



**IT'S ALL
ABOUT PEOPLE.**

 **Lyons Bancorp, Inc.**

2019 ANNUAL REPORT



Mission

The Lyons National Bank is an independent, hometown, community bank with an expanding geographic market. Our mission is to safely and profitably serve all of our customers and communities with the most professional service available. We will accomplish this by making a commitment to our most valuable assets—our employees—to treat them with integrity, compensate them appropriately and provide them with the necessary systems, technology, and appropriate training to enable them to become well-respected professionals. Our employees, in turn, will provide our growing customer base with superior service and respect and will be leaders in promoting the quality of life in the communities we serve.

Vision

The vision of The Lyons National Bank is to be the employer and financial institution of choice and to foster an environment of opportunity, growth, and prosperity for our employees, customers, shareholders, and local communities.

Profile

Lyons Bancorp, Inc. is a financial holding company headquartered in Lyons, New York, with assets of \$1.16 billion as of December 31, 2019. Lyons Bancorp, Inc. has one banking subsidiary, The Lyons National Bank. The Lyons National Bank is a community bank with offices in Clyde, Lyons, Macedon, Newark, Ontario, and Wolcott in Wayne County, Jordan in Onondaga County, Canandaigua, Farmington (*coming 2020*) and Geneva in Ontario County, Penn Yan in Yates County, Waterloo in Seneca County, Fairport in Monroe County, and Auburn in Cayuga County. The Lyons National Bank has one subsidiary, Lyons Realty Associates Corp.

Our Culture—WOW!

WOW! is having a positive attitude and personal conviction to provide customers and fellow employees with a level of service that exceeds their expectations during each and every encounter.



IT HAS ALWAYS BEEN AND IT WILL ALWAYS BE ALL ABOUT PEOPLE.

For more than 165 years, The Lyons National Bank has relied on a single belief to guide our decisions and help shape the organization that we are today—a hometown bank recognized for our exceptional service, our unparalleled commitment to volunteerism, and our ability to not only support the communities in which we reside but to transform them.

It's all about people. This philosophy may sound overly simple—especially in an industry as complex as banking—but the truth is that when you put people first, all else will undoubtedly follow.

SUPPORTING LOCAL COMMUNITIES IN MORE WAYS THAN ONE

229

LNB Employees on
December 31, 2019

365

Causes Supported
Through Volunteerism

436

Local Organizations
Sponsored

13,129

LNB Staff
Volunteer Hours

MESSAGE TO OUR SHAREHOLDERS

◆

We are writing this report—rewriting is more accurate—in early April 2020. Normally, we begin assembling information to be incorporated into the annual report in late February after we receive acknowledgment from our external accountants that our financial statements are in proper order. We followed that process again this year. However, in the course of a single month, the world was turned upside down by the coronavirus pandemic. Consequently, our focus changed from savoring our past successes and establishing plans to build on our accomplishments to pausing, assessing, and battening down the hatches to protect what we have built. Our attention is now on how we prepare for the financial challenges currently engulfing our country and the world. Obviously, this necessitated a change in our message to you. I used the terms “we” and “our” as this report is a collaborative effort by our President Tom Kime and me. As we began preparing our joint message, we quickly realized it would not be a very hard exercise to complete. While we each have individual writing styles and pet phrases that we use to get our messages across, our basic themes are grounded in similar banking beliefs. You would expect that to

be the case, as they come from two leaders who, along with others, have worked closely together to guide this Bank over the past 15 years.

Before we talk about the health, safety, and financial challenges that COVID-19 is presenting and describe the strategies we have initiated to deal with it, we do need to recap 2019—our most financially successful year in the Bank’s history. We are proud to report that for 2019, Lyons Bancorp, Inc., generated earnings of slightly more than \$11 million or \$3.33 per diluted common share, a 10% increase over our 2018 reported earnings. Furthermore, because of our financial success, our Board deemed it prudent to increase our common stock dividend—this is the 22nd consecutive year that the Board has taken this action. Our annual cash dividend is now \$1.24 per common share. As we write, our \$35.50 stock price means that our annualized dividend yield is 3.49%, a healthy premium to the yield on the 10-year U.S. Treasury Note of only 0.76%.

Focused growth was again the key driver of our increased earnings. At December 31, 2019, Bank assets totaled \$1.16 billion, an increase of

approximately \$82 million, 7% more than we reported at year-end 2018. \$52 million of our asset growth came in the form of loans, which are our highest yielding assets. This represents a 6% year-over-year increase. Our deposits exceeded \$1 billion (actually \$1.03 billion at year-end 2019), an increase of 9%. After rewarding our shareholders with \$4 million in dividends, the remaining \$7 million of our 2019 earnings served to bolster our already strong capital account. We continue to exceed all of the mandated regulatory capital ratios. Moreover, our Return on Average Equity (ROAE) of 12.99% is tops among a select group of similarly-sized upstate New York community banks.

Our loan quality remained very strong in 2019. Total charged-off loans were \$821,000 or one-tenth of one percent of our \$863 million loan portfolio. Despite the high quality of our loan portfolio, we increased our Allowance for Loan & Lease Losses by \$1.5 million, bringing the total Reserve to \$11.6 million. In retrospect, this was a wise move. For comparison purposes, our ratio of the Allowance for Loan & Lease Losses to the total outstanding loan of 1.34% ranks in the upper 75th percentile among the above-mentioned group of banks.



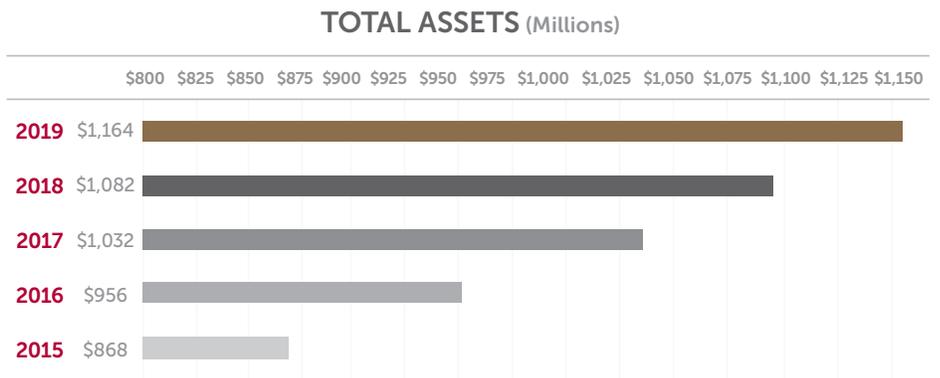
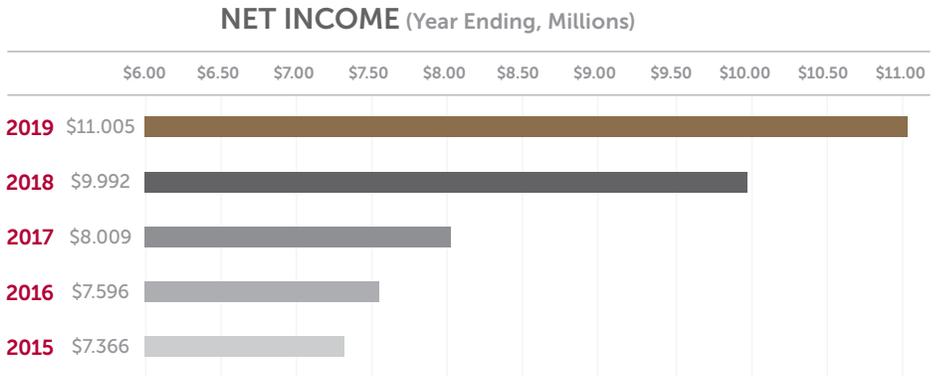
Thomas L. Kime, *President*, **Robert A. Schick**, *Chairman of the Board & CEO*

Over the past three decades, the margins of many U.S. businesses have been under pressure. Banking is no exception. The industry's net interest margin continued to decline in 2019. The net interest margin is the difference between the interest income we earn on our loans and investments and the interest expense we pay on our deposits and borrowings. Last year our percentage net interest margin fell six basis points to 3.42% from 3.48%. Recognizing this industry trend, we emphasized growing fee income for the past several years. Our Financial Services Department has expanded and increased investment assets under management, growing our portfolio advisory fee business. We have become market leaders in the origination of residential mortgages, thereby earning reoccurring monthly fee income on the mortgages we originate and selling into the secondary market but continuing to provide servicing to our customers. Our base of customers with debit and credit cards continues to hit new highs, and we earn interchange fee income every time one of our cards is used. Last year, we had a one-time settlement of Bank-Owned Life Insurance. While our net interest margin declined, the growth in our fee income helped to increase our Return on Average Assets (ROAA). ROAA, a measurement of the quality of our earnings, increased three basis points to 0.98% from 0.95%.

Suffice to say, 2019 was a very good year financially for the Bank. For a more in-depth review of our 2019 balance sheet and income statement, please

“...2019—our most financially successful year in the Bank’s history.”

—Robert A. Schick,
Thomas L. Kime



read the report of our Chief Financial Officer, Chad Proper, on subsequent pages.

In late 2019, we received regulatory approval for our sixteenth location, to be located in the Town of Farmington in Ontario County. Farmington is one of the fastest growing towns in the state. Like our other more recent branch expansions, Tom spearheaded this endeavor, and while all of our branch projects have been remarkable, in many ways, Farmington is truly unique. We are building on the site of the historic Hathaway Farms. The existing farmhouse, which is the second-oldest house in Ontario County, will be refurbished and will showcase period artifacts throughout. We will make it available as a community room accessible for use by local organizations. Attached to the house will be the branch proper, constructed to replicate a barn from the same era as the house. You can see the renditions of the finished branch on following pages. Before COVID-19 hit, the Grand Opening and ribbon-cutting ceremony were scheduled for late May. We are now planning for a Summer 2020 date.

Overshadowing our financial success and the excitement of the new branch was the heartbreaking loss of our beloved associate Phil McCann in late summer. Phil was our Executive

Vice President and Chief Risk Officer. Phil was not only a very knowledgeable and experienced banker, he was also a great team player, the kind of person everyone wants in his or her huddle when the game is on the line. He was very good at assessing risk and responding decisively to mitigate it. And he easily befriended all those around him. Phil was only 47 years old when he left us. The hole in our hearts will not heal for a long time.

As we mentioned at the beginning of this message, the coronavirus pandemic changed the world almost instantaneously. When the severity of the situation became apparent, past plans were set aside. Now more than ever, the health and safety of our staff and customers are of utmost importance. We are following the recommendations from the Centers for Disease Control and Prevention (CDC) and other federal and state agencies. In addition, the Bank formed a committee comprised of key staff from human resources, IT, operations, and our branches to develop a well-structured pandemic plan that protects our staff and customers while still allowing us to provide essential banking services to the communities we serve.

We are practicing social distancing by taking advantage of our branch network to disperse employees from more densely populated



“COVID-19 has changed our routine, not our bond with our customers.”

—Thomas L. Kime, Robert A. Schick

operations areas, by providing more secure remote connectivity so that some employees can work from home, and by greatly restricting lobby access. Furthermore, we instituted a substantially enhanced cleaning and sanitizing routine in all of our locations to make sure that the workplace is not a source of contagion. We are constantly re-evaluating the health and safety plan that we have in place and will modify it as circumstances change.

The other critical aspect of our plan is to maintain close relationships with our customers by calling and connecting with them on a regular basis to reassure them that we are still here for them and ready to meet their needs. COVID-19 has changed our routine, not our bond with our customers.

Maintaining the financial integrity of the Bank is the other essential component of our pandemic plan. Starting from a historically strong credit risk profile of miniscule annual loan losses (one-tenth of one percent in 2019) and a penchant for setting aside generous reserves for potential loan losses (in the top 75th percentile of class), we added even more reserves in the first quarter of 2020. We did this in an attempt to stay ahead of the economic disruption caused by the virus. The tail of the economic stress caused by COVID-19 may be long. Business failures and bankruptcies may take time to manifest. Because of this uncertainty, we are setting aside reserves now and will continue

to do so throughout the year. This pandemic has cut a wider path of economic disruption than that of the 2008 Great Recession. Included on this path, unfortunately, are many more “Main Street” businesses and their employees—“Main Street America” is our customer base.

Knowing that our customers have heightened anxiety because of COVID-19, we also aggressively added to the Bank’s liquidity and cash levels. Even before the Federal Reserve Bank encouraged banks to draw on their credit facilities, we utilized our Federal Reserve Bank lines and added to the Bank’s liquidity. This ensures that we can quickly meet any increased demand for cash from our customers.

As you know, the federal government has committed unprecedented amounts of money to relief programs designed to keep small businesses operational until this pandemic subsides and life returns to some semblance of normal. To date, most of these programs are accessible through banks. We proudly accept our role as the conduit for this much-needed funding. To that end, we have added resources in our effort to timely process the hundreds of applications we are receiving. Obviously, helping our customers’ businesses remain viable also benefits us.

No one foresaw the rapid spread of the coronavirus and the devastating health and

financial destruction it is leaving in its wake. Nobody was totally prepared. No one can say for certain what its final toll will be. As we reflect on where we are today though, we take solace in the fact that we have a strong balance sheet with excess reserves and the ability to generate additional reserves if need be. We also take pride in our management team’s swift and thorough response to the challenges presented to date and the care given to our customers by all of the LNB staff. We will get through this pandemic. We will take our lumps, but we will come out on the other side.

Please, stay healthy and safe!

Robert A. Schick

Thomas L. Kime



#1

**Mortgage
Lender**

in over 50% of our
sales footprint

**The Meyers Family
Seneca Falls, NY**



TURNING HOUSES INTO HOMES

When Jennifer and Craig Meyers found the perfect Seneca Falls home for their family, LNB was there to help them navigate the mortgage process. From application to closing, LNB's local lending team guided them every step of the way with dependable, personalized service.



2019 FINANCIAL HIGHLIGHTS



Chad J. Proper

Senior Vice President and Chief Financial Officer,
The Lyons National Bank



“Net interest income for 2019 was \$36.4 million, an increase of \$1.8 million or 5.2% over 2018.”

—Chad J. Proper

RESULTS OF OPERATIONS

Net income surpassed that of any prior year in the Bank’s history. For the 23rd consecutive year, Lyons Bancorp, Inc., experienced earnings growth and ended 2019 with record earnings of \$11 million, an increase of \$1.0 million or 10.4% over 2018. That net income represented diluted earnings per common share of \$3.33, an increase of 9.9% from \$3.03 the previous year, and basic earnings per common share of \$3.38, an increase of 10.5% from \$3.06 the prior year. Net income expressed as a return on average assets was 0.98% and a return on average shareholders’ equity of 12.99%, respectively.

