

Sample Bank

Anywhere, USA



BankLink SolutionsSM
Forecasting & Reporting Systems

Directors'
Financial Digest

Hybarger & *Associates*

January 2019 Board Meeting

As of December 31, 2018

Directors' Financial Digest
Year-End Performance Analysis

Category	Dec 18	Dec 18			Nov 18			Dec 17				
	Actual	Budget	Variance	Percent	Actual	Variance	Actual	Variance	Actual	Variance	Actual	Percent
	<i>Current Period</i> <i>Budget Comparison</i>				<i>Prior Period</i> <i>Comparisons</i>				***** <i>Year-to-Date Average</i> ***** <i>Budget Comparison</i>			
Balance Sheet <i>(Dollars in Thousands)</i>												
Assets												
Loans	288,839	287,364	1,475	0.51	288,908	(69)	256,350	32,489	277,395	273,487	3,908	1.43
Investments	153,186	137,247	15,939	11.61	147,903	5,283	141,320	11,866	147,781	140,374	7,407	5.28
Short Term Liquidity	2,117	251	1,866	743.43	34	2,083	398	1,719	1,923	751	1,172	156.06
Earning Assets	444,142	424,862	19,280	4.54	436,845	7,297	398,068	46,074	427,099	414,612	12,487	3.01
Non-Earning Assets	15,601	11,726	3,875	33.05	8,514	7,087	14,364	1,237	11,313	13,032	(1,719)	(13.19)
Assets	459,743	436,588	23,155	5.30	445,359	14,384	412,432	47,311	438,412	427,644	10,768	2.52
Liabilities												
Interest Bearing Checking	215,994	184,189	31,805	17.27	186,355	29,639	182,750	33,244	195,332	188,135	7,197	3.83
Savings Deposits	22,154	26,883	(4,729)	(17.59)	23,012	(858)	26,143	(3,989)	24,777	26,543	(1,766)	(6.65)
Certificates of Deposits	135,852	129,884	5,968	4.59	143,679	(7,827)	119,756	16,096	132,784	124,662	8,122	6.52
Non-Deposit Funding	-	8,653	(8,653)	(100.00)	10,625	(10,625)	-	-	3,613	3,179	434	13.65
Interest Bearing Liabilities	374,000	349,609	24,391	6.98	363,671	10,329	328,649	45,351	356,507	342,519	13,988	4.08
Non-Interest Deposits	49,285	50,957	(1,672)	(3.28)	48,510	775	47,631	1,654	48,550	49,553	(1,003)	(2.02)
Total Funding	423,285	400,566	22,719	5.67	412,181	11,104	376,280	47,005	405,057	392,072	12,985	3.31
Other Liabilities & Intangibles	(2,921)	(3,928)	1,007	25.62	(6,119)	3,198	(1,184)	(1,737)	(4,911)	(2,729)	(2,182)	(79.90)
Equity Capital	39,379	39,949	(570)	(1.43)	39,297	82	37,336	2,043	38,266	38,301	(35)	(0.09)
Liabilities & Shareholders' Equity	459,743	436,588	23,155	5.30	445,359	14,384	412,432	47,311	438,412	427,644	10,768	2.52
Rates												
Loans	5.55	5.77	(0.22)	(3.81)	5.55	-	5.24	0.31	5.40	5.52	(0.12)	(2.17)
Investments	2.76	2.65	0.11	4.15	2.70	0.06	2.58	0.18	2.64	2.63	0.01	0.38
Short-Term Liquidity	1.40	0.07	1.33	1,900.00	1.64	(0.24)	1.43	(0.03)	1.36	1.05	0.31	29.52
Earning Assets	4.57	4.76	(0.19)	(3.99)	4.59	(0.02)	4.29	0.28	4.43	4.54	(0.11)	(2.42)
Non-Earning Assets	-	-	-	-	-	-	-	-	-	-	-	-
Assets	4.41	4.63	(0.22)	(4.75)	4.50	(0.09)	4.14	0.27	4.31	4.40	(0.09)	(2.05)
Interest Bearing Checking	1.34	0.85	(0.49)	(57.65)	1.26	(0.08)	0.73	(0.61)	1.04	0.78	(0.26)	(33.33)
Savings Deposits	0.47	0.39	(0.08)	(20.51)	0.47	-	0.35	(0.12)	0.36	0.37	0.01	2.70
Certificates of Deposits	2.25	1.82	(0.43)	(23.63)	2.20	(0.05)	1.34	(0.91)	1.79	1.58	(0.21)	(13.29)
Non-Deposit Funding	-	2.28	2.28	100.00	2.32	2.32	-	-	1.97	2.08	0.11	5.29
Interest Bearing Liabilities	1.62	1.21	(0.41)	(33.88)	1.61	(0.01)	0.92	(0.70)	1.28	1.05	(0.23)	(21.90)
Non-Interest Deposits	-	-	-	-	-	-	-	-	-	-	-	-
Cost of Funds	1.43	1.06	(0.37)	(34.91)	1.42	(0.01)	0.80	(0.63)	1.13	0.92	(0.21)	(22.83)
Other Liabilities & Intangibles	-	-	-	-	-	-	-	-	-	-	-	-
Equity Capital	-	-	-	-	-	-	-	-	-	-	-	-
Liabilities & Shareholders' Equity	1.32	0.97	(0.35)	(36.08)	1.32	-	0.73	(0.59)	1.04	0.84	(0.20)	(23.81)

