

	Quarterly		Year-To-Date		4th Qtr 2018
	4th Qtr 2019	3rd Qtr 2019	12 Mo 2019	12 Mo 2018	
(\$ in thousands except for share data)					
Earnings					
Net interest income	\$ 9,096	\$ 9,196	\$ 36,414	\$ 34,627	\$ 8,865
Less: Provision for loan losses	940	641	2,341	2,133	541
Net interest income after provision for loan losses	\$ 8,156	\$ 8,555	\$ 34,073	\$ 32,494	\$ 8,324
Gain (Loss) on sales of securities	(249)	54	(222)	(35)	0
Gain (Loss) on sales of loans	420	638	2,020	1,386	366
Noninterest income	3,890	2,803	11,633	9,856	2,602
Noninterest expense	8,679	8,622	34,015	30,932	7,373
Income before income taxes	\$ 3,538	\$ 3,428	\$ 13,489	\$ 12,770	\$ 3,919
Income taxes	308	752	2,484	2,778	880
Net income	\$ 3,230	\$ 2,676	\$ 11,005	\$ 9,992	\$ 3,039
Preferred stock dividends	63	63	250	250	63
Net Income available to common shareholders	\$ 3,167	\$ 2,613	\$ 10,755	\$ 9,742	\$ 2,976
Share and Per Share Data					
Average common shares (basic)	3,175,866	3,183,133	3,182,515	3,180,057	3,180,070
Average common shares (dilutive)	3,295,866	3,303,133	3,302,515	3,300,057	3,300,070
Period-end common shares (basic)	3,170,248	3,183,025	3,170,248	3,183,878	3,183,878
Period-end common shares (dilutive)	3,290,248	3,303,025	3,290,248	3,303,878	3,303,878
Net income per common (basic)*	\$ 1.00	\$ 0.82	\$ 3.38	\$ 3.06	\$ 0.93
Net income per common (dilutive)**	\$ 0.98	\$ 0.81	\$ 3.33	\$ 3.03	\$ 0.92
Cash dividend declared	\$ 0.31	\$ 0.31	\$ 1.22	\$ 1.14	\$ 0.30
Book value (incl. conv. Pref.) ¹	\$ 26.38	\$ 26.49	\$ 26.38	\$ 23.61	\$ 23.61
Book value (excl. conv. Pref.) ¹	\$ 25.82	\$ 25.94	\$ 25.82	\$ 22.95	\$ 22.95
Last stock trade @ period end	\$ 39.75	\$ 39.90	\$ 39.75	\$ 41.10	\$ 41.10
Period-end Balances					
Assets	\$ 1,163,683	\$ 1,152,520	\$ 1,163,683	\$ 1,081,697	\$ 1,081,697
Earning assets (excl mark to market)	\$ 1,098,633	\$ 1,077,972	\$ 1,098,633	\$ 1,024,875	\$ 1,024,875
Gross loans	\$ 862,509	\$ 820,733	\$ 862,509	\$ 810,136	\$ 810,136
Allowance for loan losses	\$ 11,555	\$ 10,890	\$ 11,555	\$ 10,035	\$ 10,035
Deposits	\$ 1,029,485	\$ 1,033,955	\$ 1,029,485	\$ 945,837	\$ 945,837
Shareholders' equity	\$ 86,792	\$ 87,501	\$ 86,792	\$ 78,009	\$ 78,009
Average Balances					
Assets	\$ 1,154,935	\$ 1,142,479	\$ 1,126,623	\$ 1,046,815	\$ 1,070,023
Earning assets (excl mark to market)	\$ 1,090,952	\$ 1,078,418	\$ 1,066,109	\$ 994,446	\$ 1,017,834
Gross loans	\$ 837,323	\$ 813,917	\$ 816,969	\$ 771,046	\$ 800,640
Allowance for loan losses	\$ 11,129	\$ 10,779	\$ 10,646	\$ 9,248	\$ 9,786
Deposits	\$ 1,030,188	\$ 1,033,990	\$ 1,016,045	\$ 938,998	\$ 949,013
Shareholders' equity	\$ 87,928	\$ 86,803	\$ 84,697	\$ 74,711	\$ 76,042
Performance Ratios					
Return on average assets	1.11%	0.93%	0.98%	0.95%	1.13%
Return on average equity	14.57%	12.23%	12.99%	13.37%	15.86%
Net interest margin	3.31%	3.38%	3.42%	3.48%	3.46%
Net interest margin (T/E)	3.33%	3.40%	3.44%	3.55%	3.52%
Efficiency ratio***	64.73%	68.23%	67.94%	67.44%	62.31%
Asset Quality					
Net charge-offs	\$ 274	\$ 291	\$ 821	\$ 727	\$ 117
Net loan charge-offs	0.03%	0.04%	0.10%	0.10%	0.01%
Allowance for loan losses	\$ 11,555	\$ 10,890	\$ 11,555	\$ 10,035	\$ 10,035
Allowance for loan losses to total gross loans	1.34%	1.33%	1.34%	1.24%	1.24%
Non-performing loans	\$ 5,144	\$ 5,385	\$ 5,144	\$ 3,251	\$ 3,251
Non-performing loans to total gross loans	0.60%	0.66%	0.60%	0.40%	0.40%

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 2018 and 2019.