Our largest revenue source is net interest income, the difference between the interest income we earn on our interest-earning assets, primarily loans and investment securities, and the interest paid on our interest-bearing liabilities, primarily deposit accounts and borrowings. Net interest income for 2019 was \$36.4 million, an increase of \$1.8 million or 5.2% over 2018. This increase was due primarily to strong growth of our earning assets funded by steady deposit growth, as average earning assets increased \$72 million or 7.2% during 2019 and average interest-bearing deposits increased \$51 million or 7.1% year over year. Completing our story, average noninterest-bearing deposits increased \$26.1 million, providing additional funding for our strong balance sheet growth.

Our tax-equivalent margin decreased year over year, measuring 3.44% during 2019, compared to 3.55% in 2018, as the increase in overall funding costs outpaced the increases in asset yields.

Our provision for loan losses was based upon our assessment of a variety of factors, including loan credit quality, the general economic environment and growth in our loan portfolio. In 2019, we provided \$2.3 million for loan losses, compared to \$2.1 million in 2018. At December 31, 2019 our nonperforming loans totaled 0.60% of total loans,

DILUTED EARNINGS PER SHARE



as compared to 0.40% at December 31, 2018, and compared favorably to our peers’ ratio of 0.62%. Our net charge-offs to average loans during 2019 totaled 0.10%, up slightly from the prior year. The percent of our commercial and agricultural loan portfolio with an aggregate “pass” rating within our internal risk rating system remained at 96.7% during 2019 and 2018.

Noninterest income is an important revenue source for us, and consists primarily of service charges on deposit accounts, loan servicing fees, cardholder fees, financial services fees, and gains on the sale of loans. In 2019, noninterest income represented 24% of all revenue sources and totaled \$13.4 million, an increase of \$2.2 million or 19.8% over 2018 levels, and is reflected across most major categories of noninterest income. The Bank recognized a one-time income of \$1.2 million from Bank-Owned Life Insurance due to the untimely passing of its Chief Risk Officer during the year.

Noninterest expense consists primarily of compensation and employee benefits, occupancy and equipment expenses, advertising, data processing, professional fees, FDIC insurance, and other operating expenses. In 2019, total noninterest expense was \$34 million, an increase of \$3.1 million or 10% over 2018. Increases in salaries and wages totaled \$1.1 million and were primarily the result of annual wage and merit increases. Increases in pension and benefits totaled \$2.2 million and were primarily the result of additional funding for retirement benefits.

| | 2019 | | | 2018 | | |
|---|----------------------|-----------------------|------------------------|----------------------|-----------------------|------------------------|
| | AVERAGE BALANCE (\$) | INTEREST INC/EXP (\$) | AVERAGE YIELD/COST (%) | AVERAGE BALANCE (\$) | INTEREST INC/EXP (\$) | AVERAGE YIELD/COST (%) |
| INTEREST-EARNING ASSETS: (Thousands \$) | | | | | | |
| Residential real estate | 334,853 | 13,672 | 4.08% | 321,062 | 12,711 | 3.96% |
| Commercial and agricultural real estate | 275,214 | 14,239 | 5.17% | 247,788 | 12,427 | 5.02% |
| Commercial and agricultural loans | 173,976 | 9,310 | 5.35% | 170,432 | 8,720 | 5.12% |
| Consumer installment loans | 32,926 | 1,953 | 5.93% | 31,764 | 1,739 | 5.47% |
| TOTAL LOANS | 816,969 | 39,173 | 4.79% | 771,046 | 35,597 | 4.62% |
| Investments | 211,309 | 4,945 | 2.34% | 204,244 | 4,633 | 2.27% |
| Federal funds sold & other interest-earning assets | 37,832 | 861 | 2.28% | 19,156 | 359 | 1.87% |
| TOTAL INTEREST-EARNING ASSETS | 1,066,109 | 44,985 | 4.22% | 994,446 | 40,589 | 4.08% |
| Noninterest-earning assets | 60,514 | | | 52,369 | | |
| TOTAL ASSETS | 1,126,623 | | | 1,046,815 | | |
| INTEREST-BEARING LIABILITIES: (Thousands \$) | | | | | | |
| Interest-bearing checking | 118,366 | 423 | 0.36% | 123,522 | 396 | 0.32% |
| Money market and savings accounts | 389,508 | 2,091 | 0.54% | 393,999 | 1,691 | 0.43% |
| Time deposits | 258,679 | 5,414 | 2.09% | 198,096 | 3,038 | 1.53% |
| Borrowings | 7,118 | 220 | 3.09% | 17,661 | 418 | 2.37% |
| Junior subordinated debentures | 6,190 | 423 | 6.83% | 6,190 | 419 | 6.78% |
| TOTAL INTEREST-BEARING LIABILITIES | 779,861 | 8,570 | 1.10% | 739,468 | 5,962 | 0.81% |
| Noninterest-bearing deposits | 223,381 | | | 223,381 | | |
| Other noninterest-bearing liabilities | 12,573 | | | 9,256 | | |
| TOTAL LIABILITIES | 1,041,926 | | | 972,105 | | |
| Total equity | 84,697 | | | 74,710 | | |
| TOTAL LIABILITIES AND EQUITY | 1,126,623 | | | 1,046,815 | | |
| Net interest spread | | | 3.12% | | | 3.27% |
| Net interest income/margin on earning assets | | 36,414 | 3.44% | 34,627 | 3,555% | 3.55% |
| Tax equivalent adjustment | | 241 | | 347 | | |
| Net interest income per financial statements | | 36,655 | | 34,974 | | |

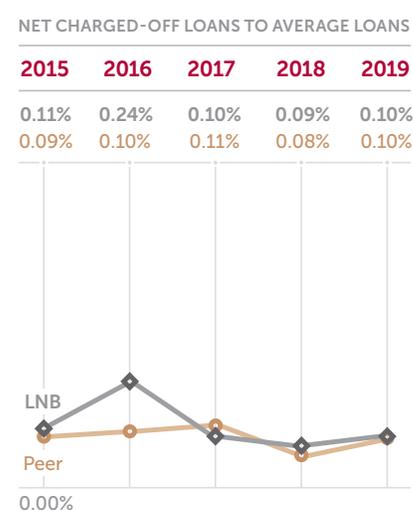
ANALYSIS OF FINANCIAL CONDITION

During 2019, we continued to experience solid loan and deposit growth, supported by a strong capital base. Total assets on December 31, 2019, were \$1.164 billion, an increase of \$82 million or 7.6% over December 31, 2018. Total equity at December 31, 2019, was \$86.8 million, an increase of \$8.8 million or 11.3% over December 31, 2018.

Total loans were \$862.5 million at December 31, 2019, an increase of \$52.4 million or 6.5% from December 31, 2018. We continued to support our strategy of maintaining balance within the loan portfolio between consumer and commercial loans, ending the year with 46% consumer-related loans versus 54% commercial-related loans,



essentially a slight change from last year. We are well-positioned to continue prudent lending to the individuals, families, and businesses here in our Upstate New York marketplace and look forward to another year of solid loan growth.



2019 FINANCIAL HIGHLIGHTS CONT.

We maintain an investment portfolio to provide us with important liquidity considerations and earnings potential. Our investment portfolio consists primarily of United States Agency debt, mortgage-backed securities either guaranteed by the U.S. government or issued by the Federal Home Loan Bank, and state and local government debt. As of December 31, 2019, our investment portfolio totaled \$214.3 million, an increase of \$22.4 million over December 31, 2018, or 11.7%, and it had an average tax-equivalent yield of 2.40% during 2019. Our portfolio classifications are available for sale, which may be used for liquidity purposes as needed and held-to-maturity securities.

TOTAL DEPOSITS (Millions)

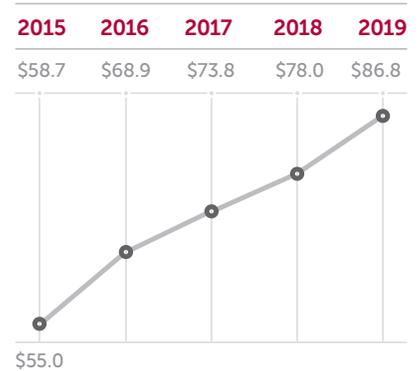


Deposits generated within our local markets are the major source of funds for our lending and investment activities. Total deposits at December 31, 2019, were \$1.029 billion, an increase of \$83.6 million or 8.8% over December 31, 2018. We continued to experience strong growth in our core retail and commercial deposit base, with most of our branches increasing their presence in the communities they serve.

Total equity was \$86.8 million at December 31, 2019. Our Board of Directors is committed to providing a solid return to our shareholders and declared a total of \$1.22 per share in dividends during 2019.

Please refer to our Consolidated Financial Report as of December 31, 2019, for more information regarding our 2019 results.

TOTAL EQUITY (Millions)



DIVIDENDS DECLARED TO NET INCOME



BOARD OF DIRECTORS



Back Row (from left to right): **David J. Breen, Jr.**, Owner & Operator, KD Breen, Inc., **Andrew F. Fredericksen, CPA**, Consulting Partner, Petrella Phillips, LLP, **Joseph A. Fragnoli**, President, Super Casuals, **Dale H. Hemminger**, Principal, Hemdale Farms Inc., **Case A. Marshall**, Vice President & Chief Financial Officer, Marshall Companies, **Joseph P. Bartolotta, Esq.**, Senior Managing Director, R&M Associates, LLC, **James A. Homburger**, Real Estate Broker/Investor, **Bradley A. Person**, President & General Manager, Nuttall and Spacemaker Companies. Middle Row (from left to right): **Kaye E. Stone-Gansz**, President & CEO, Stone Goose Enterprises, Inc., LaGasse Machine & Fabrication, Inc., **Carol A. Snook**, Assistant Vice President & Corporate/Executive Secretary, **Teresa M. Jackson**, Owner, Dudley Poultry Company, **John A. Colaruotolo**, Owner & President, Anco Properties/Builders, Inc. Front Row (from left to right): **Clair J. Britt, Jr.**, Executive Vice President & Chief Commercial Lending Officer, **Robert A. Schick**, Chairman of the Board & CEO, Lyons Bancorp Inc. & LNB, **Thomas L. Kime**, President, LNB.

Selected Financial Data

Year Ended December 31

| | 2019 | 2018 | 2017 | 2016 | 2015 |
|--|-----------|-----------|-----------|---------|---------|
| FINANCIAL STATEMENT HIGHLIGHTS (Thousands \$) | | | | | |
| Assets | 1,163,683 | 1,081,697 | 1,031,844 | 956,132 | 867,633 |
| Loans, gross | 862,509 | 810,136 | 741,860 | 678,691 | 605,201 |
| Deposits | 1,029,485 | 945,837 | 893,256 | 860,073 | 772,111 |
| Other borrowings | 25,000 | 42,000 | 50,000 | 18,000 | 20,126 |
| Junior subordinated debentures | 6,190 | 6,190 | 6,190 | 6,190 | 8,867 |
| Total equity | 86,792 | 78,009 | 73,842 | 68,854 | 58,678 |
| Interest and dividend income | 44,985 | 40,589 | 35,700 | 32,239 | 29,384 |
| Interest expense | 8,571 | 5,962 | 3,981 | 4,213 | 3,532 |
| Net interest income | 36,414 | 34,627 | 31,719 | 28,026 | 25,852 |
| Provision for loan losses | 2,341 | 2,133 | 1,500 | 1,100 | 1,275 |
| Net securities gains | (222) | (35) | (17) | 470 | 167 |
| Net income | 11,005 | 9,992 | 8,009 | 7,596 | 7,366 |

PER SHARE INFORMATION (\$)

| | | | | | |
|--|-------|-------|-------|-------|-------|
| Basic earnings per share | 3.38 | 3.06 | 2.43 | 2.42 | 2.47 |
| Cash dividends declared | 1.22 | 1.14 | 1.05 | 0.95 | 0.78 |
| Book value per share (incl. Conv. Pref.) | 26.38 | 23.61 | 22.31 | 21.59 | 19.51 |
| Book value per share (excl. Conv. Pref.) | 25.82 | 22.95 | 21.60 | | |

Per share data reflects a 2-for-1 stock split in the form of a stock dividend, effective October 30, 2015.

Ratios presented throughout the Annual Report narrative use net income attributable to Lyons Bancorp, Inc.

SELECTED RATIOS

| | | | | | |
|--|--------|--------|--------|--------|--------|
| Return on average assets | 0.98% | 0.95% | 0.80% | 0.85% | 0.88% |
| Return on average shareholders' equity | 12.99% | 13.37% | 10.99% | 10.70% | 13.09% |
| Leverage ratio (Bank) | 8.44% | 8.50% | 8.33% | 8.47% | 8.14% |
| Dividend payout ratio | 37.43% | 38.69% | 44.95% | 41.84% | 31.21% |

OTHER SELECTED DATA (Whole Numbers)

| | | | | | |
|----------------------------------|-----|-----|-----|-----|-----|
| Employees (full-time equivalent) | 217 | 215 | 213 | 197 | 185 |
| Banking offices | 15 | 15 | 14 | 13 | 13 |



Phillip M. McCann

LNB Remembers Our Friend and Teammate, Phil McCann

Phil McCann, our dear friend and colleague, passed away suddenly on Saturday, September 21, 2019. Phil joined the LNB family in June 2009 and served as Executive Vice President and Chief Risk Officer.

In his decade of service with LNB, Phil was responsible for overseeing the Bank's enterprise risk. "Phil's knowledge and professionalism is a contributing factor to the stability of the Bank," said Tom Kime, president, LNB. "His sound decision-making and oversight will have a positive impact on LNB for years to come."

We remember Phil fondly for his love of cars and his spontaneous visits to colleagues with the question, "What's the good word for the day?" Phil was a mentor to many, even to those beyond his departmental scope. His quick smile, funny stories, and friendship are sorely missed.

On behalf of the Board of Directors, the Management team, and the entire LNB family, we offer our deepest condolences to Phil's loving wife, Juli.

ADVISORY BOARDS



LNB's Advisory Boards are comprised of community leaders who live and operate their businesses in the communities we serve. These trusted advisors offer insight regarding important issues facing their local community and provide valuable feedback that helps keep LNB well-aligned with the local economy as well as with the people of the community.

