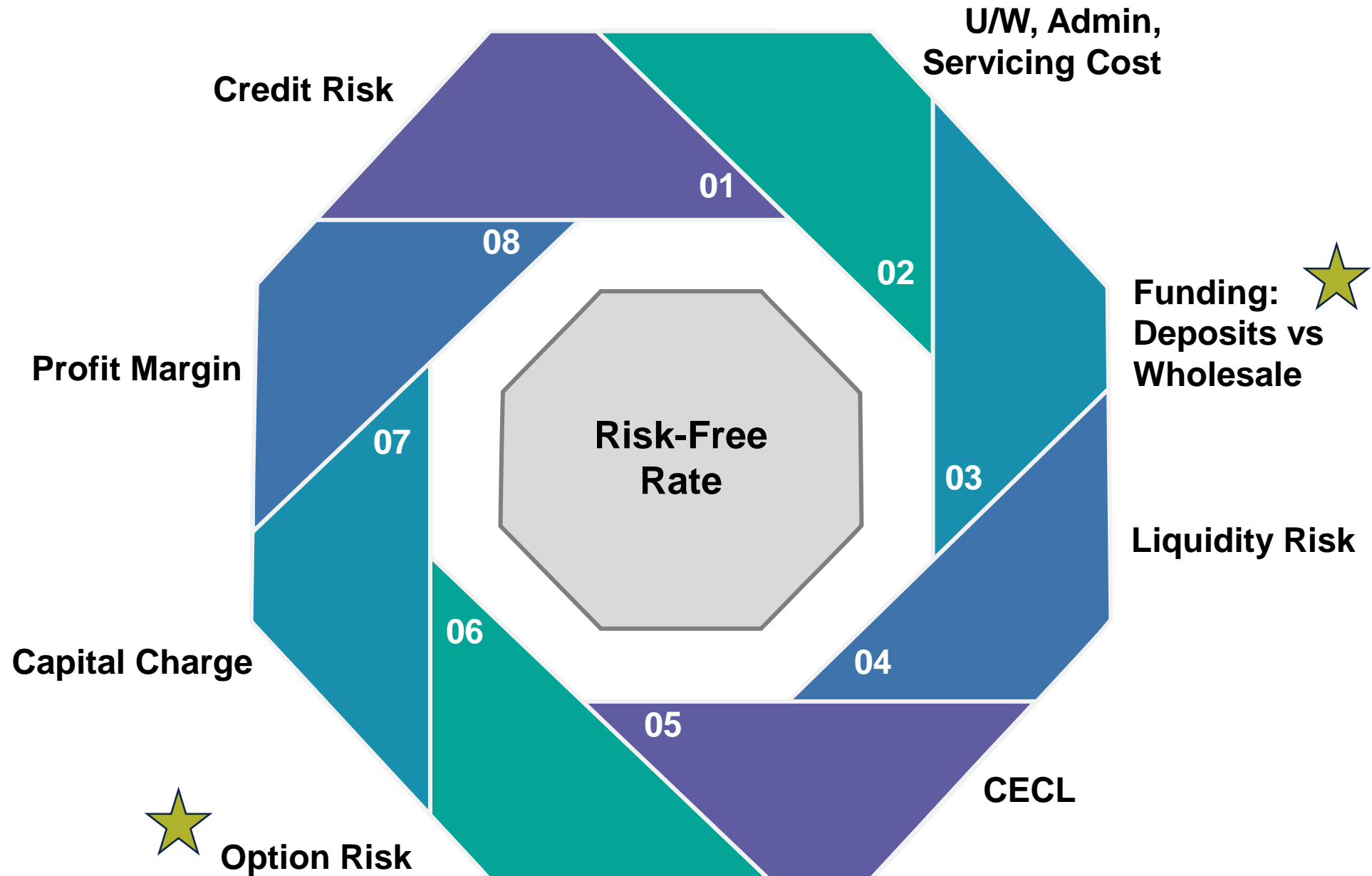


Loans as a % of Total Capital													
Loan Sector	2006Y	2007Y	2008Y	2009Y	2010Y	2011Y	2012Y	2013Y	2014Y	2015Y	2016Y	2017Y	2018Q2
Construction & Land	159%	112%	107%	104%	64%	58%	21%	43%	60%	35%	43%	50%	58%
Farm Land	30%	26%	32%	30%	35%	44%	35%	35%	29%	1%	0%	0%	0%
Agriculture Production	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
1-4 Family Closed-end 1st	157%	171%	241%	184%	196%	263%	206%	216%	230%	174%	180%	204%	200%
1-4 Family Closed-end 2nd	3%	10%	0%	14%	12%	11%	5%	4%	3%	4%	2%	2%	2%
1-4 Family Revolving HE-Line	35%	43%	72%	79%	86%	109%	69%	64%	61%	32%	27%	24%	22%
Multifamily	9%	9%	20%	27%	42%	76%	64%	77%	59%	76%	100%	77%	71%
CRE Owner Occupied	0%	69%	90%	112%	178%	237%	143%	117%	126%	33%	27%	28%	26%
CRE Non-owner Occupied	0%	135%	165%	182%	240%	358%	236%	196%	182%	69%	63%	107%	109%
Commercial & Industrial	117%	91%	127%	121%	157%	263%	179%	130%	198%	80%	104%	176%	164%
Consumer	26%	19%	22%	15%	9%	9%	8%	10%	10%	13%	1%	19%	20%
Leases	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
State & Political	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Total Loans	538%	685%	875%	868%	1017%	1428%	967%	892%	960%	517%	547%	686%	672%

Loss Rate as a % of Loan Category													
Loan Sector	2006Y	2007Y	2008Y	2009Y	2010Y	2011Y	2012Y	2013Y	2014Y	2015Y	2016Y	2017Y	2018Q2
Construction & Land	0.07%	0.95%	10.07%	4.96%	3.48%	0.74%	2.61%	-0.06%	-0.01%	-0.08%	1.86%	0.21%	0.00%
Farm Land	0.00%	0.00%	0.00%	0.00%	3.29%	-0.01%	-0.09%	-0.09%	0.93%	-0.02%	0.00%	0.00%	0.00%
Agriculture Production	0.00%	0.00%	-17.39%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
1-4 Family Closed-end 1st	0.10%	0.19%	2.75%	0.91%	1.63%	3.04%	1.10%	1.32%	0.25%	0.31%	0.98%	0.10%	0.88%
1-4 Family Closed-end 2nd	22.67%	4.13%	23.48%	12.91%	3.50%	6.91%	-0.12%	3.13%	-0.35%	11.27%	-5.65%	0.00%	0.00%
1-4 Family Revolving HE-Line	1.06%	1.54%	0.00%	0.00%	1.51%	2.76%	1.08%	0.92%	0.10%	1.92%	1.46%	2.31%	-8.51%
Multifamily	0.00%	0.00%	1.49%	-0.01%	1.54%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
CRE Owner Occupied	0.00%	0.00%	0.00%	0.00%	0.07%	-0.12%	-0.35%	1.06%	0.90%	-0.22%	-1.04%	-0.43%	-0.22%
CRE Non-owner Occupied	0.00%	0.00%	0.00%	0.00%	0.73%	1.41%	0.25%	0.73%	0.09%	-0.02%	-0.25%	0.00%	0.00%
Commercial & Industrial	4.65%	2.70%	8.50%	3.22%	2.79%	2.90%	-0.25%	-0.65%	0.43%	-0.11%	0.80%	-0.09%	0.47%
Consumer	2.28%	8.74%	2.17%	2.77%	1.07%	-0.73%	2.40%	-0.88%	2.21%	-3.98%	10.65%	-0.22%	-0.14%
Leases	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
State & Political	11.12%	29.45%	-1.80%	43.88%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Total Loans	1.09%	1.17%	3.57%	1.56%	1.60%	1.73%	0.35%	0.56%	0.34%	0.13%	0.63%	0.10%	0.08%

WHAT GOES IN TO PRICING A LOAN!



Performance and Balance Sheet Snapshot - 2024Q2

Performance Rankings

Sample

	Metric
Net Interest Margin Dissection	Yield on Investments (FTE)
	Yield on Total Loans
	Earning Asset Yield
	Interest Expense to Avg. Earning
	Net Interest Margin (FTE)

Net Interest Income Dependency Ratio

0.80

0.84

32%

Capital

Tier 1 Capital	216,610
Tier-1 Leverage Ratio (%)	9.21
Total Risk Based Capital	235,099
Total Risk-Based Capital Ratio (%)	12.20
Municipals (% of Total RBC)	69%

What's the Range of Leverage Ratios?

