

Sample Bank

Anywhere, U.S.A.



BankLink SolutionsSM
Forecasting & Reporting Systems

*Comparative
Performance
Analysis*

Hybarger & Associates

2017 Budget

Directors' Financial Digest
Performance Comparison

Balance Sheet Volumes

Category	Average Volumes			Change in Average Volumes						Common Size		
	(Thousands of Dollars)			(Thousands of Dollars)			(Percentage)			(Percentage of Assets)		
	2016 Year End	2017 Budget	2018 Baseline	2016 Year End	2017 Budget	2018 Baseline	2016 Year End	2017 Budget	2018 Baseline	2016 Year End	2017 Budget	2018 Baseline
Agricultural Loans - Fixed	17,666	20,331	20,944	2,489	2,665	613	16.40	15.09	3.02	4.72	5.28	5.44
Agricultural Loans - Variable	3,620	3,288	3,345	(825)	(332)	57	(18.56)	(9.17)	1.73	0.97	0.85	0.87
Commercial Loans - Fixed	24,989	23,709	25,902	6,655	(1,280)	2,193	36.30	(5.12)	9.25	6.67	6.16	6.72
Commercial Loans - Variable	31,449	31,343	33,285	4,288	(106)	1,942	15.79	(0.34)	6.20	8.40	8.14	8.64
Real Estate Loans - Fixed	8,378	9,714	10,689	3,593	1,336	975	75.09	15.95	10.04	2.24	2.52	2.77
Real Estate Loans - Variable	57,970	63,626	66,982	9,397	5,656	3,356	19.35	9.76	5.27	15.48	16.53	17.39
Residential Real Estate - Fixed	5,638	5,823	5,954	739	185	131	15.08	3.28	2.25	1.51	1.51	1.55
Residential Real Estate - Variable	29,759	32,556	34,682	(1,926)	2,797	2,126	(6.08)	9.40	6.53	7.95	8.46	9.00
Residential Real Estate - Warehouse	(17)	0	0	(24)	17	0	(342.86)	(100.00)	0.00	(0.00)	0.00	0.00
Consumer Loans	15,432	14,610	14,464	436	(822)	(146)	2.91	(5.33)	(1.00)	4.12	3.80	3.75
Other Loans	5,217	6,913	6,914	(3)	1,696	1	(0.06)	32.51	0.01	1.39	1.80	1.79
Overdrafts	255	91	91	179	(164)	0	235.53	(64.31)	0.00	0.07	0.02	0.02
Non-Accrual Loans	3,694	4,403	4,403	258	709	0	7.51	19.19	0.00	0.99	1.14	1.14
Total Loans	204,050	216,408	227,655	25,255	12,358	11,247	14.13	6.06	5.20	54.49	56.22	59.10
U.S. Treasury & Agency Securities	95,301	87,539	88,590	3,200	(7,762)	1,051	3.47	(8.14)	1.20	25.45	22.74	23.00
Mortgage Backed Securities - Fixed	54,757	60,867	51,823	(10,649)	6,110	(9,044)	(16.28)	11.16	(14.86)	14.62	15.81	13.45
Municipal Securities	2,051	2,422	455	2,051	371	(1,967)	100.00	18.09	(81.21)	0.55	0.63	0.12
Other Investments	1,250	1,447	1,466	490	197	19	64.47	15.76	1.31	0.33	0.38	0.38
Total Investments	153,359	152,274	142,334	(4,908)	(1,085)	(9,940)	(3.10)	(0.71)	(6.53)	40.95	39.56	36.95
Total Short-Term Liquidity	1,796	4,931	4,348	(1,634)	3,135	(583)	(47.64)	174.55	(11.82)	0.48	1.28	1.13
Total Earning Assets	359,205	373,613	374,336	18,713	14,408	723	5.50	4.01	0.19	95.92	97.06	97.17
Total Non-Earning Assets	15,283	11,325	10,889	513	(3,958)	(436)	3.47	(25.90)	(3.85)	4.08	2.94	2.83
Total Assets	374,488	384,938	385,225	19,226	10,450	287	5.41	2.79	0.07	100.00	100.00	100.00

