

Approved _____

Date

Clyde D. Graeber 3/27/87

MINUTES OF THE HOUSE COMMITTEE ON COMMERCIAL AND FINANCIAL INSTITUTIONS

The meeting was called to order by Clyde D. Graeber at _____
Chairperson

3:30 ~~xxx~~p.m. on March 26, 1987 in room 527-S of the Capitol.

All members were present except: Kenneth Francisco, Excused

Committee staff present: Bill Wolff, Legislative Research Department
Bruce Kinzie, Revisor of Statutes
June Evans, committee secretary

Conferees appearing before the committee: Harold Stones, Kansas Bankers Association
John Tincher, Kansas Independent Bankers Assn.
Doug Mays, Securities Commissioner

Chairman Clyde Graeber opened the meeting.

Final action on SB 72. Mr. Harold Stones, proponent for the bill testified that Kansas needs both small and large banks. Sometime we assume bigness is bad. It is felt this bill will help the economic development of Kansas.
(Attachment I)

John Tincher, President, Lyndon State Bank, Kansas Independent Bankers Assn., testified against Senate Bill 72 saying absentee ownership will not be good for the agricultural community. The commissioner is saying there is bad management in the small rural banks. This is not so. There is a lot of ability and competence out there.

Chairman Graeber asked the committee what was their pleasure.

Representative Wilbert moved that SB 72 be passed out of committee favorably.

Representative Gatlin moved we substitute and table until January 20, 1988. It was voted on by a show of hands 8 voting in favor and 9 opposing. The motion failed.

Chairman Graeber said the motion was back on the table to move out.

Representative Gatlin asked can the bill be amended at this time? Rep. Gatlin had an amendment. It would require a board of directors for the branch within the community. (Attachment II)

Representative Sand asked if this was a decision for the committee to make?

Dr. Bill Wolff said it could be done if that is what the committee wants.

Representative Russell: People in these smaller communities are concerned about the lack of local input if branches were established. This is a good idea.

Representative Sand: Asked what an advisory board does?

Representative Shallenburger: Can be an advisor and do not have to own stock. They may not vote with other board members.

Representative Gatlin moved to remove 2 years on line 0122 and insert 10 years. Motion was seconded by Representative Roper. The motion carried.

CONTINUATION SHEET

MINUTES OF THE HOUSE COMMITTEE ON COMMERCIAL AND FINANCIAL INSTITUTIONS,
room 527-S, Statehouse, at 3:30 ~~xx~~a.m./p.m. on March 26, 1987.

The amendment was voted on by a show of hands - 8 in favor; 9 opposed.
The amendment failed.

Chairman Graeber said the bill was back on the table with a motion to be moved out favorably.

Representative Eckert testified that he has been on the committee for five years and for five years now the large banks have been helping us in rural areas, we have had about all we can enjoy. A bank is not going to acquire a bad bank. The rural economy is in bad shape and branch banking will not help. If not a good loan, banks will not make the loan. Rural communities need industry in the community and local banks will help get industry for the community. He sees down the line less banks in rural areas. Branch banking will make it all the sooner.

Representative Dillon moved to pass out favorably as amended.

Representative Gatlin still troubled about 2 years - will change amendment to 5 years.

Representative Wilbert: Savings and Loans can do this, why not banks? Should be the same rather than compete.

Representative Gatlin: Moved to amend line 0122 to read 5 years instead of 2 years.

It was voted on by a show of hands, 8 voted yes and 9 opposed. The motion failed.

Representative Wilbert again moved that SB 72 be moved out of committee favorably as amended. Representative Dillon seconded. The motion carried and the bill moved out favorably.

Hearing on SB 66. Dr. Wolff gave a briefing on SB 66 which would amend one section of the securities statutes relating to securities registration and regulation by the commissioner. The bill also makes several technical and clarifying amendments in the statute. (Attachment III)

Doug Mays, Security Commissioner, testified for the bill. The primary objective of the amendments is to increase the administrative efficiency of the securities registration process for this office as well as the securities industry. This bill is mainly for small companies, it liberalizes the sale of stock.

Representative Ott moved and Representative Roenbaugh seconded that SB 66 be moved out favorably. The motion carried.

The meeting adjourned at 4:50 P.M.

Date: March 26, 1987

GUEST REGISTER

HOUSE

COMMERCIAL & FINANCIAL INSTITUTIONS COMMITTEE

NAME	ORGANIZATION	ADDRESS
J. Sue Anderson	K I B A	Carbondale, KS
Mary E. Parks	K I B A	Carbondale, KS
Charles V. "Cy" Meyer	K I B A	Phillipsburg, Kansas
John Finches	"	Topedon
Chuck Stokes	KS Bankers Assoc	Topeka, KS
Jennifer Stepper	student	M. Pherson, KS
Alan Steppat	McGill & Assoc.	Topeka
Whitney S. Dawn	McGill & Assoc	Topeka
Bete McGill	K I B A	Topeka
Howard Stoner	K B A	Topeka
Doug Mays	Securities Commission	Topeka
Roger W. Walter	Gen. Coun	Topeka
May Alene Linn	Banker	Piqua
Jim Mays	K B A	Topeka
Robert J. Johnston	KS Banking Department	Topeka

KANSAS BANKERS ASSN.
707 MERCHANTS NTL. BLDG.
913/232-3444 TOPEKA, KS 66612

November 10, 1986

TO: ALL KANSAS BANK OWNERS

Enclosed with this letter is a statewide survey on banking structure. Please respond to it by Wednesday, Nov. 19. Your response will be kept confidential by the KBA.

This survey is being sent to you at the direction of the Kansas Bankers Association's State Affairs Committee. The committee directed that the survey form be sent to the owner of the largest number of shares of stock in every bank in Kansas. If you own more than one bank, you will find a survey form for each one. In those cases, please identify each bank separately by asset size, as requested on the form, and return a separate form for each bank you own.

The State Affairs Committee is sincerely trying to identify the wishes and desires of the owners of Kansas banks as to structure issues. There are some bankers in Kansas who see that many banks are having difficulties today, and are watching their equity value erode and shrink. Where is a market for the sale of these banks, and the recovery of equity? They believe that as many options as possible should be given to those banks, so those who wish, might join together as a single charter with branches, to cut costs; or some might sell to another bank before insolvency, and remain as a service to their local community as a branch. They believe such options should be available to any Kansas banker who wants them. A county-wide or state-wide branching law through acquisition would create these options.

There are bankers who believe that the future economic well-being of Kansas depends on our joining in a regional compact which would allow banks to cross state lines through acquisition. A recent article in a financial publication indicated Kansas is one of 13 states representing less than 4% of the bank assets of our nation, which has not already adopted such legislation.

[over, please]

ATCH I

On the other hand, there are other bankers who believe that any of these structure changes, whether branching county-wide or state-wide or interstate through acquisition, create more problems than they solve. They cite concentration and possible abuse of financial power; the loss of local ownership and control which could have less concern for the economy of each individual community; and the danger of funds outflowing from local communities to money centers as their major reasons for opposing such bank structure changes. These bankers also cite the possible dangers of increased competition through future liberalization of any law which might be passed.

There is yet another group of bankers who would desire some structure option not found on this survey----so we ask you to assume that each question might be posed to you individually, and to answer each as though it is the only alternative available. In other words, if each option should happen to be the only one available, would you support it or oppose it?

In conclusion, in some banks, the majority owner of a bank is hard to identify. If you received this letter and some other person is the majority owner, would you please pass this letter on to him or her? Or there may be a few banks with equal majority ownership. In those instances, we hope you will confer together and reach a joint decision as to your opinion. Also, in those banks where the majority owner is a person other than the Chief Executive Officer of the bank, that owner may wish to consult with the CEO.

Thank you for taking the time for this valuable help.

Sincerely,

A handwritten signature in cursive script, appearing to read "Harold Stones".

