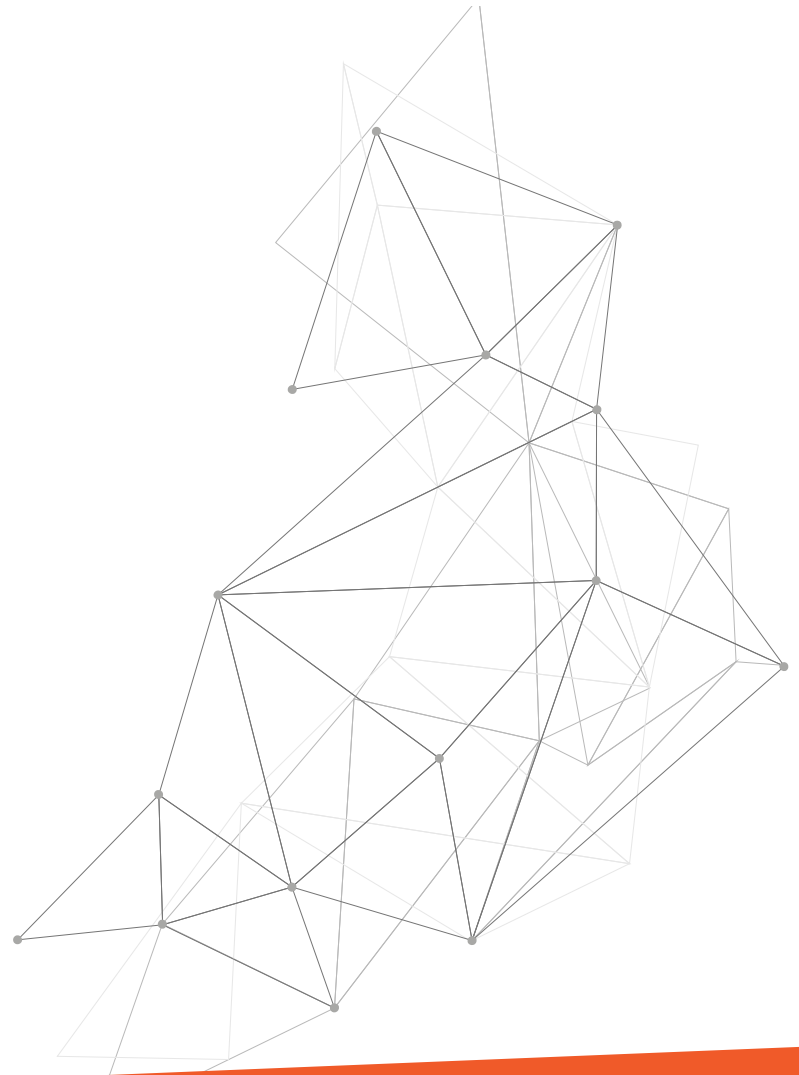
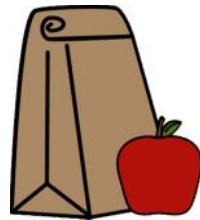


 Plansmith

# Lunch 'n Learn

Budget Q&A



Presenter: Jenny Mello

# This session is design for:



## All Compass Users

- Financial Compass
- Budget Compass Plus
- Budget Compass

# Budget Q&A

## Mechanics

- last minute changes
- performing a download

## Locking

- Lock the budget
- RE-lock the budget

## Year-end Shift

- February 2018

# Mechanics

## Index Rate Projections:

Update Rates Projections Compute Reporting Utilities Help

These buttons process the data for all three scenarios

Scenario: Plan

Buttons: Load Rate Forecast, New Driver, Driver Model, Auto Update, Fill in the Gaps, Rename Driver, High/Low, View Newsletter