Directors' Financial Digest
Performance Comparison

Balance Sheet Volumes

Category	Average Volumes			Change in Average Volumes						Common Size		
	(Thousands of Dollars)			(Thousands of Dollars)			(Percentage)			(Percentage of Assets)		
	2016 Year End	2017 Budget	2018 Baseline	2016 Year End	2017 Budget	2018 Baseline	2016 Year End	2017 Budget	2018 Baseline	2016 Year End	2017 Budget	2018 Baseline
Interest Bearing Checking	108,965	99,123	99,808	(3,279)	(9,842)	685	(2.92)	(9.03)	0.69	29.10	25.75	25.91
Money Market Accounts	8,013	8,362	8,861	(158)	349	499	(1.93)	4.36	5.97	2.14	2.17	2.30
Premium Money Market Accounts	2,553	2,426	2,354	(146)	(127)	(72)	(5.41)	(4.97)	(2.97)	0.68	0.63	0.61
Managed Corporate Funding	18,587	28,020	28,020	3,549	9,433	0	23.60	50.75	0.00	4.96	7.28	7.27
Public Funds	42,170	46,268	44,823	4,313	4,098	(1,445)	11.39	9.72	(3.12)	11.26	12.02	11.64
Total Interest Bearing Checking	180,288	184,199	183,867	4,280	3,911	(332)	2.43	2.17	(0.18)	48.14	47.85	47.73
Total Savings Deposits	22,973	25,096	25,802	2,683	2,123	706	13.22	9.24	2.81	6.13	6.52	6.70
1 to 6 Month C.D.'s	1,216	1,214	1,184	(145)	(2)	(30)	(10.65)	(0.16)	(2.47)	0.32	0.32	0.31
7 to 12 Month C.D.'s	1,416	1,377	1,340	(753)	(39)	(37)	(34.72)	(2.75)	(2.69)	0.38	0.36	0.35
13 to 24 Month C.D.'s	1,883	1,854	1,799	(148)	(29)	(55)	(7.29)	(1.54)	(2.97)	0.50	0.48	0.47
25 to 60 Month C.D.'s	3,291	3,215	3,203	29	(76)	(12)	0.89	(2.31)	(0.37)	0.88	0.84	0.83
\$100,000 and Greater C.D.'s	22,446	21,651	22,238	(2,969)	(795)	587	(11.68)	(3.54)	2.71	5.99	5.62	5.77
Public Funds Certificates	23,610	23,588	23,625	1,174	(22)	37	5.23	(0.09)	0.16	6.30	6.13	6.13
I.R.A.'s	4,764	4,937	5,018	88	173	81	1.88	3.63	1.64	1.27	1.28	1.30
U.S. Sterling Capital C.D.'s	5,686	6,925	7,170	2,490	1,239	245	77.91	21.79	3.54	1.52	1.80	1.86
Finance 500	14,501	24,427	26,501	8,925	9,926	2,074	160.06	68.45	8.49	3.87	6.35	6.88
Other Brokered C.D.'s	678	8,000	8,000	678	7,322	0	100.00	∞	0.00	0.18	2.08	2.08
Other C.D.'s	6,010	5,685	5,654	(1,025)	(325)	(31)	(14.57)	(5.41)	(0.55)	1.60	1.48	1.47
Certificates of Deposit	85,503	102,873	105,733	8,346	17,370	2,860	10.82	20.32	2.78	22.83	26.72	27.45
Overnight Funding	6,893	630	0	5,927	(6,263)	(630)	613.56	(90.86)	(100.00)	1.84	0.16	0.00
FHLB Advances - Beyond One Year	8,000	5,907	0	0	(2,093)	(5,907)	0.00	(26.16)	(100.00)	2.14	1.53	0.00
Total Non-Deposit Funding	14,893	6,536	0	5,927	(8,357)	(6,536)	66.11	(56.11)	(100.00)	3.98	1.70	0.00
Total Interest Bearing Liabilities	303,657	318,704	315,402	21,236	15,047	(3,302)	7.52	4.96	(1.04)	81.09	82.79	81.87
Non-Interest Deposits	36,131	34,081	36,266	(3,344)	(2,050)	2,185	(8.47)	(5.67)	6.41	9.65	8.85	9.41
Total Funding	339,788	352,784	351,668	17,892	12,996	(1,116)	5.56	3.82	(0.32)	90.73	91.65	91.29
Total Other Liabilities	1,679	(2,075)	(2,212)	(79)	(3,754)	(137)	(4.49)	(223.59)	(6.60)	0.45	(0.54)	(0.57)
Total Equity Capital	33,019	34,228	35,767	1,414	1,209	1,539	4.47	3.66	4.50	8.82	8.89	9.28
Intangibles (Contra)	2	2	2	(1)	0	0	(33.33)	0.00	0.00	0.00	0.00	0.00
Total Liabilities & Capital	374,488	384,938	385,225	19,226	10,450	287	5.41	2.79	0.07	100.00	100.00	100.00

