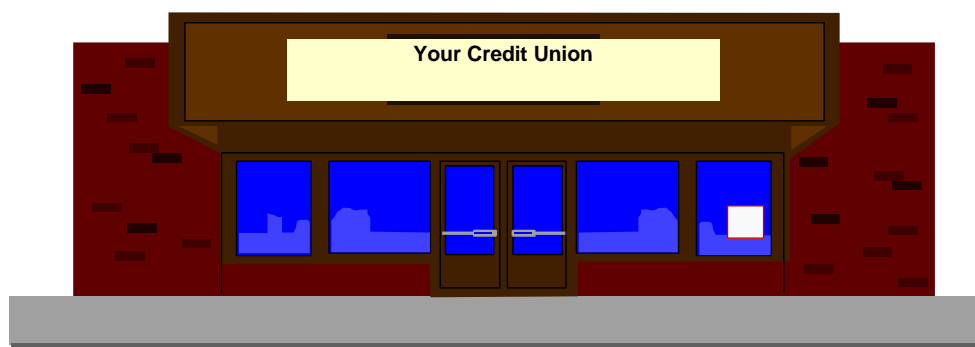


Custom Performance Report CPR

Taking the pulse of your credit union's financial and operational health

Your Credit Union

Financial Information as of: December 31, 2006



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Data obtained from the National Credit Union Administration
Form 5300 - Call Reports

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Questions to consider while reviewing report sections are included on the adjacent pages of each section.

Introduction

Four ways to review financial performance

The graphs and tables that follow help you assess your credit union using the following four perspectives:

1. Compare this year's results with your credit union's past results. Are the trends favorable or negative?
2. Compare the current year's results versus a standard such as: your planning goals, Regulatory Goals or a local competitive standard.
3. Compare your trends versus a "peer group" or external benchmark of similar credit unions.
4. Review the questions on the adjacent pages of each section, while looking at the graphical information. Answers to these questions will provide some additional insight into your credit union.



Industry Highlights - December 2006

Fourth quarter capital ratios of federally insured credit unions (FICUs) remained strong. The Net Worth ratio increased to 11.54%. This is up 30 basis points from year-end 2005.

Total loan growth slowed to 7.88% from 10.61% for 2005. However, total outstanding real estate loans held firm. Real Estate loans continued to be the largest category of credit union lending. First mortgage real estate loans grew 10.04% to \$169.7 billion, while other types of real estate loans grew 15.03% to \$84.4 billion. New auto loans overtook used auto loans in the auto lending category for the first time since 2000. New auto loans grew 5.44%, while used auto loans grew 1.1%. The loan to share ratio grew to 82.23% from 79.33%.

Nationwide weakness in the housing market has begun to negatively impact real estate lending. Real estate loan originations declined 5.23% over the year, total real estate loans over 2 months delinquent increased 41.31% and 1st mortgage real estate loan charge-offs increased 34.01%. The downward trend in asset quality in the real estate industry warrants monitoring for a possible increase in delinquent loans in 2007. Overall, asset quality continued to improve as Delinquent Loans to Total Loans declined to 0.68% from 0.73% year-end 2005. The Net Charge-Off ratio dropped to 0.45% as of 12/31/06.

Share growth rebounded in Q4 2006. Shares increased 4.08% for the year, up from an annualized rate of 2.77% at the end of Q3 2006. Rapid growth in share certificates made up for declines in regular shares and share drafts. Certificates grew 23.81% while regular shares and share drafts declined 6.67% and 6.75% respectively.

ROAA decreased slightly from 0.85% year-end 2005 to 0.82%, as a result of increased cost of funds expenses and net operating expenses. The Operating Expense to Average Assets ratio increased slightly from 2.42% year-end 2005 to 2.47% as of year-end 2006. Cost of Funds to Average Assets ratio increased from 1.72% year-end 2005 to 2.34%.

Total membership at FICUs increased to 85.8 million from 84.5 million year-end 2005. However, the number of FICUs continues to decline, mostly the result of mergers. As of year-end 2006, there are 8,362 FICUs down 333 from year-end 2005.

Executive Summary

The following ratios represent components of your credit union's income statement as a percentage of Average Assets. This data shows how your credit union makes its bottom line. Four years of data have been provided so you can see what changes, if any, have occurred at your credit union over time. You should understand why these changes have occurred and evaluate whether these changes are good or bad. We have also enclosed ratios for a selected peer group. You should compare your ratios to this group, but more importantly, compare the trends in your credit union's ratios with the trends in this group's. Other sections of this report will provide you with a more in-depth analysis of the ratios presented in this chart.

Your Credit Union					Massachusetts Asset			
% of Average Assets					% of Average Assets			
Dec-03	Dec-04	Dec-05	Dec-06		Dec-03	Dec-04	Dec-05	Dec-06
4.68	4.30	4.57	4.92	Loan Income	4.00	3.84	4.19	4.79
0.95	0.82	0.81	1.13	+ Investment Income	0.76	0.65	0.67	0.69
1.09	1.07	1.45	1.53	+ Other Income	0.73	0.65	0.69	0.74
6.72	6.19	6.83	7.58	= Yield on Assets	5.49	5.14	5.55	6.22
1.09	1.07	1.45	1.53	- Other Income	0.73	0.65	0.69	0.74
1.83	1.50	1.83	2.57	- Dividends & Int Paid	1.91	1.65	1.98	2.73
3.80	3.62	3.55	3.48	= Net Interest Margin	2.85	2.84	2.88	2.75
1.09	1.07	1.45	1.53	+ Other Income	0.73	0.65	0.69	0.74
4.89	4.69	5.00	5.01	= Net Margin	3.58	3.49	3.57	3.49
0.35	0.33	0.52	0.55	- Prov for Loan Loss	0.21	0.28	0.29	0.33
-	-	-	-	- Prov for Inv Loss	-	-	-	-
3.13	3.22	3.31	3.25	- Operating Expense	2.44	2.49	2.46	2.43
-	-	-	-	+ Non-Op Gain (Loss)	0.09	0.01	-	-
1.41	1.14	1.17	1.21	= Return on Assets	1.02	0.73	0.82	0.73

Key Questions To Ask About The Ratio Summary

Comparing your credit union's performance with the averages of different peer groups can provide insight to the strengths and weaknesses of your operation.

The four areas of analysis are:

1. Safety and Soundness
2. Growth and Rate Comparisons
(Provides Competitive Standing)
3. Employee Productivity
4. Member Service

Find one ratio in each category that is significantly better than the peer(s). Find one that is the lowest compared to the peer(s). Do these high and low ratios suggest any areas for immediate action?

Peer Group Ratio Summary

The following key ratios are significant indicators of the financial and operational effectiveness of your credit union. Each ratio is compared to three peer groups.

Key Ratios as of: December 31, 2006

	Your Credit Union	Region 1 Total	Massachusetts Asset	National Total
Safety & Soundness				
Capital to Assets	20.01%	12.53%	9.94%	11.91%
Net Capital to Assets	19.29%	12.08%	9.46%	11.41%
Delinquent Loans to Loans	0.75%	0.75%	0.52%	0.68%
Net Charge-Offs to Avg Loans (12 months actual)	0.72%	0.42%	0.37%	0.45%
Return on Assets	1.21%	0.70%	0.72%	0.82%
Operating Expenses to Gross Income	50.10%	55.09%	44.40%	53.59%
Cash & Short Term Investment to Short Term Shares	14.37%	11.60%	5.84%	11.38%
Competitive Ratios				
Share Growth (since prior 12/31)	4.49%	4.72%	11.51%	4.39%
Member Growth (since prior 12/31)	2.19%	2.67%	8.40%	1.55%
Loan Growth (since prior 12/31)	4.88%	7.56%	10.67%	7.76%
Capital Growth (since prior 12/31)	7.24%	7.99%	11.58%	7.95%
Cost of Funds (dividends & interest)	3.21%	2.69%	3.25%	2.76%
Average Yield on All Loans	7.33%	6.52%	6.16%	6.45%
Productivity				
Members to Employees	375	393	433	382
Assets to Employees	\$ 2,600,304	\$ 3,287,084	\$ 4,702,016	\$ 3,175,765
Loan & Share Accounts / Employees	929	916	1,001	885
Average Share Balance per Member	\$ 5,538	\$ 7,007	\$ 9,200	\$ 7,039
Average Loan Balance	\$ 6,014	\$ 11,703	\$ 15,587	\$ 11,525
Member Service Ratios				
Members to Potential Members	33.33%	7.40%	7.64%	7.80%
Credit Card Accounts to Members	22.02%	14.02%	20.54%	14.08%
IRA Accounts to Members	5.20%	5.58%	7.30%	5.57%
Real Estate Accounts to Members	5.46%	5.82%	8.09%	4.72%
Auto Loan Accounts to Members	18.48%	13.49%	16.95%	17.24%
Share Draft Accounts / Members	34.38%	43.96%	44.38%	42.90%
Total Loans & Share Accounts / Members	2.47	2.33	2.31	2.32

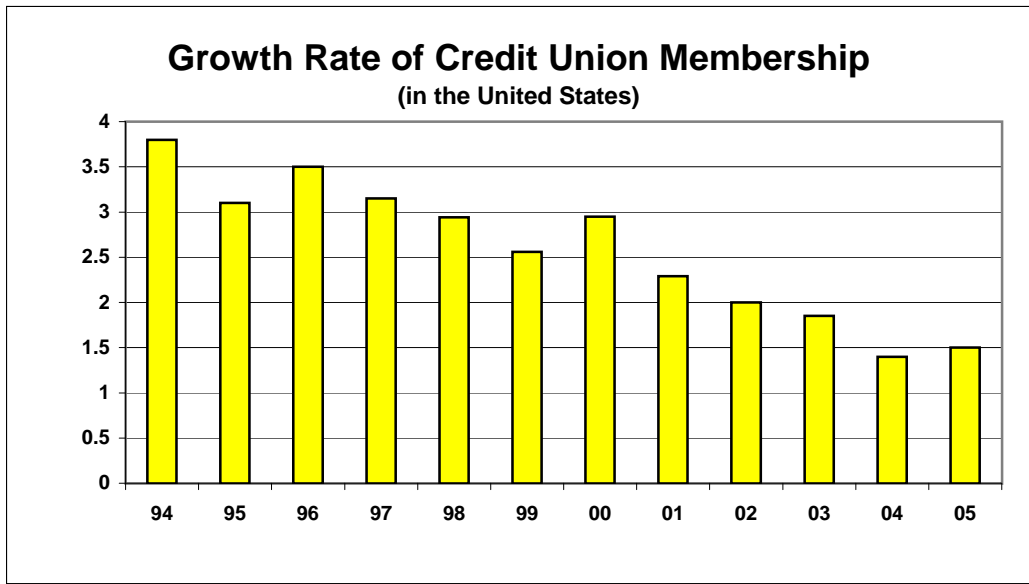
Peer Group Descriptions

	Region 1 Total	Massachusetts Asset	National Total
Total Assets as of 12/31/06 (in \$ Billions)	\$ 112.9	\$ 12.0	\$ -
Average Assets since last December	\$ 77,720,761	\$ 886,967,063	\$ 83,110,779
Total number of members in Peer Group	13,505,829	1,108,821	-
Total number of credit unions in Peer Group	1,419	13	-

Peer groups are generally comprised of **State, Regional & National** credit union totals. A peer name containing the word "Asset" is comprised of all credit unions in that geographic area within your credit union's **NCUA asset size peer group**. Other peer groups can be based on your credit union's **customized selection criteria**.

Questions To Ask About The Performance Overview

1. Is the total dollar of earnings rising or falling? Why?
2. Is the rate of earnings (return on average assets) steady? If not, why?
3. Compare the growth rate trends for members, shares and loans. What is the affect of these trends on ROA?
4. Is your credit union's share growth higher or lower than the average of all credit union's over the past five years?

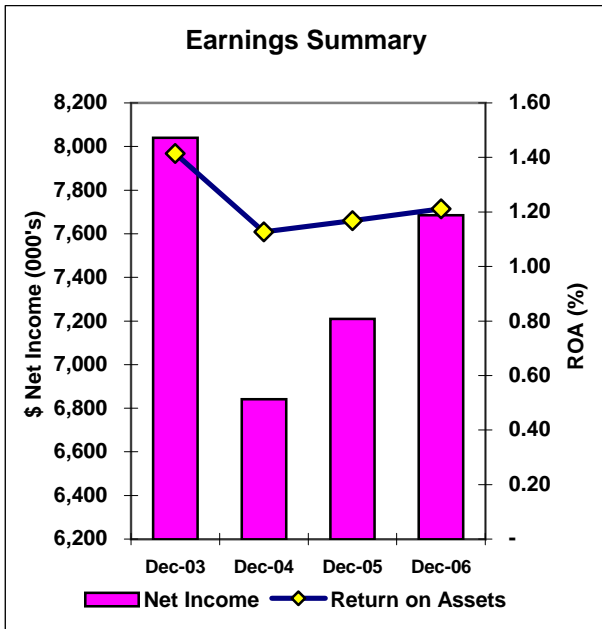


Source: NCUA Form 5300 Call Reports

Performance Overview

Any organization competing in the marketplace uses two standard measures to summarize performance: Increase in your credit union's share of the market (Loan and Share Growth) and Net Income. The table and graphs below show the trends on these two indicators of success in the marketplace.

