

	Quarterly		Year-To-Date		4th Qtr 2017
	4th Qtr 2018	3rd Qtr 2018	12 Mo 2018	12 Mo 2017	
(\$ in thousands except for share data)					
Earnings					
Net interest income	\$ 8,865	8,900	\$ 34,627	\$ 31,718	\$ 8,225
Less: Provision for loan losses	541	573	2,133	1,500	200
Net interest income after provision for loan losses	\$ 8,324	8,327	\$ 32,494	\$ 30,218	\$ 8,025
Gains on sales of securities	0	0	(35)	(17)	0
Gains on sales of loans	366	459	1,386	1,180	343
Noninterest income	2,602	2,457	9,856	8,678	2,256
Noninterest expense	7,373	8,006	30,932	27,955	7,070
Income before income taxes	\$ 3,919	\$ 3,238	\$ 12,770	\$ 12,105	\$ 3,555
Income taxes	880	691	2,778	4,096	1,578
Net income	\$ 3,039	\$ 2,547	\$ 9,992	\$ 8,009	\$ 1,977
Preferred stock dividends	63	63	250	250	63
Net Income available to common shareholders	\$ 2,977	\$ 2,484	\$ 9,742	\$ 7,759	\$ 1,914
Share and Per Share Data					
Average common shares (basic)	3,180,070	3,173,671	3,180,057	3,190,774	3,189,872
Average common shares (dilutive)	3,300,070	3,293,671	3,300,057	3,310,774	3,309,872
Period-end common shares (basic)	3,183,878	3,170,321	3,183,878	3,189,872	3,189,872
Period-end common shares (dilutive)	3,303,878	3,290,321	3,303,878	3,309,872	3,309,872
Net income per common (basic)*	\$ 0.94	\$ 0.78	\$ 3.06	\$ 2.43	\$ 0.60
Net income per common (dilutive)**	\$ 0.92	\$ 0.77	\$ 3.03	\$ 2.42	\$ 0.60
Cash dividend declared	\$ 0.30	\$ 0.30	\$ 1.14	\$ 1.05	\$ 0.27
Book value (incl. conv. Pref.) ¹	\$ 23.61	\$ 22.52	\$ 23.61	\$ 22.31	\$ 23.15
Book value (excl. conv. Pref.) ¹	\$ 22.95	\$ 21.82	\$ 22.95	\$ 21.60	\$ 21.60
Last stock trade @ period end	\$ 41.10	\$ 37.00	\$ 41.10	\$ 35.50	\$ 35.50
Period-end balances					
Assets	\$ 1,081,697	\$ 1,068,133	\$ 1,081,697	\$ 1,031,844	\$ 1,031,844
Earning assets (excl mark to market)	\$ 1,024,875	\$ 1,012,932	\$ 1,024,875	\$ 978,341	\$ 978,341
Gross Loans	\$ 810,136	\$ 792,880	\$ 810,136	\$ 741,860	\$ 741,860
Allowance for loan losses	\$ 10,035	\$ 9,611	\$ 10,035	\$ 8,629	\$ 8,629
Deposits	\$ 945,837	\$ 958,670	\$ 945,837	\$ 893,256	\$ 893,256
Shareholders' equity	\$ 78,009	\$ 74,097	\$ 78,009	\$ 73,842	\$ 73,842
Average Balances					
Assets	\$ 1,070,023	\$ 1,056,564	\$ 1,046,815	\$ 994,983	\$ 1,015,673
Earning assets (excl mark to market)	\$ 1,017,834	\$ 1,003,710	\$ 994,446	\$ 943,082	\$ 962,110
Gross Loans	\$ 800,640	\$ 783,179	\$ 771,046	\$ 697,258	\$ 726,039
Allowance for loan losses	\$ 9,786	\$ 9,437	\$ 9,248	\$ 8,237	\$ 8,708
Deposits	\$ 949,013	\$ 959,294	\$ 938,998	\$ 893,895	\$ 890,371
Shareholders' equity	\$ 76,042	\$ 75,027	\$ 74,711	\$ 72,865	\$ 74,647
Performance Ratios					
Return on average assets	1.13%	0.96%	0.95%	0.80%	0.77%
Return on average equity	15.86%	13.47%	13.37%	10.99%	10.51%
Net interest margin	3.46%	3.52%	3.48%	3.36%	3.39%
Net interest margin (T/E)	3.49%	3.55%	3.52%	3.44%	3.47%
Efficiency ratio***	62.31%	67.75%	67.44%	67.24%	65.31%
Asset Quality					
Net charge-offs	\$ 117	\$ 149	\$ 727	\$ 667	\$ 158
Net loan charge-offs	0.01%	0.02%	0.10%	0.10%	0.02%
Allowance for loan losses	\$ 10,035	\$ 9,611	\$ 10,035	\$ 8,629	\$ 8,629
Allowance for loan losses to total loans	1.24%	1.21%	1.24%	1.16%	1.16%
Non-performing loans	\$ 3,251	\$ 2,532	\$ 3,251	\$ 1,919	\$ 1,919
Non-performing loans to total loans	0.40%	0.32%	0.40%	0.26%	0.26%

1) In 12/16 Company issued \$4.9 million 5.00% convertible preferred stock.

*Basic earnings per share are calculated based upon net income available to common shareholders after preferred stock dividends

**Dilutive earnings per share are calculated based upon net income (including preferred stock available to be converted into common stock).

*** Calculated by dividing total noninterest expense by net interest income plus noninterest income (adjusted for certain items) and Gain on sale of loans included for YTD 2017 and 2018.