Directors' Financial Digest
Year-End Performance Analysis

Category	Dec 18	Dec 18			Nov 18	Dec 17			Actual	Budget	Variance	Percent
	Actual	Budget	Variance	Percent	Actual	Variance	Actual	Variance				
	Current Period Budget Comparison				Prior Period Comparisons				**** Year-to-Date Total /Average **** Budget Comparison			
Income Statement												
Interest Income	1,754,167	1,716,981	37,186	2.17	1,625,807	128,360	1,455,659	298,508	18,852,359	18,768,389	83,970	0.45
Interest Expense	514,883	351,938	(162,945)	(46.30)	472,515	(42,368)	250,085	(264,798)	4,450,708	3,550,841	(899,867)	(25.34)
Net Interest Income	1,239,284	1,365,043	(125,759)	(9.21)	1,153,292	85,992	1,205,574	33,710	14,401,651	15,217,548	(815,897)	(5.36)
Provisions for Loan Losses	40,000	40,000	-	-	40,000	-	30,000	(10,000)	420,000	480,000	60,000	12.50
Security Gains and Losses	-	-	-	-	-	-	-	-	-	-	-	-
Non-Interest Income	175,946	257,165	(81,219)	(31.58)	267,991	(92,045)	235,314	(59,368)	2,692,124	3,150,109	(457,985)	(14.54)
Non-Interest Expenses	1,039,689	1,047,391	7,702	0.74	1,014,023	(25,666)	1,041,506	1,817	12,049,270	12,547,913	498,643	3.97
Net Income Before Taxes	335,541	534,817	(199,276)	(37.26)	367,260	(31,719)	369,382	(33,841)	4,624,505	5,339,744	(715,239)	(13.39)
Provision for Income Taxes	-	-	-	-	-	-	-	-	-	-	-	-
Net Income	335,541	534,817	(199,276)	(37.26)	367,260	(31,719)	369,382	(33,841)	4,624,505	5,339,744	(715,239)	(13.39)
Balance Sheet & Performance Ratios												
Return on Assets	0.88	1.47	(0.59)	(40.14)	0.99	(0.11)	1.07	(0.19)	1.05	1.25	(0.20)	(16.00)
Return on Equity	10.22	16.06	(5.84)	(36.36)	11.21	(0.99)	11.87	(1.65)	12.09	13.94	(1.85)	(13.27)
Tangible Equity Capital (Leverage Ratio)	8.57	9.15	(0.58)	(6.34)	8.82	(0.25)	9.05	(0.48)	8.73	8.96	(0.23)	(2.57)
Yield on Earning Assets	4.57	4.76	(0.19)	(3.99)	4.59	(0.02)	4.29	0.28	4.43	4.54	(0.11)	(2.42)
Cost of Earning Assets	1.36	1.00	(0.36)	(36.00)	1.34	(0.02)	0.76	(0.60)	1.07	0.87	(0.20)	(22.99)
Net Interest Margin	3.21	3.76	(0.55)	(14.63)	3.25	(0.04)	3.53	(0.32)	3.36	3.67	(0.31)	(8.45)
Yield on Earning Assets	4.57	4.76	(0.19)	(3.99)	4.59	(0.02)	4.29	0.28	4.43	4.54	(0.11)	(2.42)
Cost of Interest Bearing Liabilities	1.62	1.21	(0.41)	(33.88)	1.61	(0.01)	0.92	(0.70)	1.28	1.05	(0.23)	(21.90)
Spread	2.95	3.55	(0.60)	(16.90)	2.98	(0.03)	3.37	(0.42)	3.15	3.49	(0.34)	(9.74)
Loan Funding Margin	3.78	4.44	(0.66)	(14.86)	3.78	-	4.23	(0.45)	3.99	4.36	(0.37)	(8.49)
Investment Funding Margin	2.13	2.35	(0.22)	(9.36)	2.16	(0.03)	2.27	(0.14)	2.18	2.32	(0.14)	(6.03)
Non-Interest Income/Assets	0.46	0.71	(0.25)	(35.21)	0.72	(0.26)	0.68	(0.22)	0.61	0.74	(0.13)	(17.57)
Non-Interest Expense/Assets	2.71	2.88	0.17	5.90	2.73	0.02	3.03	0.32	2.75	2.93	0.18	6.14
Operating Efficiency Ratio	72.10	63.72	(8.38)	(13.15)	70.60	(1.50)	70.07	(2.03)	69.06	67.43	(1.63)	(2.42)
Loans/Deposits	68.24	73.32	(5.08)	(6.93)	71.95	(3.71)	68.13	0.11	69.10	70.32	(1.22)	(1.73)
Reserve for Loan Losses/Net Loans	1.18	1.15	0.03	2.61	1.19	(0.01)	1.22	(0.04)	1.19	1.19	-	-
Earning Assets/Assets	96.61	97.31	(0.70)	(0.72)	98.09	(1.48)	96.52	0.09	97.42	96.95	0.47	0.48
Interest Bearing Liabilities/Assets	81.35	80.08	(1.27)	(1.59)	81.66	0.31	79.69	(1.66)	81.32	80.09	(1.23)	(1.54)
Earning Assets/Interest Bearing Liab	118.75	121.52	(2.77)	(2.28)	120.12	(1.37)	121.12	(2.37)	119.80	121.05	(1.25)	(1.03)
Interest Rate Trends												
Prime Rate	5.50	5.25	0.25	4.76	5.25	0.25	4.50	1.00	4.96	4.88	0.08	1.64
Three Month Treasury Bill	2.37	2.17	0.20	9.22	2.41	(0.04)	1.40	0.97	1.99	1.80	0.19	10.56
Three Month LIBOR	2.80	2.16	0.64	29.63	2.71	0.09	1.69	1.11	2.34	1.92	0.42	21.88
One Year Constant Maturity	2.62	2.52	0.10	3.97	2.70	(0.08)	1.75	0.87	2.35	2.17	0.18	8.29
Five Year Treasury Note	2.51	2.78	(0.27)	(9.71)	2.89	(0.38)	2.23	0.28	2.73	2.50	0.23	9.20
Fed Funds Rate	2.50	2.25	0.25	11.11	2.25	0.25	1.50	1.00	1.96	1.88	0.08	4.26
"Yield Curve" Spread	0.01	0.53	(0.52)	(98.11)	0.64	(0.63)	0.73	(0.72)	0.77	0.62	0.15	24.19