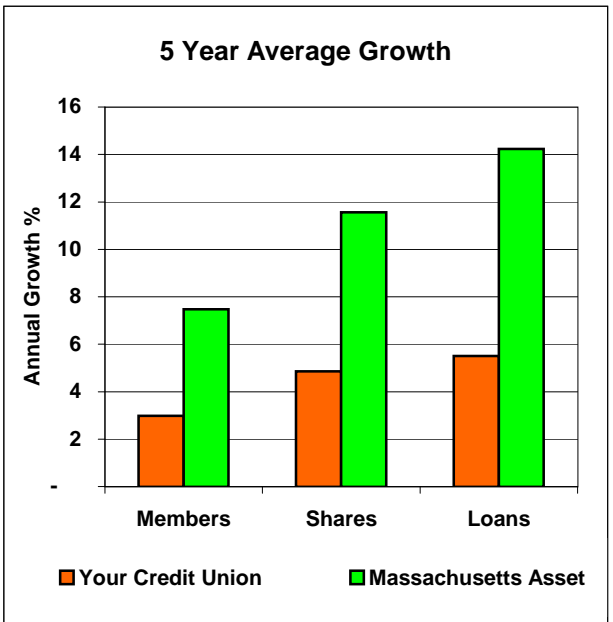
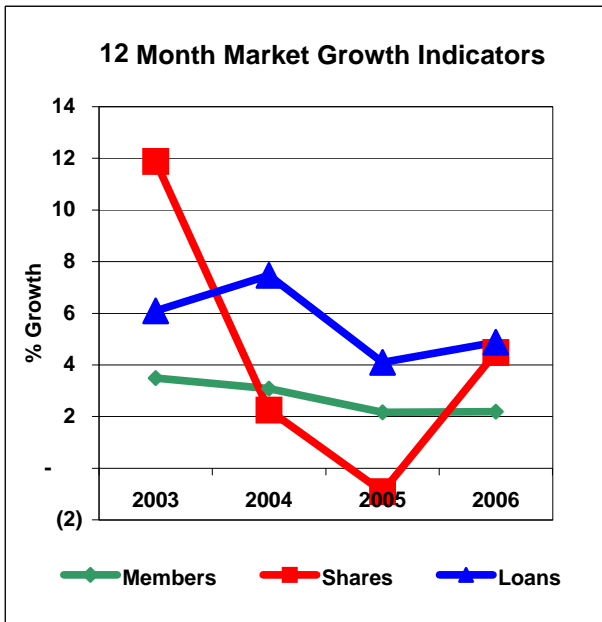
	12/31/2003	12/31/2004	12/31/2005	12/31/2006
\$ Net Income	8,039,498	6,841,561	7,208,987	7,685,275
% Increase or Decrease in Earnings	-8.7%	-14.9%	5.4%	6.6%
Return on Assets	1.41	1.13	1.17	1.21



Growth and Earnings

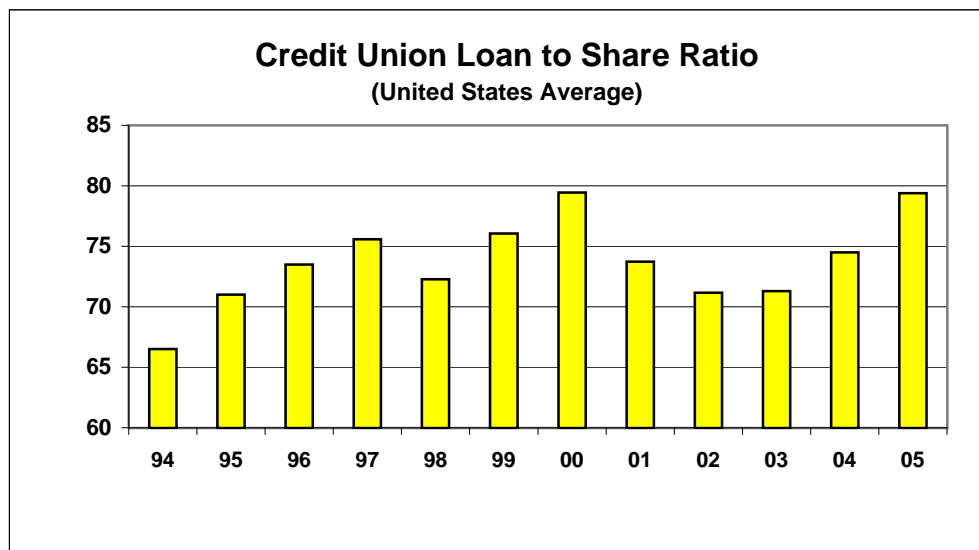
This page summarizes growth trends at your credit union. Growth by year can highlight changes in credit union direction or the effects of market conditions. Five year average growth trends can highlight the credit union's long-term strategy on growth or competitiveness.

High growth can have a short-term negative effect on a credit union's Return on Assets even though Net Income dollars rise.



Key Questions To Ask About Liquidity Trends

1. Has the dollar change in funds called Total Sources been continuous? If not, why?
2. How has the credit union used the increase in funds - More Investments? More Loans? Or both?
3. Look at the Loan to Share graph and then the graph showing the dollar changes in Loans and Shares. Explain how the change, if any, in the Loan to Share ratio occurred: e.g. Share growth fell but loan growth went up, etc.
4. Has the credit union's level of liquid funds been stable in the past five years?



Source: NCUA Form 5300 Call Reports

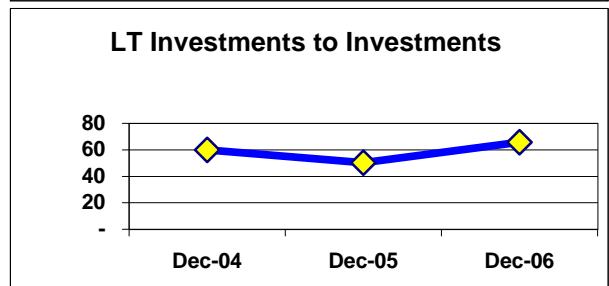
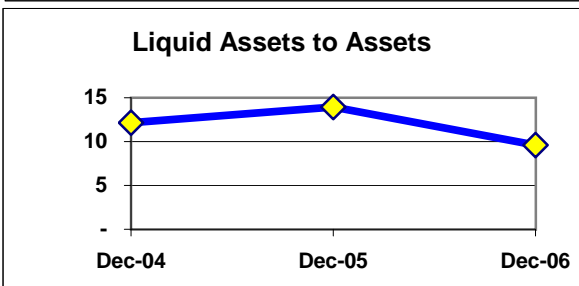
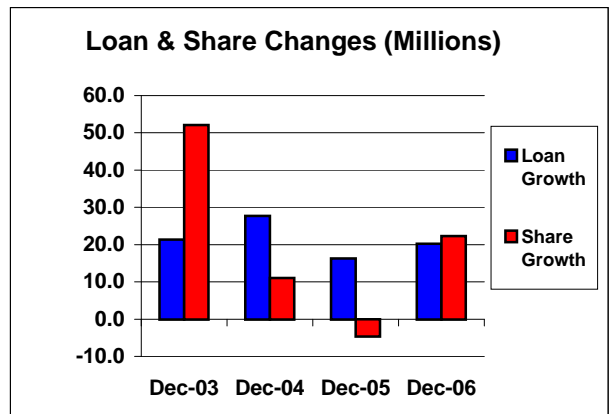
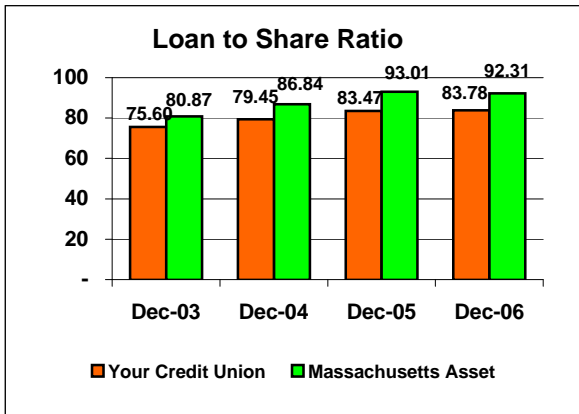
Liquidity Trends: Sources and Uses of

Liquidity includes many different aspects. Some of these include share growth, balance sheet structure, investment portfolio management, loan maturity, market value of investment, predictability of cash inflow from payroll deductions, level of cash and lines of credit. As a consequence, no one ratio can measure liquidity, as the term refers to a whole series of activities.

Sources and Uses of Liquid Assets	12/31/2003	12/31/2004	12/31/2005	12/31/2006
Sources: Twelve Month Activity				
\$ Change in Shares	52,117,870	11,048,394	(4,575,941)	22,318,617
\$ Change in Reserves	7,660,331	5,673,778	7,629,018	8,778,366
\$ Change in Long Term Borrowings	-	-	-	-
\$ Change in Other Liabilities	980,806	(160,958)	853,174	696,403
Total Sources	60,759,007	16,561,214	3,906,251	31,793,386
Uses: Twelve Month Activity				
\$ Change in Long Term Investments	13,417,715	(8,051,955)	(23,704,113)	34,529,015
\$ Change in Investment Values	(441,016)	(873,008)	(261,384)	637,118
\$ Change in Consumer Loans	14,011,942	23,348,891	8,603,049	5,502,295
\$ Change in Real Estate Loans	7,309,079	4,349,307	7,715,425	14,751,209
\$ Change Other Uses	922,822	(1,306,299)	(359,862)	(749,504)
Total Uses	35,220,542	17,466,936	(8,006,885)	54,670,133
Net Source (Use) of Liquidity	25,538,465	(905,722)	11,913,136	(22,876,747)
Change in Liquid Assets				
\$ Cash Increase (Decrease)	-	-	-	-
\$ Change Investments < 1 yr.	25,538,465	(905,722)	11,913,136	(22,876,747)
\$ Change in Short Term Borrowings	-	-	-	-
Total Change in Liquid Assets	25,538,465	(905,722)	11,913,136	(22,876,747)
Total Liquid Assets	76,032,777	75,127,055	87,040,191	64,163,444

This table provides a four year view of how money comes into the credit union and is then used. The primary **sources of funds** are member savings growth, investments and borrowings. The primary **uses of funds** are new loans. Other uses may include investments in fixed assets.

You should use the information on this page to figure out why and how your credit union's cash (liquid position) has changed.



Key Questions To Ask About The Net Interest Margin

1. Has the net interest margin been stable? If not, has the change been caused primarily by a change in yield on assets or by the cost of funds?
2. Did an increase in the credit union's loan to asset ratio affect the credit union's net interest margin?
3. Does the credit union's "Bottom Line," as measured by the return on assets (ROA), move in parallel with the net interest margin?

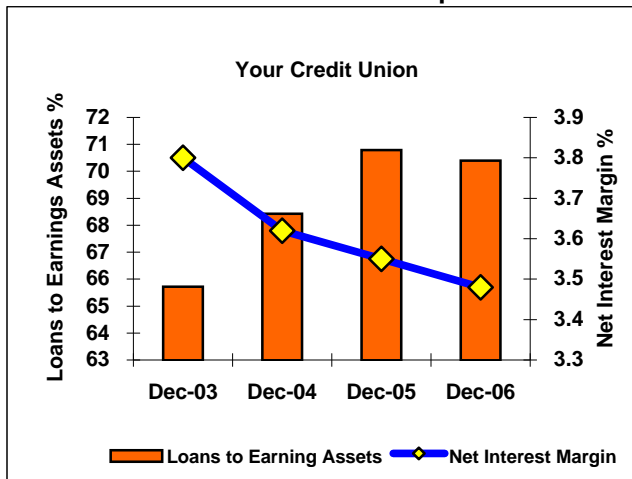
Spread Analysis: Managing the Net Interest Margin

The goal of spread analysis is to maintain a stable net interest margin regardless of the level of interest rates. Net margin, on the other hand, is not only affected by interest rates but also by other income.

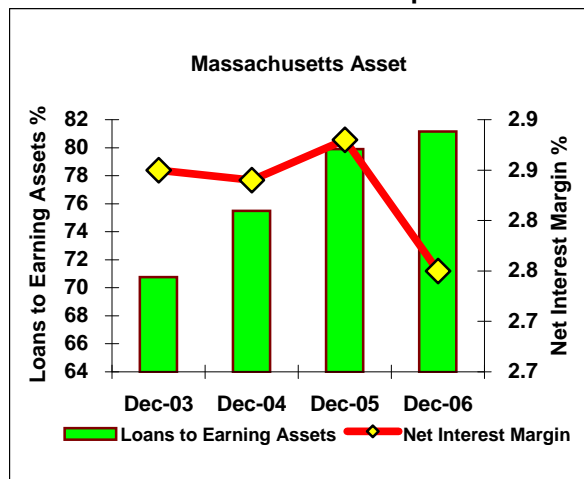
	Your Credit Union				Massachusetts Asset
	12/31/03	12/31/04	12/31/05	12/31/06	12/31/06
Yield on Loans	7.37	6.78	6.92	7.33	6.16
Yield on Investments	3.05	2.58	2.76	3.97	3.59
Weighted Yield on Earning Assets (includes Fee and Other Income)	6.76	6.44	7.19	7.78	6.18
Cost of Funds	2.23	1.84	2.26	3.21	3.25
Net Margin	4.89	4.69	5.00	5.01	3.49
Net Interest Margin	3.80	3.62	3.55	3.48	2.75

Generally, loans have a higher yield than investments. One way to improve margins is to raise the loan to asset ratio.