Directors' Financial Digest
Performance Comparison

Balance Sheet Rates

<i>Category</i>	<i>Average Rates</i>			<i>Change in Average Rates</i>					
	<i>(Percentage Rates)</i>			<i>(Basis Points)</i>			<i>(Percentage Change)</i>		
	<i>2016 Year End</i>	<i>2017 Budget</i>	<i>2018 Baseline</i>	<i>2016 Year End</i>	<i>2017 Budget</i>	<i>2018 Baseline</i>	<i>2016 Year End</i>	<i>2017 Budget</i>	<i>2018 Baseline</i>
Agricultural Loans - Fixed	5.34	5.45	5.90	(0.10)	0.11	0.45	(1.84)	2.06	8.26
Agricultural Loans - Variable	5.21	5.29	5.36	0.04	0.08	0.07	0.77	1.54	1.32
Commercial Loans - Fixed	5.08	5.35	5.82	(0.43)	0.27	0.47	(7.80)	5.31	8.79
Commercial Loans - Variable	4.77	4.95	5.32	(0.09)	0.18	0.37	(1.85)	3.77	7.47
Real Estate Loans - Fixed	4.84	4.84	4.97	(0.41)	0.00	0.13	(7.81)	0.00	2.69
Real Estate Loans - Variable	5.11	5.09	5.38	(0.30)	(0.02)	0.29	(5.55)	(0.39)	5.70
Residential Real Estate - Fixed	4.55	4.68	4.96	(0.26)	0.13	0.28	(5.41)	2.86	5.98
Residential Real Estate - Variable	5.75	5.64	5.87	(0.08)	(0.11)	0.23	(1.37)	(1.91)	4.08
Residential Real Estate - Warehouse	(1.39)	0.00	0.00	(5.14)	1.39	0.00	(137.07)	(100.00)	0.00
Consumer Loans	5.61	5.56	5.64	(0.50)	(0.05)	0.08	(8.18)	(0.89)	1.44
Other Loans	0.41	2.63	2.63	0.41	2.22	0.00	100.00	541.46	0.00
Overdrafts	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Non-Accrual Loans	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Loans	4.96	5.05	5.34	(0.22)	0.09	0.29	(4.25)	1.81	5.74
U.S. Treasury & Agency Securities	2.38	2.32	2.33	(0.17)	(0.06)	0.01	(6.67)	(2.52)	0.43
Mortgage Backed Securities - Fixed	2.37	2.46	2.52	0.01	0.09	0.06	0.42	3.80	2.44
Municipal Securities	0.91	0.92	0.96	0.91	0.01	0.04	100.00	1.10	4.35
Other Investments	2.64	2.46	2.45	(0.53)	(0.18)	(0.01)	(16.72)	(6.82)	(0.41)
Total Investments	2.36	2.36	2.40	(0.11)	0.00	0.04	(4.45)	0.00	1.69
Total Short-Term Liquidity	0.49	0.80	1.32	0.21	0.31	0.52	75.00	63.27	65.00
Total Earning Assets	3.83	3.89	4.17	(0.04)	0.06	0.28	(1.03)	1.57	7.20
Total Non-Earning Assets	-	-	-	-	-	-	-	-	-
Total Assets	3.67	3.78	4.06	(0.04)	0.11	0.28	(1.08)	3.00	7.41

Directors' Financial Digest

Performance Comparison

Balance Sheet Rates

Category	Average Rates			Change in Average Rates					
	(Percentage Rates)			(Basis Points)			(Percentage Change)		
	2016 Year End	2017 Budget	2018 Baseline	2016 Year End	2017 Budget	2018 Baseline	2016 Year End	2017 Budget	2018 Baseline
Interest Bearing Checking	0.19	0.26	0.34	(0.02)	(0.07)	(0.08)	(11.76)	(36.84)	(30.77)
Money Market Accounts	0.25	0.26	0.34	0.00	(0.01)	(0.08)	0.00	(4.00)	(30.77)
Premium Money Market Accounts	0.32	0.46	0.57	(0.21)	(0.14)	(0.11)	(190.91)	(43.75)	(23.91)
Managed Corporate Funding	0.60	0.86	1.18	(0.17)	(0.26)	(0.32)	(39.53)	(43.33)	(37.21)
Public Funds	1.13	1.16	1.23	0.00	(0.03)	(0.07)	0.00	(2.65)	(6.03)
Total Interest Bearing Checking	0.46	0.58	0.69	(0.06)	(0.12)	(0.11)	(15.00)	(26.09)	(18.97)
Total Savings Deposits	0.34	0.37	0.45	0.01	(0.03)	(0.08)	2.86	(8.82)	(21.62)
1 to 6 Month C.D.'s	0.29	0.31	0.43	(0.10)	(0.02)	(0.12)	(52.63)	(6.90)	(38.71)
7 to 12 Month C.D.'s	0.67	0.64	0.64	(0.16)	0.03	0.00	(31.37)	4.48	0.00
13 to 24 Month C.D.'s	0.87	0.87	0.83	(0.16)	0.00	0.04	(22.54)	0.00	4.60
25 to 60 Month C.D.'s	0.98	1.02	1.06	(0.03)	(0.04)	(0.04)	(3.16)	(4.08)	(3.92)
\$100,000 and Greater C.D.'s	0.98	0.96	1.02	(0.04)	0.02	(0.06)	(4.26)	2.04	(6.25)
Public Funds Certificates	0.56	0.67	0.81	(0.24)	(0.11)	(0.14)	(75.00)	(19.64)	(20.90)
I.R.A.'s	0.88	0.90	1.05	(0.13)	(0.02)	(0.15)	(17.33)	(2.27)	(16.67)
U.S. Sterling Capital C.D.'s	1.53	1.49	1.59	(0.68)	0.04	(0.10)	(80.00)	2.61	(6.71)
Finance 500	0.77	1.00	1.41	(0.12)	(0.23)	(0.41)	(18.46)	(29.87)	(41.00)
Other Brokered C.D.'s	0.83	0.99	1.49	(0.83)	(0.16)	(0.50)	0.00	(19.28)	(50.51)
Other C.D.'s	0.99	1.06	1.51	(0.07)	(0.07)	(0.45)	(7.61)	(7.07)	(42.45)
Certificates of Deposit	0.84	0.93	1.16	(0.15)	(0.09)	(0.23)	(21.74)	(10.71)	(24.73)
Overnight Funding	0.54	1.14	0.00	(0.14)	(0.60)	1.14	(35.00)	(111.11)	100.00
FHLB Advances - Beyond One Year	3.48	3.41	0.00	0.00	0.07	3.41	0.00	2.01	100.00
Repurchase Agreements	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Non-Deposit Funding	2.12	3.20	0.00	1.03	(1.08)	2.57	32.70	(50.94)	80.31
Total Interest Bearing Liabilities	0.64	0.73	0.83	(0.08)	(0.09)	(0.10)	(14.29)	(14.06)	(13.70)
Non-Interest Deposits	-	-	-	-	-	-	-	-	-
Total Cost of Funds	0.57	0.66	0.74	(0.07)	(0.09)	(0.08)	(14.00)	(15.79)	(12.12)
Total Other Liabilities	-	-	-	-	-	-	-	-	-
Total Equity Capital	-	-	-	-	-	-	-	-	-
Total Liabilities & Capital	0.52	0.60	0.68	(0.07)	(0.08)	(0.08)	(15.56)	(15.38)	(13.33)

