



November 5, 2003

Trudy Prince, President  
Central Florida Healthcare Federal Credit Union #10029  
5545 S. Orange Avenue  
Orlando, FL 32809

Dear Ms. Prince:

We approved your request to convert from a multiple common bond charter to a single occupational common bond charter severing the health care industry as indicated below based on the business and marketing plan submitted. Please be advised that during your subsequent contacts your examiner will review your effort and progress in serving ALL members of the approved industry. **Please also remember that you can no longer admit new members from existing groups unless they qualify for membership under your new charter, but you can continue to serve members of record as of November 5, 2003.**

The amendment may be placed in effect immediately by taking the following action:

1. Adoption, within 90 days of the date of this letter, by the board of directors at a meeting held in accordance with the procedures in your credit union's bylaws which are as follows:
  - a. All directors are given prior written notice, containing a copy of the proposed amendment, of said meeting.
  - b. Two-thirds of the authorized number of board members vote in favor of the amendment.
2. Proper completion and distribution of the enclosed certification of resolution form as follows:
  - a. The date of the board meeting must be entered on the original in ink or typed, and the form must be signed (in ink) by the board chairperson and secretary.
  - b. The properly dated and signed certification of resolution form together with this letter, must be filed with your credit union's official charter. There is no need to provide an executed copy to the National Credit Union Administration.

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11/5/03

Accordingly, Central Florida Healthcare Federal Credit Union is designated as a single occupational common bond trade, industry or profession credit union and authorized to amend Section 5 of the Charter to read as follows:

"The field of membership shall be limited to those having the following common bond:

1. Employees, independent contractors, or self-employed persons who work regularly in the Health Care Industry in Orange, Seminole, Osceola, Lake and Volusia Counties, Florida that includes the following: (App. 11/5/03)

- assisted living facilities that provide health care services;
- birthing centers;
- blood, organ and tissue banks;
- emergency medical care;
- health clinics;
- health maintenance organizations (HMO) medical facilities;
- home health care;
- hospices;
- hospitals;
- medical and diagnostic labs;
- medical transcription services;
- nursing homes;
- nursing services;
- offices of chiropractors, dentists, licensed therapists, optometrists, physicians, podiatrists, psychologists;
- pain centers;
- paramedic services;
- pharmacy services; and
- rehabilitation centers providing medical treatment or licensed psychological or physical therapy.

2. Members of record of Central Florida Healthcare Federal Credit Union #10029 as of the effective date of the approval of its conversion to a single occupational common bond serving a Trade, Industry, or Profession on November 5, 2003; (App. 11/5/03)

3. Spouses of persons who died while within the field of membership of this credit union; employees of this credit union; persons retired as pensioners or annuitants from the above employment, volunteers, members of the immediate family or household; organizations of such persons, and corporate or other legal entities in this charter."

Any questions on the enclosed amendment form or instructions should be directed to the Division of Insurance in this office.

Sincerely,

Alonzo A. Swann III  
Regional Director

DOI/JWO:jo  
FCU# 10029

CC: PE Cerezo

**CERTIFICATION OF RESOLUTION OF BOARD OF DIRECTORS  
ADOPTING AMENDMENT OF CHARTER/BYLAWS**

WHEREAS, the attached amendment of the credit union's charter is in the best interests of the members and is consistent with Law, all necessary authorizations having been obtained,

NOW, THEREFORE, pursuant to the provisions of the Federal Credit Union Act, the attached amendment of the charter/bylaws of the Central Florida Healthcare Federal Credit Union No.10029 is hereby adopted by the board of directors in accordance with the Federal Credit Union's Bylaws.

We, the undersigned President and Secretary of the above Federal Credit Union, hereby certify that on \_\_\_\_\_, 20\_\_, the above resolution amending to the charter/bylaws was adopted by the board of directors in accordance with the Federal Credit Union's Bylaws.

\_\_\_\_\_  
President

\_\_\_\_\_  
Secretary



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# Financial Information

|                 |                           |                        |                                |                       |                  |
|-----------------|---------------------------|------------------------|--------------------------------|-----------------------|------------------|
| <b>Login #:</b> | 311731                    | <b>CU #:</b>           | 10029                          | <b>Date Received:</b> | 5/27/2003        |
| <b>CU Name:</b> | CENTRAL FLORIDA HEALTH CA |                        |                                | <b>TOM Code:</b>      | 21 Single        |
| <b>Street:</b>  | P. O. BOX 593109          |                        |                                | <b>District:</b>      | 1 CEREZO, REY    |
| <b>City:</b>    | ORLANDO                   | <b>State:</b>          | FL                             | <b>SE:</b>            | B FREEMAN, DAVID |
| <b>ZIP:</b>     | 32859                     | <b>Limited Income:</b> | 0                              |                       |                  |
| <b>PHONE:</b>   | (407) 826-5005            | <b>Description:</b>    | Trade, Industry, or Profession |                       |                  |

| FPR DATA   | Capital | Delinquency | Net Income | PAS    | Net Worth |
|------------|---------|-------------|------------|--------|-----------|
| 6/30/2003  | 8.89    | 1.30        | 0.38       | 109.09 | 8.31      |
| 12/31/2002 | 9.29    | 2.18        | -0.26      | 109.25 | 8.44      |

|                |              |                           |        |
|----------------|--------------|---------------------------|--------|
| <b>Assets:</b> | \$48,897,738 | <b>Members:</b>           | 12,193 |
| <b>Shares:</b> | \$44,674,198 | <b>Potential Members:</b> | 40,000 |

| Current Exam            |           | Last Contact            |           |
|-------------------------|-----------|-------------------------|-----------|
| <b>Type:</b>            | 10        | <b>Type:</b>            | 10        |
| <b>Completion Date:</b> | 8/27/2003 | <b>Completion Date:</b> | 8/27/2003 |
| <b>Effective Date:</b>  | 6/30/2003 | <b>Effective Date:</b>  | 6/30/2003 |

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|         |        |             |                                |          |    |
|---------|--------|-------------|--------------------------------|----------|----|
| CU #    | 10029  | CU Name     | CENTRAL FLORIDA HEALTH CARE    | Reviewer | JO |
| Login # | 311731 | Description | TRADE, INDUSTRY, OR PROFESSION | SSIC #   |    |

**COMMUNITY/UNDERSERVED DATA**

| Group Name, Location and Detail | New Members | Num of Overlaps | Overlap CUs | Approved |
|---------------------------------|-------------|-----------------|-------------|----------|
|---------------------------------|-------------|-----------------|-------------|----------|

|                                   |        |   |  |   |
|-----------------------------------|--------|---|--|---|
| <b>HEALTHCARE - 5 COUNTY AREA</b> | 123954 | 0 |  | Y |
| CENTRAL FLORIDA , FL              |        |   |  |   |

Employees, independent contractors, or self-employed persons who work regularly in the Health Care Industry in Orange, Seminole, Osceola, Lake and Volusia Counties, Florida that includes the following:

- assisted living facilities that provide health care services;
- birthing centers;
- blood, organ and tissue banks;
- emergency medical care;
- health clinics;
- health maintenance organizations (HMO) medical facilities;
- home health care;
- hospices;
- hospitals;
- medical and diagnostic labs;
- medical transcription services;
- nursing homes;
- nursing services;
- offices of chiropractors, dentists, licensed therapists, optometrists, physicians, podiatrists, psychologists;
- pain centers;
- paramedic services;
- pharmacy services; and
- rehabilitation centers providing medical treatment or licensed psychological or physical therapy.

**Type of Group:** OTHER

|               | Y | 123954 | 0 | 1 |
|---------------|---|--------|---|---|
| <b>TOTALS</b> | N | 0      | 0 | 0 |
|               | D | 0      | 0 | 0 |
|               | W | 0      | 0 | 0 |
|               | P | 0      | 0 | 0 |

|        |        |              |                                |           |    |
|--------|--------|--------------|--------------------------------|-----------|----|
| CU #:  | 10029  | CU Name:     | CENTRAL FLORIDA HEALTH CARE    | Reviewer: | JO |
| Log #: | 311731 | Description: | TRADE, INDUSTRY, OR PROFESSION | SSIC #:   |    |

**General Comments (Regional Summary):**

See RO Summary

**Recommendation:**

GC and E&I concurred

|                               |              |                                     |                          |                          |                          |                          |
|-------------------------------|--------------|-------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| <b>Reviewer:</b>              | <b>Date:</b> | <b>APRV</b>                         | <b>DEF</b>               | <b>DEN</b>               | <b>PEND</b>              | <b>W/DRN</b>             |
| <i>Joseph W. Chouhry</i>      | 11/4/03      | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <b>Director of Insurance:</b> | <b>Date:</b> | <b>APRV</b>                         | <b>DEF</b>               | <b>DEN</b>               | <b>PEND</b>              | <b>W/DRN</b>             |
| 30aigue                       | 11/5/03      | <input type="checkbox"/>            | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <b>Deciding Official:</b>     | <b>Date:</b> | <b>APRV</b>                         | <b>DEF</b>               | <b>DEN</b>               | <b>PEND</b>              | <b>W/DRN</b>             |
| <i>B</i>                      | 11/5/03      | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <b>Deciding Official:</b>     | <b>Date:</b> | <b>APRV</b>                         | <b>DEF</b>               | <b>DEN</b>               | <b>PEND</b>              | <b>W/DRN</b>             |
|                               |              | <input type="checkbox"/>            | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

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CERTIFICATION OF RESOLUTION OF BOARD OF DIRECTORS  
ADOPTING AMENDMENT OF CHARTER/BYLAWS

WHEREAS, the attached amendment of the credit union's charter is in the best interests of the members and is consistent with Law, all necessary authorizations having been obtained,

NOW, THEREFORE, pursuant to the provisions of the Federal Credit Union Act, the attached amendment of the charter/bylaws of the Central Florida Healthcare Federal Credit Union No.10029 is hereby adopted by the board of directors in accordance with the Federal Credit Union's Bylaws.

We, the undersigned President and Secretary of the above Federal Credit Union, hereby certify that on \_\_\_\_\_, 20\_\_, the above resolution amending to the charter/bylaws was adopted by the board of directors in accordance with the Federal Credit Union's Bylaws.

\_\_\_\_\_  
President

\_\_\_\_\_  
Secretary

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# Financial Information

|          |                           |        |       |                 |                  |
|----------|---------------------------|--------|-------|-----------------|------------------|
| Login #: | 311731                    | GU #:  | 10029 | Date Received:  | 5/27/2003        |
| GU Name: | CENTRAL FLORIDA HEALTH CA |        |       | TOM Code:       | 51 Multiple      |
| Street:  | P. O. BOX 593109          |        |       | District:       | 1 CEREZO, REY    |
| City:    | ORLANDO                   | State: | FL    | SE:             | B FREEMAN, DAVID |
| ZIP:     | 32859                     |        |       | Limited Income: | 0                |
| PHONE:   | (407) 826-5005            |        |       | Description:    | Log Canceled     |

| FPR DATA   | Capital | Delinquency | Net Income | EAS    | Net Worth |
|------------|---------|-------------|------------|--------|-----------|
| 12/31/2002 | 9.29    | 2.18        | -0.26      | 109.25 | 8.44      |
| 6/30/2002  | 9.27    | 1.79        | -1.22      | 108.71 | 7.99      |

|         |              |                    |        |
|---------|--------------|--------------------|--------|
| Assets: | \$47,058,919 | Members:           | 12,166 |
| Shares: | \$42,955,464 | Potential Members: | 40,000 |

| Current Exam               | Last Contact               |
|----------------------------|----------------------------|
| Type: 10                   | Type: 27                   |
| Completion Date: 6/21/2002 | Completion Date: 6/30/2003 |
| Effective Date: 3/31/2002  | Effective Date: 5/31/2003  |

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|          |        |              |                             |           |    |
|----------|--------|--------------|-----------------------------|-----------|----|
| CU #:    | 10029  | CU Name:     | CENTRAL FLORIDA HEALTH CARE | Reviewer: | JO |
| Login #: | 311731 | Description: | LOG CANCELED                | SSIC #:   |    |

**COMMUNITY/UNDERSERVED DATA**

| Group Name, Location and Detail | New Members | Num. of Overlaps | Overlap CUs | Approved |
|---------------------------------|-------------|------------------|-------------|----------|
|---------------------------------|-------------|------------------|-------------|----------|

|                                   |        |   |  |   |
|-----------------------------------|--------|---|--|---|
| <b>HEALTHCARE - 5 COUNTY AREA</b> | 123954 | 0 |  | P |
| CENTRAL FLORIDA , FL              |        |   |  |   |

Employees who work regularly in the Health Care Industry in Orange, Seminole, Osceola, Lake and Volusia Counties, Florida that includes the following:

- Hospitals   Physicians Offices
- Surgeons Offices   Home HealthCare Providers
- Medical and Diagnostic Labs   Health Clinics
- Nursing Homes   Health Rehabilitation Centers
- HMO Medical Facilities   Dentists
- Radiologists   Pharmacists
- Chiropractors   Paramedics
- Optometrists   Ophthalmologists
- Emergency Medical Technicians   Hospices
- Orthopedics   Psychologists
- Psychiatrists   Blood, Organ and Tissue Banks
- Medical Research Facilities   Ambulatory Care Providers
- Podiatrists   Assisted Living Facilities
- Medical Billing Providers   Medical Transcription Providers
- Birthing Centers   Pain Centers
- Therapists   Nurses

•  Spouses of persons who died while within the field of membership of this credit union; employees of this credit union; persons retired as pensioners or annuitants from the above employment, volunteers, members of the immediate family or household; organizations of such persons, and corporate or other legal entities in this charter.

Type of Group: OTHER

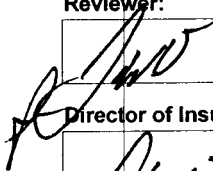
|               | Y        | 0             | 0        | 0        |
|---------------|----------|---------------|----------|----------|
| <b>TOTALS</b> | <b>N</b> | <b>0</b>      | <b>0</b> | <b>0</b> |
|               | <b>D</b> | <b>0</b>      | <b>0</b> | <b>0</b> |
|               | <b>W</b> | <b>0</b>      | <b>0</b> | <b>0</b> |
|               | <b>P</b> | <b>123954</b> | <b>0</b> | <b>1</b> |

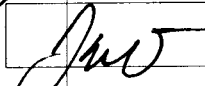
|          |        |              |                             |           |    |
|----------|--------|--------------|-----------------------------|-----------|----|
| GU #:    | 10029  | GU Name:     | CENTRAL FLORIDA HEALTH CARE | Reviewer: | JO |
| Login #: | 311731 | Description: | LOG CANCELED                | SSIC #:   |    |

**General Comments (Regional Summary):**

See RO Summary

**Recommendation:**

|   |              |                          |                          |                          |                                     |                          |
|---|--------------|--------------------------|--------------------------|--------------------------|-------------------------------------|--------------------------|
| <b>Reviewer:</b>  | <b>Date:</b> | <b>APRV</b>              | <b>DEF</b>               | <b>DEN</b>               | <b>PEND</b>                         | <b>W/DRN</b>             |
|  | 7/2/03       | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |

|   |              |                          |                          |                          |                                     |                          |
|---|--------------|--------------------------|--------------------------|--------------------------|-------------------------------------|--------------------------|
| <b>Director of Insurance:</b>   | <b>Date:</b> | <b>APRV</b>              | <b>DEF</b>               | <b>DEN</b>               | <b>PEND</b>                         | <b>W/DRN</b>             |
|  | 7/2/03       | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |

|                           |              |                          |                          |                          |                          |                          |
|---------------------------|--------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| <b>Deciding Official:</b> | <b>Date:</b> | <b>APRV</b>              | <b>DEF</b>               | <b>DEN</b>               | <b>PEND</b>              | <b>W/DRN</b>             |
|                           |              | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

|                           |              |                          |                          |                          |                          |                          |
|---------------------------|--------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| <b>Deciding Official:</b> | <b>Date:</b> | <b>APRV</b>              | <b>DEF</b>               | <b>DEN</b>               | <b>PEND</b>              | <b>W/DRN</b>             |
|                           |              | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

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1. Regional Summary
2. Written Proposed TIP FOM & Current FOM
3. Maps of the Proposed TIP Geographical Area
4. Business Plan and Marketing Plan
5. Financial Data

**REGIONAL SUMMARY  
CONVERSION TO TIP**

**Central Florida HealthCare FCU #10029**

|  |         |             |              |
|--|---------|-------------|--------------|
| Current Members                            | 12,166  | Assets      | \$49,341,425 |
| Potential Mbr. Current                     | 40,000  | Loans       | \$30,333,552 |
| Penetration Rate                           | 30%     | Shares      | \$45,202,272 |
| Potential Mbr. (Based on 2000 census data) | 123,954 | Earnings    | 0.02%        |
| Date Application Received                  | 5/27/03 | Delinquency | 1.41%        |
| Date of Last On-Site                       | 5/31/03 | Net C/Os    | 2.05%        |
| CAMEL                                      | (b)(8)  | Net Worth   | 8.05%        |

**1. GENERAL BACKGROUND**

**History of the credit union:** We chartered this credit union in 1955 to serve the employees of Orange Memorial Hospital which was the premier hospital of the time, attracting medical professionals from all over the Central Florida area. Today, Orange Memorial Hospital is called the Orlando Regional Healthcare (ORH) System, with eight separate hospitals and over 10,000 employees.

While Central Florida HealthCare (CFHC) FCU has expanded their FOM to include many SEGs, several non-medical related companies. The credit union has enjoyed a mutually beneficial relationship with ORH and has stayed dedicated to the service of the core sponsor. The CFHC FCU management team views the Health Care Industry TIP as an opportunity to continue to do what they do best by not only continuing to serve their original core sponsor but expanding their membership to the entire Health Care Industry in their present operational area.

**Location:** Orlando, Florida                      **Assets:** \$49,341,425

**Current field of membership:** Employees of ORH and more than 30 SEGs with a large concentration in the medical related industry.

**Amendments Requested:** Employees, independent contractors, or self-employed persons who work regularly in the Health Care Industry in Orange, Seminole, Osceola, Lake and Volusia Counties, Florida that includes the following:

- assisted living facilities that provide health care services;
- birthing centers;
- blood, organ and tissue banks;
- emergency medical care;
- health clinics;
- health maintenance organizations (HMO) medical facilities;

- home health care;
- hospices;
- hospitals;
- medical and diagnostic labs;
- medical transcription services;
- nursing homes;
- nursing services;
- offices of chiropractors, dentists, licensed therapists, optometrists, physicians, podiatrists, psychologists;
- pain centers;
- paramedic services;
- pharmacy services; and
- rehabilitation centers providing medical treatment or licensed psychological or physical therapy.

