

Sample Bank
Anywhere, USA

Year-End Performance Analysis

~ Executive Management Series ~

BankLink SolutionsSM
Forecasting & Reporting Systems

Hybarger & *Associates*

Balance Sheet Comparison

(Thousands of Dollars)

Executive Management Series

Category									**** Year-to-Date Average ****			
	Dec 18 Actual	Dec 18 Budget	Variance	Percent	Nov 18 Actual	Variance	Dec 17 Actual	Variance	Actual	Budget	Variance	Percent
Agricultural Loans - Fixed	24,984	29,857	(4,873)	(16.32)	25,490	(506)	25,209	(225)	24,884	27,736	(2,852)	(10.28)
Agricultural Loans - Variable	4,813	4,643	170	3.66	4,812	1	4,560	253	4,910	4,605	305	6.62
Commercial Loans - Fixed	43,521	49,651	(6,130)	(12.35)	44,460	(939)	39,118	4,403	43,844	44,846	(1,002)	(2.23)
Commercial Loans - Variable	46,344	42,751	3,593	8.40	47,769	(1,425)	39,730	6,614	43,319	41,373	1,946	4.70
Real Estate Loans - Fixed	18,312	19,434	(1,122)	(5.77)	18,737	(425)	17,196	1,116	16,471	18,413	(1,942)	(10.55)
Real Estate Loans - Variable	71,186	69,236	1,950	2.82	68,391	2,795	63,698	7,488	68,198	66,704	1,494	2.24
R.E. Construction Loans - Fixed	3,946	2,262	1,684	74.45	3,814	132	2,227	1,719	3,144	2,246	898	39.98
R.E. Construction Loans - Variable	12,929	9,142	3,787	41.42	13,113	(184)	8,839	4,090	11,600	9,005	2,595	28.82
Residential Real Estate - Fixed	7,065	6,379	686	10.75	7,051	14	6,215	850	6,672	6,304	368	5.84
Residential Real Estate - Variable	31,724	34,193	(2,469)	(7.22)	31,064	660	32,385	(661)	32,392	33,367	(975)	(2.92)
Residential Real Estate - Warehouse	-	206	(206)	(100.00)	-	-	-	-	67	203	(136)	(67.00)
Consumer Loans	19,638	17,789	1,849	10.39	19,586	52	16,846	2,792	18,242	17,358	884	5.09
Participations Purchased	-	-	-	-	-	-	-	-	-	-	-	-
Loans Sold	(11,020)	(9,675)	(1,345)	(13.90)	(11,091)	71	(9,970)	(1,050)	(10,815)	(9,809)	(1,006)	(10.26)
Other Loans	10,034	9,845	189	1.92	9,869	165	8,656	1,378	9,623	9,485	138	1.45
Overdrafts	220	151	69	45.70	298	(78)	142	78	170	151	19	12.58
Non-Accrual Loans	5,143	1,499	3,644	243.10	5,545	(402)	1,499	3,644	4,674	1,499	3,175	211.81
Total Loans	288,839	287,364	1,475	0.51	288,908	(69)	256,350	32,489	277,395	273,487	3,908	1.43
U.S. Treasury & Agency Securities	70,627	63,714	6,913	10.85	65,649	4,978	60,649	9,978	65,710	63,438	2,272	3.58
Mortgage Backed Securities - Fixed	71,471	66,492	4,979	7.49	70,218	1,253	72,114	(643)	71,154	69,727	1,427	2.05
S.B.A. Securities	3,894	-	3,894	100.00	3,993	(99)	-	3,894	3,641	-	3,641	100.00
Municipal Securities	1,635	1,336	299	22.38	1,635	-	2,421	(786)	1,670	1,469	201	13.68
Portfolio C.D.'s	4,268	4,749	(481)	(10.13)	5,121	(853)	4,998	(730)	4,610	4,762	(152)	(3.19)
Other Investments	1,291	956	335	35.04	1,287	4	1,138	153	995	979	16	1.63
Total 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
Total Short-Term Liquidity	2,117	251	1,866	743.43	34	2,083	398	1,719	1,923	751	1,172	156.06
Total 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
Cash	2,283	2,563	(280)	(10.92)	2,384	(101)	2,261	22	2,320	2,528	(208)	(8.23)
Due From Banks	7,137	3,825	3,312	86.59	3,282	3,855	3,436	3,701	4,368	3,773	595	15.77
Fixed Assets	6,730	6,555	175	2.67	6,783	(53)	7,029	(299)	6,965	6,768	197	2.91
Reserve For Loan Losses	(3,366)	(3,261)	(105)	(3.22)	(3,403)	37	(3,081)	(285)	(3,263)	(3,204)	(59)	(1.84)
Other Real Estate Owned	2,398	2,890	(492)	(17.02)	2,298	100	2,890	(492)	2,539	2,890	(351)	(12.15)
Other Assets	3,648	3,357	291	8.67	3,834	(186)	3,214	434	3,636	3,327	309	9.29
Available for Sale Mark-to-Market	(3,755)	(4,894)	1,139	23.27	(7,228)	3,473	(1,933)	(1,822)	(5,795)	(3,682)	(2,113)	(57.39)
Intangible Assets	526	690	(164)	(23.77)	564	(38)	548	(22)	543	631	(88)	(13.95)
Total 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)
Total 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