Directors' Financial Digest
Year-End Report

2018													
<i>Category</i>	<i>January Actual</i>	<i>February Actual</i>	<i>March Actual</i>	<i>April Actual</i>	<i>May Actual</i>	<i>June Actual</i>	<i>July Actual</i>	<i>August Actual</i>	<i>September Actual</i>	<i>October Actual</i>	<i>November Actual</i>	<i>December Actual</i>	<i>Average</i>
Balance Sheet													
<i>(Dollars in Thousands)</i>													
Assets													
Loans	261,965	263,957	274,953	276,765	277,101	277,260	274,427	278,766	281,295	283,676	288,908	288,839	277,395
Investments	145,144	144,911	146,234	146,320	146,651	146,637	146,269	148,927	150,400	150,513	147,903	153,186	147,781
Short Term Liquidity	1,242	6,651	745	358	3,850	474	3,515	3,283	915	161	34	2,117	1,923
Earning Assets	408,351	415,519	421,932	423,443	427,602	424,371	424,211	430,976	432,610	434,350	436,845	444,142	427,099
Non-Earning Assets	12,349	10,112	12,175	11,077	9,380	17,010	9,527	10,032	11,056	8,890	8,514	15,601	11,313
Assets	420,700	425,631	434,107	434,520	436,982	441,381	433,738	441,008	443,666	443,240	445,359	459,743	438,412
Liabilities													
Interest Bearing Checking	190,047	192,836	195,566	196,769	196,053	197,188	194,567	198,386	191,893	187,796	186,355	215,994	195,332
Savings Deposits	25,494	25,811	26,572	26,489	25,480	25,457	25,133	24,333	24,193	23,302	23,012	22,154	24,777
Certificates of Deposits	120,752	120,799	121,719	130,686	133,763	129,386	132,761	138,148	137,371	147,658	143,679	135,852	132,784
Non-Deposit Funding	3,270	-	8,350	2,950	-	7,925	-	-	5,875	4,425	10,625	-	3,613
Interest Bearing Liabilities	339,563	339,446	352,207	356,894	355,296	359,956	352,461	360,867	359,332	363,181	363,671	374,000	356,507
Non-Interest Deposits	46,547	53,718	48,088	45,466	49,078	48,227	48,404	46,423	51,943	47,410	48,510	49,285	48,550
Total Funding	386,110	393,164	400,295	402,360	404,374	408,183	400,865	407,290	411,275	410,591	412,181	423,285	405,057
Other Liabilities & Intangibles	(2,560)	(4,989)	(4,087)	(5,407)	(5,539)	(4,895)	(5,389)	(4,738)	(6,102)	(6,281)	(6,119)	(2,921)	(4,911)
Equity Capital	37,150	37,456	37,899	37,567	38,147	38,093	38,262	38,456	38,493	38,930	39,297	39,379	38,266
Liabilities & Shareholders' Equity	420,700	425,631	434,107	434,520	436,982	441,381	433,738	441,008	443,666	443,240	445,359	459,743	438,412
Dividends	626	-	-	581	-	351	233	186	351	-	-	254	-
Capital Accounts Analysis													
Tangible Equity Capital (Leverage Ratio)	8.83	8.80	8.73	8.65	8.73	8.63	8.82	8.72	8.68	8.78	8.82	8.57	8.73
Common Equity Tier 1 / Risk-Weighted Assets	11.98	11.91	11.81	11.67	11.85	11.67	11.86	11.74	11.67	11.76	11.71	11.71	11.78
Tier 1 Risk-Based Capital Ratio	11.98	11.91	11.81	11.67	11.85	11.67	11.86	11.74	11.67	11.76	11.71	11.71	11.78
Total Risk-Based Capital Ratio	12.96	12.89	12.79	12.66	12.85	12.67	12.87	12.76	12.70	12.80	12.72	12.72	12.78
Rates													
Loans	5.24	5.32	5.30	5.26	5.45	5.39	5.38	5.39	5.39	5.48	5.55	5.55	5.40
Investments	2.57	2.60	2.63	2.60	2.65	2.65	2.64	2.63	2.64	2.64	2.70	2.76	2.64
Short-Term Liquidity	0.07	1.32	0.08	1.52	1.62	0.16	1.92	1.85	0.09	0.37	1.64	1.40	1.36
Earning Assets	4.28	4.31	4.37	4.34	4.46	4.44	4.41	4.41	4.42	4.49	4.59	4.57	4.42
Non-Earning Assets	-	-	-	-	-	-	-	-	-	-	-	-	-
Assets	4.15	4.20	4.24	4.23	4.36	4.27	4.31	4.31	4.31	4.40	4.50	4.41	4.31
Interest Bearing Checking	0.75	0.83	0.77	0.99	1.00	1.03	1.03	0.99	1.15	1.25	1.26	1.34	1.04
Savings Deposits	0.35	0.35	0.35	0.35	0.35	0.35	0.34	0.34	0.34	0.34	0.47	0.47	0.36
Certificates of Deposits	1.36	1.40	1.42	1.52	1.57	1.67	1.85	1.93	1.98	2.10	2.20	2.25	1.79
Non-Deposit Funding	1.53	-	1.53	1.75	-	1.75	-	-	2.35	2.35	2.32	-	1.97
Interest Bearing Liabilities	0.94	1.00	0.98	1.14	1.17	1.23	1.29	1.31	1.43	1.55	1.61	1.62	1.28
Non-Interest Deposits	-	-	-	-	-	-	-	-	-	-	-	-	-
Cost of Funds	0.83	0.86	0.86	1.01	1.03	1.09	1.13	1.16	1.25	1.37	1.42	1.43	1.13
Other Liabilities & Intangibles	-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Capital	-	-	-	-	-	-	-	-	-	-	-	-	-
Liabilities & Shareholders' Equity	0.76	0.79	0.80	0.94	0.95	1.00	1.05	1.07	1.16	1.27	1.32	1.32	1.04

