



5 Choke Cherry Road, Suite 110  
Rockville, MD 20850

Tel 301-670-1300  
Fax 301-670-1302  
[www.energyfcu.org](http://www.energyfcu.org)

March 1, 2004

To Whom It May Concern:

John M. Floyd & Associates worked with our credit union in the spring and summer of 2003 to assist us in developing our Overdraft Privilege program for our member checking accounts. They analyzed our share draft returns and developed a program that increased our NSF revenues by an average of 78% each month since the program began in August 2003.

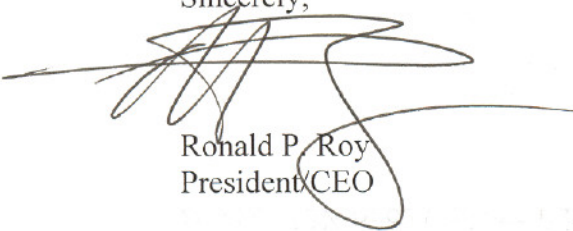
Prior to implementing our Overdraft Privilege program, we averaged \$28,000 per month in NSF fees on 9,300 accounts. To date, we have seen our gross revenues increase to an average of \$50,000 per month with a net loss ratio of 10.6% to date.

We have not enabled all of our ODP sources as of yet due to our core processor not having the necessary software to permit our program to permit ODP for ATM and point-of-sale ATM/Debit transactions. We believe that our revenue potential will increase by another 40% once we have this software.

We highly recommend that all credit unions consider this program for their members and we also recommend that they work with John M. Floyd & Associates to implement a system that not only develops new revenues but also provides controls and procedures that minimize risks associated with granting members access to funds that become receivables.

If you have any questions regarding our program, please feel free to contact us.

Sincerely,



Ronald P. Roy  
President/CEO