Balance Sheet Comparison

(Thousands of Dollars)

Executive Management Series

Category	Dec 18	Dec 18	Variance	Percent	Nov 18	Variance	Dec 17	Variance	**** Year-to-Date Average ****			
	Actual	Budget			Actual		Actual		Actual	Budget	Variance	Percent
Interest Bearing Checking	100,078	102,738	(2,660)	(2.59)	91,976	8,102	100,882	(804)	101,278	101,500	(222)	(0.22)
Money Market Accounts	32,392	7,943	24,449	307.81	17,057	15,335	7,499	24,893	12,936	7,738	5,198	67.17
Premium Money Market Accounts	15,603	2,684	12,919	481.33	14,637	966	2,766	12,837	8,806	2,721	6,085	223.63
Managed Corporate Funding	24,282	28,089	(3,807)	(13.55)	24,233	49	28,089	(3,807)	24,451	28,093	(3,642)	(12.96)
Public Funds	43,639	42,735	904	2.12	38,452	5,187	43,514	125	47,861	48,082	(221)	(0.46)
Total 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
Total 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)
1 to 6 Month C.D.'s	629	908	(279)	(30.73)	758	(129)	928	(299)	898	917	(19)	(2.07)
7 to 12 Month C.D.'s	1,957	3,941	(1,984)	(50.34)	1,986	(29)	1,631	326	1,892	2,642	(750)	(28.39)
13 to 24 Month C.D.'s	1,548	1,917	(369)	(19.25)	1,581	(33)	1,975	(427)	1,639	1,943	(304)	(15.65)
25 to 60 Month C.D.'s	2,805	3,039	(234)	(7.70)	2,852	(47)	3,054	(249)	2,967	3,046	(79)	(2.59)
\$100,000 and Greater C.D.'s	22,083	21,527	556	2.58	22,716	(633)	20,955	1,128	22,176	21,267	909	4.27
Public Funds Certificates	24,463	24,185	278	1.15	24,413	50	22,982	1,481	24,200	23,523	677	2.88
I.R.A.'s	5,427	5,446	(19)	(0.35)	5,429	(2)	5,364	63	5,430	5,409	21	0.39
U.S. Sterling Capital C.D.'s	2,988	4,678	(1,690)	(36.13)	2,988	-	4,678	(1,690)	3,663	4,678	(1,015)	(21.70)
QwickRate.com	21,404	-	21,404	100.00	21,406	(2)	-	21,404	14,450	-	14,450	100.00
Finance 500	42,352	47,579	(5,227)	(10.99)	49,352	(7,000)	47,579	(5,227)	45,224	47,579	(2,355)	(4.95)
C.D. Portfolio Funding	5,000	5,000	-	-	5,000	-	5,000	-	5,000	5,000	-	-
D.A. Davidson	-	6,000	(6,000)	(100.00)	-	-	-	-	-	3,019	(3,019)	(100.00)
Other C.D.'s	5,196	5,663	(467)	(8.25)	5,198	(2)	5,610	(414)	5,247	5,639	(392)	(6.95)
Certificates of Deposit	135,852	129,884	5,968	4.59	143,679	(7,827)	119,756	16,096	132,784	124,662	8,122	6.52
Overnight Funding	-	8,653	(8,653)	(100.00)	10,625	(10,625)	-	-	3,613	3,179	434	13.65
Repurchase Agreements	-	-	-	-	-	-	-	-	-	-	-	-
Total Non-Deposit Funding	-	8,653	(8,653)	(100.00)	10,625	(10,625)	-	-	3,613	3,179	434	13.65
Total 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	832	964	(132)	(13.69)	1,107	(275)	747	85	882	951	(69)	(7.26)
Available for Sale Capital Adjustment	(3,755)	(4,894)	1,139	23.27	(7,228)	3,473	(1,933)	(1,822)	(5,795)	(3,682)	(2,113)	(57.39)
Total Other Liabilities	(2,923)	(3,930)	1,007	25.62	(6,121)	3,198	(1,186)	(1,737)	(4,913)	(2,731)	(2,182)	(79.90)
Intangibles	(2)	(2)	-	-	(2)	-	(2)	-	(2)	(2)	-	-
Common Stock & Surplus	11,600	11,600	-	-	11,600	-	11,600	-	11,600	11,600	-	-
Retained Earnings	30,363	31,078	(715)	(2.30)	30,027	336	28,965	1,398	28,272	28,510	(238)	(0.83)
Dividends	(2,582)	(2,727)	145	5.32	(2,328)	(254)	(3,227)	645	(1,604)	(1,807)	203	11.23
Total Equity Capital	39,379	39,949	(570)	(1.43)	39,297	82	37,336	2,043	38,266	38,301	(35)	(0.09)
Intangibles (Contra)	2	2	-	-	2	-	2	-	2	2	-	-
Total 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