90th Percentile is 16.46%

10th Percentile is 8.60%

Range of 7.86%

Source: S&P Global Market Intelligence,
Data for all Banks Nationally <\$15B as of 6/30/24

Earning Asset Mi

Asset Size (\$000)

Net Loans (\$000)

Security Portfolio (\$

Cash and FFS (\$000

Investment Portfolio

Municipals (% of Portfolio)	163,233	68%
MBS (% of Portfolio)	35,205	15%
CMO (% of Portfolio)	1,069	0%
Agencies (% of Portfolio)	10,104	4%
Other Securities (% of Portfolio)	29,332	12%

Capital

Tier 1 Capital	216,610
Tier-1 Leverage Ratio (%)	9.21
Total Risk Based Capital	235,099
Total Risk-Based Capital Ratio (%)	12.20
Municipals (% of Total RBC)	69%

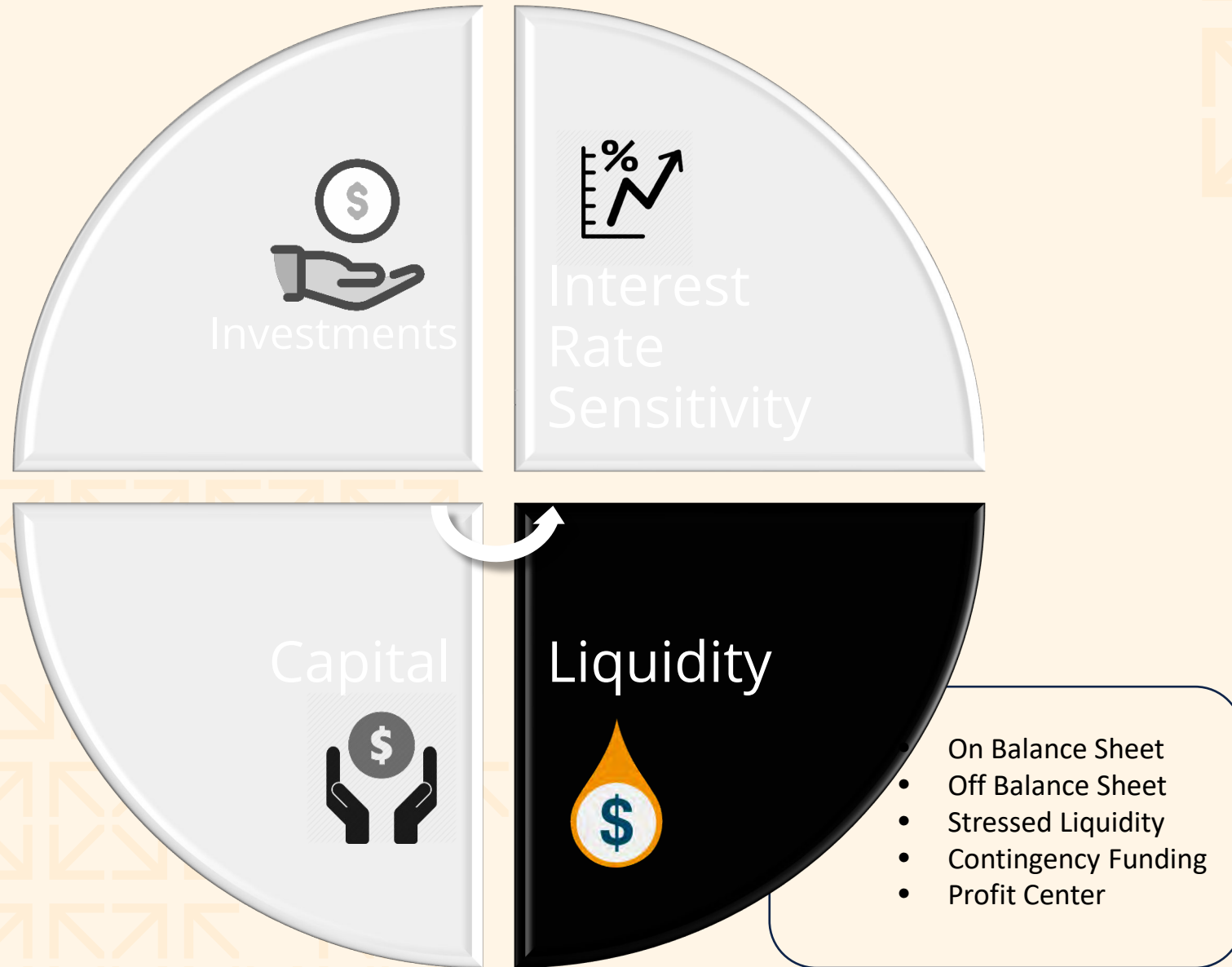
PREPARE FOR THE FUTURE

CAPITAL STRESS TEST

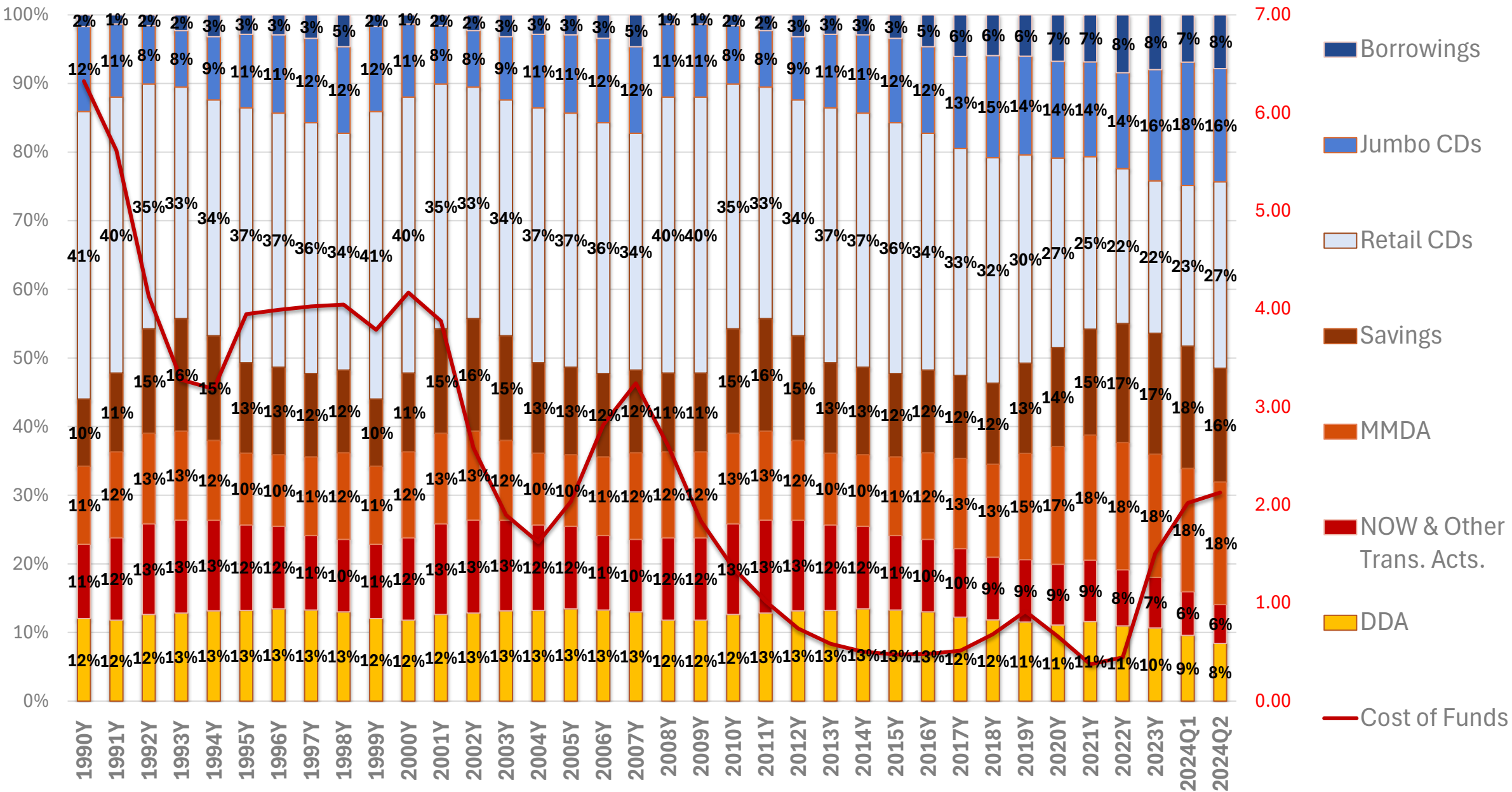
- **How would your institution react if...**
 - Loan concentrations in high risk sectors exceed guidelines
 - Asset quality deteriorates to historically stressful levels
 - Charge-offs increase
 - Dividends become restricted
 - Retained earnings fall (or become negative!)
 - Capital levels decline, leading to regulatory criticism

- **What tools do you have at your institution?**
 - Quantify and discuss capital adequacy
 - Growth Stress Testing
 - Credit Stress Testing
 - Comparison versus a historically stressful period (and higher)
 - Measuring the impact of credit loss on capital
 - Scenario Analysis – mild and major recession