Spouses of persons who died while within the field of membership of this credit union; employees of this credit union; persons retired as pensioners or annuitants from the above employment, volunteers, members of the immediate family or household; organizations of such persons, and corporate or other legal entities in this charter.

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**Population of Proposed TIP:** The 2000 Census data states that there are 123,954 medical related employees in the geographical area requested. Note: This statistic has limited applicability since it is related to the number of “medical related employees” as defined by the United States Census Bureau which is not the same as the number of potential members of the health care industry, as defined by the credit union.

**Is action on this application within the delegated authority of the Regional Director?** Yes, under CHA 1B, the RD can approve applications to charter or convert to a credit union based on TIP with the concurrence of GC and E&I.

## 2. BUSINESS PLAN

CFHC FCU prepared a business plan that supports their ability to serve the TIP and geographical area requested. The credit union’s full array of financial services as well as their current infrastructure of staff, facilities and ATMs throughout the geographic area requested will afford new members complete and convenient financial services. This coupled with CFHC FCU’s experience




...  
serving the medical industry will help ensure the credit union's success with this charter conversion.

Management provided pro-forma financial statements for 2003 through 2005. In addition, they prepared growth projections in major financial categories.

Below are highlights of the business plan.

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**Staff and Service Facilities:** CFHC FCU has a higher than average employees to members ratio and believe they are strategically positioned at the appropriate staffing level. Therefore, management does not see an immediate need to add staff. Staff is also cross-trained to multi-task further ensuring no additional need for staff.

CFCH FCU's current branch infrastructure already makes their financial service widely available to the five county proposed TIP geographical area. Specifically, the credit union's current and proposed operational area is served by six full-service, wholly owned branch offices, two shared-branches, and 13 facilities the credit union is affiliated with through the Florida Credit Union Shared Services (FCUSS) network. Furthermore, members will have free ATM service available at 50 ATMs throughout the proposed TIP geographical area.

The six offices and two shared-branches are fully staffed and offer both transactions and full member service. The FCUSS network opens up 13 other locations where members can access the lobby of another credit union to perform CFHC FCU transactions. The branch offices are strategically located near the concentrations of hospitals and throughout the proposed geographical area. Even the very rural parts of the proposed area are no more than 25 miles from a facility and the heavier populated areas and/or medical areas are within approximately 1 to 10 miles from a facility. Please see maps in Tab 3 for more details.

**Services:** CFHC FCU has served the medical community for the past forty-five plus years providing full service product offerings for member deposits. Their presence is generally located in either large medical facilities or concentrations of medical facilities allowing them to serve this specific niche. Over the past 10 years, CFHC FCU has built the infrastructure to accommodate full service financial services, including internet banking, bill pay, debit card, FCUSS and soon to have ACH origination. All standard product offerings are in place

including money markets, CDs, mortgages and a wide array of consumer loan products.

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### 3. CREDIT UNION'S CURRENT FINANCIAL CONDITION

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Management has redirected its focus toward increased earnings and net worth. The credit union implemented a detailed monthly expense analysis reviewing such items as branch profitability, ATM analysis, and product pricing. These actions together with continued management analysis provide a framework for the future.

Specifically, CFHC FCU re-aligned their resources during the past couple of years to improve not only their financial picture, but also to prepare a platform to remain viable in the future. Below are some noteworthy changes.

- A new Chairman of the Board has forged a new sense of direction under his leadership. His background and expertise in the core sponsors organizations has prepared him to utilize not only his experience but also valuable resources.
- The new VP of Lending has extensive experience and a great deal of knowledge revamping the entire loan portfolio. Policies and procedures were improved, better product line is available and staff well trained.
- Hired an experienced Collector and has made great progress in reducing delinquency to below the industry average.
- A revamp of the Operations department eliminated one high salary position while maintaining higher service levels.
- Overall department functions were re-defined and changes made wherever possible to reduce expenses.
- The Board reviews all expenses in detail and now monitors exceptions closely by working on a strict budget.

We believe CFHC FCU has implemented the necessary controls to help ensure that the credit union will avoid being in the position they found themselves in during 2001. Management is experienced and more committed to following

through to ensure the viability of the institution. The TIP designation offers this credit union, in particular, an opportunity to serve their niche more effectively. In addition, preliminary indications are that the capital, asset quality, and management component codes will improve during the examination currently in process.

#### **4. REGIONAL RECOMMENDATION**

We recommend approval of this request because the credit union has complied with the requirements for conversion to a single occupational common bond TIP as outlined in Chapter 2 Section II of the NCUA Chartering and FOM Manual. In addition, our field staff supports the recommendation.

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**Amendments Requested:** Employees who work regularly in the Health Care Industry in Orange, Seminole, Osceola, Lake and Volusia Counties, Florida that includes the following:

|                                 |                                   |
|---------------------------------|-----------------------------------|
| • Hospitals                     | • Physicians Offices              |
| • Surgeons Offices              | • Home HealthCare Providers       |
| • Medical and Diagnostic Labs   | • Health Clinics                  |
| • Nursing Homes                 | • Health Rehabilitation Centers   |
| • HMO Medical Facilities        | • Dentists                        |
| • Radiologists                  | • Pharmacists                     |
| • Chiropractors                 | • Paramedics                      |
| • Optometrists                  | • Ophthalmologists                |
| • Emergency Medical Technicians | • Hospices                        |
| • Orthopedics                   | • Psychologists                   |
| • Psychiatrists                 | • Blood, Organ and Tissue Banks   |
| • Medical Research Facilities   | • Ambulatory Care Providers       |
| • Podiatrists                   | • Assisted Living Facilities      |
| • Medical Billing Providers     | • Medical Transcription Providers |
| • Birthing Centers              | • Pain Centers                    |
| • Therapists                    | • Nurses                          |

- Spouses of persons who died while within the field of membership of this credit union; employees of this credit union; persons retired as pensioners or annuitants from the above employment, volunteers, members of the immediate family or household; organizations of such persons, and corporate or other legal entities in this charter."

# Current Form

Accordingly, Central Florida Healthcare Federal Credit Union is hereby authorized to amend Section 5 of the Charter to read as follows:

"The field of membership shall be limited to those having the following common bond:

1. Employees, doctors, medical staff and technicians of Orlando Regional Healthcare System who work in Orlando or Lake Buena Vista, Florida; volunteers who work at the Orlando Regional Healthcare System under supervision of the hospital staff; employees of doctors who work at Orlando Regional Healthcare System; contractors and employees of contractors who work regularly at the Orlando Regional Healthcare System;
2. Employees and volunteers of the Central Florida Blood Bank, Inc., who work in Lake, Seminole, Orange, or Brevard Counties, Florida;
3. Employees of the following employers who work in Orlando or Winter Park, Florida:
  - Central Florida Kidney Center, Inc.
  - Center for Orthopedic Physical Therapy and Rehabilitation
  - Mary Lee DePugh Nursing Center
  - Americana Health Care Center
  - Florida Manor
4. Employees of The Center for Drug Free Living who work in Orlando, Florida;
5. Employees of Western-Southern Life and Medi Vision Eye Care Center who work in Orlando, Florida;
6. Employees, doctors, medical staff and technicians of ORMC/St. Cloud Hospital who work in Osceola County, Florida; employees, doctors, medical staff and technicians of ORMC Sand Lake Hospital who work in Orange County, Florida; volunteers who work at these hospitals under supervision of the hospital staff;
7. Employees of Ferran Engineering Group, Inc., Contella Investments, Inc., and Unique Electronics, Inc., who work in or are paid from Orlando, Florida;
8. Employees of The Veterans Administration Outpatient Clinic and Florida Carbonic who work in Orlando, Florida; employees of Employee Rehabilitation Services and CareTeam Health Care Services who work in Winter Park,

Florida; employees of Hospice of Central Florida, Inc., working under contract with Orlando Regional Medical Center, Sand Lake Hospital or St. Cloud Hospital in Osceola or Orange County, Florida;

9. Employees of Haines City Health Care Center who work in Haines City, Florida;

10. Employees of the Fern Park Birthing Center, Inc., who work in Fern Park, Florida;

11. Employees of Orlando Diagnostic Center, HEALTHSOUTH Sports Medicine and Rehabilitation Center, Merrill Lynch Consumer Markets and Jeff A. Baker, D.M.D. who work in Orlando, Florida;

12. Employees of Sameday Surgicenter of Orlando, Inc., and Kissimmee Surgery Center, Inc., who work in Kissimmee, Florida;

13. Employees of Florida Surgery Center who work in Altamonte Springs, Florida; employees of Richard A. Simmons, D.P.M., P.A., and OB & GYN Specialists, P.A., who work in Winter Park, Florida; employees of Medical Center Radiology Group, Florida Travel Center, Inc., Matthews Orthopaedic Clinic, Derrick and Associates Pathology, P.A., and Orlando Cancer Center who work in Orlando, Florida;

14. Employees and medical staff of Pediatric Cardiology Associates who work in Orlando & Cocoa Beach, Florida; employees of Western Medical Services who work in Altamonte Springs, Florida; employees and medical staff of the Outpatient Cardiovascular Center of Orlando who work in Orlando, Florida;

15. Employees of South Orlando OB-GYN Group and Orlando Heart Center who work in Orlando, Florida; natural person members of the Central Florida Health Care Educators located in Longwood, Florida who qualify for membership in accordance with its constitution and bylaws in effect on January 26, 1993;

16. Employees of the Orlando Memorial Convalescent Center who work in Orlando, Florida; (App. 7/15/93)

17. Employees of Cairns & Wade Photographers and Conway Lakes Nursing Center who work in Orlando, Florida; (App. 9/2/93)



18. Members of the Central Florida Association of Occupational Health Nurses, Inc., located in Orlando, Florida who qualify for membership in accordance with its constitution and bylaws in effect on October 13, 1993; employees of the American Health Association who work in Orlando, Florida; employees of the Anesthesiologists of Central Florida, M.D., P.A., who work in Orlando, Florida; (App. 10/13/93)

19. Employees of Minuteman Press and Orlando Foot & Ankle Clinic who work in or are paid from or are supervised from Orlando, Florida; (App. 1/10/94)

20. Employees of the Pine Castle Walk-In Clinic who work in Orlando, Florida; employees of Orthopedic Concepts, Inc., who work in Maitland, Florida; (App. 2/11/94)

21. Employees of Diagnostic Archives, Inc., who work in Orlando, Florida; (App. 3/17/94)

22. Employees, medical staff, and volunteer workers of the Fish Memorial Hospital who work in New Smyrna Beach, Florida; (Merger 05/17/94)

23. Employees of Nursefinders who work in Orlando, Florida; (App. 5/23/94)

24. Employees of Foster Medical Supply, Inc., who work in Orlando, Florida; (App. 6/21/94)

25. Employees of the Langford Corporation d/b/a Langford Hotel who work in Winter Park and Orlando, Florida; (App. 11/16/94)

26. Employees of Rehabilitation Center, Region VI (Orlando), who work in, are paid from or are supervised from Orlando, Florida; (App. 11/9/95)

Revoked per injunction issued 10/25/96

27. All groups enrolled in accordance with the Streamlined Expansion Procedure prior to the 10/25/96 court injunction that are included in the SEP Log received in the Regional Office as of February 1, 1999.

28. Natural person members of Central Florida Veterans Association, Inc. located in Orlando, Florida, who qualify for membership in accordance with its charter and bylaws in effect on July 13, 2000; (App. 7/13/00)

29. Members of record of Members Choice Credit Union #67328 as of

Deleted: 27. Groups of persons with occupational common bonds which are located within 25 miles of one of the credit union's service facilities, which have provided a written request for service to the credit union, which do not presently have credit union service available, and which have no more members in the group than the maximum number established by the NCUA Board for additions under this provision. Provided, however, that the National Credit Union Administration may permanently or temporarily revoke the power to add groups under this provision upon a finding, in the Agency's discretion, that permitting additions under this provision are not in the best interests of the credit union, its members, or the National Credit Union Share Insurance Fund. (App. 11/9/95)

September 1, 2000; (App. 1/5/01 Voluntary Merger)

30. Employees of TYCO/Healthcare/Kendall who work in or are paid from Deland Florida; (App. 1/5/01 Voluntary Merger)

31. Employees of Mears Motor Leasing who work in Orlando, Florida; (App. 03/14/02-INT)

32. Employees of Member Service Organization who work in Orlando, Florida; (App. 1/6/03)

33. Spouses of persons who died while within the field of membership of this credit union; employees of this credit union; persons retired as pensioners or annuitants from the above employment; members of their immediate families; and organizations of such persons."

Any questions on the enclosed amendment form or instructions should be directed to the Division of Insurance in this office.

Sincerely,

Alonzo A. Swann III  
Regional Director

DOI/DH:dh  
FCU# 10029

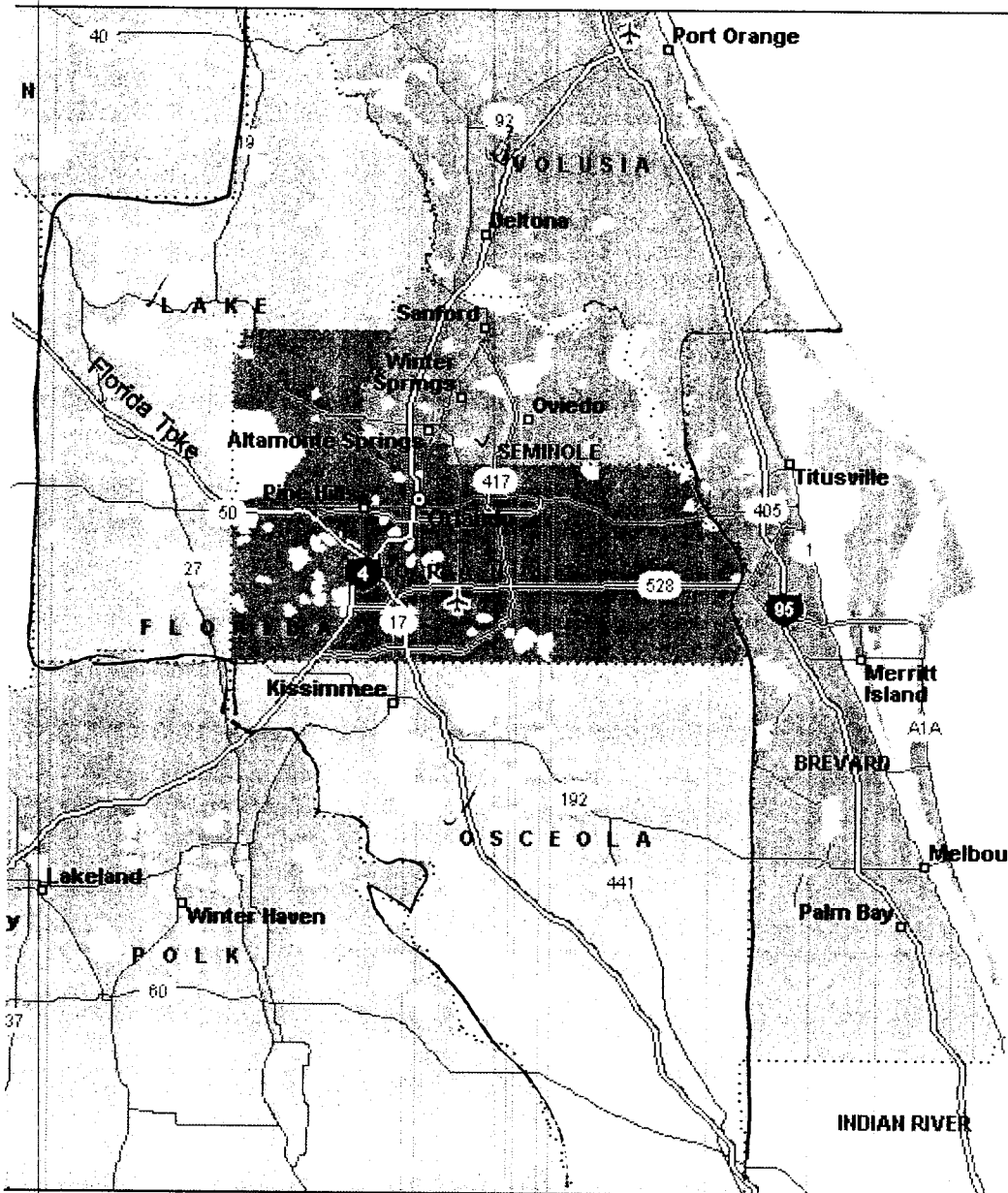
CC: PE Cerezo

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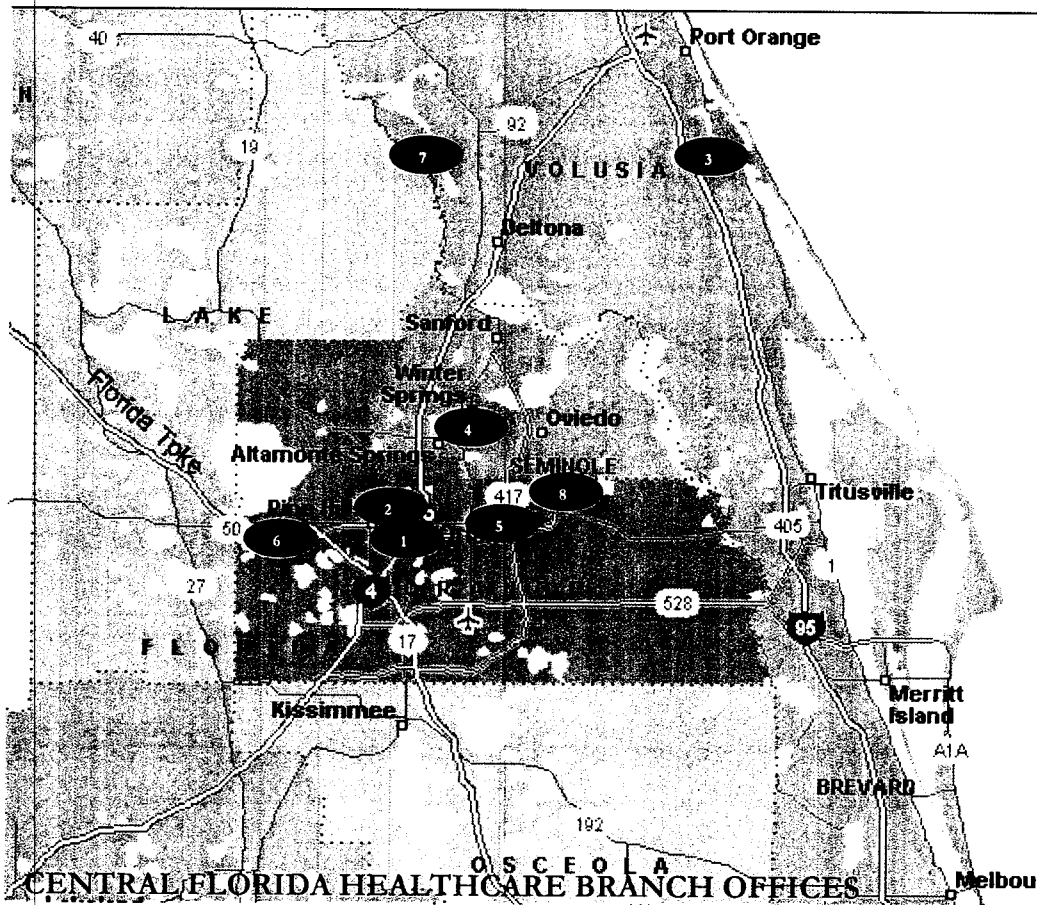
# Geographical Structure Overview

