

Assumptions

PARAMETER	VALUE	SOURCE
STARTUP AND GROWTH		
Initial Deposit Accounts	3,300	Plan (minimum 2,430 if stock sold to humans only)
Monthly Growth Factor (percent of goal)	100%	Plan
Population of Primary Service Area	12,579	U.S. Census projection, extrapolated to 2009
Market Share (Projected)	51%	Survey: %WillSwitch * 60%
Years to Reach Market Share	10	Plan Normally: 10
Deposit Accounts After 10 Years	4,045	(Primary Population / 30%) * AccountsPerPerson * Marke
Saturation Growth Rate (annually beyond market share)	4.00%	Average annual increase in MA since 1996 (CUNA)
Growth Exponent	0.75	Plan 1=linear 2=increasing as the square of time (power :
Federal or State Charter	State	Plan
Building Acquisition and Renovations	\$ 750,000	Startup Sheet
Initial Equipment and Installation Costs	\$ 137,000	Startup Sheet
Other Startup Costs (Management, etc.)	\$ 458,000	Startup Sheet (intangibles amortized over 0 years)
Initial Capital Net	\$ 5,000,000	Plan (net of organizing costs) (works with 2.7M)
Initial Capital	\$ 6,345,000	Plan (organizing costs plus clear capital)
Minimum Initial Stock Sold to Non-Depositor Investors	\$ -	Plan / Survey
Stock Par Value	\$ 1.00	Plan (arbitrary)
Average Months Stock Held Before Opening	12	conservative guess
Average Prime Before Opening	5%	Guess, based on current trends
Stock Initial Price Per Share	\$ 1.04	Plan (on Opening)
Years Before Dividends	999	Plan (never)
Minimum Years to Retain All Earnings	-	Plan (based on backing by book value instead)
Unexpected Disasters (Year 1,2,3,5,8)	\$ -	\$ - \$ - \$ - \$ -
Divisor for Equipment Lease Costs (years)	5	Plan
Other Startup Costs Life in years	-	bank regulations
Advertising Cost Per New Customer	\$ 20	Plan
Monthly Advertising Cost Per Old Customer	\$ 1.00	Plan
New Account Costs	\$ 15	Plan
Percentage of Tithing Retained	0%	Plan (none once bank is profitable, in any case)
Percentage of Profits Retained	10%	Plan (100% until Retained Earnings > 0)
Initial Prime Rate	4.50%	Guess based on past and current trends (from bankrate.c
INTEREST RATES (relative to prime)		
Increase in Prime Per Quarter	0.250%	Guess, based on past trends
Maximum Prime	10.000%	Guess, based on past trends
Minimum Prime	4.000%	Guess, based on past trends
Planned Appreciation Rate of Stock	-1.50%	Plan (relative to prime)
Maximum Interest on Stock	8.00%	Plan (not relative to prime)
Interest Rate on Deposits (average)	-2.50%	Plan (relative to prime)
FHLB Interest Rate	-1.55%	FHLB 5-year regular advance
Interest Rate on Cash Reserves	-2.50%	Minimum (long-term CD rate)
Return on Security Investments	1.00%	unused
Interest Rate on Loan Loss Reserve	-1.25%	half of Interest Rate on Cash Reserves
CUSTOMER BEHAVIOR		
Average Minimum Monthly Balance	\$ 3,507	Survey
Avg Deposits Minus Avg Minimum Monthly Balance	\$ 1,500	Survey/FRB
Average Deposits Per Depositor	\$ 5,007	FRB (conservative: US avg \$6058 for checking accounts
Average Common Stock Per Depositor	\$ 1,521	Survey less 25% (conservative)
Average Checks Per Month Per Depositor	28	FRB
Average Household Income	\$ 49,073	Census 1999 and 2002, extrapolated
Average Check Size	\$ 146	conservative (FRB says US average is \$1,070)
Merchant Accounts Percentage	20%	Survey (limited conservatively) (unused)
Percentage of Checks to Local Merchants	10%	Conservative guess
Percentage of Checks to Member Merchants (per acct)	0.002%	=%local [*Accounts] / (Population*AccountsPerPerson)
Maximum Percentage to Member Merchants	50%	Conservative limit to optimism
Percent of those Checks Replaced by Local Debit Card	10.0%	Conservative guess

Average Member Merchant Tithe to Community	2.98%	Survey
Accounts Per Person	0.38	FRB (check this elsewhere, too)
Bounced Checks Per Account Per Month	0.15	FRB
Percentage Paying Mortgage Late	4.55%	clarkhoward.com and http://www.washingtonpost.com/wp
Percentage Who Want Printed Statements	10.00%	Conservative guess

PER-ITEM COSTS AND FEES

Overlimit Fee	\$ 28.00	Plan
Late Mortgage Payment Fee (percentage of payment)	5%	Plan
Statement Costs	\$ 0.95	Postage + envelope + paper + printing + labor
Statement Charge	\$ 1.50	Plan
EFT Charge Per Deposited Check	\$ 0.11	FRB
Check Fee as Percentage of Rebate	50%	Plan

CREDIT CARDS

Sponsored Visa Member?	TRUE	
Depositor Annual CC Volume	\$ 5,570.57	answers.com/Census/answers.com/cardweb.com =90% of income * (\$1.45tril CC/11tril total spending 2004 half our share, if our share of merchant account sales is proportional to our share of customers =CustAnnualCCVol/PctCustsWithMerchantAcct/2
Merchant Annual CC Volume	\$ 55,705.70	
Quarterly Consumer CC Fees	0.000%	Visa 0.069% <--Principle Member Rates
Quarterly Merchant CC Fees	0.000%	Visa 0.084% (All ZERO, if sponsored)
Minimum Quarterly CC Fees	\$ -	Visa \$ 750.00
Monthly ATM Network Fees	\$ -	Visa \$ 500.00
Transaction Fee	\$ -	Plan \$ 0.25
Transaction Fee Percentage	0.00%	Plan 0.40% ?
CC Profit Percentage	0.00%	Alternatives FCU (VISA gave 0.75% as an ex
Percentage of Customers With Merchant Account	5.00%	Survey (Conservative. Survey showed 21.4%)

LOANS (see calculations below)

	Net Orig Cost	Avg Size	Avg Years	
Mortgage Loan	\$ 2,500.00	\$ 170,456	7	Orig Cost: loc
Multifunit Loan	\$ 2,700.00	\$ 511,368	8	Avg Size: Plar
Land Loan	\$ 2,500.00	\$ 80,000	7	Avg Years (m
Commercial Loan	\$ 4,500.00	\$ 200,000	3	Am Home Mo
Consumer Loan	\$ -	\$ 2,000	1	Avg Years (otl
Loan Denial Rate	50%	Very conservative estimate (http://www.smrresearch.com		
Loan Application Fee	\$ -	Plan		
Percentage of Mortgages that are ARMs	50%	Plan		
Percentage of Loans that are Commercial	50%	Plan		
Standard Deviation Ratio of Loan Life	0.50	Guess (has little effect on business plan)		

FUND LEVELS

Tax Escrow Percentage of Mortgage Loan Amounts	1.475%	Weighted average tax rate (90% loan on 90% of value)
Reserve Percentage of Demand Liabilities	10.0%	Plan (3% required up to \$47.6 million)
Percentage of Cash Held As Currency	10%	Plan
Minimum Capitalization	20.0%	FDIC "well-capitalized" x 2
Mortgage Loan Losses (projected, per year)	0.25%	FDIC: less than 0.04%
Commercial Loan Losses	1.50%	FDIC: less than 1%
Consumer Loan Losses	1.50%	FDIC: less than 1%