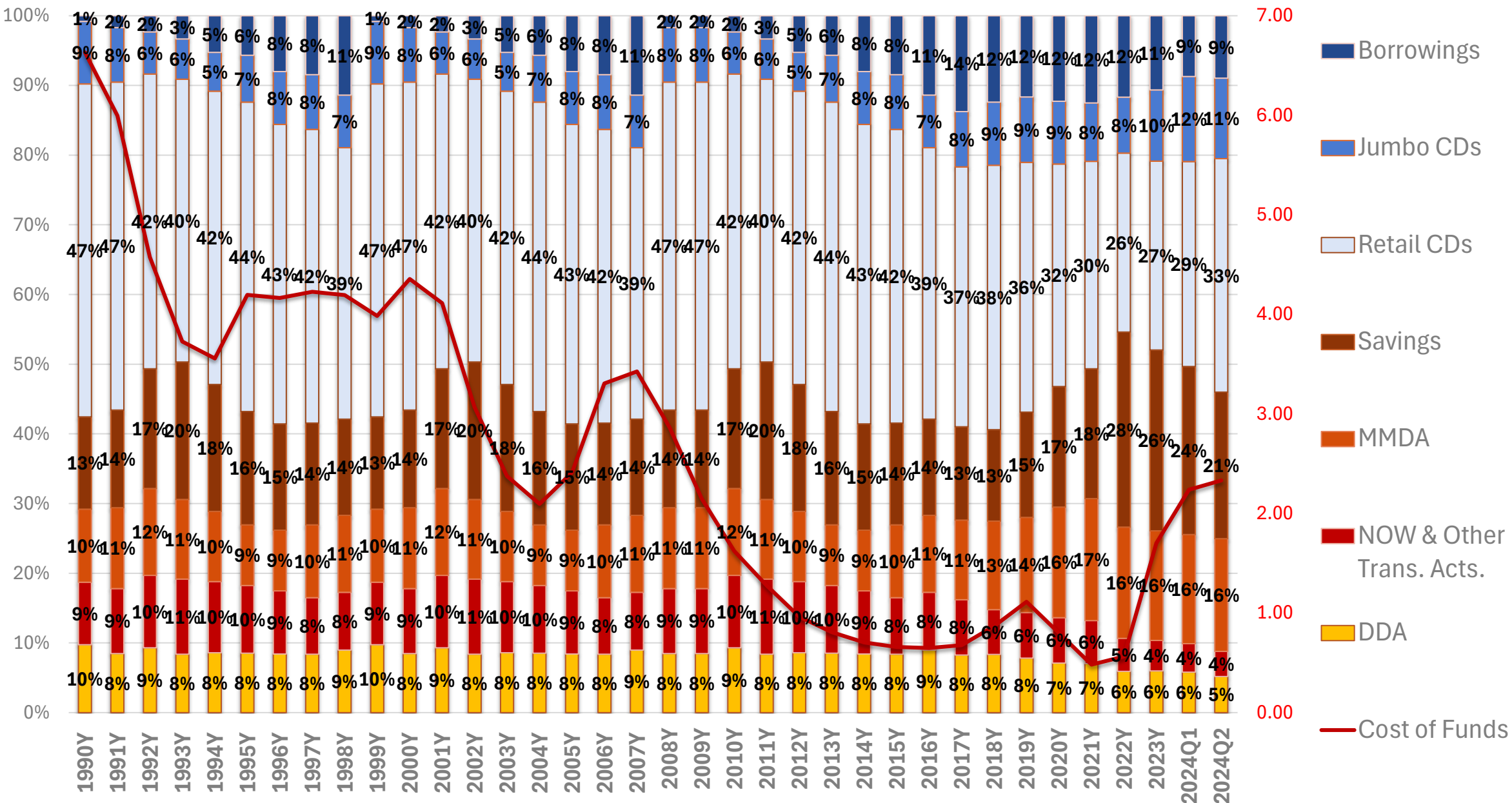
BALANCE SHEET MANAGEMENT - LIQUIDITY



LIABILITY MIX U.S. <15B



LIABILITY MIX PENNSYLVANIA <15B



NON-CORE FUNDS US <15B



Performance and Balance Sheet Snapshot - 2024Q2

Liquidity and Funding

Pledged Securities (% of Portfolio) 48%

Liquidity Ratio 9%

What's the Range of Liquidity Ratios?

10th Percentile is 9.2%

90th Percentile is 46.5%

Range of 37.3%

Source: S&P Global Market Intelligence,
Data for all Banks Nationally <\$15B as of 3/31/24

Earnings

Asset Size

Net Loans

Security Portfolio

Cash and FFS (\$000)

	Asset Size (\$000)	Net Loans (\$000)	Security Portfolio (\$000)	Cash and FFS (\$000)
	2,364,541	1,901,566	238,943	63,459
		80%	10%	3%

Investment Portfolio		
Municipals (% of Portfolio)	163,233	68%
MBS (% of Portfolio)	35,205	15%
CMO (% of Portfolio)	1,069	0%
Agencies (% of Portfolio)	10,104	4%
Other Securities (% of Portfolio)	29,332	12%

63,459 3%

	Pledged Securities (% of Portfolio)	Liquidity Ratio	FHLB Advances and Brokered CDs (\$000)	Cost of Funds (% of Average Liabilities)
	48%	9%	863,341	2.84%

Capital	
Tier 1 Capital	216,610
Tier-1 Leverage Ratio (%)	9.21
Total Risk Based Capital	235,099
Total Risk-Based Capital Ratio (%)	12.20
Municipals (% of Total RBC)	69%

PREPARE FOR THE FUTURE

LIQUIDITY STRESS TEST

- **How would your institution react if...**
 - FHLB Capacity was significantly reduced
 - Wholesale Deposit lines were shut off
 - Deposit run-off exceeded historical norms
 - The institution became subject to deposit rate caps

- **What tools do you have at your institution?**
 - Quantify and monitor liquidity position
 - Contingency Funding Plan: How would you cure a shortfall?
 - Early Warning Indicators
 - Prevent liquidity crisis before being subject to restrictions

BALANCE SHEET MANAGEMENT – INTEREST RATE RISK



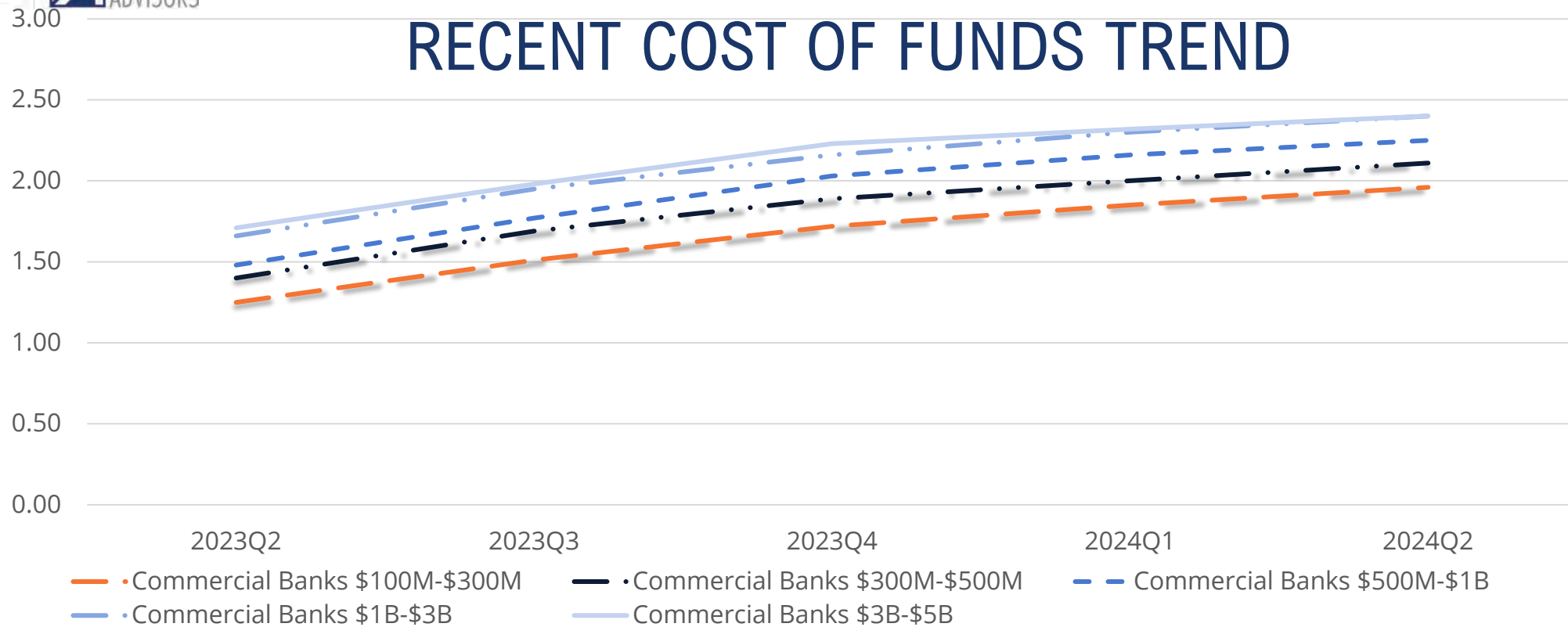
- Static/Dynamic Modeling
- Non-Parallel Shock/Ramp
- Impact on Asset Quality
- Assumption Development
- Assumption Stress Testing
- What-If Simulations

FUNDING BETAS US <15B



Source: S&P Global Market Intelligence,
Data for all banks Nationally <\$15B as of 6/30/24

RECENT COST OF FUNDS TREND



PREPARE FOR THE FUTURE INTEREST RATE RISK STRESS TEST

Stress Testing of Critical Assumptions

Net Interest Income Year 1

Scenario*	-400	-300	-200	-100	Level	+100	+200	+300	+400
Static Forecast	-4.2%	-4.2%	-4.2%	-2.8%		1.4%	4.8%	10.3%	16.6%
50% Prepay	-3.4%	-3.4%	-3.5%	-2.4%	0.0%	1.2%	4.4%	9.7%	15.8%
150% Prepay	-5.0%	-4.9%	-4.9%	-3.2%	0.0%	1.6%	5.2%	10.8%	17.3%
.8x Deposit Beta	-4.2%	-4.3%	-4.3%	-3.0%	0.0%	1.7%	5.3%	11.1%	17.6%
1.2x Deposit Beta	-4.2%	-4.2%	-4.2%	-2.7%	0.0%	1.1%	4.3%	9.6%	15.7%
ALCO Policy	-24%	-18%	-12%	-6%		-6%	-12%	-18%	-24%

