

Pipeline Totals By Officer

Bob Lender		Amount to Close Within						
Company	Description	0-30 days	31-60 days	61-90 days	Other / Unknown	Deposit	Fee	Probability
Able Construction	New Subdivision from ACME Builders				1,550,000		\$25,000	25%
Jenkins Construction	Purchase lake lot for personal use	50,000					\$5,000	100%
Opportunity Identified - Sub Total		50,000			1,550,000		\$30,000	
		\$1,600,000						
Able Construction	Middleburg Subdivision				100,000		\$10,000	75%
Freesonne Travel	Elizabeth Lamar's personal accounts				400,000	\$400,000	\$5,000	100%
Soca Clothing	Contact Jeff Tenner re: 401 K				500,000	\$50,000	\$1,500	75%
In-Approval - Sub Total					1,000,000	\$450,000	\$16,500	
		\$1,000,000						
Able Construction	Lot 35 Meadowbrook Subdivision				100,000		\$2,000	25%
Collecting Information - Sub Total					100,000		\$2,000	
		\$100,000						
The Wilson Clinic	Lake lot - (Link)				1,500,000		\$5,000	100%
Pricing - Sub Total					1,500,000		\$5,000	
		\$1,500,000						
National Labor Union	New Office Space				1,000,000			100%
Analyzing - Sub Total					1,000,000			
		\$1,000,000						
		50,000			5,150,000	\$450,000	\$53,500	
		\$5,200,000						
Gerald Pettway		Amount to Close Within						
Company	Description	0-30 days	31-60 days	61-90 days	Other / Unknown	Deposit	Fee	Probability
Alabama Recovery Services	Update trucking fleet for ARS				2,500,000	\$50,000	\$2,500	75%
The Krusty Krab	Personal Auto Lines	5,550,000				\$100,000	\$15,000	50%
Opportunity Identified - Sub Total		5,550,000			2,500,000	\$150,000	\$17,500	
		\$8,050,000						

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Gerald Pettway		Amount to Close Within						
Company	Description	0-30 days	31-60 days	61-90 days	Other / Unknown	Deposit	Fee	Probability
The Krusty Krab	test retail loan				100,000	\$10,000	\$1,000	100%
	Analyzing - Sub Total				100,000	\$10,000	\$1,000	
		\$100,000						
Jenkins Construction	Blue Lake Project				1,000,000	\$1,000,000	\$25,000	100%
	Approved And Accepted - Sub Total				1,000,000	\$1,000,000	\$25,000	
		\$1,000,000						
		5,550,000			3,600,000	\$1,160,000	\$43,500	
		\$9,150,000						
Joseph Caudill		Amount to Close Within						
Company	Description	0-30 days	31-60 days	61-90 days	Other / Unknown	Deposit	Fee	Probability
Bills Car Wash	Upgrade Current Cash Wash System				1,200,000		\$10,000	100%
	Approved And Accepted - Sub Total				1,200,000		\$10,000	
		\$1,200,000						
The Venture Group	New loan for a pool		1,050,000			\$500,000	\$5,000	75%
	Pricing - Sub Total		1,050,000			\$500,000	\$5,000	
		\$1,050,000						
Freesonne Travel	Walker Hamilton and Turner Lamar joint venture		300,000			\$20,000	\$15,000	100%
	Opportunity Identified - Sub Total		300,000			\$20,000	\$15,000	
		\$300,000						
Jenkins Construction	Building Addition / Parking Deck	1,000,000				\$10,000	\$10,000	100%
Jenkins Construction	Remote capture project				50,000		\$1,000	100%
	Closed and Booked - Sub Total	1,000,000			50,000	\$10,000	\$11,000	
		\$1,050,000						
National Labor Union	New Trucks	800,000				\$50,000	\$5,000	100%
	In-Approval - Sub Total	800,000				\$50,000	\$5,000	
		\$800,000						
Keith's Company	Upgrade Mr. Hamilton's Life Insurance				1,000,000	\$10,000	\$1,000	50%

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Joseph Caudill		Amount to Close Within						
Company	Description	0-30 days	31-60 days	61-90 days	Other / Unknown	Deposit	Fee	Probability
Soca Clothing	Soca considering new location				300,000		\$1,500	75%
The Wilson Clinic	Insurance Quote (PPT)	1,125,800				\$2,000	\$5,000	25%
Collecting Information - Sub Total		1,125,800			1,300,000	\$12,000	\$7,500	
		\$2,425,800						
		2,925,800	1,350,000		2,550,000	\$592,000	\$53,500	
		\$6,825,800						
Kelly Lane		Amount to Close Within						
Company	Description	0-30 days	31-60 days	61-90 days	Other / Unknown	Deposit	Fee	Probability
Jenkins Construction	Buy new Trucks				200,000	\$20,000	\$5,000	75%
The Venture Group	Additional Comm RE CP				1,000,000	\$10,000	\$15,000	75%
In-Approval - Sub Total					1,200,000	\$30,000	\$20,000	
		\$1,200,000						
Jenkins Construction	Purchase Building		1,100,000			\$100,000	\$12,500	75%
Stonewall Building	Mr. Raiser wants to discuss liability coverage in further detail				500,000	\$5,000	\$2,500	75%
Analyzing - Sub Total			1,100,000		500,000	\$105,000	\$15,000	
		\$1,600,000						
Able Construction	Possible Deal with Construction Company				5,000,000			50%
Stonewall Building	Mr. Raiser re: Vacation Property				250,000	\$25,000	\$1,250	50%
Opportunity Identified - Sub Total					5,250,000	\$25,000	\$1,250	
		\$5,250,000						
The Venture Group	Malpractice Quote	1,500,000				\$10,000	\$5,000	75%
Approved And Accepted - Sub Total		1,500,000				\$10,000	\$5,000	
		\$1,500,000						
Keith's Company	Lease on Fleet of Trucks				2,250,000			75%
Term Sheet Submitted - Sub Total					2,250,000			
		\$2,250,000						
		1,500,000	1,100,000		9,200,000	\$170,000	\$41,250	
		\$11,800,000						

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Steve Johnson -Lender		Amount to Close Within						
Company	Description	0-30 days	31-60 days	61-90 days	Other / Unknown	Deposit	Fee	Probability
The Wilson Clinic	Office Space for Downtown Building				1,655,000			75%
Closed Not Booked - Sub Total					1,655,000			
		\$1,655,000						
					1,655,000			
		\$1,655,000						