Harold Stones, EVP

KANSAS BANKERS ASSOCIATION

Membership Dues

Adopted by Governing Council December 1, 1981

Total Deposits as of preceding June 30		*Dues for Calendar Year	Total Deposits as of preceding June 30		*Dues for Calendar Year	Total Deposits as of preceding June 30		*Dues for Calendar Year
Less than 1 million		\$123	13 to under 13½ million	\$803	75 to under 80 million	\$2991		
1 to under 1¼	"	147	13½ " "	827	80 " "	85 "	3149	
1¼ " "	1½ "	164	14 " "	844	85 " "	90 "	3279	
1½ " "	1¾ "	189	14½ " "	869	90 " "	95 "	3400	
1¾ " "	2 "	205	15 " "	884	95 " "	100 "	3484	
2 " "	2¼ "	230	15½ " "	910	100 " "	125 "	3605	
2¼ " "	2½ "	245	16 " "	926	125 " "	150 "	3689	
2½ " "	2¾ "	271	16½ " "	950	150 " "	175 "	3810	
2¾ " "	3 "	286	17 " "	968	175 " "	200 "	3894	
3 " "	3¼ "	311	17½ " "	991	200 " "	225 "	4015	
3¼ " "	3½ "	328	18 " "	1009	225 " "	250 "	4099	
3½ " "	3¾ "	352	18½ " "	1032	250 " "	275 "	4220	
3¾ " "	4 "	369	19 " "	1049	275 " "	300 "	4303	
4 " "	4¼ "	394	19½ " "	1075	300 " "	325 "	4424	
4¼ " "	4½ "	410	20 " "	1101	325 " "	350 "	4509	
4½ " "	4¾ "	435	21 " "	1154	350 " "	375 "	4631	
4¾ " "	5 "	458	22 " "	1176	375 " "	400 "	4706	
5 " "	5½ "	475	23 " "	1192	400 " "	450 "	4858	
5½ " "	6 "	499	24 " "	1207	450 " "	500 "	4971	
6 " "	6½ "	516	25 " "	1222	500 " "	550 "	5123	
6½ " "	7 "	540	26 " "	1236	550 " "	600 "	5238	
7 " "	7½ "	557	27 " "	1253	600 " "	650 "	5390	
7½ " "	8 "	581	28 " "	1267	650 " "	700 "	5503	
8 " "	8½ "	598	29 " "	1298	700 " "	750 "	5655	
8½ " "	9 "	623	30 " "	1344	750 " "	800 "	5845	
9 " "	9½ "	639	35 " "	1549	800 " "	850 "	5997	
9½ " "	10 "	664	40 " "	1753	850 " "	900 "	6111	
10 " "	10½ "	680	45 " "	1959	900 " "	950 "	6263	
10½ " "	11 "	705	50 " "	2164	950 " "	1000 "	6376	
11 " "	11½ "	721	55 " "	2368	1000 and over		6527	
11½ " "	12 "	746	60 " "	2573				
12 " "	12½ "	766	65 " "	2779				
12½ " "	13 "	787	70 " "	2877				

*Includes Annual Subscription to THE KANSAS BANKER

ASSOCIATE MEMBERS

- I. Associate member banks located within fifty miles of Kansas: 50% of the amount for a Kansas bank of the same size
- II. Banks located more than fifty miles from Kansas: \$400
- III. Other Financial Institutions and related firms: \$400

COME TO KBA 100TH BIRTHDAY PARTY
CENTENNIAL CONVENTION, MAY 13-15, TOPEKA

KANSAS **B**ANKERS **A**SSN.
707 MERCH. NTL. BLDG. TOPEKA, KS 66612

February 24, 1987

Dear

Please forgive this "home-made" stationery, but your letter is very important to me, and I want to sit down and answer this by hand, early in the morning before the staff get here, rather than dictate it. I guess I think better with my fingers than with my mouth, (which I wish I could have learned earlier in life! ! !)

Thank you for taking the time to write me such an excellent letter. It touched me deeply. Please bear with me for a rambling, but sincere response.

Sometimes the unfairness of our competitive environment seems overwhelming. We read a lot about a level playing field, but when it comes to our competition, we aren't even playing by the same rules, and the referees are on THEIR side! Let's take S&L's. I got into a little "discussion" with a State Senator the other day who is on an S&L Board. He said banks had just as many restrictive opportunities as S&L's. I told him we'd be glad to swap. That forced me to sit down and enumerate all the things banks could do in Kansas if they were S&L's, and the list is significant. I probably haven't even thought of all of them, but here is the list I came up with right away:

1. Ability to borrow from their central bank for long term (years) at low rates. (The Fed considers a 60 day loan as long term!)
2. Capital minimum set at 3%.
3. Issuance of net worth certificates, to add to depleted capital.
4. Ability of offer insurance, real estate and securities through service corporations.
5. Ability to remain open **even when they have a negative net worth.**
6. Use regulatory accounting practices, instead of GAAP accounting.
7. Ability to branch state-wide, both by acquisition and *de novo*.

So we know we are not playing by the same rules as our S&L competitors, and they are taking market share away from us every year!

Also, just think what you could do if you operated by the same rules as the Farm Credit System.

First, you could "amortize" your cost of money over 20 years, so you could actually

charge less on loans than your price of money. **Second**, you could amortize out your loan losses over 20 years. And **Third**, just in case these practices began to get you in trouble, the taxpayer is there with a ready checkbook to replenish your capital!

And what about within the banking community? Our KBA President and I had a tremendous public fight with Mr. Isaac a year and a half ago, because FDIC was discriminating against small rural banks in favor of large, money-center banks. There is no way that multi-billion dollar loans to Brazil are being treated like a small bank's ag or energy loans. We really had a "Knock-down drag-out fight" in Bob Dole's office in front of about 30 reporters. FDIC sent their Public Relations person to Kansas City the next week to hold a press conference and attack the KBA as being "unfair" to them, and not representing our members. If I could afford it, I'd pay his way to do that about every six months. I never got so many letters from Kansas banks as I did then, supporting us every step of the way.

But we know the federal regulators are giving an informal "amortization" of loan loss privilege to the "biggies". They haven't had to charge off any losses yet, and you and I both know they will be lucky to ever collect 2/3 of it. But the Feds are allowing them time to build up their reserves and their capital so after a while, they can afford to take the losses. I am not even saying this is bad----but the KBA says that small ag and energy banks should be able to play by the same rules! ! !

If every bank in Kansas were one, it would be \$23.8 billion in size. It would take over seven of us to just make one Citicorp! (\$173.6 billion) So we little guys in Kansas really don't matter that much to the safety of the insurance funds, etc. That's why I have figured we had to get up at least an hour earlier, and work an hour later than they do, just to stay even! And the KBA must do a better job than most state associations, to make sure the voice of Kansas bankers is heard loud and clear. We work very hard and very close with both the IBAA and the ABA----but no one in banking has scored very dramatic victories in Washington the last 2 or 3 years!

And now, I know you must feel that, since the KBA has abandoned its long-standing position of neutrality on matters of banking structure, that even we have deserted you. But I want to assure you we haven't. First of all, we must look at **WHY** the KBA has changed its position to one of favoring multi-banking holding companies and branching. It is only because the majority of our members have changed their positions. If a majority of our members opposed structure changes, I guarantee we'd be working against them. We are and we exist **only** for our member banks. And if a majority of those banks say they want a certain legislative goal, then the KBA goes after it.

Branching proponents and opponents have changed. I will admit to surprise at the survey we took. We promised confidentiality to each bank's individual response, but I wish I could bring the results down and go over them with you. I honestly believe you would be as surprised as I was at the large number of very small bankers who voted in favor of state-wide branching by acquisition. I just don't know what to say to people who still oppose it, except that KBA is going against their wishes **ONLY** on the branching issue, which is only about 10% of our efforts, and are going with them on the other 90%. So much of what we do is aimed directly at the small bank. We receive many, many phone calls in this office every day for assistance, and the vast, vast majority are from banks under \$25 million. Even though these banks comprise 43% of our membership in numbers, it seems, in these very tough economic conditions, we spend 75% of our time for them. In fact, some of the larger banks of Kansas periodically criticize the KBA pretty severely for what they perceive to be an ignoring of their wishes.

Last, Congratulations to the management of the State Bank of Leon. You are doing a good job in a difficult time. Your capital of 10.46 last June and your small volume of non-performing loans (\$28,000) is a testament of your strength and support you give your community. Your bank is like so many others in Kansas, in that it is the very life-blood of your community, and nothing has happened in Leon in that last 100 years, I would wager, that your bank hasn't been right in the

center of. That can't be said for the S&L's, Credit Unions, Land Banks or anyone else. And our Congressmen and State Legislators know that, but we have to keep reminding them over and over and over. Sometimes it might be easy to get discouraged----but it is so important that we get determined instead.

Thank you for rambling through this letter. You put a lot of things on my heart that I probably have not said very well. But I hope I have said the truth that you and your bank have a friend and supporter in the KBA, and we will look forward to hearing your ideas, your suggestions, and your criticism any time. We need your "input" in order to stay in close touch with the wishes of Kansas banks. We truly thank you for your membership and support.

Cordially,

Harold Stones

PS--I promise the next letter you write will get a much shorter answer.