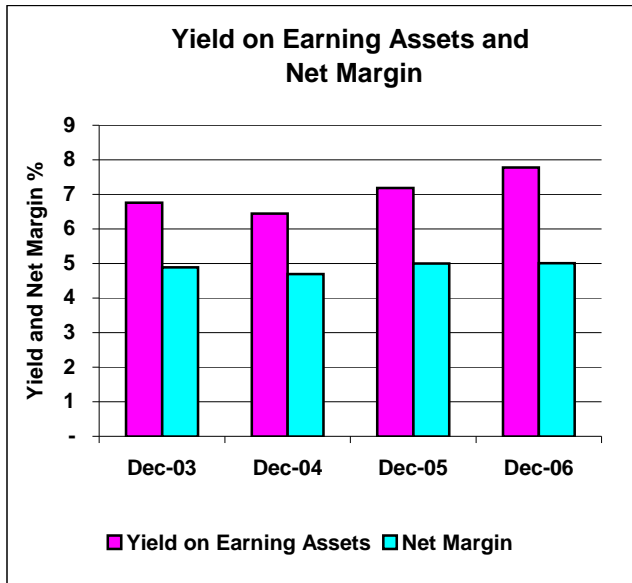
Loan Concentration and Spread



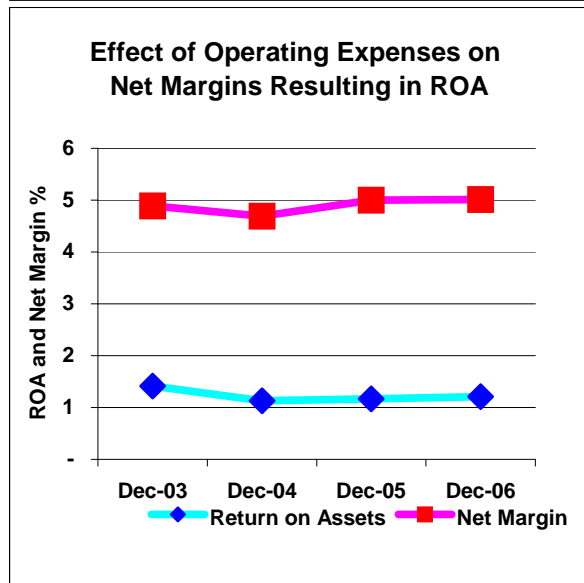
Loan Concentration and Spread



Yield on Earning Assets and Net Margin



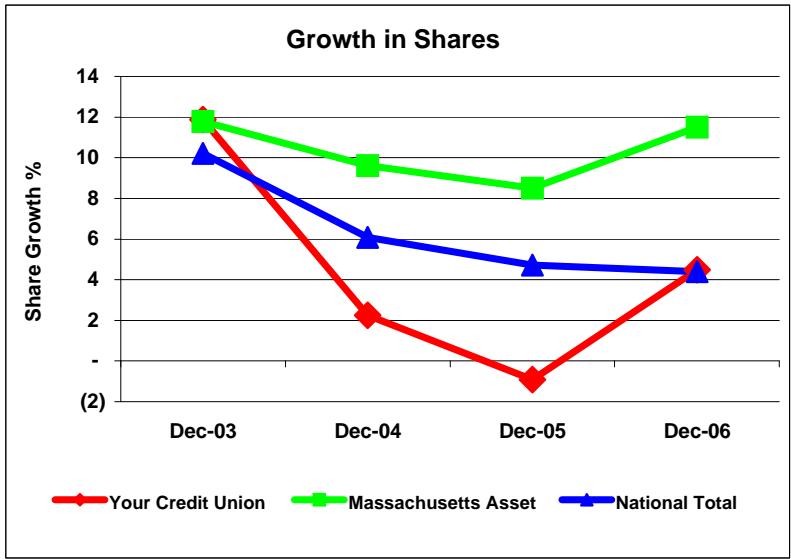
Effect of Operating Expenses on Net Margins Resulting in ROA



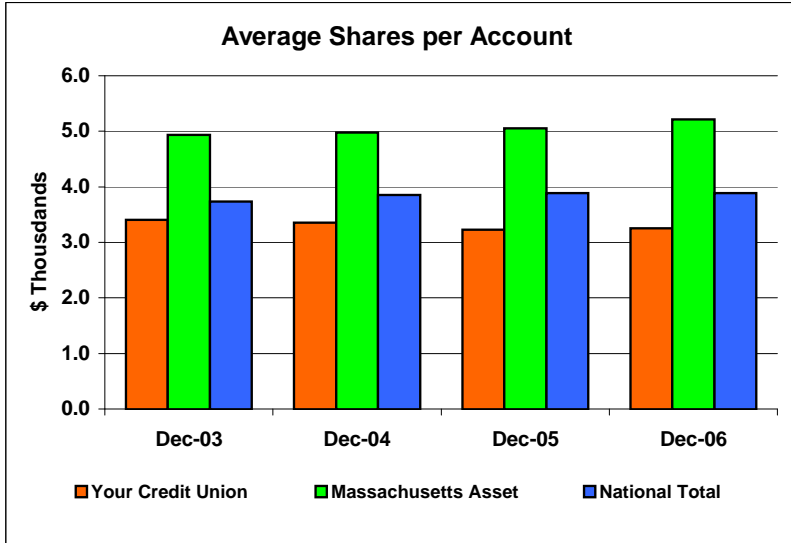
Key Questions To Ask About Shares

1. Explain the trend in the growth of shares. Why might your credit union's growth be different from the average growth of your peers?
2. Is the credit union's average share balance increasing? If not, why isn't the credit union gaining a greater share of members savings?
3. Did your credit union pay more than the "market" for its funds? Compare the credit union's cost of funds with the average cost of funds at all your peer credit unions. Now look at the credit union's share growth vs. peer credit unions. Is there a connection?

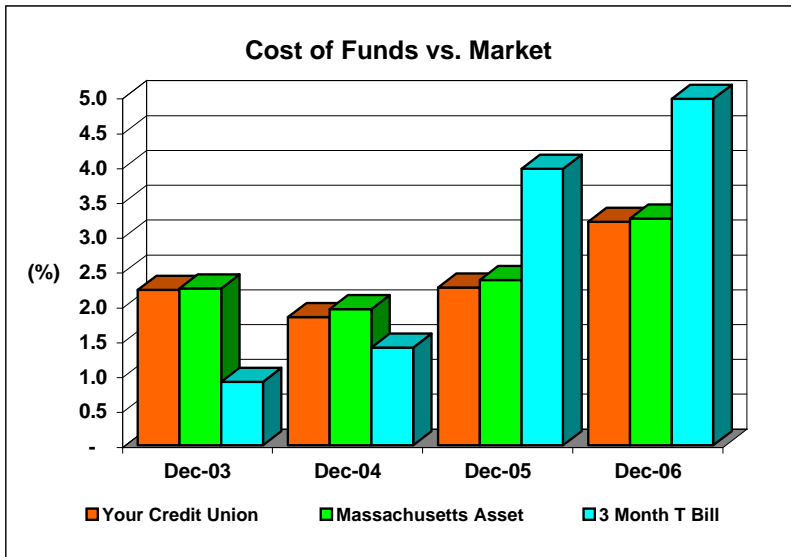
Shares: Growth, Pricing and Composition



Share growth remains high. Money market accounts have generally increased by more than other share types. Members of credit unions are looking for a fair return and safety from losses of principal.



The Average Share Balance is an indicator of the level of member savings penetration. This can also be influenced by the economic well-being of the credit union membership.

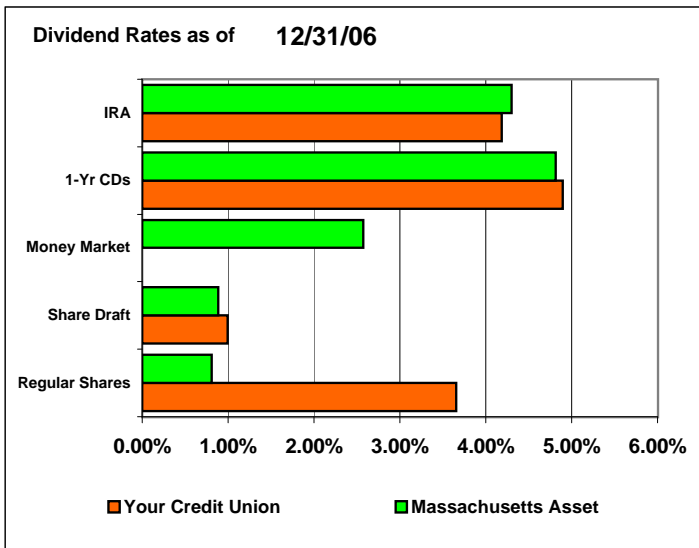
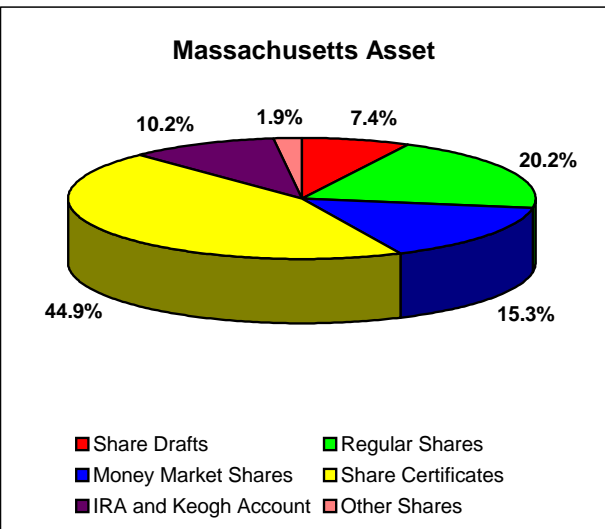
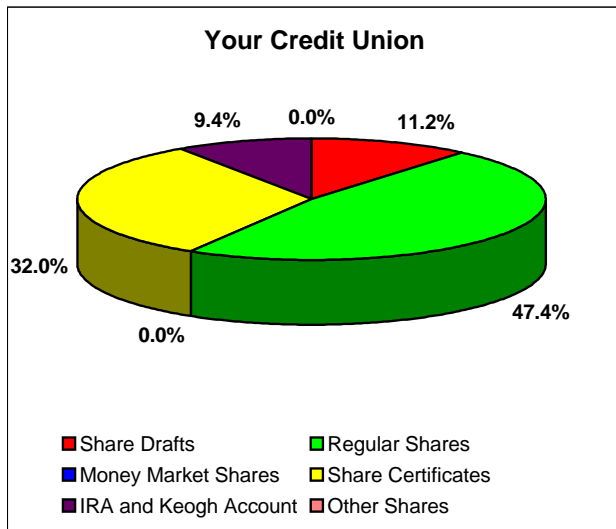


The Average Cost of Funds is a measure of how competitive your dividend rates are when compared to other credit unions and with an external interest rate benchmark.

Key Questions To Ask About Share Composition

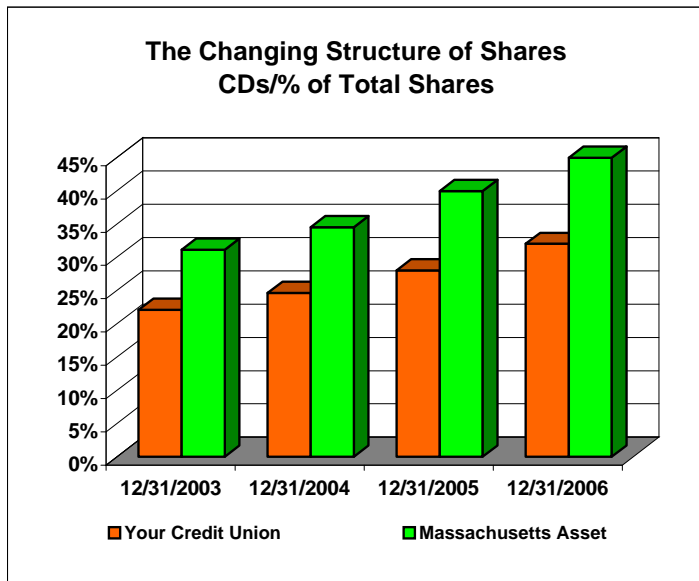
1. Are there any significant differences between your credit union's share composition and that of your peer credit unions? What is it? Why?
2. If there are any significant differences in dividend rates vs. the rates offered by the your peer credit unions, explain why this might be the situation.
3. How does your credit union's reliance in share certificates (CD's) compare to your peer credit unions?

Share Composition



Market Rates for 12/31/06

Prime Rate	8.25
Fed Funds Rate	5.24
10 Year US Treasury	4.56
1 Year CMT (Constant Maturity)	4.94
3 Month Treasury Rate	4.97



These charts show the composition of your members' deposit accounts and the rates paid for each type of account as of the indicated dates. The deposit and rate structures are important indicators of the credit union's share strategy. This is one important part of asset/liability planning and maintaining a stable net interest margin.

The final graph gives the percentage of member deposits that are in certificate accounts.

