

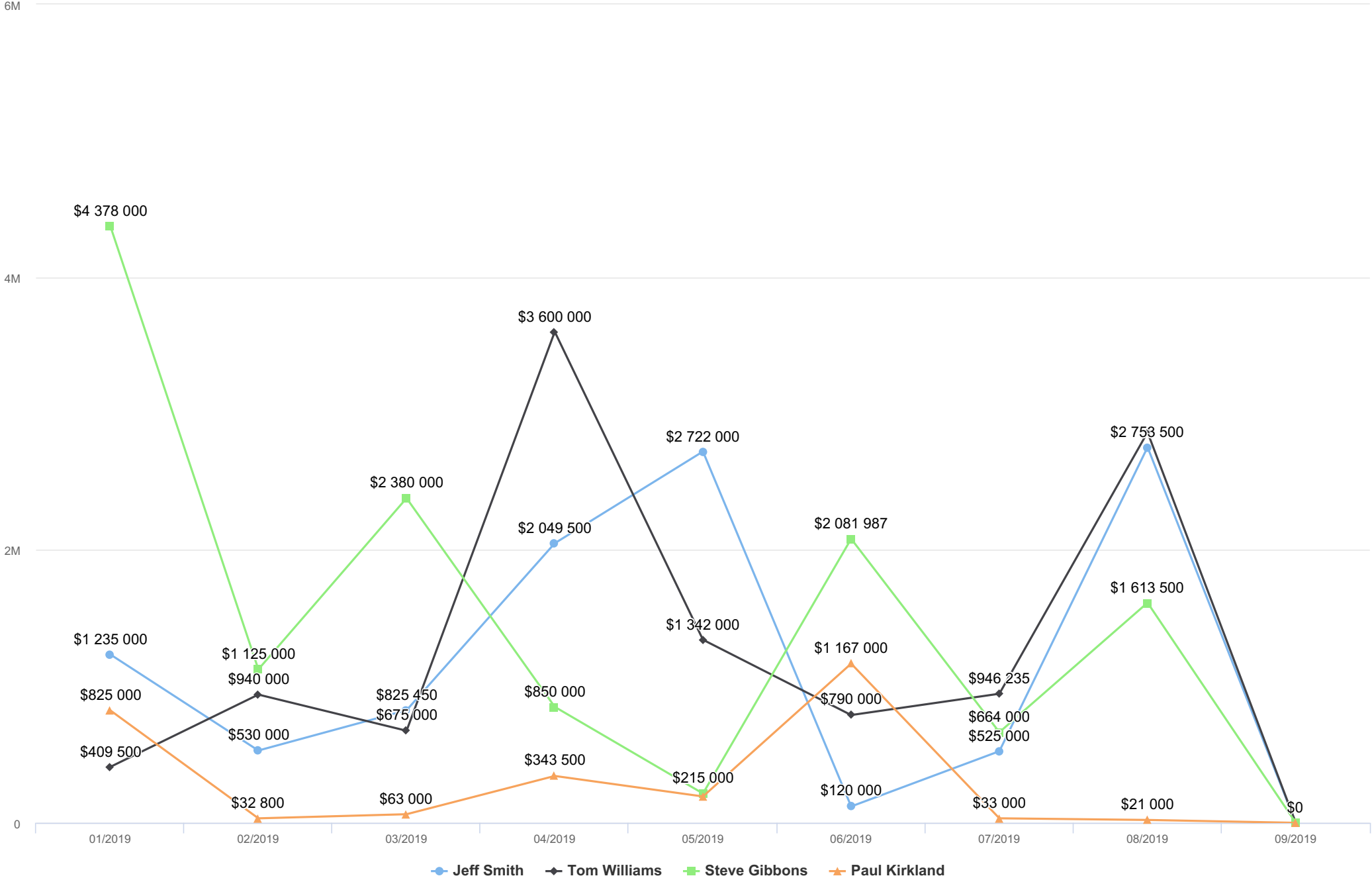
Any Bank USA

Loan Officer Production Report

As of September 30, 2019

					Year to Date Production		
Loan Officer Name	Unpaid Principal Balance of Loans Managed at Month End	Number of Loans Managed	Weighted Average Risk Rating Assigned to Commercial Loans	Weighted Average FICO Score Of Consumer Loans Managed	Unpaid Balance of Loans Originated	Number of Loans	Fee Income
Jeff Smith	\$18,224,129	84	2.68	702	\$10,760,450	28	\$11,299
Tom Williams	\$24,760,853	76	3.18	668	\$11,565,692	31	\$13,342
Steve Gibbons	\$24,051,268	77	3.02	704	\$13,307,487	36	\$5,810
Paul Kirkland	\$14,105,431	48	4.67	720	\$2,678,500	19	\$2,550
Bank Totals	\$81,141,682	285	3.28	695	\$38,312,129	114	\$33,000
Average All Lenders	\$20,285,420	71.25					

Growth in Each Loan Officer Portfolio For The Period 01/2019 Through 09/30/2019



Loan Officer Production For The Period January 31, 2019 Through September 30, 2019

September 2019

August 2019

July 2019

June 2019

Loan Officer Name	Unpaid Balance of Loans Originated	Number of Loans	Fee Income	Unpaid Balance of Loans Originated	Number of Loans	Fee Income	Unpaid Balance of Loans Originated	Number of Loans	Fee Income	Unpaid Balance of Loans Originated	Number of Loans	Fee Income
Jeff Smith	\$0	0	\$0	\$2,753,500	8	\$1,464	\$525,000	3	\$350	\$120,000	2	\$75
Tom Williams	\$0	0	\$0	\$2,862,957	5	\$0	\$946,235	7	\$200	\$790,000	2	\$175