ALL KANSAS BANKS BELOW \$10 MILLION IN DEPOSITS -- RANKED BY RETURN ON ASSETS

((CHART NUMBER 1))

	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
1	LLION IN DEPOSITS -- RANKED BY RETURN ON ASSETS																
2																	
3	Return	Deposit	1985	Non-per-	Loans to	Non-perform-	Non-perform-	Net Charge-	Net Charge-	Capital to	Total Capital	Ag Production	Ag Production	Ag Real Estate	Ag Real Estate	Total Ag Loans	Total Ag Loans
4	on Assets	Size	Net Income	forming Loans	Deposits	ing Loans to	ing Loans	Offs to Total	offs	Assets	In \$000	Loans to Total	Loans	Loans to Total	Loans	to Total Loans	in \$000
5		in \$000	in \$000	to Capital		Total Loans	in \$000	Loans	in \$000			Loans	in \$000	Loans	In \$000		
6																	
7	ROA	DEPOSITS	NET INCOME	NPL/CAP	LOAN/DEP	NPL/LOANS	\$ NPL	NCO/LOANS	\$NET CHG OFF	CAP/ASSETS	\$ CAPITAL	% AG PROD	\$ AG PROD	% AG RE	\$ AG RE	% AG TOTAL	\$ AG TOTAL
8	3.25	4,205	156	0	42	0.00	0	0.44	8	16.77	849	62	1,088	12.60	221	75	1,309
9	2.77	2,609	77	0	75	0.00	0	0.29	6	11.88	351	24	467	5.30	104	29	571
10	2.55	7,343	205	7	49	2.40	87	-1.71	-62	14.50	1,247	36	1,302	22.20	605	58	2,107
11	2.44	5,625	149	5	60	1.06	36	-0.22	-7	10.57	670	77	2,598	0.90	30	78	2,629
12	2.05	3,210	80	14	81	2.84	74	2.26	59	13.55	507	63	1,640	6.20	161	70	1,801
13	1.97	3,531	72	0	30	0.00	0	-0.24	-3	10.91	431	62	656	7.10	75	70	731
	1.90	7,335	164	0	72	0.06	3	0.00	0	14.26	1,231	55	2,897	14.70	774	70	3,672
	1.79	3,986	75	6	63	1.44	36	0.00	0	12.73	588	34	851	3.50	88	38	939
16	1.77	9,789	194	2	55	0.43	23	0.06	3	9.11	986	31	1,627	5.60	299	36	1,926
17	1.75	8,912	178	5	47	2.33	98	0.77	32	19.83	2,185	51	2,138	17.40	731	68	2,869
18	1.74	4,506	80	1	66	0.13	4	0.00	0	14.63	766	62	1,833	15.40	458	77	2,292
19	1.71	9,995	173	10	36	2.99	109	1.30	47	11.28	1,264	37	1,353	4.20	153	41	1,506
20	1.69	5,145	101	22	45	7.49	172	2.57	59	12.35	732	41	937	2.60	60	43	997
21	1.67	3,113	63	0	5	0.00	0	0.66	1	12.15	438	26	43	40.90	67	67	110
22	1.66	4,010	73	0	29	0.17	2	-1.44	-17	10.20	457	40	463	5.40	62	46	525
23	1.61	4,238	72	0	30	0.00	0	2.55	32	13.45	735	51	637	14.20	179	65	816
24	1.59	9,199	150	7	55	1.47	74	0.08	4	11.24	1,161	65	3,261	13.40	675	78	3,936
25	1.57	9,252	165	0	13	0.00	0	0.47	6	15.16	1,678	54	654	0.00	0	54	654
26	1.53	8,289	145	9	69	1.40	80	0.51	29	9.80	914	23	1,284	7.10	403	30	1,687
27	1.52	9,242	150	2	19	1.13	20	2.19	39	12.14	1,292	50	880	3.60	64	53	943
28	1.50	2,288	36	0	56	0.00	0	0.40	5	10.95	284	53	682	7.90	102	61	783
29	1.46	7,043	111	5	35	1.63	40	0.77	19	10.32	822	22	531	9.90	241	32	773
30	1.43	4,555	68	1	48	0.23	5	0.16	4	14.35	761	35	774	20.80	458	56	1,232
31	1.40	3,985	58	1	52	0.15	3	0.12	2	9.74	436	34	697	0.00	0	34	697
32	1.37	5,154	80	1	30	0.39	6	1.40	22	11.89	701	56	855	4.00	62	60	917
33	1.34	3,907	60	3	42	0.73	12	0.30	5	8.31	354	17	282	4.80	79	22	360
34	1.31	5,513	67	0	25	0.00	0	0.00	0	8.27	501	62	852	12.70	174	75	1,025
35	1.25	5,957	86	13	69	3.02	124	-0.24	-10	14.16	982	19	789	1.60	66	21	855
36	1.24	4,893	66	8	35	4.05	70	0.60	10	16.57	968	100	1,725	0.00	0	100	1,725
	1.24	7,697	109	22	73	3.10	175	1.67	94	9.10	777	17	938	5.40	305	22	1,244
	1.24	2,248	27	16	40	3.25	29	0.56	5	8.04	195	62	553	4.40	39	66	592
	1.22	4,869	71	1	59	0.17	5	0.00	0	18.14	1,093	55	1,570	3.00	86	58	1,655
40	1.20	7,543	101	1	56	0.31	13	0.10	4	12.78	1,116	48	2,017	5.00	211	53	2,229
41	1.20	3,848	56	1	31	0.59	7	0.00	0	15.72	731	43	510	7.60	89	51	599
42	1.18	5,811	80	1	54	0.16	5	1.79	56	9.27	604	48	1,500	15.10	470	63	1,971
43	1.16	3,426	44	29	80	4.94	136	0.19	5	11.88	465	41	1,132	3.60	99	45	1,231
44	1.14	6,632	75	0	40	0.00	0	0.80	21	6.74	481	10	257	0.00	0	10	257
45	1.10	8,991	106	5	68	0.79	48	1.16	71	9.81	990	52	3,146	0.30	18	52	3,164
46	1.09	7,327	86	0	51	0.03	1	0.00	0	14.07	1,200	58	2,163	6.70	249	65	2,413
47	1.08	9,023	107	2	41	0.45	17	1.35	50	9.14	920	56	2,084	1.50	56	57	2,140
48	1.06	7,328	88	8	45	2.82	92	1.76	57	12.69	1,071	60	1,944	2.30	75	62	2,019
49	1.04	6,685	75	9	80	1.37	73	0.37	20	11.02	839	40	2,157	0.00	0	40	2,157
50	1.03	8,012	79	13	53	1.95	83	0.80	34	7.50	657	34	1,426	4.20	179	38	1,605
51	1.03	7,301	81	13	59	2.17	93	1.15	49	8.71	702	47	1,990	6.20	265	53	2,256
52	0.99	2,595	28	12	28	6.15	44	0.96	7	13.58	409	58	411	3.40	24	61	435
53	0.98	8,003	82	3	66	0.45	24	0.07	4	8.00	708	25	1,342	1.00	53	26	1,395
54	0.97	4,181	43	11	62	1.66	43	0.76	20	8.33	386	6	152	2.20	57	8	209
55	0.92	6,455	72	2	39	0.55	14	3.18	81	12.31	927	28	701	1.60	41	29	741
56	0.92	4,924	52	0	58	0.11	3	0.76	22	15.16	902	67	1,906	7.60	217	75	2,123

(OVER, PLEASE)