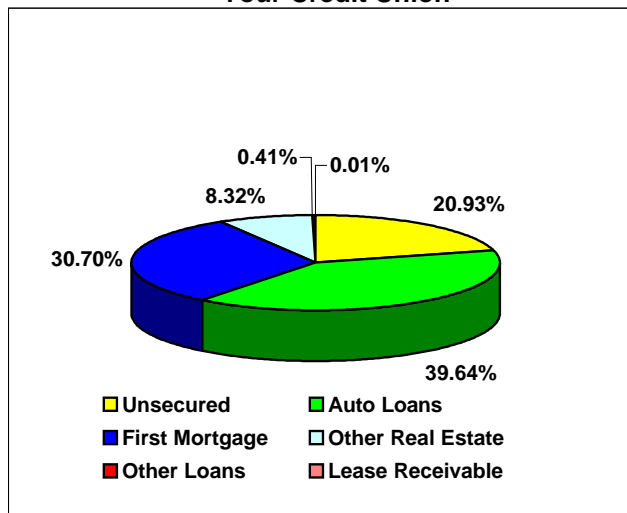
Key Questions To Ask About Lending Trends

1. Has the annual growth in your credit union's loan portfolio been steady or uneven? Why?
2. Has there been any significant change in the composition of the loan portfolio over the last four years? Why?
3. What difference if any, is there between your credit union's loan portfolio and the average portfolio of your peer credit unions?

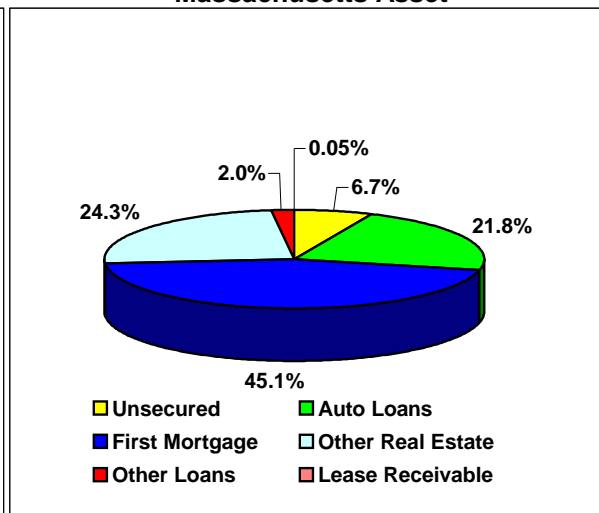
Lending Trends

	Your Credit Union				Massachusetts Asset Average
	Dec-03	Dec-04	Dec-05	Dec-06	Dec-06
Total Loans Outstanding	371,128,414	398,826,612	415,145,086	435,398,590	
Total Loans Granted	153,077,802	138,795,880	127,316,600	135,764,526	
Average Loan Balance	5,492	5,742	5,844	6,014	
Growth in Total Loans Outstanding %	6.10	7.46	4.09	4.88	
Composition:					
Unsecured	18.82%	18.97%	20.49%	20.93%	6.74%
Auto Loans	42.03%	43.53%	41.55%	39.64%	21.79%
First Mortgage	29.29%	28.25%	28.29%	30.70%	45.06%
Other Real Estate	9.26%	8.71%	9.08%	8.32%	24.35%
Lease Receivable	0.06%	0.02%	0.01%	0.01%	0.05%
Other Loans	0.55%	0.51%	0.57%	0.41%	2.01%
Total %	100.00%	100.00%	100.00%	100.00%	100.00%

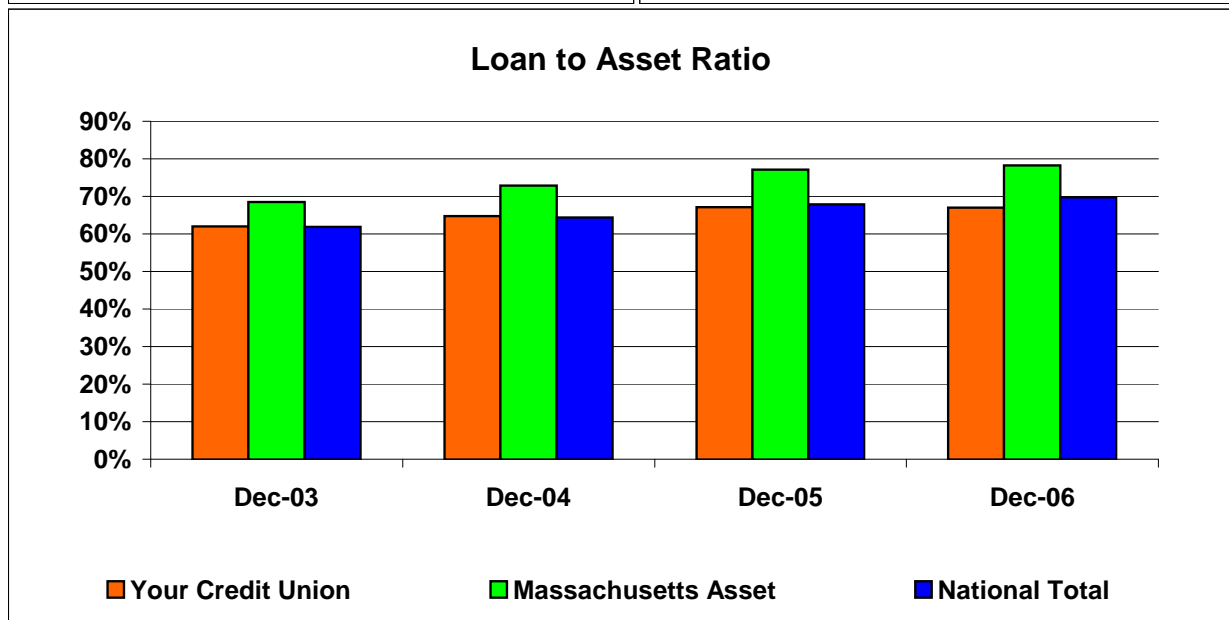
**Loan Portfolio Composition
Your Credit Union**



**Loan Portfolio Composition
Massachusetts Asset**

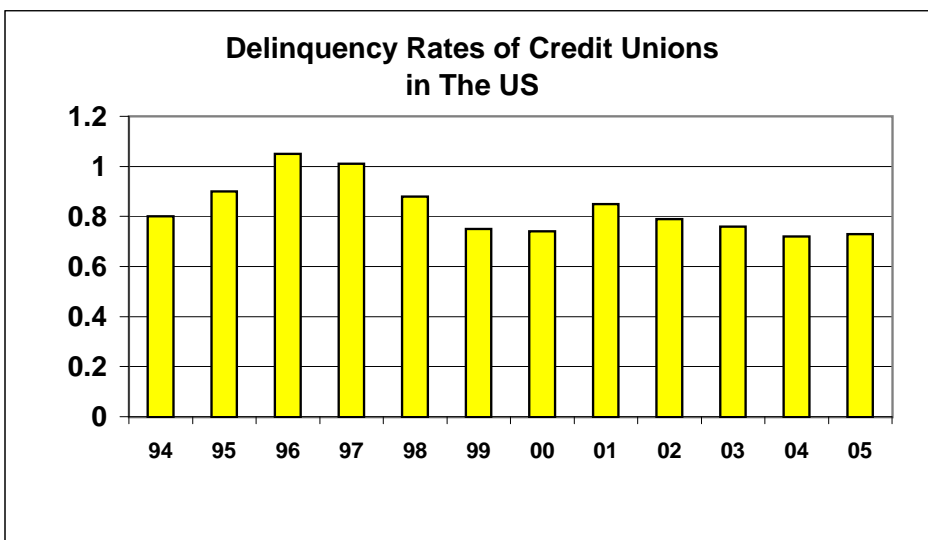


Loan to Asset Ratio



Key Questions To Ask About Loan Quality

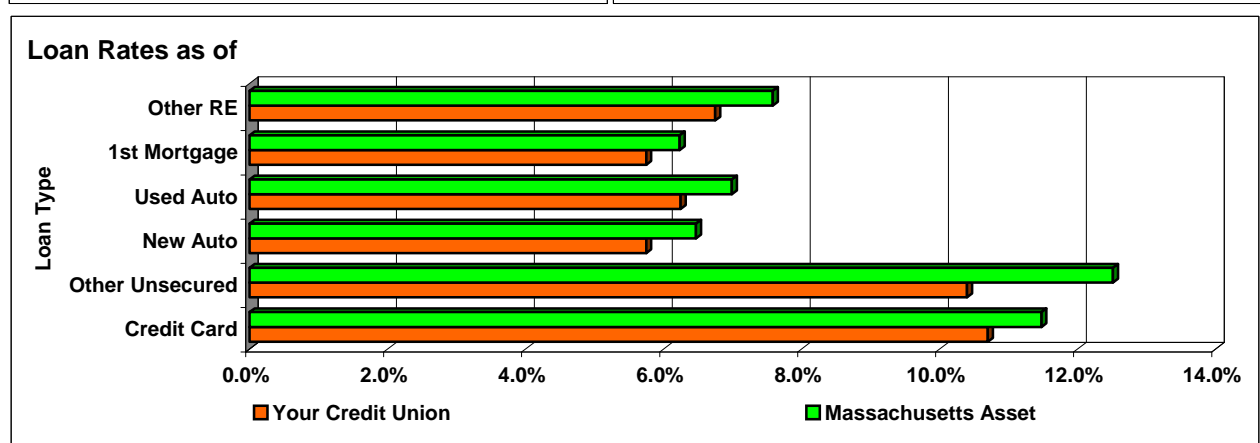
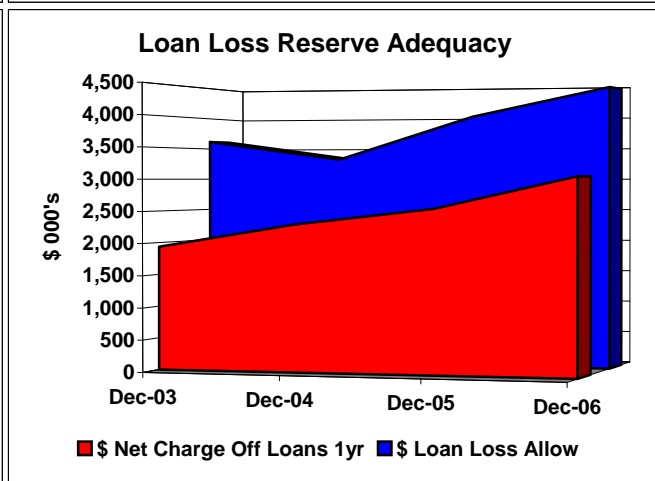
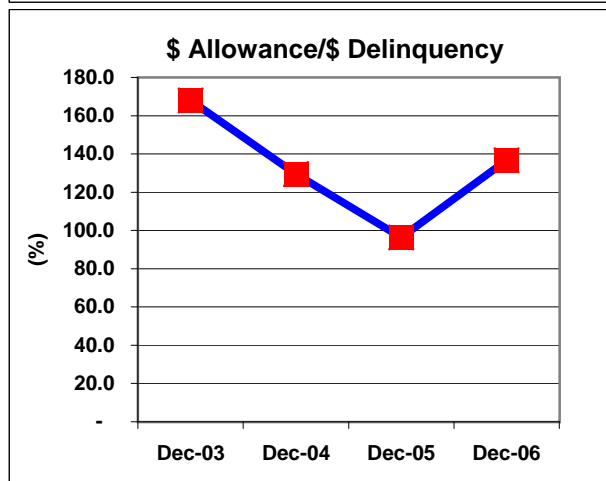
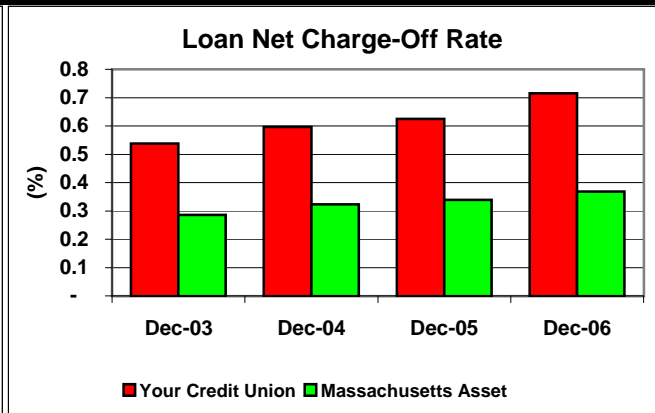
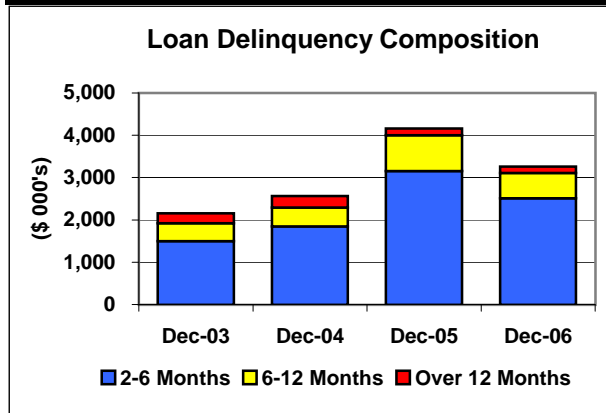
1. Has there been any significant dollar difference in the credit union's loan loss expense amount and the dollar amount of charged off loans for the same period? Why?
2. Is the credit union better reserved for delinquency now compared to three years ago? Explain how you would support your answer.
3. Is the trend in loan quality improving, declining or the same when compared to three years ago?
4. How do your credit union's loan rates compare to your peer credit unions' rates? Higher? Lower?