Directors' Financial Digest
Performance Comparison

Income Statement

<i>Category</i>	<i>Total Income / Expense</i>			<i>Change in Income / Expense</i>						<i>Common Size</i>		
	<i>(Whole Dollars)</i>			<i>(Whole Dollars)</i>			<i>(Percentage)</i>			<i>(Percentage of Assets)</i>		
	<i>2016</i> <i>Year End</i>	<i>2017</i> <i>Budget</i>	<i>2018</i> <i>Baseline</i>	<i>2016</i> <i>Year End</i>	<i>2017</i> <i>Budget</i>	<i>2018</i> <i>Baseline</i>	<i>2016</i> <i>Year End</i>	<i>2017</i> <i>Budget</i>	<i>2018</i> <i>Baseline</i>	<i>2016</i> <i>Year End</i>	<i>2017</i> <i>Budget</i>	<i>2018</i> <i>Baseline</i>
Loans	10,245,897	10,929,665	12,169,328	1,041,920	683,768	1,239,663	11.32	6.67	11.34	2.74	2.84	3.16
Investments	3,633,461	3,588,615	3,417,390	(266,908)	(44,846)	(171,225)	(6.84)	(1.23)	(4.77)	0.97	0.93	0.89
Short-Term Liquidity	10,287	40,346	55,964	2,868	30,059	15,618	38.66	292.20	38.71	0.00	0.01	0.01
Total Interest Income	13,889,645	14,558,626	15,642,682	777,880	668,981	1,084,056	5.93	4.82	7.45	3.71	3.78	4.06
Interest Bearing Checking	842,570	1,058,082	1,257,012	(118,454)	(215,512)	(198,930)	(16.36)	(25.58)	(18.80)	0.22	0.27	0.33
Savings Deposits	73,654	91,714	114,195	(6,718)	(18,060)	(22,481)	(10.04)	(24.52)	(24.51)	0.02	0.02	0.03
Certificates of Deposit	699,732	951,087	1,212,484	(143,871)	(251,355)	(261,397)	(25.88)	(35.92)	(27.48)	0.19	0.25	0.31
Non-Deposit Funding	328,677	221,647	0	(42,748)	107,030	221,647	(14.95)	32.56	100.00	0.09	0.06	0.00
Total Interest Expense	1,944,633	2,322,529	2,583,691	(311,791)	(377,896)	(261,162)	(19.09)	(19.43)	(11.24)	0.52	0.60	0.67
Net Interest Income	11,945,012	12,236,097	13,058,991	466,089	291,085	822,895	4.06	2.44	6.73	3.19	3.18	3.39
Provision - Loan Losses	816,500	456,000	456,000	50,524	360,500	0	5.83	44.15	0.00	0.22	0.12	0.12
Security Gains/Losses	423,979	0	0	435,884	(423,979)	0	∞	(100.00)	0.00	0.11	0.00	0.00
Fees on Loans	826,379	749,671	764,833	15,061	(76,708)	15,162	1.86	(9.28)	2.02	0.22	0.19	0.20
Fees on Deposits	1,426,175	1,529,876	1,547,821	162,757	103,701	17,945	12.88	7.27	1.17	0.38	0.40	0.40
Other Operating Income	59,160	62,611	63,877	11,446	3,451	1,266	23.99	5.83	2.02	0.02	0.02	0.02
Mortgage Income	739,216	514,287	475,707	(84,307)	(224,929)	(38,580)	(10.24)	(30.43)	(7.50)	0.20	0.13	0.12
Special Services Income	352,781	256,387	255,090	(29,639)	(96,394)	(1,297)	(7.75)	(27.32)	(0.51)	0.09	0.07	0.07
Non-Operating Income	(77,205)	0	0	211,511	77,205	0	73.26	100.00	0.00	(0.02)	0.00	0.00
Total Non-Interest Income	3,326,506	3,112,832	3,107,328	286,829	(213,674)	(5,504)	9.44	(6.42)	(0.18)	0.89	0.81	0.81
Personnel	4,709,550	4,816,521	4,915,080	(751,471)	(106,971)	(98,559)	(18.99)	(2.27)	(2.05)	1.26	1.25	1.28
Occupancy	593,914	600,172	610,217	6,876	(6,258)	(10,045)	1.14	(1.05)	(1.67)	0.16	0.16	0.16
Furniture, Fixtures, & Equipment	563,815	567,652	576,554	(15,432)	(3,837)	(8,902)	(2.81)	(0.68)	(1.57)	0.15	0.15	0.15
Outside Services	1,577,600	1,536,358	1,690,857	(31,270)	41,242	(154,499)	(2.02)	2.61	(10.06)	0.42	0.40	0.44
Other Operating Expenses	1,984,364	2,122,706	2,182,418	(325,516)	(138,342)	(59,712)	(19.62)	(6.97)	(2.81)	0.53	0.55	0.57
Mortgage Personnel	207,439	209,725	216,102	21,393	(2,286)	(6,377)	9.35	(1.10)	(3.04)	0.06	0.05	0.06
Mortgage Expenses	71,352	64,667	66,563	24,534	6,685	(1,896)	25.59	9.37	(2.93)	0.02	0.02	0.02
Non-Operating Expenses	62,276	78,512	80,902	12,466	(16,236)	(2,390)	16.68	(26.07)	(3.04)	0.02	0.02	0.02
Total Non-Interest Expenses	9,770,310	9,996,313	10,338,693	(1,058,420)	(226,003)	(342,380)	(12.15)	(2.31)	(3.43)	2.61	2.60	2.68
Net Income Before Taxes	5,108,687	4,896,616	5,371,626	180,906	(212,071)	475,010	3.67	(4.15)	9.70	1.36	1.27	1.39
State Tax	0	0	0	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00
Federal Tax	0	0	0	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00
Net Income	5,108,687	4,896,616	5,371,626	180,906	(212,071)	475,010	3.67	(4.15)	9.70	1.36	1.27	1.39