PERSONNEL

	Pay Rate	Hours/Month (Clerk and Manager hours are per custc
Clerk Pay Rate, including benefits	\$ 16.67	0.10 salary.com & Plan
Manager Pay Rate, including benefits	\$ 50.00	0.10 salary.com & Plan (excludes loan originatic
Director Pay Rate (no benefits)	\$ 25.00	10.00 Plan
Number of Directors	12	Plan
Minimum Number of Managers	2	Plan
Fringe Benefit Rate	25%	Plan
Savings on Initial Loan Origination Costs	98%	Plan (Volunteer labor; powers of attorney)
Work Hours Per Week	35	Plan
Vacation Weeks Per Year	3	Plan (minimum)
Work Hours Per Quarter	429	Plan
Annual Consulting Income	\$ 2,000	Plan (paid by the nonprofit Cooperative Sponsor)

PERIODIC COSTS

FDIC Quarterly Fee	0.04%	FDIC 17 annual basis points if well-capitalized (max 24)
Monthly Rent and Utilities	\$ 2,500	Local Newspaper Ads
Monthly Pre-opening Carrying Costs (if purchasing)	\$ 1,000	Local example
Purchase (as opposed to renting) Office Building?	TRUE	
Monthly Phone and Internet costs	\$ 200	Plan (local inquiries)
Monthly IT Services (website etc.)	\$ 100	Plan
Monthly Phone Answering Service - base cost	\$ 30	Typical nationwide 24/7 rate
Monthly Phone Answering Service - per customer	\$ 0.10	based on one call per customer every 10 months
Monthly Director Training	\$ 1,000	plan
Monthly Payroll base cost	\$ 20.00	Local quote
Monthly Payroll cost Per Employee	\$ 2.00	Local quote
Massachusetts Excise Tax Rate	10.50%	Massachusetts DOR website
Massachusetts Excise Tax Minimum (annual)	\$ 456.00	Massachusetts DOR website
Local Property Tax Rate per thousand (annual)	\$ 12.36	Massachusetts Division of Local Services
Annual Audit and Tax Preparation costs	\$ 24,000	Snyder & Haller quote x 3
Annual Legal Costs	\$ 50,000	conservative guess
Annual Insurance (fidelity, D&O, premises)	\$ 2,000	Local quote (Blackmer Insurance Company)
Other Fees (annual)	\$ 300	\$100 ATM; \$200 memberships & subscriptions

Mortgage Loan Origination Cost Calculations

	staff hrs / %	client pays	bank pays
personnel (loan officer) hours	20.0	\$ 1,000	\$ - \$ 1,000
advertising		\$ 250	\$ - \$ 250
appraisal		\$ 400	\$ 400 \$ -
credit report		\$ 18	\$ 18 \$ -
flood certification		\$ 20	\$ 20 \$ -
tax service		\$ 85	\$ 85 \$ -
attorney		\$ 600	\$ 600 \$ -
title insurance	0.16%	\$ 273	\$ 273 \$ -
municipal lien certificate		\$ 25	\$ 25 \$ -
recording fee - lien		\$ 65	\$ 65 \$ -
recording fee - mortgage		\$ 175	\$ 175 \$ -
TOTAL		\$ 2,911	\$ 1,661 \$ 1,250
for commercial loan	40.0	\$ 3,928	\$ 1,678 \$ 2,250
for land loan	20.0	\$ 4,016	\$ 2,766 \$ 1,250
for multiunit loan	22.0	\$ 4,806	\$ 3,456 \$ 1,350

U.S. Corporate Income Tax Rates

over	rate
#####	0%
\$ -	15%
\$ 50,000	25%
\$ 75,000	34%
\$ 100,000	39%
\$ 335,000	34%
\$ 10,000,000	35%
\$ 15,000,000	38%
\$ 18,333,333	35%
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KEY
FRB = Federal Reserve Bank statistics
Plan = According to our business plan
Survey = According to our survey results
Visa = Visa Corporation
CUNA = Credit Union National Association
NCUSIF = National Credit Union Share Insurance Fund
FHLB = Federal Home Loan Board (Boston)

Balance Sheet (x \$1,000)	TFR Item SC	OPENING	Year 1				Year 2				Year 3			
			Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
ASSETS														
Cash, Non-Interest Deposits and Securities														
Cash and Non-Interest Deposits	110	165.2	167.5	169.1	170.6	171.9	173.1	174.2	175.3	176.4	177.4	178.4	179.4	180.4
Investment Securities (Cash Reserve)		1,487.2	1,507.9	1,522.3	1,535.0	1,546.7	1,557.5	1,567.9	1,577.8	1,587.2	1,596.7	1,605.7	1,614.7	1,623.3
TOTAL Cash, Non-Int Deposits and Securities	10	1,652.4	1,675.5	1,691.5	1,705.5	1,718.5	1,730.6	1,742.1	1,753.1	1,763.6	1,774.1	1,784.1	1,794.2	1,803.7
Mortgage Pool Securities	20	-	-	-	-	-	-	-	-	-	-	-	-	-
Mortgage Loans (probabilistic)														
Construction 1-4 unit Residential	230	391.3	397.0	401.6	406.0	410.1	413.9	418.1	422.2	426.5	430.4	434.8	439.4	443.9
Construction 5+ and Non-residential	235,240	587.0	595.5	602.5	608.9	615.1	620.9	627.1	633.4	639.7	645.6	652.2	659.0	665.9
Permanent 1-4 unit Residential	250	6,848.3	6,947.2	7,028.6	7,104.3	7,176.4	7,243.8	7,316.3	7,389.2	7,463.0	7,532.4	7,609.5	7,688.6	7,768.9
Permanent 5+ and Non-residential	256,260	978.3	992.5	1,004.1	1,014.9	1,025.2	1,034.8	1,045.2	1,055.6	1,066.1	1,076.1	1,087.1	1,098.4	1,109.8
Land	265	195.7	198.5	200.8	203.0	205.0	207.0	209.0	211.1	213.2	215.2	217.4	219.7	222.0
Accrued Interest Receivable	272	-	-	-	-	-	-	-	-	-	-	-	-	-
Advances for Taxes and Insurance	275	134.8	136.8	138.4	139.9	141.3	142.6	144.0	145.5	146.9	148.3	149.8	151.4	153.0
Allowance for Loan and Lease Losses	283	5.7	5.8	5.8	5.9	6.0	6.0	6.1	6.1	6.2	6.3	6.3	6.4	6.5
TOTAL Mortgage Loans	23	9,141.1	9,273.1	9,381.9	9,482.9	9,579.1	9,669.0	9,765.8	9,863.1	9,961.6	10,054.2	10,157.2	10,262.8	10,369.9
Non-Mortgage Loans														
Commercial - Local	32	4,949.6	5,016.8	5,075.7	5,130.3	5,182.3	5,231.0	5,283.3	5,336.0	5,389.3	5,439.4	5,495.0	5,552.2	5,610.1
Commercial - Non-local	32	4,949.6	5,016.8	5,075.7	5,130.3	5,182.3	5,231.0	5,283.3	5,336.0	5,389.3	5,439.4	5,495.0	5,552.2	5,610.1
Consumer	34	791.9	802.7	812.1	820.9	829.2	837.0	845.3	853.8	862.3	870.3	879.2	888.4	897.6
Accrued Interest Receivable	348	-	9.2	9.4	9.5	9.6	9.7	9.8	9.9	10.0	10.2	10.3	10.4	10.6
Allowance for Loan and Lease Losses	357	39.6	40.2	40.7	41.1	41.5	41.9	42.4	42.8	43.2	43.6	44.1	44.5	45.0
TOTAL Non-Mortgage Loans	30	10,730.9	10,885.8	11,013.5	11,132.1	11,245.0	11,350.6	11,464.2	11,578.5	11,694.1	11,802.8	11,923.6	12,047.7	12,173.4
Other Assets														
REO net of GVAs	40	-	-	-	-	-	-	-	-	-	-	-	-	-
REI net of GVAs	45	-	-	-	-	-	-	-	-	-	-	-	-	-
Office Premises	55	750.0	750.0	750.0	750.0	750.0	750.0	750.0	750.0	750.0	750.0	750.0	750.0	750.0
Equipment	55	137.0	130.2	123.3	116.5	109.6	102.8	95.9	89.1	82.2	75.4	68.5	61.7	54.8
Goodwill and Other Intangible Assets	660	-	78.2	168.5	259.7	349.1	356.2	369.7	387.7	414.0	432.0	457.4	483.0	509.0
TOTAL Other Assets		887.0	958.3	1,041.8	1,126.2	1,208.7	1,208.9	1,215.6	1,226.7	1,246.2	1,257.3	1,275.9	1,294.6	1,313.8
TOTAL ASSETS	60	22,411.4	22,792.7	23,128.7	23,446.7	23,751.3	23,959.1	24,187.6	24,421.4	24,665.5	24,888.5	25,140.8	25,399.3	25,660.7