## 1. COUNTY MAP



# Geographic Structure Overview

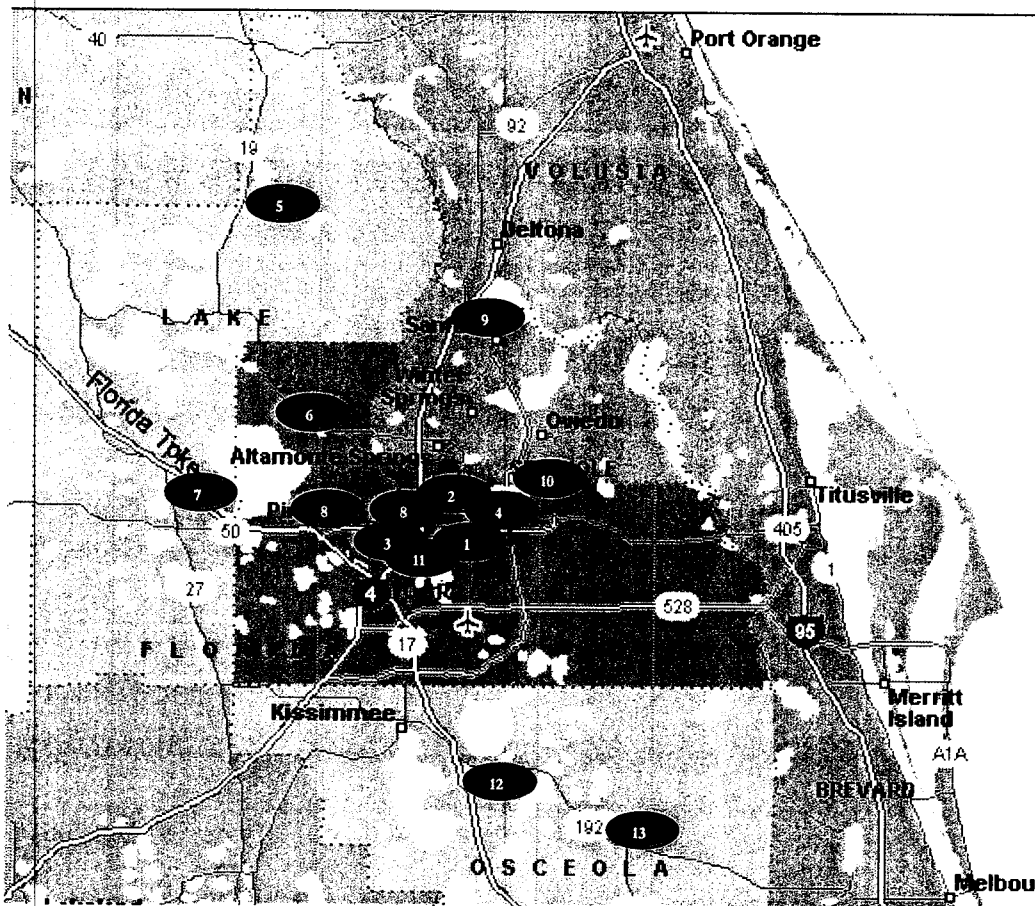
## 2. CFHC Branch Offices



1. Main Office – 5545 S. Orange Avenue, Orlando – Orange County
2. Lucerne Office – 1506 Lucerne Terrace, Orlando – Orange County
3. New Smyrna Office – 725 Live Oak St., New Smyrna – Volusia County
4. Longwood Office – 451 Warren Avenue, Longwood – Seminole County
5. V.A. Clinic Office – 5201 Raymond St., Orlando – Orange County
6. CUSO Shared Branch – 6584 Old Winter Gdn Rd., Orlando – Orange County
7. Deland Office – 1410 Woodland Blvd., Deland – Volusia County
8. CUSO Shared Branch - Alafaya Trail, Orlando – Orange County (08-03)

# Geographic Structure Overview

## 3. FCUSS Shared Facilities

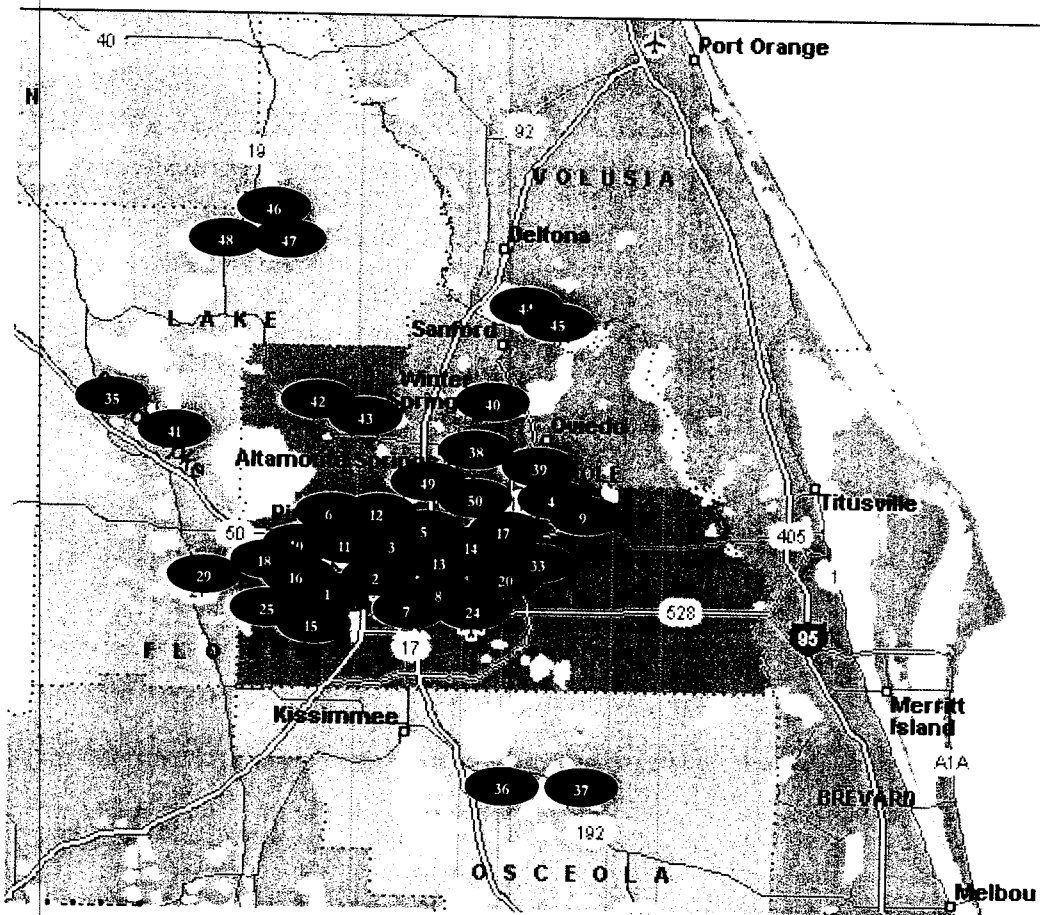


### FCUSS – SHARED SERVICES FACILITIES

- |    |   |     |  |
|----|---|-----|--|
| 1. | Orlando Federal – 2150 S. Semoran Blvd., Orlando – Orange         | 9.  | Central FL Educators - 101 E. 25 <sup>th</sup> St., Sanford – Seminole |
| 2. | Fairwinds Financial – 1901 John Paul Jones Ave., Orlando – Orange | 10. | Central FL Educators – 1823 N. Alafaya Tr., Orlando – Orange           |
| 3. | Martin Federal – 1727 Orlando Central Pkwy., Orlando – Orange     | 11. | Central FL Educators – 5520 S. Orange Ave., Orlando – Orange           |
| 4. | Martin Federal – 12506 Lake Underhill Rd., Orlando – Orange       | 12. | Central FL Educators – 708 E. Vine St., Kissimmee – Osceola            |
| 5. | Central FL Educators – 8040 Hwy. 441, Leesburg – Lake             | 13. | Central FL Educators – 3335 13 <sup>th</sup> St., St. Cloud – Osceola  |
| 6. | Central FL Educators – 847 Hwy 441, Apopka – Orange               |     |  |
| 7. | Central FL Educators – 1001 Dillard St., Winter Garden – Orange   |     |  |
| 8. | Central FL Educators – 1200 Weber St., Orlando – Orange           |     |  |

# Geographic Structure Overview

## 4. CU24 Full-Service ATM's



### CU24 – FULL SERVICE ATM LOCATIONS

(SEE NEXT PAGE FOR FULL LISTING)

# Geographic Structure Overview

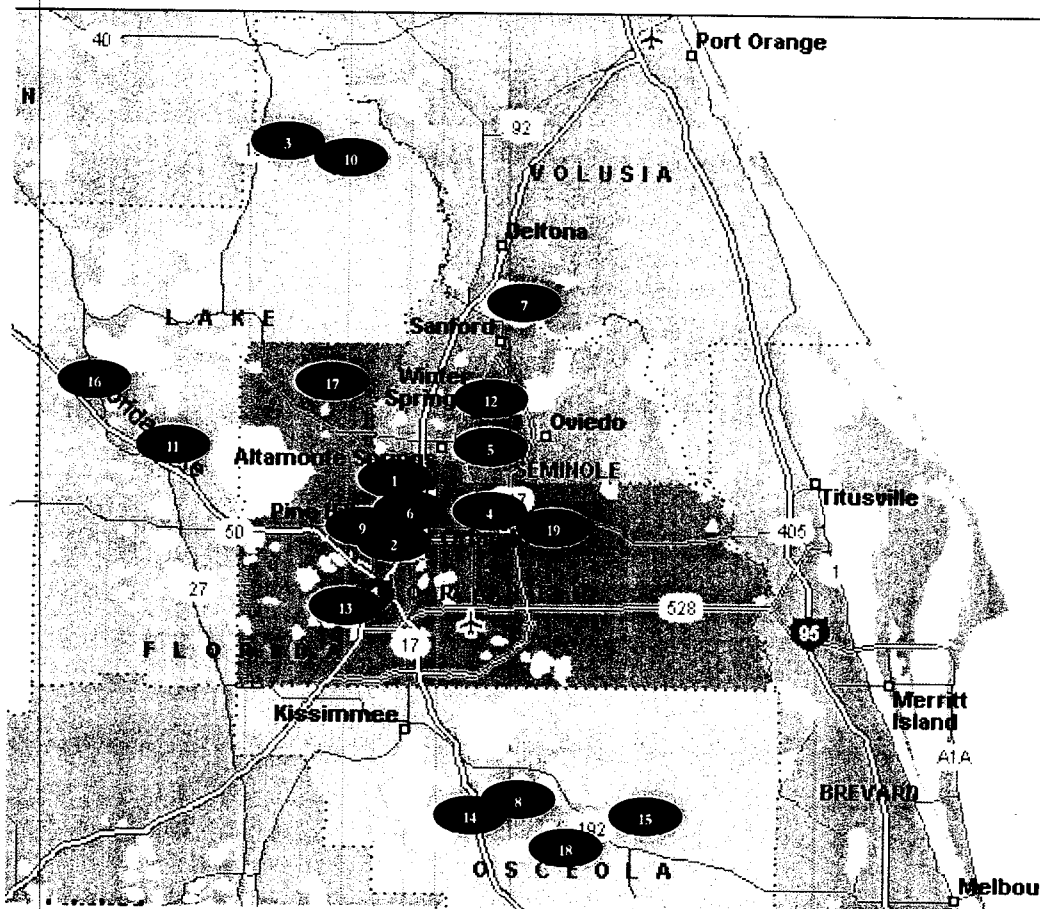
## CU24 FULL-SERVICE ATM'S

1. 9400 Turkey Lake Road, Orlando – Orange
2. 92 W. Miller St., Orlando – Orange
3. 1414 Kuhl Ave., Orlando – Orange
4. 1823 Alafaya Trail, Orlando – Orange
5. 1200 Weber St., Orlando – Orange
6. 4601 Silver Star Rd., Orlando – Orange
7. 2475 Sandlake Rd., Orlando – Orange
8. 2375 S. Semoran Blvd., Orlando – Orange
9. 3133 N. Alafaya Tr., Orlando – Orange
10. 6329 W. Colonial Dr., Orlando – Orange
11. 2500 S. Kirkman Rd., Orlando – Orange
12. 3724 Edgewater Dr., Orlando – Orange
13. 425 N. Orange Ave., Orlando – Orange
14. 206 Hillcrest St., Orlando – Orange
15. 7600 Chancellor Dr., Orlando – Orange
16. 1727 Orlando Central Pkwy., Orlando – Orange
17. 12056 J.k. Underhill Rd., Orlando – Orange
18. 4500 John Young Pkwy., Orlando – Orange
19. 400 S. Street, Orlando – Orange
20. 2150 S. Semoran Blvd., Orlando – Orange
21. 400 W. Livingston St., Orlando – Orange
22. 5620 L.B. McCloud Rd., Orlando – Orange
23. 5757 Curry Ford Rd., Orlando – Orange
24. 1900 McCoy Rd., Orlando – Orange
25. 2075 Central Fl. Pkwy., Orlando – Orange
26. 5757 Curry Ford Rd., Orlando – Orange
27. 344 E. Michigan St., Orlando – Orange
28. 5620 L.B. McCloud Rd., Orlando – Orange
29. 6574 Old Winter Gdn Rd., Orlando – Orange
30. 201 S. Rosalind Ave., Orlando – Orange
31. 2579 Hliana Ave., Orlando – Orange
32. 1117 S. Westmoreland St., Orlando – Orange
33. UCF Administration Bldg., Orlando – Orange
34. 12287 University Avenue, Orlando – Orange
35. 300 E. Highland Ave., Clermont – Lake
36. 708 E. Irlo Bronson Hwy., Kissimmee – Osceola
37. 3335 13<sup>th</sup> St., St. Cloud – Osceola
38. 130 E. Altamonte Dr., Altamonte Springs – Seminole
39. 240 S.R. 434, Altamonte Springs – Seminole
40. 800 S.R. 434 Longwood – Seminole
41. 1001 S. Dillard St., Winter Garden – Orange
42. 847 S. OBT, Apopka – Orange
43. 446 Hunt Blvd., Apopka – Orange
44. 101 E. 25<sup>th</sup> St., Sanford – Seminole
45. 261 Airport Blvd., Sanford – Seminole
46. 8040 Hwy. 441, Leesburg – Lake
47. 600 E. Dixie Ave., Leesburg – Lake
48. 300 Webster Dr., Leesburg – Lake
49. 2279 Aloma Ave., Winter Park – Orange
50. 401 Park Ave., Winter Park – Orange



# Geographic Structure Overview

## 6. CENTRAL FLORIDA'S LARGEST HOSPITALS



### CENTRAL FLORIDA'S LARGEST HOSPITALS

- |   |   |
|---|---|
| 1. Florida Hospital Orlando – 6580 Employees          | 11. Health Central Ocoee – 1,710 Employees                  |
| 2. Orlando Regional Orlando – 8000 Employees          | 12. Orlando Regional S. Seminole Longwood – 1,010 Employees |
| 3. Leesburg Regional – 2,217 Employees                | 13. Orlando Regional Sandlake – 921 Employees               |
| 4. Winter Park Memorial – 900 Employees               | 14. Florida Hospital Celebration – 1500 Employees           |
| 5. Florida Hospital Altamonte – 1,400 Employees       | 15. Orlando Regional St. Cloud – 376 Employees              |
| 6. Orlando Regional Lucerne – 874 Employees           | 16. South Lake Hospital – 539 Employees                     |
| 7. Central Florida Regional Sanford – 1,100 Employees | 17. Florida Hospital Apopka – 176 Employees                 |
| 8. Osceola Regional Kissimmee – 1,280 Employees       | 18. Florida Hospital Kissimmee – 350 Employees              |
| 9. Arnold Palmer Hospital – 2,177 Employees           | 19. Florida Hospital East – 1,800 Employees                 |
| 10. Florida Hospital Eustis – 1,367 Employees         |   |

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# 1. Overview

Our credit union was chartered in 1955, originally serving the employees of Orange Memorial Hospital. Orange Memorial was the premier hospital of the time, attracting medical professionals from all over the Central Florida area. As the hospital grew, the credit union grew right along with it. Today, Orange Memorial Hospital is called the Orlando Regional Healthcare System, with 8 separate hospitals, and over 10,000 employees.

Central Florida HealthCare Federal Credit Union has enjoyed a mutually beneficial relationship with ORH (Orlando Regional Healthcare) over these almost 50 years, and has stayed dedicated to the services of the core sponsor.

As a Multiple Common Bond credit union, we have expanded our field of membership somewhat to include many other medical related SEG's. While we have offered credit union membership to some small non-medical related companies, we find that our niche truly is serving the financial needs of the medical community, many who are not currently being served by a credit union.

Following NCUA's proposed plan to allow for diversification within the field of membership, we find the idea of the Occupational Common Bond – Trade Industry Profession one of great interest to us. We see this as an opportunity to continue to do what we do best with our core sponsor, while allowing us to expand membership to the entire industry.

As you will see within the business plan of this proposal package, we are geographically positioned to serve the base we desire without adding new locations. We are structured in a way that will allow us significant growth in volume before needing additional staff, and our name is conducive to attracting what we feel is our "niche" market.

We sincerely hope you will review the contents of our plan and approve our request to change our current Multiple Common Bond charter to that of the Occupational Common Bond allowing us the TIP designation.

(b)(5),(b)(8)

(b)(5),(b)(8)

### 3. CFHC Product & Service Offering

This is an insert of a page from our website.