	Fed Funds	3 mo Tbill	6 mo Tbill	1 yr CMT	2 yr CMT	3 yr CMT	5 yr CMT	10 yr CMT	30 yr CMT	PRIME	1 mo LIBOR	3 mo LIBOR	6 mo LIBOR	30 yr
Jan	0.65	0.51	0.61	0.83	1.21	1.48	1.92	2.43	3.02	3.75	0.77	1.03	1.34	
Feb	0.66	0.52	0.64	0.82	1.20	1.47	1.90	2.42	3.03	3.75	0.78	1.04	1.35	
Mar	0.79	0.74	0.87	1.01	1.31	1.59	2.01	2.48	3.08	3.88	0.93	1.13	1.43	
Apr	0.90	0.80	0.93	1.04	1.24	1.44	1.82	2.30	2.94	4.00	0.99	1.18	1.42	
May	0.91	0.89	1.02	1.12	1.30	1.48	1.84	2.30	2.96	4.00	1.00	1.19	1.42	
Jun	1.04	0.98	1.09	1.20	1.34	1.49	1.77	2.19	2.80	4.13	1.18	1.26	1.43	
Jul	1.15	1.07	1.11	1.22	1.37	1.54	1.87	2.32	2.88	4.25	1.23	1.31	1.46	
Aug	1.16	1.01	1.11	1.23	1.34	1.48	1.78	2.21	2.80	4.25	1.23	1.31	1.45	
Sep	1.15	1.03	1.15	1.28	1.38	1.51	1.80	2.20	2.78	4.25	1.24	1.32	1.45	
Oct	1.15	1.07	1.23	1.40	1.55	1.68	1.98	2.36	2.88	4.25	1.24	1.36	1.54	
Nov	1.16	1.23	1.36	1.56	1.70	1.81	2.05	2.23	2.80	4.25	1.38	1.49	1.67	
Dec	1.20	1.20	1.30	1.50	1.60	1.73	2.00	2.40	2.90	4.50	1.38	1.40	1.67	
Jan	1.30	1.30	1.40	1.60	1.70	1.83	2.10	2.50	3.00	4.50	1.38	1.50	1.67	
Feb	1.40	1.40	1.50	1.70	1.80	1.93	2.20	2.60	3.10	4.50	1.38	1.60	1.67	
Mar	1.47	1.47	1.57	1.77	1.87	2.00	2.27	2.63	3.17	4.50	1.38	1.67	1.67	
Apr	1.53	1.53	1.63	1.83	1.93	2.06	2.33	2.67	3.23	4.63	1.38	1.73	1.67	
May	1.60	1.60	1.70	1.90	2.00	2.13	2.40	2.70	3.30	4.70	1.38	1.80	1.67	
Jun	1.67	1.63	1.77	1.93	2.07	2.19	2.43	2.73	3.33	4.77	1.38	1.87	1.67	

Ex: new Prime forecast

# Mechanics

## Pricing Model Overview: Budgeting and Interest Rate Risk



Tutorial link on Plansmith website: <https://plansmith.wistia.com/medias/jfpfnp0dof>

# Mechanics

Last minute changes go here:

Residential R/E - Fix - Projections										
Projections		Budget	Maturity	Variance	Fed Funds	Notes				
	EDM Balance	New Balance	Offering Rate	Total Maturities	Total Maturities Xrate	Interest	Yield	Average Balance		
2017	Manual	[User Edit]	Quick						[User Edit]	
Dec	40,014					148,624	4.50	39,619		
2017 Jan	39,718					148,588	4.48	39,816		
Feb	39,727					135,452	4.09	39,773		
Mar	39,341					146,878	4.47	39,441		
Apr	39,364					143,508	4.38	39,352		
May	39,430					143,647	4.38	39,397		
Jun	39,495					143,521	4.36	39,462		
Jul	39,561					143,448	4.35	39,528		
Aug	39,627					143,374	4.35	39,594		
Sep	39,693					143,285	4.34	39,660		
Oct	39,726					EDM Yield: 144,863	4.38	39,710		
Nov	39,759					4.38	144,604	4.37	39,743	
Dec	39,792	489	3.93	456	4.53	145,117	4.38	39,776		
2018 Jan	39,826	485	3.97	452	4.53	144,860	4.37	39,809		
Feb	39,859	482	4.00	449	4.52	144,657	4.36	39,842		
Mar	39,892	476	4.07	443	4.53	144,460	4.35	39,875		
Apr	39,925	471	4.13	438	4.52	144,262	4.34	39,909		
May	39,958	466	4.20	433	4.52	144,397	4.34	39,942		
Jun	39,992	463	4.23	430	4.52	144,524	4.34	39,975		
Jul	40,025	470	4.27	437	4.53	144,648	4.34	40,008		
Aug	40,058	455	4.30	422	4.51	144,780	4.34	40,042		
Sep	40,092	467	4.33	434	4.60	144,889	4.34	40,075		
Oct	40,125	450	4.36	417	4.50	145,034	4.34	40,109		
Nov	40,159	445	4.39	412	4.49	145,164	4.34	40,142		
Dec	40,192	444	4.42	411	4.49	145,291	4.34	40,175		
2019 Jan	40,226	443	4.45	410	4.49	145,417	4.34	40,209		
Feb	40,259	443	4.48	409	4.49	145,544	4.34	40,242		

What else gets impacted by change?

