167,100	\$127,419	\$114,691	\$113,396	\$104,426	\$106,057	\$86,157	\$67,130	\$56,525
Other												
Balance	\$10,100,000	\$10,250,000	\$10,250,000	\$10,616,867	\$10,616,867	\$10,616,867	\$10,962,577	\$10,616,867	\$10,616,867	\$10,616,867	\$10,616,867	\$10,700,000
Rate	2.40%	3.08%	3.29%	2.54%	2.45%	2.45%	3.00%	2.95%	2.95%	2.45%	2.45%	2.45%
Int. Exp	\$20,200	\$26,308	\$28,102	\$22,472	\$21,676	\$21,676	\$27,406	\$26,100	\$26,100	\$21,676	\$21,676	\$21,846
Totals												
Balance	\$131,700,000	\$136,167,600	\$135,850,000	\$140,472,086	\$128,024,867	\$134,267,867	\$134,200,904	\$131,637,867	\$133,093,667	\$126,137,867	\$123,900,867	\$118,200,000
Rate	2.37%	2.24%	2.29%	2.09%	1.81%	1.70%	1.54%	1.53%	1.47%	1.20%	1.03%	0.97%
Int. Exp	\$259,908	\$254,681	\$259,805	\$244,532	\$192,845	\$189,752	\$171,882	\$168,001	\$162,860	\$125,642	\$106,297	\$95,546
Gap	54,567	71,549	62,576	26,742	-8,829	-5,763	-13,029	-24,557	-1,876	-37,679	-53,278	-63,125
Loans & Investments												
Balance	\$146,894,892	\$151,572,309	\$154,047,274	\$147,077,159	\$142,751,832	\$135,609,600	\$134,200,904	\$141,810,100	\$141,801,000	\$137,275,500	\$135,335,100	\$131,250,000
Yield	5.59%	4.83%	5.12%	5.23%	5.30%	5.58%	5.51%	5.43%	5.36%	5.49%	5.44%	5.58%
Int. Inc	\$684,470	\$610,440	\$657,430	\$640,560	\$630,234	\$630,695	\$616,367	\$641,860	\$633,599	\$628,157	\$613,750	\$610,271
Int Ratio	205,341	183,132	197,229	217,790	201,675	195,516	184,910	192,558	164,736	163,321	159,575	158,670
Interest Yield Calculation												
Loans												
Balance	\$131,964,530	\$125,672,676	\$124,688,587	\$120,572,759	\$119,300,000	\$119,625,000	\$114,967,776	\$118,250,500	\$116,551,000	\$117,150,500	\$116,300,500	\$115,750,000
Yield	6.18%	5.80%	6.28%	6.34%	6.30%	6.30%	6.40%	6.40%	6.40%	6.40%	6.30%	6.30%
Int. Inc	\$679,617	\$607,418	\$652,537	\$637,026	\$626,325	\$628,031	\$613,161	\$630,669	\$621,605	\$624,803	\$610,578	\$607,688
Investments												
Balance	\$14,930,362	\$25,899,633	\$29,358,687	\$26,504,400	\$23,451,832	\$15,984,600	\$19,233,128	\$23,559,600	\$25,250,000	\$20,125,000	\$19,034,600	\$15,500,000
Yield	0.39%	0.14%	0.20%	0.16%	0.20%	0.20%	0.20%	0.57%	0.57%	0.20%	0.20%	0.20%
Int. Inc	\$4,852	\$3,022	\$4,893	\$3,534	\$3,909	\$2,664	\$3,206	\$11,191	\$11,994	\$3,354	\$3,172	\$2,583
Assets	152,662,389	157,600,981	154,500,000	150,500,000	145,500,000	141,000,000	141,000,000	139,500,000	147,865,002			

Net Margin Management Tool

Year: **2010**

Q1

CU Name: Sample Credit Union

Int. Income/Expense Ratio	Jan		Feb		Mar	
	%	Dollar	%	Dollar	%	Dollar
Goal	30.0%	\$205,329	30.0%	\$183,118	30.0%	\$197,289
Actual	40.2%	\$275,276	41.8%	\$255,270	42.9%	\$282,401
Gap	10.2%	69,947	11.8%	72,152	12.9%	85,112
ROA Effect	0.55%	69,947	0.55%	72,152	0.64%	85,112

Loan/Share Ratio	Jan		Feb		Mar	
	%	Dollar	%	Dollar	%	Dollar
Goal	95.00%	\$132,601,672	95.00%	\$137,259,987	95.00%	\$138,719,035
Actual	94.54%	\$131,964,530	86.98%	\$125,672,676	85.39%	\$124,688,587
Gap	-0.46%	-\$637,141.65	-8.02%	-\$11,587,311	-9.61%	-\$14,030,448
ROA Effect	0.02%	-\$637,141.65	0.35%	-\$11,587,311	0.42%	-\$14,030,448