Net Interest Income Year 2

Scenario	-400	-300	-200	-100	Level	+100	+200	+300	+400
Static Forecast	-8.6%	-8.6%	-8.5%	-5.7%		3.6%	9.4%	17.6%	26.7%
50% Prepay	-7.1%	-7.1%	-7.1%	-4.8%	0.0%	3.1%	8.6%	16.4%	25.1%
150% Prepay	-9.8%	-9.8%	-9.7%	-6.4%	0.0%	4.0%	10.1%	18.6%	28.0%
.8x Deposit Beta	-8.6%	-8.7%	-8.6%	-5.8%	0.0%	3.8%	9.8%	18.2%	27.5%
1.2x Deposit Beta	-8.6%	-8.6%	-8.4%	-5.5%	0.0%	3.4%	9.0%	17.0%	25.8%
ALCO Policy	-29%	-23%	-17%	-11%		-11%	-17%	-23%	-29%

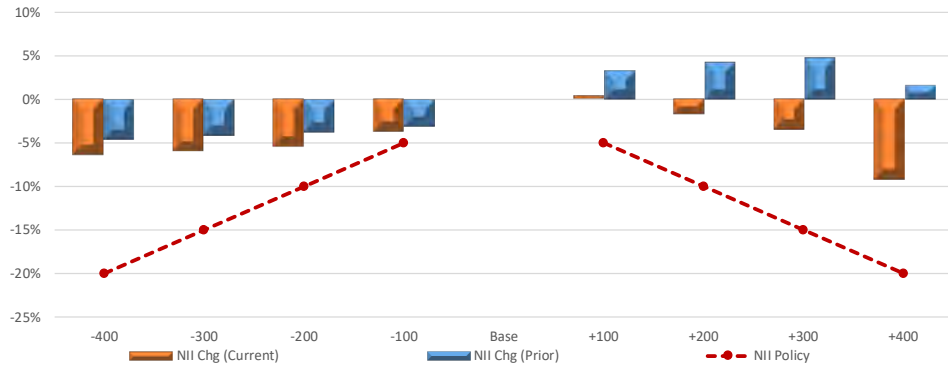
Economic Value of Equity

Scenario	-400	-300	-200	-100	Level	+100	+200	+300	+400
Static Forecast	-23.4%	-23.3%	-10.9%	-2.6%		-1.5%	-3.6%	-5.5%	-7.0%
50% Prepay	-13.5%	-13.5%	-3.2%	0.3%	0.0%	-3.1%	-5.9%	-8.3%	-10.3%
150% Prepay	-28.0%	-28.0%	-15.2%	-4.5%	0.0%	-0.4%	-1.7%	-3.1%	-4.2%
.8x Deposit Beta	-22.8%	-22.9%	-10.7%	-2.8%	0.0%	-1.3%	-3.1%	-4.7%	-6.1%
1.2x Deposit Beta	-22.8%	-22.8%	-10.6%	-2.4%	0.0%	-1.8%	-4.0%	-6.1%	-7.8%
25% Decay Term	-7.9%	-7.9%	-3.3%	0.9%	0.0%	-4.0%	-8.2%	-12.0%	-15.2%
ALCO Policy	-35%	-30%	-25%	-15%		-15%	-25%	-30%	-35%

Source: Stifel Analytics
Interest Rate Risk Model

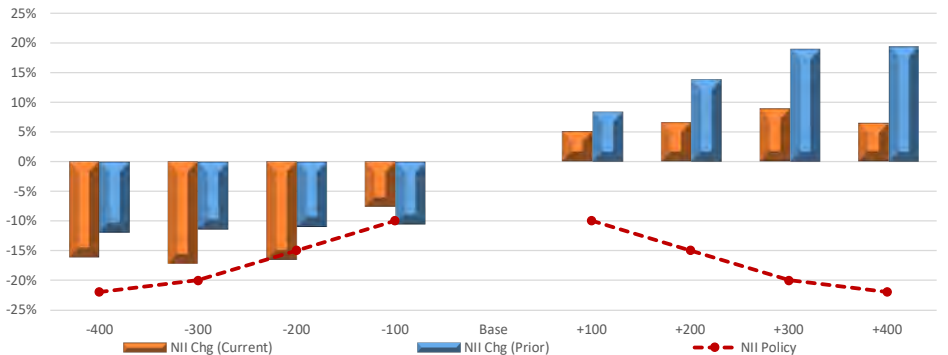
MONITOR THE PRESENT

Net Interest Income Year 1



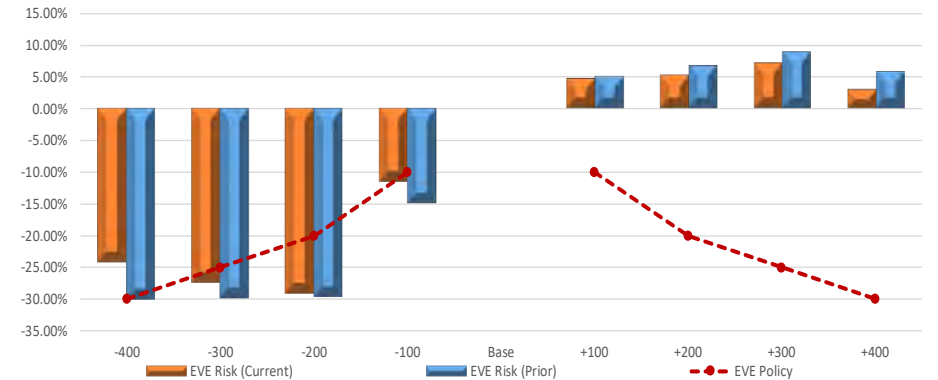
	-400	-300	-200	-100	Base	+100	+200	+300	+400
NII (Current)	21,759	21,852	21,969	22,363	\$ 23,219	23,307	22,815	22,402	21,108
NII (Prior)	22,208	22,302	22,384	22,529	\$ 23,245	23,994	24,223	24,344	23,618
NII Chg (Current)	-6.29%	-5.89%	-5.38%	-3.69%		0.38%	-1.74%	-3.52%	-9.09%
NII 1 YR Policy	-20.00%	-15.00%	-10.00%	-5.00%		-5.00%	-10.00%	-15.00%	-20.00%
NII Chg (Prior)	-4.46%	-4.06%	-3.71%	-3.08%		3.22%	4.21%	4.73%	1.60%

Net Interest Income Year 2



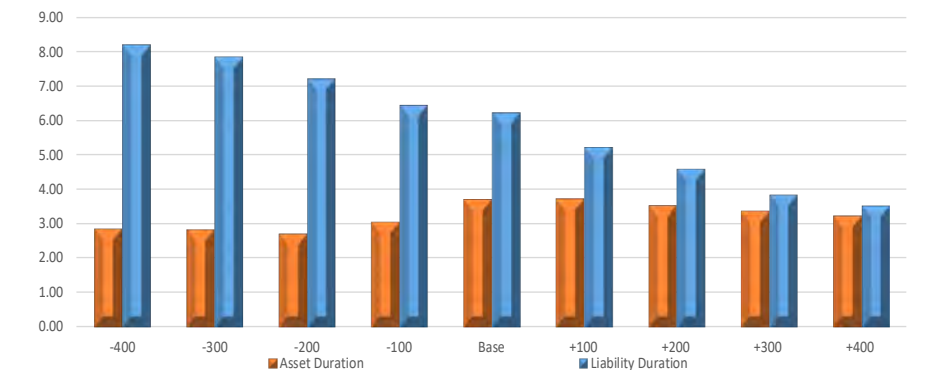
	-400	-300	-200	-100	Base	+100	+200	+300	+400
NII (Current)	19,707	19,472	19,608	21,712	\$ 23,512	24,708	25,061	25,606	25,028
NII (Prior)	20,496	20,604	20,702	20,801	\$ 23,248	25,194	26,457	27,644	27,750
NII Chg (Current)	-16.18%	-17.18%	-16.60%	-7.65%		5.09%	6.59%	8.91%	6.45%
NII 2 YR Policy	-22.00%	-20.00%	-15.00%	-10.00%		-10.00%	-15.00%	-20.00%	-22.00%
NII Chg (Prior)	-11.84%	-11.37%	-10.95%	-10.53%		8.37%	13.80%	18.91%	19.36%

Economic Value of Equity



	-400	-300	-200	-100	Base	+100	+200	+300	+400
EVE (Current)	104,384	99,883	97,561	121,668	\$ 137,463	144,001	144,675	147,292	141,592
EVE (Prior)	97,505	97,771	97,966	118,298	\$ 138,912	145,851	148,351	151,267	147,019
EVE Risk (Current)	-24.06%	-27.34%	-29.03%	-11.49%		4.76%	5.25%	7.15%	3.00%
EVE Policy	-30.00%	-25.00%	-20.00%	-10.00%		-10.00%	-20.00%	-25.00%	-30.00%
EVE Risk (Prior)	-29.81%	-29.62%	-29.48%	-14.84%		5.00%	6.80%	8.89%	5.84%