	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
57	ROA	DEPOSITS	NET INCOME	NPL/CAP	LOAN/DEP	NPL/LOANS	\$ NPL	NCD/LOANS	\$NET CHG OFF	CAP/ASSETS	\$ CAPITAL	% AG PROD	\$ AG PROD	% AG RE	\$ AG RE	% AG TOTAL	\$ AG TOTAL
58	0.91	4,134	38	5	75	0.55	17	-0.04	-1	7.20	323	30	944	6.30	196	37	1,140
59	0.90	5,261	55	0	23	0.16	2	1.60	19	0.68	644	34	407	9.10	110	43	517
60	0.89	7,939	78	0	43	0.06	7	0.50	17	9.63	856	26	892	2.70	91	29	984
61	0.86	4,864	43	0	49	0.04	1	0.52	13	8.04	427	25	606	7.70	105	33	791
62	0.87	9,124	96	2	59	0.26	14	0.19	10	9.07	1,014	0	0	0.00	0	0	0
63	0.86	7,587	74	0	27	0.00	0	-0.96	-20	10.00	854	66	1,346	9.70	199	75	1,545
64	0.86	4,256	49	0	53	0.00	0	0.12	3	27.51	1,593	47	1,060	9.20	207	56	1,267
65	0.86	9,714	95	31	59	6.98	401	2.20	126	11.63	1,300	53	3,054	5.30	304	59	3,358
66	0.85	5,341	50	4	34	1.44	26	2.15	39	11.04	670	66	1,201	3.00	54	69	1,255
67	0.84	6,227	52	11	69	1.38	59	0.87	37	7.99	542	31	1,342	8.60	368	40	1,710
68	0.83	4,159	37	0	31	0.00	0	0.00	0	7.58	346	29	376	0.00	0	29	376
69	0.79	4,207	35	0	42	0.00	0	0.06	0	11.73	560	39	691	8.50	149	48	840
70	0.79	6,689	64	29	41	9.93	272	1.77	48	11.86	899	44	1,203	4.50	123	48	1,326
71	0.77	7,997	68	4	31	1.88	46	0.13	3	12.88	1,184	59	1,451	2.80	69	62	1,520
72	0.74	6,316	47	45	65	9.42	386	4.81	197	12.41	888	69	2,822	0.10	4	69	2,826
73	0.74	8,046	64	0	28	0.00	0	2.93	65	10.02	915	28	617	9.00	201	37	818
74	0.74	9,046	73	0	67	0.00	0	0.86	52	10.31	1,046	47	2,835	17.60	1,066	64	7
75	0.73	6,394	53	0	35	0.09	2	2.99	67	10.08	727	23	511	15.90	355	39	
76	0.73	7,826	64	10	66	1.66	86	1.34	70	10.25	904	39	2,050	1.70	88	41	2,139
77	0.69	5,516	43	10	61	2.43	82	1.08	36	12.43	791	20	683	1.90	64	22	747
78	0.69	7,156	53	25	46	6.86	225	0.81	27	10.29	857	16	511	2.30	75	18	586
79	0.69	7,897	50	1	34	0.30	8	1.72	46	8.49	738	23	610	1.10	30	24	640
80	0.69	9,524	76	2	57	0.51	28	1.33	73	11.86	1,290	57	3,122	9.20	502	66	3,624
81	0.67	5,664	43	5	45	1.45	37	0.27	7	11.75	759	41	1,029	6.00	152	47	1,181
82	0.65	5,365	37	2	50	0.41	11	0.30	8	8.98	531	39	1,038	0.00	0	39	1,038
83	0.64	6,083	39	5	49	0.88	26	0.85	25	7.96	525	21	608	5.50	162	26	771
84	0.63	7,448	43	0	73	0.00	0	0.50	27	10.31	897	0	11	1.40	76	2	87
85	0.59	9,173	55	12	76	1.74	122	2.78	195	10.38	1,069	72	5,025	1.70	119	74	5,144
86	0.57	2,835	25	0	18	0.00	0	0.00	0	7.11	224	68	343	0.00	0	68	343
87	0.56	9,372	57	19	45	5.68	237	0.69	29	11.66	1,237	47	1,967	7.50	313	55	2,280
88	0.54	9,008	51	0	63	0.03	2	3.09	176	9.70	978	44	2,507	17.10	977	61	3,484
89	0.53	4,417	26	19	55	3.86	95	2.03	50	10.24	500	34	833	4.30	105	38	938
90	0.53	6,070	36	30	38	8.35	194	0.80	19	9.42	653	38	685	3.50	81	42	966
91	0.50	4,423	26	0	59	0.04	1	0.77	20	10.93	547	39	1,011	5.70	148	45	1,159
92	0.50	7,068	39	0	46	0.00	0	1.04	34	8.30	650	61	1,976	13.20	428	74	2,403
93	0.49	8,388	33	0	29	0.00	0	0.00	0	6.66	603	65	1,560	4.80	116	69	1,676
94	0.48	4,816	27	53	62	12.89	384	2.04	61	12.23	678	57	1,699	2.10	63	59	1,761
95	0.40	7,813	41	0	22	0.00	0	0.00	0	5.94	500	62	1,074	23.30	407	85	1,481
96	0.38	6,463	25	4	48	0.96	29	0.58	18	9.71	694	43	1,321	11.70	359	55	1,680
97	0.38	7,563	31	34	55	5.95	246	1.59	66	9.13	765	37	1,542	12.40	513	50	2
98	0.37	6,293	25	8	46	1.74	50	1.53	44	9.18	639	75	2,145	3.20	92	78	2
99	0.36	4,677	18	11	43	2.34	47	1.10	22	8.83	457	38	761	14.20	288	52	1,048
100	0.36	4,132	17	24	39	5.72	93	0.33	5	8.63	389	36	590	0.00	0	36	590
101	0.34	4,341	16	40	57	5.25	129	0.62	15	7.60	356	23	555	4.20	104	27	658
102	0.32	8,788	29	3	56	0.45	22	0.00	0	8.80	856	55	2,697	4.50	222	59	2,919
103	0.31	7,679	28	27	58	6.24	277	2.15	95	12.23	1,063	36	1,592	4.20	186	40	1,778
104	0.30	8,649	36	65	64	11.49	633	1.80	99	8.83	855	11	611	4.50	248	16	859
105	0.30	5,426	17	49	47	8.13	208	2.89	74	7.34	439	54	1,377	4.70	121	58	1,497
106	0.25	1,602	5	0	22	0.00	0	0.28	1	14.48	272	7	25	13.60	47	21	72
107	0.24	5,397	14	20	45	5.32	128	0.32	8	10.43	633	17	414	0.00	0	17	414
108	0.20	6,438	14	8	63	1.00	41	1.91	77	7.75	542	12	474	7.00	284	19	758
109	0.14	3,792	6	1	35	0.23	3	5.17	69	15.34	687	77	1,020	0.00	0	77	1,020
110	0.12	7,714	10	16	53	2.89	119	1.46	60	8.79	745	58	2,385	10.70	440	69	2,825
111	0.12	5,355	7	8	54	1.64	47	-0.15	-4	9.79	584	10	295	3.70	106	14	401
112	0.12	6,359	8	0	38	0.00	0	0.00	0	8.53	599	75	1,828	0.00	0	75	1,828

