



**Income Statement**  
**Actual to Budget Comparison**  
**For Month Ending August 31, 2019**  
(\$ in thousands)

	Aug 2019 MTD Actual	Aug 2019 MTD Budget	\$ Variance	Aug 2019 YTD Actual	Aug 2019 YTD Budget	\$ Variance	Jul 2019 MTD Actual	\$ Variance	Aug 2018 YTD Actual	\$ Variance
<b>Operating Income:</b>										
Interest Income										
1 Interest on Loans	\$6,738	\$6,644	\$94	\$51,716	\$51,043	\$672	\$6,704	\$34	\$44,157	\$7,559
2 Interest on Investments	602	877	(276)	5,622	6,956	(1,334)	572	30	4,682	940
3 Total Interest Income	7,339	7,522	(182)	57,338	58,000	(662)	7,276	64	48,839	8,499
4 Interest on Deposits	319	471	(151)	2,446	3,071	(625)	317	2	1,937	509
5 Interest on Borrowed Funds	0	0	0	0	0	0	0	0	0	0
6 Net Interest Income	7,020	7,051	(31)	54,892	54,929	(37)	6,958	62	46,902	7,990
7 Provision for Loan Losses	(281)	418	(699)	1,672	3,204	(1,533)	92	(373)	1,753	(81)
	7,301	6,633	669	53,221	51,725	1,496	6,867	435	45,150	8,071
<b>Other Operating Income:</b>										
8 Fees & Charges	691	688	3	4,762	5,253	(490)	656	34	5,118	(356)
9 Interchange Income	1,252	1,302	(50)	9,346	9,837	(492)	1,228	23	8,783	562
10 Mortgage Gains & Servicing Income	3,649	2,119	1,530	16,832	14,979	1,853	2,933	717	15,552	1,281
11 Misc Income	259	332	(73)	3,223	3,275	(52)	387	(128)	3,352	(129)
12 Total Non-Interest Income	5,851	4,441	1,410	34,163	33,344	820	5,204	647	32,805	1,358
13 Net Operating Income	13,153	11,073	2,079	87,384	85,068	2,315	12,071	1,082	77,955	9,429
<b>Operating Expense:</b>										
14 Compensation	4,860	4,981	(121)	35,764	37,476	(1,713)	5,214	(354)	33,089	2,675
15 Employee Benefits	868	778	91	7,088	6,837	251	893	(25)	6,329	758
16 Travel & Conference	40	65	(26)	743	864	(121)	108	(69)	759	(16)
17 Association Dues	42	50	(7)	386	397	(12)	56	(13)	295	91
18 Office Occupancy	579	600	(21)	5,184	4,989	195	747	(167)	4,309	875
19 Office Operations	1,641	1,507	134	11,661	11,696	(35)	1,566	75	9,346	2,316
20 Marketing	441	466	(25)	3,503	3,789	(286)	546	(106)	3,605	(103)
21 Loan Servicing	704	667	37	5,750	5,294	456	771	(67)	4,975	776
22 Fraud Expense	307	150	157	974	1,200	(226)	76	231	1,253	(280)
23 Professional Services	507	328	179	3,076	3,486	(410)	416	91	3,271	(195)
24 Miscellaneous Expense	99	78	21	749	748	1	70	29	777	(28)
25 Total Operating Expense	10,089	9,670	419	74,876	76,777	(1,901)	10,463	(375)	68,008	6,868
26 Operating Income/(Loss)	3,064	1,403	1,661	12,508	8,291	4,217	1,607	1,456	9,947	2,561
27 Non-Operating Gain/(Loss)	0	0	0	5,140	4,800	340	4,925	(4,925)	1,086	4,054
28 Net Income	\$3,064	\$1,403	\$1,661	\$17,648	\$13,091	\$4,556	\$6,532	(\$3,469)	\$11,033	\$6,614

<b>Key Ratios</b>										
29 Return on Equity	15.6%	7.3%	8.3%	11.7%	8.8%	2.9%	33.6%	-18.1%	7.9%	3.8%
30 *Core ROE	15.8%	7.3%	8.5%	8.3%	5.6%	2.7%	8.5%	7.3%	7.1%	1.2%
31 Return on Average Assets	1.7%	0.8%	0.9%	1.2%	0.9%	0.3%	3.7%	-2.0%	0.8%	0.4%
32 Net Interest Margin/Average Assets	3.9%	3.9%	0.0%	3.9%	3.9%	0.0%	3.9%	0.0%	3.5%	0.4%
33 Efficiency Ratio	78.4%	84.2%	-5.8%	84.1%	87.0%	-2.9%	86.0%	-7.6%	85.3%	-1.2%

\*Excludes non-operating gains & losses.