Directors' Financial Digest

Year-End Report

2018													
Category	January Actual	February Actual	March Actual	April Actual	May Actual	June Actual	July Actual	August Actual	September Actual	October Actual	November Actual	December Actual	Total/ Average
Income Statement													
Interest Income	1,484,178	1,344,937	1,529,894	1,531,914	1,612,417	1,495,614	1,621,968	1,615,966	1,578,661	1,656,836	1,625,807	1,754,167	18,852,359
Interest Expense	265,256	255,977	279,546	325,195	351,988	351,428	373,483	398,627	402,760	459,050	472,515	514,883	4,450,708
Net Interest Income	1,218,922	1,088,960	1,250,348	1,206,719	1,260,429	1,144,186	1,248,485	1,217,339	1,175,901	1,197,786	1,153,292	1,239,284	14,401,651
Provisions for Loan Losses	30,000	30,000	40,000	40,000	40,000	40,000	40,000	40,000	-	40,000	40,000	40,000	420,000
Security Gains and Losses	-	-	-	-	-	-	-	-	-	-	-	-	-
Non-Interest Income	137,071	207,292	228,856	131,807	315,218	202,533	234,743	295,553	213,443	281,671	267,991	175,946	2,692,124
Non-Interest Expenses	886,205	959,897	995,968	1,049,874	955,301	1,009,809	1,041,811	1,092,576	1,001,765	1,002,352	1,014,023	1,039,689	12,049,270
Net Income Before Taxes	439,788	306,355	443,236	248,652	580,346	296,910	401,417	380,316	387,579	437,105	367,260	335,541	4,624,505
Provision for Income Taxes	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Income	439,788	306,355	443,236	248,652	580,346	296,910	401,417	380,316	387,579	437,105	367,260	335,541	4,624,505
Balance Sheet & Performance Ratios													
Return on Assets	1.25	0.86	1.23	0.69	1.59	0.81	1.11	1.03	1.05	1.18	0.99	0.88	1.05
Return on Equity	14.21	9.81	14.03	7.94	18.26	9.35	12.59	11.87	12.08	13.47	11.21	10.22	12.09
Yield on Earning Assets	4.28	4.31	4.37	4.34	4.46	4.44	4.41	4.41	4.42	4.49	4.59	4.57	4.42
Cost of Earning Assets	0.79	0.81	0.82	0.96	0.97	1.04	1.07	1.10	1.19	1.30	1.34	1.36	1.07
Net Interest Margin	3.49	3.50	3.55	3.38	3.49	3.40	3.34	3.31	3.23	3.19	3.25	3.21	3.35
Yield on Earning Assets	4.28	4.31	4.37	4.34	4.46	4.44	4.41	4.41	4.42	4.49	4.59	4.57	4.42
Cost of Interest Bearing Liabilities	0.94	1.00	0.98	1.14	1.17	1.23	1.29	1.31	1.43	1.55	1.61	1.62	1.28
Spread	3.34	3.31	3.39	3.20	3.29	3.21	3.12	3.10	2.99	2.94	2.98	2.95	3.14
Loan Funding Margin	4.20	4.23	4.22	4.01	4.17	4.04	3.95	3.93	3.81	3.77	3.78	3.78	3.99
Investment Funding Margin	2.23	2.24	2.29	2.16	2.21	2.17	2.19	2.17	2.15	2.10	2.16	2.13	2.18
Non-Interest Income/Assets	0.39	0.58	0.63	0.36	0.87	0.55	0.65	0.80	0.58	0.76	0.72	0.46	0.61
Non-Interest Expense/Assets	2.53	2.71	2.75	2.90	2.62	2.75	2.88	2.97	2.71	2.71	2.73	2.71	2.75
Operating Efficiency Ratio	62.33	72.43	66.61	75.67	59.06	74.43	69.75	71.22	69.22	67.21	70.60	72.10	69.06
Loans/Deposits	68.43	67.14	70.15	69.29	68.53	69.27	68.46	68.44	69.39	69.84	71.95	68.24	69.10
Reserve for Loan Losses/Net Loans	1.18	1.18	1.15	1.16	1.17	1.19	1.21	1.21	1.22	1.22	1.19	1.18	1.19
Earning Assets/Assets	97.06	97.62	97.20	97.45	97.85	96.15	97.80	97.73	97.51	97.99	98.09	96.61	97.42
Interest Bearing Liabilities/Assets	80.71	79.75	81.13	82.14	81.31	81.55	81.26	81.83	80.99	81.94	81.66	81.35	81.32
Earning Assets/Interest Bearing Liab	120.26	122.41	119.80	118.65	120.35	117.90	120.36	119.43	120.39	119.60	120.12	118.75	119.80
Interest Rate Trends & Forecast													
Prime Rate	4.50	4.50	4.75	4.75	4.75	5.00	5.00	5.00	5.25	5.25	5.25	5.50	4.96
Three Month Treasury Bill	1.44	1.64	1.75	1.82	1.91	1.94	2.00	2.10	2.20	2.34	2.41	2.37	2.00
Three Month LIBOR	1.75	1.92	2.31	2.36	2.32	2.33	2.34	2.32	2.39	2.51	2.71	2.80	2.34
One Year Constant Maturity	1.78	2.01	2.12	2.22	2.29	2.33	2.43	2.46	2.59	2.65	2.70	2.62	2.35
Five Year Treasury Note	2.43	2.65	2.55	2.81	2.79	2.69	2.83	2.72	2.98	2.94	2.89	2.51	2.73
Fed Funds Rate	1.50	1.50	1.75	1.75	1.75	2.00	2.00	2.00	2.25	2.25	2.25	2.50	1.96
"Yield Curve" Spread	0.93	1.15	0.80	1.06	1.04	0.69	0.83	0.72	0.73	0.69	0.64	0.01	0.77