Source: NCUA Form 5300 Call Reports

Lending Trends (cont.)

	Your Credit Union				Massachusetts Asset Average
	Dec-03	Dec-04	Dec-05	Dec-06	Dec-06
	\$ Provision for Loan Loss	2,000,000	2,000,000	3,225,000	3,500,000
\$ Net Charge Off Loans	1,938,153	2,294,775	2,543,584	3,044,027	
Difference	61,847	(294,775)	681,416	455,973	
\$ Loan Loss Allowance	3,616,391	3,321,616	4,003,032	4,459,006	
% Loan Loss Allowance to Loans	0.97	0.83	0.96	1.02	0.52
% Loan Loss Allowance to Delinquency	167.92	129.45	96.30	136.74	101.05
% Delinquent Loans to Loans	0.58	0.64	1.00	0.75	0.52
% Loans to Assets	61.99	64.80	67.10	66.98	78.25



Key Questions To Ask About Operating Expenses

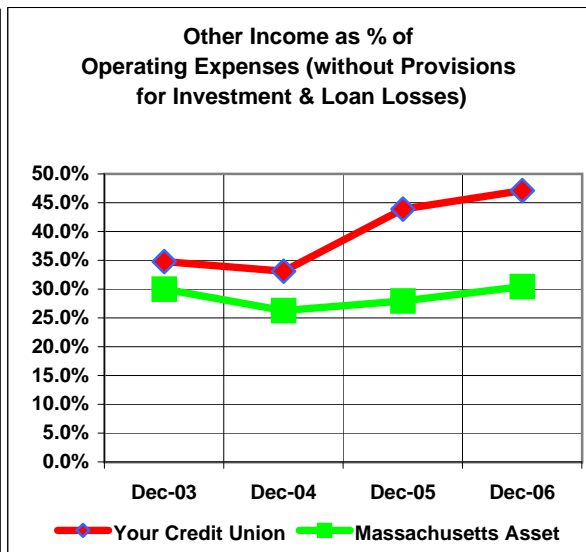
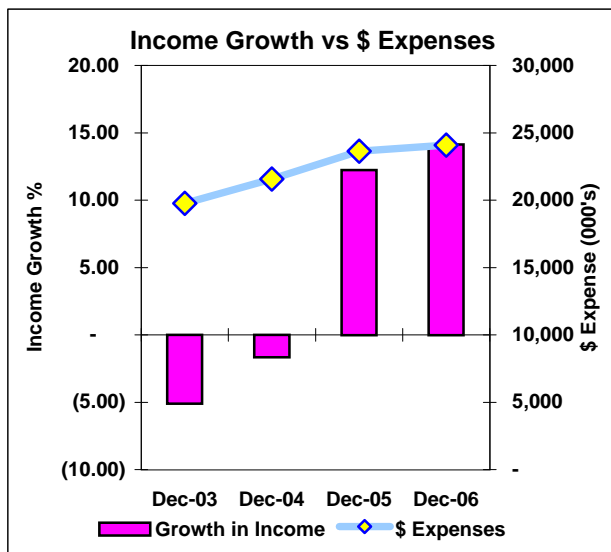
1. Have expenses increased at a greater rate than income over the past twelve months?
2. Has there been any significant change in the composition of operating expense over the past four years?
3. Does the operating expense/average assets trend of your credit union parallel that of your peer credit unions? Why or why not?
4. Look at the final graph. By comparing the numbers can you tell if other income (fees, points, insurance commissions etc.) has risen faster or slower than all operating expenses?

Operating Expenses

Operating Expenses include all of the costs of running the credit union except the cost of funds. For most credit unions the two largest expenses are salary and benefits and office operations.

	Operating Expense Comparison - % of Average Assets							
	Your Credit Union				Massachusetts Asset			
	Dec-03	Dec-04	Dec-05	Dec-06	Dec-03	Dec-04	Dec-05	Dec-06
Salary & Benefit	1.85	1.93	1.99	2.07	1.29	1.25	1.25	1.23
Office Occupancy	0.25	0.24	0.25	0.19	0.18	0.18	0.20	0.19
Office Operations	0.80	0.81	0.82	0.75	0.45	0.45	0.41	0.39
Travel & Conference	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03
Education & Promotion	0.04	0.04	0.03	0.03	0.12	0.14	0.13	0.13
Loan Servicing	0.10	0.11	0.12	0.11	(0.04)	0.12	0.12	0.11
Professional Services	0.02	0.02	0.02	0.02	0.32	0.21	0.22	0.24
Member Insurance	-	0.01	0.01	0.00	0.01	0.01	0.01	0.00
Operating Fees	0.01	0.01	0.01	0.00	0.01	0.01	0.01	0.01
Prov. Loan/ Inv. Loss	0.35	0.33	0.52	0.55	0.21	0.28	0.29	0.33
Miscellaneous	0.04	0.03	0.03	0.03	0.07	0.08	0.09	0.09
TOTAL	3.48	3.55	3.83	3.80	2.65	2.77	2.75	2.76

	Operating Expense Comparison - % of Total Expenses							
	Your Credit Union				Massachusetts Asset			
	Dec-03	Dec-04	Dec-05	Dec-06	Dec-03	Dec-04	Dec-05	Dec-06
Salary & Benefit	53.09%	54.43%	52.01%	54.59%	48.71%	45.16%	45.49%	44.61%
Office Occupancy	7.30%	6.80%	6.48%	5.05%	6.76%	6.39%	7.17%	6.95%
Office Operations	22.99%	22.85%	21.53%	19.82%	16.96%	16.36%	14.85%	14.11%
Travel & Conference	0.74%	0.75%	0.67%	0.75%	1.02%	0.99%	0.91%	0.98%
Education & Promotion	1.06%	1.05%	0.77%	0.72%	4.70%	5.23%	4.58%	4.78%
Loan Servicing	2.94%	2.96%	3.06%	2.98%	-1.44%	4.49%	4.27%	4.07%
Professional Services	0.55%	0.52%	0.62%	0.43%	11.98%	7.56%	8.14%	8.84%
Member Insurance	0.00%	0.19%	0.14%	0.12%	0.42%	0.26%	0.23%	0.18%
Operating Fees	0.18%	0.22%	0.16%	0.12%	0.52%	0.46%	0.45%	0.42%
Prov. Loan/ Inv. Loss	10.11%	9.28%	13.65%	14.53%	7.89%	10.09%	10.55%	11.88%
Miscellaneous	1.03%	0.95%	0.91%	0.90%	2.49%	3.02%	3.35%	3.19%
TOTAL	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%



Key Questions To Ask About Operating Expenses (cont.)

- 5. Why would your credit union's average salary and benefits per employee differ from that of your peer credit unions?
- 6. Does your credit union pay more or less, on average for its occupancy expense than the average of your peer credit unions?
- 7. Is there a trade-off in your credit union between operating expenses as a percentage of income and dividends as a percentage of income? (i.e. when one ratio rises the other falls)

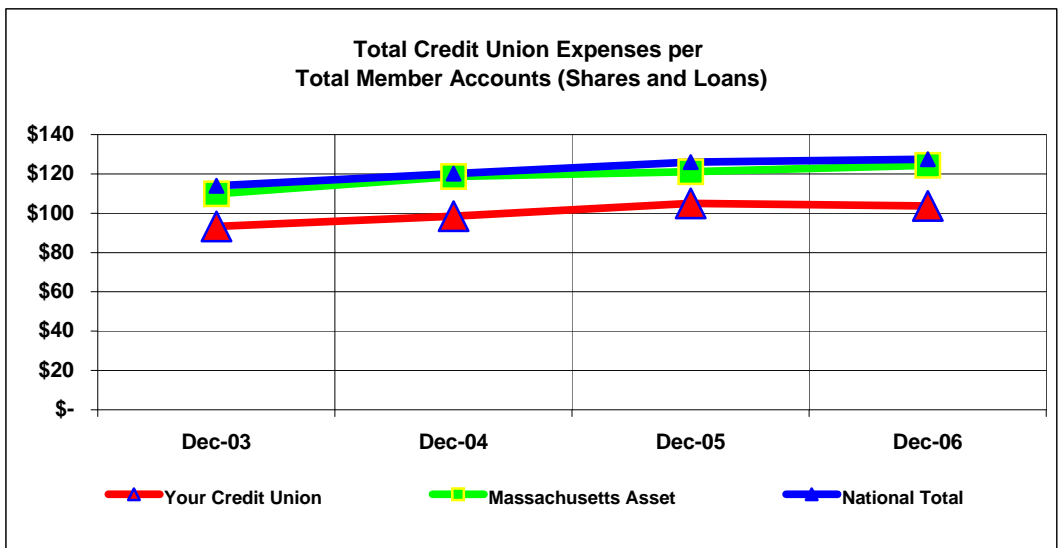
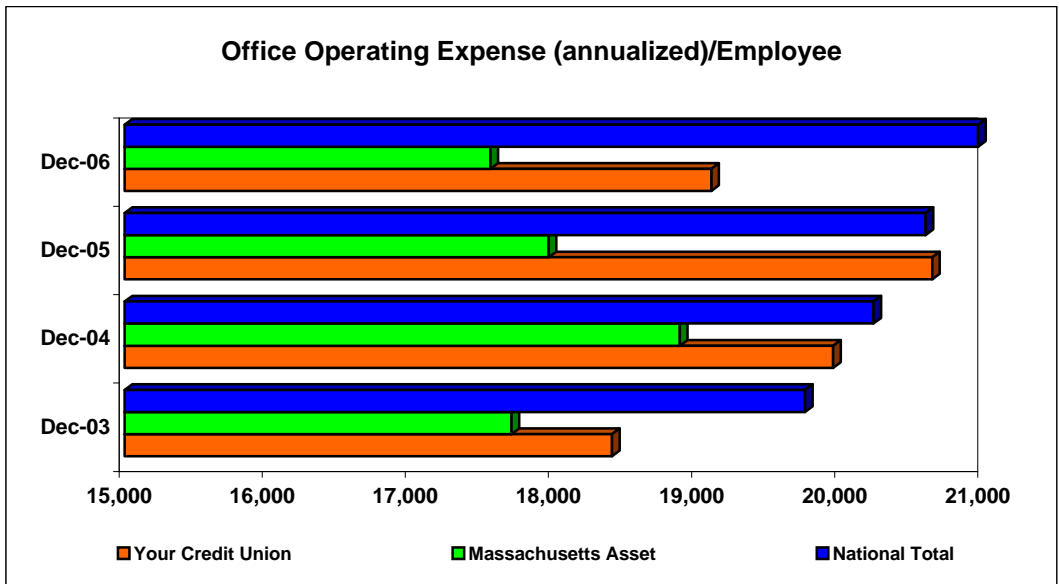
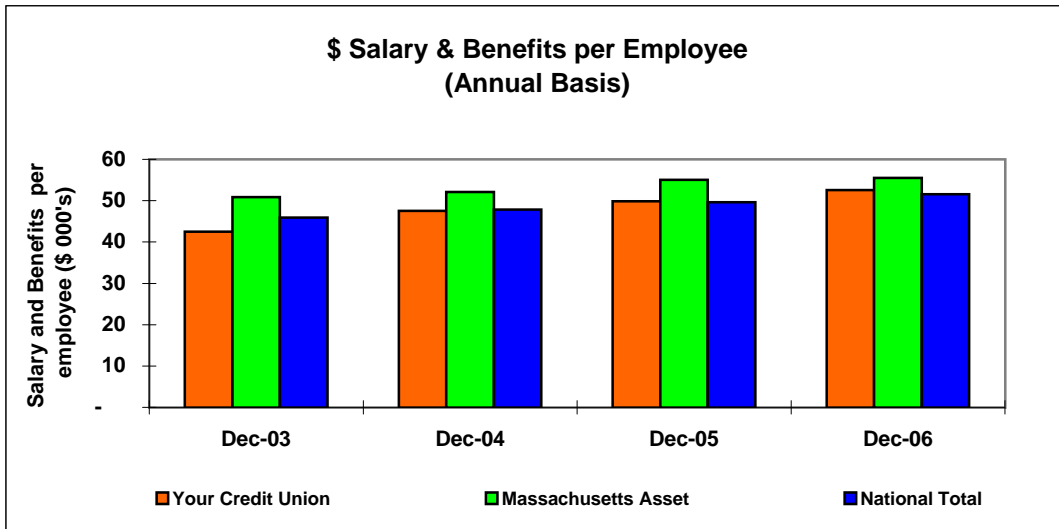
Operating Expenses & Size 12/05

(Includes Provision Expense)
(All credit unions in the US)

Peer Group	Op Exp/AvgAssets	% of Gross Income
<\$2MM	3.88%	76.96%
\$2-10MM	3.81%	71.33%
\$10-50MM	3.88%	68.65%
\$50-100MM	3.95%	67.03%
\$100-500MM	3.64%	62.96%
>\$500M	2.77%	52.24%

Source: NCUA Form 5300 Call Reports

Operating Expenses (cont.)