Balance Sheet (x \$1,000)	TFR Item	OPENING	Year 1				Year 2				Year 3			
	SC		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
LIABILITIES														
Borrowings														
Net deposits	710	16,524.4	16,754.8	16,915.0	17,055.2	17,185.4	17,305.6	17,420.7	17,530.9	17,636.1	17,741.2	17,841.4	17,941.5	18,036.6
Advances from FHLB	720	-	-	-	-	-	-	-	-	-	-	-	-	-
Federal Funds Purchased and Securities Sold Under Agreement to Repurchase	730	-	-	-	-	-	-	-	-	-	-	-	-	-
Subordinated Debt (including mandatory convertible securities)	735	-	-	-	-	-	-	-	-	-	-	-	-	-
CMOs (including REMICs) issued	740	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Mortgage Collateralized Securities	745	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Borrowings	760	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL Borrowings	72	16,524.4	16,754.8	16,915.0	17,055.2	17,185.4	17,305.6	17,420.7	17,530.9	17,636.1	17,741.2	17,841.4	17,941.5	18,036.6
Other Liabilities		-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL LIABILITIES	70	16,524.4	16,754.8	16,915.0	17,055.2	17,185.4	17,305.6	17,420.7	17,530.9	17,636.1	17,741.2	17,841.4	17,941.5	18,036.6
Redeemable Preferred Stock / Minority Interest	799	-	-	-	-	-	-	-	-	-	-	-	-	-
CORE CAPITAL ("Equity Capital, Tier 1")														
Perpetual Preferred Stock (Non-cumulative)	814	-	-	-	-	-	-	-	-	-	-	-	-	-
Common Stock - Par Value	820	6,345.0	6,345.0	6,345.0	6,345.0	6,345.0	6,345.0	6,345.0	6,345.0	6,345.0	6,345.0	6,345.0	6,345.0	6,345.0
Paid in Excess of par	830	-	-	-	-	-	-	-	-	-	-	-	-	-
Unrealized Losses on Available for Sale Securities	860	-	-	-	-	-	-	-	-	-	-	-	-	-
Retained Earnings	880	(1,345.0)	(1,265.4)	(1,173.1)	(1,079.7)	(987.8)	(900.4)	(793.7)	(681.2)	(561.7)	(455.1)	(321.5)	(181.9)	(34.7)
Other Components of Equity Capital (Other Assets)	890	887.0	958.3	1,041.8	1,126.2	1,208.7	1,208.9	1,215.6	1,226.7	1,246.2	1,257.3	1,275.9	1,294.6	1,313.8
TOTAL CORE CAPITAL	80	5,887.0	6,038.0	6,213.7	6,391.5	6,565.9	6,653.5	6,766.9	6,890.5	7,029.5	7,147.3	7,299.5	7,457.8	7,624.1
TOTAL LIABILITIES, Stock and Capital	90	22,411.4	22,792.7	23,128.7	23,446.7	23,751.3	23,959.1	24,187.6	24,421.4	24,665.5	24,888.5	25,140.8	25,399.3	25,660.7

Table of Regulatory Capital Levels

		Stockholder's Equity					
		Tangible Capital		Core Capital		Risk-Based Capital	
		Dollars	Percent	Dollars	Percent	Dollars	Percent
Year 1	Q1	\$ 750,000	3.3%	\$ 6,037,995	26.5%	\$ -	0.0%
	Q2	\$ 750,000	3.2%	\$ 6,213,696	26.9%	\$ -	0.0%
	Q3	\$ 750,000	3.2%	\$ 6,391,507	27.3%	\$ -	0.0%
	Q4	\$ 750,000	3.2%	\$ 6,565,875	27.6%	\$ -	0.0%
Year 2	Q1	\$ 750,000	3.1%	\$ 6,653,535	27.8%	\$ -	0.0%
	Q2	\$ 750,000	3.1%	\$ 6,766,885	28.0%	\$ -	0.0%
	Q3	\$ 750,000	3.1%	\$ 6,890,495	28.2%	\$ -	0.0%
	Q4	\$ 750,000	3.0%	\$ 7,029,481	28.5%	\$ -	0.0%
Year 3	Q1	\$ 750,000	3.0%	\$ 7,147,287	28.7%	\$ -	0.0%
	Q2	\$ 750,000	3.0%	\$ 7,299,464	29.0%	\$ -	0.0%
	Q3	\$ 750,000	3.0%	\$ 7,457,770	29.4%	\$ -	0.0%
	Q4	\$ 750,000	2.9%	\$ 7,624,059	29.7%	\$ -	0.0%

Note: *Percent* is percentage of total assets.

Changes in Stockholder's Equity

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>
Beginning Stockholders Equity	\$ 5,887,000	\$ 6,565,875	\$ 7,029,481	\$ 7,624,059	\$ 8,338,356
Net Income	\$ 357,191	\$ 426,119	\$ 526,992	\$ 638,038	\$ 764,680
Cash Dividends Declared	\$ -	\$ -	\$ -	\$ -	\$ -
Net Repurchase of Stock	\$ -	\$ -	\$ -	\$ -	\$ -
Sale of Preferred Stock	\$ -	\$ -	\$ -	\$ -	\$ -
Net Sale of Common Stock	\$ -	\$ -	\$ -	\$ -	\$ -
Other Comprehensive Income	\$ 321,684	\$ 37,487	\$ 67,586	\$ 76,259	\$ 89,967
Other Changes	\$ -	\$ -	\$ -	\$ -	\$ -
Ending Stockholders Equity	\$ 6,565,875	\$ 7,029,481	\$ 7,624,059	\$ 8,338,356	\$ 9,193,002