Rate/Yield Comparison

(Percentage)

Executive Management Series

Category									***** Year-to-Date Average *****			
	Dec 18 Actual	Dec 18 Budget	Variance	Percent	Nov 18 Actual	Variance	Dec 17 Actual	Variance	Actual	Budget	Variance	Percent
Agricultural Loans - Fixed	5.78	6.41	(0.63)	(9.83)	5.64	0.14	5.26	0.52	5.44	5.83	(0.39)	(6.69)
Agricultural Loans - Variable	5.88	5.94	(0.06)	(1.01)	5.84	0.04	5.44	0.44	5.71	5.77	(0.06)	(1.04)
Commercial Loans - Fixed	5.36	5.45	(0.09)	(1.65)	5.35	0.01	5.04	0.32	5.13	5.22	(0.09)	(1.72)
Commercial Loans - Variable	6.00	5.86	0.14	2.39	5.96	0.04	5.15	0.85	5.60	5.54	0.06	1.08
Real Estate Loans - Fixed	5.13	4.92	0.21	4.27	5.15	(0.02)	4.56	0.57	4.83	4.78	0.05	1.05
Real Estate Loans - Variable	5.52	5.68	(0.16)	(2.82)	5.49	0.03	5.13	0.39	5.33	5.46	(0.13)	(2.38)
R.E. Construction Loans - Fixed	5.46	5.83	(0.37)	(6.35)	4.86	0.60	5.36	0.10	5.05	5.43	(0.38)	(7.00)
R.E. Construction Loans - Variable	5.15	4.73	0.42	8.88	5.08	0.07	4.35	0.80	4.71	4.48	0.23	5.13
Residential Real Estate - Fixed	4.96	4.85	0.11	2.27	4.94	0.02	4.77	0.19	4.87	4.80	0.07	1.46
Residential Real Estate - Variable	5.96	6.10	(0.14)	(2.30)	5.94	0.02	5.62	0.34	5.79	5.86	(0.07)	(1.19)
Residential Real Estate - Warehouse	-	4.67	(4.67)	(100.00)	-	-	-	-	4.19	4.30	(0.11)	(2.56)
Consumer Loans	5.68	6.02	(0.34)	(5.65)	5.61	0.07	5.77	(0.09)	5.73	5.89	(0.16)	(2.72)
Participations Purchased	-	-	-	-	-	-	-	-	-	-	-	-
Loans Sold	5.39	5.22	0.17	3.26	5.33	0.06	4.74	0.65	4.95	4.96	(0.01)	(0.20)
Other Loans	6.75	7.72	(0.97)	(12.56)	8.41	(1.66)	7.77	(1.02)	8.39	7.73	0.66	8.54
Overdrafts	-	-	-	-	-	-	-	-	-	-	-	-
Non-Accrual Loans	-	-	-	-	-	-	-	-	-	-	-	-
Total Loans	5.55	5.77	(0.22)	(3.81)	5.55	-	5.24	0.31	5.40	5.52	(0.12)	(2.17)
U.S. Treasury & Agency Securities	2.47	2.41	0.06	2.49	2.47	-	2.38	0.09	2.44	2.41	0.03	1.24
Mortgage Backed Securities - Fixed	2.95	2.84	0.11	3.87	2.85	0.10	2.75	0.20	2.80	2.81	(0.01)	(0.36)
S.B.A. Securities	3.13	-	3.13	100.00	2.84	0.29	-	3.13	2.87	-	2.87	100.00
Municipal Securities	1.36	1.02	0.34	33.33	1.36	-	0.92	0.44	1.22	1.00	0.22	22.00
Portfolio C.D.'s	4.55	3.50	1.05	30.00	3.78	0.77	3.30	1.25	3.37	3.46	(0.09)	(2.60)
Other Investments	3.06	2.94	0.12	4.08	3.06	-	2.63	0.43	3.21	2.89	0.32	11.07
Total 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
Total 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
Total 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)
Cash	-	-	-	-	-	-	-	-	-	-	-	-
Due From Banks	-	-	-	-	-	-	-	-	-	-	-	-
Fixed Assets	-	-	-	-	-	-	-	-	-	-	-	-
Reserve For Loan Losses	-	-	-	-	-	-	-	-	-	-	-	-
Other Real Estate Owned	-	-	-	-	-	-	-	-	-	-	-	-
Other Assets	-	-	-	-	-	-	-	-	-	-	-	-
Available for Sale Mark-to-Market	-	-	-	-	-	-	-	-	-	-	-	-
Intangible Assets	-	-	-	-	-	-	-	-	-	-	-	-
Total Non-Earning Assets	-	-	-	-	-	-	-	-	-	-	-	-
Total 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)