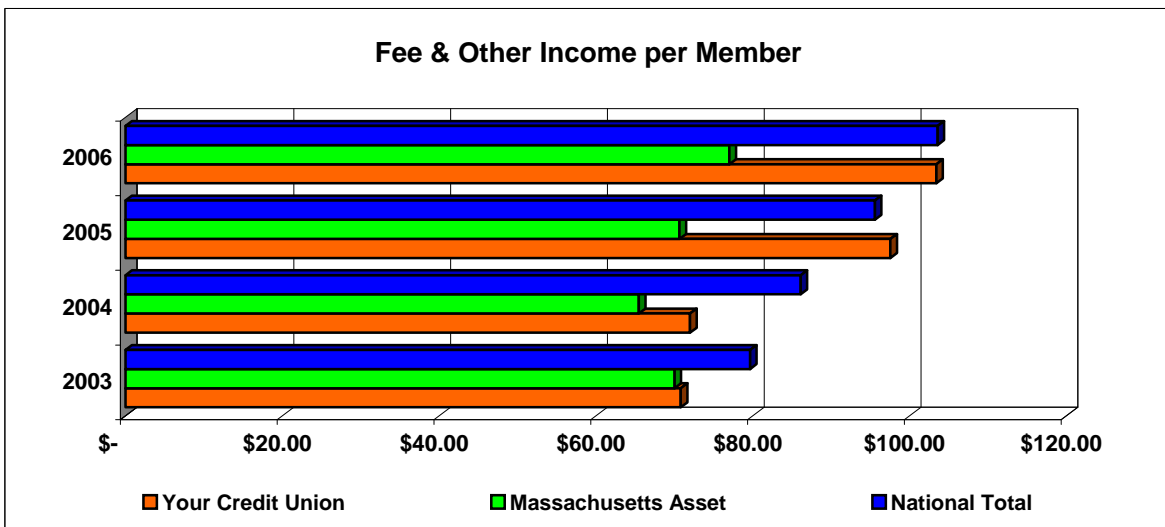
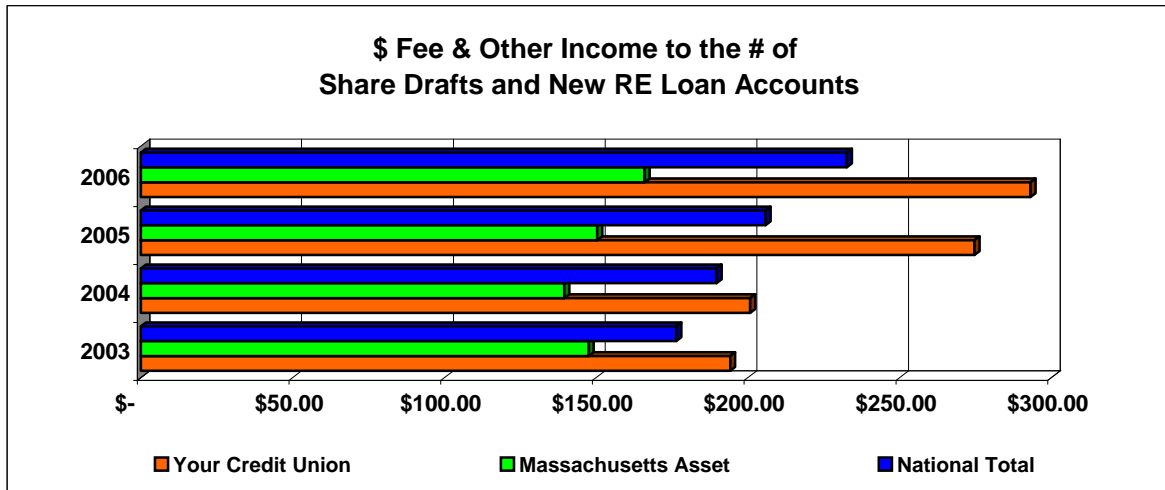
Key Questions To Ask About Fee and Other Income

1. How does Fee and Other Income compare to your peer credit unions? How do they compare to your local competition?
2. Is the Fee and Other Income charged commensurate with your credit union's real estate loan and share draft activity?
3. Does the Fee and Other Income reflect the level of service provided or made available to your members and the related expenses?

Fee and Other Income

Fee and other income practices can be used to off-set operating costs based on the level of service provided to members, or they can be used to discourage members from non-creditworthy practices. A majority of this income is generated from real estate loan and share draft account activity.

	Your Credit Union				Massachusetts Asset	National Total
	12/31/2003	12/31/2004	12/31/2005	12/31/2006	12/31/2006	12/31/2006
Fee Income	2,924,064	3,023,426	4,980,558	5,314,364	4,257,513	704,708
Other Income	3,252,132	3,449,336	3,978,718	4,390,481	2,313,397	356,257
Total	6,176,196	6,472,762	8,959,276	9,704,845	6,570,910	1,060,965
Real Estate Loans Granted	72,420,929	36,525,881	41,577,240	45,316,809	155,102,704	11,117,345
Real Estate Loans Sold	12,778,111	1,997,188	3,989,700	453,000	23,936,325	1,938,279
Share Draft to Total Shares	9.70%	10.58%	11.05%	11.18%	7.36%	11.71%
All Real Estate Lns to Assets	23.90%	23.95%	25.07%	26.13%	54.31%	34.47%
Delinquent Lns to Loans	0.58%	0.64%	1.00%	0.75%	0.52%	0.68%
Fee & Other Inc to Ave Assets	1.09%	1.07%	1.45%	1.53%	0.74%	1.28%



Key Questions To Ask About Productivity Measures

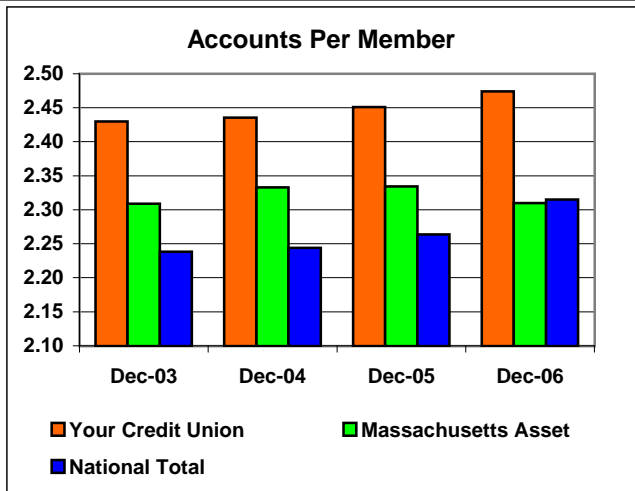
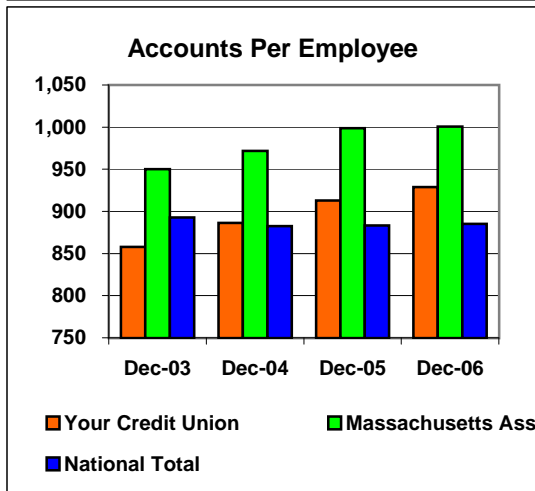
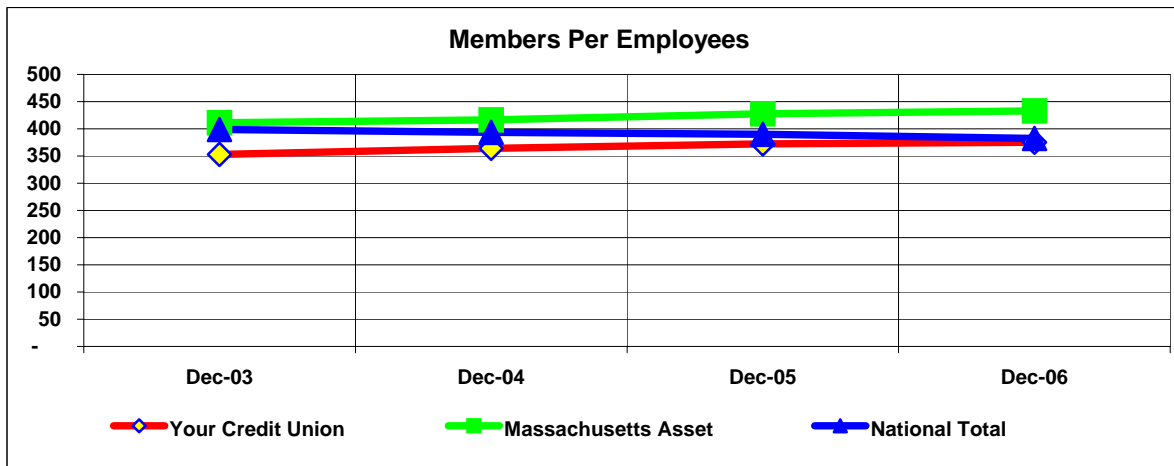
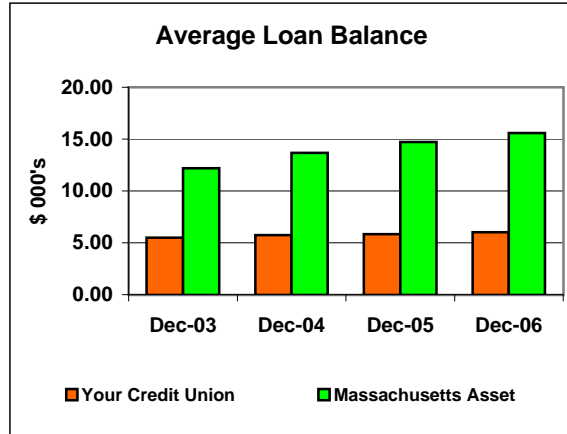
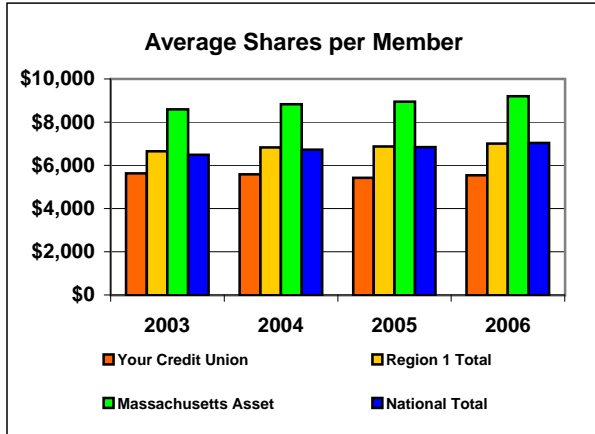
1. Has the credit union increased the number of full time (equivalent) employees?
2. Has the rate of employee growth been faster or slower than member growth? Than total member account growth?
3. Overall would you say the credit union's productivity is higher or lower than the average of your peer credit unions?

Productivity Measures

Productivity refers to the volume of activity or number of member or the assets managed by employees. A major focus of all financial institutions has been to increase efficiency in order to lower overall costs.

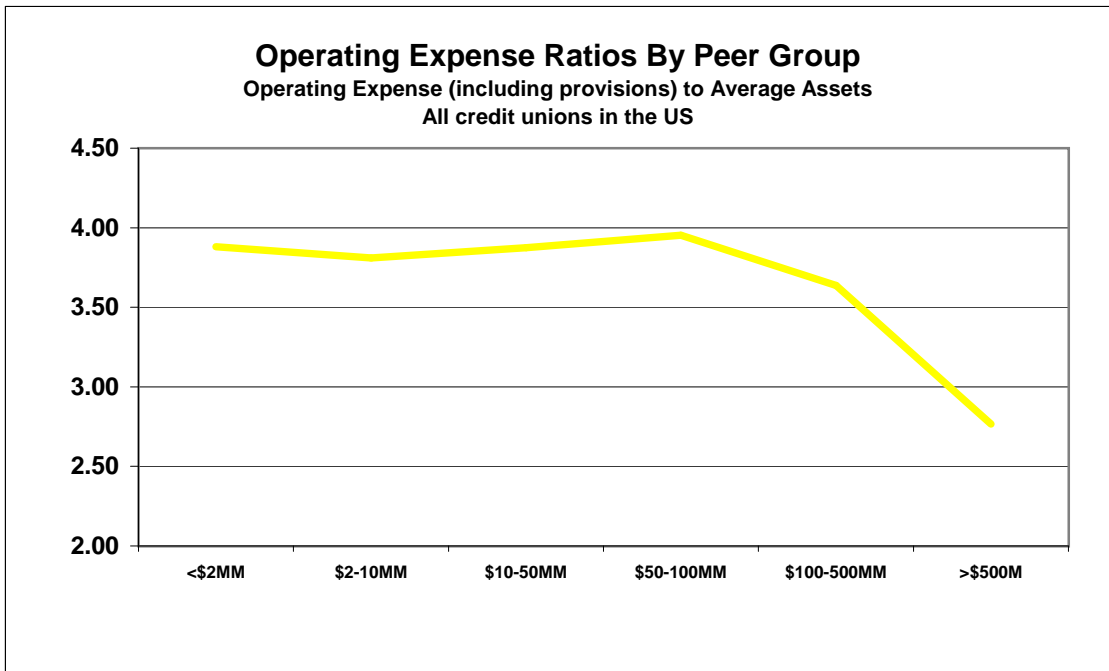
Credit Union Productivity Measures

	Dec-03	Dec-04	Dec-05	Dec-06
Members	87,196	89,883	91,823	93,838
Employees FTE	247	247	247	250
Total # Loan Accounts	67,579	69,461	71,037	72,402
Total # Share Accounts	144,285	149,470	154,028	159,769
Total Accounts	211,864	218,931	225,065	232,171
Total Assets	\$ 598,657,791	\$ 615,513,780	\$ 618,738,615	\$ 650,076,027