Income Statement (x \$1,000)	TFR Item SO	Year 1				Year 2				Year 3			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INTEREST													
INTEREST INCOME													
Deposits/Investment	110	8.4	9.7	10.8	12.0	13.2	14.4	15.6	16.8	18.0	19.2	20.5	21.7
Mortgage Pool Securities	120	-	-	-	-	-	-	-	-	-	-	-	-
Mortgage Loans	140	105.5	109.9	111.3	112.7	124.8	137.1	149.6	162.3	175.2	188.1	201.3	214.8
Commercial Loans	160	192.3	195.0	197.4	199.7	202.0	204.2	206.6	209.0	211.6	214.1	216.9	219.9
Consumer Loans	170	10.7	10.8	11.0	11.1	11.2	11.4	11.5	11.6	11.8	12.0	12.1	12.3
Amortization of Deferred Gain/Losses on Asset Hedges	180	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL INTEREST INCOME	11	316.9	325.4	330.5	335.5	351.2	367.0	383.2	399.8	416.6	433.4	450.8	468.7
INTEREST EXPENSE													
Deposits	215	57.4	65.5	73.4	81.3	89.3	97.3	105.4	113.5	121.7	130.0	138.3	146.6
Advances from FHLB	266	-	-	-	-	-	-	-	-	-	-	-	-
Subordinated Debentures	230	-	-	-	-	-	-	-	-	-	-	-	-
Mortgage Collateralized Securities issued	240	-	-	-	-	-	-	-	-	-	-	-	-
Other Borrowed Money	260	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL INTEREST EXPENSE	21	57.4	65.5	73.4	81.3	89.3	97.3	105.4	113.5	121.7	130.0	138.3	146.6
NET INTEREST INCOME Before Provision for Losses on IBA	311	259.4	259.9	257.1	254.2	261.9	269.6	277.8	286.2	294.9	303.4	312.5	322.0
Provision for Losses on Interest-Bearing Assets (IBA)	321	45.3	46.0	46.5	47.0	47.5	48.0	48.4	48.9	49.4	49.9	50.4	50.9
NET INTEREST INCOME After Provision for Losses on IBA	331	214.1	213.9	210.6	207.1	214.4	221.7	229.4	237.3	245.4	253.5	262.2	271.1

Income Statement (x \$1,000)	TFR Item SO	Year 1				Year 2				Year 3			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
NON-INTEREST													
NON-INTEREST INCOME													
Mortgage Loan Servicing Fees	410	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.4	0.4	0.4	0.4
Other Fees and Charges	420	82.6	83.3	84.4	85.4	86.3	87.2	88.0	88.8	89.6	90.4	91.1	91.9
Credit Card Income (Consumer)		-	-	-	-	-	-	-	-	-	-	-	-
Credit Card Income (Merchant Accounts)		-	-	-	-	-	-	-	-	-	-	-	-
Consulting Fees		-	-	-	-	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5
Merchant tithing (100% charitable pass-through)		86.5	88.1	89.6	91.0	92.3	93.5	94.7	95.8	97.0	98.1	99.2	100.2
TOTAL NON-INTEREST INCOME	40	169.3	171.8	174.3	176.7	179.4	181.5	183.5	185.5	187.4	189.3	191.2	193.0
NON-INTEREST EXPENSE													
All Personnel Expense	510	75.9	76.6	77.1	77.6	78.1	78.6	79.0	79.4	79.9	80.3	80.7	81.0
Office and Equipment Leasing	530	14.4	14.4	14.4	14.4	14.4	14.4	14.4	14.4	14.4	14.4	14.4	14.4
Marketing and Other Professional Services	540	34.3	33.9	33.9	33.9	33.9	34.0	34.0	34.0	34.1	34.1	34.2	34.2
Amortization of Intangible Assets	560	-	-	-	-	-	-	-	-	-	-	-	-
Other Non-Interest Expense													
Deposit Insurance premiums	01	7.0	7.1	7.2	7.2	7.3	7.4	7.4	7.5	7.5	7.5	7.6	7.6
Office supplies, printing, and postage	07	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Telephone, including data lines	08	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6
Loan origination expense (net 90)	09	40.0	25.7	21.3	19.8	32.7	18.4	19.7	19.8	42.5	20.4	22.3	22.9
ATM expense	10	-	-	-	-	-	-	-	-	-	-	-	-
Web site expenses	16	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Charitable Contributions	17	86.5	88.1	89.6	91.0	92.3	93.5	94.7	95.8	97.0	98.1	99.2	100.2
Annual Fees (including Insurance)	99	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6
Credit Card Fees (Consumer)	99	-	-	-	-	-	-	-	-	-	-	-	-
Credit Card Fees (Merchant)	99	-	-	-	-	-	-	-	-	-	-	-	-
EFT charges	99	30.7	31.0	31.2	31.5	31.7	31.9	32.1	32.3	32.5	32.7	32.9	33.0
Total Other Non-Interest Expense	580	166.6	154.4	151.8	151.9	166.4	153.6	156.4	157.9	182.0	161.1	164.4	166.3
TOTAL NON-INTEREST EXPENSE	51	291.2	279.3	277.1	277.8	292.8	280.5	283.7	285.7	310.3	289.9	293.7	295.9
NET NON-INTEREST INCOME		(121.8)	(107.5)	(102.8)	(101.2)	(113.4)	(99.0)	(100.2)	(100.2)	(122.9)	(100.6)	(102.5)	(102.9)
INCOME (LOSS) BEFORE INCOME TAX	60	92.2	106.4	107.8	106.0	101.0	122.6	129.2	137.1	122.6	152.9	159.7	168.2
Federal Taxes	710	7.8	9.0	9.2	9.0	8.6	10.4	11.0	11.7	10.4	13.0	13.6	14.3
State/Local/Other Taxes	720	4.7	5.1	5.1	5.1	5.0	5.5	5.7	5.9	5.5	6.3	6.5	6.7
Extraordinary Items	811	-	-	-	-	-	-	-	-	-	-	-	-
NET INCOME (LOSS)	91	79.6	92.2	93.4	91.8	87.4	106.7	112.5	119.5	106.6	133.6	139.6	147.2

Table of Loan Origination Levels (probabilistic)

	TFR Item	Pct of Portfolio	Average Loan	Year 1	Year 2	Year 3	Year 4	Year 5
Construction 1-4 unit Residential	230	2%	\$ 170,456	2.38	0.11	0.13	0.16	0.20
Construction 5+	235	1%	\$ 511,368	1.19	0.06	0.06	0.07	0.09
Construction Non-residential	240	2%	\$ 511,368	1.19	0.06	0.06	0.07	0.09
Permanent 1-4 unit Residential	250	35%	\$ 170,456	41.68	2.01	2.34	2.83	3.45
Permanent 5+	256	4%	\$ 511,368	1.59	0.07	0.08	0.10	0.12
Permanent Non-residential	260	1%	\$ 511,368	0.32	0.01	0.02	0.02	0.02
Land	265	1%	\$ 80,000	2.54	0.12	0.14	0.17	0.21
Commercial	32	50%	\$ 200,000	25.65	1.97	3.24	4.44	5.14
Consumer	34	4%	\$ 2,000	410.43	197.87	200.83	219.92	246.81
		100%						

NOTE: The origination levels shown here represent the expected number of loans originated in each period, given our target percentages of loan portfolio and average loan size for each type of loan. For example, "1.19" in the Construction 5+ row means that we expect about 1.19 such loans in Year 1.