We have a number of account options depending upon individual need.

Primary Share Account Open a share account with us today and take advantage of all our other services.

Advantage Member Account Enjoy a fee-free account! Sign up for direct deposit and become an Advantage Member. This is a Savings and Checking Account

Advantage Veterans Account Are you a U.S. Veteran? It's Veteran's Day everyday at Central Florida HealthCare! Sign up w/direct deposit today and take advantage of a fee-free account! This too, includes a checking account.

Prime Plus Account See what great benefits you can receive for being 50 and over. Check out our Prime Plus Account!

Looney Tunes Account Start your children and grandchildren off right with a account featuring Looney Tunes characters. This is a great, fun way to save for a child's future.

Teens Love Cash Account Let us educate your teens with the basics. This account helps teens understand the importance of credit and teaches them the responsibility of managing an account.

Club Account You name the reason you want to save money and create an account especially for that purpose! Want to save money for a Hawaii vacation? Open a Hawaii vacation club account! The possibilities are endless: Christmas, a new car, a down payment for a new home, clothing, etc.

### 3. CFHC Product & Service Offering

These are our checking account offerings.

Share Checking Don't want to sign up for direct deposit or already have direct deposit set up elsewhere? Open a share checking account today.

Advantage Member Checking Sign up with direct deposit and check out all the free benefits and advantages as an Advantage Member.

Advantage Veterans Checking Attention all U.S. Veterans! Sign up with direct deposit and take advantage of a fee-free checking account.

Prime Plus Checking See how it pays to be a member aged 50 and over with our Prime Plus checking account.

Teens Love Cash Checking Help teens learn the responsibilities of having their own checking account.

Advantage Check Card Get the card that works like a check only better! The Advantage Check Card is the credit union's debit card.

### 3. CFHC Product & Service Offering

**We offer a wide array of loan products at highly competitive rates.**

Auto Loans – New and Used

Real Estate Loans – First and Second Mortgages

Signature (Unsecured) Loans

Credit Cards

Secured Loans – Motorcycles, Computers etc..

#### **In addition ....**

We offer a Visa Debit Card, called the Advantage Member Card. We also participate in all the networks offering member access anywhere 24 hours a day.

We have full Internet Banking on our website with Electronic Bill Payer. A 24-hour voice response system called Heartbeat allows anytime access as well.



## 4. Charter Amendment and TIP Request

Currently, we are a Multiple Common Bond charter. We are finding that SEG expansion is almost impossible with the current climate. Larger credit unions, many with community charters are concentrating their marketing dollars on acquiring SEG's. We find when we approach those small groups within distance of our outer lying offices; they are already served by another credit union. We were thrilled to hear of the proposed TIP. This would allow us to concentrate on business development through other means than SEG expansion.

Over the past five-years, our credit union has faced some challenges. Fortunately we have leadership in both Management and the Board that support efforts to diversify. We feel that this Field of Membership change will allow us the latitude to grow. Our Management goal is to grow the assets of this credit union while protecting the interests of the membership. We feel that by serving this group of medical professionals we can better achieve that goal.

Therefore, it is with this in mind that we request the following;

*We request that NCUA amend our Multiple Common Bond charter to that of an Occupational Common Bond charter  
– Trade, Industry or Profession.*

# 4. Charter Amendment and TIP Request

After careful study of the NCUA's proposed rule, we understand that TIP is based on employment in a trade, industry or profession. We have developed wording here that we feel would fall within the definition while establishing an appropriate field of membership for us.

**We ask that NCUA consider the following definition of our TIP designation:**

**Amendments Requested:** Employees who work regularly in the Health Care Industry in Orange, Seminole, Osceola, Lake and Volusia Counties, Florida that includes the following:

|                                 |                                   |
|---------------------------------|-----------------------------------|
| • Hospitals                     | • Physicians Offices              |
| • Surgeons Offices              | • Home HealthCare Providers       |
| • Medical and Diagnostic Labs   | • Health Clinics                  |
| • Nursing Homes                 | • Health Rehabilitation Centers   |
| • HMO Medical Facilities        | • Dentists                        |
| • Radiologists                  | • Pharmacists                     |
| • Chiropractors                 | • Paramedics                      |
| • Optometrists                  | • Ophthalmologists                |
| • Emergency Medical Technicians | • Hospices                        |
| • Orthopedics                   | • Psychologists                   |
| • Psychiatrists                 | • Blood, Organ and Tissue Banks   |
| • Medical Research Facilities   | • Ambulatory Care Providers       |
| • Podiatrists                   | • Assisted Living Facilities      |
| • Medical Billing Providers     | • Medical Transcription Providers |
| • Birthing Centers              | • Pain Centers                    |
| • Therapists                    | • Nurses                          |

- Spouses of persons who died while within the field of membership of this credit union; employees of this credit union; persons retired as pensioners or annuitants from the above employment, volunteers, members of the immediate family or household; organizations of such persons, and corporate or other legal entities in this charter."

(b)(4)



MARKETING BUSINESS  
PLAN

(b)(4)

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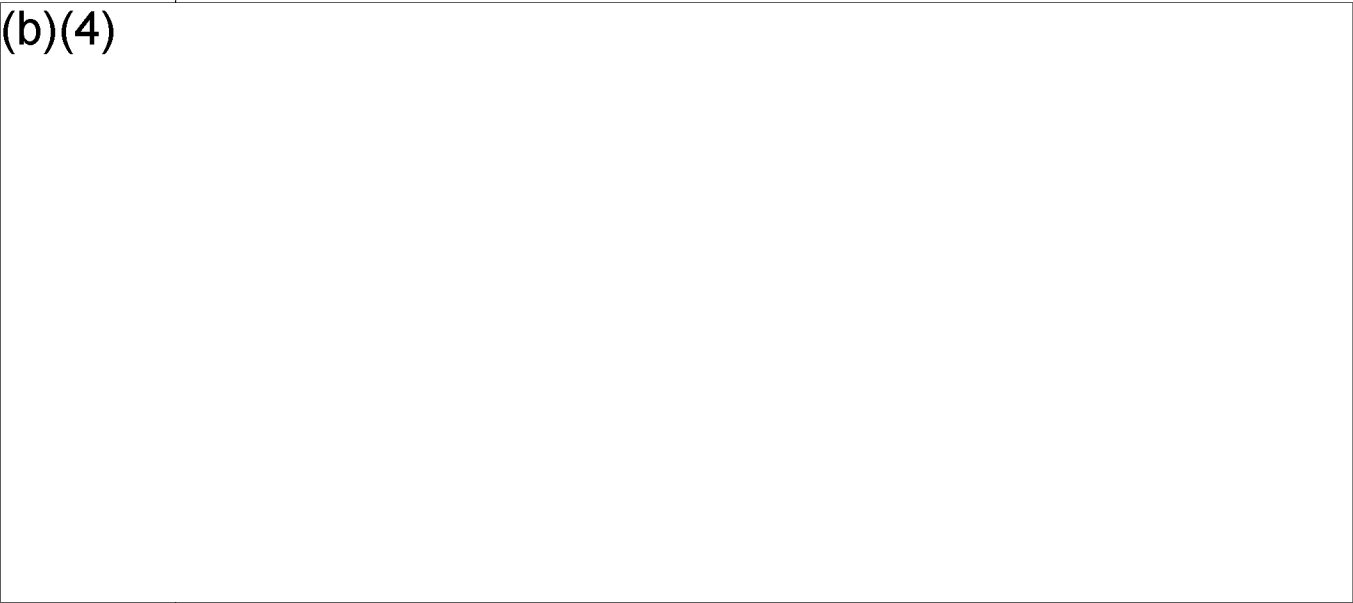
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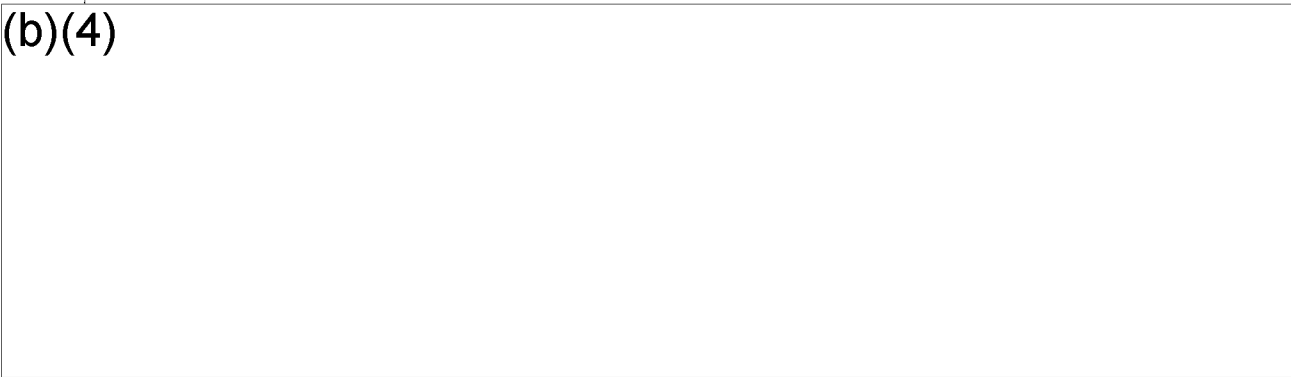


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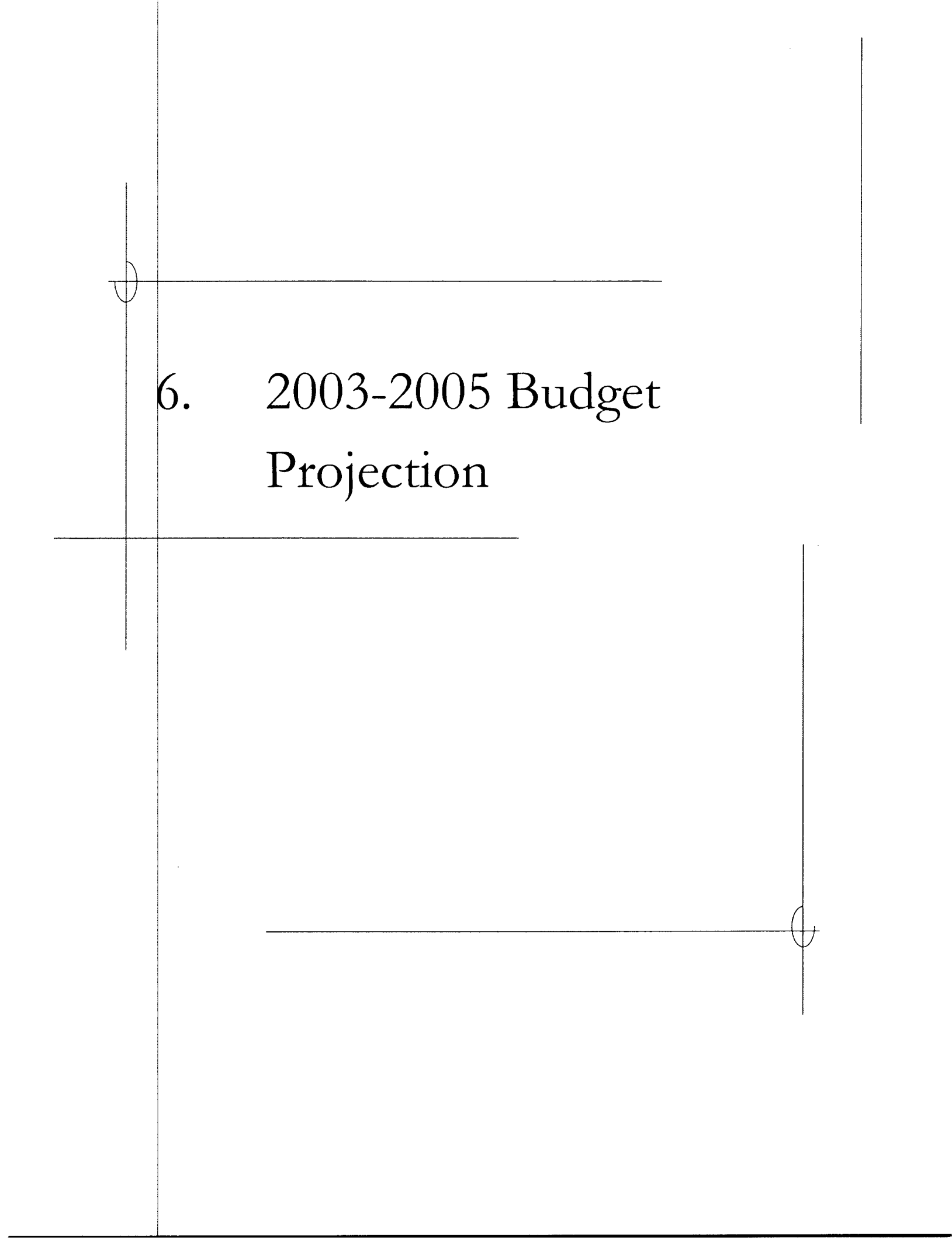
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6. 2003-2005 Budget  
Projection

(b)(4),(b)(8)

(b)(4), (b)(8)

(b)(4), (b)(8)

(b)(4),(b)(8)

(b)(4),(b)(8)

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Snapshot

(b)(8)

|                  | History    |         |         | 04-2003 |            |           |         |     |         |
|------------------|------------|---------|---------|---------|------------|-----------|---------|-----|---------|
|                  | Month End  | Mix %   | Inc/Exp | YTD     | Inc/Exp    | Month End | Inc/Exp | YTD | Inc/Exp |
| New Autos        | 6,479,374  | 13.176  | 40,662  | 162,670 | 6,185,214  | 40,083    | 162,605 |     |         |
| Used Autos       | 13,915,172 | 28.298  | 88,699  | 346,638 | 13,165,552 | 87,934    | 351,161 |     |         |
| Other Sec Lns    | 466,077    | 0.948   | 3,096   | 13,100  | 462,286    | 3,652     | 14,358  |     |         |
| Home Imprvmt     | 44,013     | 0.090   | 345     | 1,508   | 53,040     | 407       | 1,691   |     |         |
| LOC Loans        | 514,711    | 1.047   | 5,763   | 23,215  | 541,763    | 6,074     | 24,292  |     |         |
| Signature Lns    | 2,093,908  | 4.258   | 22,963  | 98,077  | 2,349,263  | 28,030    | 110,165 |     |         |
| Dep Sec Loans    | 166,329    | 0.338   | 792     | 3,505   | 198,163    | 906       | 3,629   |     |         |
| First Mortg      | 1,650,690  | 3.357   | 11,539  | 49,645  | 2,533,416  | 13,779    | 51,538  |     |         |
| Sec Mortg Loans  | 997,130    | 2.028   | 7,577   | 32,884  | 1,343,677  | 9,913     | 39,782  |     |         |
| Mortg HFS        | 0          | 0.000   | 1,024   | 4,167   | 0          | 0         | 0       |     |         |
| Home Eq LOC Lns  | 1,150,332  | 2.339   | 7,339   | 28,743  | 1,357,754  | 8,612     | 32,994  |     |         |
| CUNA 1st Mortg   | 325,016    | 0.661   | 0       | 0       | 374,300    | 0         | 0       |     |         |
| CUSO Loans       | 60,000     | 0.122   | 230     | 976     | 60,000     | 230       | 931     |     |         |
| Mastercard Loans | 547,477    | 1.113   | 5,506   | 22,805  | 594,319    | 5,947     | 23,459  |     |         |
| Visa Gold Loans  | 1,073,487  | 2.183   | 7,934   | 29,587  | 991,574    | 7,182     | 28,371  |     |         |
| Visa Loans       | 974,433    | 1.982   | 9,638   | 38,612  | 986,190    | 9,376     | 37,477  |     |         |
| Visa Advances    | 1,525      | 0.003   | 0       | 0       | 1,000      | 0         | 0       |     |         |
| Participation ln | 0          | 0.000   | 0       | 0       | 0          | 0         | 0       |     |         |
| Gross Loans      | 30,459,675 | 61.943  | 213,106 | 856,132 | 31,197,508 | 222,125   | 882,454 |     |         |
| Sub Allow-LnLoss | -346,970   | -0.706  |         |         | -394,612   |           |         |     |         |
| Net Loans        | 30,112,705 | 61.237  | 213,106 | 856,132 | 30,802,896 | 222,125   | 882,454 |     |         |
| Sub Accts/Rec's  | 162,275    | 0.330   |         |         | 265,295    |           |         |     |         |
| Total Cash       | 2,737,026  | 5.566   |         |         | 2,447,835  |           |         |     |         |
| Southeast Corp   | 1,542,585  | 3.137   | 4,143   | 11,687  | 2,229,555  | 626       | 2,663   |     |         |
| Chks LayOver     | 0          | 0.000   |         |         | 2,500      |           |         |     |         |
| Mnged Invest Acc | 1,500,000  | 3.050   | 0       | 0       | 1,000,000  | 822       | 3,288   |     |         |
| S/E Cap Shares   | 33,374     | 0.068   | 0       | 0       | 105,302    | 87        | 346     |     |         |
| CERT-CU's& Bnk's | 4,148,191  | 8.436   | 13,458  | 54,072  | 3,657,191  | 10,069    | 41,337  |     |         |
| OVERNIGHT INVEST | 3,601,912  | 7.325   | 1,361   | 8,822   | 3,500,000  | 2,160     | 8,632   |     |         |
| Oth Investments  | 3,020,000  | 6.141   | 0       | 0       | 2,020,000  | 0         | 0       |     |         |
| ALLOW INVEST     | 0          | 0.000   |         |         | 0          |           |         |     |         |
| Total Invstmnts  | 13,846,062 | 28.157  | 18,962  | 74,580  | 12,514,548 | 13,763    | 56,265  |     |         |
| Sub Fixed Assets | 1,760,073  | 3.579   |         |         | 1,746,123  |           |         |     |         |
| Sub Other Assets | 555,704    | 1.130   |         |         | 523,736    |           |         |     |         |
| TOTAL ASSETS     | 49,173,845 | 100.000 | 232,068 | 930,712 | 48,300,433 | 235,887   | 938,719 |     |         |
| Sub Acct Payable | 5,353      | 0.011   |         |         | 40,196     |           |         |     |         |
| Notes Payable    | 0          | 0.000   | 0       | 0       | 0          | 0         | 0       |     |         |
| Sub Misc Liab's  | 200,895    | 0.409   |         |         | 210,671    |           |         |     |         |
| Tot Liabilities  | 206,248    | 0.419   | 0       | 0       | 250,867    | 0         | 0       |     |         |
| Shares           | 25,314,728 | 51.480  | 21,823  | 86,543  | 25,049,016 | 25,735    | 91,514  |     |         |
| Clubs            | 576,512    | 1.172   | 500     | 1,829   | 524,953    | 539       | 1,921   |     |         |
| Share Drafts     | 8,713,475  | 17.720  |         |         | 8,473,060  |           |         |     |         |
| Money Market     | 3,476,331  | 7.069   | 3,688   | 13,996  | 2,819,665  | 2,318     | 9,270   |     |         |
| IRA Shares       | 2,060,516  | 4.190   | 3,112   | 19,437  | 1,723,492  | 2,479     | 10,282  |     |         |
| Sub Share Accts  | 40,141,562 | 81.632  | 29,123  | 121,804 | 38,590,186 | 31,071    | 112,987 |     |         |
| Sub Share Cert   | 4,347,573  | 8.841   | 12,365  | 55,742  | 4,974,584  | 12,878    | 55,216  |     |         |
| Sub IRA Certif   | 452,929    | 0.921   | 2,039   | 8,117   | 444,931    | 2,009     | 8,047   |     |         |
| Tot Member Share | 44,942,063 | 91.394  | 43,527  | 185,663 | 44,009,702 | 45,958    | 176,249 |     |         |
| Regular Reserves | 983,570    | 2.000   |         |         | 983,570    |           |         |     |         |
| Undivid Earnings | 2,990,737  | 6.082   |         |         | 3,026,735  |           |         |     |         |
| Unrlzd G/L Sec   | 0          | 0.000   |         |         | 0          |           |         |     |         |
| Net Income       | 51,227     | 0.104   |         |         | 29,561     |           |         |     |         |
| Total Equity     | 4,025,534  | 8.186   |         |         | 4,039,865  |           |         |     |         |
| TOTAL LIAB & EQ  | 49,173,845 | 100.000 | 43,527  | 185,663 | 48,300,433 | 45,958    | 176,249 |     |         |
| NET INT INCOME   |            |         | 188,541 | 745,048 |            | 189,929   | 762,470 |     |         |