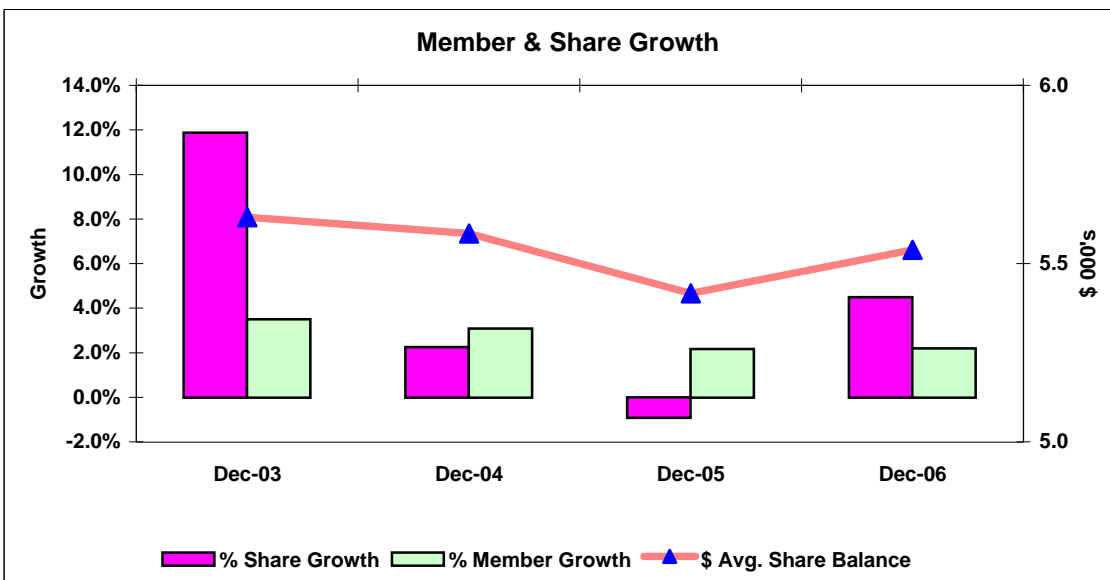
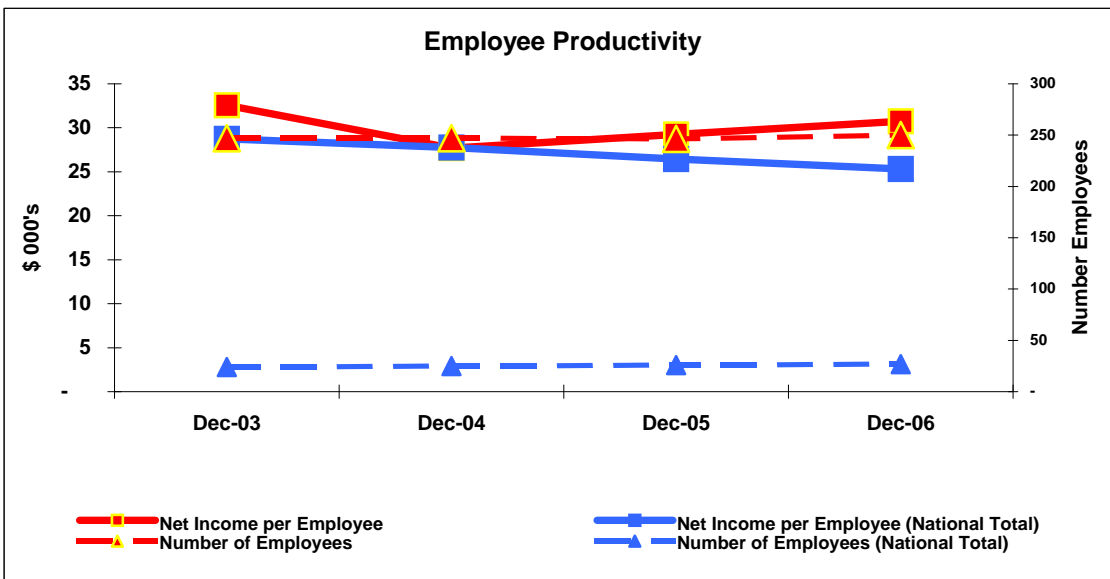
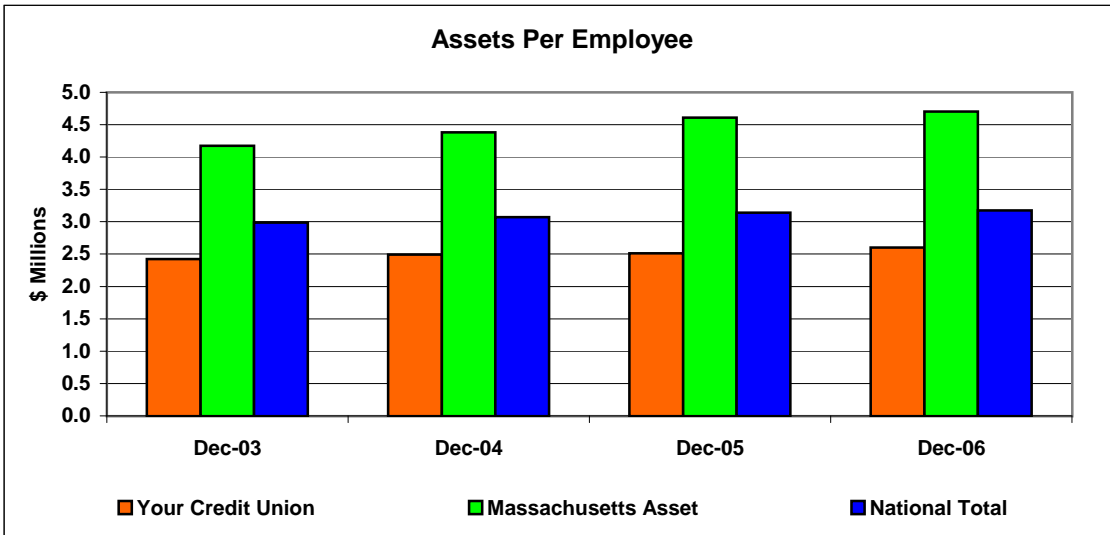
Key Questions About Productivity Measures (cont.)

- 4. Has the rate of asset growth exceeded the rate of employee growth in the credit union? Why or Why not?
- 5. Can you explain the trend in net income per employee? Is this related to productivity or some other factor such as a change in the net interest margin?



Source: NCUA Form 5300 Call Reports

Productivity Measures (cont.)



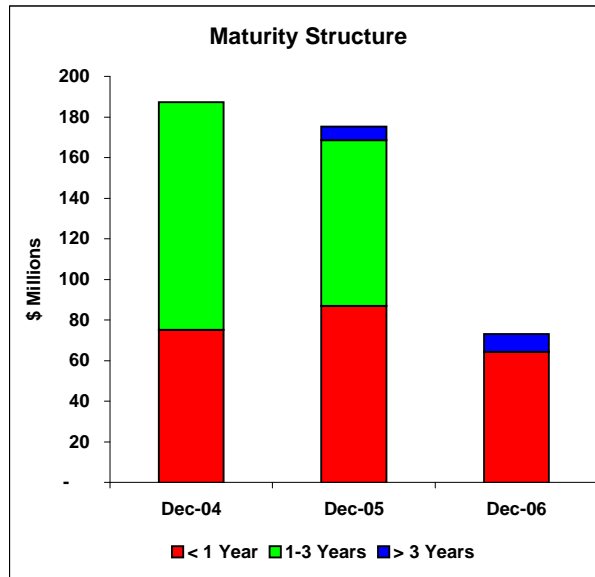
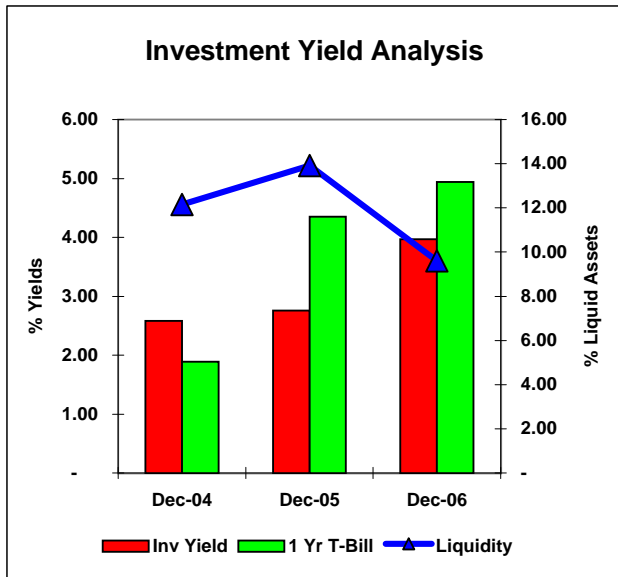
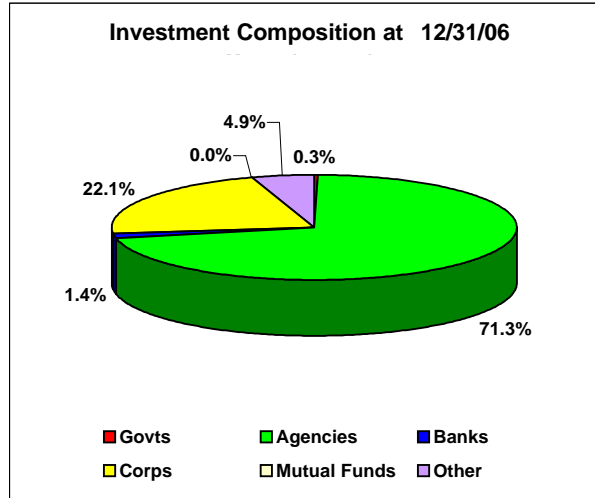
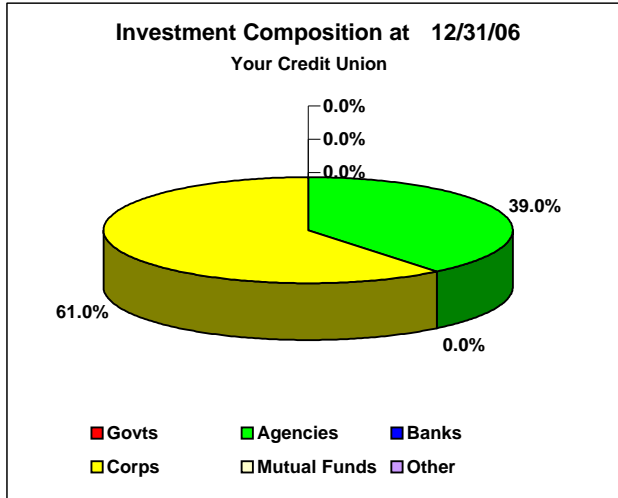
Key Questions To Ask About Investment Performance

1. Has there been any significant change in the size of the credit union's investment portfolio?
2. Has the credit union changed the composition of the portfolio over the same period?
3. Can you explain why the yield in the portfolio is less than or greater than the one-year T-bill?
4. Does the composition of your credit union's portfolio show any significant differences from the average of your peer credit unions? Why?