	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
113	ROA	DEPOSITS	NET INCOME	NPL/CAP	LOAN/DEP	NPL/LOANS	\$ NPL	NCO/LOANS	\$NET CHG OFF	CAP/ASSETS	\$ CAPITAL	% AG PROD	\$ AG PROD	% AG RE	\$ AG RE	% AG TOTAL	\$ AG TOTAL
114	0.12	7,216	11	2	69	0.56	28	6.51	322	17.44	1,536	74	3,659	1.00	50	75	3,708
115	0.11	8,792	7	0	19	0.06	1	0.00	0	7.14	682	29	488	0.00	0	29	488
116	0.10	7,615	8	36	69	4.47	235	0.60	32	8.32	686	49	2,601	0.40	21	50	2,622
117	0.07	5,833	4	29	41	5.89	140	1.40	35	7.80	497	67	1,584	0.50	12	67	1,596
118	0.00	3,513	0	0	26	0.00	0	4.87	44	11.81	471	29	263	3.60	33	32	295
119	-0.02	4,467	-1	1	40	0.11	2	4.99	90	9.14	453	39	703	5.10	92	44	794
120	-0.03	7,072	-2	0	27	0.00	0	-0.98	-18	10.66	854	55	1,029	4.10	77	59	1,106
121	-0.13	5,717	-9	33	30	13.41	229	2.31	39	10.16	653	71	1,207	7.90	135	79	1,342
122	-0.16	8,281	-14	37	58	5.35	255	3.23	154	7.68	694	52	2,477	2.50	119	54	2,596
123	-0.16	7,623	-13	3	40	0.79	24	1.36	42	10.42	894	43	1,326	2.50	76	46	1,402
124	-0.24	3,520	-8	0	34	0.00	0	0.00	0	10.07	393	87	1,059	0.00	0	87	1,059
125	-0.29	2,598	-9	1	83	0.51	11	0.00	0	32.32	1,228	0	9	5.30	114	6	122
126	-0.29	4,101	-13	36	60	7.61	188	2.00	49	10.73	498	49	1,196	2.40	59	51	1,255
127	-0.30	9,216	-29	20	54	2.60	130	1.63	81	6.90	683	44	2,199	6.90	444	53	2,643
128	-0.33	6,851	-27	13	56	3.78	146	2.96	114	14.54	1,157	24	928	0.40	15	25	943
129	-0.33	4,112	-16	16	60	2.56	64	3.64	90	8.71	406	9	214	4.40	109	13	323
130	-0.45	7,535	-35	41	58	4.37	191	5.67	248	5.88	484	55	2,420	3.50	153	59	2,573
131	-0.47	6,452	-35	5	62	1.08	44	6.61	266	11.63	856	62	2,498	6.00	242	68	2,740
132	-0.52	5,597	-31	81	68	10.38	393	0.95	36	7.90	481	38	1,438	5.00	189	43	1,628
133	-0.53	6,616	-39	0	67	0.00	0	0.04	2	13.69	1,039	0	13	3.50	156	4	169
134	-0.54	8,065	-51	62	64	9.33	478	3.38	173	8.51	738	56	2,848	9.00	461	65	3,309
135	-0.63	1,857	-13	3	40	0.93	7	7.35	54	10.90	228	50	372	0.00	0	50	372
136	-0.66	9,841	-76	75	59	11.45	661	2.63	152	7.82	839	29	1,680	4.00	231	33	1,911
137	-0.70	7,034	-52	47	62	8.19	357	4.17	182	10.50	816	10	427	1.20	52	11	479
138	-0.81	9,812	-87	25	54	5.71	302	2.24	119	10.95	1,201	30	1,561	7.20	381	37	1,942
139	-0.82	4,997	-47	58	46	16.69	386	8.02	186	11.91	682	31	719	2.80	65	34	784
140	-0.84	4,934	-44	28	48	4.54	107	6.69	158	7.21	384	51	1,210	2.70	64	54	1,274
141	-0.96	5,493	-63	92	61	20.35	678	3.09	103	11.17	699	54	1,795	10.00	333	64	2,128
142	-1.11	8,423	-107	52	43	15.78	574	4.85	176	11.66	1,089	24	884	4.60	167	29	1,051
143	-1.15	5,985	-69	296	56	15.69	527	9.41	316	2.87	174	44	1,467	5.60	188	49	1,655
144	-1.21	7,450	-99	0	53	0.00	0	2.80	111	10.10	822	64	2,534	1.40	55	66	2,589
145	-1.22	8,531	-114	21	56	3.42	164	4.12	197	8.31	771	57	2,722	9.50	454	66	3,176
146	-1.34	7,391	-82	3	61	0.56	25	0.00	0	12.99	1,098	28	1,241	8.10	363	36	1,604
147	-1.45	4,437	-78	37	59	6.80	177	4.71	123	9.90	487	60	1,566	0.60	16	61	1,581
148	-1.48	9,417	-157	37	68	5.32	340	2.99	191	8.73	898	59	3,763	1.90	121	61	3,884
149	-1.55	6,960	-83	84	48	16.81	564	2.93	98	9.22	700	54	1,815	4.40	148	59	1,963
150	-1.65	2,998	-47	10	69	2.38	49	0.00	0	14.71	513	27	560	2.90	60	30	620
151	-1.69	6,955	-130	27	84	5.25	305	3.57	208	14.15	1,134	81	4,733	0.70	41	82	4,773
152	-1.71	7,590	-98	0	69	0.00	0	0.00	0	19.62	1,834	0	5	0.40	21	1	26
153	-1.72	3,226	-59	52	43	8.99	126	4.21	59	6.54	229	48	672	5.80	81	54	753
154	-1.96	5,471	-113	0	85	0.00	0	0.00	0	26.60	1,970	22	1,009	3.20	150	25	1,159
155	-2.20	7,138	-175	0	48	0.00	0	0.23	8	11.04	896	29	976	7.00	239	36	1,215
156	-2.40	6,241	-170	57	50	12.24	381	10.56	329	9.61	657	55	1,706	4.10	128	59	1,834
157	-2.49	8,934	-268	126	61	14.83	802	8.00	433	6.30	600	48	2,607	2.10	114	50	2,721
158	-2.64	9,194	-277	40	32	13.62	403	14.46	428	9.96	1,014	47	1,396	17.40	515	65	1,911
159	-2.71	3,526	-100	67	67	7.68	181	1.40	33	7.22	273	37	880	2.80	66	40	946
160	-2.87	5,084	-162	22	50	4.71	120	10.28	263	10.15	573	7	181	15.50	396	23	578
161	-3.07	9,230	-302	43	56	8.66	447	7.37	380	10.16	1,025	79	4,082	2.30	119	81	4,200
162	-3.17	2,996	-106	13	60	1.63	29	5.86	106	6.37	206	65	1,170	6.10	110	71	1,280
163	-3.33	7,622	-274	80	43	12.74	419	9.72	320	6.25	498	54	1,763	2.50	82	56	1,846
164	-3.38	5,306	-209	111	51	31.69	850	7.73	207	12.03	726	70	1,864	0.00	0	70	1,864
165	-3.48	9,984	-381	17	52	3.46	178	8.58	442	9.80	1,085	82	4,196	0.60	31	82	4,227
166	-3.59	9,797	-392	278	82	24.76	1,992	4.00	322	6.34	650	32	2,607	0.90	72	33	2,679
167	-3.77	3,794	-169	188	56	18.26	387	9.57	203	4.89	196	31	653	2.00	42	33	695
168	-4.70	8,257	-471	114	54	30.21	1,342	14.18	630	12.58	1,176	39	1,719	6.30	280	45	1,998

(OVER, PLEASE)

	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
169	ROA	DEPOSITS	NET INCOME	NPL/CAP	LOAN/DEP	NPL/LOANS	\$ NPL	NCO/LOANS	\$NET CHG OFF	CAP/ASSETS	\$ CAPITAL	% AG PROD	\$ AG PROD	% AG RE	\$ AG RE	% AG TOTAL	\$ AG TOTAL
170	-4.87	5,385	-242	29	50	6.47	173	8.34	223	10.35	610	32	865	7.80	209	40	1,073
171	-5.43	4,607	-303	182	65	27.22	812	8.38	250	8.54	421	49	1,456	10.30	307	59	1,763
172	-6.05	7,098	-306	0	96	0.00	0	0.08	5	12.35	1,105	0	0	0.00	0	0	0
173	-6.36	5,581	-399	91	43	19.98	482	4.83	116	8.80	533	27	651	2.90	70	30	721
174	-6.52	3,021	-218	108	61	13.01	239	13.49	248	6.80	218	12	220	1.20	22	13	242
175	-7.03	5,706	-449	40	64	4.93	181	9.87	362	6.85	412	32	1,165	17.60	645	49	1,810
176	-7.40	7,244	-347	1	93	0.13	9	0.00	0	15.98	1,355	0	0	4.80	324	5	324
177	-9.67	8,312	-909	130	69	14.70	840	11.42	652	7.12	625	43	2,474	1.70	97	45	2,571
178	****	5,333	-901	8	51	0.18	5	16.94	459	1.00	56	2	54	0.60	16	3	70
179																	
180	-0.13	1,052,523	-2,593	23.93	51.54	4.15	24,997	2.41	13,769	10.72	126,613	41.90	224,804	5.63	29,157	47.52	253,961
181	Average =	6,265	-15														
182																	
183	Return	Deposit	1985	Non-per-	Loans to	Non-perform-	Non-perform-	Net Charge-	Net Charge-	Capital to	Total Capital	Ag Production	Ag Production	Ag Real Estate	Ag Real Estate	Total Ag Loans	Total Ag Loans
184	on Assets	Size	Net Income	forming Loans	Deposits	ing Loans to	ing Loans	Offs to Total	offs	Assets	in \$000	Loans to Total	Loans	Loans to Total	Loans	to Total Loans	in \$000
185		in \$000	in \$000	to Capital		Total Loans	in \$000	Loans	in \$000			Loans	in \$000	Loans	in \$000		

ALL KANSAS BANKS BELOW \$ MILLION IN DEPOSITS --- RANKED BY RETURN ON ASSETS ((CHART NUMBER 2))