Directors' Financial Digest

Preliminary Budget

2019

Category	January <i>Forecast</i>	February <i>Forecast</i>	March <i>Forecast</i>	April <i>Forecast</i>	May <i>Forecast</i>	June <i>Forecast</i>	July <i>Forecast</i>	August <i>Forecast</i>	September <i>Forecast</i>	October <i>Forecast</i>	November <i>Forecast</i>	December <i>Forecast</i>	Average
Balance Sheet													
<i>(Dollars in Thousands)</i>													
Assets													
Loans	290,280	291,459	293,302	294,596	297,478	298,994	300,059	301,018	301,503	303,871	306,363	307,532	298,916
Investments	154,790	153,287	147,711	147,176	146,596	145,758	145,141	144,589	143,880	143,331	142,706	142,090	146,382
Short Term Liquidity	356	257	1,640	2,738	257	300	313	267	318	276	311	278	609
Earning Assets	445,427	445,003	442,653	444,510	444,331	445,052	445,513	445,873	445,702	447,477	449,380	449,901	445,906
Non-Earning Assets	13,730	13,714	13,719	13,756	13,795	13,859	13,838	13,818	13,819	13,800	13,780	13,782	13,785
Assets	459,156	458,717	456,372	458,267	458,126	458,910	459,351	459,691	459,521	461,277	463,160	463,683	459,691
Liabilities													
Interest Bearing Checking	209,278	211,298	211,117	213,042	211,855	211,024	209,776	209,521	209,127	208,967	208,360	212,131	210,452
Savings Deposits	22,205	22,256	22,307	22,359	22,410	22,462	22,514	22,566	22,618	22,670	22,722	22,774	22,490
Certificates of Deposits	136,032	136,257	136,483	136,215	135,738	136,008	128,306	130,080	131,351	131,273	131,583	131,648	133,387
Non-Deposit Funding	6,634	3,548	-	-	878	1,330	10,114	8,328	6,944	8,355	9,713	5,516	5,133
Interest Bearing Liabilities	374,149	373,360	369,907	371,616	370,881	370,824	370,710	370,495	370,039	371,265	372,378	372,069	371,462
Non-Interest Deposits	48,645	48,891	49,137	49,385	49,633	49,882	50,132	50,383	50,635	50,887	51,141	51,395	50,019
Total Funding	422,794	422,250	419,044	421,001	420,514	420,706	420,842	420,879	420,674	422,152	423,519	423,464	421,481
Other Liabilities & Intangibles	(2,665)	(2,614)	(2,560)	(2,454)	(2,347)	(2,237)	(2,192)	(2,146)	(2,099)	(2,053)	(2,007)	(1,959)	(2,276)
Equity Capital	39,028	39,080	39,888	39,720	39,959	40,441	40,701	40,959	40,946	41,177	41,648	42,178	40,486
Liabilities & Shareholders' Equity	459,156	458,717	456,372	458,267	458,126	458,910	459,351	459,691	459,521	461,277	463,160	463,683	459,691
Dividends	724	225	-	541	180	424	180	100	430	250	-	-	-
Capital Accounts Analysis													
Tangible Equity Capital (Leverage Ratio)	8.50	8.52	8.74	8.67	8.72	8.81	8.86	8.91	8.91	8.93	8.99	9.10	8.81
Common Equity Tier 1 / Risk-Weighted Assets	11.59	11.58	11.75	11.65	11.65	11.74	11.78	11.83	11.81	11.80	11.85	11.97	11.75
Tier 1 Risk-Based Capital Ratio	11.59	11.58	11.75	11.65	11.65	11.74	11.78	11.83	11.81	11.80	11.85	11.97	11.75
Total Risk-Based Capital Ratio	12.61	12.60	12.77	12.68	12.68	12.77	12.82	12.88	12.87	12.86	12.92	13.04	12.79
Rates													
Loans	5.62	5.68	5.74	5.77	5.84	5.90	5.94	5.96	6.02	6.14	6.18	6.21	5.92
Investments	2.73	2.75	2.76	2.76	2.76	2.76	2.76	2.76	2.76	2.76	2.76	2.76	2.76
Short-Term Liquidity	0.74	1.02	2.03	2.30	1.02	0.98	0.95	1.10	0.94	1.07	0.96	1.07	1.71
Earning Assets	4.62	4.67	4.73	4.75	4.82	4.87	4.90	4.92	4.96	5.06	5.09	5.12	4.88
Non-Earning Assets	-	-	-	-	-	-	-	-	-	-	-	-	-
Assets	4.48	4.53	4.59	4.61	4.68	4.72	4.75	4.77	4.81	4.91	4.94	4.97	4.73
Interest Bearing Checking	1.55	1.56	1.53	1.55	1.54	1.60	1.60	1.60	1.59	1.57	1.57	1.58	1.57
Savings Deposits	0.47	0.47	0.47	0.47	0.47	0.48	0.48	0.48	0.48	0.48	0.48	0.48	0.47
Certificates of Deposits	2.29	2.31	2.32	2.40	2.43	2.47	2.52	2.55	2.57	2.62	2.63	2.64	2.48
Non-Deposit Funding	2.53	2.53	-	-	2.53	2.78	2.78	2.78	2.78	2.78	2.78	2.78	2.74
Interest Bearing Liabilities	1.77	1.78	1.76	1.80	1.80	1.85	1.88	1.89	1.89	1.90	1.91	1.90	1.85
Non-Interest Deposits	-	-	-	-	-	-	-	-	-	-	-	-	-
Cost of Funds	1.57	1.57	1.55	1.59	1.59	1.63	1.66	1.67	1.67	1.67	1.68	1.67	1.63
Other Liabilities & Intangibles	-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Capital	-	-	-	-	-	-	-	-	-	-	-	-	-
Liabilities & Shareholders' Equity	1.44	1.45	1.43	1.46	1.46	1.50	1.52	1.52	1.52	1.53	1.54	1.53	1.49

Directors' Financial Digest

Preliminary Budget

2019

Category	January Forecast	February Forecast	March Forecast	April Forecast	May Forecast	June Forecast	July Forecast	August Forecast	September Forecast	October Forecast	November Forecast	December Forecast	Total / Average
Income Statement													
Interest Income	1,738,388	1,619,297	1,771,786	1,741,328	1,807,093	1,792,437	1,849,369	1,860,577	1,823,242	1,902,652	1,882,743	1,961,209	21,750,121
Interest Expense	538,665	511,622	554,034	543,051	565,300	557,741	587,976	594,564	576,475	596,858	583,554	602,685	6,812,525
Net Interest Income	1,199,723	1,107,675	1,217,752	1,198,277	1,241,793	1,234,696	1,261,393	1,266,013	1,246,767	1,305,794	1,299,189	1,358,524	14,937,595
Provisions for Loan Losses	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	480,000
Security Gains and Losses	-	-	-	-	-	-	-	-	-	-	-	-	-
Non-Interest Income	247,254	243,319	250,537	250,986	255,114	251,014	258,116	258,498	252,091	259,436	256,766	257,175	3,040,306
Non-Interest Expenses	1,032,818	1,034,008	1,120,550	1,036,405	1,037,611	1,038,816	1,040,023	1,126,585	1,042,451	1,043,668	1,044,889	1,046,113	12,643,937
Net Income Before Taxes	374,159	276,986	307,739	372,858	419,296	406,894	439,486	357,926	416,407	481,562	471,066	529,586	4,853,964
Provision for Income Taxes	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Income	374,159	276,986	307,739	372,858	419,296	406,894	439,486	357,926	416,407	481,562	471,066	529,586	4,853,964