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Balance Sheet & Performance Ratios

Category	Ratios			Change					
	2016 Year End	2017 Budget	2018 Baseline	(Basis Points)			(Percentage)		
				2016 Year End	2017 Budget	2018 Baseline	2016 Year End	2017 Budget	2018 Baseline
Performance Ratios									
Return on Assets	1.36	1.27	1.39	(0.03)	(0.09)	0.12	(1.95)	(6.62)	9.45
Return on Equity	15.47	14.31	15.02	(0.12)	(1.16)	0.71	(0.78)	(7.50)	4.96
Capital Accounts Analysis									
Tangible Equity Capital (Leverage Ratio)	8.84	8.92	9.31	(0.08)	0.08	0.39	(0.84)	0.90	4.37
Common Equity Tier 1 Risk-Based Capital Ratio	13.79	13.67	13.70	(0.90)	(0.12)	0.03	(6.15)	(0.85)	0.24
Tier 1 Risk-Based Capital Ratio	13.79	13.67	13.70	(0.90)	(0.12)	0.03	(6.15)	(0.85)	0.24
Total Risk-Based Capital Ratio	15.02	14.92	14.95	(0.91)	(0.10)	0.03	(5.69)	(0.67)	0.22
Balance Sheet Ratios									
Yield on Earning Assets	3.83	3.89	4.17	(0.04)	0.06	0.28	(1.03)	1.57	7.20
Cost of Earning Assets	0.54	0.62	0.70	(0.08)	(0.08)	(0.08)	(16.26)	(14.81)	(12.90)
Net Interest Margin	3.29	3.27	3.47	(0.12)	(0.02)	0.20	(3.39)	(0.61)	6.12
Yield on Earning Assets	3.83	3.89	4.17	(0.04)	0.06	0.28	(1.03)	1.57	7.20
Cost of Interest Bearing Liabilities	0.64	0.73	0.83	(0.08)	(0.09)	(0.10)	(14.29)	(14.06)	(13.70)
Spread	3.19	3.16	3.34	(0.12)	(0.03)	0.18	(3.63)	(0.94)	5.70
Non-Interest Income/Assets	0.89	0.81	0.81	0.03	(0.08)	0.00	4.02	(8.99)	0.00
Non-Interest Expense/Assets	2.61	2.60	2.68	(0.16)	0.01	(0.08)	(6.43)	0.38	(3.08)
Operating Efficiency Ratio	62.97	64.62	63.45	(5.03)	(1.64)	1.16	(8.67)	(2.61)	1.80
Loans/Deposits	62.80	62.50	64.74	5.66	(0.30)	2.24	9.91	(0.48)	3.58
Reserve for Loan Losses/Net Loans	1.47	1.52	1.53	(0.04)	0.05	0.01	(2.77)	3.40	0.66
Earning Assets/Assets	95.92	97.06	97.17	0.08	1.14	0.11	0.08	1.19	0.11
Interest Bearing Liabilities/Assets	81.09	82.79	81.87	1.59	1.70	(0.92)	2.00	2.10	(1.11)
Earning Assets/Interest Bearing Liab	118.29	117.23	118.69	(2.27)	(1.06)	1.46	(1.88)	(0.90)	1.25
Comparative Interest Rates									
Prime Rate	3.52	3.92	4.42	0.25	0.40	0.50	7.65	11.36	12.76
Three Month Treasury Bill	0.33	0.69	1.19	0.28	0.36	0.50	560.00	109.09	72.46
Six Month Treasury Bill	0.47	0.78	1.29	0.31	0.31	0.51	193.75	65.96	65.38
Five Year Treasury Note	1.34	2.07	2.51	(0.16)	0.73	0.44	(10.67)	54.48	21.26
Fed Funds Rate	0.52	0.92	1.42	0.25	0.40	0.50	92.59	76.92	54.35
"Yield Curve" Spread	0.82	1.15	1.09	(0.41)	0.33	(0.06)	(33.33)	40.24	(5.22)