	C	D	E	F	G	H	I	J	K	L	M	N	O	P
1	POSITS--RANKED BY RETURN ON ASSETS.													
2														
3					Interest	Interest	Net Interest	Service	Non Interest	Employee Salary	Total Over head	Provision for	Other Real	Total Non-
4	Return	Asset	Deposit Growth	Loan Growth from	Income	Expense	Margin	Charges	Income	and Benefits	Expense	Loan Losses	Estate Owned	Earning Assets
5	on Assets	Size	from '84-'85	1984-1985	as a % of assets	as a % of assets	as a % of assets	as a % of assets	as a % of assets	as a % of assets	as a % of assets	as a % of assets	as a % of assets	as a % of assets
6														
7	ROA	ASSETS	DEPOSIT GRWTH	LOAN GROWTH	INT. INCOME	INT. EXPENSE	NET INT MRGN	SVC CHRGS	NON INT INC	SALARY & BEN	TOT O'HEAD EXP	PROY LOAN LOSS	ORE	TOTAL N/E ASS
8	3.25	5,062	2.14	23.00	14.04	6.84	7.20	0.08	0.27	1.58	2.25	0.00	0.00	6.40
9	2.77	2,957	15.96	*****	10.70	5.28	5.42	0.04	1.62	2.34	3.92	0.00	0.00	6.40
10	2.55	8,603	4.81	33.40	11.45	4.55	6.90	0.02	0.12	2.14	3.39	-0.50	0.20	6.50
11	2.44	6,343	14.66	5.20	12.09	5.75	6.33	0.39	0.59	2.29	3.51	0.00	0.00	7.30
12	2.05	3,742	-13.27	-1.40	11.56	5.50	6.06	0.33	0.33	1.38	2.10	1.48	0.80	8.00
13	1.97	3,951	8.65	-16.80	11.06	5.73	5.33	0.16	0.41	1.18	2.69	0.16	0.00	11.20
14	1.90	8,636	2.89	20.70	11.94	6.08	5.86	0.05	0.19	2.03	2.92	0.00	0.00	5.10
15	1.79	4,622	20.86	9.50	11.08	5.96	5.12	0.00	0.81	2.30	3.64	0.00	0.00	8.00
16	1.77	10,828	-9.21	3.50	10.84	6.48	4.36	0.44	0.62	1.32	3.12	0.00	0.00	11.90
17	1.75	11,017	18.92	7.60	10.98	5.93	5.05	0.09	0.16	1.18	1.92	0.30	0.00	8.50
18	1.74	5,235	38.65	25.70	11.33	6.01	5.32	0.07	0.33	2.96	3.61	0.00	0.00	4.80
19	1.71	11,202	3.98	-16.80	10.42	5.18	5.24	0.56	0.70	1.77	2.92	0.47	0.00	4.50
20	1.69	5,925	1.16	1.50	11.53	4.60	6.93	0.52	0.67	1.86	3.27	0.99	0.10	9.10
21	1.67	3,607	-4.30	21.50	10.37	5.73	4.64	0.00	0.08	1.70	2.60	0.00	0.00	6.80
22	1.66	4,484	4.59	-22.20	10.87	5.77	5.10	0.14	0.64	1.69	3.33	0.09	0.00	11.80
23	1.61	5,468	16.08	-9.00	11.52	6.37	5.15	0.00	0.04	1.03	2.17	0.85	0.00	6.80
24	1.59	10,328	10.21	1.90	11.22	6.03	5.19	0.27	0.46	1.27	2.36	0.57	0.00	9.90
25	1.57	11,066	12.06	-26.60	10.43	5.84	4.59	0.04	0.06	1.36	1.91	0.00	0.00	8.20
26	1.53	9,325	-3.27	8.40	11.55	6.45	5.09	0.71	1.83	2.51	4.09	0.51	0.00	10.30
27	1.52	10,641	12.52	23.60	10.49	6.63	3.85	0.06	0.11	0.76	1.59	0.33	0.00	8.10
28	1.50	2,598	4.57	-3.50	9.76	4.78	4.98	0.75	0.91	2.20	3.74	0.33	0.00	16.60
29	1.46	7,966	7.13	15.70	10.74	5.30	5.44	0.38	0.58	1.98	3.42	0.40	0.10	11.40
30	1.43	5,300	6.05	27.80	10.38	5.72	4.66	0.27	0.42	2.08	3.38	0.21	0.00	8.40
31	1.40	4,479	22.05	27.40	11.40	6.63	4.77	0.48	0.53	1.62	3.50	0.12	0.00	6.10
32	1.37	5,892	-4.38	-15.10	10.16	5.42	4.74	0.29	0.39	1.25	2.64	0.39	0.00	5.70
33	1.34	4,264	-2.81	-15.70	11.74	6.31	5.44	0.47	0.60	1.87	3.32	1.02	0.20	6.90
34	1.31	6,063	23.00	-18.00	9.61	6.57	3.04	0.20	1.69	3.39	5.22	0.00	0.50	12.00
35	1.25	6,937	4.27	14.20	11.21	5.68	5.53	0.65	0.80	2.58	4.60	0.00	0.00	12.30
36	1.24	5,840	15.21	-12.40	9.74	5.51	4.23	0.00	0.02	0.45	0.92	0.58	0.00	9.40
37	1.24	8,538	-4.85	15.70	11.17	5.12	6.05	0.74	0.90	2.64	4.52	0.91	0.00	9.10
38	1.24	2,424	9.29	1.00	11.64	6.23	5.41	0.37	0.50	2.29	4.08	0.60	0.50	7.30
39	1.22	6,028	14.16	-6.10	10.10	5.16	4.94	0.31	0.40	1.65	3.51	0.21	0.00	12.80
40	1.20	8,732	5.04	14.90	11.17	6.13	5.04	0.32	0.40	1.85	3.00	0.24	0.00	5.40
41	1.20	4,653	2.07	-6.30	9.37	3.59	5.78	0.70	0.81	2.84	4.72	0.06	0.00	11.90
42	1.18	6,520	-3.92	0.90	11.37	7.08	4.29	0.52	0.54	1.13	2.55	0.84	0.00	7.50
43	1.16	3,910	7.97	14.20	11.28	5.79	5.49	0.63	0.76	2.32	4.81	0.18	0.50	13.30
44	1.14	7,141	27.86	21.90	10.58	5.93	4.65	0.29	0.64	1.92	3.28	0.36	1.00	7.50
45	1.10	10,087	7.00	-4.60	11.98	5.81	6.17	0.17	0.32	1.96	3.69	0.90	0.20	9.10
46	1.09	8,527	14.77	18.00	10.90	6.49	4.40	0.19	0.24	1.67	2.38	0.63	0.00	6.30
47	1.08	10,067	2.32	18.20	11.40	6.09	5.30	0.21	0.28	2.20	3.11	0.45	0.00	6.60
48	1.06	8,436	2.91	-14.10	11.31	5.79	5.52	0.47	0.48	2.79	3.26	0.96	0.00	7.60
49	1.04	7,613	7.79	21.30	11.51	6.23	5.28	0.10	0.21	1.56	3.69	0.86	0.00	10.80
50	1.03	8,760	37.59	5.50	11.39	6.87	4.52	0.27	0.48	1.57	3.47	0.38	0.30	14.70
51	1.03	8,081	1.36	-1.20	11.27	6.11	5.16	0.30	0.48	1.38	3.42	0.63	0.80	9.20
52	0.99	3,012	10.80	10.20	12.51	7.20	5.30	0.32	0.50	2.38	4.01	0.21	0.00	5.20
53	0.98	8,849	20.87	56.40	11.20	6.56	4.72	0.44	0.49	1.90	3.74	0.00	0.30	8.20
54	0.97	4,631	6.71	9.30	10.86	7.02	3.84	0.43	0.63	1.68	2.99	0.29	2.50	9.20
55	0.92	7,527	-3.28	2.30	9.31	5.93	3.88	0.36	0.41	0.95	2.08	0.91	0.00	6.10
56	0.92	5,952	9.50	-4.70	10.98	6.20	4.78	0.60	0.21	2.17	3.23	0.39	0.00	6.20

(OVER, PLEASE)