Rate/Yield Comparison

(Percentage)

Executive Management Series

Category									***** Year-to-Date Average *****			
	Dec 18 Actual	Dec 18 Budget	Variance	Percent	Nov 18 Actual	Variance	Dec 17 Actual	Variance	Actual	Budget	Variance	Percent
Interest Bearing Checking	0.50	0.26	(0.24)	(92.31)	0.58	0.08	0.34	(0.16)	0.44	0.25	(0.19)	(76.00)
Money Market Accounts	2.11	0.38	(1.73)	(455.26)	1.65	(0.46)	0.28	(1.83)	1.23	0.32	(0.91)	(284.38)
Premium Money Market Accounts	2.27	1.37	(0.90)	(65.69)	2.19	(0.08)	1.04	(1.23)	1.89	1.28	(0.61)	(47.66)
Managed Corporate Funding	2.70	2.23	(0.47)	(21.08)	2.45	(0.25)	1.48	(1.22)	2.07	1.86	(0.21)	(11.29)
Public Funds	1.61	1.41	(0.20)	(14.18)	1.61	-	1.18	(0.43)	1.57	1.34	(0.23)	(17.16)
Total 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)
Total Savings Deposits	0.47	0.39	(0.08)	(20.51)	0.47	-	0.35	(0.12)	0.36	0.37	0.01	2.70
1 to 6 Month C.D.'s	1.25	0.65	(0.60)	(92.31)	1.27	0.02	0.45	(0.80)	0.83	0.57	(0.26)	(45.61)
7 to 12 Month C.D.'s	1.82	1.25	(0.57)	(45.60)	1.59	(0.23)	0.86	(0.96)	1.25	1.13	(0.12)	(10.62)
13 to 24 Month C.D.'s	1.82	1.30	(0.52)	(40.00)	1.57	(0.25)	0.99	(0.83)	1.27	1.15	(0.12)	(10.43)
25 to 60 Month C.D.'s	1.53	1.08	(0.45)	(41.67)	1.50	(0.03)	1.05	(0.48)	1.26	1.06	(0.20)	(18.87)
\$100,000 and Greater C.D.'s	1.94	1.13	(0.81)	(71.68)	1.88	(0.06)	1.12	(0.82)	1.55	1.12	(0.43)	(38.39)
Public Funds Certificates	2.19	1.91	(0.28)	(14.66)	2.06	(0.13)	1.34	(0.85)	1.75	1.66	(0.09)	(5.42)
I.R.A.'s	2.32	1.23	(1.09)	(88.62)	2.32	-	1.13	(1.19)	1.70	1.17	(0.53)	(45.30)
U.S. Sterling Capital C.D.'s	1.89	1.93	0.04	2.07	1.89	-	1.80	(0.09)	1.87	1.90	0.03	1.58
QwickRate.com	2.57	-	(2.57)	(100.00)	2.55	(0.02)	-	(2.57)	2.34	-	(2.34)	(100.00)
Finance 500	2.43	2.27	(0.16)	(7.05)	2.41	(0.02)	1.53	(0.90)	1.89	1.84	(0.05)	(2.72)
C.D. Portfolio Funding	2.10	1.31	(0.79)	(60.31)	2.10	-	1.25	(0.85)	1.70	1.29	(0.41)	(31.78)
D.A. Davidson	-	2.31	2.31	100.00	-	-	-	-	-	2.31	2.31	100.00
Other C.D.'s	2.11	1.80	(0.31)	(17.22)	1.89	(0.22)	1.07	(1.04)	1.55	1.51	(0.04)	(2.65)
Certificates of Deposit	2.25	1.82	(0.43)	(23.63)	2.20	(0.05)	1.34	(0.91)	1.79	1.58	(0.21)	(13.29)
Overnight Funding	-	2.28	2.28	100.00	2.32	2.32	-	-	1.97	2.08	0.11	5.29
Repurchase Agreements	-	-	-	-	-	-	-	-	-	-	-	-
Total Non-Deposit Funding	-	2.28	2.28	100.00	2.32	2.32	-	-	1.97	2.08	0.11	5.29
Total 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	-	-	-	-	-	-	-	-	-	-	-	-
Total 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	-	-	-	-	-	-	-	-	-	-	-	-
Available for Sale Capital Adjustment	-	-	-	-	-	-	-	-	-	-	-	-
Total Other Liabilities	-	-	-	-	-	-	-	-	-	-	-	-
Intangibles	-	-	-	-	-	-	-	-	-	-	-	-
Common Stock & Surplus	-	-	-	-	-	-	-	-	-	-	-	-
Retained Earnings	-	-	-	-	-	-	-	-	-	-	-	-
Dividends	-	-	-	-	-	-	-	-	-	-	-	-
Total Equity Capital	-	-	-	-	-	-	-	-	-	-	-	-
Intangibles (Contra)	-	-	-	-	-	-	-	-	-	-	-	-
Total 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)