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Balance Sheet Volumes

Category	Ending Volumes			Change in Ending Volumes						Common Size		
	(Thousands of Dollars)			(Thousands of Dollars)			(Percentage)			(Percentage of Assets)		
	2016 Year End	2017 Budget	2018 Baseline	2016 Year End	2017 Budget	2018 Baseline	2016 Year End	2017 Budget	2018 Baseline	2016 Year End	2017 Budget	2018 Baseline
Agricultural Loans - Fixed	20,005	20,608	21,229	2,996	603	621	17.61	3.01	3.01	5.34	5.42	5.53
Agricultural Loans - Variable	3,257	3,313	3,371	(2,124)	56	58	(39.47)	1.72	1.75	0.87	0.87	0.88
Commercial Loans - Fixed	22,393	24,689	26,924	2,335	2,296	2,235	11.64	10.25	9.05	5.98	6.49	7.01
Commercial Loans - Variable	30,289	32,228	34,172	(2,665)	1,939	1,944	(8.09)	6.40	6.03	8.09	8.48	8.89
Real Estate Loans - Fixed	8,324	10,234	11,071	3,575	1,910	837	75.28	22.95	8.18	2.22	2.69	2.88
Real Estate Loans - Variable	61,288	65,194	68,490	12,794	3,906	3,296	26.38	6.37	5.06	16.36	17.14	17.83
Residential Real Estate - Fixed	5,753	5,882	6,016	1,799	129	134	45.50	2.24	2.28	1.54	1.55	1.57
Residential Real Estate - Variable	31,032	33,557	35,627	(81)	2,525	2,070	(0.26)	8.14	6.17	8.28	8.82	9.27
Residential Real Estate - Warehouse	0	0	0	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00
Consumer Loans	14,693	14,542	14,400	751	(151)	(142)	5.39	(1.03)	(0.98)	3.92	3.82	3.75
Other Loans	9,514	6,914	6,914	3,718	(2,600)	0	64.15	(27.33)	0.00	2.54	1.82	1.80
Overdrafts	77	91	91	(40)	14	0	(34.19)	18.18	0.00	0.02	0.02	0.02
Non-Accrual Loans	4,403	4,403	4,403	911	0	0	26.09	0.00	0.00	1.18	1.16	1.15
Total Loans	211,028	221,656	232,708	23,969	10,628	11,052	12.81	5.04	4.99	56.33	58.29	60.56
U.S. Treasury & Agency Securities	82,490	88,555	88,619	(4,195)	6,065	64	(4.84)	7.35	0.07	22.02	23.29	23.06
Mortgage Backed Securities - Fixed	66,879	56,314	48,369	6,499	(10,565)	(7,945)	10.76	(15.80)	(14.11)	17.85	14.81	12.59
Municipal Securities	2,422	2,422	0	2,422	0	(2,422)	100.00	0.00	(100.00)	0.65	0.64	0.00
Other Investments	1,438	1,456	1,475	685	18	19	90.97	1.25	1.30	0.38	0.38	0.38
Total Investments	153,229	148,747	138,464	5,411	(4,482)	(10,283)	3.66	(2.93)	(6.91)	40.90	39.12	36.04
Total Short-Term Liquidity	47	44	1,192	(11,338)	(3)	1,148	(99.59)	(6.38)	∞	0.01	0.01	0.31
Total Earning Assets	364,304	370,447	372,364	18,042	6,143	1,917	5.21	1.69	0.52	97.24	97.42	96.91
Total Non-Earning Assets	10,323	9,818	11,871	(2,898)	(505)	2,053	(21.92)	(4.89)	20.91	2.76	2.58	3.09
Total Assets	374,627	380,265	384,235	15,144	5,638	3,970	4.21	1.50	1.04	100.00	100.00	100.00