Our Advisory Board members appreciate the value of hometown banking, which is why they choose not only to bank with LNB, but to serve on our Advisory Boards.

Thank you to each of our Advisory Board members. We appreciate your service and guidance!

CANANDAIGUA

J. David Damaske

Parkview Fairways Golf Course

Alexandra M. Farnsworth

Randall Farnsworth Auto Group

Gail D. Herman

The Medicine Shoppe, Canandaigua

Kurt M. Koczent

Thompson Health

Jack W. Moran

Roseland Bowl Family Fun Center

Charles W. Potter

J&T Properties of Canandaigua

CAYUGA COUNTY

Richard L. Beauchine, CPA

Waterloo Container

John F. Bouck

Bouck Real Estate

Mark A. DiVietro, O.D.

Silbert Optical

Salvatore N. Franzone

Ciccino's Pizzeria and Restaurant

Wendy C. LaDuca

*Reflections Medical and
Cosmetic Dermatology*

FARMINGTON

Megan Larmouth Avila

New Energy Works

Thomas G. Ewing

Ewing Graphics, Inc.

John E. Garvey

Retired Ontario County Administrator

Dale L. Hunt

Hunt Properties

Tyler W. Wolk

Rochester Insulated Glass

GENEVA

Stephen J. Blowers

Blowers Agri Service, Inc.

Peter J. D'Amico, Jr.

D'Amico Chrysler Dodge Jeep

Jason S. Feinberg, MD

Finger Lakes Health

Robert S. Flowers

Hobart and William Smith Colleges

Bernard G. Lynch

Lynch Furniture

Anne D. Nenneau

CCN International

Robert J. Tewksbury

Pearl Technologies, Inc.

PENN YAN

Bonnie B. Curbeau

Curbeau Realty

Ryan T. Kennedy

Morgan Marine

James H. Long

Longs' Cards and Books

Paul W. Marble, Jr.

Marble's Automotive and Glass

Henry H. Martin

Town of Benton Dairy Farmer

Steven D. Perry

Knapp & Schlappi Lumber Co., Inc.

Neil J. Simmons

Simmons Vineyards

PERINTON PARK

James W. Diem

Alliance Insurance Group

Arthur S. Elting

Retired Former Owner, Country Rode Werks

Donald R. Fox, Esq.

Partner, Evans & Fox, LLP

Martha M. Malone

Fairport OCED

Howard I. Sharp

RV & E Bike and Skate

J. Lincoln Swedrock, P.E.

BME Associates

SENECA COUNTY

Salvatore N. Franzone

Ciccino's Pizzeria and Restaurant

Rodney D. Littlejohn, DDS, MS

Littlejohn Orthodontics

Kenneth W. Padgett, DO

New York Chiropractic College

Erica L. Paolicelli

Three Brothers Wineries & Estates

Eugene F. Pierce

*Glenora Wine Cellars, Inc., and
Knapp Winery*

Raymond A. Tuuri, Jr.

Finger Lakes Equipment Rental

Stephen J. Wadhams

Wadhams Enterprises, Inc.



**Service,
Integrity &
Commitment
to Community**

is our #1 priority

**Chris Geherin, Builder's
Choice, Demetrius
Murphy, LNB Auburn**



BANKING BUILT FOR BUSINESS

Chris Geherin, Auburn native and owner of Builder's Choice, has long been recognized for his friendly service, his integrity, and his commitment to giving back to his community. When looking for a new banking partner, he wanted a bank that shared these values. To Chris, it's more than simply meeting his personal and business banking needs. It's about partnering with a bank that puts service, integrity, and community above all else.



EXECUTIVE MANAGEMENT



Robert A. Schick
*Chairman of the Board &
Chief Executive Officer*



Thomas L. Kime
President



Clair J. Britt, Jr.
*Executive Vice President &
Chief Commercial Lending Officer*



Stephen V. DeRaddo
*Executive Vice President &
Chief Credit Officer*



Todd F. Juffs
*Executive Vice President & Chief
Technology & Cybersecurity Officer*



Kelly J. Mittiga
*Executive Vice President &
Chief Performance Officer*



Chad J. Proper
*Senior Vice President &
Chief Financial Officer*

BANK OFFICERS AND SUPERVISORS

ADMINISTRATION

Carol A. Snook
Assistant Vice President & Corporate/Executive Secretary

Jenna L. DeBrock
Banking Officer & Executive Administrative Assistant

AUDIT

Melonie L. Tiffany
Assistant Vice President & Director of Internal Audit

BRANCH DIVISION

Jeffrey A. Friend
*Senior Vice President & Director of Market and
Public Relations*

Julieann B. Downey
Assistant Vice President & Branch Manager, Lyons

Charles K. Parkhurst
Assistant Vice President & Branch Manager, Canandaigua

Joshua N. Miller
*Senior Vice President & Director of Branch and
Sales Development*

Steven J. Hasseler
Assistant Vice President & Branch Manager, Newark

Tara R. Rago
Assistant Vice President & Branch Manager, Geneva

Thomas D. Muller
Senior Vice President

Emily E. Hilimire
*Assistant Vice President & Branch Manager,
Seneca County*

Michele L. Waeghe
Assistant Vice President & Branch Manager, Macedon

Demetrius Murphy
Vice President & Branch Manager, Auburn

Susan L. Lockwood
Assistant Vice President & Branch Manager, Wolcott

Cathy J. DeMay
Banking Officer & Assistant Branch Manager, Ontario

Jarrod M. Crawford
Assistant Vice President & Branch Manager, Ontario

Jessica L. Mullins
Assistant Vice President & Branch Manager, Penn Yan

Heidi E. King
Banking Officer & Assistant Branch Manager, Canandaigua

Thomas R. David
*Assistant Vice President & Cash Management
E-Business Solutions Officer*

Greg T. Noel
Assistant Vice President & Branch Operations Manager

Susan L. Snyder
Banking Officer & Assistant Branch Manager, Penn Yan

BANK OFFICERS AND SUPERVISORS CONT.

COMMERCIAL LENDING

Anna M. Bridger

Vice President & Commercial Loan Officer

Mark J. DeBacco

Vice President & Commercial Loan Officer

Stephen V. D'Orazio

Vice President & Commercial Loan Officer

Michael A. Fratto

Vice President & Commercial Loan Officer

Ryan M. Hallings

Vice President & Agricultural/Commercial Loan Officer

James H. King

Vice President & Commercial Loan Officer

Scott A. MacKenzie

Vice President & Agricultural/Commercial Loan Officer

Michael E. Rusinko

Assistant Vice President & Commercial Loan Officer

Kraig M. vonHahmann

Assistant Vice President & Agricultural/Commercial Loan Officer

Daniel R. Wickham

Banking Officer & Agricultural/Commercial Loan Officer

RETAIL & RESIDENTIAL MORTGAGE LENDING

Robert T. MacDonnell

Vice President & Consumer Loan Officer/Underwriter

Craig A. Schojan

Vice President & Mortgage Underwriter

James M. Allison

Assistant Vice President & Mortgage Originator

Joseph M. Arbogast

Assistant Vice President & Mortgage Originator

Valorie A. Heinzman

Assistant Vice President & Mortgage Originator

FINANCIAL SERVICES

Robert T. Koczent

Vice President & Director of Financial Services

David J. DeRaddo

Assistant Vice President & Financial Services Representative

CREDIT ADMINISTRATION & COMPLIANCE

Pamela J. Lee

Vice President & Portfolio Monitoring Officer

Amanda M. McDonald

Vice President & Senior Credit Underwriter

Joyce A. Marble

Assistant Vice President & Compliance/BSA Officer

Cristin M. Menotti

Banking Officer & Credit Underwriter

FINANCE

Shannon M. Romano

Assistant Vice President & Senior Assistant Controller

MARKETING

Barbara L. Hennessy

Vice President & Director of Marketing

HUMAN RESOURCES

Kimberly A. Kelley

Vice President & Director of Human Resources

SECURITY/FACILITIES

Michael J. Colacino

Vice President & Director of Security and Facilities

TRAINING

Deborah A. Odell

Vice President & Director of Training

Sahra D. Tilton

Banking Officer & Learning and Development Specialist

OPERATIONS & IT

Trevor Thomas

Senior Vice President & Director of Operations

Hope A. Alexanian

Vice President & Retail Loan Operations Supervisor

Cheryl M. Graham

Vice President & Deposit Operations Supervisor

Lynnette M. Zelias

Vice President & Commercial Loan Operations Supervisor

Karen D. Lombardozi

Assistant Vice President & Systems Administrator

Jennifer L. Goatsey

Banking Officer & Item Processing Specialist

Jennifer C. Smith

Banking Officer & Mortgage/Home Equity Processor



Celebrating WOW!

Our commitment to going the extra mile is celebrated through WOW! Recognition Awards. Congratulations to all staff members for their focus on customer service and to those who received special acknowledgment for their efforts.



WOW! 2019 Recognition Awards (from left to right): **Ryan Hallings**, Vice President & Agricultural/Commercial Loan Officer, Employee of the Year, **Kim Emperato**, Financial Services Representative, Rookie of the Year, **Allison Verkey**, Assistant Branch Manager, Clyde, Breakthrough Employee of the Year.

2019 QUARTERLY WOW! WINNERS

Paul Loving Austin
ACH/Cash Management Operations Specialist

Bonnie Havens
Document Imaging Specialist

Donna Johnson
Banking Officer, Financial Services Representative

Timothy Lead
Assistant Vice President, Mortgage Underwriter

Kourtlin Simonetti
Mortgage/Home Equity Processor

Cultivating From Within

The following LNB team members were recognized for their drive, hard work, and commitment to excellence. Congratulations on your promotions, and thank you for your contributions.



Todd F. Juffs
Executive Vice President and Chief Technology & Cybersecurity Officer
Promoted from Vice President and Chief Technology & Cybersecurity Officer



Cheryl M. Graham
Vice President and Deposit Operations Supervisor
Promoted from Assistant Vice President and Deposit Operations Supervisor



Craig A. Schojan
Vice President and Mortgage Underwriter
Promoted from Assistant Vice President and Mortgage Underwriter



Craig R. Mietz
Assistant Vice President and Mortgage Originator
Promoted from Banking Officer and Mortgage Originator



Karen D. Lombardozzi
Assistant Vice President and Systems Administrator
Promoted from Banking Officer and Systems Administrator



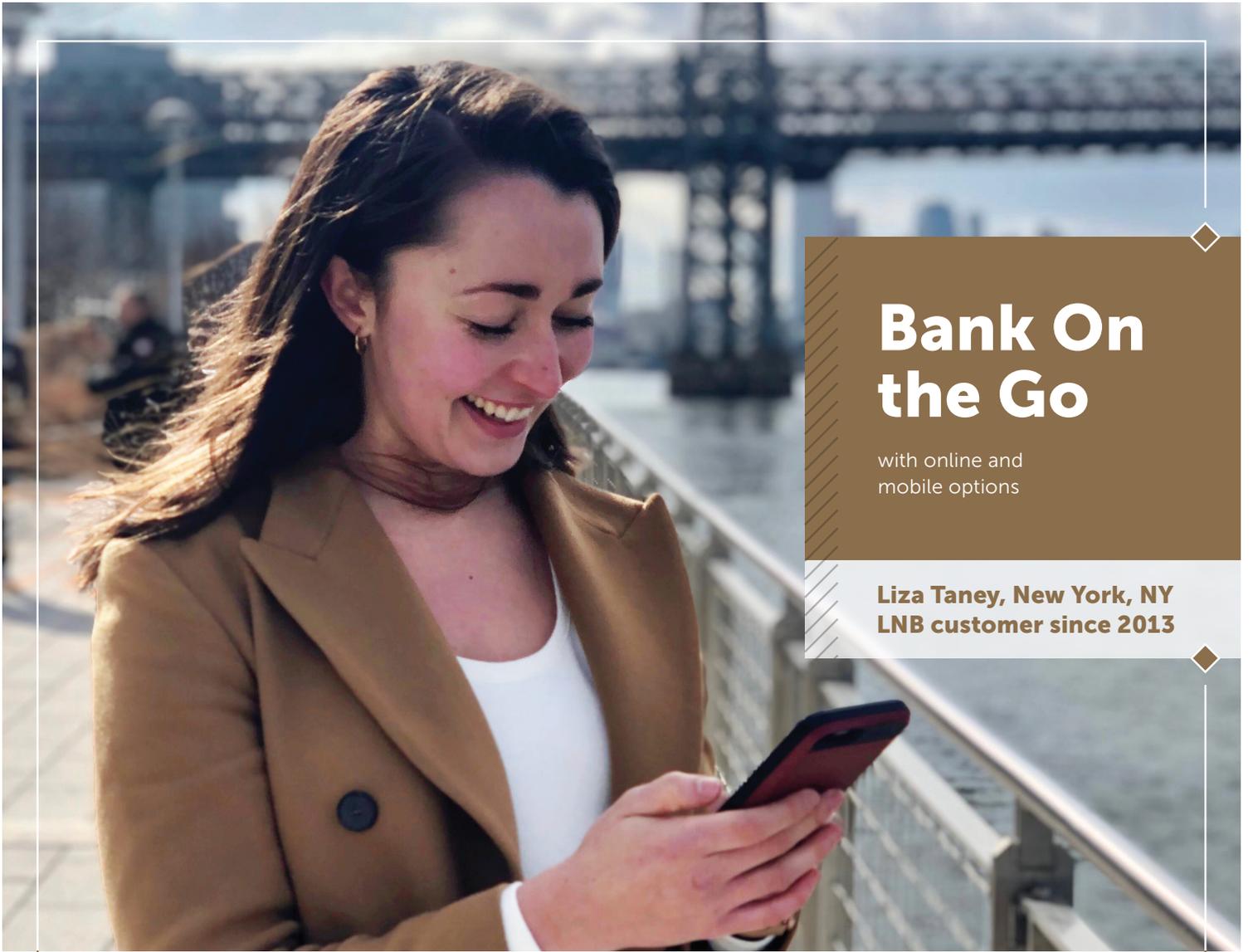
Daniel R. Wickham
Banking Officer and Commercial/Agricultural Loan Officer
Promoted from Commercial/Agricultural Loan Officer



Donna J. Johnson
Banking Officer and Financial Services Representative
Promoted from Financial Services Representative



Jenna L. DeBrock
Banking Officer and Executive Administrative Assistant
Promoted from Executive Administrative Assistant



Bank On the Go

with online and
mobile options

Liza Taney, New York, NY
LNB customer since 2013



BUILDING GREAT SERVICE EXPERIENCES

Keeping our customers top of mind, we strive to create the best customer journey in our branches, online, and in our mobile banking environment. Safe, reliable options provide better banking experiences whether you're close to your hometown bank or miles away, and personal service is always just a phone call away.



