



# PROFORMA BUSINESS PLAN

## EPG Forecast

### BALANCE SHEET

	CURRENT QUARTER		YR1				YR2			
	Balance Jun-19	Yld	Balance Jun-20	Δ \$ %	Yld Jun-20	Δ	Balance Jun-21	Δ \$ %	Yld Jun-21	Δ
CASH	1,397	0.00%	\$1,397	\$0 0%	0.00%	0.00%	\$1,397	\$0 0%	0.00%	0.00%
FFs / INT BRG BALs	15,136	2.35%	\$5,070	(\$10,066) -67%	1.85%	-0.50%	\$5,158	\$88 2%	1.85%	0.00%
INVESTMENTS	37,504	2.86%	\$37,774	\$270 1%	2.90%	0.04%	\$42,221	\$4,447 12%	2.94%	0.04%
RES FIXED	153,328	4.08%	\$161,828	\$8,500 6%	4.07%	0.00%	\$169,828	\$8,000 5%	4.09%	0.01%
RES ARMS	23,743	4.04%	\$24,743	\$1,000 4%	4.00%	-0.05%	\$26,743	\$2,000 8%	4.01%	0.02%
CONSTRUCTION	23,550	5.31%	\$23,550	\$0 0%	6.02%	0.70%	\$23,550	\$0 0%	6.12%	0.10%
CRE	280,858	4.65%	\$304,358	\$23,500 8%	4.83%	0.18%	\$330,358	\$26,000 9%	5.00%	0.17%
HOME EQUITY	18,488	5.03%	\$18,488	\$0 0%	4.55%	-0.48%	\$19,738	\$1,250 7%	4.56%	0.02%
COMMERCIAL	38,991	5.59%	\$43,741	\$4,750 12%	5.65%	0.06%	\$47,741	\$4,000 9%	5.88%	0.23%
CONSUMER	268	10.98%	\$268	\$0 0%	10.60%	-0.38%	\$268	\$0 0%	10.50%	-0.10%
NET LOANS	534,880	4.67%	\$572,630	\$37,750 7%	4.78%	0.11%	\$613,880	\$41,250 7%	4.90%	0.12%
OTHER ASSETS	18,997	0.00%	\$18,997	\$0 0%	0.00%	0.00%	\$18,997	\$0 0%	0.00%	0.00%
TOTAL ASSETS	607,915	4.28%	\$635,868	\$27,954 5%	4.44%	0.16%	\$681,654	\$45,786 7%	4.56%	0.12%
SAVINGS	57,357	0.31%	\$59,357	\$2,000 3%	0.27%	-0.05%	\$59,357	\$0 0%	0.27%	0.00%
MMDA	91,895	1.32%	\$104,395	\$12,500 14%	1.21%	-0.11%	\$111,895	\$7,500 7%	1.16%	-0.04%
INTEREST CHECKING	26,624	0.48%	\$28,374	\$1,750 7%	0.33%	-0.15%	\$31,374	\$3,000 11%	0.30%	-0.03%
NON INTEREST DDA	95,318	0.00%	\$102,318	\$7,000 7%	0.00%	0.00%	\$108,568	\$6,250 6%	0.00%	0.00%
TOTAL NON-MATURITY DEPOSITS (NMD)	271,193	0.56%	\$294,443	\$23,250 9%	0.51%	-0.05%	\$311,193	\$16,750 6%	0.50%	-0.01%
TERM DEPOSITS	199,098	2.25%	\$216,098	\$17,000 9%	1.79%	-0.46%	\$230,098	\$14,000 6%	1.70%	-0.09%
TOTAL DEPOSITS	470,292	1.16%	\$510,542	\$40,250 9%	0.97%	-0.19%	\$541,292	\$30,750 6%	0.95%	-0.02%
WHOLESALE FUNDING	81,692	2.30%	\$66,242	(\$15,450) -19%	2.35%	0.05%	\$76,242	\$10,000 15%	2.29%	-0.06%
OTHER LIAB.	2,586	0.00%	\$2,586	\$0 0%	0.00%	0.00%	\$2,586	\$0 0%	0.00%	0.00%
TOTAL LIABILITIES	504,569	1.26%	\$579,369	\$74,800 15%	1.04%	-0.21%	\$620,119	\$40,750 7%	1.02%	-0.03%
CAPITAL	53,345	0.00%	\$56,499	\$3,154 6%	0.00%	0.00%	\$61,535	\$5,036 9%	0.00%	0.00%
TOT. LIAB&CAP	607,915	1.04%	\$635,868	\$27,954 5%	0.95%	-0.09%	\$681,654	\$45,786 7%	0.92%	-0.03%

