

Pipeline Totals By Product

Res. Const. PS			Amount to Close Within				Deposit	Fee	Probability
Company	Officer	Description	0-30 days	31-60 days	61-90 days	Other / Unknown			
Able Construction	Bob Lender	Middleburg Subdivision				100,000		10,000	75%
						100,000		10,000	
						\$100,000			

Res. Const. Dev			Amount to Close Within				Deposit	Fee	Probability
Company	Officer	Description	0-30 days	31-60 days	61-90 days	Other / Unknown			
Able Construction	Bob Lender	New Subdivision from ACME Builders				1,550,000		25,000	25%
						1,550,000		25,000	
						\$1,550,000			

Comm. MM			Amount to Close Within				Deposit	Fee	Probability
Company	Officer	Description	0-30 days	31-60 days	61-90 days	Other / Unknown			
Freesonne Travel	Bob Lender	Elizabeth Lamar's personal accounts				400,000	400,000	5,000	100%
Jenkins Construction	Kelly Lane	Purchase Building		1,100,000			100,000	12,500	75%
						1,100,000	500,000	17,500	
						\$1,500,000			

Residential			Amount to Close Within				Deposit	Fee	Probability
Company	Officer	Description	0-30 days	31-60 days	61-90 days	Other / Unknown			
Able Construction	Bob Lender	Lot 35 Meadowbrook Subdivision				100,000		2,000	25%
						100,000		2,000	
						\$100,000			

Inv. Property			Amount to Close Within				Deposit	Fee	Probability
Company	Officer	Description	0-30 days	31-60 days	61-90 days	Other / Unknown			
The Wilson Clinic	Bob Lender	Lake lot - (Link)				1,500,000		5,000	100%
						1,500,000		5,000	
						\$1,500,000			

Pipeline Totals By Product

529 F			Amount to Close Within						
Company	Officer	Description	0-30 days	31-60 days	61-90 days	Other / Unknown	Deposit	Fee	Probability
Soca Clothing	Bob Lender	Contact Jeff Tenner re: 401 K				500,000	50,000	1,500	75%
						500,000	50,000	1,500	
						\$500,000			

No Product Selected			Amount to Close Within						
Company	Officer	Description	0-30 days	31-60 days	61-90 days	Other / Unknown	Deposit	Fee	Probability
Alabama Recovery Services	Gerald Pettway	Update trucking fleet for ARS				2,500,000	50,000	2,500	75%
Bills Car Wash	Joseph Caudill	Upgrade Current Cash Wash System				1,200,000		10,000	100%
Jenkins Construction	Bob Lender	Purchase lake lot for personal use	50,000					5,000	100%
The Venture Group	Joseph Caudill	New loan for a pool		1,050,000			500,000	5,000	75%
			50,000	1,050,000		3,700,000	550,000	22,500	
						\$4,800,000			

Res. Const. Spec			Amount to Close Within						
Company	Officer	Description	0-30 days	31-60 days	61-90 days	Other / Unknown	Deposit	Fee	Probability
The Krusty Krab	Gerald Pettway	Personal Auto Lines	5,550,000				100,000	15,000	50%
			5,550,000				100,000	15,000	
						\$5,550,000			

401K			Amount to Close Within						
Company	Officer	Description	0-30 days	31-60 days	61-90 days	Other / Unknown	Deposit	Fee	Probability
Jenkins Construction	Gerald Pettway	Blue Lake Project				1,000,000	1,000,000	25,000	100%
						1,000,000	1,000,000	25,000	
						\$1,000,000			

HELOC			Amount to Close Within						
Company	Officer	Description	0-30 days	31-60 days	61-90 days	Other / Unknown	Deposit	Fee	Probability
Freesonne Travel	Joseph Caudill	Walker Hamilton and Turner Lamar joint venture		300,000			20,000	15,000	100%

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HELOC			Amount to Close Within						
Company	Officer	Description	0-30 days	31-60 days	61-90 days	Other / Unknown	Deposit	Fee	Probability
The Krusty Krab	Gerald Pettway	test retail loan				100,000	10,000	1,000	100%
				300,000		100,000	30,000	16,000	
			\$400,000						