LNB BRINGS HOMETOWN BANKING TO FARMINGTON



LNB Farmington Branch Rendering

In December of 2019, LNB officially broke ground on a new, full-service branch office in Farmington. Located at 1423 Hathaway Drive, the property is the site of the historic Hathaway House, one of Farmington's oldest remaining structures.

"LNB is thrilled to become a part of the Farmington community," said Tom Kime, President of LNB. "We have made it a priority to honor the rich

history of this location by partnering with the local historian and Hathaway descendants in a unified effort to maintain the structural components of the building, while giving the Farmington community a beautiful bank that it can enjoy for many years to come."

LNB Farmington—LNB's third location in Ontario County and sixteenth total—is planned to open in Summer 2020.

To support its entry into the Farmington market, LNB has created an advisory board comprised of local business leaders. These trusted advisors will provide LNB's executive team with valuable knowledge and local insights that will guide its decision-making and ensure that LNB is effectively meeting the needs of local businesses and residents alike.



LNB's new branch is located at a prominent intersection on Route 332 in Farmington.



Barn raising is complete with an expected opening in Summer 2020.

MEET THE ADVISORY BOARD



*The Farmington Advisory Board (from left to right): **John Garvey**, retired Ontario County Administrator; **Dale Hunt**, President, Hunt Properties; **Tyler Wolk**, President, Rochester Insulated Glass; **Megan Larmouth Avila**, Communications Director, New Energy Works; and **Tom Ewing**, Owner, Ewing Graphics, Inc.*



IT'S ALL ABOUT PEOPLE.

 **Lyons Bancorp, Inc.**

2019 FINANCIAL REPORT



Mission

The Lyons National Bank is an independent, hometown, community bank with an expanding geographic market. Our mission is to safely and profitably serve all of our customers and communities with the most professional service available. We will accomplish this by making a commitment to our most valuable assets—our employees—to treat them with integrity, compensate them appropriately and provide them with the necessary systems, technology, and appropriate training to enable them to become well-respected professionals. Our employees, in turn, will provide our growing customer base with superior service and respect and will be leaders in promoting the quality of life in the communities we serve.

Vision

The vision of The Lyons National Bank is to be the employer and financial institution of choice and to foster an environment of opportunity, growth, and prosperity for our employees, customers, shareholders, and local communities.

Profile

Lyons Bancorp, Inc. is a financial holding company headquartered in Lyons, New York, with assets of \$1.16 billion as of December 31, 2019. Lyons Bancorp, Inc. has one banking subsidiary, The Lyons National Bank. The Lyons National Bank is a community bank with offices in Clyde, Lyons, Macedon, Newark, Ontario, and Wolcott in Wayne County, Jordan in Onondaga County, Canandaigua, Farmington (*coming 2020*), and Geneva in Ontario County, Penn Yan in Yates County, Waterloo in Seneca County, Fairport in Monroe County, and Auburn in Cayuga County. The Lyons National Bank has one subsidiary, Lyons Realty Associates Corp.

Our Culture—WOW!

WOW! is having a positive attitude and personal conviction to provide customers and fellow employees with a level of service that exceeds their expectations during each and every encounter.

Lyons Bancorp, Inc.

Consolidated Financial Report

December 31, 2019



MANAGEMENT'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING

February 27, 2020

This management report is intended to meet the management reporting requirements under Part 363.2(b) of the FDIC Rules and Regulations and should not be used for any other purpose.

Statement of Management's Responsibilities

The management of Lyons Bancorp, Inc. (the "Institution") is responsible for preparing the Institution's annual financial statements in accordance with generally accepted accounting principles; for establishing and maintaining an adequate internal control structure and procedures for financial reporting, including controls over the preparation of regulatory financial statements in accordance with the instructions for the Consolidated Reports of Condition and Income for a Bank with Domestic Offices Only - FFIEC 041 ("FDIC Call Report"); and for complying with the Federal laws and regulations pertaining to insider loans and the Federal and, if applicable, State laws and regulations pertaining to dividend restrictions.

Management's Assessment of Compliance With Designated Laws and Regulations

The management of the Institution has assessed the Institution's compliance with the Federal laws and regulations pertaining to insider loans and the Federal and, if applicable, State laws and regulations pertaining to dividend restrictions during the year that ended on December 31, 2019. Based upon its assessment, management has concluded that the Institution complied with the Federal laws and regulations pertaining to insider loans and the Federal and, if applicable, State laws and regulations pertaining to dividend restrictions during the fiscal year that ended on December 31, 2019.

Management's Assessment of Internal Control Over Financial Reporting

The Institution's internal control over financial reporting is a process effected by those charged with governance, management, and other personnel, designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of reliable financial statements in accordance with accounting principles generally accepted in the United States of America and financial statements for regulatory reporting purposes, i.e., FDIC Call Report. The Institution's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the Institution; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with accounting principles generally accepted in the United States of America and financial statements for regulatory reporting purposes, and that receipts and expenditures of the Institution are being made only in accordance with authorizations of management and directors of the Institution; and (3) provide reasonable assurance regarding prevention,



LNB Banking.
It's all about people.

or timely detection and correction of unauthorized acquisition, use, or disposition of the Institution's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent, or detect and correct misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies and procedures may deteriorate.

Management assessed the effectiveness of the Institution's internal control over financial reporting, including controls over the preparation of regulatory financial statements in accordance with the instructions for the FDIC Call Report, as of December 31, 2019, based on the framework set forth by the Committee of Sponsoring Organizations of the Treadway Commission ("COSO") in Internal Control-Integrated Framework (2013).

Based upon its assessment, management has concluded that, as of December 31, 2019, the Institution's internal control over financial reporting, including controls over the preparation of regulatory financial statements in accordance with the instructions for the FDIC Call Report, is effective based on the criteria established in Internal Control-Integrated Framework (2013) set forth by COSO.

Management's assessment of the effectiveness of internal control over financial reporting, including controls over the preparation of regulatory financial statements in accordance with the instructions for the FDIC Call Report, as of December 31, 2019, has been audited by Bonadio Co., LLP, an independent public accounting firm, as stated in their report dated February 27, 2020.

Lyons Bancorp, Inc.

Robert A Schick
Chief Executive Officer

Chad Proper
Chief Financial Officer

REPORT OF INDEPENDENT PUBLIC ACCOUNTING FIRM

February 27, 2020

To the Stockholders and the
Board of Directors of Lyons Bancorp Inc.:

Opinion on the Financial Statements

We have audited the accompanying consolidated balance sheets of Lyons Bancorp Inc. and subsidiary as of December 31, 2019 and 2018, and the related consolidated statements of income, comprehensive income, stockholders' equity, and cash flows for the years then ended, and the related notes (collectively referred to as the consolidated financial statements). In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of the Company as of December 31, 2019 and 2018, and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States) (PCAOB), the Company's internal control over financial reporting as of December 31, 2019, based on criteria established in *Internal Control—Integrated Framework (2013)* issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO), and our report dated February 27, 2020, expressed an unqualified opinion.

Basis for Opinion

These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We are a public accounting firm registered with the Public Company Accounting Oversight Board (United States) (PCAOB) and are required to be independent with respect to Lyons Bancorp Inc. and subsidiary in accordance with the relevant ethical requirements relating to our audits, and the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audits in accordance with the auditing standards of the PCAOB and in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement, whether due to error or fraud. Our audits included performing procedures to assess the risks of material misstatement of the consolidated financial statements, whether due to error or fraud, and performing procedures that respond to those risks. Such procedures included examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements. Our audits also included evaluating the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements. We believe that our audits provide a reasonable basis for our opinion.

We have served as the Company's auditor since 2011.

Bonadio & Co., LLP

Bonadio & Co., LLP
Syracuse, New York

REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

February 27, 2020

To the Board of Directors and
Stockholders of Lyons Bancorp Inc.:

Opinion on Internal Control over Financial Reporting

We have audited Lyons Bancorp Inc.'s (the Company's) internal control over financial reporting as of December 31, 2019, based on criteria established in *Internal Control—Integrated Framework (2013)* issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO). In our opinion, the Company maintained, in all material respects, effective internal control over financial reporting as of December 31, 2019, based on criteria established in *Internal Control—Integrated Framework (2013)* issued by COSO.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States) (PCAOB) and in accordance with auditing standards generally accepted in the United States of America, the consolidated balance sheets and the related consolidated statements of income, comprehensive income, stockholders' equity, and cash flows of the Company, and our report dated February 27, 2019, expressed an unqualified opinion.

Basis for Opinion

The Company's management is responsible for maintaining effective internal control over financial reporting, and for its assessment of the effectiveness of internal control over financial reporting, included in the accompanying Management's Report on Internal Control Over Financial Reporting. Our responsibility is to express an opinion on the Company's internal control over financial reporting based on our audit. We are a public accounting firm registered with the PCAOB and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audit in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects. Our audit of internal control over financial reporting included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. Our audit also included performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

Definition and Limitations of Internal Control over Financial Reporting

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles.

Definition and Limitations of Internal Control over Financial Reporting (Continued)

A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Bonadio & Co., LLP

Bonadio & Co., LLP
Syracuse, New York

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Lyons Bancorp, Inc.

Consolidated Balance Sheets

December 31, 2019 and 2018

| Assets | 2019 | 2018 |
|---|---------------------|---------------------|
| | (In thousands) | |
| Cash and due from banks | \$ 15,900 | \$ 18,696 |
| Interest-bearing deposits in banks | 21,456 | 17,437 |
| Investment securities: | | |
| Available for sale | 205,390 | 184,665 |
| Held to maturity | 2,071 | - |
| Restricted equity securities | 6,880 | 7,254 |
| Total Investment Securities | 214,341 | 191,919 |
| Loans | 862,509 | 810,136 |
| Less allowance for loan losses | (11,555) | (10,035) |
| Net Loans | 850,954 | 800,101 |
| Land, premises and equipment, net | 24,322 | 24,136 |
| Bank-owned life insurance | 18,666 | 16,377 |
| Accrued interest receivable and other assets | 18,044 | 13,031 |
| Total Assets | \$ 1,163,683 | \$ 1,081,697 |
| Liabilities and Equity | | |
| Liabilities | | |
| Deposits: | | |
| Interest-bearing | \$ 770,625 | \$ 711,993 |
| Non-interest-bearing | 258,860 | 233,844 |
| Total Deposits | 1,029,485 | 945,837 |
| Borrowings from Federal Home Loan Bank | 25,000 | 42,000 |
| Junior subordinated debentures | 6,190 | 6,190 |
| Accrued interest payable and other liabilities | 16,216 | 9,661 |
| Total Liabilities | 1,076,891 | 1,003,688 |
| Equity | | |
| Lyons Bancorp, Inc. stockholders' equity: | | |
| Preferred stock | 3 | 3 |
| Common stock | 1,599 | 1,599 |
| Paid-in capital | 19,385 | 19,342 |
| Retained earnings | 70,558 | 63,949 |
| Accumulated other comprehensive loss | (3,709) | (6,404) |
| Treasury stock, at cost | (1,100) | (536) |
| Total Lyons Bancorp, Inc. Stockholders' Equity | 86,736 | 77,953 |
| Noncontrolling interest | 56 | 56 |
| Total Equity | 86,792 | 78,009 |
| Total Liabilities and Equity | \$ 1,163,683 | \$ 1,081,697 |

See notes to consolidated financial statements.

Lyons Bancorp, Inc.

Consolidated Statements of Income Years Ended December 31, 2019 and 2018

| | 2019 | 2018 |
|---|---------------------------------------|-----------------|
| | (In thousands, except per share data) | |
| Interest Income | | |
| Loans | \$ 39,173 | \$ 35,596 |
| Investment securities: | | |
| Taxable | 4,833 | 3,605 |
| Non-taxable | 979 | 1,388 |
| Total Interest Income | <u>44,985</u> | <u>40,589</u> |
| Interest Expense | | |
| Deposits | 7,928 | 5,125 |
| Borrowings | 643 | 837 |
| Total Interest Expense | <u>8,571</u> | <u>5,962</u> |
| Net Interest Income | 36,414 | 34,627 |
| Provision for Loan Losses | <u>2,341</u> | <u>2,133</u> |
| Net Interest Income after Provision for Loan Losses | <u>34,073</u> | <u>32,494</u> |
| Noninterest Income | | |
| Service charges on deposit accounts | 3,247 | 3,243 |
| Cardholder fees | 2,867 | 2,695 |
| Realized gains on loans sold | 2,021 | 1,386 |
| Loan servicing fees | 1,966 | 1,819 |
| Financial services fees | 1,263 | 1,165 |
| Earnings on investment in bank owned life insurance | 369 | 377 |
| Net realized losses from sales of securities | (222) | (35) |
| Gain from BOLI death benefit | 1,227 | - |
| Other | 693 | 557 |
| Total Noninterest Income | <u>13,431</u> | <u>11,207</u> |
| Noninterest Expense | | |
| Salaries and wages | 14,216 | 13,132 |
| Pensions and benefits | 5,537 | 3,336 |
| Occupancy | 3,145 | 3,122 |
| Professional fees | 2,378 | 2,095 |
| Data processing | 1,877 | 1,817 |
| Cardholder expense | 1,298 | 1,193 |
| Advertising | 1,044 | 1,071 |
| FDIC and OCC assessments | 335 | 783 |
| Office supplies | 232 | 325 |
| Other | 3,948 | 4,052 |
| Total Noninterest Expense | <u>34,010</u> | <u>30,926</u> |
| Income before Income Taxes | 13,494 | 12,775 |
| Income Tax Expense | <u>2,484</u> | <u>2,778</u> |
| Net income attributable to noncontrolling interest and Lyons Bancorp, Inc. | 11,010 | 9,997 |
| Net income attributable to noncontrolling interest | 5 | 5 |
| Net income attributable to Lyons Bancorp, Inc. | <u>11,005</u> | <u>9,992</u> |
| Preferred stock dividends | 250 | 250 |
| Net Income available to common shareholders | <u>\$ 10,755</u> | <u>\$ 9,742</u> |
| Earnings Per Share – basic | <u>\$ 3.38</u> | <u>\$ 3.06</u> |
| Earnings Per Share – diluted | <u>\$ 3.33</u> | <u>\$ 3.03</u> |

See notes to consolidated financial statements.