	C	D	E	F	G	H	I	J	K	L	M	N	O	P
	ROA	ASSETS	DEPOSIT GRWTH	LOAN GROWTH	INT. INCOME	INT. EXPENSE	NET INT MRGN	SYN CHRGES	NON INT INC	SALARY & BEN	TOT O'HEAD EXP	PROV LOAN LOSS	ORE	TOTAL N/E ASS
57	0.91	4,483	17.91	22.30	10.64	6.35	4.30	0.12	0.41	1.95	3.27	0.02	0.20	11.00
58	0.90	6,031	0.59	-11.70	10.04	6.84	3.20	0.20	0.23	1.15	1.97	0.34	0.00	6.10
59	0.89	8,867	-0.74	7.90	10.57	6.61	3.96	0.35	0.42	1.38	2.78	0.31	0.00	6.60
60	0.88	5,316	15.67	141.70	10.70	7.08	3.62	0.35	0.45	1.37	2.67	0.47	0.10	5.30
61	0.87	11,183	-23.29	84.20	8.75	4.74	4.01	0.77	1.04	2.17	3.72	0.27	0.30	11.50
62	0.86	8,539	-4.11	4.50	10.98	5.97	5.00	0.00	0.22	1.92	3.24	0.23	0.20	6.60
63	0.86	5,789	-8.79	-11.60	8.06	0.26	7.80	0.05	0.16	5.20	6.70	0.00	0.00	16.10
64	0.86	11,178	4.26	1.60	11.21	6.23	4.98	0.32	1.04	2.01	3.47	1.28	0.00	7.20
65	0.85	6,073	4.75	-10.70	10.27	6.48	3.78	0.17	0.22	1.33	2.30	0.78	0.00	8.80
66	0.84	6,786	18.90	30.00	11.50	7.06	4.44	0.00	0.15	1.44	2.51	0.94	0.00	8.80
67	0.83	4,562	7.08	7.90	10.85	6.24	4.61	0.25	0.27	1.98	3.87	0.00	0.00	8.30
68	0.79	4,775	8.07	16.10	10.60	6.31	4.29	0.48	0.77	2.47	3.97	0.07	0.30	5.10
69	0.79	7,581	-8.32	-27.60	9.80	6.07	3.73	0.23	0.77	1.45	3.25	0.00	7.20	13.40
70	0.77	9,194	6.64	4.80	11.64	6.06	5.58	0.00	0.05	2.44	3.33	0.68	0.00	6.40
71	0.74	7,159	24.95	2.20	10.37	5.73	4.64	0.06	0.06	1.16	2.36	2.04	0.00	8.50
72	0.74	9,129	5.07	1.90	10.21	6.72	3.50	0.18	0.31	1.00	2.04	0.77	0.00	5.10
73	0.74	10,146	8.10	13.10	11.58	5.94	5.64	0.42	0.45	2.09	3.98	1.15	0.00	9.50
74	0.73	7,213	-2.74	-21.40	10.47	6.98	3.49	0.00	0.61	1.10	2.19	1.19	0.00	7.20
75	0.73	8,817	-1.79	-8.20	10.70	6.44	4.26	0.28	0.58	1.40	2.82	0.94	1.70	9.60
76	0.69	6,364	0.00	-8.00	10.98	5.02	5.95	0.51	0.59	2.28	5.25	0.53	0.20	8.90
77	0.69	8,324	39.22	47.10	10.91	6.81	4.10	0.18	1.05	1.69	3.99	0.37	0.00	11.60
78	0.69	8,692	38.42	6.70	9.80	5.69	4.11	0.21	0.61	1.24	2.82	0.55	0.00	8.30
79	0.69	10,881	-2.47	-9.40	11.26	6.50	4.77	0.05	0.10	1.38	2.44	0.86	0.50	6.70
80	0.67	6,462	2.48	-6.20	10.41	4.75	5.66	0.58	0.67	3.45	5.00	0.36	0.00	10.10
81	0.65	5,911	6.03	2.60	10.97	6.92	4.05	0.62	0.86	2.48	4.14	0.44	0.00	9.90
82	0.64	6,597	10.40	-15.80	10.82	6.11	4.71	0.20	0.26	2.03	3.49	0.57	0.00	7.70
83	0.63	8,698	82.73	88.50	11.17	6.40	4.77	1.65	2.40	3.02	6.02	0.56	0.00	9.30
84	0.59	10,295	12.75	23.30	11.10	5.24	5.86	0.46	0.55	1.82	3.51	2.11	0.00	12.80
85	0.57	3,145	-42.52	59.40	9.84	7.03	2.82	0.23	0.27	1.12	3.07	0.11	0.00	4.30
86	0.56	10,608	9.08	1.80	10.67	5.92	4.75	0.08	0.19	1.47	2.58	1.61	0.20	10.30
87	0.54	10,080	5.52	13.70	11.96	6.40	5.56	0.20	1.08	2.39	3.16	1.84	0.00	7.20
88	0.53	4,879	-3.75	-3.40	11.30	6.44	4.86	0.28	0.40	1.24	2.11	2.43	0.70	11.60
89	0.53	6,929	-1.60	-24.50	11.23	6.23	5.00	0.09	0.29	1.47	3.31	1.01	0.40	10.30
90	0.50	5,007	-2.30	11.80	10.51	5.91	4.60	0.37	0.42	2.57	3.82	0.56	0.00	8.70
91	0.50	7,828	1.42	-20.60	11.22	6.49	4.73	0.10	0.14	1.96	3.24	0.91	0.00	8.00
92	0.49	9,050	*****	*****	6.32	4.28	2.04	0.12	0.53	0.95	1.81	0.09	0.00	9.70
93	0.48	5,546	-5.97	3.30	9.99	5.88	4.11	0.99	1.15	1.68	2.76	1.71	0.00	7.80
94	0.40	8,423	-41.58	542.30	9.27	8.06	1.21	0.15	0.37	0.86	1.48	0.00	0.00	4.60
95	0.38	7,149	8.24	-4.40	11.02	6.57	4.45	0.66	0.72	1.77	3.68	0.74	1.30	9.40
96	0.38	8,377	3.70	-3.10	10.45	6.52	3.93	0.01	0.09	1.36	2.50	1.01	0.00	9.90
97	0.37	6,964	5.57	13.90	11.22	6.50	4.72	0.19	0.31	2.34	3.21	1.26	0.00	5.50
98	0.36	5,173	10.88	-7.70	11.17	7.01	4.15	0.26	0.28	1.78	3.30	0.69	0.00	7.10
99	0.36	4,510	-3.05	-22.40	10.13	5.71	4.42	0.73	0.81	1.65	4.36	0.26	1.60	9.80
100	0.34	4,679	-7.74	-17.90	10.87	6.44	4.43	0.28	0.43	2.69	4.48	0.32	0.60	10.50
101	0.32	9,725	17.64	13.00	10.81	6.92	3.89	0.17	0.30	2.14	3.78	0.00	0.00	8.40
102	0.31	8,689	-14.53	-14.40	10.82	5.78	5.04	0.35	0.66	1.95	3.41	1.82	0.40	11.20
103	0.30	9,686	-16.26	-11.80	10.06	6.36	3.70	0.90	1.44	1.72	3.96	0.70	4.80	14.80
104	0.30	5,986	6.52	-8.90	11.37	6.43	4.94	0.11	0.81	1.93	3.73	1.63	0.00	9.40
105	0.25	1,875	-6.21	-17.30	9.25	2.41	6.84	0.49	0.64	4.87	6.99	0.00	1.00	10.80
106	0.24	6,066	13.81	3.40	9.93	4.41	5.51	0.58	0.78	3.32	5.62	0.36	0.10	16.40
107	0.20	6,989	-4.58	-23.90	11.00	6.88	4.11	0.54	0.75	1.58	4.44	0.14	0.70	13.10
108	0.14	4,476	0.88	-6.40	10.24	5.50	4.75	0.07	0.42	1.86	2.90	2.02	0.00	11.60
109	0.12	8,470	10.01	-7.10	9.99	6.42	3.57	0.31	0.41	2.08	3.70	0.00	1.70	11.70
110	0.12	5,961	12.05	-4.10	10.87	6.38	4.49	0.82	1.07	2.35	5.39	0.05	1.00	11.10
111	0.12	7,021	5.79	205.30	9.78	6.94	2.84	0.18	0.31	1.19	2.85	0.11	0.00	9.80