- Fees
- Funding
- Overhead

# Mechanics

## Allowance for Loan Loss Modeling



The screenshot shows a video player interface for a Plasmith tutorial. At the top left, there is a navigation link: "< Back to Compass Tutorials [Advanced Features]". Below this is a dark blue header with the Plasmith logo (an orange stylized 'P') and the text "PLASMITH SIMPLIFYING COMPLEXITY". The main content area features the text "Financial Compass E-Learning Series" followed by "ALLOWANCE FOR LOAN LOSS MODELING IN FINANCIAL COMPASS" in large, bold, orange letters. A play button icon is overlaid on the text. In the bottom right corner of the video area, there is a small icon of a document with a pencil. Below the video player, the text "Allowance for Loan Loss Modeling" is displayed.

Tutorial link on Plasmith website: <https://plansmith.wistia.com/medias/zzpbizf1xc>

# Mechanics

Performing the December download.....do it if you can! Bring real-life into your 2018 budget plans!

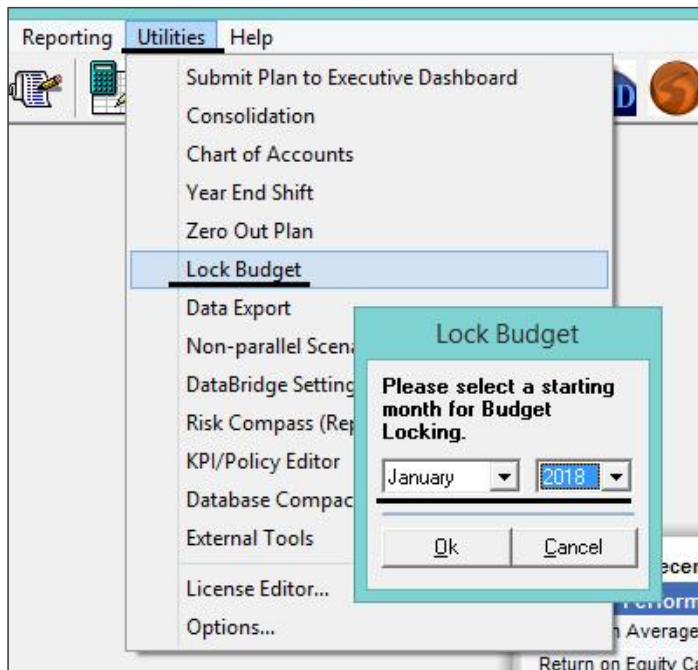


Otherwise, check out this tutorial on how to freeze a copy of your plan:  
<https://plansmith.wistia.com/medias/wmqhwalgyw>

