

About Us

First Empire CD Management has been providing institutions with a reliable source for non-negotiable certificates of deposit (CDs) for over two decades. We offer valuable strategies to help our clients utilize the national CD marketplace and provide solutions to optimize their portfolio.

We specialize in fixed and variable rate CDs with maturities ranging from six months to five years, which can be tailored to meet your institution's needs. Our national network of institutions provides a value-added resource and assists investors in locating CDs that meet their specific parameters. We are dedicated to assisting institutions and facilitating CD funding.

Treasury Rates as of 10/7/16 – 10:00 a.m.

Term	Current Yield
3-Months	0.33%
6-Months	0.46%
1 Year	0.66%
2 Year	0.83%
3 Year	0.99%
5 Year	1.26%

Source: US Department of Treasury

When Deposits Are Needed

We realize your first preference would be to accept local deposits, but there may be times when local deposits are not available and loan commitments must be met. First Empire CD Management is a reliable funding alternative to be used at your convenience. We are able to refer corporate and institutional depositors to you, which can be an immediate source of funding.

The majority of your business lies in the 6-months to 5-year range, which eliminates having short-term or volatile money on the books. Upon maturity, you will determine if the funds stay on deposit. If your loan demand still exists, we can negotiate a renewal rate. If not, we will redirect the depositor to another institution.

How are CD Rates Determined?

In order for our program to be successful we need to offer a competitive spread to similar term treasury yields, which depend on the current market conditions and the volume of funding needed.

How does the CD Program Work?

You decide how much money is needed, along with the terms and rate you want to offer. Once that is completed, we can begin to refer our clients to you. Each time we obtain a commitment, we provide the depositor with the wiring instructions. We will also email and fax a detailed confirmation to your bank with all the information needed to set up the Certificate of Deposit. All paperwork and interest checks are sent directly to the depositor.

Before we can actually start the funding process, we will need to know which method you would prefer to obtain the certificates. There are two scenarios to our funding: Net Rates and Direct Rates.

Direct Market:

No Fees Paid by Issuer

6-Months	0.90%
9-Months	0.90%
12-Months	1.05%
18-Months	1.10%
24-Months	1.20%
30-Months	1.25%
36-Months	1.35%
48-Months	1.60%
60-Months	1.70%

Rates are as of 10/11/16

SUBJECT TO CHANGE & AVAILABILITY

Brokered Rates:

Fee Paid by Issuer (Rate Includes Fee)

6-Months	0.85%
9-Months	0.90%
12-Months	1.00%
18-Months	1.05%
24-Months	1.15%
30-Months	1.20%
36-Months	1.30%
48-Months	1.50%
60-Months	1.70%

Rates are as of 10/11/16

SUBJECT TO CHANGE & AVAILABILITY

Direct Rates (Bill Investor)

No Fees Paid by Issuer

The depositor will pay the referral fee in exchange for premium rate.

Net Rates (Brokered)

Fee Paid by Issuer

The issuing institution pays the referral fee. The industry standard fee is 25 basis points. By offering net rates, you can tap into a less expensive source of funds. Generally speaking, the net market is viewed as a more conservative clientele base. These customers cannot pay a fee and will accept a lower rate on their investment.

If you would like us to post your current rates, please call us toll free at 800.645.5424

All rates are subject to change and availability. If you would like to be removed from our contact list, please call Customer Service at 800-645-5424. The information contained in this document has been obtained from sources we believe to be reliable. However, we do not guarantee it is accurate or complete. This information is subject to change without notice. This document is not and should not be construed as an offer to buy or sell any security or securities.