



Income Statement
Actual to Budget Comparison
For Month Ending February 29, 2020
(\$ in thousands)

| | Feb 2020 MTD Actual | Feb 2020 MTD Budget | \$ Variance | Feb 2020 YTD Actual | Feb 2020 YTD Budget | \$ Variance | Jan 2020 MTD Actual | \$ Variance | Feb 2019 YTD Actual | \$ Variance |
|--------------------------------------|------------------------|------------------------|----------------|------------------------|------------------------|----------------|------------------------|----------------|------------------------|----------------|
| Operating Income: | | | | | | | | | | |
| Interest Income | | | | | | | | | | |
| 1 Interest on Loans | \$6,217 | \$6,953 | (\$736) | \$12,579 | \$13,759 | (\$1,180) | \$6,362 | (\$145) | \$12,394 | \$185 |
| 2 Interest on Investments | 534 | 705 | (170) | 1,143 | 1,383 | (240) | 609 | (74) | 1,631 | (488) |
| 3 Total Interest Income | 6,751 | 7,657 | (906) | 13,722 | 15,141 | (1,419) | 6,971 | (220) | 14,026 | (304) |
| 4 Interest on Deposits | 316 | 345 | (29) | 654 | 672 | (18) | 338 | (22) | 586 | 67 |
| 5 Interest on Borrowed Funds | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 6 Net Interest Income | 6,435 | 7,312 | (877) | 13,068 | 14,469 | (1,401) | 6,633 | (197) | 13,439 | (371) |
| 7 Provision for Loan Losses | (149) | 776 | (925) | 486 | 1,327 | (840) | 635 | (784) | 440 | 46 |
| | 6,584 | 6,536 | 48 | 12,582 | 13,143 | (561) | 5,998 | 586 | 12,999 | (417) |
| Other Operating Income: | | | | | | | | | | |
| 8 Fees & Charges | 672 | 684 | (12) | 1,417 | 1,388 | 30 | 746 | (74) | 1,217 | 200 |
| 9 Interchange Income | 941 | 1,010 | (69) | 2,019 | 1,991 | 28 | 1,078 | (137) | 1,750 | 269 |
| 10 Mortgage Gains & Servicing Income | 2,581 | 1,561 | 1,021 | 5,156 | 2,935 | 2,221 | 2,575 | 7 | 2,154 | 3,002 |
| 11 Misc Income | 292 | 280 | 12 | 752 | 763 | (11) | 460 | (167) | 706 | 46 |
| 12 Total Non-Interest Income | 4,486 | 3,535 | 952 | 9,344 | 7,076 | 2,268 | 4,858 | (372) | 5,827 | 3,517 |
| 13 Net Operating Income | 11,070 | 10,071 | 999 | 21,926 | 20,219 | 1,707 | 10,856 | 215 | 18,826 | 3,100 |
| Operating Expense: | | | | | | | | | | |
| 14 Compensation | 4,365 | 4,013 | 352 | 9,434 | 8,635 | 799 | 5,069 | (704) | 8,323 | 1,111 |
| 15 Employee Benefits | 971 | 847 | 124 | 1,910 | 1,919 | (9) | 939 | 32 | 1,789 | 120 |
| 16 Travel & Conference | 58 | 145 | (88) | 116 | 218 | (102) | 58 | (1) | 133 | (17) |
| 17 Association Dues | 71 | 59 | 11 | 131 | 120 | 11 | 60 | 10 | 100 | 31 |
| 18 Office Occupancy | 653 | 607 | 46 | 1,234 | 1,202 | 32 | 581 | 73 | 1,254 | (20) |
| 19 Office Operations | 1,509 | 1,699 | (190) | 3,079 | 3,362 | (283) | 1,570 | (61) | 2,749 | 330 |
| 20 Marketing | 280 | 439 | (158) | 823 | 1,044 | (221) | 542 | (262) | 821 | 2 |
| 21 Loan Servicing | 582 | 538 | 44 | 1,169 | 1,062 | 107 | 587 | (4) | 1,015 | 154 |
| 22 Fraud Expense | 78 | 121 | (43) | 156 | 242 | (86) | 78 | 0 | 235 | (79) |
| 23 Professional Services | 368 | 656 | (288) | 760 | 1,210 | (450) | 391 | (23) | 530 | 229 |
| 24 Miscellaneous Expense | 192 | 98 | 94 | 282 | 213 | 69 | 90 | 102 | 207 | 75 |
| 25 Total Operating Expense | 9,127 | 9,223 | (95) | 19,091 | 19,225 | (134) | 9,964 | (837) | 17,155 | 1,936 |
| 26 Operating Income/(Loss) | 1,943 | 848 | 1,095 | 2,834 | 993 | 1,841 | 892 | 1,051 | 1,671 | 1,164 |
| 27 Non-Operating Gain/(Loss) | 116 | 0 | 116 | 116 | 0 | 116 | 0 | 116 | 0 | 116 |
| 28 Net Income | \$2,059 | \$848 | \$1,211 | \$2,951 | \$993 | \$1,957 | \$892 | \$1,167 | \$1,671 | \$1,280 |

| Key Ratios | | | | | | | | | | |
|---------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 29 Return on Equity | 9.8% | 4.0% | 5.8% | 7.1% | 2.4% | 4.8% | 4.3% | 5.5% | 4.5% | 2.6% |
| 30 *Core ROE | 9.2% | 4.0% | 5.2% | 6.8% | 2.4% | 4.5% | 4.3% | 5.0% | 4.5% | 2.3% |
| 31 Return on Average Assets | 1.1% | 0.5% | 0.7% | 0.8% | 0.3% | 0.5% | 0.5% | 0.6% | 0.5% | 0.3% |
| 32 Net Interest Margin/Average Assets | 3.5% | 3.8% | -0.3% | 3.5% | 3.8% | -0.3% | 3.6% | -0.1% | 3.9% | -0.4% |
| 33 Efficiency Ratio | 83.6% | 85.0% | -1.5% | 85.2% | 89.2% | -4.1% | 86.7% | -3.1% | 89.0% | -3.9% |

*Excludes non-operating gains & losses.