Community Population

TOWN	2000	2006*	2009**	Growth
Primary Service Area (70%)				
Ashfield	1,798	1,822	1,834	+1.33%
Buckland	1,989	2,001	2,007	+0.60%
Charlemont	1,362	1,377	1,385	+1.10%
Colrain	1,815	1,852	1,871	+2.04%
Conway	1,814	1,899	1,942	+4.69%
Hawley	336	342	345	+1.79%
Heath	804	803	803	-0.12%
Rowe	351	353	354	+0.57%
Shelburne	2,058	2,046	2,040	-0.58%
TOTAL	12,327	12,495	12,579	+1.36%
Secondary Service Area				
Amherst	34,888	34,049	33,630	-2.40%
Bernardston	2,156	2,234	2,273	+3.62%
Chesterfield	1,206	1,275	1,310	+5.72%
Cummington	978	982	984	+0.41%
Deerfield	4,749	4,757	4,761	+0.17%
Erving	1,469	1,561	1,607	+6.26%
Florida	675	676	677	+0.15%
Gill	1,363	1,382	1,392	+1.39%
Goshen	924	959	977	+3.79%
Greenfield	18,139	17,699	17,479	-2.43%
Hadley	4,795	4,812	4,821	+0.35%
Hatfield	3,254	3,261	3,265	+0.22%
Huntington	2,175	2,200	2,213	+1.15%
Leverett	1,699	1,663	1,645	-2.12%
Leyden	773	811	830	+4.92%
Monroe	93	102	107	+9.68%
Montague	8,459	8,368	8,323	-1.08%
Northampton	28,973	28,592	28,402	-1.32%
Northfield	2,960	3,278	3,437	+10.74%
Pelham	1,405	1,403	1,402	-0.14%
Peru	820	846	859	+3.17%
Plainfield	590	601	607	+1.86%
Savoy	706	729	741	+3.26%
Shutesbury	1,807	1,849	1,870	+2.32%
Sunderland	3,776	3,774	3,773	-0.05%
Wendell	987	1,041	1,068	+5.47%
Westhampton	1,473	1,585	1,641	+7.60%
Whately	1,562	1,574	1,580	+0.77%
Williamsburg	2,425	2,439	2,446	+0.58%
Windsor	874	856	847	-2.06%
Worthington	1,273	1,283	1,288	+0.79%
Guilford, VT	2,043	1,986	1,958	-2.79%
Halifax, VT	783	921	990	+17.62%
Readsboro, VT	804	785	776	-2.36%
Vernon, VT	2,138	2,080	2,051	-2.71%
Whitingham, VT	2,336	2,238	2,189	-4.20%
TOTAL	145,530	144,651	144,212	-0.60%
Large towns (>=4000)	112,330	110,772	97,414	-13.28%
Small towns (<4000)	45,527	46,374	59,377	+30.42%
TOTAL community population	157,857	157,146	156,791	-0.68%

* estimated 2006 populations, from U.S. Census Bureau

** 2009 populations, extrapolating from 2000-2006

Interest Rate Assumptions for New Production

	TFR Item	Relative to prime	Year 1				Year 2				Year 3			
			Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
PRIME			4.5%	4.8%	5.0%	5.3%	5.5%	5.8%	6.0%	6.3%	6.5%	6.8%	7.0%	7.3%
Construction 1-4 unit Residential	230	0.5%	5.0%	5.3%	5.5%	5.8%	6.0%	6.3%	6.5%	6.8%	7.0%	7.3%	7.5%	7.8%
Construction 5+	235	1.5%	6.0%	6.3%	6.5%	6.8%	7.0%	7.3%	7.5%	7.8%	8.0%	8.3%	8.5%	8.8%
Construction Non-residential	240	1.5%	6.0%	6.3%	6.5%	6.8%	7.0%	7.3%	7.5%	7.8%	8.0%	8.3%	8.5%	8.8%
Permanent 1-4 unit Residential	250	0.0%	4.5%	4.8%	5.0%	5.3%	5.5%	5.8%	6.0%	6.3%	6.5%	6.8%	7.0%	7.3%
Permanent 5+	256	1.0%	5.5%	5.8%	6.0%	6.3%	6.5%	6.8%	7.0%	7.3%	7.5%	7.8%	8.0%	8.3%
Permanent Non-residential	260	1.0%	5.5%	5.8%	6.0%	6.3%	6.5%	6.8%	7.0%	7.3%	7.5%	7.8%	8.0%	8.3%
Land	265	2.0%	6.5%	6.8%	7.0%	7.3%	7.5%	7.8%	8.0%	8.3%	8.5%	8.8%	9.0%	9.3%
Commercial - Local	32	3.0%	7.5%	7.8%	8.0%	8.3%	8.5%	8.8%	9.0%	9.3%	9.5%	9.8%	10.0%	10.3%
Commercial - Nonlocal	32	4.0%	8.5%	8.8%	9.0%	9.3%	9.5%	9.8%	10.0%	10.3%	10.5%	10.8%	11.0%	11.3%
Consumer	34	1.0%	5.5%	5.8%	6.0%	6.3%	6.5%	6.8%	7.0%	7.3%	7.5%	7.8%	8.0%	8.3%

Startup Costs

EXPENSES First Time only

Application Fee for Federal Charter	(x)	\$	-		OTS	
Application Fee for State Charter	(x)	\$	2,500		Mass DOB	
Application to FDIC (included)	(x)	\$	-		Mass DOB	
Incorporation of Common Good Finance	(x)	\$	275		Mass Corporations Division	
Massachusetts Private Offering Fee	(x)	\$	250		950 CMR 14.402(B)(13)(i)(3)(d)	
Massachusetts Bank Stock Offering Fee	(x)	\$	1,500		Massachusetts Securities Department	
Visa Services Application Fees	(x)	\$	700		VISA	
Domain Names / Web Space	(x)	\$	2,000		local quotes	
Legal Assistance	(x)	\$	80,000		professional estimates	
Audit	(x)	\$	10,000		Whittlesey & Hadley	
Additional IT Hours (training, etc.)	160 @	\$60	(c)	\$	9,600	professional estimate
Project Administration	(c)	\$	70,000		plan	
Loan Origination Costs	(c)	\$	40,000		plan	
Printing and Advertising	(c)	\$	20,000		plan	
Underwriting Fees	(c)	\$	140,000		American Banking Financial Inst. Consultants	
Open Source Software	(x)d	\$	30		cost of distribution only	
Customization and Custom Software	(x)d	\$	60,000		professional estimate	
Web Design and Programming	(x)d	\$	50,000		professional estimates	
Miscellaneous and Unexpected Expenses	(x)	\$	10,000		guess	
TOTAL EXPENSES First Time only				\$	496,855	

EXPENSES for one office

Extra Management months	7 @	\$	8,400	(c)	\$	58,800		plan
Extra Rental months or carrying costs	12 @	\$	1,000	(x)	\$	12,000		plan
Renovations (if renting)	@	\$	10,000	(x)d	\$	-		guess
TOTAL new office expenses					\$	70,800		

Real Estate, Improvements, Equipment, Furniture for one office

Building Acquisition	@	\$500,000	(r)d	\$	500,000		owner quote
Renovations (if purchasing)	@	\$250,000	(r)d	\$	250,000		plan
Desks/Tables	3 @	\$500	(r)d	\$	1,500		staples
Chairs	10 @	\$100	(r)d	\$	1,000		staples
Security cameras	2 @	\$185	(r)d	\$	370		x10.com
Other security hardware			(r)d	\$	200		various
Server			(r)d	\$	2,000		dell
Telephony card			(r)d	\$	600		voicetronix
Computers with Monitors etc.	5 @	\$800	(r)d	\$	4,000		dell
Uninterruptible power supply			(r)d	\$	120		APC
Networking hardware, cable modem, etc.			(r)d	\$	300		comcast
Laser printer			(r)d	\$	500		hp laser
Lighting			(r)d	\$	300		home depot
Telephones + wiring	2 @	\$70	(r)d	\$	140		example
Miscellaneous supplies			(r)d	\$	400		guess
Large LCD advertising display screen			(r)d	\$	2,000		buy.com
Drop box			(r)d	\$	500		nemoney.com
Countertop ATM			(r)d	\$	5,500		atm-etrad.com
Installation of ATM and drop box			(r)d	\$	1,000		quote
Paper currency counter			(r)d	\$	200		nemoney.com
Coin counter			(r)d	\$	479		nemoney.com
Max EC-70 Electronic Checkwriter			(r)d	\$	325		techdatasys.com
Standard Register TE1914 Exemption Item Encoder			(r)d	\$	1,400		techdatasys.com
Canon CR-180 Check Scanner/Software			(r)d	\$	3,895		techdatasys.com
Total Equipment for one office				\$	776,729		

(r) Resellable equipment and improvements	\$	776,729
(c) Expenses contingent on permission to open (50%)	\$	169,201
(x) Other expenses	\$	398,455
TOTAL	\$	1,344,385