|                  |          |           |         |           |
|------------------|----------|-----------|---------|-----------|
| Sub MiscOper/Inc | 127,312  | 516,437   | 130,480 | 521,920   |
| TOT NON INT INC  | 127,312  | 516,437   | 130,480 | 521,920   |
| Sub Salary/Ben   | 131,426  | 497,723   | 131,471 | 523,295   |
| Sub Occupancy Ex | 14,611   | 58,861    | 15,494  | 62,475    |
| Sub Operation Ex | 151,187  | 586,229   | 142,708 | 576,497   |
| Sub Other Exp's  | 5,631    | 13,067    | 3,167   | 12,562    |
| TOT NON INT EXP  | 302,856  | 1,155,881 | 292,841 | 1,174,830 |
| PROV LOAN LOSSES | 80,000   | 170,000   | 20,000  | 80,000    |
| PROV FOR INVEST  | -118,230 | -118,230  | 0       | 0         |
| INC BEFORE ADJS  | 51,227   | 53,835    | 7,569   | 29,561    |
| Spec Inc Adj     | 0        | 0         | 0       | 0         |
| Carryback        | 0        | 0         | 0       | 0         |
| NET ADJUSTMENTS  | 0        | 0         | 0       | 0         |
| -----            | -----    | -----     | -----   | -----     |
| NET INCOME       | 51,227   | 53,835    | 7,569   | 29,561    |
| =====            | =====    | =====     | =====   | =====     |
| CAPITAL RATIOS:  |          |           |         |           |
| NetWorth/Assets  | 8.186    |           | 8.364   |           |
| Solvency         | 108.957  |           | 109.179 |           |
| Net Worth/Lns    | 13.216   |           | 12.949  |           |
| ASSET QUALITY:   |          |           |         |           |
| Del Loans/Loans  | 0.958    |           | 1.468   |           |
| Net Chg Off/Loan | 0.218    |           | 0.053   |           |
| EARNING RATIOS:  |          |           |         |           |
| Yield Avg Assets | 5.732    |           | 5.947   |           |
| Cost on Avg Asst | 1.075    |           | 1.159   |           |
| Spread Avg Asset | 4.657    |           | 4.789   |           |
| ROA by Period    | -1.628   |           | 0.198   |           |
| ROA YTD          | -0.404   |           | 0.193   |           |
| ROE by Period    | -20.047  |           | 2.364   |           |
| ROE YTD          | -4.792   |           | 2.317   |           |
| Net Int Margin   | 5.202    |           | 5.297   |           |
| Breakeven #1     | 5.411    |           | 5.252   |           |
| Earn Power Ratio | 97.838   |           | 99.132  |           |
| LIQUIDITY RATIO  |          |           |         |           |
| Loans to Shares  | 67.439   |           | 70.683  |           |
| Loans to Assets  | 61.708   |           | 64.463  |           |
| Deposits/Assets  | 91.503   |           | 91.200  |           |
| Inv Inc/Int Inc  | 8.171    |           | 5.834   |           |
| Loan Inc/Int Inc | 91.829   |           | 94.166  |           |
| Free Funds Ratio | -2.209   |           | -0.876  |           |
| OTHER RATIOS:    |          |           |         |           |
| Yield on Loans   | 8.530    |           | 8.688   |           |
| Cost on Shares   | 1.175    |           | 1.271   |           |

Month-End Balance Sheet

|                                | History<br>12-2002 | History<br>03-2003 | History<br>04-2003 |
|--------------------------------|--------------------|--------------------|--------------------|
| .70011 New Autos               | 6,412,135          | 6,507,684          | 6,479,374          |
| .70012 Used Autos              | 13,132,077         | 13,480,366         | 13,915,172         |
| .70019 Other Sec Lns           | 417,510            | 489,747            | 466,077            |
| .70020 Home Imprvmt            | 63,192             | 45,335             | 44,013             |
| .70021 LOC Loans               | 537,946            | 529,601            | 514,711            |
| .70022 Signature Lns           | 2,395,755          | 2,125,319          | 2,093,908          |
| .70023 Dep Sec Loans           | 220,474            | 173,771            | 166,329            |
| .70076 First Mortg             | 1,894,016          | 1,767,456          | 1,650,690          |
| .70077 Sec Mortg Loans         | 1,289,653          | 1,045,951          | 997,130            |
| .70078 Mortg HFS               | 0                  | 0                  | 0                  |
| .70079 Home Eq LOC Lns         | 1,051,031          | 1,181,673          | 1,150,332          |
| .70085 CUNA 1st Mortg          | 341,927            | 326,441            | 325,016            |
| .70091 CUSO Loans              | 60,000             | 60,000             | 60,000             |
| .70110 Mastercard Loans        | 604,295            | 547,445            | 547,477            |
| .70115 Visa Gold Loans         | 973,794            | 1,077,786          | 1,073,487          |
| .70120 Visa Loans              | 1,013,069          | 959,219            | 974,433            |
| .70121 Visa Advances           | 0                  | 14,756             | 1,525              |
| .70126 Bus Participation Loans | 0                  | 0                  | 0                  |
| <b>Gross Loans</b>             | <b>30,406,873</b>  | <b>30,332,552</b>  | <b>30,459,675</b>  |
| .71910 Allow-Loan Loss         | -906,543           | -488,973           | -568,973           |
| .71920 Allow-C/O Loans         | 546,473            | 160,718            | 230,594            |
| .71920 Allow-Recoveries        | -38,903            | -4,899             | -8,591             |
| Sub Allowance For Loan Loss    | -398,972           | -333,153           | -346,970           |
| <b>Net Loans</b>               | <b>30,007,901</b>  | <b>29,999,399</b>  | <b>30,112,705</b>  |
| .72001 A/R mtgs held for sale  | 436,600            | 314,000            | 121,500            |
| .72200 FORCE PLACED INSURANCE  | 0                  | 0                  | 0                  |
| .72005 GAP Insurance           | 0                  | 0                  | 0                  |
| .72100 A/R MORTGAGE FEES       | 0                  | 0                  | 0                  |
| .72900 A/R Misc                | 13,780             | 25,994             | 2,878              |
| .72901 MSO SHARED FACILITY     | 0                  | 0                  | 0                  |
| .72903 Credit Card I/C         | 0                  | 0                  | 581                |
| .72905 ATM Deposit             | 18,224             | 23,248             | 37,316             |
| Sub Accts/Rec's                | 468,604            | 363,242            | 162,275            |
| .73099 Petty Cash              | 0                  | 0                  | 0                  |
| .73100 Sun Trust               | 1,595,235          | 1,584,074          | 1,373,402          |
| .73110 Wachovia                | 0                  | 0                  | 0                  |
| .73900 Main Office             | 51,147             | 83,091             | 57,073             |
| .7310 Lucerne Branch           | 50,990             | 37,629             | 57,595             |
| .73911 VA Hosp Chg Fund        | 10,825             | 20,295             | 23,194             |
| .73915 New Smyrna              | 50,015             | 49,392             | 27,575             |
| .73917 S.S. Change Fund        | 7,482              | 10,935             | 12,462             |
| .73918 Deland Chg Fund         | 35,045             | 39,187             | 67,903             |
| .73920 Mn Office Vault         | 110,344            | 162,940            | 145,576            |
| .73921 Deland Vault            | 76,171             | 7,481              | 16,945             |
| .73925 Lucerne Br Vault        | 315,547            | 221,435            | 170,537            |
| .73926 VA Hosp Br Vault        | 54,603             | 50,247             | 60,963             |
| .73930 New Smyrna Vault        | 12,610             | 6,698              | 2,688              |
| .73937 S. S. Vault             | 37,494             | 60,577             | 85,894             |
| .73938 ATM Vault Cash (Dunbar) | 309,850            | 248,240            | 263,940            |
| .73939 Mn Ofc ATM 195          | 15,040             | 13,700             | 6,480              |
| .73940 ORMC ATM 197            | 88,580             | 89,690             | 61,130             |
| .73941 St. Cloud 196           | 18,180             | 17,840             | 13,420             |
| .73942 APH ATM 199             | 44,480             | 79,100             | 40,780             |
| .73943 S.L.Hosp ATM 198        | 91,760             | 90,880             | 85,940             |
| .73944 VA ATM 201              | 12,130             | 11,090             | 11,200             |
| .73945 Nemours ATM 200         | 57,920             | 59,270             | 59,230             |
| .73946 S.S.ATM 202             | 17,400             | 9,610              | 13,230             |
| .73947 Lucerne ATM 203         | 27,780             | 55,900             | 26,440             |
| .73948 Deland ATM 204          | 7,500              | -3,640             | 1,220              |
| .73949 ATM 205 TYCO DELAND     | 56,540             | 56,760             | 52,210             |
| <b>Total Cash</b>              | <b>3,154,667</b>   | <b>3,062,420</b>   | <b>2,737,026</b>   |

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|                                  |            |            |            |    |
|----------------------------------|------------|------------|------------|----|
| .74400 Southeast Corp            | 834,414    | 1,860,116  | 1,542,585  |    |
| .74405 Chks LayOver              | 42,003     | 0          | 0          |    |
| .74410 Mnged Invest Acc          | 1,000,000  | 1,500,000  | 1,500,000  |    |
| .74420 S/E Cap Shares            | 105,302    | 33,374     | 33,374     |    |
| .74500 Cert-CU's& Bnk's          | 3,855,191  | 3,848,191  | 4,148,191  |    |
| .74505 OVERNIGHT INVESTMENTS     | 2,144,997  | 3,312,047  | 3,601,912  |    |
| .74600 Oth Investments           | 3,020,000  | 3,020,000  | 3,020,000  |    |
| -----                            | -----      | -----      | -----      |    |
| .74610 ALLOWANCE FOR INVESTMENT  | 0          | 0          | 0          |    |
| Total Invstmnts                  | 11,001,907 | 13,573,729 | 13,846,062 | 1  |
| -----                            | -----      | -----      | -----      |    |
| .76500 Prpd Share Ins            | 0          | 0          | 0          |    |
| .76510 Prpd C & L                | 46,888     | 33,348     | 28,546     |    |
| .76910 Prpd Maintenance          | 3,914      | 3,877      | 3,415      |    |
| .76911 Prpd Mach M.B.            | 20,198     | 14,087     | 11,743     |    |
| .76920 Prpd L & C Dues           | 10,370     | 7,259      | 6,222      |    |
| .76930 Prepd Fed Exam            | 1,734      | 9,854      | 8,958      |    |
| .76960 Prpd Stationary and Suppl | 4,364      | 3,955      | 3,452      |    |
| .76962 Prpd Expenses             | 63,809     | 67,335     | 69,551     |    |
| .76966 Prpd Postage              | 2,949      | 892        | 991        |    |
| .76967 Prpd Marketing            | 6,045      | 4,290      | 3,735      |    |
| .76968 Prpd SE Switch            | 0          | 0          | 0          |    |
| .76980 Prpd Software Expenses    | 25,724     | 25,763     | 24,788     |    |
| .77150 Land                      | 300,000    | 300,000    | 300,000    |    |
| .77225 Bldg-Main Office          | 1,233,921  | 1,233,921  | 1,233,921  |    |
| .77250 Depr-Main Office          | -224,355   | -234,982   | -238,524   |    |
| .77301 Bldg Improvments          | 28,727     | 28,727     | 28,727     |    |
| .77302 Depr-Bldg Improvements    | -15,018    | -16,777    | -17,197    |    |
| .77303 Bldg-Deland               | 76,331     | 76,331     | 76,331     |    |
| .77304 Depr-Bldg Deland          | -30,668    | -34,484    | -35,756    |    |
| .77305 Bldg-Branches             | 22,537     | 36,067     | 36,067     |    |
| .77310 Depr-Bldg Branch          | -19,044    | -20,561    | -21,067    |    |
| .77400 F.F.& E.- Main            | 334,435    | 345,130    | 345,995    |    |
| .77500 Depr-F.F.&E.Main          | -236,254   | -246,354   | -249,539   |    |
| .77505 F.F.&E.-Branches          | 185,441    | 198,435    | 198,935    |    |
| .77510 Depr-F.F.&E.-Br           | -87,502    | -94,447    | -96,827    |    |
| .77511 F.F.& E.-Deland           | 73,045     | 73,045     | 73,045     |    |
| .77512 Depr-F.F.&E.-Del          | -41,635    | -43,468    | -44,079    |    |
| .77600 Other F Assets            | 21,600     | 21,600     | 21,600     |    |
| .77610 Depr-Oth F. Asst          | -11,520    | -12,600    | -12,960    |    |
| Sub Fixed Assets                 | 1,796,035  | 1,780,244  | 1,760,073  |    |
| -----                            | -----      | -----      | -----      |    |
| .78200 Accr Int-Inv's            | 25,843     | 23,736     | 26,671     |    |
| .78500 Accr Int-Loans            | 186,835    | 88,959     | 82,487     |    |
| .78501 Accr Int-M.C.             | 8,550      | 3,103      | 3,001      |    |
| .78502 Accr Int-Visa             | 556        | 5,322      | 5,205      |    |
| .78503 Accr Int-Mortg            | 11,006     | 10,129     | 7,509      |    |
| .78504 Accr Int-VisaGld          | 4,107      | 4,008      | 4,157      |    |
| .79100 NCUA Share Ins            | 384,454    | 418,163    | 418,163    |    |
| .79101 MSO CUSO-Inv's            | 2,000      | 2,000      | 2,000      |    |
| .79935 CU24 Shares               | 5,219      | 5,219      | 5,219      |    |
| .79930 Return Dep Items          | 0          | 0          | 390        |    |
| .79940 Postage Stamps            | 1,236      | 1,754      | 903        |    |
| .79941 Hospital Exp Dep          | 0          | 0          | 0          |    |
| Sub Other Assets                 | 629,805    | 562,392    | 555,704    |    |
| -----                            | -----      | -----      | -----      |    |
| TOTAL ASSETS                     | 47,058,919 | 49,341,425 | 49,173,845 | 48 |
| =====                            | =====      | =====      | =====      |    |
| !08228 S.Dep Box Rent            | 0          | 0          | 0          |    |
| !80100 A/P Money Orders          | 15,227     | 12,659     | 0          |    |
| !80101 A/P Misc                  | 3,058      | 8,538      | 5,739      |    |
| !80102 A/P Trav Checks           | 200        | 0          | 200        |    |
| !80105 A/P Docmnt Stamp          | 155        | 491        | 534        |    |
| !80106 A/P Retirement            | 0          | 0          | 0          |    |
| !80107 Prepaid Legal             | 10         | 7          | 6          |    |
| !80120 Abandoned Prop            | 7,292      | 7,292      | 7,084      |    |
| !80130 A/P Cr Life/Disa          | 0          | 0          | 0          |    |

