



P.O. Box 689 Cumberland, MD 21501-0689 Phone (301) 777-1781

January 27, 2006

To Whom It May Concern:

Chessie Federal Credit Union has just completed a consulting engagement with John M. Floyd & Associates. During this project JMFA worked with us to implement our Overdraft Privilege program and installed their Privilege Manager collections management software. These changes resulted in a significant increase in our NSF income.

We found John M. Floyd & Associates' analysis and recommendations to be both informative and professional as well as "on target" for providing a valuable new service to our members and at the same time increasing our non-interest income. JMFA provided us with detailed materials analyzing our existing NSF and overdraft volumes, waivers and refunds. Using their materials and working with our engagement team of Larry Hill and Pat Snodgrass we were able to install their recommendations with a minimum of effort. We increased our NSF fee income approximately 320 % the first year by following JMFA's recommendations and utilizing their Privilege Manager software.

John M. Floyd & Associates helped us introduce a new service that our members have widely accepted, and made a significant contribution to the financial growth and stability of the Credit Union. I would gladly recommend John M. Floyd & Associates as a successful partner and would consider using their services in the future.

Sincerely,

A handwritten signature in black ink that reads "Richard A. Daugherty".

Richard Daugherty
President