Initial Equipment and Installation Costs to depreciate	\$	886,759	equipment, renovations and software
Other Startup Costs	\$	457,626	

Sensitivity Analysis on Assumptions

(Quarterly Profits and Assets are in \$thousands)

Parameter	Value	After Three Years*						After Five Years*						After Eight Years*					
		Qtrly Profit	Assets	Capital Ratio	ROA	Worth Ratio	Book Ratio	Qtrly Profit	Assets	Capital Ratio	ROA	Worth Ratio	Book Ratio	Qtrly Profit	Assets	Capital Ratio	ROA	Worth Ratio	Book Ratio
Increase in Prime Per Quarter	-0.50%	118	25,667	29.73%	1.59%	1.08	1.01	56	26,491	29.25%	2.99%	1.04	1.01	52	27,997	29.71%	3.14%	1.04	1.01
	-0.25%	127	25,661	29.71%	1.54%	1.08	1.01	56	26,493	29.25%	2.95%	1.04	1.01	52	28,000	29.72%	3.10%	1.04	1.01
	0.00%	125	25,603	29.55%	1.54%	1.05	0.99	66	26,693	29.78%	2.73%	1.04	1.01	65	28,337	30.55%	2.90%	1.04	1.01
	0.10%	134	25,627	29.62%	1.54%	1.04	0.98	106	27,219	31.14%	2.30%	1.06	1.01	142	29,652	33.63%	2.67%	1.06	1.01
	0.25%	147	25,661	29.71%	1.54%	1.02	0.95	212	27,936	32.91%	1.53%	1.08	0.99	216	31,375	37.28%	2.64%	1.08	1.01
	0.50%	169	25,715	29.86%	1.53%	0.99	0.92	236	28,322	33.82%	1.51%	1.05	0.96	230	32,144	38.78%	2.34%	1.08	1.01
	0.80%	182	25,800	30.09%	1.53%	0.98	0.90	219	28,167	33.46%	1.52%	1.01	0.93	282	32,242	38.97%	1.46%	1.06	0.98
Deposit Accounts After 10 Years	3,300	144	24,175	31.65%	1.39%	1.02	0.96	200	25,649	35.58%	1.31%	1.07	0.99	215	28,190	41.38%	2.11%	1.08	1.01
	3,500	145	24,579	31.12%	1.43%	1.02	0.96	204	26,266	34.84%	1.37%	1.07	0.99	215	29,045	40.19%	2.26%	1.08	1.01
	4,000	147	25,568	29.83%	1.53%	1.02	0.95	211	27,797	33.06%	1.52%	1.08	0.99	216	31,183	37.50%	2.61%	1.08	1.01
	4,045	147	25,661	29.71%	1.54%	1.02	0.95	212	27,936	32.91%	1.53%	1.08	0.99	216	31,375	37.28%	2.64%	1.08	1.01
	6,000	158	29,559	25.56%	1.92%	1.01	0.94	248	33,967	27.69%	2.11%	1.10	1.00	220	39,745	29.66%	4.00%	1.09	1.02
Average Check Size	\$ 20	110	25,128	28.22%	0.21%	0.95	0.90	165	27,032	30.66%	0.22%	0.97	0.91	244	30,735	35.97%	0.21%	1.02	0.94
	\$ 50	119	25,253	28.58%	0.53%	0.97	0.91	176	27,245	31.21%	0.54%	1.00	0.93	260	31,125	36.77%	0.52%	1.06	0.97
	\$ 100	134	25,467	29.18%	1.06%	1.00	0.93	195	27,606	32.11%	1.06%	1.04	0.96	216	31,407	37.34%	1.73%	1.08	1.01
	\$ 146	147	25,661	29.71%	1.54%	1.02	0.95	212	27,936	32.91%	1.53%	1.08	0.99	216	31,375	37.28%	2.64%	1.08	1.01
	\$ 200	163	25,886	30.32%	2.09%	1.05	0.98	169	27,992	33.04%	2.78%	1.08	1.01	216	31,395	37.32%	3.44%	1.08	1.01
	\$ 250	178	26,096	30.88%	2.59%	1.08	1.00	168	27,958	32.96%	3.80%	1.08	1.01	216	31,415	37.36%	4.19%	1.09	1.01
Percentage of Checks to Local Merchants	4%	121	25,289	28.68%	0.62%	0.97	0.92	179	27,304	31.36%	0.63%	1.00	0.93	264	31,231	36.99%	0.60%	1.07	0.98
	7%	134	25,475	29.20%	1.08%	1.00	0.93	196	27,620	32.14%	1.08%	1.04	0.96	216	31,392	37.31%	1.83%	1.08	1.01
	10%	147	25,661	29.71%	1.54%	1.02	0.95	212	27,936	32.91%	1.53%	1.08	0.99	216	31,375	37.28%	2.64%	1.08	1.01
	15%	169	25,968	30.54%	2.28%	1.06	0.98	169	27,956	32.96%	3.29%	1.08	1.01	216	31,403	37.33%	3.73%	1.08	1.01
	20%	171	26,236	31.25%	3.09%	1.10	1.01	169	27,972	32.99%	4.45%	1.08	1.01	216	31,431	37.39%	4.82%	1.09	1.01
Avg Deposits Minus Avg Minimum Monthly Balance	\$ 800	109	22,662	31.54%	1.74%	0.96	0.91	156	24,402	33.93%	1.75%	0.97	0.91	229	27,791	39.09%	1.70%	1.00	0.93
	\$ 1,100	126	23,949	30.70%	1.65%	0.98	0.93	180	25,919	33.46%	1.65%	1.02	0.94	263	29,761	39.16%	1.59%	1.08	0.99
	\$ 1,300	136	24,805	30.19%	1.59%	1.00	0.94	196	26,928	33.18%	1.59%	1.05	0.97	216	30,582	38.22%	2.43%	1.08	1.01
	\$ 1,500	147	25,661	29.71%	1.54%	1.02	0.95	212	27,936	32.91%	1.53%	1.08	0.99	216	31,375	37.28%	2.64%	1.08	1.01
	\$ 2,000	174	27,799	28.64%	1.42%	1.07	0.99	170	29,842	30.92%	2.52%	1.08	1.01	216	33,385	35.17%	3.00%	1.09	1.01
Mortgage Loan Loss Rate	0.15%	150	25,696	29.81%	1.53%	1.03	0.96	215	27,995	33.05%	1.53%	1.08	1.00	216	31,378	37.28%	2.68%	1.08	1.01
	0.25%	147	25,661	29.71%	1.54%	1.02	0.95	212	27,936	32.91%	1.53%	1.08	0.99	216	31,375	37.28%	2.64%	1.08	1.01
	0.50%	141	25,574	29.47%	1.54%	1.01	0.94	204	27,787	32.55%	1.54%	1.06	0.98	216	31,368	37.26%	2.54%	1.08	1.01
	1.00%	129	25,400	28.99%	1.55%	0.99	0.93	189	27,494	31.83%	1.55%	1.03	0.95	248	31,513	37.55%	1.60%	1.09	1.01
	1.50%	117	25,227	28.50%	1.56%	0.96	0.91	174	27,204	31.10%	1.57%	0.99	0.92	256	31,040	36.60%	1.52%	1.05	0.97
Commercial Loan Loss Rate	1.25%	153	25,748	29.95%	1.53%	1.03	0.96	220	28,084	33.26%	1.52%	1.10	1.01	216	31,383	37.29%	2.74%	1.08	1.01
	1.50%	147	25,661	29.71%	1.54%	1.02	0.95	212	27,936	32.91%	1.53%	1.08	0.99	216	31,375	37.28%	2.64%	1.08	1.01
	1.75%	141	25,574	29.47%	1.54%	1.01	0.94	205	27,789	32.55%	1.54%	1.06	0.98	216	31,368	37.26%	2.54%	1.08	1.01