Lyons Bancorp, Inc.

Consolidated Statements of Comprehensive Income Years Ended December 31, 2019 and 2018

| | <u>2019</u> | <u>2018</u> |
|--|------------------|-----------------|
| | (In thousands) | |
| Net income | \$ 11,005 | \$ 9,992 |
| Other comprehensive income (loss) : | | |
| Securities available for sale: | | |
| Net unrealized gains (losses) during the year | 4,834 | (2,170) |
| Reclassification adjustment for losses included in income | 222 | 35 |
| Securities held to maturity: | | |
| Pension and postretirement benefits: | | |
| Amortization of prior service credit | (4) | (3) |
| Amortization of net loss | 152 | 92 |
| Net actuarial losses | (1,625) | (519) |
| Cash flow hedge: | | |
| (Losses) gains on the effective portion of cash flow hedge | (117) | 6 |
| Reclassification adjustment for losses included in income | <u>113</u> | <u>127</u> |
| | <u>3,575</u> | <u>(2,432)</u> |
| Tax (expense) benefit | <u>(894)</u> | <u>685</u> |
| Other comprehensive income (loss) | <u>2,681</u> | <u>(1,747)</u> |
| Comprehensive income | <u>\$ 13,686</u> | <u>\$ 8,245</u> |

See notes to consolidated financial statements.

Lyons Bancorp, Inc.

Consolidated Statements of Stockholders' Equity Years Ended December 31, 2019 and 2018

(In thousands, except per share data)

| | Preferred Stock | Common Stock | Paid-In Capital | Retained Earnings | Accumulated Other Comprehensive Loss | Treasury Stock | Noncontrolling Interest | Total |
|--|--------------------|-----------------|--------------------|----------------------|---|-------------------|----------------------------|------------------|
| Balance - January 1, 2018 | \$3 | \$1,599 | \$19,317 | \$57,693 | \$(4,527) | \$(297) | \$56 | \$ 73,844 |
| Net income attributable to noncontrolling interests and Lyons Bancorp, Inc. | - | - | - | 9,992 | - | - | 5 | 9,997 |
| Total other comprehensive loss, net | - | - | - | - | (1,747) | - | - | (1,747) |
| Cumulative effect of change in measurement of equity securities ⁽²⁾ | - | - | - | 130 | (130) | - | - | - |
| Deferred compensation shares awarded | - | - | 25 | - | - | 343 | - | 368 |
| Dividends to noncontrolling interests | - | - | - | - | - | - | (5) | (5) |
| Preferred cash dividends declared, \$50.00 per share | - | - | - | (250) | - | - | - | (250) |
| Cash dividends declared, \$1.14 per share | - | - | - | (3,616) | - | - | - | (3,616) |
| Balance - December 31, 2018 | 3 | 1,599 | 19,342 | 63,949 | (6,404) | (536) | 56 | \$ 78,009 |
| Net income attributable to noncontrolling interests and Lyons Bancorp, Inc. | - | - | - | 11,005 | - | - | 5 | 11,010 |
| Total other comprehensive income, net | - | - | - | - | 2,681 | - | - | 2,681 |
| Reclassification of lease ASU 2016 - 02 ⁽³⁾ | - | - | - | (262) | - | - | - | (262) |
| Reclassification of stranded tax effect ⁽¹⁾ | - | - | - | (14) | 14 | - | - | - |
| Purchase of treasury stock | - | - | - | - | - | (858) | - | (858) |
| Deferred compensation shares awarded | - | - | 43 | - | - | 294 | - | 337 |
| Dividends to noncontrolling interests | - | - | - | - | - | - | (5) | (5) |
| Preferred cash dividends declared, \$50.00 per share | - | - | - | (250) | - | - | - | (250) |
| Cash dividends declared, \$1.22 per share | - | - | - | (3,870) | - | - | - | (3,870) |
| Balance - December 31, 2019 | <u>\$ 3</u> | <u>\$ 1,599</u> | <u>\$ 19,385</u> | <u>\$ 70,558</u> | <u>\$ (3,709)</u> | <u>\$ (1,100)</u> | <u>\$ 56</u> | <u>\$ 86,792</u> |

- (1) Reclassification adjustment from accumulated other comprehensive loss to retained earnings for stranded tax effects resulting from the newly enacted Federal corporate income tax rate of 21% in accordance with the early adoption of ASU 2018-02.
- (2) Cumulative effect of unrealized gain on marketable equity securities based on the adoption of ASU 2016-01 Financial Instruments overall (subtopic 825-10) Recognition and measurement of financial assets and liabilities.
- (3) Cumulative effect adjustment to retained earnings based on the adoption of ASU 2016-02 Leases (Topic 842).

See notes to consolidated financial statements.

Consolidated Statements of Cash Flows

Years Ended December 31, 2019 and 2018

| | <u>2019</u> | <u>2018</u> |
|---|------------------|------------------|
| | (In thousands) | |
| Cash Flows from Operating Activities | | |
| Net income | \$ 11,005 | \$ 9,992 |
| Adjustments to reconcile net income to net cash provided by operating activities: | | |
| Provision for loan losses | 2,341 | 2,133 |
| Earnings on investment in bank owned life insurance | (369) | (376) |
| Gain on bank owned life insurance death benefit | (1,227) | - |
| Net realized loss from sales of securities | 222 | 35 |
| Realized gain on loans sold | (1,948) | (1,386) |
| Gain on sale of real estate owned and other repossessed assets | (72) | - |
| Deferred compensation expense | 1,786 | 297 |
| Net amortization on securities | 188 | 424 |
| Depreciation and amortization | 1,237 | 1,218 |
| Deferred income tax expense (benefit) | (274) | (2,043) |
| Contribution to defined benefit pension plan | (1,500) | - |
| Decrease (increase) in accrued interest receivable and other assets | (1,540) | 466 |
| Increase in accrued interest payable and other liabilities | 811 | 2,483 |
| Loans originated for sale | (92,469) | (82,347) |
| Proceeds from sales of loans | 89,322 | 84,550 |
| | <u>7,513</u> | <u>15,446</u> |
| Net Cash Provided by Operating Activities | | |
| Cash Flows from Investing Activities | | |
| Change in Interest Bearing Deposits at other Financial Institutions | (4,019) | 2,159 |
| Purchases of securities available for sale | (121,655) | (6,027) |
| Proceeds from sales of securities available for sale | 38,870 | 4,263 |
| Proceeds from maturities and calls of securities available for sale | 66,704 | 20,804 |
| Purchases of held to maturity securities | (2,071) | - |
| Net (increase) decrease in restricted equity securities | 374 | 86 |
| Net increase in portfolio loans | (48,099) | (69,819) |
| Purchase of bank owned life insurance | (2,700) | - |
| Proceeds from bank owned life insurance death benefit | 2,007 | - |
| Premises and equipment purchases, net | (1,423) | (2,076) |
| | <u>(72,012)</u> | <u>(50,610)</u> |
| Net Cash Used in Investing Activities | | |
| Cash Flows from Financing Activities | | |
| Net increase in demand and savings deposits | 34,699 | 7,303 |
| Net increase in time deposits | 48,949 | 45,278 |
| Net increase (decrease) in overnight borrowings from Federal Home Loan Bank | (17,000) | (8,000) |
| Preferred stock dividend | (250) | (250) |
| Purchase of treasury stock | (858) | (582) |
| Dividends paid | (3,837) | (3,527) |
| | <u>61,703</u> | <u>40,222</u> |
| Net Cash Provided by Financing Activities | | |
| | (2,796) | 5,058 |
| Cash and Cash Equivalents – Beginning | <u>18,696</u> | <u>13,638</u> |
| Cash and Cash Equivalents – Ending | <u>\$ 15,900</u> | <u>\$ 18,696</u> |
| Supplementary Cash Flow Information | | |
| Interest paid | <u>\$ 8,478</u> | <u>\$ 5,516</u> |
| Income taxes paid, net of refund received | <u>\$ 2,484</u> | <u>\$ 4,446</u> |

See notes to consolidated financial statements.

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 1 - Summary of Significant Accounting Policies

Nature of Operations

Lyons Bancorp, Inc. (the Company) provides a full range of commercial and retail banking services to individual and small business customers through its wholly-owned subsidiary, The Lyons National Bank (the Bank). The Bank's operations are conducted in fifteen branches located in Wayne, Onondaga, Yates, Ontario, Monroe, Seneca and Cayuga Counties, New York. The Company and the Bank are subject to the regulations of certain federal agencies and undergo periodic examinations by those regulatory authorities.

The Company owns all of the voting common shares of Lyons Capital Statutory Trust I (Trust I), Lyons Capital Statutory Trust II (Trust II), and Lyons Statutory Trust IV (Trust IV). Trust I was formed in 2003, Trust II was formed in 2004, and Trust IV was formed in 2016. The Trusts were each formed for the purpose of securitizing trust preferred securities, the proceeds of which were advanced to the Company and contributed to the Bank as additional capital.

The Bank owns all of the voting stock of Lyons Realty Associates Corp. (LRAC). LRAC is a real estate investment trust which holds a portfolio of real estate mortgages. In order to maintain its status as a real estate investment trust, LRAC holds the real estate mortgages until they are paid. The real estate mortgages held by LRAC are included in loans on the consolidated balance sheets.

Basis of Presentation

The consolidated financial information included herein combines the results of operations, the assets, liabilities, and shareholders' equity (including comprehensive income or loss) of the Company and all entities in which the Company has a controlling financial interest. All significant intercompany balances and transactions are eliminated in consolidation.

Reclassification

Amounts in the prior year consolidated financial statements are reclassified when necessary to conform to the current year's presentation.

Use of Estimates

The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America (GAAP) requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. Material estimates that are particularly susceptible to significant change in the near future relate to the determination of the allowance and provision for loan losses, actuarial assumptions associated with the Company's benefit plans and deferred tax assets and liabilities.

Investment Securities

Securities are classified as held to maturity and carried at amortized cost when management has the positive intent and ability to hold them until maturity. Debt securities to be held for indefinite periods of time are classified as available for sale and carried at fair value, with the unrealized holding gains

Note 1 - Summary of Significant Accounting Policies (Continued)

and losses reported as a component of other comprehensive income, net of tax. Securities held for resale for liquidity purposes are classified as trading and are carried at fair value, with changes in unrealized holding gains and losses included in income. Management determines the appropriate classification of securities at the time of purchase.

Purchase premiums and discounts are recognized in interest income using the interest method or methods that approximate the interest method over the terms of the securities. Interest and dividends on securities are recognized in interest income using the interest method over the terms of the securities. Gains and losses on the sale of securities are determined using the specific identification method and are recorded on the trade date.

On a quarterly basis, the Company performs an assessment to determine whether there have been any events or economic circumstances indicating that a security with an unrealized loss has suffered other-than-temporary impairment. A security is considered impaired if the fair value is less than its amortized cost basis at the reporting date. If impaired, the Company then assesses whether the unrealized loss is other-than-temporary. The assessment considers (i) whether the Company intends to sell the security prior to recovery and/or maturity, (ii) whether it is more likely than not that the Company will have to sell the security prior to recovery and/or maturity and (iii) if the present value of the expected cash flows is not sufficient to recover the entire amortized cost basis. If a debt security is deemed to be other-than-temporarily impaired, the credit loss component of an other-than-temporary impairment write-down is recorded in earnings while the remaining portion of the impairment loss is recognized, net of tax, in other comprehensive income provided that the Company does not intend to sell the underlying security and it is more-likely-than not that the Company would not have to sell the security prior to recovery.

The Company considers the following factors in determining whether a credit loss exists and the period over which the security is expected to recover:

- The length of time and the extent to which the fair value has been less than the amortized cost basis;
- The level of credit enhancement provided by the structure which includes, but is not limited to, credit subordination positions, excess spreads, overcollateralization, protective triggers;
- Changes in the near term prospects of the issuer or underlying collateral of a security, such as changes in default rates, loss severities given default and significant changes in prepayment assumptions;
- The level of excess cash flow generated from the underlying collateral supporting the principal and interest payments of the debt securities; and
- Any adverse change to the credit conditions of the issuer of the security such as credit downgrades by the rating agencies.

Note 1 - Summary of Significant Accounting Policies (Continued)

Loans

The Bank grants real estate, commercial and consumer loans to its customers. A substantial portion of the loan portfolio is represented by real estate loans in Wayne, Ontario, Monroe, Yates, Onondaga, Seneca and Cayuga Counties. The Company's loan portfolio includes residential real estate, commercial real estate, agricultural real estate, commercial and agricultural loans, and consumer installment classes. Residential real estate loans include classes for 1-4 family and home equity loans. Consumer installment loans include classes for direct and indirect loans.

Loans that management has the intent and ability to hold for the foreseeable future or until maturity or payoff are stated at their outstanding unpaid principal balances, net of an allowance for loan losses and any deferred fees or costs. Interest income is accrued on the unpaid principal balance. Loan origination fees, net of certain direct origination costs, are deferred and recognized as an adjustment of the yield (interest income) of the related loans. The Bank is generally amortizing these amounts over the contractual life of the loan. Premiums and discounts on purchased loans are amortized as adjustments to interest income using the effective yield method.

Interest income is accrued on the unpaid principal balance. The accrual of interest on loans is discontinued at the time the loan is 90 days past due unless the credit is well-secured and in process of collection. Credit card loans and other personal loans are typically charged off no later than 180 days past due. Past due status is based on contractual terms of the loan. In all cases, loans are placed on nonaccrual or charged-off at an earlier date if collection of principal or interest is considered doubtful. All interest accrued but not collected for loans that are placed on nonaccrual or charged off is reversed against interest income or the allowance for loan losses if the interest income was earned in a prior period. The interest on these loans is accounted for on the cash-basis or cost-recovery method, until qualifying for return to accrual. Loans are returned to accrual status when all the principal and interest amounts contractually due are brought current and future payments are reasonably assured.