Income Statement Comparison

(Whole Dollars)

Executive Management Series

Category									**** Year-to-Date Total ****			
	Dec 18 Actual	Dec 18 Budget	Variance	Percent	Nov 18 Actual	Variance	Dec 17 Actual	Variance	Actual	Budget	Variance	Percent
Total Loans	1,374,744	1,407,172	(32,428)	(2.30)	1,292,224	82,520	1,140,009	234,735	14,928,407	15,065,487	(137,080)	(0.91)
Total Investments	357,744	309,797	47,947	15.48	333,494	24,250	314,497	43,247	3,871,595	3,695,518	176,077	4.76
Total Short-Term Liquidity	21,679	13	21,666	166,661.54	89	21,590	1,153	20,526	52,357	7,384	44,973	609.06
Total 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
Total Interest Bearing Checking	232,895	128,242	(104,653)	(81.61)	190,306	(42,589)	105,474	(127,421)	1,986,881	1,461,179	(525,702)	(35.98)
Total Savings Deposits	8,283	8,658	375	4.33	6,222	(2,061)	7,091	(1,192)	78,919	96,474	17,555	18.20
Certificates of Deposit	270,326	198,035	(72,291)	(36.50)	253,411	(16,915)	133,054	(137,272)	2,307,404	1,933,970	(373,434)	(19.31)
Total Non-Deposit Funding	3,379	17,003	13,624	80.13	22,576	19,197	4,466	1,087	77,504	59,218	(18,286)	(30.88)
Total 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)
Provision - Loan Losses	40,000	40,000	0	0.00	40,000	0	30,000	(10,000)	420,000	480,000	60,000	12.50
Fees on Loans	40,945	46,082	(5,137)	(11.15)	49,975	(9,030)	74,826	(33,881)	664,316	548,763	115,553	21.06
Fees on Deposits	132,403	131,007	1,396	1.07	136,041	(3,638)	131,140	1,263	1,585,509	1,604,422	(18,913)	(1.18)
Other Operating Income	22,358	10,373	11,985	115.54	24,095	(1,737)	12,209	10,149	269,554	123,331	146,223	118.56
Mortgage Income	(19,760)	43,577	(63,337)	(145.35)	57,880	(77,640)	18,727	(38,487)	363,007	555,623	(192,616)	(34.67)
Special Services Income	0	26,126	(26,126)	(100.00)	0	0	0	0	0	317,970	(317,970)	(100.00)
Non-Operating Income	0	0	0	0.00	0	0	(1,588)	1,588	(190,262)	0	(190,262)	(100.00)
Total 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)
Securities Gains/Losses	0	0	0	0.00	0	0	0	0	0	0	0	0.00
Personnel	458,730	470,164	11,434	2.43	469,369	10,639	429,250	(29,480)	5,469,337	5,696,965	227,628	4.00
Occupancy	49,982	49,939	(43)	(0.09)	53,318	3,336	57,419	7,437	624,441	594,908	(29,533)	(4.96)
Furniture, Fixtures, & Equipment	43,348	43,232	(116)	(0.27)	49,432	6,084	98,127	54,779	622,788	513,734	(109,054)	(21.23)
Outside Services	204,687	230,137	25,450	11.06	207,190	2,503	174,977	(29,710)	2,326,501	2,690,438	363,937	13.53
Other Operating Expenses	227,132	208,695	(18,437)	(8.83)	193,129	(34,003)	212,349	(14,783)	2,505,188	2,508,137	2,949	0.12
Mortgage Personnel	20,668	22,241	1,573	7.07	23,990	3,322	20,290	(378)	262,544	271,661	9,117	3.36
Mortgage Expenses	15,764	9,299	(6,465)	(69.52)	6,979	(8,785)	18,279	2,515	124,939	110,094	(14,845)	(13.48)
Special Services Personnel	0	0	0	0.00	0	0	0	0	0	0	0	0.00
Special Services Expenses	0	0	0	0.00	0	0	0	0	0	0	0	0.00
Non-Operating Expenses	19,378	13,684	(5,694)	(41.61)	10,616	(8,762)	30,815	11,437	113,532	161,976	48,444	29.91
Total 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)
State Tax	0	0	0	0.00	0	0	0	0	0	0	0	0.00
Federal Tax	0	0	0	0.00	0	0	0	0	0	0	0	0.00
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)