	2.00%	135	25,487	29.23%	1.55%	1.00	0.94	197	27,643	32.20%	1.54%	1.04	0.96	216	31,373	37.27%	2.38%	1.08	1.01
	2.25%	129	25,402	29.00%	1.55%	0.99	0.93	190	27,499	31.84%	1.55%	1.03	0.95	240	31,509	37.54%	1.63%	1.09	1.01
Clerk Hours Per Member Per Month	0.05	156	25,786	30.05%	1.53%	1.04	0.97	181	28,063	33.21%	1.69%	1.09	1.01	216	31,385	37.30%	2.76%	1.08	1.01
	0.10	147	25,661	29.71%	1.54%	1.02	0.95	212	27,936	32.91%	1.53%	1.08	0.99	216	31,375	37.28%	2.64%	1.08	1.01
	0.15	139	25,535	29.37%	1.54%	1.00	0.94	202	27,727	32.40%	1.54%	1.05	0.97	216	31,369	37.27%	2.50%	1.08	1.01
	0.20	130	25,409	29.01%	1.55%	0.99	0.93	191	27,516	31.89%	1.55%	1.03	0.95	221	31,495	37.52%	1.76%	1.09	1.01
Manager Hours Per Member Per Month	0.08	151	25,695	29.81%	1.53%	1.03	0.96	218	28,019	33.11%	1.52%	1.09	1.00	216	31,385	37.30%	2.75%	1.08	1.01
	0.10	147	25,661	29.71%	1.54%	1.02	0.95	212	27,936	32.91%	1.53%	1.08	0.99	216	31,375	37.28%	2.64%	1.08	1.01
	0.12	137	25,509	29.29%	1.55%	1.00	0.94	199	27,683	32.30%	1.54%	1.05	0.97	216	31,371	37.27%	2.46%	1.08	1.01
	0.15	121	25,279	28.65%	1.56%	0.97	0.91	180	27,302	31.35%	1.56%	1.00	0.93	267	31,259	37.04%	1.51%	1.07	0.98
Director Hours Per Month	8	149	25,686	29.78%	1.54%	1.02	0.96	214	27,978	33.01%	1.53%	1.08	1.00	216	31,377	37.28%	2.66%	1.08	1.01
	10	147	25,661	29.71%	1.54%	1.02	0.95	212	27,936	32.91%	1.53%	1.08	0.99	216	31,375	37.28%	2.64%	1.08	1.01
	13	145	25,622	29.60%	1.54%	1.02	0.95	209	27,873	32.76%	1.53%	1.07	0.99	216	31,372	37.27%	2.61%	1.08	1.01
	18	140	25,558	29.43%	1.54%	1.01	0.94	204	27,767	32.50%	1.54%	1.06	0.98	216	31,369	37.27%	2.55%	1.08	1.01
	25	134	25,466	29.17%	1.55%	1.00	0.93	197	27,619	32.14%	1.55%	1.04	0.96	216	31,390	37.31%	2.34%	1.08	1.01
Advertising Cost Per New Customer	\$ 10.00	147	25,664	29.72%	1.54%	1.02	0.95	212	27,941	32.92%	1.53%	1.08	0.99	216	31,375	37.28%	2.64%	1.08	1.01
	\$ 20.00	147	25,661	29.71%	1.54%	1.02	0.95	212	27,936	32.91%	1.53%	1.08	0.99	216	31,375	37.28%	2.64%	1.08	1.01
	\$ 50.00	147	25,650	29.68%	1.54%	1.02	0.95	211	27,920	32.87%	1.53%	1.08	0.99	216	31,375	37.28%	2.64%	1.08	1.01
	\$ 100.00	146	25,633	29.63%	1.54%	1.02	0.95	210	27,895	32.81%	1.53%	1.07	0.99	216	31,374	37.28%	2.63%	1.08	1.01
	\$ 250.00	143	25,580	29.49%	1.54%	1.01	0.94	207	27,817	32.62%	1.54%	1.06	0.98	216	31,372	37.27%	2.60%	1.08	1.01
Bounced Checks Per Account Per Month	0.05	118	25,237	28.53%	1.56%	0.96	0.91	177	27,231	31.17%	1.57%	1.00	0.92	262	31,131	36.79%	1.52%	1.06	0.97
	0.10	133	25,450	29.13%	1.55%	0.99	0.93	194	27,585	32.06%	1.55%	1.04	0.96	217	31,429	37.38%	2.12%	1.09	1.01
	0.15	147	25,661	29.71%	1.54%	1.02	0.95	212	27,936	32.91%	1.53%	1.08	0.99	216	31,375	37.28%	2.64%	1.08	1.01
	0.20	162	25,870	30.28%	1.52%	1.05	0.97	169	28,005	33.07%	2.12%	1.09	1.01	216	31,392	37.31%	2.85%	1.08	1.01
	0.25	176	26,080	30.84%	1.51%	1.08	0.99	168	27,954	32.95%	2.67%	1.08	1.01	216	31,409	37.34%	3.05%	1.09	1.01
Average Member Merchant Tithe to Community	0.50%	111	25,147	28.28%	0.26%	0.95	0.90	167	27,064	30.75%	0.27%	0.98	0.91	247	30,794	36.09%	0.26%	1.03	0.95
	1.00%	118	25,250	28.57%	0.53%	0.97	0.91	176	27,239	31.19%	0.53%	1.00	0.93	259	31,113	36.75%	0.51%	1.06	0.97
	1.50%	126	25,356	28.87%	0.78%	0.98	0.92	185	27,417	31.64%	0.79%	1.02	0.94	272	31,437	37.40%	0.76%	1.09	1.00
	2.00%	133	25,459	29.15%	1.04%	0.99	0.93	194	27,593	32.08%	1.04%	1.04	0.96	217	31,421	37.37%	1.64%	1.09	1.01
	2.98%	147	25,661	29.71%	1.54%	1.02	0.95	212	27,936	32.91%	1.53%	1.08	0.99	216	31,375	37.28%	2.64%	1.08	1.01
	3.50%	155	25,769	30.01%	1.80%	1.04	0.96	198	28,073	33.24%	1.88%	1.09	1.01	216	31,385	37.30%	3.02%	1.08	1.01
Residential Mortgage Interest Rate (relative to prime)	-2.00%	113	25,154	28.29%	1.57%	0.95	0.90	170	27,093	30.82%	1.58%	0.98	0.91	250	30,861	36.23%	1.53%	1.03	0.95
	-1.50%	121	25,279	28.65%	1.56%	0.97	0.91	180	27,300	31.35%	1.56%	1.00	0.93	264	31,234	37.00%	1.51%	1.07	0.98
	-1.00%	130	25,408	29.01%	1.55%	0.99	0.93	191	27,514	31.88%	1.55%	1.03	0.95	221	31,497	37.52%	1.72%	1.09	1.01
	-0.50%	138	25,535	29.36%	1.54%	1.00	0.94	201	27,725	32.40%	1.54%	1.05	0.97	216	31,368	37.26%	2.49%	1.08	1.01
	0.00%	147	25,661	29.71%	1.54%	1.02	0.95	212	27,936	32.91%	1.53%	1.08	0.99	216	31,375	37.28%	2.64%	1.08	1.01
	0.50%	156	25,787	30.05%	1.53%	1.04	0.97	180	28,063	33.21%	1.69%	1.09	1.01	216	31,386	37.30%	2.77%	1.08	1.01
Percentage of Checks to Local Merchants	1%	108	25,101	28.14%	0.16%	0.95	0.90	163	26,987	30.55%	0.16%	0.97	0.90	241	30,654	35.80%	0.15%	1.02	0.94
	5%	125	25,351	28.85%	0.78%	0.98	0.92	185	27,410	31.62%	0.78%	1.02	0.94	271	31,423	37.37%	0.75%	1.09	1.00
	10%	147	25,661	29.71%	1.54%	1.02	0.95	212	27,936	32.91%	1.53%	1.08	0.99	216	31,375	37.28%	2.64%	1.08	1.01