Management, considering current information and events regarding the borrowers' ability to repay their obligations, considers a loan to be impaired when it is probable that the Company will be unable to collect all amounts due according to the contractual terms of the loan agreement. When a loan is considered to be impaired, the amount of the impairment is measured based on the present value of expected future cash flows discounted at the loan's effective interest rate, or at the loan's observable fair value or the fair value of underlying collateral if the loan is collateral-dependent. Impairment losses are included in the allowance for loan losses through a charge to the provision for loan losses. Cash receipts on impaired loans are generally applied to reduce the principal balance outstanding. In considering loans for evaluation of impairment, management generally excludes smaller balance, homogeneous loans: residential mortgage loans, home equity loans, and all consumer loans, unless subject to a troubled debt restructuring. These loans are collectively evaluated for risk of loss.

Loans Held for Sale

Generally, loans held for sale consist of residential mortgage loans that are originated and are intended to be sold through agreements the Bank has with the Federal Home Loan Bank (FHLB) and the Federal Home Loan Mortgage Corporation (Freddie Mac). Realized gains and losses on sales are

Note 1 - Summary of Significant Accounting Policies (Continued)
Loans Held for Sale – (Continued)

computed using the specific identification method. These loans are carried on the consolidated balance sheets at the lower of cost or estimated fair value determined in the aggregate. Residential loans held for sale totaled \$9.6 million and \$4.5 million at December 31, 2019 and 2018, respectively, and are included in loans on the consolidated balance sheets.

During 2019 and 2018, the Company sold residential mortgage loans totaling \$89.3 million and \$84.5 million, respectively, and realized gains on these sales were \$1.9 million and \$1.4 million, respectively. These residential real estate loans are generally sold without recourse in accordance with standard secondary market loan sale agreements. When residential mortgage loans are sold, the Company typically retains all servicing rights, which provides the Company with a source of fee income. In connection with the sales in 2019 and 2018, the Company recorded mortgage-servicing assets of \$942,000 and \$759,000, respectively. Amortization of mortgage-servicing assets amounted to \$447,000 in 2019 and \$273,000 in 2018. Net mortgage-servicing assets included in the consolidated balance sheets totaled \$2.6 million and \$2.1 million, net of amortization, as of December 31, 2019 and 2018, respectively.

Government-guaranteed loans which may be sold after origination are not classified as held for sale in as much as sale of such loans is largely dependent upon the extent to which gains may be realized.

During 2019 and 2018, the Company sold no commercial loans. There were no commercial loans held for sale at December 31, 2019 or 2018.

Total loans serviced for others amounted to \$398.0 million and \$353.3 million at December 31, 2019 and 2018, respectively.

Allowance for Loan Losses

The allowance for loan losses (allowance) is established as losses are estimated to have occurred in the loan portfolio. The allowance is recorded through a provision for loan losses charged to earnings. Loan losses are charged against the allowance when management believes the uncollectibility of a loan balance is confirmed. Subsequent recoveries, if any, are credited to the allowance.

The allowance is evaluated on a regular basis by management and is based upon management's periodic review of the collectability of the loans in light of historical experience, the nature and volume of the loan portfolio, adverse situations that may affect the borrower's ability to repay, estimated value of any underlying collateral and prevailing economic conditions. This evaluation is inherently subjective as it requires estimates that are susceptible to significant revision as more information becomes available.

The allowance consists of general, specific and unallocated components as further described below.

General Component

The general component of the allowance is based on historical loss experience adjusted for qualitative factors stratified by the following loan classes: residential real estate, commercial real estate,

Note 1 - Summary of Significant Accounting Policies (Continued)
Allowance for Loan Losses – (Continued)

agricultural real estate, commercial and agricultural loans, and consumer installment segments. Management uses a rolling average of historical losses based on a time frame appropriate to capture relevant loss data for each loan class. The historical loss factor is adjusted for the following qualitative factors: levels and trends in delinquencies; trends in volume and terms of loans; effects of changes in risk selection and underwriting standards and other changes in lending policies, procedures and practices; experience/ability/depth of lending management and staff; and national and local economic trends and conditions. There were no changes in the Company's policies or its methodology pertaining to the general component of the allowance during 2019 or 2018.

The qualitative factors are determined based on the various risk characteristics of each loan type. Risk characteristics relevant to each loan type are as follows:

Residential real estate - The Company generally does not originate loans with a loan-to-value ratio greater than 80 percent and does not grant subprime loans. The majority of loans in this segment are collateralized by owner-occupied residential real estate and repayment is dependent on the credit quality of the individual borrower. The overall health of the economy, including unemployment rates and housing prices, will have an effect on the credit quality in this class.

Commercial real estate - Loans in this class represent both extensions of credit for owner-occupied real estate and income-producing properties throughout the local region. The underlying cash flows of the operating commercial businesses (owner-occupied) and income properties (non-owner-occupied) can be adversely impacted by a downturn in the economy as evidenced by increased vacancy rates, which in turn, will have an effect on the credit quality in this class. In a majority of cases, the Company obtains rent rolls annually and continually monitors the cash flows of non-owner occupied loans commensurate with sound lending practices.

Agricultural real estate – Loans in this class represent extensions of credit for owner-occupied agricultural real estate throughout the local region. The underlying cash flows generated by the agribusinesses can be adversely impacted by adverse climate and a weakened economy, which in turn, will have an effect on the credit quality in this class. Management obtains annual tax returns and continually monitors the cash flows of these loans commensurate with sound lending practices.

Commercial and Agricultural loans – Loans in these classes are made to businesses and generally secured by the assets of the business. Repayment is expected from the cash flows of the business. A weakened economy, and resultant decreased consumer spending, will have an effect on the credit quality in this class.

Consumer installment loans – Loans in this segment may be secured or unsecured and repayment is dependent on the credit quality of the individual borrower. Unemployment rates will have an effect on the credit quality in this class.

Specific Component

The specific component relates to loans that are classified as impaired. Impairment is measured on a loan by loan basis for commercial and agricultural loans, commercial real estate and agricultural real estate by either the present value of expected future cash flows discounted at the loan's effective interest rate or the fair value of the collateral, less costs to sell, if determined to be more appropriate. An allowance is established when the discounted cash flow or collateral value of the impaired loan is lower than the carrying value of that loan. Large groups of smaller balance homogeneous loans are collectively evaluated for impairment. Accordingly, the Company does not separately

Note 1 - Summary of Significant Accounting Policies (Continued)

Allowance for Loan Losses – (Continued)

identify individual consumer or residential real estate loans for impairment disclosures, unless such loans are subject to a troubled debt restructuring agreement.

A loan is considered impaired when, based on current information and events, it is probable that the Company will be unable to collect the scheduled payments of principal or interest when due according to the contractual terms of the loan agreement. Factors considered by management in determining impairment include payment status, collateral value, and the probability of collecting scheduled principal and interest payments when due.

All impaired loans require appraisals and/or chattel evaluations within 180 days of impairment, unless existing evaluation is less than 24 months old and no market or physical deterioration is noted. Re-appraisals and/or re-evaluations are conducted whenever deemed appropriate, but typically performed on a 24-month cycle if repayment is predicated upon liquidation of collateral and evidence suggests collateral values may have deteriorated.

Loans that experience insignificant payment delays and payment shortfalls generally are not classified as impaired. Management determines the significance of payment delays and payment shortfalls on a case-by-case basis, taking into consideration all of the circumstances surrounding the loan and the borrower, including the length of the delay, the reason for the delay, the borrower's prior payment record, and the amount of the shortfall in relation to the principal and interest owed.

Unallocated Component

An unallocated component is maintained to cover uncertainties that could affect management's estimate of probable losses. The unallocated component of the allowance reflects the margin of imprecision inherent in the underlying assumptions used in the methodologies for estimating allocated and general reserves in the portfolio.

Troubled Debt Restructurings

A modification of a loan constitutes a troubled debt restructuring ("TDR") when a borrower is experiencing financial difficulty and the modification constitutes a concession. Loans modified in a TDR often involve temporary interest-only payments, term extensions, reducing the interest rate for the remaining term of the loan, extending the maturity date at an interest rate lower than the current market rate for new debt with similar risk, requesting additional collateral, releasing collateral for consideration, or substituting or adding a new borrower or guarantor. TDRs are measured at the present value of estimated future cash flows using the loans effective rate at inception. For TDRs that subsequently default, the Company determines the amount of the allowance on that loan in accordance with the accounting policy for the allowance for loan losses on loans individually identified as impaired.

Nonaccrual loans that are restructured remain on nonaccrual status, but may move to accrual status after they have performed according to the restructured terms for a period of time of at least six months.

Land, Premises and Equipment

Land is stated at cost. Premises and equipment are recorded at cost and are generally depreciated by the straight-line method over the estimated useful lives of the assets. Buildings are generally depreciated over a useful life of thirty-nine and one half years, furniture and equipment over a useful life of three to seven years, and leasehold improvements over the lesser of the asset's useful life or the term of the lease.

Note 1 - Summary of Significant Accounting Policies (Continued)

Bank Owned Life Insurance

Bank owned life insurance (BOLI) was purchased by the Bank as a financing tool for employee benefits and to fund discriminatory retirement benefits for the Board of Directors and executive management. The value of life insurance financing is the tax preferred status of increases in life insurance cash values and death benefits and the cash flow generated at the death of the insured. The proceeds or increases in cash surrender value of the life insurance policy results in tax-exempt income to the Company. The largest risk to the BOLI program is credit risk of the insurance carriers. To mitigate this risk, annual financial condition reviews are completed on all carriers. BOLI is stated on the Company's consolidated balance sheets at its current cash surrender value. Increases in BOLI's cash surrender value are reported as noninterest income in the Company's consolidated statements of income.

Due to the passing of an executive officer in September 2019, we recognized a gain on BOLI in the amount of \$1,227,000.

Foreclosed Real Estate

Included in other assets are real estate properties acquired through, or in lieu of, loan foreclosure. These properties are initially recorded at fair value less estimated selling costs at the date of foreclosure. Any write-downs based on the asset's fair value at date of foreclosure are charged to the allowance for loan losses. After foreclosure, property held for sale is carried at the lower of the new basis or fair value less any costs to sell. Costs of significant property improvements are capitalized, whereas costs relating to holding property are expensed. Valuations are periodically performed by management, and any subsequent write-downs are recorded as a charge to operations, if necessary, to reduce the carrying value of the property to the lower of its cost or fair value less cost to sell. The recorded investment in residential real estate in process of foreclosure at December 31, 2019 and 2018 was approximately \$892,000 and \$541,000, respectively. There was no foreclosed real estate at December 31, 2019 or 2018.

Mortgage Servicing Rights

When mortgage loans are sold with servicing retained, servicing rights are initially recorded at fair value with the income statement effect recorded in gains on sales of loans. Fair value is based on market prices for comparable mortgage servicing contracts, when available or alternatively, is based on a valuation model that calculates the present value of estimated future net servicing income. All classes of servicing assets are subsequently measured using the amortization method which requires servicing rights to be amortized into noninterest income in proportion to, and over the period of, the estimated future net servicing income of the underlying costs.

Servicing rights are evaluated for impairment based on the fair value of the rights as compared to carrying amount. Impairment is determined by stratifying rights into groupings based on predominant risk characteristics, such as interest rate, loan type and investor type. Impairment is recognized through a valuation allowance for an individual grouping, to the extent that fair value is less than the carrying amount. If the Company later determines that all or a portion of the impairment no longer exists for a particular grouping, a reduction of the allowance may be recorded as an increases to income. The fair value of servicing rights are subject to significant fluctuations as a result of changes in estimated and actual prepayment speeds and default rates and losses.

Servicing fee income, which is reported on the income statement as loan servicing fees, is recorded for fees earned for servicing loans. The fees are based on a contractual percentage of the outstanding principal; or a fixed amount per loan and are recorded as income when earned. The amortization of mortgage servicing rights is netted against loan

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 1 - Summary of Significant Accounting Policies (Continued) **Mortgage Servicing Rights (Continued)**

servicing fee income. Servicing fees totaled \$1,966,000 and \$1,819,000 for the years ended December 31, 2019 and 2018. Late fees and ancillary fees related to loan servicing are not material.

Restricted Equity Securities

The Bank is a member of the FHLB system. Members are required to own a certain amount of stock based on the level of borrowings and other factors, and may invest in additional amounts. FHLB stock is carried at cost, classified as a restricted security and periodically evaluated for impairment based on ultimate recovery of par value. Both cash and stock dividends are reported as income.

The Bank is a member of its regional Federal Reserve Bank. FRB stock is carried at cost, classified as a restricted equity security, and periodically evaluated for impairment based on ultimate recovery of par value. Both cash and stock dividends are reported as income.

Treasury Stock

Treasury stock is recorded at cost. Shares are reissued on the average cost method on a first in, first out basis, except for issuance of deferred compensation shares, which are discussed in Note 11.

Interest Rate Swap Agreements

The Company utilizes interest rate swap agreements as part of its management of interest rate risk to modify the repricing characteristics of its floating-rate junior subordinate debentures and to hedge fixed rate assets on the consolidated balance sheets that are funded by short-term and variable liabilities. For these swap agreements, amounts receivable or payable are recognized as accrued under the terms of the agreement, and the net differential is recorded as an adjustment to interest expense of the related hedged item. The interest rate swap agreements are designated as a cash flow hedge. Therefore, the effective portion of the swap's unrealized gain or loss was initially recorded as a component of other comprehensive income, net of tax. The ineffective portion of the unrealized gain or loss, if any, is immediately reported in other operating income. The Company considers its interest rate swap agreement to be fully effective and accordingly it has not recorded any gains or losses in earnings during 2019 or 2018.

Advertising Costs

Advertising costs are expensed as incurred.

Noncontrolling Interest

Noncontrolling interest represents the portion of ownership and interest expense that is attributable to the minority owners of LRAC. The minority ownership is in the form of 8.50% cumulative preferred stock, and the dividends paid are included in noncontrolling interest as a charge against income.

Note 1 - Summary of Significant Accounting Policies (Continued)

Income Taxes

Income taxes are provided for the tax effects of certain transactions reported in the consolidated financial statements. Income taxes consist of taxes currently due plus deferred taxes related primarily to temporary differences between the financial reporting and income tax basis of available for sale securities, the allowance for loan losses, premises and equipment, and prepaid and accrued employee benefits. The deferred tax assets and liabilities represent the future tax return consequences of the temporary differences, which will either be taxable or deductible when the assets and liabilities are recovered or settled. Deferred tax assets and liabilities are reflected at income tax rates applicable to the period in which the deferred tax assets and liabilities are expected to be realized or settled. As changes in tax laws or rates are enacted, deferred tax assets and liabilities are adjusted through the provision for income taxes. The Company recognizes interest and penalties accrued on any unrecognized tax benefits as a component of income tax expense.

