

Fourth Quarter 2023
ECONOMIC INDICATORS (NOT SEASONALLY ADJUSTED, UNLESS NOTED)

Employment Growth Rates (% change from year ago, unless noted)	Q4-23	Q3-23	Q4-22	2023	2022
Total Nonfarm (share of trailing four quarter employment in parentheses)	1.6%	1.4%	2.0%	1.8%	2.7%
Manufacturing (11%)	-0.5%	0.2%	2.4%	0.7%	3.3%
Other (non-manufacturing) Goods-Producing (5%)	0.5%	1.0%	1.4%	1.4%	1.9%
Private Service-Providing (70%)	1.6%	1.5%	2.0%	1.8%	3.0%
Government (14%)	3.8%	2.5%	1.5%	2.6%	1.2%
Unemployment Rate (% of labor force, seasonally adjusted)	2.7%	2.9%	2.8%	2.8%	2.5%

Other Indicators (% change of 4-qtr moving total, unless noted)	Q4-23	Q3-23	Q4-22	2023	2022
Single-Family Home Permits	-12.7%	-23.0%	-24.6%	-12.7%	-24.6%
Multifamily Building Permits	-34.7%	-32.9%	-5.8%	-34.7%	-5.8%
Home Price Index (change from year ago)	3.7%	3.9%	7.0%	3.9%	12.0%
Nonbusiness Bankruptcy Filings per 1000 people (quarterly annualized level)	N/A	1.19	0.94	N/A	0.94

BANKING TRENDS

General Information	Q4-23	Q3-23	Q4-22	2023	2022
Institutions (#)	251	252	256	251	256
Total Assets (in millions)	\$126,355	\$123,029	\$117,965	\$126,355	\$117,965
New Institutions (# < 3 years)	1	1	1	1	1
Subchapter S Institutions (#)	161	167	168	161	168

Asset Quality	Q4-23	Q3-23	Q4-22	2023	2022
Past-Due and Nonaccrual Loans / Total Loans (median %)	0.52	0.62	0.49	0.52	0.49
Noncurrent Loans / Total Loans (median %)	0.16	0.22	0.13	0.16	0.13
Loan and Lease Allowance / Total Loans (median %)	1.24	1.25	1.23	1.24	1.23
Loan and Lease Allowance / Noncurrent Loans (median multiple)	4.45	3.78	5.47	4.45	5.47
Net Loan Losses / Total Loans (median %, year-to-date annualized)	0.01	0.00	0.00	0.01	0.00

Capital / Earnings (year-to-date annualized, unless noted)	Q4-23	Q3-23	Q4-22	2023	2022
Tier 1 Leverage (median %, end of period)	9.90	9.92	9.54	9.90	9.54
Return on Assets (median %)	0.92	0.98	1.04	0.92	1.04
Pretax Return on Assets (median %)	1.05	1.10	1.18	1.05	1.18
Net Interest Margin (median %)	3.48	3.50	3.40	3.48	3.40
Yield on Earning Assets (median %)	4.72	4.62	3.78	4.72	3.78
Cost of Funding Earning Assets (median %)	1.24	1.12	0.34	1.24	0.34
Provisions to Avg. Assets (median %)	0.03	0.02	0.01	0.03	0.01
Noninterest Income to Avg. Assets (median %)	0.33	0.33	0.35	0.33	0.35
Overhead to Avg. Assets (median %)	2.43	2.41	2.40	2.43	2.40

Liquidity / Sensitivity	Q4-23	Q3-23	Q4-22	2023	2022
Net Loans to Assets (median %)	65.10	65.11	62.33	65.10	62.33
Noncore Funding to Assets (median %)	9.08	8.53	4.95	9.08	4.95
Long-term Assets to Assets (median %, call filers)	22.18	22.87	26.29	22.18	26.29
Brokered Deposits (number of institutions)	93	95	80	93	80
Brokered Deposits to Assets (median % for those above)	4.68	4.42	2.84	4.68	2.84

Loan Concentrations (median % of Tier 1 Capital plus the Reserve for Loan and Lease Losses)	Q4-23	Q3-23	Q4-22	2023	2022
Commercial and Industrial	78	77	76	78	76
Commercial Real Estate	172	168	165	172	165
Construction & Development	25	25	26	25	26
Multifamily Residential Real Estate	11	10	9	11	9
Nonresidential Real Estate	114	115	119	114	119
Residential Real Estate	132	131	121	132	121
Consumer	18	18	18	18	18
Agriculture	67	66	70	67	70

BANKING PROFILE

Largest Deposit Markets (from 2023 Summary of Deposits)	Institutions in Market		Asset Distribution		Institutions	
Minneapolis-St. Paul-Bloomington, MN-WI	137	\$237,643	< \$100 million	74	(29.5%)	
Fargo, ND-MN	32	\$13,008	\$100 million to \$250 million	81	(32.3%)	
St. Cloud, MN	33	\$7,186	\$250 million to \$1 billion	78	(31.1%)	
Rochester, MN	34	\$7,140	\$1 billion to \$10 billion	16	(6.4%)	
Duluth, MN-WI	27	\$5,920	\$10 billion	2	(0.8%)	