Asset/ Liability Duration



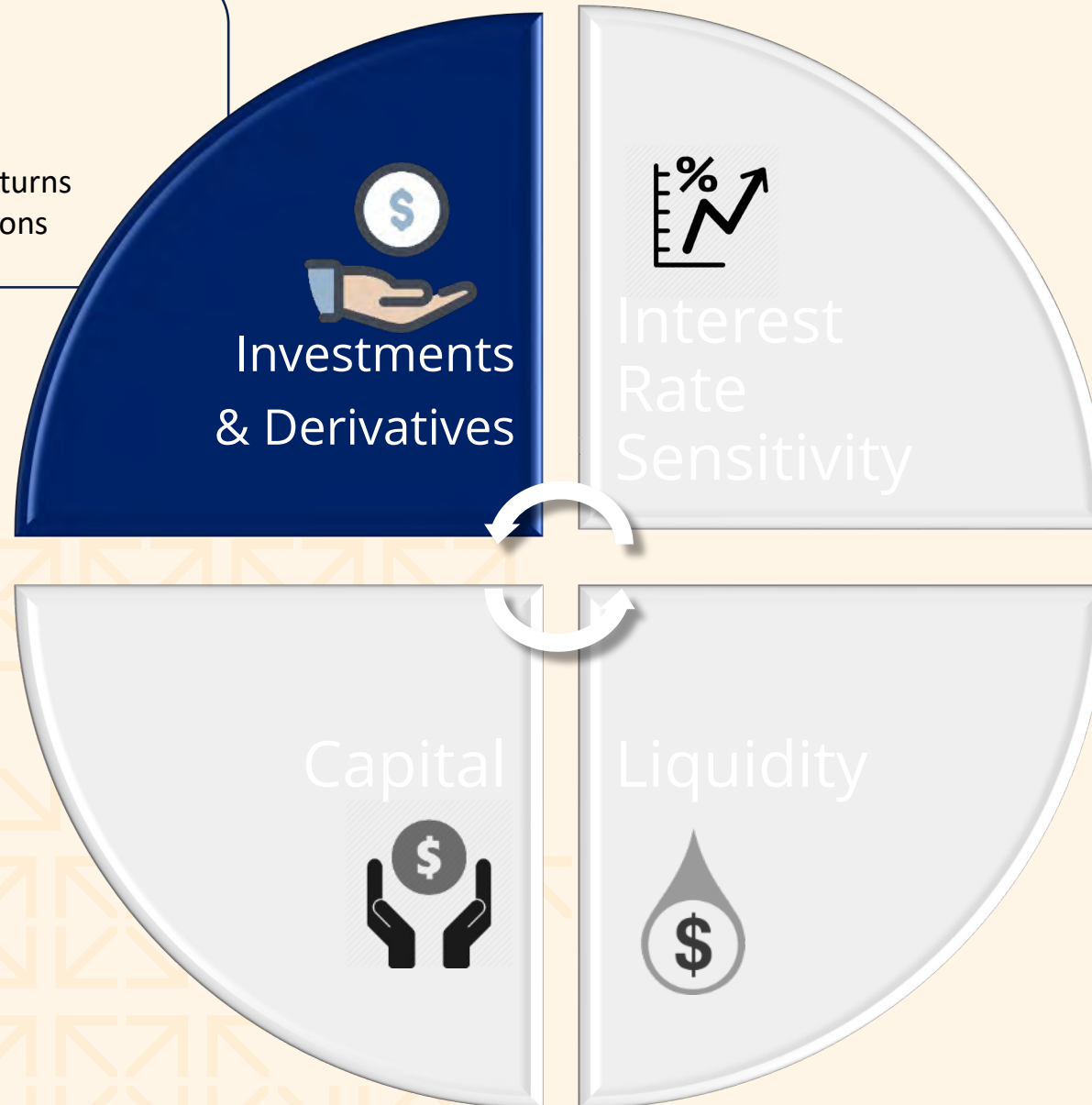
	-400	-300	-200	-100	Base	+100	+200	+300	+400
Asset Duration	2.82	2.80	2.67	3.02	3.66	3.68	3.49	3.32	3.18
Liability Duration	8.20	7.85	7.21	6.45	6.24	5.22	4.60	3.83	3.52

YIELD CURVES DON'T MOVE IN A PARALLEL FASION

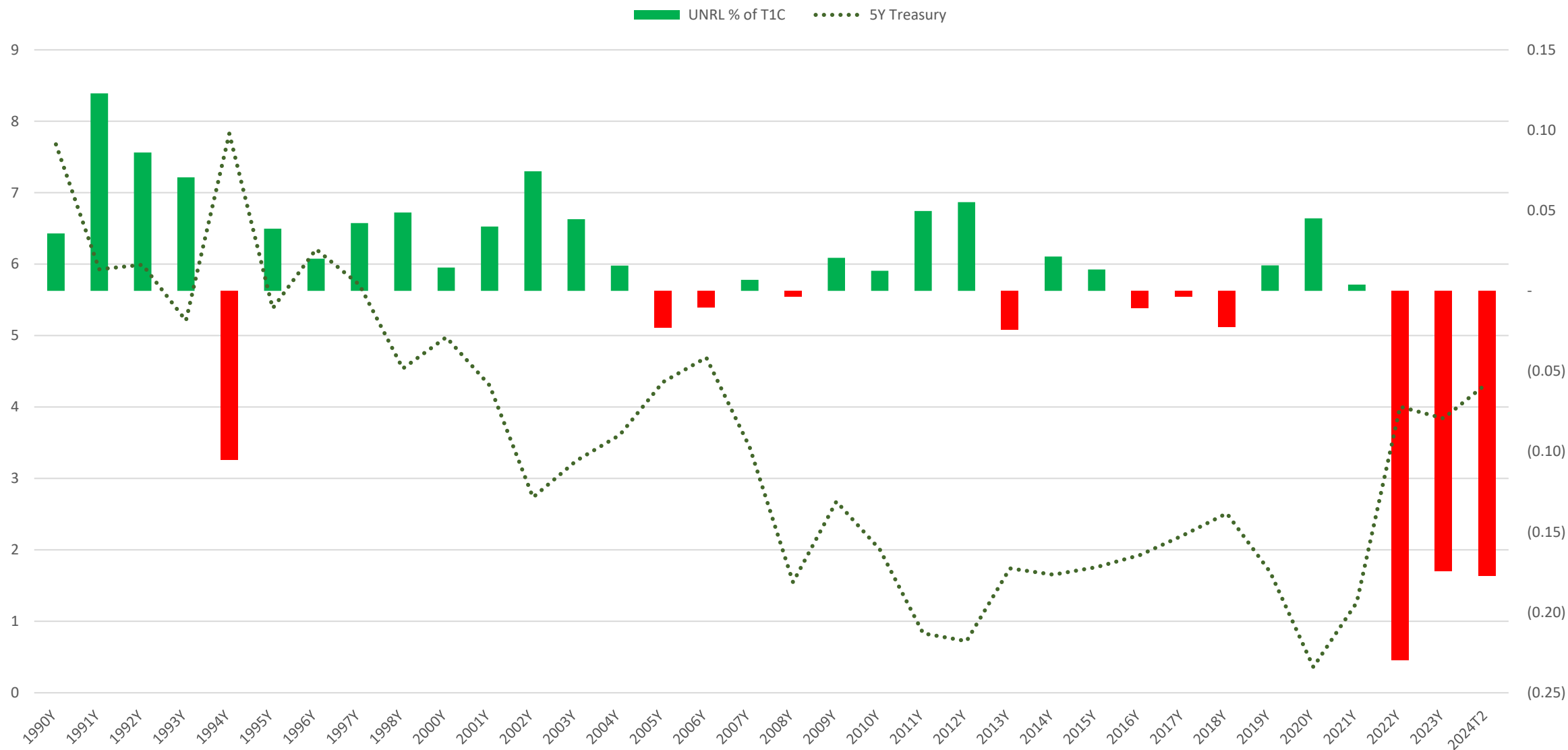


BALANCE SHEET MANAGEMENT – INVESTMENTS

- Liquidity Risk
- Price Risk
- Credit Risk
- Impairment
- Risk Adjusted Returns
- ALM Considerations