|                                  |            |            |            |
|----------------------------------|------------|------------|------------|
| :80140 Bill Payor A/P            | 0          | 0          | 0          |
| :80150 A/P Tickets               | 0          | 0          | 0          |
| :80200 CUPAC DONATIONS           | 0          | 598        | 598        |
| :80201 Gold Pmts In-Pro          | 0          | 0          | 0          |
| :80202 Gold Adj In-Proc          | 0          | 0          | 0          |
| :80203 Gold CrgBacks In Process  | 0          | 0          | 0          |
| :80204 Gold Ins Premium          | 390        | 402        | 433        |
| :80210 M/C Pmts In-Proc          | 0          | 0          | 0          |
| :80215 M/C Adj In-Proc           | 0          | 0          | 0          |
| :80216 M/C C/B In-Proc           | 0          | 0          | 0          |
| :80217 M/C Ins Premium           | 80         | 82         | 88         |
| :80220 Visa Pmts In-Pro          | 1,359      | 551        | 1,122      |
| :80225 VISA ADJ IN PROCESS       | 881        | 16,281     | 0          |
| :80226 Visa ChrgBacks            | 0          | 0          | 0          |
| :80227 Visa Ins Premium          | 279        | 275        | 243        |
| :80300 Undistrib Payr            | 0          | 15         | 0          |
| :80310 P/R CFHC                  | 0          | 0          | 0          |
| :80320 P/R ORHS/S                | 0          | 100        | 0          |
| :80330 PYRL OTHERS               | 0          | 0          | 0          |
| :80340 Fish Memorial             | 0          | 0          | 0          |
| :80345 Misc. A/P                 | 0          | 0          | 0          |
| :80410 Share Drft Susp           | -18,963    | -22,131    | -9,886     |
| :80415 ACH Rejects               | 0          | 0          | -807       |
| :80420 Unposted Dr Card          | 0          | 0          | 0          |
| Sub Acct Payable                 | 9,968      | 25,158     | 5,353      |
|                                  |            |            |            |
| :81200 Notes Payable             | 0          | 0          | 0          |
| :81210 SPC ATM Adj               | 3,756      | 511        | 0          |
|                                  |            |            |            |
| :84100 Fed WH Tax (FUTA          | 2,883      | 18         | 0          |
| :84900 OTHER TAXES PAYABLE (SUI) | 0          | 0          | 0          |
| :85100 Accr-CPA Audit            | 6,628      | 3,878      | 5,128      |
| :85150 Accr-Salaries             | 27,839     | 50,286     | 60,314     |
| :85200 Accr-RealEst Tax          | 2,721      | 6,621      | 7,921      |
| :85210 Accr-RE Tax-BR            | 0          | 0          | 0          |
| :85211 Accr-Stmt Post            | 598        | 163        | 87         |
| :85220 Accr-Ann Meeting          | 1,954      | 1,934      | 853        |
| :85225 Accr-League Meet          | 5,005      | 5,005      | 5,005      |
| :85227 Accr-Pln Seminar          | 3,745      | 4,495      | 4,745      |
| :85230 Accr Education/Conference | 1,750      | 1,272      | 3,844      |
| :85240 Accr-Empl Vac             | 35,000     | 30,000     | 33,000     |
| :85245 Accr-EOY BONUS/HOLIDAY PA | 5,379      | 5,348      | 5,348      |
| :85250 Accr-Tang Taxes           | 3,855      | 4,455      | 4,655      |
| :85260 Accr-Misc M-End           | 5,689      | 2,230      | 7,919      |
| :85280 Accrued Dividend          | 178        | 0          | 25,435     |
| :86910 Safe Deposit box key depo | 1,550      | 1,520      | 1,520      |
| :87005 Teller Suspense           | 0          | 1          | 0          |
| :87007 Teller Exchange           | 185        | 0          | 0          |
| :87009 ATM 195 MAIN OFFICE       | 0          | 0          | 0          |
| :87010 ATM 197 ORHS              | 0          | 0          | 0          |
| :87011 APH ATM 199               | 0          | 0          | 0          |
| :87015 ATM FOREIGNw/d and deposi | 0          | 0          | 0          |
| :87017 Deland ATM Dep's          | 0          | 0          | 0          |
| :87020 FISERV SUSPENSE           | 13,073     | 10,343     | 18,212     |
| :87025 Dr Crd Clearing           | 0          | 12,420     | 16,909     |
| :87030 FED RESERVE SUSPENSE      | 0          | 0          | 0          |
| :87040 Dr Crd Suspense           | 0          | -811       | 0          |
| :87050 Cr Crd Exception          | 0          | 0          | 0          |
| :87060 ACH Clearing              | 0          | 0          | 0          |
| :88915 System Out/Bal            | 0          | 0          | 0          |
| Sub Misc Liab's                  | 121,788    | 139,689    | 200,895    |
| -----                            |            |            |            |
| Total Liabilities                | 131,756    | 164,847    | 206,248    |
|                                  |            |            |            |
| :90100 Shares                    | 25,011,114 | 26,147,644 | 25,314,728 |
| :90200 Clubs                     | 429,346    | 593,055    | 576,512    |
| :90400 Share Drafts              | 7,549,431  | 7,881,739  | 8,713,475  |
| :90500 Money Market              | 2,809,808  | 3,429,270  | 3,476,331  |
| :90550 IRA Shares                | 1,723,640  | 1,897,031  | 2,060,516  |
| Sub Share Accts                  | 37,523,339 | 39,948,739 | 40,141,562 |

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|                                 |            |            |            |
|---------------------------------|------------|------------|------------|
| 06 Mo Share Cert                | 685,054    | 546,241    | 576,457    |
| 02 Mo Share Cert                | 1,716,740  | 1,707,506  | 1,701,511  |
| 08 Mo Share Cert                | 7,267      | 7,311      | 7,324      |
| 14 Mo Share Cert                | 615,527    | 610,806    | 113,260    |
| 30 Mo Share Cert                | 1,047,881  | 1,056,976  | 1,059,093  |
| 60 Mo Share Cert                | 864,510    | 873,804    | 889,927    |
| 02 Mo Special Cd                | 0          | 0          | 0          |
| Other Certificates              | 48,119     | 0          | 0          |
| 190575 Sub Share Cert           | 4,985,099  | 4,802,643  | 4,347,573  |
| 02 Mo IRA Certif                | 55,158     | 61,445     | 61,546     |
| 14 Mo IRA Certif                | 0          | 0          | 0          |
| 30 Mo IRA Certif                | 140,095    | 136,087    | 136,746    |
| 36 Mo IRA Certif                | 0          | 0          | 0          |
| 60 Mo IRA Certif                | 251,773    | 253,357    | 254,636    |
| 190555 Sub IRA Certif           | 447,027    | 450,889    | 452,929    |
| -----                           |            |            |            |
| Total Member Shares             | 42,955,464 | 45,202,272 | 44,942,063 |
| 193100 Regular Reserves         | 983,570    | 983,570    | 983,570    |
| 194000 Undivided Earnings       | 2,907,140  | 2,988,130  | 2,990,737  |
| Unrealized Gain/Loss Securities | 0          | 0          | 0          |
| 196010 Net Income               | 80,989     | 2,607      | 51,227     |
| -----                           |            |            |            |
| Total Equity                    | 3,971,699  | 3,974,307  | 4,025,534  |
| -----                           |            |            |            |
| TOTAL LIABILITIES & EQUITY      | 47,058,919 | 49,341,425 | 49,173,845 |
| =====                           |            |            |            |

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## Year-to-Date Income Statement

|                                  | History<br>12-2002 | History<br>03-2003 | History<br>04-2003 |
|----------------------------------|--------------------|--------------------|--------------------|
| 110011 New Autos                 | 573,642            | 122,008            | 162,670            |
| 110012 Used Autos                | 1,095,692          | 257,939            | 346,638            |
| 110019 Other Sec Lns             | 42,796             | 10,004             | 13,100             |
| 111043 Home Imprvmt              | 9,845              | 1,162              | 1,508              |
| 111150 LOC Loans                 | 73,983             | 17,452             | 23,215             |
| 111190 Signature Lns             | 356,856            | 75,114             | 98,077             |
| 110023 Dep Sec Loans             | 12,746             | 2,713              | 3,505              |
| 111025 First Mortg               | 128,292            | 38,107             | 49,645             |
| 111032 Sec Mortg Loans           | 148,529            | 25,307             | 32,884             |
| 111035 Mortg HFS                 | 25,986             | 3,143              | 4,167              |
| 111149 Home Eq LOC Lns           | 72,625             | 21,404             | 28,743             |
| CUNA 1st Mortg                   | 0                  | 0                  | 0                  |
| 111201 CUSO Loans                | 3,457              | 746                | 976                |
| 111300 Mastercard Loans          | 63,862             | 17,299             | 22,805             |
| 111550 Visa Gold Loans           | 74,156             | 21,653             | 29,587             |
| 111500 Visa Loans                | 108,792            | 28,975             | 38,612             |
| 111610 Int Bus. Part Loans       | 0                  | 0                  | 0                  |
| Total Loan Interest Income       | 2,791,259          | 643,025            | 856,132            |
| 112120 Southeast Corp            | 53,605             | 7,544              | 11,687             |
| Anged Invest Acc                 | 0                  | 0                  | 0                  |
| 3/E Cap Shares                   | 0                  | 0                  | 0                  |
| Cert-CU's& Bnk's                 | 119,256            | 40,614             | 54,072             |
| 112133 OVERNIGHT INVESTMENT INCO | 46,338             | 7,460              | 8,822              |
| oth Investments                  | 0                  | 0                  | 0                  |
| Total Invstmnts                  | 219,199            | 55,618             | 74,580             |
| TOTAL INTEREST INCOME            | 3,010,457          | 698,643            | 930,712            |
| 34000 Notes Payable              | 343                | 0                  | 0                  |
| Total Liabilities                | 343                | 0                  | 0                  |
| 38010 Shares                     | 458,510            | 64,719             | 86,543             |
| 38030 Clubs                      | 9,857              | 1,330              | 1,829              |
| 38070 Money Market               | 61,589             | 10,307             | 13,996             |
| 38040 IRA Shares                 | 56,820             | 16,325             | 19,437             |
| Sub Share Accts                  | 586,776            | 92,681             | 121,804            |
| 6 Mo Share Cert                  | 0                  | 0                  | 0                  |
| 12 Mo Share Cert                 | 281,219            | 43,377             | 55,742             |
| 18 Mo Share Cert                 | 0                  | 0                  | 0                  |
| 24 Mo Share Cert                 | 0                  | 0                  | 0                  |
| 30 Mo Share Cert                 | 0                  | 0                  | 0                  |
| 60 Mo Share Cert                 | 0                  | 0                  | 0                  |
| 12 Mo Special Cd                 | 0                  | 0                  | 0                  |
| Other Cert                       | 0                  | 0                  | 0                  |
| 38060 Sub Share Cert             | 281,219            | 43,377             | 55,742             |
| 12 Mo IRA Certif                 | 30,111             | 6,078              | 8,117              |
| 24 Mo IRA Certif                 | 0                  | 0                  | 0                  |
| 30 Mo IRA Certif                 | 0                  | 0                  | 0                  |
| 36 Mo IRA Certif                 | 0                  | 0                  | 0                  |
| 60 Mo IRA Certif                 | 0                  | 0                  | 0                  |
| 38050 Sub IRA Certif             | 30,111             | 6,078              | 8,117              |
| Total Member Shares              | 898,106            | 142,136            | 185,663            |
| TOTAL INTEREST EXPENSE           | 898,450            | 142,136            | 185,663            |
| NET INTEREST INCOME              | 2,112,008          | 556,507            | 745,048            |
| 12200 Misc Oper Income           | 7,229              | 1,619              | 2,584              |
| 13001 Mortg Fees                 | 25,417             | 2,744              | 4,169              |

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|                              |           |         |         |
|------------------------------|-----------|---------|---------|
| 113002 Late Pay Fees         | 143,545   | 36,683  | 47,829  |
| 113003 Mech Ins              | 11,226    | 1,200   | 1,758   |
| 113105 NSF Fees              | 600,050   | 125,686 | 163,584 |
| 113106 Return Item Fee       | 7,465     | 2,261   | 3,051   |
| 113107 Stop Pay Fee          | 8,362     | 1,595   | 2,090   |
| 113108 Wire Fees             | 5,081     | 1,225   | 1,725   |
| 113109 Min Balance Fee       | 70,789    | 16,059  | 21,139  |
| 113110 New Acct Fee          | 63        | 20      | 20      |
| 113111 Bill Payor Inc        | 9,907     | 2,870   | 3,888   |
| 113112 Share Draft Fee       | 3,539     | 1,084   | 1,524   |
| 113140 Ln Ins CUNA BCI       | 78,387    | 19,514  | 26,501  |
| 113150 MC/VISA/Gld Misc      | 113,679   | 28,373  | 37,420  |
| 113155 Misc ATM Fees         | 94,774    | 25,595  | 34,470  |
| 113156 CU 24 Fees            | 21,091    | 4,788   | 6,768   |
| 113157 Dr Crd Misc Fees      | 194,343   | 55,103  | 75,052  |
| 113158 Honor Fees            | 133,513   | 37,652  | 50,626  |
| 113171 Min Balance Fees      | 22,649    | 5,386   | 7,036   |
| 113172 Excess w/d Fee        | 6,552     | 1,278   | 1,731   |
| 113173 Inactive Act Fee      | 12,920    | 3,528   | 4,528   |
| 113174 Locate Addr Fee       | 17,063    | 4,628   | 6,192   |
| 113175 Membership Fee        | 3,495     | 838     | 1,153   |
| 113176 Share Acct Fee        | 1,460     | 445     | 677     |
| 113177 SC Early W/D Fee      | 2,334     | 45      | 60      |
| 113190 Money Order Fee       | 4,215     | 1,379   | 1,912   |
| 113191 Travel Check Fee      | 446       | 103     | 105     |
| 113192 Teller Check Fee      | 593       | 218     | 287     |
| 115499 Misc Fees             | 1,333     | 7,207   | 8,559   |
| -----                        |           |         |         |
| Sub MiscOper/Inc             | 1,601,519 | 389,125 | 516,437 |
|                              |           |         |         |
| TOTAL OTHER OPERATING INCOME | 1,601,519 | 389,125 | 516,437 |
|                              |           |         |         |
| 21001 Salaries               | 1,151,764 | 293,511 | 399,207 |
| 21002 Employee Bonus         | 28,545    | 5,486   | 8,190   |
| 21003 Overtime Salary        | 11,691    | 1,137   | 1,371   |
| 22001 Pension Plan           | 39,060    | 9,089   | 10,597  |
| 22002 Payroll Taxes          | 95,784    | 25,508  | 34,036  |
| 22005 Health Benefits        | 118,016   | 31,231  | 43,875  |
| 22007 Other emply benefits   | 4,974     | 335     | 447     |
| Sub Salary/Ben               | 1,449,834 | 366,297 | 497,723 |
|                              |           |         |         |
| 25020 Deprec-Building        | 41,779    | 10,627  | 14,169  |
| 25030 Deprec-Branches        | 19,697    | 5,333   | 7,111   |
| 25040 Real Estate Tax        | 18,955    | 3,900   | 5,200   |
| 25050 R/E Tax-Branches       | 0         | 0       | 0       |
| 25060 Tangible Taxes         | 7,200     | 600     | 800     |
| 25070 Branch Rent            | 49,592    | 12,897  | 17,046  |
| 25082 Maint-Mn Office        | 11,795    | 1,759   | 2,179   |
| 25084 Maint-Br Office        | 698       | 0       | 0       |
| 25085 Utilities-Mn Off       | 15,916    | 3,460   | 4,740   |
| 25090 Utilities-Br Off       | 8,455     | 1,910   | 2,603   |
| 25095 Misc Occup Exp         | 21,698    | 3,765   | 5,012   |
| Sub Occupancy Ex             | 195,784   | 44,250  | 58,861  |
|                              |           |         |         |
| 22007 other emply ben        | 0         | 0       | 0       |
| 23010 Emp-Conference         | 20,883    | 3,000   | 4,000   |
| 23011 Travel Expense         | 1,475     | 1,025   | 1,184   |
| 23020 Mgmt-Educ/Train        | 22,143    | 7,006   | 9,392   |
| 23021 Volunteer Exp          | 17,202    | 6,796   | 8,582   |
| 24000 Association Dues       | 12,590    | 3,111   | 4,148   |
| 26001 Postage                | 7,472     | 3,315   | 4,123   |
| 26002 Postage-Stmt's         | 72,000    | 18,000  | 24,500  |
| 26003 Supp/Stationery        | 66,311    | 11,923  | 14,260  |
| 26005 Printing               | 1,027     | 0       | 0       |
| 26010 Phone-Mn Office        | 39,041    | 8,779   | 11,819  |
| 26015 Phone-Br Office        | 20,807    | 5,162   | 7,379   |
| 26030 Mnt-Mn Off Equip       | 28,917    | 2,444   | 3,906   |
| 26035 Mnt-Br Off Equip       | 32,850    | 10,066  | 14,259  |
| 26060 Depr-Off Equip         | 38,089    | 10,100  | 13,286  |
| 26065 Depr-Br Equip          | 32,551    | 8,657   | 11,649  |
| 26066 Maint Cu Vehicle       | 1,781     | 704     | 856     |

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|                                 |           |         |           |
|---------------------------------|-----------|---------|-----------|
| 26067 Depr- CU Vehicle          | 4,367     | 1,080   | 1,440     |
| 26070 Casualty/Liab             | 67,260    | 14,268  | 19,070    |
| 26090 Software License          | 12,138    | 3,111   | 4,086     |
| 26100 C/O-Dep Accounts          | 29,858    | 11,221  | 11,949    |
| 26101 Fed Reserve Chrg          | 15,497    | 5,227   | 7,075     |
| 26102 Sun Trust Charge          | 2,310     | 84      | 84        |
| 26103 Southeast Corp            | 31,547    | 10,100  | 13,197    |
| 26104 Money Order Exp           | 2,601     | 1,106   | 1,503     |
| 26105 TRAVELERS CHECKS EXPENSE  | 657       | 219     | 297       |
| 26106 Housekeeping              | 16,873    | 3,383   | 4,592     |
| 26107 Draft Expense             | -5,171    | 3,251   | 4,220     |
| 26108 ATM Network Exp           | 230,958   | 58,654  | 78,556    |
| 26109 Debit Card Exp            | 128,205   | 37,213  | 48,382    |
| 26110 Bill Pay Expense          | 29,255    | 9,182   | 12,536    |
| 26195 Misc Office Oper          | 28,208    | 6,086   | 8,257     |
| 27010 Marketing/Promo           | 77,569    | 13,576  | 19,746    |
| 28000 Loan Expense              | 50,434    | 11,337  | 15,034    |
| 28003 Collection Exp            | 20,183    | -987    | 3,072     |
| 28005 Mastercard Exp            | 25,341    | 6,438   | 8,447     |
| 28007 Visa Expense              | 36,296    | 9,042   | 11,819    |
| 28008 Visa Gold Exp             | 18,919    | 6,696   | 8,294     |
| 29001 Audit Fees                | 7,925     | 3,859   | 5,213     |
| 29002 Fiserv (DP) Exp           | 229,669   | 64,288  | 85,927    |
| 29003 MSO Expense               | 32,548    | 6,305   | 9,640     |
| 29004 Attorney Expense          | 19,871    | 2,597   | 3,917     |
| 29007 Courier Expense           | 15,330    | 3,772   | 7,133     |
| 29008 Security                  | 99,199    | 19,722  | 27,177    |
| 29009 Oth Prof/Outside          | 61,296    | 11,149  | 14,654    |
| 29010 S/D - CENTCUSO            | 14,300    | 0       | 0         |
| 29011 FCUSS Expenses            | 53,410    | 12,973  | 17,572    |
| Sub Operation Ex                | 1,771,991 | 435,042 | 586,229   |
| 31000 Member Insurance          | 4,973     | 845     | 1,106     |
| 32000 Fed Operating Ex          | 10,163    | 2,630   | 3,526     |
| 33010 Teller O/S-Main           | 45        | -195    | 868       |
| 33015 TellerO/S-Branch          | 10,184    | 410     | 1,362     |
| 33020 Adj/CUSO/Fed              | 118       | 1       | 0         |
| 33040 ATM O/S                   | 387       | 169     | 418       |
| 35000 Annual Meeting            | 2,866     | 681     | 908       |
| 36000 Misc Op Expense           | 27,181    | 2,896   | 4,878     |
| Sub Other Exp's                 | 55,917    | 7,436   | 13,067    |
| TOT NON INT EXP                 | 3,473,526 | 853,025 | 1,155,881 |
| 30100 PROVISION FOR LOAN LOSSES | 358,095   | 90,000  | 170,000   |
| 30102 PROVISION FOR INVESTMENT  | 0         | 0       | -118,230  |
| INCOME BEFORE ADJUSTMENTS       | -118,094  | 2,607   | 53,835    |
| Special Income Adjustment       | 0         | 0       | 0         |
| Carryback                       | 0         | 0       | 0         |
| NET ADJUSTMENTS                 | 0         | 0       | 0         |
| NET INCOME                      | -118,094  | 2,607   | 53,835    |