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Balance Sheet Volumes

Category	Ending Volumes			Change in Ending Volumes						Common Size		
	(Thousands of Dollars)			(Thousands of Dollars)			(Percentage)			(Percentage of Assets)		
	2016 Year End	2017 Budget	2018 Baseline	2016 Year End	2017 Budget	2018 Baseline	2016 Year End	2017 Budget	2018 Baseline	2016 Year End	2017 Budget	2018 Baseline
Interest Bearing Checking	99,014	99,688	100,382	(24,849)	674	694	(20.06)	0.68	0.70	26.43	26.22	26.13
Money Market Accounts	8,101	8,585	9,098	260	484	513	3.32	5.97	5.98	2.16	2.26	2.37
Premium Money Market Accounts	2,466	2,393	2,322	(296)	(73)	(71)	(10.72)	(2.96)	(2.97)	0.66	0.63	0.60
Managed Corporate Funding	28,016	28,016	28,016	12,949	0	0	85.94	0.00	0.00	7.48	7.37	7.29
Public Funds	42,008	40,553	39,117	7,396	(1,455)	(1,436)	21.37	(3.46)	(3.54)	11.21	10.66	10.18
Total Interest Bearing Checking	179,605	179,235	178,935	(4,540)	(370)	(300)	(2.47)	(0.21)	(0.17)	47.94	47.13	46.57
Total Savings Deposits	24,719	25,415	26,131	3,681	696	716	17.50	2.82	2.82	6.60	6.68	6.80
1 to 6 Month C.D.'s	1,230	1,200	1,171	(117)	(30)	(29)	(8.69)	(2.44)	(2.42)	0.33	0.32	0.30
7 to 12 Month C.D.'s	1,397	1,360	1,324	(280)	(37)	(36)	(16.70)	(2.65)	(2.65)	0.37	0.36	0.34
13 to 24 Month C.D.'s	1,884	1,828	1,774	(203)	(56)	(54)	(9.73)	(2.97)	(2.95)	0.50	0.48	0.46
25 to 60 Month C.D.'s	3,221	3,209	3,198	(21)	(12)	(11)	(0.65)	(0.37)	(0.34)	0.86	0.84	0.83
\$100,000 and Greater C.D.'s	21,339	21,916	22,511	(2,194)	577	595	(9.32)	2.70	2.71	5.70	5.76	5.86
Public Funds Certificates	23,569	23,605	23,642	(99)	36	37	(0.42)	0.15	0.16	6.29	6.21	6.15
I.R.A.'s	4,894	4,974	5,056	59	80	82	1.22	1.63	1.65	1.31	1.31	1.32
U.S. Sterling Capital C.D.'s	5,670	7,170	7,170	2,392	1,500	0	72.97	26.46	0.00	1.51	1.89	1.87
Finance 500	21,501	26,501	26,502	15,925	5,000	1	285.60	23.25	0.00	5.74	6.97	6.90
Other Brokered C.D.'s	8,000	8,000	8,000	8,000	0	0	100.00	0.00	0.00	2.14	2.10	2.08
Other C.D.'s	5,828	5,625	5,678	(323)	(203)	53	(5.25)	(3.48)	0.94	1.56	1.48	1.48
Certificates of Deposit	98,533	105,389	106,025	23,139	6,856	636	30.69	6.96	0.60	26.30	27.71	27.59
Overnight Funding	450	3,240	0	450	2,790	(3,240)	100.00	620.00	(100.00)	0.12	0.85	0.00
FHLB Advances - Beyond One Year	8,000	0	0	0	(8,000)	0	0.00	(100.00)	0.00	2.14	0.00	0.00
Total Non-Deposit Funding	8,450	3,240	0	450	(5,210)	(3,240)	5.63	(61.66)	(100.00)	2.26	0.85	0.00
Total Interest Bearing Liabilities	311,307	313,278	311,091	22,730	1,971	(2,187)	7.88	0.63	(0.70)	83.10	82.38	80.96
Non-Interest Deposits	31,817	35,065	37,285	(6,024)	3,248	2,220	(15.92)	10.21	6.33	8.49	9.22	9.70
Total Funding	343,124	348,343	348,376	16,706	5,219	33	5.12	1.52	0.01	91.59	91.61	90.67
Total Other Liabilities	(2,377)	(3,466)	(1,116)	(2,782)	(1,089)	2,350	(686.91)	(45.81)	(67.80)	(0.63)	(0.91)	(0.29)
Total Equity Capital	33,878	35,386	36,974	1,221	1,508	1,588	3.74	4.45	4.49	9.04	9.31	9.62
Intangibles (Contra)	2	2	2	(1)	0	0	(33.33)	0.00	0.00	0.00	0.00	0.00
Total Liabilities & Capital	374,627	380,265	384,235	15,144	5,638	3,970	4.21	1.50	1.04	100.00	100.00	100.00

Directors' Financial Digest
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Balance Sheet Rates

<i>Category</i>	<i>Ending Rates</i>			<i>Change in Ending Rates</i>					
	<i>(Percentage Rates)</i>			<i>(Basis Points)</i>			<i>(Percentage Change)</i>		
	<i>2016 Year End</i>	<i>2017 Budget</i>	<i>2018 Baseline</i>	<i>2016 Year End</i>	<i>2017 Budget</i>	<i>2018 Baseline</i>	<i>2016 Year End</i>	<i>2017 Budget</i>	<i>2018 Baseline</i>
Agricultural Loans - Fixed	5.22	5.74	6.06	(0.10)	0.52	0.32	(1.88)	9.96	5.57
Agricultural Loans - Variable	5.29	5.30	5.43	0.14	0.01	0.13	2.72	0.19	2.45
Commercial Loans - Fixed	4.99	5.69	5.94	(0.40)	0.70	0.25	(7.42)	14.03	4.39
Commercial Loans - Variable	4.81	5.09	5.53	0.03	0.28	0.44	0.63	5.82	8.64
Real Estate Loans - Fixed	4.78	4.93	5.01	(0.34)	0.15	0.08	(6.64)	3.14	1.62
Real Estate Loans - Variable	5.04	5.17	5.56	(0.32)	0.13	0.39	(5.97)	2.58	7.54
Residential Real Estate - Fixed	4.55	4.79	5.09	(0.15)	0.24	0.30	(3.19)	5.27	6.26
Residential Real Estate - Variable	5.64	5.69	6.05	(0.14)	0.05	0.36	(2.42)	0.89	6.33
Residential Real Estate - Warehouse	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Consumer Loans	5.57	5.58	5.71	(0.47)	0.01	0.13	(7.78)	0.18	2.33
Other Loans	2.63	2.63	2.63	2.63	0.00	0.00	100.00	0.00	0.00
Overdrafts	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Non-Accrual Loans	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Loans	4.91	5.17	5.49	(0.17)	0.26	0.32	(3.35)	5.30	6.19
U.S. Treasury & Agency Securities	2.29	2.33	2.33	(0.25)	0.04	0.00	(9.84)	1.75	0.00
Mortgage Backed Securities - Fixed	2.43	2.50	2.55	0.08	0.07	0.05	3.40	2.88	2.00
Municipal Securities	0.92	0.92	0.00	0.92	0.00	(0.92)	100.00	0.00	(100.00)
Other Investments	2.46	2.46	2.45	(0.72)	0.00	(0.01)	(22.64)	0.00	(0.41)
Total Investments	2.33	2.37	2.41	(0.14)	0.04	0.04	(5.67)	1.72	1.69
Total Short-Term Liquidity	0.38	1.13	1.73	(0.06)	0.75	0.60	(13.64)	197.37	53.10
Total Earning Assets	3.82	4.05	4.33	0.01	0.23	0.28	0.26	6.02	6.91
Total Non-Earning Assets	-	-	-	-	-	-	-	-	-
Total Assets	3.72	3.94	4.20	0.05	0.22	0.26	1.36	5.91	6.60