Core/High-Yield Share Ratio	Jan		Feb		Mar	
	Core/High % of Total	% of Total	Core/High % of Total	% of Total	Core/High % of Total	% of Total
Goal	95.00%	40.00%	95.00%	40.00%	95.00%	40.00%
Actual	44.87%	69.03%	46.12%	68.44%	44.12%	69.39%
Gap	-50.13%	29.03%	-48.88%	28.44%	-50.88%	29.39%

Net Margin Management Tool

Year: **2010**

Q2

CU Name: Sample Credit Union

Int. Income/Expense Ratio	Apr		May		Jun	
	%	Dollar	%	Dollar	%	Dollar
Goal	34.0%	219,724	32.0%	\$206,062	31.0%	193,711.25
Actual	38.9%	251,074	32.7%	\$210,373	31.6%	\$197,454
Gap	4.9%	31,350	0.7%	4,311	0.6%	3,743
ROA Effect	0.24%	31,350	0.03%	4,311	0.03%	3,743

Loan/Share Ratio	Apr		May		Jun	
	%	Dollar	%	Dollar	%	Dollar
Goal	95.00%	\$137,064,943	95.00%	\$129,459,205	95.00%	\$129,159,505
Actual	85.39%	\$123,201,794	87.50%	\$119,232,671	87.33%	\$118,730,145
Gap	-9.61%	-\$13,863,148	-7.50%	-\$10,226,534	-7.67%	-\$10,429,360
ROA Effect	0.42%	-\$13,863,148	0.33%	-\$10,226,534	0.34%	-\$10,429,360

Core/High-Yield Share Ratio	Apr		May		Jun	
	Core/High % of Total	% of Total	Core/High % of Total	% of Total	Core/High % of Total	% of Total
Goal	95.00%	40.00%	95.00%	40.00%	95.00%	40.00%
Actual	44.61%	69.15%	50.71%	66.35%	49.56%	66.86%
Gap	-50.39%	29.15%	-44.29%	26.35%	-45.44%	26.86%

Net Margin Management Tool**Q3****Year: 2010****CU Name: Sample Credit Union**

Int. Income/Expense Ratio	Jul		Aug		Sep	
	%	Dollar	%	Dollar	%	Dollar
Goal	30.0%	190,661	30.0%	\$187,451	26.0%	\$160,178
Actual	28.3%	179,671	26.4%	\$164,864	25.4%	\$156,590
Gap	-1.7%	-10,990	-3.6%	-22,587	-0.6%	-3,588
ROA Effect	-0.09%	-10,990	-0.18%	-22,587	-0.03%	-3,588

Loan/Share Ratio	Jul		Aug		Sep	
	%	Dollar	%	Dollar	%	Dollar
Goal	95.00%	\$130,082,323	95.00%	\$129,144,670	95.00%	\$128,199,015
Actual	85.10%	\$116,524,806	86.20%	\$117,185,796	87.22%	\$117,694,587
Gap	-9.90%	-\$13,557,516.95	-8.80%	-\$11,958,874	-7.78%	-\$10,504,428
ROA Effect	0.43%	-\$13,557,516.95	0.38%	-\$11,958,874	0.34%	-\$10,504,428

Core/High-Yield Share Ratio	Jul		Aug		Sep	
	Core/High % of Total	% of Total	Core/High % of Total	% of Total	Core/High % of Total	% of Total
Goal	95.00%	40.00%	95.00%	40.00%	95.00%	40.00%
Actual	50.82%	66.30%	50.82%	66.30%	50.41%	66.49%
Gap	-44.18%	26.30%	-44.18%	26.30%	-44.59%	26.49%

Net Margin Management Tool**Q4****Year: 2010****CU Name: Sample Credit Union**

Int. Income/Expense Ratio	Oct		Nov		Dec	
	%	Dollar	%	Dollar	%	Dollar
Goal	26.0%	160,564	26.0%	\$154,249	26.0%	\$160,879
Actual	25.4%	156,765	23.2%	\$137,717	20.7%	\$127,841
Gap	-0.6%	-3,799	-2.8%	-16,532	-5.3%	-\$33,038
ROA Effect	-0.03%	-3,799	-0.13%	-16,532	-0.27%	-\$33,038

Loan/Share Ratio	Oct		Nov		Dec	
	%	Dollar	%	Dollar	%	Dollar
Goal	95.00%	\$130,672,511	95.00%	\$128,234,251	95.00%	\$125,600,404
Actual	83.26%	\$114,521,609	85.14%	\$114,921,058	86.58%	\$114,470,766
Gap	-11.74%	-\$16,150,902	-9.86%	-\$13,313,193	-8.42%	-\$11,129,638
ROA Effect	0.51%	-\$16,150,902	0.43%	-\$13,313,193	0.37%	-\$11,129,638

Core/High-Yield Share Ratio	Oct		Nov		Dec	
	Core/High % of Total	% of Total	Core/High % of Total	% of Total	Core/High % of Total	% of Total
Goal	95.00%	40.00%	95.00%	40.00%	95.00%	40.00%
Actual	54.72%	64.63%	54.80%	64.60%	57.93%	63.32%
Gap	-40.28%	24.63%	-40.20%	24.60%	-37.07%	23.32%