Steve Gibbons	\$0	0	\$0	\$1,613,500	10	\$785	\$664,000	4	\$0	\$2,081,987	6	\$500
Paul Kirkland	\$0	0	\$0	\$21,000	2	\$0	\$33,000	3	\$23	\$1,167,000	4	\$2,000
Bank Totals	\$0	0	\$0	\$7,250,957	25	\$2,249	\$2,168,235	17	\$573	\$4,158,987	14	\$2,750
Average All Lenders	\$0	0		\$1,812,739	6.25		\$542,059	4.25		\$1,039,747	3.5	

May 2019

April 2019

March 2019

February 2019

Loan Officer Name	Unpaid Balance of Loans Originated	Number of Loans	Fee Income	Unpaid Balance of Loans Originated	Number of Loans	Fee Income	Unpaid Balance of Loans Originated	Number of Loans	Fee Income	Unpaid Balance of Loans Originated	Number of Loans	Fee Income
Jeff Smith	\$2,722,000	3	\$0	\$2,049,500	5	\$3,670	\$825,450	2	\$0	\$530,000	2	\$4,505
Tom Williams	\$1,342,000	3	\$0	\$3,600,000	6	\$7,500	\$675,000	1	\$0	\$940,000	4	\$5,058
Steve Gibbons	\$215,000	1	\$0	\$850,000	2	\$2,750	\$2,380,000	3	\$850	\$1,125,000	2	\$0
Paul Kirkland	\$193,200	3	\$0	\$343,500	2	\$185	\$63,000	2	\$63	\$32,800	2	\$279
Bank Totals	\$4,472,200	10	\$0	\$6,843,000	15	\$14,105	\$3,943,450	8	\$913	\$2,627,800	10	\$9,841
Average All Lenders	\$1,118,050	2.5		\$1,710,750	3.75		\$985,863	2		\$656,950	2.5	

January 2019

Loan Officer Name	Unpaid Balance of Loans Originated	Number of Loans	Fee Income
Jeff Smith	\$1,235,000	3	\$1,235
Tom Williams	\$409,500	3	\$410

Steve Gibbons	\$4,378,000	8	\$925
Paul Kirkland	\$825,000	1	\$0
Bank Totals	\$6,847,500	15	\$2,570
Average All Lenders	\$1,711,875	3.75	