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## Regulatory Ratios

|  | History<br>12-2002 | History<br>03-2003 | History<br>04-2003 |
|--|--------------------|--------------------|--------------------|
|--|--------------------|--------------------|--------------------|

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## CAPITAL RATIOS:

|                  |         |         |         |
|------------------|---------|---------|---------|
| Net Worth/Assets | 8.440   | 8.055   | 8.186   |
| Solvency         | 109.246 | 108.792 | 108.957 |
| Net Worth/Lns    | 13.062  | 13.102  | 13.216  |
| DelqLns/NetWorth | 16.663  | 10.740  | 7.251   |
| Del Loan/Ln Loss | 165.880 | 128.121 | 84.127  |

## ASSET QUALITY:

|                  |            |            |            |
|------------------|------------|------------|------------|
| Del Loans/Loans  | 2.177      | 1.407      | 0.958      |
| Del Loans/Assets | 1.406      | 0.865      | 0.594      |
| Non Accrual/Loan | 0.000      | 0.000      | 0.000      |
| Net Chg Off/Loan | 1.632      | 1.498      | 1.669      |
| Avg Earn Assets  | 40,777,072 | 43,347,150 | 43,237,343 |
| Average Funds    | 41,963,753 | 44,419,890 | 44,277,375 |
| Loan Asset/Asset | 88.988     | 89.932     | 89.860     |
| Non Earn/Asset   | 11.012     | 10.068     | 10.140     |

## EARNING RATIOS:

|                   |           |           |           |
|-------------------|-----------|-----------|-----------|
| Field Avg Assets  | 6.570     | 5.798     | 5.803     |
| Cost on Avg Asst  | 1.961     | 1.180     | 1.158     |
| Spread Avg Asset  | 4.609     | 4.618     | 4.645     |
| Net Inc/Avg Asst  | 3.495     | 3.229     | 3.220     |
| Net Exp/Avg Asst  | 7.580     | 7.079     | 7.207     |
| ROA B4 Tax&Ln Ls  | 0.524     | 0.769     | 1.396     |
| Non Loss/Avg Asst | 0.781     | 0.747     | 1.060     |
| Taxes/Avg Assets  | 0.000     | 0.000     | 0.000     |
| ROA by Period     | 0.547     | 1.391     | 1.278     |
| ROA YTD           | -0.258    | 0.022     | 0.336     |
| ROE by Period     | 6.315     | 16.868    | 15.271    |
| ROE YTD           | -2.973    | 0.262     | 4.012     |
| Net Int Margin    | 4.609     | 4.618     | 4.645     |
| Breakeven #1      | 6.046     | 5.029     | 5.144     |
| Breakeven #2      | 6.827     | 5.776     | 6.204     |
| Loan Power Ratio  | 96.043    | 96.761    | 96.809    |
| Net Interest Inc  | 2,112,008 | 2,226,028 | 2,235,145 |
| Cost of Avg Fund  | 2.141     | 1.280     | 1.258     |

## LIQUIDITY RATIO

|                  |         |         |         |
|------------------|---------|---------|---------|
| Loans to Shares  | 70.787  | 67.104  | 67.775  |
| Loans to Assets  | 64.614  | 61.475  | 61.943  |
| Deposits/Assets  | 91.280  | 91.611  | 91.394  |
| Shr&Brw/EarnAsst | 101.365 | 101.996 | 101.914 |
| Borrow/Shr&Worth | 0.000   | 0.000   | 0.000   |
| Inv Inc/Int Inc  | 7.281   | 7.961   | 8.013   |
| Loan Inc/Int Inc | 92.719  | 92.039  | 91.987  |
| Free Funds Ratio | -4.120  | -3.348  | -3.296  |
| 90 Day Mat Gap   | 144.322 | 165.630 | 174.042 |
| 90 Day Rep Gap   | 16.854  | 18.813  | 18.372  |
| 1 Yr Mat Gap     | 167.162 | 186.411 | 192.177 |
| 1 Yr Rep Gap     | 32.880  | 33.398  | 33.153  |

## SENSITIVITY:

|                 |            |            |            |
|-----------------|------------|------------|------------|
| Net Fair Value  | 2,093,394  | 2,257,803  | 1,721,358  |
| Net FV +100     | -2,102,333 | 160,682    | -1,773,450 |
| Net FV -100     | 7,979,643  | 4,689,259  | 6,247,044  |
| FV Assets       | 40,496,978 | 42,977,171 | 42,708,568 |
| FV Assets +100  | 36,240,520 | 40,851,373 | 39,135,189 |
| FV Assets -100  | 46,446,875 | 45,437,950 | 47,315,012 |
| FV Liabs        | 38,403,584 | 40,719,368 | 40,987,210 |
| FV Liabs +100   | 38,342,853 | 40,690,691 | 40,908,639 |
| FV Liabs -100   | 38,467,232 | 40,748,691 | 41,067,968 |
| Net FV Ratio    | 5.169      | 5.253      | 4.030      |
| Net FV Exposure | -5.801     | 0.393      | -4.532     |
| DRR Sensitivity | 10.970     | 4.860      | 8.562      |

## OTHER RATIOS:

|                |       |       |       |
|----------------|-------|-------|-------|
| Field on Loans | 8.976 | 8.469 | 8.439 |
|----------------|-------|-------|-------|

|                   |         |         |         |         |         |         |
|-------------------|---------|---------|---------|---------|---------|---------|
| Field/Earn Assts  | 7.383   | 6.447   | 6.458   | 6.457   | 6.770   | 7.434   |
| Cost on Shares    | 2.159   | 1.290   | 1.267   | 1.185   | 1.134   | 1.253   |
| avg Shares \$/Mbr | 3,437   | 3,624   | 3,613   | 3,525   | 3,425   | 3,370   |
| Earnings/Member   | -10     | 1       | 13      | 3       | 9       | 31      |
| Fixd Assts/Assts  | 3.817   | 3.608   | 3.579   | 3.393   | 3.325   | 2.851   |
| Net Op Exp/Assts  | 4.085   | 3.850   | 3.987   | 3.966   | 3.882   | 3.677   |
| Op Exp/Int Inc    | 122.313 | 115.306 | 130.503 | 119.253 | 114.530 | 106.035 |
| Market Growth     | 6.695   | 20.922  | 13.874  | 2.738   | 2.793   | 2.982   |
| Net Worth Growth  | -2.888  | 0.263   | 4.066   | 0.876   | 2.971   | 10.156  |
| Loan Growth       | -4.344  | -0.978  | 0.521   | 4.323   | 12.903  | 11.915  |
| Asset Growth      | 5.543   | 19.401  | 13.483  | 2.814   | 2.846   | 3.662   |
| Invest Growth     | 79.779  | 93.505  | 77.554  | 0.368   | -27.989 | -34.023 |

USER DEF RATIOS:  
User Def Ratio

|   |   |   |   |   |   |   |
|---|---|---|---|---|---|---|
| 0 | 0 | 0 | 0 | 0 | 0 | 0 |
|---|---|---|---|---|---|---|

Credit Union: CENTRAL FLORIDA HEALTH CARE  
Peer Group: 3

Financial History  
Charter/Certificate No. : 10029  
No. Of Credit Unions In Peer Group: 1752  
Asset Range : 10,000,000 - 50,000,000

Region / SE / Dist. : 3 / B / 1

|                                   | December 1998 |       | December 1999 |       | December 2000 |         | December 2001 |        | December 2002 |       |
|-----------------------------------|---------------|-------|---------------|-------|---------------|---------|---------------|--------|---------------|-------|
|                                   | Amount        | % CHG | Amount        | % CHG | Amount        | % CHG   | Amount        | % CHG  | Amount        | % CHG |
| <b>ASSETS:</b>                    |               |       |               |       |               |         |               |        |               |       |
| Cash & Equivalents                | 1,028,931     | 39.7  | 984,641       | -4.3  | 4,792,097     | 386.7   | 9,471,825     | 97.7   | 10,571,081    | 11.6  |
| Trading Securities                | 0             |       | 0             |       | 0             |         | 0             |        | 0             |       |
| Available for Sale Securities     | 0             |       | 0             |       | 0             |         | 0             |        | 0             |       |
| Held-to-Maturity Securities       | 0             |       | 0             |       | 0             |         | 0             |        | 0             |       |
| All Other Invest.                 | 2,358,548     | -10.7 | 445,255       | -81.1 | 2,956,108     | 563.9   | 1,180,007     | -60.1  | 3,585,493     | 203.9 |
| Loans Held for Sale               | N/A           |       | N/A           |       | N/A           |         | N/A           |        | 0             |       |
| Real Estate Loans                 | 2,887,821     | 26.7  | 2,685,525     | -7.0  | 3,217,670     | 19.8    | 3,493,399     | 8.6    | 4,639,819     | 32.8  |
| Unsecured Loans                   | 4,948,061     | 0.1   | 4,668,203     | -5.7  | 5,376,482     | 15.2    | 5,868,374     | 9.1    | 5,524,859     | -5.9  |
| Other Loans 1/                    | 16,131,276    | 19.2  | 18,761,909    | 16.3  | 22,081,773    | 17.7    | 22,425,902    | 1.6    | 20,242,195    | -9.7  |
| All Other Loans 1/2               | 0             |       | 0             |       | 0             |         | 0             |        | N/A           |       |
| TOTAL LOANS                       | 23,967,158    | 15.5  | 26,115,637    | 9.0   | 30,675,925    | 17.5    | 31,787,675    | 3.6    | 30,406,873    | -4.3  |
| (Allow. Ln & Lease Losses)        | (359,384)     | -9.5  | (271,237)     | -24.5 | (262,706)     | -3.1    | (548,448)     | 108.8  | (398,972)     | -27.3 |
| Land And Building                 | 965,677       | -2.4  | 834,859       | -13.5 | 879,841       | 5.4     | 1,298,285     | 47.6   | 1,372,430     | 5.7   |
| Other Fixed Assets                | 105,268       | -10.3 | 161,779       | 53.7  | 220,298       | 36.2    | 233,680       | 6.1    | 237,610       | 1.7   |
| NCUSIF Deposit                    | 221,952       | 8.2   | 242,330       | 9.2   | 303,251       | 25.1    | 316,269       | 4.3    | 384,454       | 21.6  |
| All Other Assets                  | 263,022       | 22.7  | 367,642       | 39.8  | 425,499       | 15.7    | 848,213       | 99.3   | 463,350       | -45.4 |
| TOTAL ASSETS                      | 28,551,172    | 13.0  | 28,880,906    | 1.2   | 39,990,313    | 38.5    | 44,587,506    | 11.5   | 47,058,919    | 5.5   |
| <b>LIABILITIES &amp; CAPITAL:</b> |               |       |               |       |               |         |               |        |               |       |
| Dividends Payable                 | 10,234        | 18.2  | 486           | -95.3 | 255           | -47.5   | 0             | -100.0 | 178           |       |
| Notes & Int. Payable              | 0             |       | 0             |       | 3,203,729     |         | 0             | -100.0 | 0             |       |
| Accts. Pay. & Other Liab.         | 188,552       | 25.9  | 138,727       | -26.4 | 138,976       | 0.2     | 237,478       | 70.9   | 131,578       | -44.6 |
| Uninsured Sec. Capital            | 0             |       | 0             |       | 0             |         | 0             |        | 0             |       |
| TOTAL LIABILITIES                 | 198,786       | 25.5  | 139,213       | -30.0 | 3,342,960     | 2,301.3 | 237,478       | -92.9  | 131,756       | -44.5 |
| Share Drafts                      | 5,737,900     | 12.7  | 5,743,681     | 0.1   | 6,924,027     | 20.6    | 7,258,222     | 4.8    | 7,549,431     | 4.0   |
| Regular shares                    | 11,685,454    | 5.6   | 11,232,275    | -3.9  | 15,063,164    | 34.1    | 16,844,870    | 11.8   | 25,011,114    | 48.5  |
| All Other Shares & Dep.           | 7,725,030     | 27.0  | 8,270,739     | 7.1   | 9,946,962     | 20.3    | 16,157,144    | 62.4   | 10,394,919    | -35.7 |
| Total Shares & Deposits           | 25,148,384    | 13.1  | 25,246,695    | 0.4   | 31,934,153    | 26.5    | 40,260,236    | 26.1   | 42,955,464    | 6.7   |
| Regular Reserve                   | 578,566       | 42.6  | 847,038       | 46.4  | 1,395,268     | 64.7    | 983,570       | -29.5  | 983,570       | 0.0   |
| Other Reserves                    | 0             |       | 0             |       | 0             |         | 0             |        | 0             |       |
| Undivided Earnings                | 2,625,436     | 6.9   | 2,647,960     | 0.9   | 3,317,932     | 25.3    | 3,106,222     | -6.4   | 2,988,129     | -3.8  |
| TOTAL EQUITY                      | 3,204,002     | 12.0  | 3,494,998     | 9.1   | 4,713,200     | 34.9    | 4,089,792     | -13.2  | 3,671,699     | -2.9  |
| TOTAL LIAB. & EQUITY              | 28,551,172    | 13.0  | 28,880,906    | 1.2   | 39,990,313    | 38.5    | 44,587,506    | 11.5   | 47,058,919    | 5.5   |
| <b>INCOME &amp; EXPENSE</b>       |               |       |               |       |               |         |               |        |               |       |
| Loan Income                       | 2,086,016     | 4.5   | 2,242,085     | 7.5   | 2,738,156     | 22.1    | 2,847,034     | 4.0    | 2,791,259     | -2.0  |
| Investment Income                 | 101,900       | 54.5  | 81,638        | -19.9 | 234,269       | 187.0   | 249,569       | 6.5    | 219,199       | -12.2 |
| Other Income                      | 809,829       | 6.0   | 861,019       | 6.3   | 1,097,828     | 27.5    | 1,501,759     | 36.8   | 1,601,519     | 6.6   |
| Salaries & Benefits               | 769,537       | 11.9  | 850,479       | 10.5  | 990,065       | 16.4    | 1,202,158     | 21.4   | 1,449,834     | 20.6  |
| Total Other Oper. Exp.            | 1,086,403     | 10.4  | 1,321,805     | 21.7  | 1,694,456     | 28.2    | 1,927,471     | 13.8   | 2,023,693     | 5.0   |
| Non-Oper. Income & (Exp)          | 0             |       | 25,326        |       | 0             | -100.0  | -182,347      |        | 0             | 100.0 |
| Prov for Loan/Lease Losses        | 127,026       | -71.9 | 50,000        | -60.6 | 208,144       | 316.3   | 777,514       | 273.5  | 358,095       | -53.9 |
| Cost of Funds                     | 670,580       | 3.9   | 700,160       | 4.4   | 1,072,092     | 53.1    | 1,132,280     | 5.6    | 898,449       | -20.7 |
| Net Income                        | 344,199       | 433.2 | 287,624       | -16.4 | 105,496       | -63.3   | -623,408      | -690.9 | -118,094      | 81.1  |

1/ Previously Other Loans to Members Prior to 2002

2/ All Other Loans eliminated in 2002

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Credit Union: CENTRAL FLORIDA HEALTH CARE