Balance Sheet & Performance Ratios													
Return on Assets	0.98	0.72	0.81	0.98	1.10	1.06	1.15	0.93	1.09	1.25	1.22	1.37	1.06
Return on Equity	11.50	8.51	9.26	11.26	12.59	12.07	12.96	10.49	12.20	14.03	13.57	15.07	11.99
Yield on Earning Assets	4.62	4.67	4.73	4.75	4.82	4.87	4.90	4.92	4.96	5.06	5.09	5.12	4.88
Cost of Earning Assets	1.49	1.49	1.47	1.50	1.50	1.54	1.57	1.57	1.57	1.58	1.58	1.58	1.54
Net Interest Margin	3.13	3.18	3.26	3.25	3.32	3.33	3.33	3.35	3.39	3.48	3.51	3.54	3.34
Yield on Earning Assets	4.62	4.67	4.73	4.75	4.82	4.87	4.90	4.92	4.96	5.06	5.09	5.12	4.88
Cost of Interest Bearing Liabilities	1.77	1.78	1.76	1.80	1.80	1.85	1.88	1.89	1.89	1.90	1.91	1.90	1.85
Spread	2.85	2.89	2.97	2.95	3.02	3.02	3.02	3.03	3.07	3.16	3.18	3.22	3.03
Loan Funding Margin	3.70	3.76	3.84	3.83	3.89	3.90	3.90	3.92	3.97	4.08	4.11	4.16	3.92
Investment Funding Margin	2.03	2.06	2.12	2.10	2.14	2.14	2.14	2.16	2.17	2.19	2.20	2.21	2.14
Non-Interest Income/Assets	0.65	0.64	0.66	0.66	0.67	0.66	0.67	0.67	0.66	0.67	0.67	0.67	0.66
Non-Interest Expense/Assets	2.70	2.70	2.95	2.71	2.72	2.72	2.72	2.94	2.72	2.72	2.71	2.71	2.75
Operating Efficiency Ratio	70.77	75.89	75.72	70.90	68.73	69.32	67.86	73.31	68.95	66.11	66.58	64.19	69.74
Loans/Deposits	69.75	69.61	69.99	69.98	70.89	71.29	73.06	72.97	72.87	73.43	74.04	73.58	71.79
Reserve for Loan Losses/Net Loans	1.19	1.20	1.20	1.20	1.21	1.21	1.22	1.23	1.23	1.23	1.24	1.24	1.22
Earning Assets/Assets	97.01	97.01	96.99	97.00	96.99	96.98	96.99	96.99	96.99	97.01	97.02	97.03	97.00
Interest Bearing Liabilities/Assets	81.49	81.39	81.05	81.09	80.96	80.81	80.70	80.60	80.53	80.49	80.40	80.24	80.81
Earning Assets/Interest Bearing Liab	119.05	119.19	119.67	119.62	119.80	120.02	120.18	120.35	120.45	120.53	120.68	120.92	120.04

Interest Rate Trends & Forecast													
Prime Rate	5.50	5.50	5.50	5.50	5.50	5.75	5.75	5.75	5.75	5.75	5.75	5.75	5.65
Three Month Treasury Bill	2.45	2.44	2.43	2.42	2.41	2.65	2.64	2.63	2.62	2.61	2.60	2.59	2.54
Three Month LIBOR	2.77	2.73	2.69	2.65	2.61	2.81	2.77	2.73	2.69	2.65	2.60	2.56	2.69
One Year Constant Maturity	2.62	2.62	2.62	2.61	2.61	2.85	2.85	2.84	2.84	2.84	2.83	2.83	2.75
Five Year Treasury Note	2.64	2.62	2.60	2.58	2.56	2.78	2.76	2.74	2.72	2.70	2.67	2.65	2.67
Fed Funds Rate	2.50	2.50	2.50	2.50	2.50	2.75	2.75	2.75	2.75	2.75	2.75	2.75	2.65
"Yield Curve" Spread	0.14	0.12	0.10	0.08	0.06	0.03	0.01	(0.01)	(0.03)	(0.05)	(0.08)	(0.10)	0.02

