

Pipeline Summary and Goals Report

Pipeline					
Officer	Loans	Goal	%	Deposits	Fees
Bob Lender	\$100,000	\$10,000,000	1.0%	\$0	\$2,000
Frank Allen	\$100,000	\$10,000,000	1.0%	\$10,000	\$1,000
Gerald Pettway	\$100,000	\$10,000,000	1.0%	\$10,000	\$1,000
Team Totals	\$300,000	\$65,500,000	0.5%	\$20,000	\$4,000

Gross Production YTD									
Officer	Loans	Goal	%	Deposits	Goal	%	Fees	Goal	%
Team Totals		\$186,000,000	0.0%		\$17,500,000	0.0%		\$800,000	0.0%

	Loan Pipeline Aging								
	0-30 days	30-60 days	60-90 days	<26%	50%	75%	95%	100%	% N/A
Bob Lender	50,000	0	0	0	0	0	0	50,000	0
Frank Allen	5,550,000	0	0	0	5,550,000	0	0	0	0
Gerald Pettway	5,550,000	0	0	0	5,550,000	0	0	0	0
Joseph Caudill	2,925,800	300,000	0	1,125,800	0	0	0	2,100,000	0
Kelly Lane	1,500,000	1,100,000	0	0	0	2,600,000	0	0	0
Team	15,575,800	1,400,000	0	1,125,800	11,100,000	2,600,000	0	2,150,000	0