Region / SE / Dist. : 3 / B / 1

| CAPITAL ADEQUACY                                    | Dec-98    | Dec-99    | Dec-00    | Dec-01    | Dec-02    | December 2002 |           |
|---|-----------|-----------|-----------|-----------|-----------|---------------|-----------|
|   |           |           |           |           |           | PEER Avg.     | PEER +/-  |
| *Net Worth/Total Assets**                           | 11.22     | 12.10     | 11.79     | 9.17      | 8.44      | 12.26         | -3.82     |
| Total Delinquent Loans / NetWorth**                 | 3.89      | 7.22      | 19.79     | 17.87     | 16.66     | 7.52          | 9.14      |
| Solvency Evaluation (Estimated)                     | 112.74    | 113.84    | 114.76    | 110.16    | 109.25    | 114.30        | -5.06     |
| Classified Assets (Estimated) / NetWorth**          | 11.22     | 7.76      | 5.57      | 13.41     | 10.05     | 5.17          | 4.88      |
| <b>ASSET QUALITY</b>                                |           |           |           |           |           |               |           |
| *Delinquent Loans / Total Loans                     | 0.52      | 0.97      | 3.04      | 2.30      | 2.18      | 1.41          | 0.76      |
| *Net Charge-Offs / Average Loans                    | 0.74      | 0.42      | 0.83      | 1.57      | 1.63      | 0.58          | 1.05      |
| Fair(Market)HTM Invest.Value/Book Value HTM Invest. | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      | 101.46        | -101.46   |
| Accum Unreal G/L On AFS/Cost Of AFS                 | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      | 0.08          | -0.08     |
| Delinquent Loans / Assets                           | 0.44      | 0.87      | 2.33      | 1.64      | 1.41      | 0.81          | 0.60      |
| <b>EARNINGS</b>                                     |           |           |           |           |           |               |           |
| *Return On Average Assets                           | 1.28      | 1.00      | 0.31      | -1.47     | -0.26     | 0.76          | -1.02     |
| Gross Income/Average Assets                         | 11.14     | 11.09     | 11.82     | 10.87     | 10.06     | 6.86          | 3.20      |
| Yield on Average Loans                              | 9.33      | 8.95      | 9.64      | 9.12      | 8.98      | 8.21          | 0.76      |
| Yield on Average Investments                        | 3.76      | 5.40      | 6.54      | 3.11      | 2.00      | 3.04          | -1.04     |
| Cost Of Funds / Avg. Assets                         | 2.49      | 2.44      | 3.11      | 2.68      | 1.96      | 2.03          | -0.07     |
| Net Margin / Avg. Assets                            | 8.65      | 8.65      | 8.71      | 8.20      | 8.10      | 4.83          | 3.27      |
| Operating Exp./ Avg. Assets                         | 6.90      | 7.56      | 7.80      | 7.40      | 7.58      | 3.75          | 3.83      |
| Provision For Loan & Lease Losses / Average Assets  | 0.47      | 0.17      | 0.60      | 1.84      | 0.78      | 0.34          | 0.45      |
| Net Interest Margin/Avg. Assets                     | 5.64      | 5.65      | 5.52      | 4.65      | 4.61      | 3.99          | 0.62      |
| Operating Exp./Gross Income                         | 61.91     | 68.21     | 65.95     | 68.06     | 75.32     | 53.07         | 22.25     |
| Fixed Assets & OREOS / Total Assets                 | 3.75      | 3.45      | 2.75      | 3.44      | 3.42      | 1.83          | 1.59      |
| Net Operating Exp./Avg. Assets                      | 4.15      | 5.42      | 5.25      | 4.88      | 5.36      | 3.12          | 2.24      |
| <b>ASSET / LIABILITY MANAGEMENT</b>                 |           |           |           |           |           |               |           |
| Net Long-Term Assets / Total Assets                 | 14.87     | 13.94     | 11.27     | 11.81     | 13.84     | 15.45         | -1.61     |
| Reg. Shares / Total Shares. & Borrowings            | 46.47     | 44.49     | 42.87     | 41.84     | 58.23     | 53.42         | 4.80      |
| Total Loans / Total Shares                          | 95.30     | 103.44    | 96.06     | 78.96     | 70.79     | 65.56         | 5.23      |
| Total Loans / Total Assets                          | 83.94     | 90.43     | 76.71     | 71.29     | 64.61     | 57.10         | 7.51      |
| Cash + Short-Term Investments / Assets              | 11.57     | 4.45      | 18.85     | 23.02     | 23.52     | 27.32         | -3.80     |
| Total Shares, Dep. & Borrs / Earning Assets         | 94.73     | 95.05     | 93.96     | 97.89     | 99.89     | 91.05         | 8.84      |
| Reg Shares + Share Drafts / Total Shares & Borrs    | 69.28     | 67.24     | 62.57     | 59.87     | 75.80     | 63.40         | 12.40     |
| Borrowings / Total Shares & Net Worth**             | 0.00      | 0.00      | 8.74      | 0.00      | 0.00      | 0.11          | -0.11     |
| <b>PRODUCTIVITY</b>                                 |           |           |           |           |           |               |           |
| Members / Potential Members                         | 48.48     | 41.92     | 33.16     | 30.13     | 30.42     | 49.34         | -18.92    |
| Borrowers / Members                                 | 70.24     | 55.14     | 56.53     | 57.05     | 52.52     | 43.42         | 9.10      |
| Members / Full-Time Empl.                           | 340       | 344       | 346       | 290       | 273       | 478           | -205      |
| Avg. Shares Per Member                              | \$ 2,594  | \$ 2,409  | \$ 2,752  | \$ 3,341  | \$ 3,531  | \$ 4,838      | \$ -1,307 |
| Avg. Loan Balance                                   | \$ 3,519  | \$ 4,519  | \$ 4,676  | \$ 4,623  | \$ 4,759  | \$ 7,368      | \$ -2,610 |
| Salary And Benefits / Full-Time Empl.               | \$ 27,001 | \$ 27,885 | \$ 29,554 | \$ 28,968 | \$ 32,581 | \$ 39,533     | \$ -6,953 |
| <b>OTHER RATIOS</b>                                 |           |           |           |           |           |               |           |
| Net Worth Growth                                    | 11.99     | 9.08      | 34.86     | -13.23    | -2.89     | 7.20          | -10.09    |
| Market (Share) Growth                               | 13.06     | 0.39      | 26.49     | 26.07     | 6.69      | 8.96          | -2.27     |
| Loan Growth   | 15.47     | 8.96      | 17.46     | 3.62      | -4.34     | 2.25          | -6.60     |
| Asset Growth  | 13.02     | 1.15      | 38.47     | 11.50     | 5.54      | 8.62          | -3.07     |
| Investment Growth                                   | -10.65    | -81.12    | 1409.52   | 38.94     | 34.89     | 19.56         | 15.33     |

\* One Of The Four Key Camel Ratios

\*\* Net Worth Estimated Prior to Dec-00. Calculated Using Quarter End Total Assets.

Credit Union: CENTRAL FLORIDA HEALTH CARE  
Peer Group: 3

Financial History  
Charter/Certificate No. : 10029  
No. Of Credit Unions In Peer Group: 1771  
Asset Range : 10,000,000 - 50,000,000

Region / SE / Dist. : 3 / B / 1

| ASSETS:                           | December 2001 |       | June 2002  |       | September 2002 |       | December 2002 |       | March 2003 |        |
|-----------------------------------|---------------|-------|------------|-------|----------------|-------|---------------|-------|------------|--------|
|                                   | Amount        | % CHG | Amount     | % CHG | Amount         | % CHG | Amount        | % CHG | Amount     | % CHG  |
| Cash & Equivalents                | 9,471,825     |       | 12,386,870 | 30.8  | 8,591,142      | -30.6 | 10,571,081    | 23.0  | 12,833,583 | 21.4   |
| Trading Securities                | 0             |       | 0          |       | 0              |       | 0             |       | 0          |        |
| Available for Sale Securities     | 0             |       | 0          |       | 0              |       | 0             |       | 0          |        |
| Held-to-Maturity Securities       | 0             |       | 0          |       | 0              |       | 0             |       | 0          |        |
| All Other Invest.                 | 1,180,007     |       | 1,781,726  | 51.0  | 3,187,493      | 78.9  | 3,585,493     | 12.5  | 3,804,565  | 6.1    |
| Loans Held for Sale               | 0             |       | 0          |       | 0              |       | 0             |       | 0          |        |
| Real Estate Loans                 | 3,493,399     |       | 4,605,750  | 31.8  | 5,062,659      | 9.9   | 4,639,819     | -8.4  | 4,366,856  | -5.9   |
| Unsecured Loans                   | 5,868,374     |       | 5,553,119  | -5.4  | 5,659,854      | 1.9   | 5,524,859     | -2.4  | 5,239,371  | -5.2   |
| Other Loans                       | 22,425,902    |       | 21,433,754 | -4.4  | 20,672,121     | -3.6  | 20,242,195    | -2.1  | 20,726,325 | 2.4    |
| TOTAL LOANS                       | 31,787,675    |       | 31,592,623 | -0.6  | 31,394,634     | -0.6  | 30,406,873    | -3.1  | 30,332,552 | -0.2   |
| (Allow. Lr. & Lease Losses)       | (548,448)     |       | (609,659)  | 11.2  | (494,270)      | -18.9 | (398,972)     | -19.3 | (333,153)  | -16.5  |
| Land And Building                 | 1,298,285     |       | 1,407,963  | 8.4   | 1,389,978      | -1.3  | 1,372,430     | -1.3  | 1,368,242  | -0.3   |
| Other Fixed Assets                | 233,680       |       | 263,722    | 12.9  | 254,539        | -3.5  | 237,610       | -6.7  | 241,341    | 1.6    |
| NCUSIF Deposit                    | 316,269       |       | 384,454    | 21.6  | 384,454        | 0.0   | 384,454       | 0.0   | 418,163    | 8.8    |
| All Other Assets                  | 848,213       |       | 434,576    | -48.8 | 336,671        | -22.5 | 463,350       | 37.6  | 362,132    | -21.8  |
| TOTAL ASSETS                      | 44,587,506    |       | 47,642,275 | 6.9   | 46,071,391     | -3.3  | 47,058,919    | 2.1   | 49,341,425 | 4.9    |
| <b>LIABILITIES &amp; CAPITAL:</b> |               |       |            |       |                |       |               |       |            |        |
| Dividends Payable                 | 0             |       | 0          |       | 0              |       | 178           |       | 0          | -100.0 |
| Notes & Int. Payable              | 0             |       | 0          |       | 0              |       | 0             |       | 0          |        |
| Accts. Pay. & Other Liab.         | 237,478       |       | 120,014    | -49.5 | 200,693        | 67.2  | 131,578       | -34.4 | 164,846    | 25.3   |
| Uninsured Sec. Capital            | 0             |       | 0          |       | 0              |       | 0             |       | 0          |        |
| TOTAL LIABILITIES                 | 237,478       |       | 120,014    | -49.5 | 200,693        | 67.2  | 131,756       | -34.3 | 164,846    | 25.1   |
| Share Drafts                      | 7,258,222     |       | 8,637,986  | 19.0  | 7,007,749      | -18.9 | 7,549,431     | 7.7   | 7,881,739  | 4.4    |
| Regular shares                    | 16,844,870    |       | 23,371,639 | 38.7  | 24,170,435     | 3.4   | 25,011,114    | 3.5   | 26,147,644 | 4.5    |
| All Other Shares & Dep.           | 16,157,144    |       | 11,703,848 | -27.6 | 10,801,804     | -7.7  | 10,394,919    | -3.8  | 11,172,889 | 7.5    |
| Total Shares & Deposits           | 40,260,236    |       | 43,713,473 | 8.6   | 41,979,988     | -4.0  | 42,955,464    | 2.3   | 45,202,272 | 5.2    |
| Regular Reserve                   | 983,570       |       | 983,570    | 0.0   | 983,570        | 0.0   | 983,570       | 0.0   | 983,570    | 0.0    |
| Other Reserves                    | 0             |       | 0          |       | 0              |       | 0             |       | 0          |        |
| Undivided Earnings                | 3,106,222     |       | 2,825,218  | -9.0  | 2,907,140      | 2.9   | 2,988,129     | 2.8   | 2,990,737  | 0.1    |
| TOTAL EQUITY                      | 4,089,792     |       | 3,808,788  | -6.9  | 3,890,710      | 2.2   | 3,971,699     | 2.1   | 3,974,307  | 0.1    |
| TOTAL LIAB. & EQUITY              | 44,587,506    |       | 47,642,275 | 6.9   | 46,071,391     | -3.3  | 47,058,919    | 2.1   | 49,341,425 | 4.9    |
| <b>INCOME &amp; EXPENSE</b>       |               |       |            |       |                |       |               |       |            |        |
| Loan Income*                      | 11,388,136    |       | 2,789,966  | -75.5 | 2,796,783      | 0.2   | 2,791,259     | -0.2  | 2,572,100  | -7.9   |
| Investment Income*                | 998,276       |       | 212,206    | -78.7 | 215,226        | 1.4   | 219,199       | 1.8   | 222,472    | 1.5    |
| Other Income*                     | 6,007,036     |       | 1,573,666  | -73.8 | 1,598,730      | 1.6   | 1,601,519     | 0.2   | 1,556,500  | -2.8   |
| Salaries & Benefits*              | 4,808,632     |       | 1,439,284  | -70.1 | 1,446,306      | 0.5   | 1,449,834     | 0.2   | 1,465,188  | 1.1    |
| Total Other Oper. Exp.*           | 7,709,884     |       | 2,031,538  | -73.7 | 2,008,686      | -1.1  | 2,023,693     | 0.7   | 1,946,912  | -3.8   |
| Non-Oper. Income & (Exp)*         | -729,388      |       | 0          | 100.0 | 0              |       | 0             |       | 0          |        |
| Prov for Loan/Lease Losses*       | 3,110,056     |       | 660,190    | -78.8 | 476,266        | -27.9 | 358,095       | -24.8 | 360,000    | 0.5    |
| Cost of Funds*                    | 4,529,120     |       | 1,006,838  | -77.8 | 944,263        | -6.2  | 898,449       | -4.9  | 568,544    | -36.7  |
| Net Income*                       | -2,493,632    |       | -562,012   | 77.5  | -264,782       | 52.9  | -118,094      | 55.4  | 10,428     | 108.8  |

\* Annualization factor: March = 4; June = 2; September = 1.33; December = 1 (or no annualizing)

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Credit Union: CENTRAL FLORIDA HEALTH CARE

Financial Analysis  
Charter/Certificate No. : 10029

Region / SE / Dist. : 3 / B / 1

|   | Dec-01    | Jun-02    | Sep-02    | Dec-02    | Mar-03    | March 2003<br>PEER Avg. | PEER +/-  |
|---|-----------|-----------|-----------|-----------|-----------|-------------------------|-----------|
| <b>CAPITAL ADEQUACY</b>                             |           |           |           |           |           |                         |           |
| *Net Worth/Total Assets                             | 9.17      | 7.99      | 8.44      | 8.43      | 8.05      | 11.94                   | -3.89     |
| Total Delinquent Loans / NetWorth                   | 17.87     | 14.83     | 11.74     | 16.66     | 10.74     | 6.97                    | 3.77      |
| Solvency Evaluation (Estimated)                     | 110.16    | 108.71    | 109.27    | 109.25    | 108.79    | 113.83                  | -5.04     |
| Classified Assets (Estimated) / NetWorth            | 13.41     | 16.01     | 12.70     | 10.05     | 8.38      | 4.47                    | 3.91      |
| <b>ASSET QUALITY</b>                                |           |           |           |           |           |                         |           |
| *Delinquent Loans / Total Loans                     | 2.30      | 1.79      | 1.46      | 2.18      | 1.41      | 1.35                    | 0.06      |
| *Net Charge-Offs / Average Loans                    | 1.57      | 1.70      | 1.74      | 1.63      | 2.05      | 0.58                    | 1.48      |
| Fair(Market)HTM Invest Value/Book Value HTM Invest. | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      | 100.87                  | -100.87   |
| Accum Unreal G/L On AFS/Cost Of AFS                 | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      | 0.09                    | -0.09     |
| Delinquent Loans / Assets                           | 1.64      | 1.19      | 0.99      | 1.41      | 0.87      | 0.73                    | 0.14      |
| <b>EARNINGS</b>                                     |           |           |           |           |           |                         |           |
| *Return On Average Assets                           | -1.47     | -1.22     | -0.59     | -0.26     | 0.02      | 0.74                    | -0.72     |
| Gross Income/Average Assets                         | 10.87     | 9.92      | 10.20     | 10.06     | 9.03      | 6.18                    | 2.85      |
| Yield on Average Loans                              | 9.12      | 8.80      | 8.88      | 8.98      | 8.47      | 7.85                    | 0.62      |
| Yield on Average Investments                        | 3.11      | 1.89      | 2.18      | 2.00      | 1.60      | 2.41                    | -0.80     |
| Cost Of Funds / Avg. Assets                         | 2.68      | 2.18      | 2.09      | 1.96      | 1.18      | 1.58                    | -0.40     |
| Net Margin / Avg. Assets                            | 8.20      | 7.74      | 8.11      | 8.10      | 7.85      | 4.60                    | 3.25      |
| Operating Exp./ Avg. Assets                         | 7.40      | 7.53      | 7.64      | 7.58      | 7.08      | 3.63                    | 3.45      |
| Provision For Loan & Lease Losses / Average Assets  | 1.84      | 1.43      | 1.05      | 0.78      | 0.75      | 0.30                    | 0.45      |
| Net Interest Margin/Avg. Assets                     | 4.65      | 4.33      | 4.57      | 4.61      | 4.62      | 3.81                    | 0.81      |
| Operating Exp./Gross Income                         | 68.06     | 75.85     | 74.93     | 75.32     | 78.42     | 55.86                   | 22.56     |
| Fixed Assets & OREOS / Total Assets                 | 3.44      | 3.51      | 3.57      | 3.42      | 3.26      | 1.77                    | 1.50      |
| Net Operating Exp. /Avg. Assets                     | 4.88      | 4.73      | 5.10      | 5.36      | 5.16      | 3.03                    | 2.13      |
| <b>ASSET / LIABILITY MANAGEMENT</b>                 |           |           |           |           |           |                         |           |
| Net Long-Term Assets / Total Assets                 | 11.81     | 14.09     | 14.39     | 13.84     | 13.48     | 15.11                   | -1.63     |
| Reg. Shares / Total Shares. & Borrowings            | 41.84     | 53.47     | 57.58     | 58.23     | 57.85     | 54.26                   | 3.58      |
| Total Loans / Total Shares                          | 78.96     | 72.27     | 74.78     | 70.79     | 67.10     | 61.42                   | 5.68      |
| Total Loans / Total Assets                          | 71.29     | 66.31     | 68.14     | 64.61     | 61.47     | 53.77                   | 7.71      |
| Cash + Short-Term Investments / Assets              | 23.02     | 27.04     | 24.68     | 23.52     | 27.12     | 30.14                   | -3.02     |
| Total Shares, Dep. & Borrs / Earning Assets         | 97.89     | 97.89     | 100.36    | 99.89     | 99.36     | 91.20                   | 8.17      |
| Reg Shares + Share Drafts / Total Shares & Borrs    | 59.87     | 73.23     | 74.27     | 75.80     | 75.28     | 64.54                   | 10.74     |
| Borrowings / Total Shares & Net Worth               | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      | 0.08                    | -0.08     |
| <b>PRODUCTIVITY</b>                                 |           |           |           |           |           |                         |           |
| Members / Potential Members                         | 30.13     | 30.48     | 30.52     | 30.42     | 30.43     | 48.80                   | -18.37    |
| Borrowers / Members                                 | 57.05     | 53.79     | 53.41     | 52.52     | 51.91     | 42.33                   | 9.59      |
| Members / Full-Time Empl.                           | 290       | 274       | 330       | 273       | 280       | 475                     | -195      |
| Avg. Shares Per Member                              | \$ 3,341  | \$ 3,586  | \$ 3,439  | \$ 3,531  | \$ 3,714  | \$ 5,047                | \$ -1,333 |
| Avg. Loan Balance                                   | \$ 4,623  | \$ 4,818  | \$ 4,815  | \$ 4,759  | \$ 4,800  | \$ 7,437                | \$ -2,636 |
| Salary And Benefits / Full-Time Empl.               | \$ 28,968 | \$ 32,343 | \$ 39,187 | \$ 32,581 | \$ 33,682 | \$ 40,533               | \$ -6,851 |
| <b>OTHER RATIOS</b>                                 |           |           |           |           |           |                         |           |
| Net Worth Growth                                    | -13.23    | -13.74    | -6.49     | -2.89     | 0.26      | 6.87                    | -6.61     |
| Market (Share) Growth                               | 26.07     | 17.15     | 5.70      | 6.69      | 20.92     | 21.43                   | -0.50     |
| Loan Growth   | 3.62      | -1.23     | -1.65     | -4.34     | -0.98     | -5.89                   | 4.91      |
| Asset Growth  | 11.50     | 13.70     | 4.44      | 5.54      | 19.40     | 19.45                   | -0.05     |
| Investment Growth                                   | 38.94     | 79.77     | 15.63     | 34.89     | 81.37     | 62.53                   | 18.84     |

\* One Of The Four Key Camel Ratios