Directors' Financial Digest
Performance Comparison

Balance Sheet Rates

Category	Ending Rates			Change in Average Rates					
	(Percentage Rates)			(Basis Points)			(Percentage Change)		
	2016 Year End	2017 Budget	2018 Baseline	2016 Year End	2017 Budget	2018 Baseline	2016 Year End	2017 Budget	2018 Baseline
Interest Bearing Checking	0.24	0.30	0.41	(0.08)	(0.06)	(0.11)	(50.00)	(25.00)	(36.67)
Money Market Accounts	0.25	0.31	0.41	0.00	(0.06)	(0.10)	0.00	(24.00)	(32.26)
Premium Money Market Accounts	0.43	0.53	0.66	(0.24)	(0.10)	(0.13)	(126.32)	(23.26)	(24.53)
Managed Corporate Funding	0.75	1.07	1.42	(0.32)	(0.32)	(0.35)	(74.42)	(42.67)	(32.71)
Public Funds	1.11	1.16	1.25	(0.03)	(0.05)	(0.09)	(2.78)	(4.50)	(7.76)
Total Interest Bearing Checking	0.52	0.62	0.75	(0.16)	(0.10)	(0.13)	(44.44)	(19.23)	(20.97)
Total Savings Deposits	0.35	0.41	0.51	0.00	(0.06)	(0.10)	0.00	(17.14)	(24.39)
1 to 6 Month C.D.'s	0.32	0.34	0.52	(0.10)	(0.02)	(0.18)	(45.45)	(6.25)	(52.94)
7 to 12 Month C.D.'s	0.69	0.57	0.76	(0.09)	0.12	(0.19)	(15.00)	17.39	(33.33)
13 to 24 Month C.D.'s	0.90	0.86	0.87	(0.06)	0.04	(0.01)	(7.14)	4.44	(1.16)
25 to 60 Month C.D.'s	0.99	1.03	1.10	(0.04)	(0.04)	(0.07)	(4.21)	(4.04)	(6.80)
\$100,000 and Greater C.D.'s	1.00	0.96	1.08	(0.05)	0.04	(0.12)	(5.26)	4.00	(12.50)
Public Funds Certificates	0.64	0.72	0.91	(0.22)	(0.08)	(0.19)	(52.38)	(12.50)	(26.39)
I.R.A.'s	0.87	0.98	1.20	(0.10)	(0.11)	(0.22)	(12.99)	(12.64)	(22.45)
U.S. Sterling Capital C.D.'s	1.62	1.48	1.65	(0.77)	0.14	(0.17)	(90.59)	8.64	(11.49)
Finance 500	0.79	1.17	1.63	(0.11)	(0.38)	(0.46)	(16.18)	(48.10)	(39.32)
Other Brokered C.D.'s	0.83	1.30	1.79	(0.83)	(0.47)	(0.49)	0.00	(56.63)	(37.69)
Other C.D.'s	0.98	1.18	1.65	0.01	(0.20)	(0.47)	1.01	(20.41)	(39.83)
Certificates of Deposit	0.87	1.02	1.30	(0.14)	(0.15)	(0.28)	(19.18)	(17.24)	(27.45)
Overnight Funding	0.72	1.28	0.00	(0.72)	(0.56)	1.28	0.00	(77.78)	100.00
FHLB Advances - Beyond One Year	3.48	0.00	0.00	0.00	3.48	0.00	0.00	100.00	0.00
Repurchase Agreements	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Non-Deposit Funding	3.33	1.28	0.63	0.15	2.05	0.65	4.31	61.56	50.78
Total Interest Bearing Liabilities	0.70	0.75	0.92	(0.16)	(0.05)	(0.17)	(29.63)	(7.14)	(22.67)
Non-Interest Deposits	-	-	-	-	-	-	-	-	-
Total Cost of Funds	0.63	0.67	0.82	(0.15)	(0.04)	(0.15)	(31.25)	(6.35)	(22.39)
Total Other Liabilities	-	-	-	-	-	-	-	-	-
Total Equity Capital	-	-	-	-	-	-	-	-	-
Total Liabilities & Capital	0.58	0.61	0.74	(0.15)	(0.03)	(0.13)	(34.88)	(5.17)	(21.31)

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