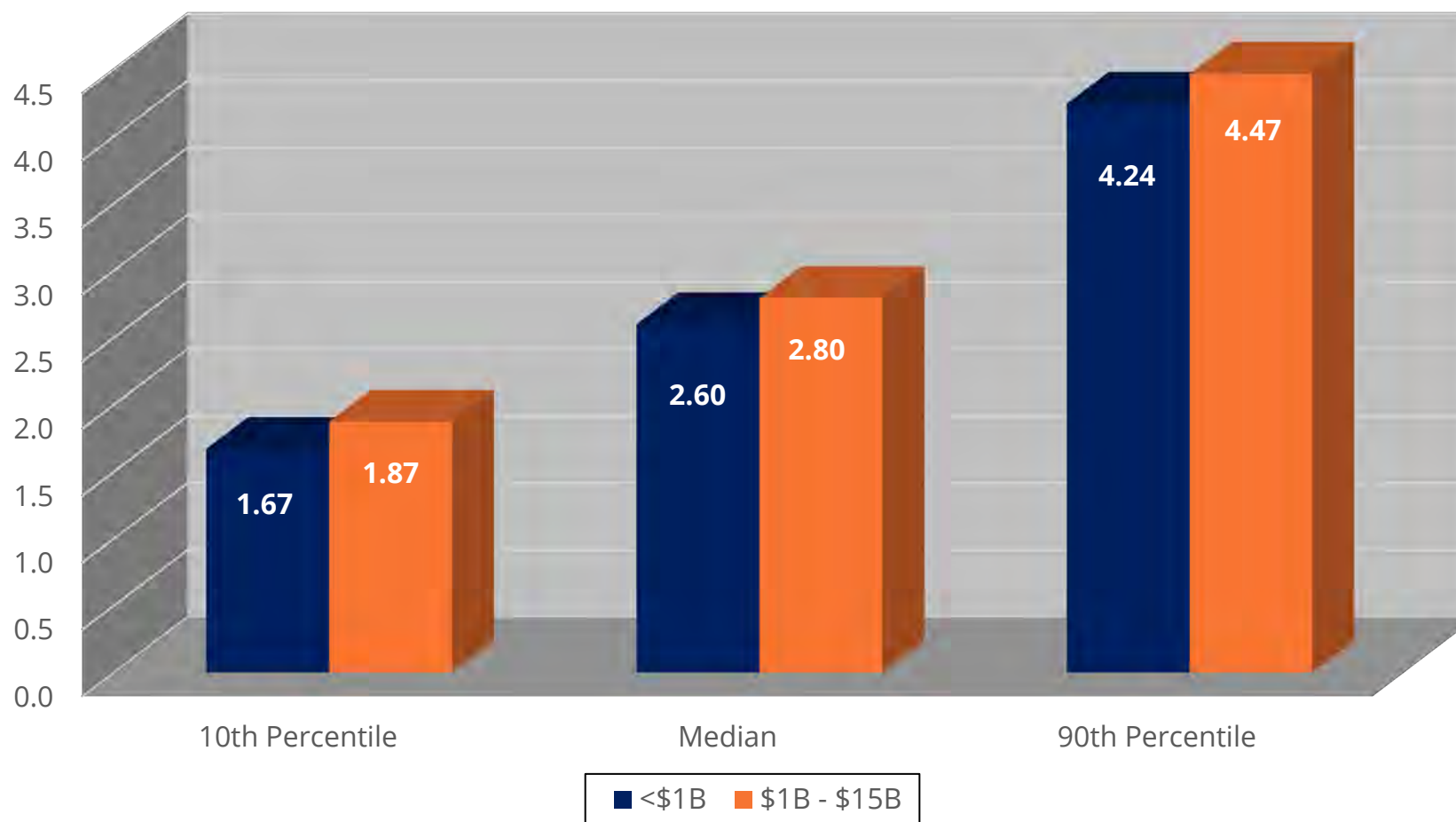
STUDY THE PAST



Source: S&P Global Market Intelligence, US. Treasury
Data for all banks Nationally <\$15B as of 6/30/24

MONITOR THE PRESENT

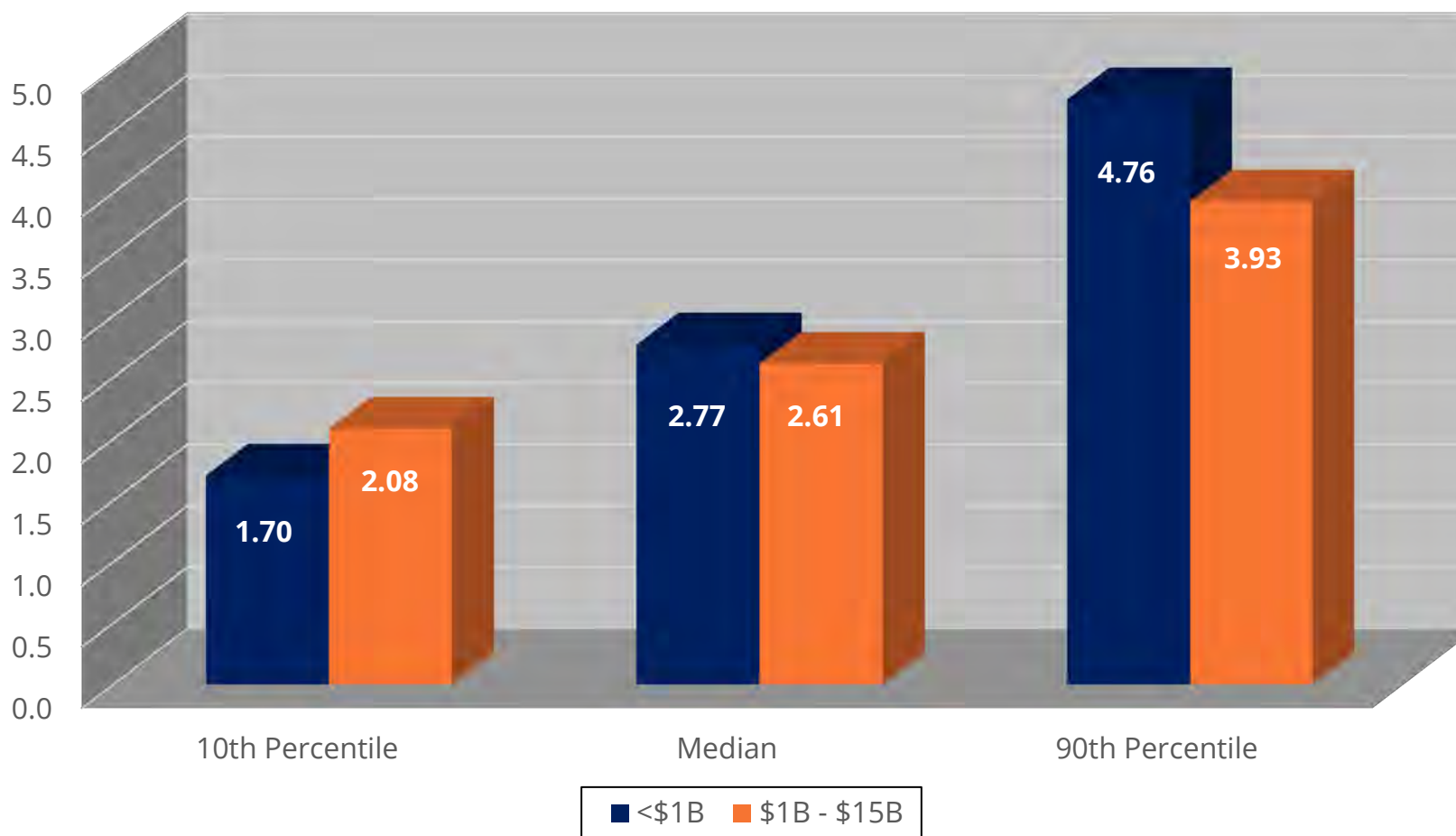
INVESTMENT YIELD STATISTICS



Source: S&P Global Market Intelligence,
Data for all Banks Nationally <\$15B as of 6/30/24

MONITOR THE PRESENT

INVESTMENT YIELD STATISTICS



Source: S&P Global Market Intelligence,
Data for all PA Banks <\$15B as of 6/30/24

PREPARE FOR THE FUTURE

INVESTMENT MANAGEMENT BEST PRACTICES



Strategy

- Independent expert advice on portfolio strategies with regular review
- Whole-Institution perspective approach to portfolio positioning



Investment Mix

- Diversification among investment sectors, risk/reward & relative value analysis
- Expanded range of permissible investment products



Security Selection

- Market knowledge and expertise helps optimal security selection
- Monitor policy compliance with security purchases



Trade Execution

- Poor trade execution can impact investment returns
- Fiduciary vs. Broker

TAYLOR ADVISORS EBRIEF – ASSESSING YOUR INVESTMENT PROCESS

Assessing Your Investment Process and Portfolio Performance: Broker vs. Advisor Approach

10/28/2020 | 8 MIN READ

Investment portfolios and overnight cash positions have grown significantly at many financial institutions due to a recent surge in deposits and slower portfolio loan demand. With record low interest rates, carrying excess cash on the balance sheet has been costly. These factors are forcing executive teams to re-focus on the investment portfolio to help relieve net interest margin pressure from declining earning asset yields.

In general, financial institutions have two options for managing the investment portfolio. We will refer to these as the Broker and the Advisor approach.

The Broker Approach

An institution's financial executive (CFO, President, Portfolio Manager, etc.) has the option of working directly with a variety of brokers/brokerage firms to make investments for the portfolio. Usually, brokers will present different products for consideration often via...

[Read Full Article](#)

If you are considering a change from a broker approach to an advisor approach or switching advisors, below we discuss seven benefits and/or best practices of working with an investment advisor to improve portfolio and balance sheet performance:

1. Investment Management from a Whole Balance Sheet Perspective
2. Accountability & Transparency
3. Strategy and Relative Value Analysis
4. **Exclusive Product Access**
5. Staying in Control
6. **Reducing Transaction Costs and Improving Execution**
7. Redirected Productivity

POOR TRADE EXECUTION: LOWER LIQUIDITY

88789FDC Muni 99) Disclaimer 94) Export 97) Settings Trade History

Issuer TIPPECANOE VLY AKRON IN SCH BL
Series

CUSIP 88789FDC9

Coupon 5.000 Maturity 07/15/37 Issued 02/24/22 State IN

Bond, Size: All Sizes, Trade Date: 02/04/22 > Cpn: 5, Mty: 07/15/37, Iss: 02/24/22 88789FDC

	Time	Sale Type	Vol(M)	Price	Yield	Spd(YT...	Spd(YT...	Spd(Con...
101)	12:23	Sale to Customer	1,000	129.653	1.850	38	107	28
102)	11:57	Sale to Customer	1,235	129.653	1.850	38	107	28
103)	11:00	Inter-Dealer	2,235	128.020	2.000	53	118	43

Transaction Details

$$\begin{aligned}
 &129.653 \text{ Client Px} \\
 &- \underline{128.020 \text{ Broker Px}} \\
 &= \mathbf{1.633 \text{ High Mark-Up}}
 \end{aligned}$$

x 1,235,000 PAR

\$20,168 Broker Commission

x 10 million PAR

\$163,300 Broker Commission

Australia 61 2 9777 8600 Brazil 5511 2395 9000 Europe 44 20 7330 7500 Germany 49 69 9204 1210 Hong Kong 852 2977 6000
Japan 81 3 4565 8900 Singapore 65 6212 1000 U.S. 1 212 318 2000 Copyright 2022 Bloomberg Finance L.P.
SN 480842 EDT GMT-4:00 H903-620-168 20-Oct-2022 13:30:26

Bank Purchase (BQ)

Trade Date 4/27/2022

Union Schools, IN

YTW = 2.85%

TEY = 4.05%



Difference

YTW = 50 bps

TEY = 71 bps

HUB | Taylor Advisors Purchase

(BQ)