Investment Performance

Investment Portfolio Composition

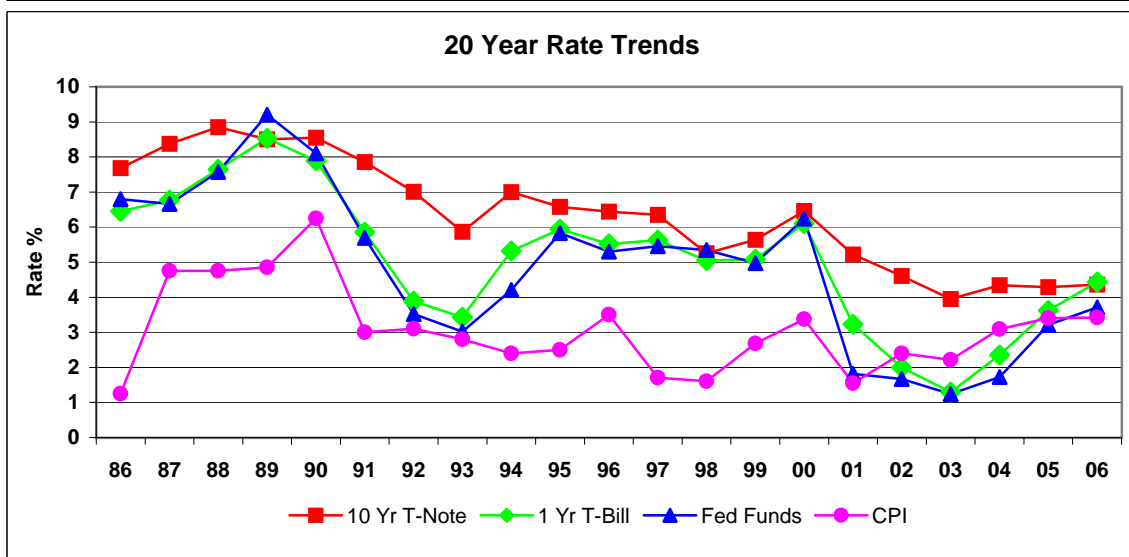
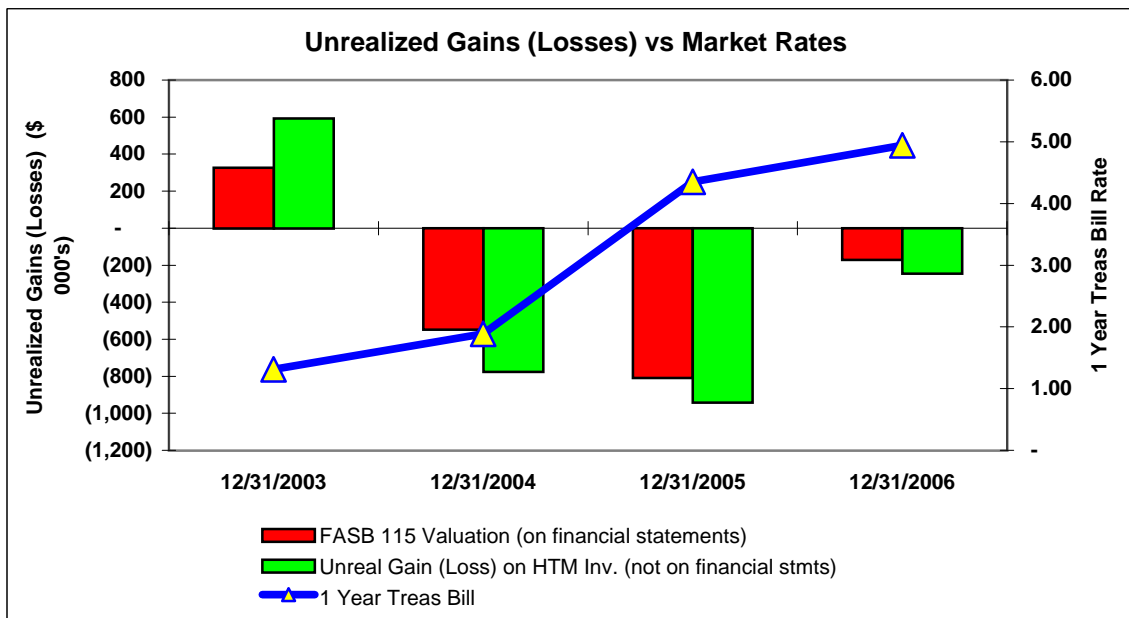
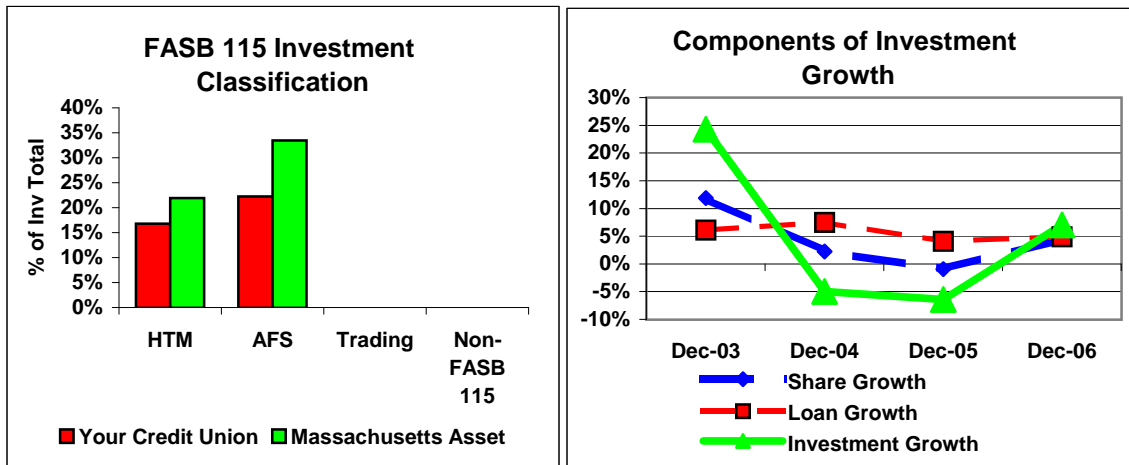
	Dec-03	Dec-04	Dec-05	Dec-06	% Total
Governments	-	-	-	-	0.0%
Agency	160,485,190	148,840,976	112,545,942	73,218,940	39.0%
Banks/S&L	-	-	-	-	0.0%
Corporates	36,683,277	38,496,806	62,739,479	114,355,867	61.0%
Mutual Funds	-	-	-	-	0.0%
Other	-	-	-	-	0.0%
Total \$	197,168,467	187,337,782	175,285,421	187,574,807	100.0%
Cash	4,680,293	2,907,285	3,163,041	2,943,287	
Realized Gains (Losses)	-	-	-	-	
Unrealized Gains (Losses)	326,745	(546,263)	(807,647)	(170,529)	



Key Questions To Ask About Investment Performance (cont.)

5. Has the credit union's investment portfolio grown at the same rate as total shares?
6. How close to market value is the credit union's investment portfolio?
7. Is the unrealized gain/loss on all investments rising or falling?
8. Has the change in unrealized gains or losses paralleled changes in market rates?
9. To what degree does your credit union's classification of investments under FASB 115 affect unrealized gains and losses reflected either on or off the books?

Investment Performance (cont.)



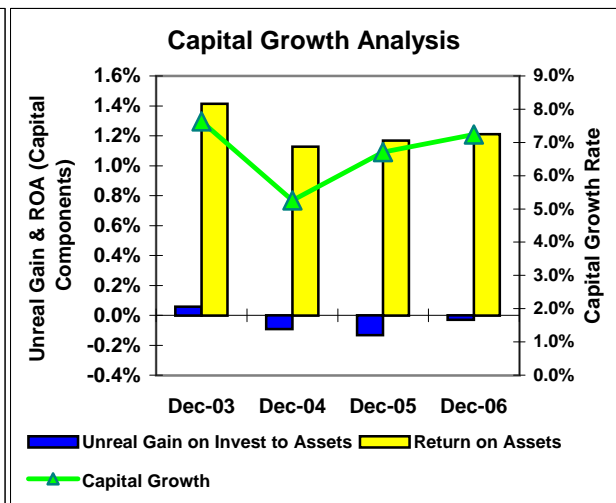
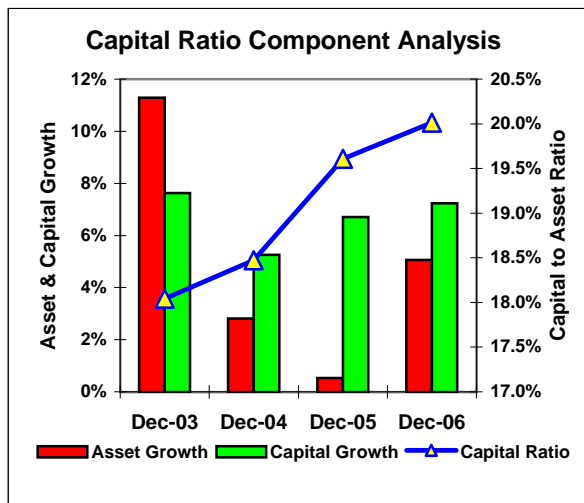
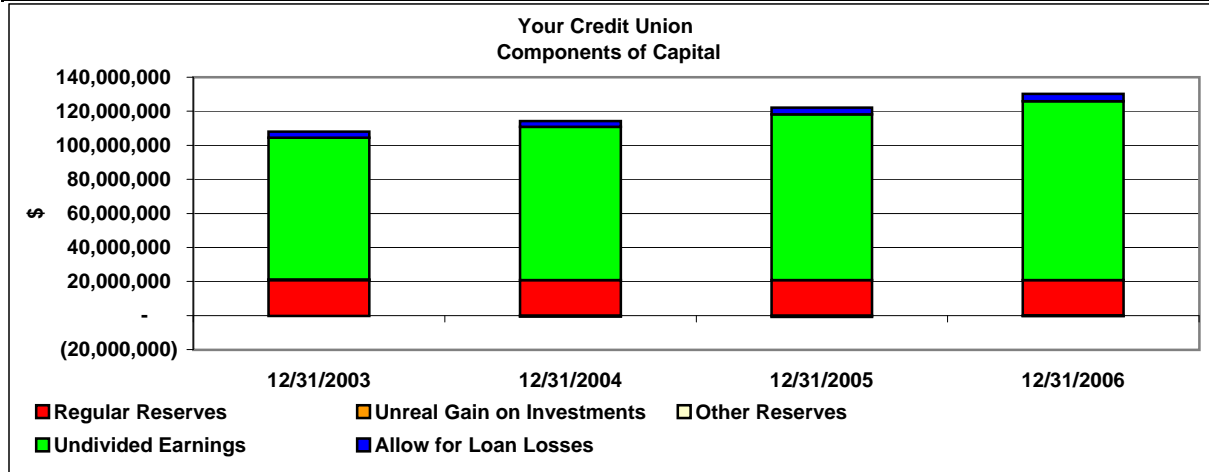
Key Questions To Ask About Capital Analysis

1. How does your credit union's capital ratios compare to the average for your peer credit unions? Why is it different?
2. How does the growth in your credit union's capital ratios compare to the growth of the average credit union in your peer groups?
3. Is your growth in capital at least equal to growth in assets?
4. To what degree does the changing market value of your investments and return on assets affect your capital position?

Capital Analysis

Capital Adequacy is a fundamental concern for every credit union. Your credit union should have sufficient Capital to ensure that your members have a safe and sound institution to meet their financial needs, now and well into the future. Strong Capital enhances the ability to expand products and services and allows the credit union to absorb unforeseen losses. Credit Union Growth, Regulatory Issues, Competition, Local Economics and Market Interest Rates are all items which should be considered when evaluating the adequacy of Capital. Every credit union should have their own capital plan which evaluates all factors in determining the level of appropriate capital for the credit union. Asset growth and net income (ROA) are among the most manageable components of the Capital to Asset ratio.

	Your Credit Union				Massachusetts Asset			
	Dec-03	Dec-04	Dec-05	Dec-06	Dec-03	Dec-04	Dec-05	Dec-06
Capital to Assets Ratio	18.04	18.47	19.61	20.01	10.11	9.84	9.73	9.94
Net Capital to Assets	17.54	17.81	18.81	19.29	9.73	9.32	9.24	9.46
Capital Ratios without Investment Market Value Gains (Losses)								
Capital to Assets Ratio	17.99	18.56	19.74	20.04	10.13	9.93	9.90	10.04
Net Worth Ratio	17.39	18.02	19.09	19.35	9.73	9.52	9.51	9.63



Appendix A (5-Year Financial Comparison)

Balance Sheet

	12/31/2002	12/31/2003	12/31/2004	12/31/2005	12/31/2006
Assets:					
Cash	4,913,144	4,680,293	2,907,285	3,163,041	2,943,287
Investments	158,653,303	197,168,467	187,337,782	175,285,421	187,574,807
Loans	349,807,393	371,128,414	398,826,612	415,145,086	435,398,590
Allowance for Loan Losses	(3,554,543)	(3,616,391)	(3,321,616)	(4,003,032)	(4,459,006)
Repossessed Property	30,001	88,000	1	-	110,698
Fixed Assets	17,593,442	17,853,440	17,476,496	16,216,092	15,475,918
All Other Assets	10,517,892	11,355,568	12,287,220	12,932,007	13,031,733
Total Assets	537,960,632	598,657,791	615,513,780	618,738,615	650,076,027
Liabilities & Capital:					
Dividends Payable	-	-	-	-	-
Notes Payable	-	-	-	-	-
Other Liabilities	2,364,533	3,345,339	3,184,381	4,037,555	4,733,958
Sub-Total	2,364,533	3,345,339	3,184,381	4,037,555	4,733,958
Total Shares	438,789,842	490,907,712	501,956,106	497,380,165	519,698,782
Regular Reserve	20,827,420	20,827,421	20,827,421	20,827,420	20,827,420
FASB 115 Valuation Reserve	767,761	326,745	(546,263)	(807,647)	(170,529)
Undivided Earnings & Other Reser	75,211,076	83,250,574	90,092,135	97,301,122	104,986,396
Total Reserves & Undivided Earnings	96,806,257	104,404,740	110,373,293	117,320,895	125,643,287
Total Liabilities & Capital	537,960,632	598,657,791	615,513,780	618,738,615	650,076,027

Income Statement

Income:					
Investment	6,109,861	5,422,523	4,964,099	4,998,335	7,197,647
Loan	28,237,139	26,574,206	26,112,985	28,182,762	31,190,985
Fee & Other	5,865,807	6,176,196	6,472,762	8,959,276	9,704,845
Total Income	40,212,807	38,172,925	37,549,846	42,140,373	48,093,477
Expenses:					
Total Operating Expenses	16,707,394	17,773,100	19,560,503	20,407,003	20,592,683
Provision for Loan & Investment Lc	1,750,000	2,000,000	2,000,000	3,225,000	3,500,000
Cost of Funds	12,945,554	10,372,253	9,122,624	11,299,758	16,308,338
Total Expenses	31,402,948	30,145,353	30,683,127	34,931,761	40,401,021
Non-Operating Income (Losses)	(7,092)	11,926	(25,158)	375	(7,181)
Net Income	8,802,767	8,039,498	6,841,561	7,208,987	7,685,275

Additional Financial Statement details are available in the corresponding sections to this report



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