Commercial Equipment			Amount to Close Within						
Company	Officer	Description	0-30 days	31-60 days	61-90 days	Other / Unknown	Deposit	Fee	Probability
Jenkins Construction	Joseph Caudill	Building Addition / Parking Deck	1,000,000				10,000	10,000	100%
Jenkins Construction	Kelly Lane	Buy new Trucks				200,000	20,000	5,000	75%
			1,000,000			200,000	30,000	15,000	
			\$1,200,000						

Comm RE CP			Amount to Close Within						
Company	Officer	Description	0-30 days	31-60 days	61-90 days	Other / Unknown	Deposit	Fee	Probability
National Labor Union	Joseph Caudill	New Trucks	800,000				50,000	5,000	100%
			800,000				50,000	5,000	
			\$800,000						

CP			Amount to Close Within						
Company	Officer	Description	0-30 days	31-60 days	61-90 days	Other / Unknown	Deposit	Fee	Probability
Soca Clothing	Joseph Caudill	Soca considering new location				300,000		1,500	75%
						300,000		1,500	
			\$300,000						

EB Life			Amount to Close Within						
Company	Officer	Description	0-30 days	31-60 days	61-90 days	Other / Unknown	Deposit	Fee	Probability
Keith's Company	Joseph Caudill	Upgrade Mr. Hamilton's Life Insurance				1,000,000	10,000	1,000	50%
						1,000,000	10,000	1,000	
			\$1,000,000						

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Sweep 2 Way			Amount to Close Within				Deposit	Fee	Probability
Company	Officer	Description	0-30 days	31-60 days	61-90 days	Other / Unknown			
Jenkins Construction	Joseph Caudill	Remote capture project				50,000		1,000	100%
						50,000		1,000	
			\$50,000						

Vacation Property			Amount to Close Within				Deposit	Fee	Probability
Company	Officer	Description	0-30 days	31-60 days	61-90 days	Other / Unknown			
Stonewall Building	Kelly Lane	Mr. Raiser re: Vacation Property				250,000	25,000	1,250	50%
						250,000	25,000	1,250	
			\$250,000						

Comm. Liability			Amount to Close Within				Deposit	Fee	Probability
Company	Officer	Description	0-30 days	31-60 days	61-90 days	Other / Unknown			
Stonewall Building	Kelly Lane	Mr. Raiser wants to discuss liability coverage in further detail				500,000	5,000	2,500	75%
The Wilson Clinic	Joseph Caudill	Insurance Quote (PPT)	1,125,800				2,000	5,000	25%
			1,125,800			500,000	7,000	7,500	
			\$1,625,800						

EB Disability			Amount to Close Within				Deposit	Fee	Probability
Company	Officer	Description	0-30 days	31-60 days	61-90 days	Other / Unknown			
The Venture Group	Kelly Lane	Malpractice Quote	1,500,000				10,000	5,000	75%
			1,500,000				10,000	5,000	
			\$1,500,000						

Master CONL			Amount to Close Within				Deposit	Fee	Probability
Company	Officer	Description	0-30 days	31-60 days	61-90 days	Other / Unknown			
The Venture Group	Kelly Lane	Additional Comm RE CP				1,000,000	10,000	15,000	75%
						1,000,000	10,000	15,000	
			\$1,000,000						

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TRAC			Amount to Close Within				Deposit	Fee	Probability
Company	Officer	Description	0-30 days	31-60 days	61-90 days	Other / Unknown			
Able Construction	Kelly Lane	Possible Deal with Construction Company				5,000,000			50%
National Labor Union	Bob Lender	New Office Space				1,000,000			100%
						6,000,000			
						\$6,000,000			

Municiple			Amount to Close Within				Deposit	Fee	Probability
Company	Officer	Description	0-30 days	31-60 days	61-90 days	Other / Unknown			
Keith's Company	Kelly Lane	Lease on Fleet of Trucks				2,250,000			75%
The Wilson Clinic	Steve Johnson - Lender	Office Space for Downtown Building				1,655,000			75%
						3,905,000			
						\$3,905,000			