Transfers of Financial Assets

Transfers of financial assets are accounted for as sales when control over the assets has been surrendered. Control over transferred assets is deemed to be surrendered when (1) the assets have been isolated from the Company, (2) the transferee obtains the right (free of conditions that constrain it from taking advantage of that right) to pledge or exchange the transferred assets, and (3) the Company does not maintain effective control over the transferred assets through an agreement to repurchase them before their maturity.

Earnings Per Share

Basic earnings per share represents income available to common shareholders divided by the weighted-average number of common shares outstanding during the period. Diluted earnings per share reflects additional common shares that would have been outstanding if dilutive potential common shares had been issued. Treasury shares are not deemed outstanding for earnings per share calculations. See Note 12 for earnings per share calculations.

Comprehensive Income

Accounting principles generally require that recognized revenue, expenses, gains and losses be included in net income. Although certain changes in assets and liabilities are reported as a separate component of the equity section of the consolidated balance sheets, such items, along with net income, are components of comprehensive income. Other comprehensive includes unrealized gains and losses on securities held for sale, changes in the funded status of the pension plan and unrealized gains and losses on cash flow hedges.

Statements of Cash Flows

For the purpose of presentation in the consolidated statements of cash flows, cash and cash equivalents are defined as the sum of cash and due from banks, federal funds sold, and interest-bearing deposits in banks with an original maturity of less than three months.

Off-Balance-Sheet Financial Instruments

In the ordinary course of business, the Bank has entered into off-balance-sheet financial instruments consisting of commitments to extend credit and standby letters of credit. Such financial instruments are recorded in the consolidated financial statements when they are funded or related fees are incurred or received.

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 1 - Summary of Significant Accounting Policies (Continued)

Segment Reporting

The Company has evaluated the activities relating to its strategic business units, and determined that these strategic business units are similar in nature, and managed accordingly. The strategic business units are not reviewed separately to make operating decisions or assess performance. Therefore, the Company has determined it has no reportable segments.

Recently Issued Accounting Pronouncements

On January 1, 2019 Lyons Bancorp, Inc. adopted Accounting Standard Update (ASU 2016-02) a guidance on “Leases (Topic 842)”. The new leases standard applies a right-of-use (ROU) model that requires a lessee to record, for all leases with a lease term of more than 12 months, an asset representing its right to use the underlying asset and a liability to make lease payments. For leases with a term of 12 months or less, the Company has adopted the practical expedient whereby a lessee may elect, by class of underlying asset, not to recognize an ROU asset or lease liability. The new leases standard requires a lessor to classify leases as either sales-type, direct financing or operating, similar to existing U.S. GAAP. Classification depends on the same five criteria used by lessees plus certain additional factors. The subsequent accounting treatment for all three lease types is substantially equivalent to existing U.S. GAAP for sales-type leases, direct financing leases, and operating leases. However, the new standard updates certain aspects of the lessor accounting model to align it with the new lessee accounting model, as well as with the new revenue standard under Topic 606. Lessees and lessors are required to provide certain qualitative and quantitative disclosures to enable users of financial statements to assess the amount, timing, and uncertainty of cash flows arising from leases. The amendments are effective for public business entities for fiscal years beginning after December 15, 2018, including interim periods within those fiscal years. Early adoption is permitted. The adoption of this ASU on January 1, 2019 resulted in the Company recording an asset of \$4.0 million and a corresponding liability of \$4.3 million on the consolidated balance sheets, as a result of recognizing operating lease right-of-use assets and operating lease liabilities on the consolidated balance sheets. As a result of the adoption of the lease standard, a \$262,000 cumulative effect adjustment was charged to retained earnings.

In July 2018, the FASB issued ASU No. 2018-10, Codification Improvements to Topic 842 - Leases to address certain narrow aspects of the guidance issued in ASU No. 2016-02.

In July 2018, the FASB issued ASU No. 2018-11, Leases (Topic 842): Targeted Improvements, which amends FASB (ASC), Topic 842, to (1) add an optional transition method that would permit entities to apply the new requirements by recognizing a cumulative-effect adjustment to the opening balance of retained earnings in the year of adoption, and (2) provide a practical expedient for lessors regarding the separation of the lease and non-lease components of a contract. In December 2018, the FASB issued ASU No. 2018-20, Narrow-Scope Improvements for Lessors, which addresses issues related to (1) sales tax and similar taxes collected from lessees, (2) certain lessor costs, and (3) recognition of variable payments for contracts with lease and non-lease components. The Company elected to adopt the transition relief under ASC Topic 842 using the modified retrospective transition method. All lease agreements are accounted for as operating leases; there are no equipment leases to consider. The Company has no unamortized initial direct costs related to the establishment of these lease agreements as of January 1, 2019. We have elected the available practical expedients and implemented internal controls and key system functionality to enable the preparation of financial information on adoption.

Note 1 - Summary of Significant Accounting Policies (Continued)
Recently Issued Accounting Pronouncements (Continued)

On January 1, 2019 Lyons Bancorp, Inc. adopted Accounting Standard Update (ASU 2018-13) a guidance on “Fair Value Measurement (Topic 820)”. This update modifies the disclosure requirements on fair value measurements. The following disclosure requirements were removed from Topic 820: (1) the amount of and reasons for transfers between Level 1 and Level 2 of the fair value hierarchy; (2) the policy for timing of transfers between levels; (3) the valuation processes for Level 3 fair value measurements; and (4) for nonpublic entities, the changes in unrealized gains and losses for the period included in earnings for recurring Level 3 fair value measurements held at the end of the reporting period. The following disclosure requirements were modified in Topic 820: (1) in lieu of a rollforward for Level 3 fair value measurements, a nonpublic entity is required to disclose transfers into and out of Level 3 of the fair value hierarchy and purchases and issues of Level 3 assets and liabilities; (2) for investments in certain entities that calculate net asset value, an entity is required to disclose the timing of liquidation of an investee’s assets and the date when restrictions from redemption might lapse only if the investee has communicated the timing to the entity or announced the timing publicly; and (3) the amendments clarify that the measurement uncertainty disclosure is to communicate information about the uncertainty in measurement as of the reporting date. The following disclosure requirements were added to Topic 820; however, the disclosures are not required for nonpublic entities: (1) the changes in unrealized gains and losses for the period included in other comprehensive income for recurring Level 3 fair value measurements held at the end of the reporting period; and (2) the range and weighted average of significant unobservable inputs used to develop Level 3 fair value measurements. For certain unobservable inputs, an entity may disclose other quantitative information (such as the median or arithmetic average) in lieu of the weighted average if the entity determines that other quantitative information would be a more reasonable and rational method to reflect the distribution of unobservable inputs used to develop Level 3 fair value measurements. In addition, the amendments eliminate at a minimum from the phrase “an entity shall disclose at a minimum” to promote the appropriate exercise of discretion by entities when considering fair value measurement disclosures and to clarify that materiality is an appropriate consideration of entities and their auditors when evaluating disclosure requirements. The amendments in ASU No. 2018-13 are effective for all entities for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2019. The amendments on changes in unrealized gains and losses, the range and weighted average of significant unobservable inputs used to develop Level 3 fair value measurements, and the narrative description of measurement uncertainty should be applied prospectively for only the most recent interim or annual period presented in the initial fiscal year of adoption. All other amendments should be applied retrospectively to all periods presented upon their effective date. Early adoption is permitted. An entity is permitted to early adopt any removed or modified disclosures upon issuance of ASU No. 2018-13 and delay adoption of the additional disclosures until their effective date. The adoption of this guidance did not have a material impact on our consolidated results of operations or financial position.

On January 1, 2019 Lyons Bancorp, Inc. adopted Accounting Standard Update (ASU 2017-08) a guidance on “Receivables – Nonrefundable Fees and Other Costs (Subtopic 310-20) related to premium amortization on purchased callable debt securities. The amendments in this Update shorten the amortization period for certain callable debt securities held at a premium. Specifically, the amendments require the premium to be amortized to the earliest call date. The amendments do not require an accounting change for securities held at a discount; the discount continues to be amortized to maturity. For public business entities, the amendments in this Update are effective for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2018. Early adoption is permitted, including adoption in an interim period. If an entity early adopts the amendments in an interim period, any adjustments should be reflected as of the beginning of the fiscal year that includes that interim period. An entity should apply the amendments in this Update on a modified retrospective basis through a cumulative-effect adjustment directly to retained earnings as of the beginning of the period of adoption. Additionally, in the period of adoption, an

Note 1 - Summary of Significant Accounting Policies (Continued)
Recently Issued Accounting Pronouncements – (Continued)

entity should provide disclosure about a change in accounting principle. The adoption of this guidance did not have a material impact on our consolidated results of operations or financial position.

On January 1, 2019 Lyons Bancorp, Inc. adopted Accounting standard Update (ASU 2018-07) a guidance on “Nonemployee Stock Compensation Simplifications (Topic 718)”. The amendments in this Update affect all entities that enter into share-based payment transactions for acquiring goods and services from nonemployees. An entity should apply the requirements of Topic 718 to nonemployee awards except for specific guidance on inputs to an option pricing model and the attribution of cost (that is, the period of time over which share-based payment awards vest and the pattern of cost-recognition over that period). The amendments specify that Topic 718 applies to all share-based payment transactions in which a grantor acquires goods or services to be used or consumed in a grantor’s own operations by issuing share-based payment awards. The amendments also clarify that Topic 718 does not apply to share-based payments used to effectively provide (1) financing to the issuer or (2) awards granted in conjunction with selling goods or services to customers as part of a contract accounted for under Topic 606, “Revenue from Contracts with Customers”. The amendments in this Update are effective for public business entities for fiscal years beginning after December 15, 2018, including interim periods within that fiscal year. For all other entities, the amendments are effective for fiscal years beginning after December 15, 2019, and interim periods within fiscal years beginning after December 15, 2020. Early adoption is permitted, but no earlier than an entity’s adoption date of Topic 606. Disclosures required at transition include the nature of and reason for the change in accounting principle and, if applicable, quantitative information about the cumulative effect of the change on retained earnings or other components of equity. The adoption of this guidance did not have a material impact on our consolidated results of operations or financial position.

On January 1, 2019 Lyons Bancorp, Inc. adopted Accounting standard Update (ASU No. 2017-12), Derivatives and Hedging (Topic 815) – Targeted Improvements to Accounting for Hedging Activities.

These amendments: (a) expand and refine hedge accounting for both financial and non-financial risk components, (b) align the recognition and presentation of the effects of hedging instruments and hedge items in the financial statements, and (c) include certain targeted improvements to ease the application of current guidance related to the assessment of hedge effectiveness. The guidance is effective for public business entities for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2018. Early adoption was permitted, including adoption in an interim period. If an entity early adopts in an interim period, any adjustments should be reflected as of the beginning of the fiscal year that includes that interim period. The amendments related to cash flow and net investment hedges existing at the date of adoption have been applied by means of a cumulative-effect adjustment to the balance sheet as of the beginning of the fiscal year of adoption. The amendments related to presentation and disclosure have been applied prospectively. The adoption of this guidance did not have a significant impact on the Company’s consolidated financial statements.

In June 2016, the FASB issued an Update (ASU 2016-13) to its guidance on “Financial Instruments – Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments”. ASU 2016-13 requires credit losses on most financial assets measured at amortized cost and certain other instruments to be measured using an expected credit loss model (referred to as the current expected credit loss (CECL) model). Under this model, entities will estimate credit losses over the entire contractual term of the instrument (considering estimated prepayments, but not expected extensions or modifications unless reasonable expectation of a troubled debt restructuring exists) from the date of initial recognition of that instrument. The ASU also replaces the current accounting model for purchased credit impaired loans and debt securities. The allowance for credit losses for purchased financial assets with a more-than

Note 1 - Summary of Significant Accounting Policies (Continued)
Recently Issued Accounting Pronouncements – (Continued)

insignificant amount of credit deterioration since origination (“PCD assets”), should be determined in a similar manner to other financial assets measured on an amortized cost basis. However, upon initial recognition, the allowance for credit losses is added to the purchase price (“gross up approach”) to determine the initial amortized cost basis. The subsequent accounting for PCD financial assets is the same expected loss model described above. Further, the ASU made certain targeted amendments to the existing impairment model for available-for-sale (AFS) debt securities. For an AFS debt security for which there is neither the intent nor a more-likely-than-not requirement to sell, an entity will record credit losses as an allowance rather than a write-down of the amortized cost basis. For public business entities that are U.S. Securities and Exchange Commission (SEC) filers, the amendments in this Update are effective for fiscal years beginning after December 15, 2019, including interim periods within those fiscal years. For all other public business entities, the adoption date is for fiscal years beginning after December 2020. An entity will apply the amendments in this Update through a cumulative-effect adjustment to retained earnings as of the beginning of the first reporting period in which the guidance is effective (that is, a modified-retrospective approach). In November 2018, the FASB issued ASU 2018-19, Codification Improvements to Topic 326, Financial Instruments—Credit Losses, which aligns the implementation date for nonpublic entities’ annual financial statements with the implementation date for their interim financial statements and clarifies the scope of the guidance in the amendments in ASU 2016-13. The Company will adopt ASU 2016-13 January 1, 2023. The Company is currently evaluating the potential impact on our consolidated results of operations or financial position. The initial adjustment will not be reported in earnings and therefore will not have any material impact on our consolidated results of operations, but it is expected that it will have an impact on our consolidated financial position at the date of adoption of this Update. At this time, we have not calculated the estimated impact that this Update will have on our Allowance for Loan Losses, however, we anticipate it will have a minimal impact on the methodology process we utilize to calculate the allowance. A vendor has been selected and alternative methodologies are currently being considered. Data requirements and integrity are being reviewed and enhancements incorporated into standard processes. The Company is in the early stages of evaluation and implementation of the guidance.