Ratio Report

Executive Management Series

Category	Dec 18	Dec 18	Variance	Percent	Nov 18	Variance	Dec 17	Variance	***** Year-to-Date Average *****			
	Actual	Budget			Actual		Actual		Budget	Variance	Percent	
<i>Income Statement Ratios</i>												
<i>(Comparison to Total Assets)</i>												
Interest Income	4.49	4.63	(0.14)	(3.02)	4.44	0.05	4.16	0.33	4.30	4.39	(0.09)	(2.05)
Interest Expense	1.32	0.95	(0.37)	(38.95)	1.29	(0.03)	0.71	(0.61)	1.02	0.83	(0.19)	(22.89)
Net Interest Income	3.17	3.68	(0.51)	(13.86)	3.15	0.02	3.44	(0.27)	3.28	3.56	(0.28)	(7.87)
Provisions for Loan Losses	0.10	0.11	0.01	9.09	0.11	0.01	0.09	(0.01)	0.10	0.11	0.01	9.09
Non-Interest Income	0.46	0.71	(0.25)	(35.21)	0.72	(0.26)	0.68	(0.22)	0.61	0.74	(0.13)	(17.57)
Security Gains/(Losses)	-	-	-	-	-	-	-	-	-	-	-	-
Non-Interest Expenses	2.71	2.88	0.17	5.90	2.73	0.02	3.03	0.32	2.75	2.93	0.18	6.14
Pre-Tax Income	0.88	1.47	(0.59)	(40.14)	0.99	(0.11)	1.07	(0.19)	1.05	1.25	(0.20)	(16.00)
Taxes	-	-	-	-	-	-	-	-	-	-	-	-
Net Income/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)
<i>Performance Ratios</i>												
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)
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)
<i>Balance Sheet Ratios</i>												
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)
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 Liabilities	118.75	121.52	(2.77)	(2.28)	120.12	(1.37)	121.12	(2.37)	119.80	121.05	(1.25)	(1.03)
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	-	-
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)

Income/Expense Comparison

(Whole Dollars)

