



# PORTFOLIO MANAGER'S REPORT



Monday July 19, 2010 9:01 AM  
 Kansas City Office: (800) 288-5489  
 Oklahoma City Office: (866) 288-8823  
 Tulsa Office: (800) 288-1956

## CURRENT OFFERING YIELDS - Monday: 07/19/2010 9:01 AM

## ECONOMIC SNAPSHOT

	Trsy (Last Price)	Change (From Yest)	Agcy NC	Muni - TEY (A1; GO; BQ)	CMO (Avg Life)	MBS (Avg Life)	Release Dt		
3 mo	0.147%	+ 0.20 bp's	0.131%	0.435%			PPI (YOY)	6/30/2010	2.80%
6 mo	0.186%	UNCH	0.188%	0.495%			CPI (YOY)	6/30/2010	1.10%
12 mo	0.250%	+ 0.2 32'ds	0.363%	0.677%			Unemploy	6/30/2010	9.5
2 yr	0.593%	-0.5 32'ds	0.743%	1.208%	1.493%	1.543%	Non Farm	6/30/2010	-125.00
3 yr	0.958%		1.114%	1.763%	1.958%	2.058%	Cons Conf	6/30/2010	52.9
5 yr	1.690%	-1.5 32'ds	1.857%	2.874%	2.540%	2.840%	DJIA	10,147.47	49.57
10 yr	2.946%	-3.5 32'ds	3.168%	4.768%	3.896%	3.946%	NASDAQ	2,192.54	13.49
30 yr	3.965%	-7.0 32'ds	4.524%	6.950%			S & P 500	1,070.15	5.27

Source: Bloomberg Fair Value Curve or Last Price (Treasury only); ALL yields and spreads are "representative", not actual. Spreads change as the market changes, actual offerings may be higher or lower than indicated here. The municipal rate is the taxable equivalent yield after 10 bps TEFRA at the 34% federal tax bracket.

## THIS WEEK'S ECONOMIC REPORT

Date	Time	Report	Period	Mk Est.	Actual	Previous
7/19/2010	9:00	NAHB Housing Market Index	July	16.0	14.0	17.0
7/20/2010	7:30	Housing Starts	June	576K	---	593K
7/21/2010	6:00	MBA Mortgage Applications	16-Jul	---	---	-2.9%

## TODAY'S NEWS

### Treasury Auction Bids Rise 18% to Record as Investors Surpass Bond Dealers

July 19 (Bloomberg) -- For the first time since the government started collecting the data, central banks, mutual funds and U.S. banks are buying more government securities at Treasury auctions than Wall Street's bond dealers. Foreign and domestic investors bidding directly at note and bond auctions bought 57 percent of the \$1.26 trillion in Treasuries sold by the government this year, up from 45 percent during the same period in 2009 and as little as 32 percent for all of 2008, according to government data compiled by Bloomberg.

## MONDAY - YIELD CURVE REVIEW

The first day of the week is a day for preparation - in this regard we will take this opportunity to review the market.

Treasuries	Today	Last Week Close	5/31/2010	6/30/2009
3 mo	0.147%	0.152%	0.120%	0.206%
6 mo	0.186%	0.144%	0.183%	0.420%
2 yr	0.593%	0.539%	0.816%	0.800%
3 yr	0.958%	0.922%	1.334%	1.124%
5 yr	1.690%	1.618%	2.303%	1.657%
10 yr	2.946%	2.873%	3.614%	2.665%
30 yr	3.965%	3.889%	4.558%	3.535%

## Callables v Bullets

	Bullet Sprd	Bullet Yld	Call Typ *	Call Sprd	Call Yield	v Bullet	1X Only	1X Yield	v. Bullet
2Y	0.150%	0.743%	2/1 NC	0.149%	0.742%	-0.001%	0.201%	0.794%	0.051%
3Y	0.156%	1.114%	3/1 NC	0.243%	1.201%	0.087%	0.224%	1.182%	0.068%
5Y	0.167%	1.857%	5/2 NC	0.318%	2.008%	0.151%	0.315%	2.005%	0.148%
10Y	0.221%	3.168%	10/3 NC	0.408%	3.354%	0.187%	0.322%	3.268%	0.101%

\* Indications for "Continuously Callable" (Bermuda or American) securities. "1 Time Only" (European) Callables are 2/1; 3/1; 5/2; and 10/3 1X only.  
 The "Callables v Bullets" section is updated weekly and may not reflect current offering rates exactly.



# PORTFOLIO MANAGER'S REPORT



## Indifference Rate Curve

What is the Fixed Rate alternative to Prime, to which my bank is economically indifferent? These are the types of questions we face every day in our own bank, and through contact with banks like yours who use our Asset Liability Subsidiary (AMG).

Loan Pricing is becoming more of a "SCIENCE", and less of an "ART". Especially in those markets where we "Community Banks" are faced with competition from our "Big Bank" colleagues. We can understand a little more about this issue if we can apply some of the tools that bigger banks use to calculate the "Indifference Rate", or the rate at which they are mathematically indifferent to a borrower, whether the borrower chooses to utilize a Variable or Fixed Rate Loan. This calculation may not always produce a rate that will WIN a highly competitive loan, but will help the bank to better understand the true cost of making a loan at a less than indifferent rate. We have created this Indifference Rate Curve to help in making this decision. We hope it makes you and your staff more confident in evaluating the credits you see on an ongoing basis.

If you would make the following variable rate loan to a customer:

<u>Prime Rate</u>		<u>Credit Adjust.</u>		<u>Var Offering Rate</u>
3.25%	+	0.00%	=	3.25%

Then you would have the following Fixed Rate Alternatives to which you would be mathematically indifferent:

These would be Non Prepayable Loans, an additional adjustment should be made for Prepayment Risk.

	<u>LIBOR SWAP</u>		<u>Spread</u>		<u>PRIME/3MO LIBOR</u>		<u>Credit Adj</u>		<u>FIXED</u> <u>Offering Rate</u>
1 year	0.58%	+	2.63%	+	0.00%	=	3.21%		
2 year	0.83%	+	2.61%	+	0.00%	=	3.44%		
3 year	1.18%	+	2.61%	+	0.00%	=	3.79%		
4 year	1.55%	+	2.60%	+	0.00%	=	4.15%		
5 year	1.89%	+	2.61%	+	0.00%	=	4.51%		
10 year	2.92%	+	2.65%	+	0.00%	=	5.57%		
15 year	3.36%	+	2.65%	+	0.00%	=	6.01%		
20 year	3.54%	+	2.65%	+	0.00%	=	6.19%		

## Historical Fixed Indifferent Rates - Non Prepayable Loan

Average Maturity	<u>7/19/2010</u>	<u>Last Week</u>	<u>Last Mo</u>	<u>3 mos Ago</u>	<u>6 mos Ago</u>	<u>1 yr Ago</u>
Prime	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%
1 year	3.21%	3.24%	3.32%	3.12%	3.09%	3.37%
2 year	3.44%	3.52%	3.60%	3.69%	3.71%	3.99%
3 year	3.79%	3.91%	4.01%	4.28%	4.32%	4.63%
4 year	4.15%	4.29%	4.40%	4.78%	4.82%	5.12%
5 year	4.51%	4.67%	4.80%	5.22%	5.26%	5.49%
10 year	5.57%	5.74%	5.88%	6.39%	6.40%	6.45%
15 year	6.01%	6.12%	6.24%	6.77%	6.79%	6.71%
20 year	6.19%	6.29%	6.40%	6.93%	6.93%	6.79%