Directors' Financial Digest
Preliminary Baseline Forecast

2020

<i>Category</i>	<i>January Forecast</i>	<i>February Forecast</i>	<i>March Forecast</i>	<i>April Forecast</i>	<i>May Forecast</i>	<i>June Forecast</i>	<i>July Forecast</i>	<i>August Forecast</i>	<i>September Forecast</i>	<i>October Forecast</i>	<i>November Forecast</i>	<i>December Forecast</i>	<i>Average</i>
Balance Sheet <i>(Dollars in Thousands)</i>													
Assets													
Loans	308,887	309,983	311,742	312,954	315,753	317,186	318,557	319,823	320,615	323,288	326,087	327,563	317,729
Investments	141,489	140,963	140,308	139,788	139,170	138,464	137,883	137,381	136,852	136,454	135,986	135,533	138,348
Short Term Liquidity	313	2,575	2,532	4,040	1,747	615	315	279	316	280	316	280	1,124
Earning Assets	450,689	453,521	454,582	456,782	456,670	456,265	456,756	457,483	457,782	460,022	462,389	463,376	457,201
Non-Earning Assets	13,762	13,742	13,743	13,723	13,703	13,705	13,825	13,941	14,085	14,204	14,322	14,465	13,936
Assets	464,451	467,263	468,325	470,505	470,373	469,970	470,580	471,424	471,867	474,226	476,711	477,842	471,137
Liabilities													
Interest Bearing Checking	219,616	221,794	221,772	223,824	222,763	221,799	220,470	220,134	219,658	219,388	218,673	222,334	221,015
Savings Deposits	22,827	22,880	22,932	22,985	23,038	23,091	23,145	23,198	23,251	23,305	23,359	23,413	23,119
Certificates of Deposits	130,235	130,452	130,670	130,643	130,862	131,082	131,303	131,034	131,255	131,229	131,452	131,426	130,972
Non-Deposit Funding	141	-	-	-	-	-	925	1,417	1,624	3,438	5,352	1,706	1,218
Interest Bearing Liabilities	372,819	375,126	375,374	377,452	376,664	375,973	375,843	375,783	375,789	377,360	378,836	378,879	376,324
Non-Interest Deposits	51,651	51,907	52,164	52,422	52,681	52,941	53,201	53,463	53,725	53,989	54,253	54,519	53,080
Total Funding	424,470	427,033	427,538	429,874	429,344	428,914	429,044	429,246	429,515	431,349	433,089	433,398	429,404
Other Liabilities & Intangibles	(1,913)	(1,866)	(1,818)	(1,772)	(1,725)	(1,677)	(1,491)	(1,308)	(1,118)	(932)	(749)	(559)	(1,409)
Equity Capital	41,894	42,096	42,606	42,403	42,754	42,734	43,027	43,487	43,470	43,810	44,370	45,003	43,142
Liabilities & Shareholders' Equity	464,451	467,263	468,325	470,505	470,373	469,970	470,580	471,424	471,867	474,226	476,711	477,842	471,137
Dividends	721	225	-	685	180	540	180	100	552	250	-	-	-
Capital Accounts Analysis													
Tangible Equity Capital (Leverage Ratio)	9.02	9.01	9.10	9.01	9.09	9.09	9.14	9.22	9.21	9.24	9.31	9.42	9.16
Common Equity Tier 1 / Risk-Weighted Assets	11.85	11.86	11.94	11.84	11.86	11.82	11.86	11.95	11.92	11.93	12.00	12.12	11.91
Tier 1 Risk-Based Capital Ratio	11.85	11.86	11.94	11.84	11.86	11.82	11.86	11.95	11.92	11.93	12.00	12.12	11.91
Total Risk-Based Capital Ratio	12.92	12.94	13.03	12.93	12.96	12.92	12.97	13.07	13.04	13.05	13.12	13.25	13.02
Rates													
Loans	6.26	6.28	6.32	6.34	6.39	6.42	6.44	6.45	6.47	6.50	6.52	6.57	6.42
Investments	2.76	2.77	2.77	2.77	2.77	2.77	2.77	2.77	2.77	2.77	2.76	2.76	2.77
Short-Term Liquidity	1.07	2.79	2.74	2.86	2.64	2.17	1.07	1.20	1.08	1.21	1.08	1.21	2.49
Earning Assets	5.16	5.17	5.21	5.22	5.27	5.31	5.33	5.34	5.36	5.39	5.41	5.45	5.30
Non-Earning Assets	-	-	-	-	-	-	-	-	-	-	-	-	-
Assets	5.00	5.02	5.05	5.07	5.12	5.15	5.17	5.18	5.20	5.23	5.25	5.29	5.15
Interest Bearing Checking	1.72	1.78	1.77	1.78	1.77	1.77	1.76	1.75	1.74	1.72	1.72	1.74	1.75
Savings Deposits	0.51	0.51	0.51	0.51	0.51	0.51	0.51	0.51	0.51	0.51	0.51	0.51	0.51
Certificates of Deposits	2.69	2.72	2.76	2.80	2.82	2.85	2.86	2.88	2.88	2.89	2.90	2.90	2.83
Non-Deposit Funding	3.03	-	-	-	-	-	3.03	3.03	3.03	3.03	3.03	3.03	3.03
Interest Bearing Liabilities	1.99	2.03	2.04	2.06	2.06	2.07	2.07	2.07	2.07	2.07	2.07	2.07	2.05
Non-Interest Deposits	-	-	-	-	-	-	-	-	-	-	-	-	-
Cost of Funds	1.75	1.78	1.79	1.81	1.81	1.81	1.81	1.81	1.81	1.81	1.81	1.81	1.80
Other Liabilities & Intangibles	-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Capital	-	-	-	-	-	-	-	-	-	-	-	-	-
Liabilities & Shareholders' Equity	1.60	1.63	1.63	1.65	1.65	1.65	1.65	1.65	1.65	1.64	1.65	1.64	1.64