Executive Management Series

Category	Dec 18				Nov 18		Dec 17		**** Year-to-Date Total ****			
	Actual	Budget	Variance	Percent	Actual	Variance	Actual	Variance	Actual	Budget	Variance	Percent
Agricultural Loans - Fixed	124,534	162,806	(38,272)	(23.51)	118,498	6,036	112,791	11,743	1,366,576	1,610,595	(244,019)	(15.15)
Agricultural Loans - Variable	24,513	23,361	1,152	4.93	23,709	804	21,555	2,958	282,238	264,463	17,775	6.72
Commercial Loans - Fixed	208,624	230,530	(21,906)	(9.50)	192,192	16,432	168,337	40,287	2,239,298	2,342,230	(102,932)	(4.39)
Commercial Loans - Variable	250,203	213,870	36,333	16.99	235,505	14,698	178,575	71,628	2,402,281	2,300,144	102,137	4.44
Real Estate Loans - Fixed	80,230	80,669	(439)	(0.54)	80,455	(225)	55,207	25,023	793,516	873,541	(80,025)	(9.16)
Real Estate Loans - Variable	325,232	331,472	(6,240)	(1.88)	311,361	13,871	263,811	61,421	3,605,088	3,616,819	(11,731)	(0.32)
R.E. Construction Loans - Fixed	17,250	11,048	6,202	56.14	14,188	3,062	8,443	8,807	156,232	123,200	33,032	26.81
R.E. Construction Loans - Variable	55,634	37,175	18,459	49.65	55,196	438	28,525	27,109	531,786	406,978	124,808	30.67
Residential Real Estate - Fixed	30,067	26,409	3,658	13.85	26,059	4,008	24,569	5,498	327,502	304,528	22,974	7.54
Residential Real Estate - Variable	159,439	177,401	(17,962)	(10.13)	125,886	33,553	156,420	3,019	1,868,290	1,955,775	(87,485)	(4.47)
Residential Real Estate - Warehouse	11	795	(784)	(98.62)	16	(5)	201	(190)	30,553	8,665	21,888	252.60
Consumer Loans	94,367	90,472	3,895	4.31	90,251	4,116	81,950	12,417	1,052,353	1,018,196	34,157	3.35
Participations Purchased	-	-	-	-	-	-	-	-	-	-	-	-
Loans Sold	(52,212)	(43,150)	(9,062)	(21.00)	(50,732)	(1,480)	(40,674)	(11,538)	(530,884)	(490,552)	(40,332)	(8.22)
Other Loans	56,852	64,313	(7,461)	(11.60)	69,640	(12,788)	80,299	(23,447)	803,578	730,904	72,674	9.94
Overdrafts	-	-	-	-	-	-	-	-	-	-	-	-
Non-Accrual Loans	-	-	-	-	-	-	-	-	-	-	-	-
Total Loans	1,374,744	1,407,172	(32,428)	(2.30)	1,292,224	82,520	1,140,009	234,735	14,928,407	15,065,487	(137,080)	(0.91)
U.S. Treasury & Agency Securities	142,786	127,845	14,941	11.69	139,611	3,175	120,483	22,303	1,588,615	1,521,979	66,636	4.38
Mortgage Backed Securities - Fixed	171,414	157,672	13,742	8.72	166,782	4,632	165,324	6,090	1,976,200	1,963,067	13,133	0.67
S.B.A. Securities	10,160	-	10,160	100.00	9,456	704	-	10,160	98,068	-	98,068	100.00
Municipal Securities	1,868	1,133	735	64.87	1,868	-	1,865	3	20,520	15,011	5,509	36.70
Portfolio C.D.'s	18,580	13,822	4,758	34.42	14,309	4,271	13,138	5,442	152,821	165,183	(12,362)	(7.48)
Other Investments	12,936	9,324	3,612	38.74	1,468	11,468	13,687	(751)	35,371	30,277	5,094	16.82
Total Investments	357,744	309,797	47,947	15.48	333,494	24,250	314,497	43,247	3,871,595	3,695,518	176,077	4.76
Total Short-Term Liquidity	21,679	13	21,666	166,661.54	89	21,590	1,153	20,526	52,357	7,384	44,973	609.06
Total Earning Assets	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
Cash	-	-	-	-	-	-	-	-	-	-	-	-
Due From Banks	-	-	-	-	-	-	-	-	-	-	-	-
Fixed Assets	-	-	-	-	-	-	-	-	-	-	-	-
Reserve For Loan Losses	-	-	-	-	-	-	-	-	-	-	-	-
Other Real Estate Owned	-	-	-	-	-	-	-	-	-	-	-	-
Other Assets	-	-	-	-	-	-	-	-	-	-	-	-
Available for Sale Mark-to-Market	-	-	-	-	-	-	-	-	-	-	-	-
Intangible Assets	-	-	-	-	-	-	-	-	-	-	-	-
Total Non-Earning Assets	-	-	-	-	-	-	-	-	-	-	-	-
Total Assets	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

Income/Expense Comparison

(Whole Dollars)