	20%	171	26,236	31.25%	3.09%	1.10	1.01	169	27,972	32.99%	4.45%	1.08	1.01	216	31,431	37.39%	4.82%	1.09	1.01
	50%	116	26,148	31.02%	10.90%	1.09	1.03	170	28,127	33.36%	11.05%	1.10	1.03	218	31,601	37.73%	11.32%	1.10	1.03
	80%	117	26,291	31.40%	17.39%	1.11	1.05	172	28,282	33.73%	17.59%	1.12	1.05	219	31,772	38.06%	17.76%	1.12	1.05
Percentage of Checks Replaced by Local Credit/Debit Card	1%	151	25,719	29.87%	1.53%	1.03	0.96	217	28,034	33.14%	1.52%	1.09	1.00	216	31,380	37.29%	2.70%	1.08	1.01
	3%	150	25,706	29.83%	1.53%	1.03	0.96	216	28,013	33.09%	1.52%	1.09	1.00	216	31,379	37.29%	2.69%	1.08	1.01
	5%	149	25,693	29.80%	1.54%	1.03	0.96	215	27,990	33.04%	1.53%	1.08	1.00	216	31,378	37.28%	2.68%	1.08	1.01
	10%	147	25,661	29.71%	1.54%	1.02	0.95	212	27,936	32.91%	1.53%	1.08	0.99	216	31,375	37.28%	2.64%	1.08	1.01
	20%	143	25,596	29.53%	1.54%	1.01	0.95	206	27,826	32.64%	1.53%	1.07	0.98	216	31,370	37.27%	2.57%	1.08	1.01
	40%	133	25,466	29.17%	1.55%	1.00	0.93	195	27,605	32.10%	1.55%	1.04	0.96	216	31,408	37.34%	2.20%	1.09	1.01
	80%	115	25,204	28.44%	1.56%	0.96	0.91	172	27,161	31.00%	1.57%	0.99	0.92	254	30,972	36.46%	1.52%	1.04	0.96
Unexpected Disasters Year 1	\$ -	147	25,661	29.71%	1.54%	1.02	0.95	212	27,936	32.91%	1.53%	1.08	0.99	216	31,375	37.28%	2.64%	1.08	1.01
	\$ 50,000	146	25,606	29.56%	1.54%	1.01	0.95	211	27,873	32.76%	1.53%	1.07	0.99	216	31,375	37.28%	2.64%	1.08	1.01
	\$ 100,000	146	25,551	29.41%	1.54%	1.01	0.94	210	27,810	32.61%	1.54%	1.06	0.98	216	31,376	37.28%	2.64%	1.08	1.01
	\$ 250,000	143	25,387	28.95%	1.55%	0.98	0.92	207	27,622	32.15%	1.55%	1.04	0.96	216	31,390	37.31%	2.58%	1.08	1.01
	\$ 500,000	140	25,113	28.18%	1.57%	0.95	0.88	202	27,309	31.37%	1.56%	1.00	0.92	295	31,596	37.72%	1.49%	1.10	1.01
	\$ 1,000,000	132	24,563	26.57%	1.61%	0.87	0.81	192	26,681	29.75%	1.60%	0.93	0.85	281	30,808	36.12%	1.53%	1.03	0.94
Unexpected Disasters Year 3	\$ -	147	25,661	29.71%	1.54%	1.02	0.95	212	27,936	32.91%	1.53%	1.08	0.99	216	31,375	37.28%	2.64%	1.08	1.01
	\$ 50,000	135	25,566	29.45%	1.54%	1.01	0.95	211	27,878	32.77%	1.53%	1.07	0.99	216	31,375	37.28%	2.64%	1.08	1.01
	\$ 100,000	123	25,471	29.19%	1.55%	1.00	0.94	210	27,821	32.63%	1.53%	1.06	0.98	216	31,376	37.28%	2.64%	1.08	1.01
	\$ 250,000	86	25,186	28.39%	1.57%	0.96	0.92	207	27,648	32.21%	1.54%	1.04	0.96	216	31,387	37.30%	2.60%	1.08	1.01
	\$ 500,000	26	24,711	27.01%	1.60%	0.89	0.89	203	27,361	31.50%	1.56%	1.01	0.93	269	31,607	37.74%	1.59%	1.10	1.01
	\$ 1,000,000	(96)	23,758	24.08%	1.66%	0.77	0.82	193	26,785	30.02%	1.59%	0.94	0.87	284	30,934	36.38%	1.53%	1.04	0.95
Unexpected Disasters Year 5	\$ -	147	25,661	29.71%	1.54%	1.02	0.95	212	27,936	32.91%	1.53%	1.08	0.99	216	31,375	37.28%	2.64%	1.08	1.01
	\$ 50,000	147	25,661	29.71%	1.54%	1.02	0.95	200	27,841	32.68%	1.53%	1.07	0.99	216	31,375	37.28%	2.64%	1.08	1.01
	\$ 100,000	147	25,661	29.71%	1.54%	1.02	0.95	188	27,746	32.45%	1.54%	1.06	0.98	216	31,375	37.28%	2.64%	1.08	1.01
	\$ 250,000	147	25,661	29.71%	1.54%	1.02	0.95	151	27,461	31.75%	1.56%	1.02	0.96	216	31,382	37.29%	2.61%	1.08	1.01
	\$ 500,000	147	25,661	29.71%	1.54%	1.02	0.95	89	26,986	30.55%	1.58%	0.97	0.94	223	31,557	37.64%	1.82%	1.10	1.01
	\$ 1,000,000	147	25,661	29.71%	1.54%	1.02	0.95	(34)	26,035	28.01%	1.64%	0.86	0.88	286	31,088	36.70%	1.52%	1.06	0.96
Sponsored Member of VISA?	FALSE	154	25,761	29.99%	1.53%	1.03	0.96	208	28,079	33.25%	1.57%	1.09	1.01	216	31,385	37.30%	2.74%	1.08	1.01
	TRUE	147	25,661	29.71%	1.54%	1.02	0.95	212	27,936	32.91%	1.53%	1.08	0.99	216	31,375	37.28%	2.64%	1.08	1.01

* Results:

Qtrly Profit and Assets are in \$thousands

ROA = Annual return to the community (including tithes from member merchants) divided by total assets

Worth Ratio = the true worth of one share of stock, divided by its suggested resale price (>=1.00 is good)

Book Ratio = the book value of one share of stock, divided by its suggested resale price (>=1.00 is good)

** bold figures are the assumed values (as in Appendix A)

Survey Results

(partial results 05/17/2007)

	<u>Individuals</u>	<u>Businesses</u>	<u>Overall</u>
Respondents	99	47	146
How many will switch	85 (86%)	40 (85%)	125 86%
Will accept local credit/debit card	22 (22%)	24 (51%)	46 32%
Average rebate		5.95%	2.98% to the Community
Average minimum balance	\$ 4,149	\$ 2,155	\$ 3,507
Average stock purchase	\$ 2,611	\$ 801	\$ 2,029
TOTAL MINIMUM SAVINGS	\$ 366,892	\$ 91,844	\$ 458,736
TOTAL STOCK PURCHASES	\$ 222,017	\$ 37,440	\$ 259,457

Ratio of stock to actual savings	0.46	0.22	0.41
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(assuming an average savings balance of \$1,500 over the average minimum)