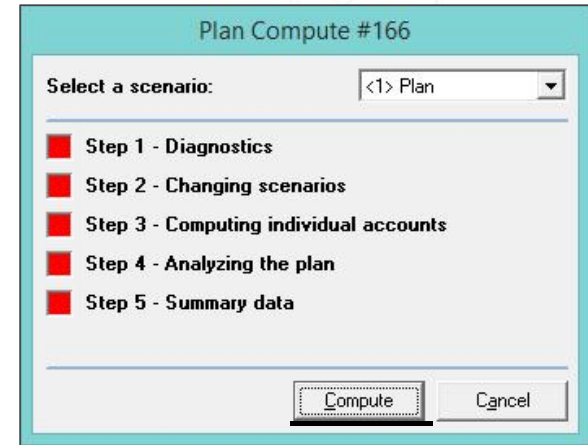


# Locking

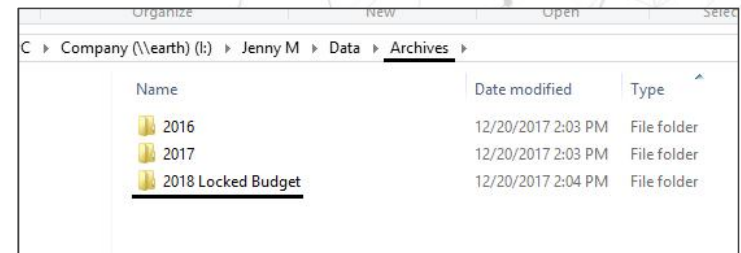
## 2. Lock the budget



## 1. Compute

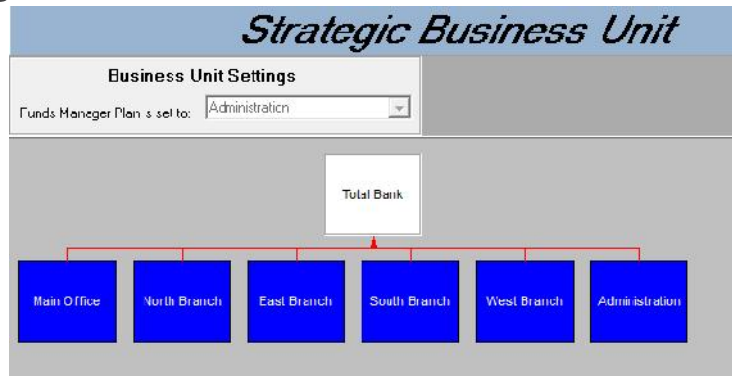


## 3. Make a back-up copy



# Locking Multi-Unit Plans

## 1. Always start at the Total “Bank” level



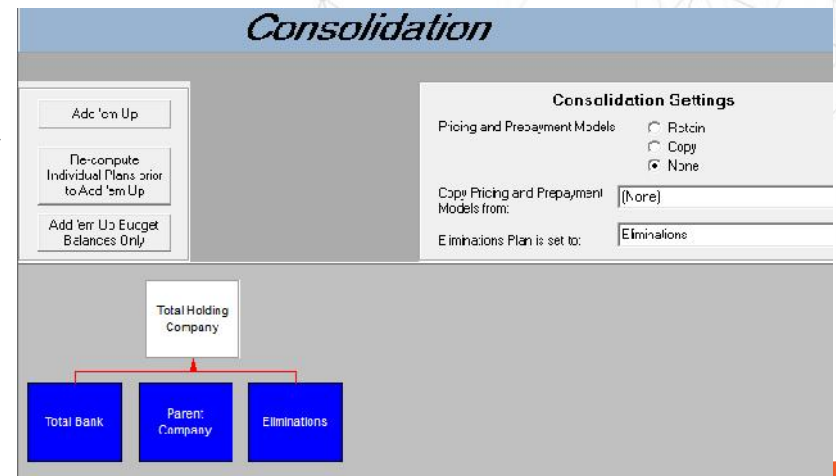
Total “Bank” equals:

- Branches
- Departments
- Cost centers

## 2. Then move up to Total Holding Company

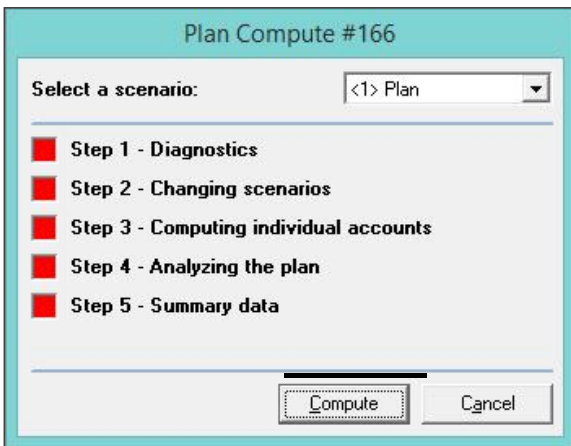
Total Holding Company equals:

- Total “Bank”
- Parent Company
- Eliminations

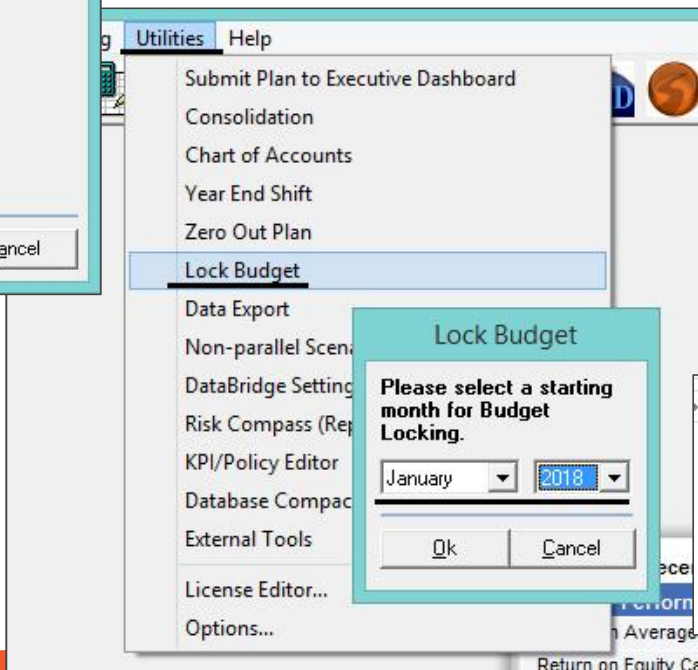


# Re-Locking

## 2. Compute



## 3. Lock the budget



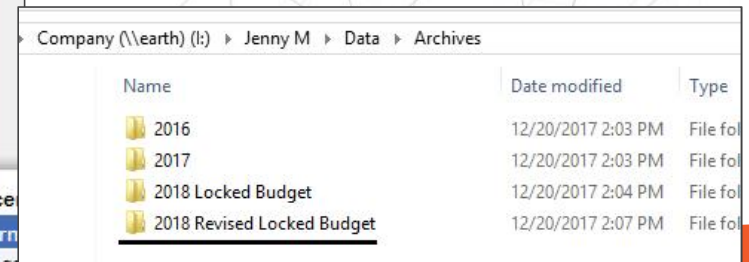
## 1. Make changes:

- Fees
- Funding
- Overhead

Residential R/E - Fix - Projections

2017	Budget		Maturity		Variance		Fuel Funds		Notes	
	Monthly	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD
Dec	40,217	40,217	4.38	4.38	4.38	4.38	148,627	7.50	33,615	
2018 Jan	39,718	79,935	4.38	4.38	4.38	4.38	148,688	4.48	34,816	
Feb	39,727	119,662	4.38	4.38	4.38	4.38	148,752	4.50	36,024	
Mar	39,731	159,393	4.38	4.38	4.38	4.38	148,818	4.47	37,241	
Apr	39,734	199,127	4.38	4.38	4.38	4.38	148,888	4.38	38,468	
May	39,734	238,861	4.38	4.38	4.38	4.38	148,961	4.38	39,705	
Jun	39,734	278,595	4.38	4.38	4.38	4.38	149,037	4.36	40,952	
Jul	39,734	318,329	4.38	4.38	4.38	4.38	149,117	4.36	42,209	
Aug	39,734	358,063	4.38	4.38	4.38	4.38	149,200	4.35	43,486	
Sep	39,734	397,797	4.38	4.38	4.38	4.38	149,288	4.34	44,783	
Oct	39,734	437,531	4.38	4.38	4.38	4.38	149,381	4.33	46,100	
Nov	39,734	477,265	4.38	4.38	4.38	4.38	149,479	4.32	47,437	
Dec	39,734	517,000	4.38	4.38	4.38	4.38	149,582	4.31	48,794	
2019 Jan	40,226	556,776	4.45	4.45	4.45	4.45	149,691	4.30	50,171	
Feb	40,229	596,505	4.45	4.45	4.45	4.45	149,806	4.29	51,568	