Trade Date 4/27/2022

Lakeland Schools, IN

YTW = 3.35%

TEY = 4.76%



90621PJZ Muni		Report	Alert	Settings	Page 1/12		Security Description: Muni		
UNION CNTY IN SCH BLDG CORP					90 Notes				
CUSIP 90621PJZ8					Dated 05/17/2022 State IN				
Ticker UNIEDU		Cpn 4.000	Maturity 01/15/2031						
25) Municipal Bond		26) Series	27) Obligor Description		28) Insights				
Pages		Municipal Bond Information				Trading Information			
11) Bond Info		Issue Type REVENUE BONDS				1st Settle Dt 05/17/2022			
12) Addtl Info		Ult Borrower Union County-College Corn...				Next Settle Dt 04/12/2023			
13) Involved Parties		Maturity Type NON-CALLABLE				Int Accrual Dt 05/17/2022			
14) Adj Cpn Info		Ext Redemption NONE				1st Coupon Dt 07/15/2023			
15) Credit Enhance		Coupon FIXED 4.000				Sale Date 04/26/2022			
16) Credit Ratings		Prc/Yld @ Iss 107.574/3.000				Piece/Inc/Par 5,000/5,000/5,000			
17) Call Sched & ERP		Coupon Freq SEMI-ANNUAL				BVAL AAA Spd... 39			
18) Put Schedule		Tax Provision FED BQ/ST TAX-EXEMPT							
19) Sink & Est Sink		Credit Enhancement							
20) Refunding Info		Insurance/Program - ST INTERCEPT							
21) DES Notes									
22) Impact									
Quick Links		Bond Ratings							
31) TDH MSRB Trade		S&P(Std) AA+ STA							
32) CACS Material Evt		Underlying A+ STA							
33) CF Filings									
34) CN Sec News									
35) HDS Holders									
66) Send Bond									
Australia 61 2 9777 8600 Brazil 5511 2395 9000 Europe 44 20 7330 7500 Germany 49 69 9204 1210 Hong Kong 852 2977 5000 Japan 81 3 4565 8900 Singapore 65 6212 1000 U.S. 1 212 318 2000 Copyright © 2023 Bloomberg Finance L.P. SN 480842 EDT GMT+4:00 H464-42-172 10-Apr-2023 12:22:00									

Secondary Purchase @ 2.85% YTW

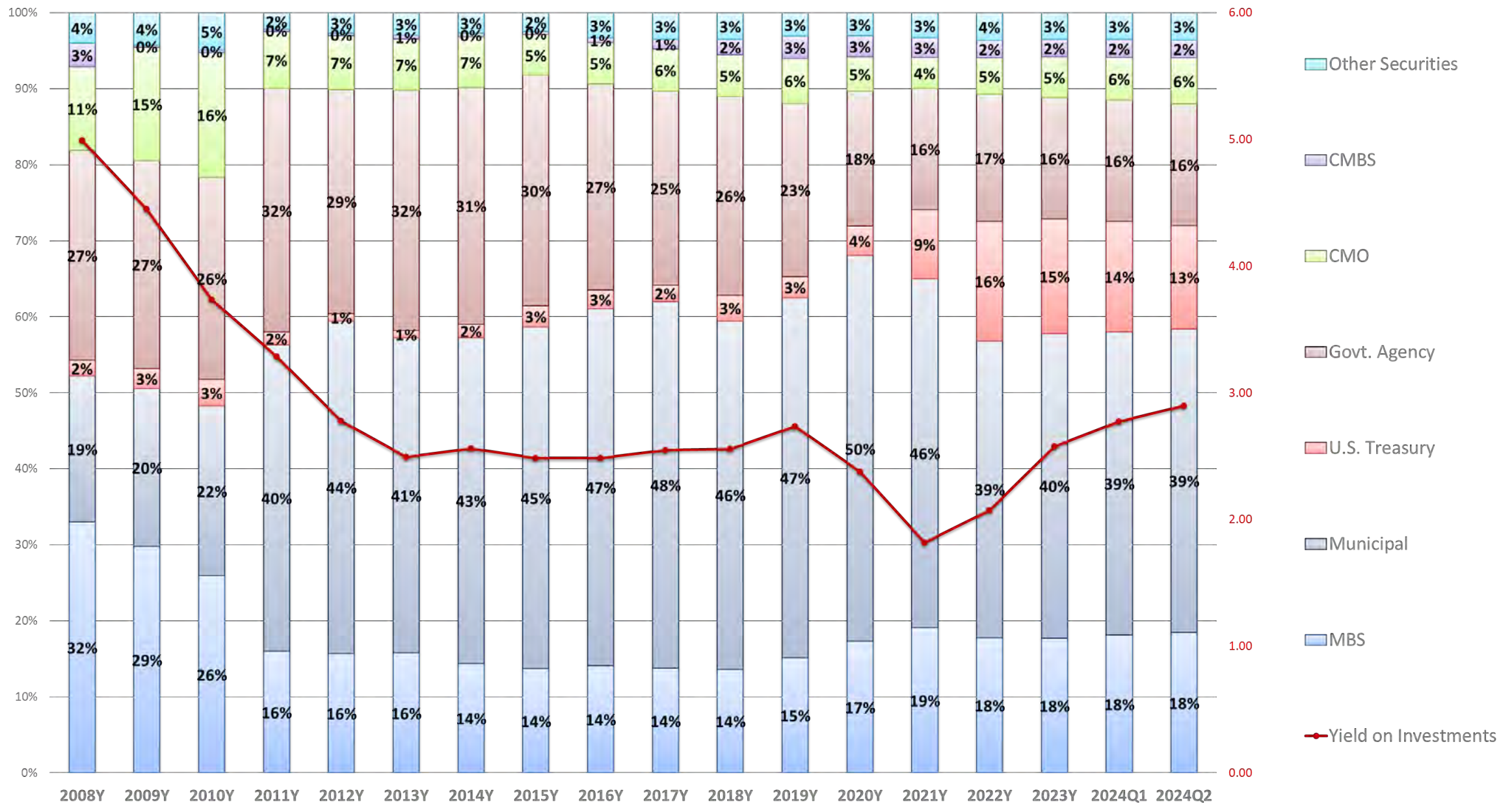
511786BN Muni		Report	Alert	Settings	Page 1/12	Security Description: Muni	
LAKELAND IN SCH BLDG CORP						90 Notes	
CUSIP				511786BN4			
Ticker LKLSCD		Cpn	4.000	Maturity	07/15/2031	Dated 05/19/2022 State IN	
25) Municipal Bond		26) Series		27) Obligor Description		28) Insights	
Pages		Municipal Bond Information				Trading Information	
11) Bond Info		Issue Type		REVENUE BONDS		1st Settle Dt 05/19/2022	
12) Addtl Info		Ult Borrower		Lakeland School Corp		Next Settle Dt 04/12/2023	
13) Involved Parties		Maturity Type		NON-CALLABLE		Int Accrual Dt 05/19/2022	
14) Adj Cpn Info		Ext Redemption		NONE		1st Coupon Dt 07/15/2023	
15) Credit Enhance		Coupon		FIXED 4.000		Week of Sale 04/25/2022	
16) Credit Ratings		Prc/Yld @ Iss		105.085/3.350		Piece/Inc/Par 5,000/5,000/5,000	
17) Call Sched & ERP		Coupon Freq		SEMI-ANNUAL		BVAL AAA Spd... 72	
18) Put Schedule		Tax Provision		FED BQ/ST TAX-EXEMPT			
19) Sink & Est Sink							
20) Refunding Info							
21) DES Notes							
22) Impact							
Quick Links		Bond Ratings					
31) TDH MSRB Trade		S&P(Std)		AA+		STA	
32) CACS Material Evt		Underlying		A		STA	
33) CF Filings							
34) CN Sec News							
35) HDS Holders							
66) Send Bond							

Bought at New Issue

WHAT IS YOUR INSTITUTION'S
PORTFOLIO YIELD?

INVESTMENT MIX?

INVESTMENT MIX PENNSYLVANIA <15B



Cost of Funds and TEFRA Disallowance

$$TEFRA \text{ Adjusted TEY} = \frac{\text{Yield} - (\text{Cost of Funds} \times \text{TEFRA Disallowance Factor} \times \text{Federal Tax Rate})}{(1 - \text{Federal Tax Rate})}$$

		Current	+25bps	+50bps	+75bps	+100bps
	Cost of Funds	2.20%	2.45%	2.70%	2.95%	3.20%
Bank Qualified	Book Value	\$7,123,436	\$7,123,436	\$7,123,436	\$7,123,436	\$7,123,436
	TEFRA Disallowance Factor	20%	20%	20%	20%	20%
	Federal Tax Rate	21%	21%	21%	21%	21%
	TEFRA Cost (bps)	9.2	10.3	11.3	12.4	13.4
	TEFRA Cost (Dollars)	\$6,582	\$7,330	\$8,078	\$8,826	\$9,574
	TEY TEFRA Cost (bps)	11.7	13.0	14.4	15.7	17.0
	TEY TEFRA Cost (Dollars)	\$8,332	\$9,279	\$10,225	\$11,172	\$12,119
General Market	Book Value	\$31,254,419	\$31,254,419	\$31,254,419	\$31,254,419	\$31,254,419
	TEFRA Disallowance Factor	100%	100%	100%	100%	100%
	Federal Tax Rate	21%	21%	21%	21%	21%
	TEFRA Cost (bps)	46.2	51.5	56.7	62.0	67.2
	TEFRA Cost (Dollars)	\$144,395	\$160,804	\$177,213	\$193,621	\$210,030
	TEY TEFRA Cost (bps)	58.5	65.1	71.8	78.4	85.1
	TEY TEFRA Cost (Dollars)	\$182,779	\$203,549	\$224,320	\$245,090	\$265,860