	C	D	E	F	G	H	I	J	K	L	M	N	O	P
113	ROA	ASSETS	DEPOSIT GRWTH	LOAN GROWTH	INT. INCOME	INT. EXPENSE	NET INT MRGN	SYG CHRGS	NON INT INC	SALARY & BEN	TOT O'HEAD EXP	PROY LOAN LOSS	ORE	TOTAL N/E ASS
114	0.12	8,807	-5.09	-1.00	11.68	5.58	6.09	0.00	0.41	0.69	1.79	3.65	1.40	8.20
115	0.11	9,548	*****	*****	6.05	4.21	1.83	0.15	0.22	0.82	1.84	0.03	0.00	5.50
116	0.10	8,242	11.08	9.30	11.00	6.41	4.58	0.18	0.18	1.64	3.11	1.24	0.00	9.00
117	0.07	6,369	11.83	-2.40	10.88	7.31	3.56	0.11	0.20	1.38	2.32	0.87	0.00	5.10
118	0.00	3,987	0.37	-29.20	11.66	5.61	6.05	0.42	0.52	1.97	4.72	1.89	0.00	6.90
119	-0.02	4,952	0.49	-23.30	10.90	6.86	4.04	0.10	0.23	1.76	3.32	1.47	3.00	9.00
120	-0.03	8,007	5.25	-14.30	9.82	6.69	3.13	0.01	0.04	1.56	2.31	0.66	0.00	6.90
121	-0.13	6,424	-9.77	-32.10	9.45	6.66	2.79	0.15	0.16	1.12	2.41	0.71	0.00	5.70
122	-0.16	9,032	8.22	-6.70	10.65	6.44	4.20	0.14	0.20	1.64	2.78	1.81	0.60	11.30
123	-0.16	8,580	9.78	-10.20	9.65	6.36	3.29	0.15	0.34	1.54	2.88	0.37	0.00	9.70
124	-0.24	3,906	37.50	-4.30	9.89	5.52	4.37	0.18	0.48	2.41	4.71	0.45	0.80	9.60
125	-0.29	3,801	173.47	176.80	9.90	4.31	5.67	0.92	1.20	3.80	6.75	0.41	0.00	14.50
126	-0.29	4,639	9.24	-5.80	11.13	5.17	5.95	0.27	0.41	2.88	5.47	1.13	0.00	6.50
127	-0.30	9,897	8.56	-0.90	10.48	6.51	3.97	0.32	0.38	1.74	3.64	1.40	0.70	7.90
128	-0.33	7,960	-4.60	7.20	10.65	5.64	5.00	0.53	0.59	1.83	3.33	2.41	0.00	6.50
129	-0.33	4,656	0.66	15.30	12.94	6.35	6.59	0.33	1.56	3.19	6.85	1.58	0.00	8.20
130	-0.45	8,238	4.44	3.50	10.97	6.37	4.59	0.37	0.40	2.40	3.93	1.27	0.80	10.10
131	-0.47	7,363	-1.84	11.00	9.73	6.26	3.48	0.46	0.50	1.06	2.00	3.42	0.00	5.30
132	-0.52	6,083	6.45	6.70	11.20	6.88	4.32	0.35	0.45	2.03	3.75	1.89	0.00	6.00
133	-0.53	7,587	12.19	-14.20	10.60	7.04	3.56	0.20	0.69	1.49	2.93	2.33	3.60	10.50
134	-0.54	8,673	-18.94	23.00	11.05	6.62	4.43	0.45	0.75	1.67	3.68	1.89	1.50	8.40
135	-0.63	2,090	-1.69	-1.20	10.45	6.21	4.23	0.58	1.16	1.83	3.57	2.75	1.70	8.70
136	-0.66	10,726	-15.68	-13.80	10.49	6.60	3.89	0.16	1.31	2.18	3.77	1.96	0.00	10.00
137	-0.70	7,769	6.87	5.60	11.43	5.83	5.59	1.45	1.59	2.22	4.36	3.64	0.50	9.00
138	-0.81	10,968	1.03	-6.40	11.38	6.52	4.86	0.08	0.54	1.68	2.77	2.82	0.50	8.20
139	-0.82	5,726	6.45	24.70	10.21	4.96	5.25	0.49	0.89	1.40	3.44	4.03	0.60	14.60
140	-0.84	5,328	2.20	-15.30	10.45	6.35	4.10	0.11	0.61	1.83	3.51	2.42	0.00	8.30
141	-0.96	6,255	-16.32	-19.80	9.97	6.14	3.83	0.38	0.87	2.11	3.76	1.72	1.50	10.80
142	-1.11	9,338	-10.47	-17.40	10.43	5.73	4.70	0.49	0.59	1.74	3.72	3.58	0.70	10.10
143	-1.15	6,056	4.87	6.20	10.88	5.33	5.55	0.98	1.20	2.83	4.83	3.03	0.20	15.40
144	-1.21	8,138	1.37	-18.40	10.74	6.26	4.48	0.52	0.65	2.01	4.16	3.29	17.80	28.80
145	-1.22	9,275	-2.02	-10.50	11.28	6.80	4.48	0.17	0.23	1.95	2.77	3.26	1.70	11.20
146	-1.34	8,452	205.16	323.50	9.64	6.18	3.46	0.44	0.48	2.00	4.28	1.00	0.00	12.50
147	-1.45	4,920	-22.38	-3.80	9.97	4.42	5.55	0.54	1.02	3.54	5.66	2.76	0.20	13.80
148	-1.48	10,287	-3.38	-3.30	10.85	6.98	3.90	0.57	0.65	1.17	3.00	3.65	0.50	9.40
149	-1.55	7,587	220.70	643.60	9.74	5.91	3.83	0.97	1.08	2.88	5.74	0.73	0.00	14.40
150	-1.65	3,488	92.92	50.50	10.40	6.32	4.08	0.42	0.88	3.58	6.60	0.00	0.10	17.00
151	-1.69	6,012	3.39	-3.80	11.21	5.31	5.90	0.56	0.57	2.18	3.43	5.07	0.40	10.10
152	-1.71	9,346	*****	*****	7.89	3.86	4.02	0.02	0.12	2.30	5.45	0.40	0.00	4.50
153	-1.72	3,509	-5.76	-23.10	12.56	7.86	4.70	0.70	0.79	2.82	5.32	1.95	0.10	7.00
154	-1.96	7,407	*****	*****	10.90	5.11	5.78	0.42	0.59	3.71	7.75	0.55	0.00	12.90
155	-2.20	8,112	4.82	-12.90	12.01	7.36	4.66	0.08	0.10	1.08	2.20	4.52	0.00	6.20
156	-2.40	6,833	-6.05	-18.00	10.68	6.05	4.63	0.50	0.69	2.16	3.78	5.15	0.00	9.70
157	-2.49	9,530	-14.04	-13.80	9.46	6.64	2.82	0.15	0.83	1.75	3.33	4.66	3.40	11.60
158	-2.64	10,185	-11.77	-23.40	9.63	6.56	3.07	0.17	0.23	1.62	3.07	4.65	0.00	7.00
159	-2.71	3,777	5.16	10.20	10.55	6.24	4.31	0.57	0.87	2.52	6.48	1.55	0.60	10.40
160	-2.87	5,647	-0.12	-14.00	9.14	6.16	2.97	0.21	0.23	1.03	2.16	6.15	0.00	5.30
161	-3.07	10,086	9.57	-12.10	13.55	7.21	6.34	0.25	0.57	2.16	3.75	6.78	0.60	10.20
162	-3.17	3,230	-6.32	-14.80	14.56	7.42	7.14	0.06	0.75	2.30	4.46	4.22	1.70	7.90
163	-3.33	7,975	-2.22	-17.50	10.51	6.80	3.71	0.00	1.72	2.17	4.10	6.53	1.70	17.30
164	-3.38	6,035	-12.02	-29.80	10.36	6.48	3.88	0.26	0.29	1.86	3.67	4.64	0.00	7.80
165	-3.48	11,068	5.39	-20.50	10.67	7.25	3.41	0.25	0.42	1.26	3.10	5.79	1.20	12.10
166	-3.59	10,257	-3.86	-11.70	11.82	7.56	4.26	1.06	1.19	1.88	4.14	6.23	1.50	13.70
167	-3.77	3,999	-18.58	-24.90	11.21	5.96	5.26	0.45	0.54	1.87	4.55	4.22	0.10	7.80
168	-4.70	9,347	-22.51	-28.20	8.39	5.74	2.65	0.55	3.42	1.38	3.29	7.79	5.90	15.50

(OVER, PLEASE)

PROPOSED AMENDMENTS TO S.B. NO. 72

"(6) Any branching bank establishing and maintaining a branch bank pursuant to any provisions of this subsection (e), shall provide for an advisory board of directors made up of not less than five members from the city or county where the branch bank is located.";

STATE OF KANSAS



OFFICE OF THE SECURITIES COMMISSIONER

Landon State Office Building
900 Southwest Jackson St., Suite 552
Topeka, Ks 66612-1220
(913) 296-3307

Mike Hayden,
Governor

M. Douglas Mays
Securities Commissioner

M E M O R A N D U M

TO: Representative Graeber;
and Members of the House Committee
on Commercial and Financial Institutions

FROM: Steven C. Wassom, CPA
SN Chief Securities Regulatory Auditor
Office of the Securities Commissioner

DATE: March 26, 1987

RE: Senate Bill No. 66

This memorandum summarizes the rationale and estimated fiscal impact of amendments to S.B. 66 as proposed by the Office of the Securities Commissioner of Kansas.

The primary objective of the amendments is to increase the administrative efficiency of the securities registration process for this office as well as the securities industry. The changes are intended to clarify and simplify securities registration procedures without substantially changing the overall regulatory effect of the Act.

The fiscal impact of proposed rates in section (b) of K.S.A. 17-1259 has been evaluated by applying the rates to actual registrations and exemption filings during the first seven months of FY 1987. Based on recent trends, it is anticipated that the fiscal impact of proposed simplified fee rates would be similar in FY 1988 and subsequent years. The Table below compares the annualized FY 1987 fee revenues based on actual data through January 31, 1987 for current and proposed rates.

ATCH III

Description	Amount Registered	Fee Revenues		
		Current Rates	Proposed Rates	Increase (Decrease)
Debt Offerings	\$ 1,025,995,000	\$ 59,163	\$ 58,337	\$ (826)
Equity Offerings	10,804,389,000	392,609	389,016	(3,595)
Mutual Funds	9,480,111,000	490,960	573,895	82,935
	<u>\$21,310,495,000</u>	<u>942,732</u>	<u>1,021,248</u>	<u>78,516</u>
Registration Extension Fees *		--	75,000	75,000
Total Registration Fees		<u>942,732</u>	<u>1,096,248</u>	<u>153,516</u>
Exemption Filings		<u>14,780</u>	<u>60,780</u>	<u>46,000</u>
TOTALS		<u>\$957,512</u>	<u>\$1,157,028</u>	<u>\$199,516</u>

* Extension fees are based on mutual fund offerings which are continuous. The total impact from original and extended mutual fund registrations is therefore, an increase of approximately \$158,000. Based on the aggregate amount of mutual funds registered and extended, the increase in fees is less than 2 cents (\$.018) per \$1,000 registered. This impact is extremely minimal for each mutual fund registered.

Explanation of Revenue Increases

The projected amount at proposed rates for mutual funds is based on the assumption that the Commissioner will continue to establish, by regulation, a maximum amount that may be registered at one time by each mutual fund. Therefore, this authority has been retained in section (b) of K.S.A. 17-1259, although it was inadvertently deleted from the original amendment to section (b).

The amount of the increase in total registration fees is the approximate median in a projected range of the minimum and maximum potential revenues. The actual revenues will be affected by securities market conditions, general economic conditions, and the maximum registration amount established for mutual funds by regulation.

The potential increase in fees for exemption filings is based on 920 actual filings during 1986 at the rate of \$50 per filing. The rate of \$50 was used to approximate an average rate for the various types of exemptions (actual rates to be established by regulation).