# BUSINESS PLAN EARNINGS

INCOME STATEMENT June 30, 2019	Flat Rate Scenario		UP 200bp Gradual Rate Ramp		Up 200bp Twist Gradual Ramp		DWN 100bp Gradual Rate Ramp		EPG Forecast	
	<u>Yr1</u>	<u>Yr2</u>	<u>Yr1</u>	<u>Yr2</u>	<u>Yr1</u>	<u>Yr2</u>	<u>Yr1</u>	<u>Yr2</u>	<u>Yr1</u>	<u>Yr2</u>
FFs / INT BRG BALS	\$248	\$168	\$299	\$270	\$297	\$252	\$222	\$112	\$213	\$139
INVESTMENT PORTFOLIO	\$1,046	\$1,106	\$1,093	\$1,363	\$1,078	\$1,312	\$1,019	\$943	\$1,060	\$1,167
LOAN PORTFOLIO	\$21,712	\$23,802	\$22,174	\$25,791	\$21,967	\$24,735	\$21,484	\$22,788	\$21,728	\$24,169
<b>TOTAL INTEREST INCOME</b>	<b>\$23,006</b>	<b>\$25,076</b>	<b>\$23,566</b>	<b>\$27,424</b>	<b>\$23,342</b>	<b>\$26,299</b>	<b>\$22,725</b>	<b>\$23,843</b>	<b>\$23,001</b>	<b>\$25,475</b>
RETAIL DEPOSITS	\$4,862	\$4,941	\$5,465	\$7,520	\$5,441	\$7,393	\$4,654	\$4,062	\$4,696	\$4,681
WHOLESALE FUNDING	\$694	\$623	\$704	\$774	\$704	\$774	\$689	\$548	\$694	\$623
<b>TOTAL INTEREST EXPENSE</b>	<b>\$5,556</b>	<b>\$5,564</b>	<b>\$6,169</b>	<b>\$8,293</b>	<b>\$6,146</b>	<b>\$8,166</b>	<b>\$5,343</b>	<b>\$4,610</b>	<b>\$5,390</b>	<b>\$5,304</b>
<b>NET INTEREST INCOME</b>	<b>\$17,449</b>	<b>\$19,512</b>	<b>\$17,397</b>	<b>\$19,131</b>	<b>\$17,196</b>	<b>\$18,132</b>	<b>\$17,382</b>	<b>\$19,233</b>	<b>\$17,611</b>	<b>\$20,172</b>
PROVISION EXPENSE	\$240	\$240	\$240	\$240	\$240	\$240	\$240	\$240	\$240	\$240
NON-INTEREST INCOME	1,512	1,512	1,512	1,512	1,512	1,512	1,512	1,512	1,512	1,512
NON-INTEREST EXPENSE	\$14,592	\$14,592	\$14,592	\$14,592	\$14,592	\$14,592	\$14,592	\$14,592	\$14,592	\$14,592
SECURITY GAINS/LOSSES	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
PRE-TAX INCOME	4,129	6,192	4,077	5,811	3,876	4,812	4,062	5,913	4,291	6,852
TAXES	1,094	1,641	1,080	1,540	1,027	1,275	1,076	1,567	1,137	1,816
<b>NET INCOME</b>	<b>3,035</b>	<b>4,551</b>	<b>2,997</b>	<b>4,271</b>	<b>2,849</b>	<b>3,537</b>	<b>2,986</b>	<b>4,346</b>	<b>3,154</b>	<b>5,036</b>