## 4. Make a back-up copy



# Reports

## Annual Activity

Plansmith Annual Activity FTE Adjusted					
Assets	Dec 2017	Total Maturity	New Balance	Dec 2018	FTE Income
Cash & Due	0,344	0	1,15	1,001	20,460
Fed Funds Sold	1,822	0	1,722	3,504	30,267
Securities					
U.S. Agencies	6,196	0	120	3,004	172,995
Mortgage Backed Securities	50,200	6,453	7,050	51,737	1,110,048
Municipal Securities	32,623	4,757	5,750	31,615	1,222,368
Other Securities	27,774	1,369	1,913	25,615	630,635
Gross Unrealized Adj. UGL	290	0	0	290	0
Total Securities	117,083	12,579	15,833	122,655	3,137,045
Loans					
Commercial	49,099	5,140	5,910	75,094	2,521,340
Fert/Fab/le	240,387	27,533	29,048	247,801	1,478,850
Agriculture	12,289	725	818	12,415	630,737
Consumer	2,440	47	47	47	274,500
International	4,397	0	44	4,441	0
Other Loans	929	0	9	933	0
Total Loans	338,551	33,549	37,259	342,952	5,895,430
Income Reserves	(1,886)	0	0	(1,886)	0
Fixed Assets	7,065	0	215	7,281	0
DPED	122	0	4	122	0
Equity Securities	2,620	0	0	2,620	120,409
Other Assets	16,807	0	511	17,318	0
<b>Total Assets</b>	<b>489,543</b>	<b>46,127</b>	<b>55,846</b>	<b>499,262</b>	<b>13,212,927</b>
<hr/>					
Liabilities	Dec 2017	Total Maturity	New Balance	Dec 2018	FTE Expense
Demand Deposits	58,481	0	1,779	61,261	0
Interest Bearing Deposits					
Interest Checking	61,112	0	611	61,723	168,828
Money Market Accounts	84,688	0	831	85,519	576,533
Savings	44,549	0	440	44,989	122,379
Time Deposits	145,208	46,369	77,738	126,667	1,990,640
Other Interest Bearing Deposits	23	0	0	23	0
Total Interest Bearing Deposits	396,579	46,369	79,641	399,692	2,858,380
Borrowed Funds					
Other Borrowed Funds	42,026	10,279	11,359	41,307	799,962

## Custom Production Report

Plansmith Loan Report Production Forecasts												
	Jan 2018	Feb 2018	Mar 2018	Apr 2018	May 2018	Jun 2018	Jul 2018	Aug 2018	Sep 2018	Oct 2018	Nov 2018	Dec 2018
<b>Total Commercial</b>	79,105	79,231	79,297	79,303	79,430	79,496	79,562	79,628	79,695	79,761	79,828	79,894
<b>Roll-off</b>	467	417	405	433	523	397	410	395	387	427	506	377
<b>Pipeline</b>	533	483	471	499	588	463	477	461	453	493	573	443
<b>Yield</b>	4.14	4.16	4.19	4.21	4.24	4.27	4.29	4.32	4.34	4.37	4.39	4.42
<b>Income</b>	278,877	253,083	282,870	275,552	286,914	279,719	291,010	293,140	285,426	290,658	289,126	300,917
<b>Total Real Estate</b>	240,587	240,738	240,988	241,189	241,390	241,591	241,792	241,994	242,196	242,397	242,599	242,802
<b>Roll-off</b>	2,319	2,317	2,265	2,342	2,335	2,299	2,304	2,288	2,285	2,263	2,260	2,226
<b>Pipeline</b>	2,519	2,517	2,496	2,543	2,536	2,500	2,505	2,489	2,487	2,465	2,462	2,428
<b>Yield</b>	4.55	4.55	4.67	4.79	4.78	4.79	4.80	4.80	4.81	4.81	4.82	4.84
<b>Income</b>	922,292	864,435	948,284	953,312	974,734	956,499	977,889	979,742	961,571	983,877	966,347	989,818
<b>Total Agriculture</b>	12,299	12,310	12,320	12,330	12,340	12,351	12,361	12,371	12,382	12,392	12,402	12,413
<b>Roll-off</b>	53	53	60	54	55	76	58	58	67	60	61	70

# What's Next?

**Friday, March 16<sup>th</sup> 2018 - Compass Advanced Coaching**

**Friday, June 15<sup>th</sup> 2018 - Compass Roundtable**

**Friday, September 14<sup>th</sup> 2018 - Compass Advanced Coaching**

## **Upcoming Lunch 'n Learns**

**January – New Version Release!**

**February – Year-end Shift**

Check out [www3.plansmith.com/events-page](http://www3.plansmith.com/events-page) for more event info



# Thanks for attending!



## Questions?

**Jenny Mello**

Client Development

800-323-3281

[jenny@plansmith.com](mailto:jenny@plansmith.com)

[support@plansmith.com](mailto:support@plansmith.com)