Directors' Financial Digest
Preliminary Baseline Forecast

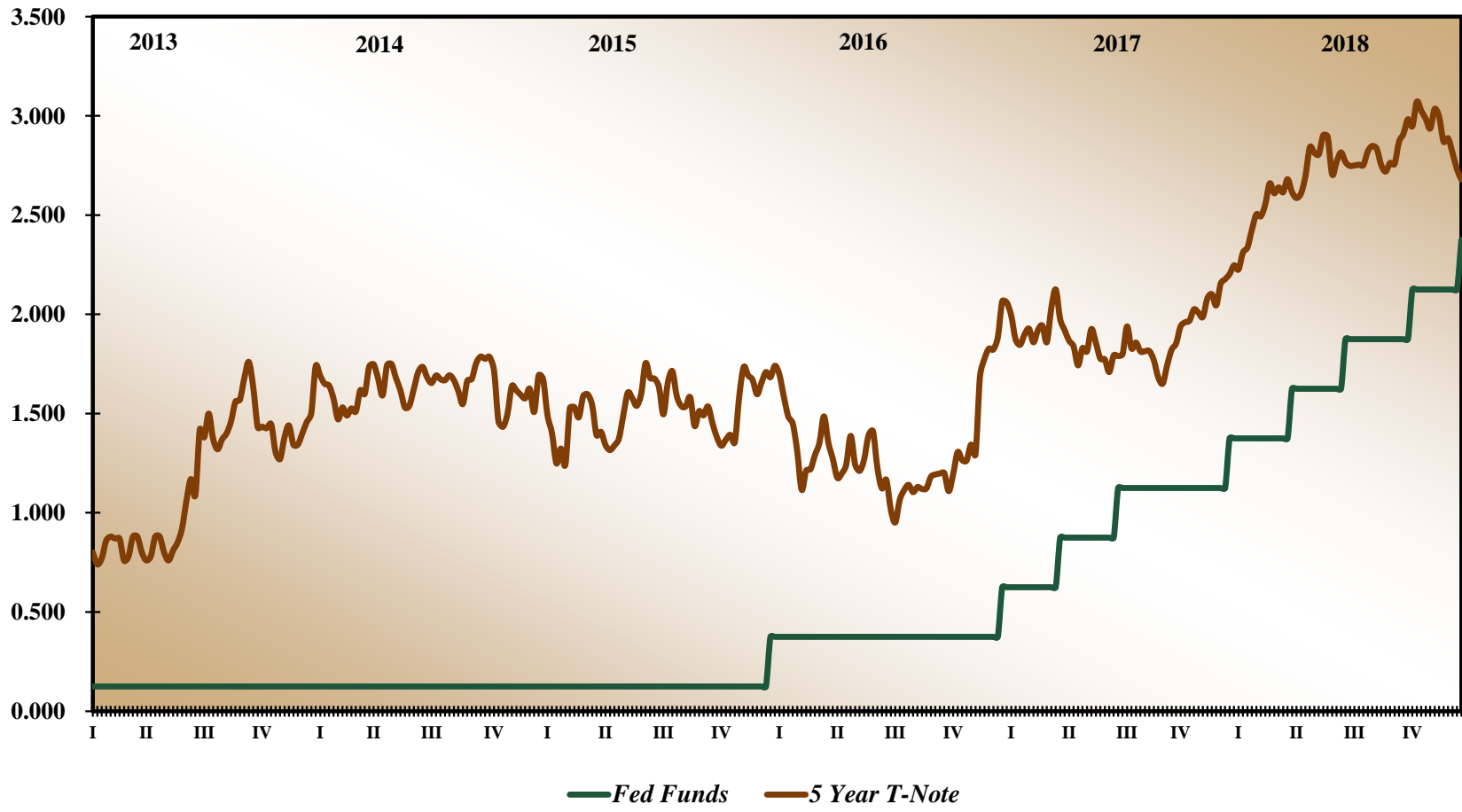
2020

<i>Category</i>	<i>January Forecast</i>	<i>February Forecast</i>	<i>March Forecast</i>	<i>April Forecast</i>	<i>May Forecast</i>	<i>June Forecast</i>	<i>July Forecast</i>	<i>August Forecast</i>	<i>September Forecast</i>	<i>October Forecast</i>	<i>November Forecast</i>	<i>December Forecast</i>	<i>Total / Average</i>
<i>Income Statement</i>													
Interest Income	1,965,582	1,875,939	2,001,150	1,963,114	2,035,715	2,005,071	2,061,771	2,072,318	2,024,672	2,096,871	2,058,613	2,145,759	24,306,575
Interest Expense	614,722	599,861	644,761	633,354	656,786	637,366	656,983	658,921	637,864	658,630	642,848	663,947	7,706,044
Net Interest Income	1,350,859	1,276,078	1,356,389	1,329,760	1,378,929	1,367,705	1,404,788	1,413,397	1,386,808	1,438,241	1,415,765	1,481,812	16,600,531
Provisions for Loan Losses	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	480,000
Security Gains and Losses	-	-	-	-	-	-	-	-	-	-	-	-	-
Non-Interest Income	259,200	252,907	256,788	257,217	257,962	258,433	262,238	255,986	259,675	263,743	257,792	264,965	3,106,906
Non-Interest Expenses	1,131,827	1,062,103	1,063,334	1,064,576	1,065,816	1,067,051	1,153,761	1,069,546	1,070,800	1,072,061	1,073,313	1,074,576	12,968,764
Net Income Before Taxes	438,232	426,882	509,843	482,401	531,075	519,087	473,265	559,837	535,683	589,923	560,244	632,201	6,258,673
Provision for Income Taxes	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Income	438,232	426,882	509,843	482,401	531,075	519,087	473,265	559,837	535,683	589,923	560,244	632,201	6,258,673

<i>Balance Sheet & Performance Ratios</i>													
Return on Assets	1.13	1.10	1.31	1.23	1.35	1.33	1.21	1.43	1.36	1.49	1.41	1.59	1.33
Return on Equity	12.55	12.17	14.36	13.65	14.91	14.58	13.20	15.45	14.79	16.16	15.15	16.86	14.51
Yield on Earning Assets	5.16	5.17	5.21	5.22	5.27	5.31	5.33	5.34	5.36	5.39	5.41	5.45	5.30
Cost of Earning Assets	1.64	1.68	1.68	1.70	1.70	1.70	1.70	1.70	1.70	1.70	1.70	1.69	1.69
Net Interest Margin	3.52	3.49	3.53	3.52	3.57	3.61	3.63	3.64	3.66	3.69	3.71	3.76	3.61
Yield on Earning Assets	5.16	5.17	5.21	5.22	5.27	5.31	5.33	5.34	5.36	5.39	5.41	5.45	5.30
Cost of Interest Bearing Liabilities	1.99	2.03	2.04	2.06	2.06	2.07	2.07	2.07	2.07	2.07	2.07	2.07	2.05
Spread	3.17	3.14	3.17	3.16	3.21	3.24	3.26	3.27	3.29	3.32	3.34	3.38	3.25
Loan Funding Margin	4.13	4.11	4.13	4.13	4.18	4.21	4.22	4.23	4.26	4.29	4.30	4.36	4.22
Investment Funding Margin	2.17	2.15	2.16	2.15	2.20	2.22	2.24	2.26	2.27	2.29	2.30	2.31	2.23
Non-Interest Income/Assets	0.67	0.65	0.66	0.66	0.66	0.66	0.67	0.65	0.66	0.67	0.65	0.67	0.66
Non-Interest Expense/Assets	2.92	2.73	2.72	2.72	2.72	2.72	2.94	2.72	2.72	2.71	2.70	2.70	2.75
Operating Efficiency Ratio	69.74	68.87	65.35	66.51	64.56	65.06	68.66	63.52	64.48	62.45	63.58	60.99	65.25
Loans/Deposits	72.79	72.59	72.92	72.80	73.54	73.95	74.41	74.75	74.93	75.55	76.24	75.88	74.20
Reserve for Loan Losses/Net Loans	1.25	1.26	1.26	1.26	1.27	1.27	1.27	1.28	1.28	1.29	1.29	1.29	1.27
Earning Assets/Assets	97.04	97.06	97.07	97.08	97.09	97.08	97.06	97.04	97.02	97.00	97.00	96.97	97.04
Interest Bearing Liabilities/Assets	80.27	80.28	80.15	80.22	80.08	80.00	79.87	79.71	79.64	79.57	79.47	79.29	79.88
Earning Assets/Interest Bearing Liab	120.89	120.90	121.10	121.02	121.24	121.36	121.53	121.74	121.82	121.91	122.06	122.30	121.49

<i>Interest Rate Trends & Forecast</i>													
Prime Rate	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00
Three Month Treasury Bill	2.83	2.83	2.83	2.83	2.84	2.84	2.84	2.84	2.84	2.84	2.84	2.84	2.84
Three Month LIBOR	2.81	2.81	2.81	2.81	2.81	2.82	2.82	2.82	2.82	2.82	2.82	2.82	2.82
One Year Constant Maturity	3.08	3.08	3.08	3.08	3.08	3.08	3.08	3.09	3.09	3.09	3.09	3.09	3.08
Five Year Treasury Note	2.90	2.91	2.91	2.91	2.92	2.92	2.93	2.93	2.94	2.94	2.94	2.95	2.93
Fed Funds Rate	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00
"Yield Curve" Spread	(0.10)	(0.09)	(0.09)	(0.09)	(0.08)	(0.08)	(0.07)	(0.07)	(0.06)	(0.06)	(0.06)	(0.05)	(0.07)

*Five Year Treasury Note
vs.
Fed Funds*



*Five Year Treasury Note
vs. Fed Funds
Spread*