# BUSINESS PLAN EARNINGS DISPERSION

<u>Year One</u>	<u>Jul-19</u>	<u>Aug-19</u>	<u>Sep-19</u>	<u>Oct-19</u>	<u>Nov-19</u>	<u>Dec-19</u>	<u>Jan-20</u>	<u>Feb-20</u>	<u>Mar-20</u>	<u>Apr-20</u>	<u>May-20</u>	<u>Jun-20</u>	<u>NII</u>	<u>Δ</u>	<u>ROA</u>	<u>Δ</u>
<b>Flat Rate Scenario</b>	\$1,376	\$1,397	\$1,390	\$1,434	\$1,417	\$1,461	\$1,477	\$1,431	\$1,511	\$1,494	\$1,539	\$1,522	\$17,449		0.58%	
<b>Up 200bp Gradual Ramp</b>	\$1,376	\$1,400	\$1,391	\$1,433	\$1,415	\$1,457	\$1,474	\$1,426	\$1,503	\$1,485	\$1,527	\$1,510	\$17,397	-0.30%	0.57%	-1 BP
<b>Up 200bp Twist Ramp</b>	\$1,374	\$1,397	\$1,386	\$1,426	\$1,406	\$1,445	\$1,457	\$1,406	\$1,479	\$1,458	\$1,492	\$1,471	\$17,196	-1.45%	0.54%	-4 BP
<b>Dwn 100bp Gradual Ramp</b>	\$1,375	\$1,395	\$1,387	\$1,431	\$1,414	\$1,456	\$1,470	\$1,424	\$1,503	\$1,486	\$1,530	\$1,511	\$17,382	-0.39%	0.57%	-1 BP
<b>EPG Forecast</b>	\$1,377	\$1,390	\$1,394	\$1,440	\$1,426	\$1,464	\$1,493	\$1,449	\$1,533	\$1,518	\$1,571	\$1,556	\$17,611	0.93%	0.60%	2 BP
<u>Year Two</u>	<u>Jul-20</u>	<u>Aug-20</u>	<u>Sep-20</u>	<u>Oct-20</u>	<u>Nov-20</u>	<u>Dec-20</u>	<u>Jan-21</u>	<u>Feb-21</u>	<u>Mar-21</u>	<u>Apr-21</u>	<u>May-21</u>	<u>Jun-21</u>	<u>NII</u>	<u>Δ</u>	<u>ROA</u>	<u>Δ</u>
<b>Flat Rates</b>	\$1,569	\$1,583	\$1,563	\$1,610	\$1,589	\$1,640	\$1,653	\$1,561	\$1,683	\$1,661	\$1,712	\$1,687	\$19,512		0.81%	
<b>Up 200bp Gradual Ramp</b>	\$1,551	\$1,561	\$1,535	\$1,581	\$1,562	\$1,609	\$1,619	\$1,537	\$1,650	\$1,624	\$1,662	\$1,640	\$19,131	-1.95%	0.76%	-5 BP
<b>Up 200bp Twist Ramp</b>	\$1,507	\$1,512	\$1,481	\$1,518	\$1,495	\$1,531	\$1,533	\$1,451	\$1,544	\$1,514	\$1,539	\$1,508	\$18,132	-7.07%	0.63%	-18 BP
<b>Dwn 100bp Gradual Ramp</b>	\$1,558	\$1,570	\$1,550	\$1,593	\$1,569	\$1,617	\$1,628	\$1,532	\$1,652	\$1,629	\$1,681	\$1,653	\$19,233	-1.43%	0.77%	-4 BP
<b>EPG Forecast</b>	\$1,607	\$1,624	\$1,607	\$1,658	\$1,639	\$1,693	\$1,710	\$1,617	\$1,748	\$1,727	\$1,782	\$1,760	\$20,172	3.38%	0.89%	9 BP

Net Interest Income Comparison

