

	Quarterly		Year-To-Date		3rd Qtr 2018
	3rd Qtr 2019	2nd Qtr 2019	9 Mo 2019	9 Mo 2018	
(\$ in thousands except for share data)					
<b>Earnings</b>					
Net interest income	\$ 9,196	9,127	\$ 27,318	\$ 25,763	\$ 8,900
Less: Provision for loan losses	641	520	1,401	1,592	573
Net interest income after provision for loan losses	\$ 8,555	8,607	\$ 25,917	\$ 24,171	\$ 8,327
Gains(Loss) on sales of securities	54	(8)	27	(35)	0
Gains(Loss) on sales of loans	638	419	1,600	1,020	459
Noninterest income	2,803	2,495	7,743	7,253	2,457
Noninterest expense	8,622	8,169	25,336	23,559	8,006
Income before income taxes	\$ 3,428	\$ 3,345	\$ 9,951	\$ 8,851	\$ 3,238
Income taxes	752	729	2,176	1,898	691
Net income	\$ 2,676	\$ 2,616	\$ 7,775	\$ 6,952	\$ 2,547
Preferred stock dividends	63	63	188	188	63
Net Income available to common shareholders	\$ 2,613	\$ 2,553	\$ 7,587	\$ 6,765	\$ 2,484
<b>Share and Per Share Data</b>					
Average common shares (basic)	3,183,133	3,185,742	3,184,756	3,180,053	3,173,671
Average common shares (dilutive)	3,303,133	3,305,742	3,304,756	3,300,053	3,293,671
Period-end common shares (basic)	3,183,025	3,181,717	3,183,025	3,170,321	3,170,321
Period-end common shares (dilutive)	3,303,025	3,301,717	3,303,025	3,290,321	3,290,321
Net income per common (basic)*	\$ 0.82	\$ 0.80	\$ 2.38	\$ 2.12	\$ 0.78
Net income per common (dilutive)**	\$ 0.81	\$ 0.79	\$ 2.35	\$ 2.10	\$ 0.77
Cash dividend declared	\$ 0.31	\$ 0.30	\$ 0.91	\$ 0.84	\$ 0.30
Book value (incl. conv. Pref.) <sup>1</sup>	\$ 26.49	\$ 25.90	\$ 26.49	\$ 22.52	\$ 22.52
Book value (excl. conv. Pref.) <sup>1</sup>	\$ 25.94	\$ 25.33	\$ 25.94	\$ 21.82	\$ 21.82
Last stock trade @ period end	\$ 39.90	\$ 42.00	\$ 39.90	\$ 37.00	\$ 37.00
<b>Period-end balances</b>					
Assets	\$ 1,152,520	\$ 1,138,520	\$ 1,152,520	\$ 1,068,133	\$ 1,068,133
Earning assets (excl mark to market)	\$ 1,077,972	\$ 1,073,893	\$ 1,077,972	\$ 1,012,932	\$ 1,012,932
Gross Loans	\$ 820,733	\$ 816,802	\$ 820,733	\$ 792,880	\$ 792,880
Allowance for loan losses	\$ 10,890	\$ 10,540	\$ 10,890	\$ 9,611	\$ 9,611
Deposits	\$ 1,033,955	\$ 1,032,613	\$ 1,033,955	\$ 958,670	\$ 958,670
Shareholders' equity	\$ 87,501	\$ 85,516	\$ 87,501	\$ 74,097	\$ 74,097
<b>Average Balances</b>					
Assets	\$ 1,142,479	\$ 1,123,327	\$ 1,117,082	\$ 1,038,994	\$ 1,056,564
Earning assets (excl mark to market)	\$ 1,078,418	\$ 1,064,256	\$ 1,057,737	\$ 986,564	\$ 1,003,710
Gross Loans	\$ 813,917	\$ 807,602	\$ 810,110	\$ 761,073	\$ 783,179
Allowance for loan losses	\$ 10,779	\$ 10,514	\$ 10,483	\$ 9,066	\$ 9,437
Deposits	\$ 1,033,990	\$ 1,021,266	\$ 1,011,279	\$ 935,623	\$ 959,294
Shareholders' equity	\$ 86,803	\$ 83,411	\$ 83,611	\$ 74,262	\$ 75,027
<b>Performance Ratios</b>					
Return on average assets	0.93%	0.93%	0.93%	0.89%	0.96%
Return on average equity	12.23%	12.58%	12.48%	12.52%	13.47%
Net interest margin	3.38%	3.44%	3.47%	3.49%	3.52%
Net interest margin (T/E)	3.40%	3.46%	3.49%	3.56%	3.58%
Efficiency ratio***	68.23%	67.84%	69.11%	69.22%	67.75%
<b>Asset Quality</b>					
Net charge-offs	\$ 291	\$ 253	\$ 547	\$ 610	\$ 149
Net loan charge-offs	0.04%	0.03%	0.07%	0.08%	0.02%
Allowance for loan losses	\$ 10,890	\$ 10,540	\$ 10,890	\$ 9,611	\$ 9,611
Allowance for loan losses to total gross loans	1.33%	1.29%	1.33%	1.21%	1.21%
Non-performing loans	\$ 5,385	\$ 5,041	\$ 5,385	\$ 2,532	\$ 2,532
Non-performing loans to total gross loans	0.66%	0.62%	0.66%	0.32%	0.32%

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.