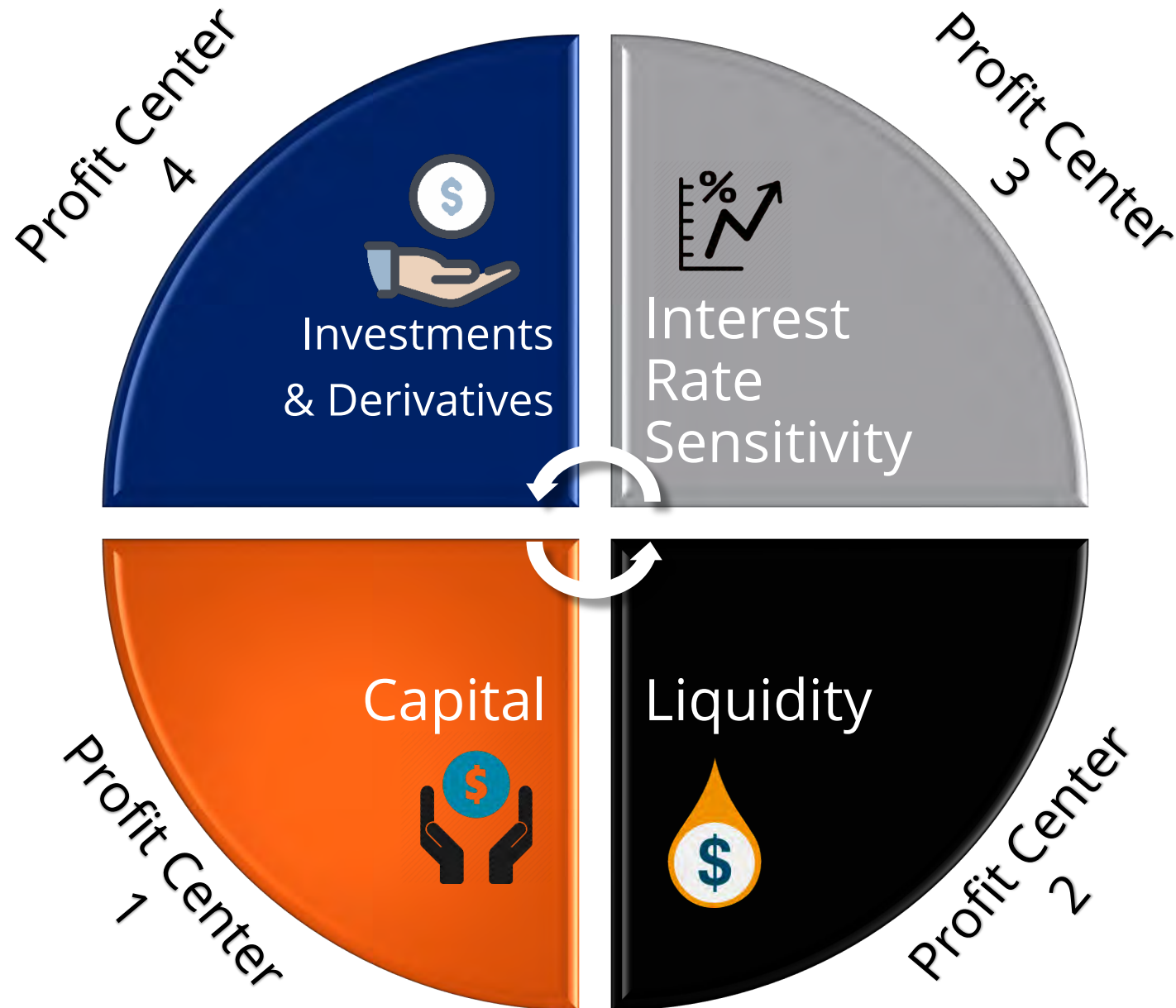
ASSET MIX PENNSYLVANIA <15B

100%
90%
80%
70%
60%
50%
40%
30%
20%
10%
0%

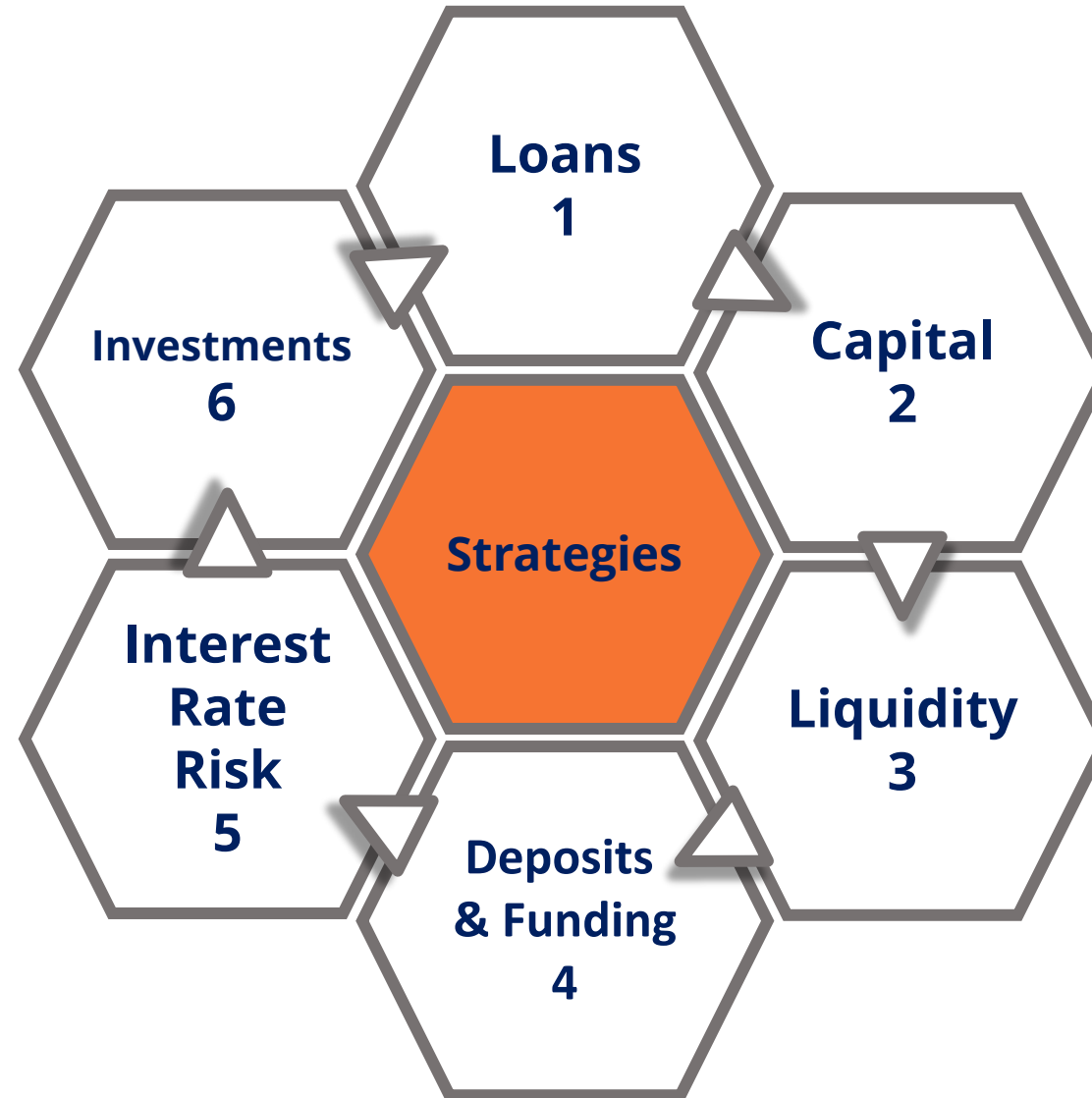
8
7
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Source: S&P Global Market Intelligence,
Data for all Pennsylvania banks <\$15B as of 6/30/24

DEBT CYCLE PROFIT CENTERS



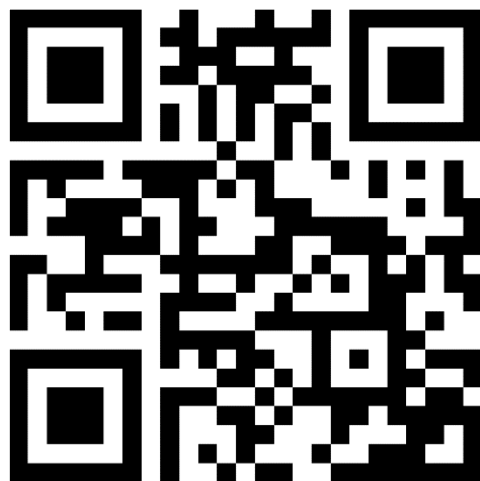
OBJECTIVES AND STRATEGIES



ONE YEAR NIM DOLLAR IMPACT

Earning Asset Size	Net Interest Income Change in thousands of dollars (due to Yield change in basis points)					
(in \$000)	5	10	15	20	25	30
100,000	50	100	150	200	250	300
250,000	125	250	375	500	625	750
500,000	250	500	750	1,000	1,250	1,500
1,000,000	500	1,000	1,500	2,000	2,500	3,000
5,000,000	2,500	5,000	7,500	10,000	12,500	15,000
10,000,000	5,000	10,000	15,000	20,000	25,000	30,000

Thank You!



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View 2Q2024 Performance Snapshot



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