Executive Management Series

Category	Dec 18	Dec 18	Variance	Percent	Nov 18	Variance	Dec 17	Variance	***** Year-to-Date Total *****			
	Actual	Budget			Actual		Actual		Actual	Budget	Variance	Percent
Interest Bearing Checking	41,570	22,453	(19,117)	(85.14)	43,231	1,661	29,248	(12,322)	438,489	246,963	(191,526)	(77.55)
Money Market Accounts	52,987	2,397	(50,590)	(2,110.55)	21,792	(31,195)	1,867	(51,120)	142,881	24,583	(118,298)	(481.22)
Premium Money Market Accounts	28,641	3,052	(25,589)	(838.43)	24,163	(4,478)	1,507	(27,134)	151,296	34,414	(116,882)	(339.64)
Managed Corporate Funding	52,575	50,225	(2,350)	(4.68)	48,694	(3,881)	32,000	(20,575)	492,357	512,951	20,594	4.01
Public Funds	57,122	50,115	(7,007)	(13.98)	52,426	(4,696)	40,852	(16,270)	761,858	642,269	(119,589)	(18.62)
Total Interest Bearing Checking	232,895	128,242	(104,653)	(81.61)	190,306	(42,589)	105,474	(127,421)	1,986,881	1,461,179	(525,702)	(35.98)
Total Savings Deposits	8,283	8,658	375	4.33	6,222	(2,061)	7,091	(1,192)	78,919	96,474	17,555	18.20
1 to 6 Month C.D.'s	779	498	(281)	(56.43)	858	79	315	(464)	7,343	5,120	(2,223)	(43.42)
7 to 12 Month C.D.'s	2,948	3,994	1,046	26.19	2,622	(326)	1,037	(1,911)	22,906	28,324	5,418	19.13
13 to 24 Month C.D.'s	2,337	2,072	(265)	(12.79)	1,985	(352)	1,588	(749)	20,568	22,131	1,563	7.06
25 to 60 Month C.D.'s	3,785	2,791	(994)	(35.61)	3,869	84	2,357	(1,428)	36,336	32,379	(3,957)	(12.22)
\$100,000 and Greater C.D.'s	36,347	20,647	(15,700)	(76.04)	33,570	(2,777)	20,348	(15,999)	338,586	236,985	(101,601)	(42.87)
Public Funds Certificates	44,239	38,134	(6,105)	(16.01)	40,895	(3,344)	25,743	(18,496)	419,010	384,039	(34,971)	(9.11)
I.R.A.'s	10,695	5,572	(5,123)	(91.94)	9,559	(1,136)	4,946	(5,749)	89,518	63,127	(26,391)	(41.81)
U.S. Sterling Capital C.D.'s	5,052	7,682	2,630	34.24	4,595	(457)	7,123	2,071	68,994	88,765	19,771	22.27
QwickRate.com	47,182	-	(47,182)	(100.00)	45,935	(1,247)	-	(47,182)	310,259	-	(310,259)	(100.00)
Finance 500	98,932	90,676	(8,256)	(9.10)	92,856	(6,076)	59,213	(39,719)	834,905	861,683	26,778	3.11
C.D. Portfolio Funding	8,918	5,563	(3,355)	(60.31)	8,630	(288)	5,308	(3,610)	78,494	64,259	(14,235)	(22.15)
D.A. Davidson	-	11,763	11,763	100.00	-	-	-	-	-	63,924	63,924	100.00
Other C.D.'s	9,112	8,642	(470)	(5.44)	8,037	(1,075)	5,076	(4,036)	80,485	83,235	2,750	3.30
Certificates of Deposit	270,326	198,035	(72,291)	(36.50)	253,411	(16,915)	133,054	(137,272)	2,307,404	1,933,970	(373,434)	(19.31)
Overnight Funding	3,379	17,003	13,624	80.13	22,576	19,197	4,466	1,087	77,504	59,218	(18,286)	(30.88)
Repurchase Agreements	-	-	-	-	-	-	-	-	-	-	-	-
Total Non-Deposit Funding	3,379	17,003	13,624	80.13	22,576	19,197	4,466	1,087	77,504	59,218	(18,286)	(30.88)
Total Interest Bearing Liabilities	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)
Non-Interest Deposits	-	-	-	-	-	-	-	-	-	-	-	-
Total Cost of Funds	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)
Other Liabilities	-	-	-	-	-	-	-	-	-	-	-	-
Available for Sale Capital Adjustment	-	-	-	-	-	-	-	-	-	-	-	-
Total Other Liabilities	-	-	-	-	-	-	-	-	-	-	-	-
Intangibles	-	-	-	-	-	-	-	-	-	-	-	-
Common Stock & Surplus	-	-	-	-	-	-	-	-	-	-	-	-
Retained Earnings	-	-	-	-	-	-	-	-	-	-	-	-
Dividends	-	-	-	-	-	-	-	-	-	-	-	-
Total Equity Capital	-	-	-	-	-	-	-	-	-	-	-	-
Intangibles (Contra)	-	-	-	-	-	-	-	-	-	-	-	-
Total Liabilities & Shareholders' Equity	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)