In August 2018, the FASB has issued an Update (ASU No. 2018-14), “Compensation—Retirement Benefits—Defined Benefit Plans—General (Subtopic 715-20): Disclosure Framework—Changes to the Disclosure Requirements for Defined Benefit Plans”, that applies to all employers that sponsor defined benefit pension or other postretirement plans. The amendments modify the disclosure requirements for employers that sponsor defined benefit pension or other postretirement plans. The following disclosure requirements were removed from Subtopic 715-20: (1) the amounts in accumulated other comprehensive income expected to be recognized as components of net periodic benefit cost over the next fiscal year; (2) the amount and timing of plan assets expected to be returned to the employer; (3) the disclosures related to the June 2001 amendments to the Japanese Welfare Pension Insurance Law; related party disclosures about the amount of future annual benefits covered by insurance and annuity contracts and significant transactions between the employer or related parties and the plan; (4) for nonpublic entities, the reconciliation of the opening balances to the closing balances of plan assets measured on a recurring basis in Level 3 of the fair value hierarchy. However, nonpublic entities will be required to disclose separately the amounts of transfers into and out of Level 3 of the fair value hierarchy and purchases of Level 3 plan assets; and (5) for public entities, the effects of a one-percentage-point change in assumed health care cost trend rates on the (a) aggregate of the service and interest cost components of net periodic benefit costs and (b) benefit obligation for postretirement health care benefits. The following disclosure requirements were added to Subtopic 715-20: (1) the weighted-average interest crediting rates for cash balance plans and other plans with promised interest crediting rates; and (2) an explanation of the reasons for significant gains and losses related to changes in the benefit obligation for the period. The amendments also clarify the disclosure requirements in paragraph 715-20-50-3, which state that the following

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 1 - Summary of Significant Accounting Policies (Continued) Recently Issued Accounting Pronouncements – (Continued)

information for defined benefit pension plans should be disclosed: (1) the projected benefit obligation (PBO) and fair value of plan assets for plans with PBOs in excess of plan assets; and (2) the accumulated benefit obligation (ABO) and fair value of plan assets for plans with ABOs in excess of plan assets. ASU No. 2018-14 is effective for fiscal years ending after December 15, 2020 for public business entities and for fiscal years ending after December 15, 2021 for all other entities. Early adoption is permitted for all entities. The adoption of this guidance is not expected to have a material impact on our consolidated results of operations or financial position.

Note 2 - Restrictions on Cash and Due from Banks

The Bank is required to maintain reserve funds in cash and/or on deposit with the Federal Reserve Bank. The required reserve at December 31, 2019 and 2018 was \$21.1 million and \$18.9 million, respectively.

Note 3 - Investments

The amortized cost and fair value of investment securities, with gross unrealized gains and losses, are as follows at December 31, 2019 and 2018:

| (In thousands) | <u>Amortized Cost</u> | <u>Gross Unrealized Gains</u> | <u>Gross Unrealized Losses</u> | <u>Fair Value</u> |
|-------------------------------------|---------------------------|---------------------------------------|--|-----------------------|
| December 31, 2019: | | | | |
| Available for Sale: | | | | |
| Treasuries | \$ 9,946 | \$ 41 | \$ - | \$ 9,987 |
| United States agencies | 82,286 | 242 | (900) | 81,628 |
| State and local governments | 39,176 | 629 | - | 39,805 |
| Corporate | 9,000 | - | (93) | 8,907 |
| Mortgage-backed securities | <u>65,309</u> | <u>287</u> | <u>(533)</u> | <u>65,063</u> |
| Total Available for Sale | <u>\$ 205,717</u> | <u>\$ 1,199</u> | <u>\$ (1,526)</u> | <u>\$ 205,390</u> |
| Held to Maturity: | | | | |
| State and local governments | <u>\$ 2,071</u> | <u>\$ -</u> | <u>\$ -</u> | <u>\$ 2,071</u> |
| Restricted Equity Securities | <u>\$ 6,880</u> | <u>\$ -</u> | <u>\$ -</u> | <u>\$ 6,880</u> |
| December 31, 2018: | | | | |
| Available for Sale: | | | | |
| United States agencies | \$ 43,413 | \$ 5 | \$ (1,432) | \$ 41,986 |
| State and local governments | 68,713 | 161 | (388) | 68,486 |
| Corporate | 2,000 | - | - | 2,000 |
| Mortgage-backed securities | <u>75,923</u> | <u>10</u> | <u>(3,740)</u> | <u>72,193</u> |
| Total Available for Sale | <u>\$ 190,049</u> | <u>\$ 176</u> | <u>\$ (5,560)</u> | <u>\$ 184,665</u> |
| Restricted Equity Securities | <u>\$ 7,254</u> | <u>\$ -</u> | <u>\$ -</u> | <u>\$ 7,254</u> |

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 3 – Investments (Continued)

All of the above mortgage-backed securities are residential direct pass through securities or collateralized mortgage obligations issued or backed by U.S. government sponsored enterprises (GSEs). Restricted equity securities primarily include non-marketable Federal Home Loan Bank New York (FHLB NY) stock and non-marketable Federal Reserve Bank (FRB) stock, both of which are required to be held for regulatory purposes and for borrowing availability. The required investment in FHLB NY stock is tied to both the Company's borrowing levels with the FHLB and commitments to sell residential mortgage loans to the FHLB. Holdings of FHLB NY stock and FRB stock totaled \$5.7 million and \$648,000 at December 31, 2019, respectively, and \$6.1 million and \$648,000 at December 31, 2018, respectively. These securities are carried at par, which is also cost. The Company has an investment in Federal Agricultural Mortgage Corp (Farmer Mac) class A stock totaling \$168,000 and \$121,000 at December 31, 2019 and 2018, respectively, in order to participate in certain lending activities with Farmer Mac. The stock is actively traded on the NYSE, pays a dividend, and is reflective of current market value. Restricted equity securities also include miscellaneous investments carried at par, which is also cost.

Restricted equity securities are held as a long-term investment and value is determined based on the ultimate recoverability of the par value. Impairment of these investments is evaluated quarterly and is a matter of judgment that reflects management's view of the issuer's long-term performance, which includes factors such as the following: its operating performance; the severity and duration of declines in the fair value of its net assets related to its capital stock amount; its commitment to make payments required by law or regulation and the level of such payments in relation to its operating performance; and its liquidity and funding position. After evaluating these considerations, the Company concluded that the par value of these investments will be recovered and, as such, has not recognized any impairment on its holdings of restricted equity securities during the current year.

The following table sets forth the Company's investment in securities with unrealized losses of less than twelve months and unrealized losses of twelve months or more at December 31:

| (In thousands) | Less than 12 Months | | 12 Months or More | | Total | |
|----------------------------|---------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| | Fair Value | Unrealized Losses | Fair Value | Unrealized Losses | Fair Value | Unrealized Losses |
| December 31, 2019: | | | | | | |
| United States agencies | \$ 47,072 | \$ (895) | \$ 1,266 | \$ (5) | \$ 48,338 | \$ (900) |
| Corporate | 8,907 | (93) | - | - | 8,907 | (93) |
| Mortgage-backed securities | 16,430 | (120) | 26,415 | (413) | 42,845 | (533) |
| | <u>\$ 72,409</u> | <u>\$ (1,108)</u> | <u>\$ 27,681</u> | <u>\$ (418)</u> | <u>\$ 100,090</u> | <u>\$ (1,526)</u> |

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 3 – Investments (Continued)

| (In thousands) | Less than 12 Months | | 12 Months or More | | Total | |
|-----------------------------|---------------------|-------------------|-------------------|--------------------|-------------------|-------------------|
| | Fair Value | Unrealized Losses | Fair Value | Unrealized Losses | Fair Value | Unrealized Losses |
| December 31, 2018: | | | | | | |
| United States agencies | \$ - | \$ - | \$ 41,514 | \$ (1,432) | \$ 41,514 | \$ (1,432) |
| State and local governments | 17,771 | (63) | 18,329 | (325) | 36,100 | (388) |
| Mortgage-backed securities | 2,331 | (30) | 64,180 | (3,710) | 66,511 | (3,740) |
| | <u>\$ 20,102</u> | <u>\$ (93)</u> | <u>\$ 124,023</u> | <u>\$ (5,467)</u> | <u>\$ 144,125</u> | <u>\$ (5,560)</u> |

On a quarterly basis, the Company performs an assessment to determine whether there have been any events or economic circumstances indicating that a security with an unrealized loss has suffered other-than-temporary impairment. Consideration is given to (1) the length of time and the extent to which the fair value has been less than the amortized cost basis, (2) the financial condition of the issuer (and guarantor, if any) and adverse conditions specifically related to the security, industry or geographic area, (3) failure of the issuer of the security to make scheduled interest or principal payments, (4) any changes to the rating of a security by a rating agency, (5) the presence of credit enhancements, if any, including the guarantee of the federal government or any of its agencies, (6) whether the Company intends to sell or more likely than not be required to sell the debt security, and (7) if the present value of the expected cash flow is not sufficient to recover the entire amortized cost.

There were sixty securities with unrealized losses at December 31, 2019, 48 securities with a value of \$72.4 million were less than 12 months and 12 securities with a value of \$27.7 million were greater than 12 months. On December 31, 2018 there were one hundred sixty five securities with unrealized losses, 64 securities with a value of \$20.1 million were less than 12 months and 101 securities with a value of \$124.0 million were greater than 12 months. Substantially all of the unrealized losses on the Company's securities were caused by market interest rate changes from those in effect when the securities were purchased by the Company. The contractual terms of these securities do not permit the issuer to settle the securities at a price less than par value. Except for certain state and local government obligations, all securities rated by an independent rating agency carry an investment grade rating. Financial information relating to unrated state and government obligations is reviewed for indications of adverse conditions that may indicate other-than-temporary impairment. The Company did not consider these investment securities to be other than temporarily impaired at December 31, 2019 and 2018.

The amortized cost and fair value of debt securities at December 31, 2019, by contractual maturity, are shown below. Expected maturities may differ from contractual maturities because borrowers may have the right to call or prepay obligations without call or prepayment penalties.

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 3 – Investments (Continued)

(In thousands)

| | Available for Sale | | Held to Maturity | |
|--|--------------------|-------------------|------------------|-----------------|
| | Amortized Cost | Fair Value | Amortized Cost | Fair Value |
| Due in one year or less | \$ 20,597 | \$ 20,643 | \$ 2,071 | \$ 2,071 |
| Due after one year through five years | 38,803 | 39,337 | - | - |
| Due after five years through ten years | 61,909 | 61,325 | - | - |
| Due after ten years | 3,480 | 3,534 | - | - |
| Securities not due at a single maturity date | 80,928 | 80,551 | - | - |
| | <u>\$ 205,717</u> | <u>\$ 205,390</u> | <u>\$ 2,071</u> | <u>\$ 2,071</u> |

During 2019, the Company sold \$38.9 million available for sale, while in 2018 the Company sold \$4.3 million. Gross loss on the sale of investments in 2019 was \$222,000. Gross loss on the sale of investment securities in 2018 was \$35,000. Investment securities with carrying amounts of \$88.2 million and \$106.9 million at December 31, 2019 and 2018, respectively, were pledged to secure deposits as required or permitted by law.

Note 4 – Loans

Loans consist of the following at December 31, 2019 and 2018:

| | 2019 | 2018 |
|-------------------------------------|-------------------|-------------------|
| | (In thousands) | |
| Real estate: | | |
| Residential: | | |
| 1-4 family | \$ 238,761 | \$ 211,499 |
| Home equity | 121,089 | 122,267 |
| Commercial | 212,947 | 203,890 |
| Agriculture | 73,894 | 66,715 |
| Total mortgage loans on real estate | <u>646,691</u> | <u>604,371</u> |
| Commercial loans | 134,769 | 127,471 |
| Agriculture loans | 47,370 | 46,245 |
| Consumer installment loans: | | |
| Direct | 23,382 | 21,756 |
| Indirect | 10,297 | 10,293 |
| Total consumer installment loans | <u>33,679</u> | <u>32,049</u> |
| Total loans | <u>\$ 862,509</u> | <u>\$ 810,136</u> |

Net unamortized loan origination costs totaled \$2.0 million at both December 31, 2019 and 2018, respectively and are included with their related loan class.

The Company has transferred a portion of its originated commercial, commercial real estate, agriculture and agriculture real estate loans to participating lenders. The amounts transferred have been accounted for as sales and are therefore not included in the Company's accompanying consolidated balance sheets. The

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 4 – Loans (Continued)

Company and participating lenders share ratably in cash flows and any gains or losses that may result from a borrower's lack of compliance with contractual terms of the loan. The Company continues to service the loans on behalf of the participating lenders and, as such, collects cash payments from the borrowers, remits payments (net of servicing fees) to participating lenders and disburses required escrow funds to relevant parties. At December 31, 2019 and 2018, the Company was servicing loans for participants aggregating \$15.4 million and \$14.7 million, respectively.

Loans are considered past due if the required principal and interest payments have not been received as of the date such payments are due. Generally, loans are placed on nonaccrual status if principal or interest payments become 90 days or more past due and/or management deems the collectability of the principal and/or interest to be in question, as well as when required by regulatory requirements.

The following table presents past due loans by classes of the loan portfolio at December 31, 2019 and 2018:

| (In thousands) | <u>Current</u> | <u>30-89 Days Past Due</u> | <u>90 Days and Greater</u> | <u>Total Loans</u> | <u>Loans on Nonaccrual</u> |
|-----------------------------|-------------------|--------------------------------|--------------------------------|--------------------|--------------------------------|
| December 31, 2019: | | | | | |
| Commercial loans | \$ 132,346 | \$ 879 | \$ 1,544 | \$ 134,769 | \$ 1,643 |
| Commercial real estate | 212,148 | 678 | 121 | 212,947 | 218 |
| Agriculture loans | 46,202 | 43 | 1,125 | 47,370 | 1,148 |
| Agriculture real estate | 73,063 | 396 | 435 | 73,894 | 588 |
| Residential real estate: | | | | | |
| 1-4 family | 236,659 | 1,590 | 512 | 238,761 | 1,133 |
| Home equity | 120,782 | 124 | 183 | 121,089 | 325 |
| Consumer installment loans: | | | | | |
| Direct | 23,327 | 55 | - | 23,382 | 76 |
| Indirect | 10,181 | 116 | - | 10,297 | 13 |
| Total | <u>\$ 854,708</u> | <u>\$ 3,881</u> | <u>\$ 3,920</u> | <u>\$ 862,509</u> | <u>\$ 5,144</u> |

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 4 – Loans (Continued)

| (In thousands) | <u>Current</u> | <u>30-89 Days Past Due</u> | <u>90 Days and Greater</u> | <u>Total Loans</u> | <u>Loans on Nonaccrual</u> |
|-----------------------------|-------------------|--------------------------------|--------------------------------|--------------------|--------------------------------|
| December 31, 2018: | | | | | |
| Commercial loans | \$ 126,423 | \$ 345 | \$ 703 | \$ 127,471 | \$ 879 |
| Commercial real estate | 203,335 | 398 | 157 | 203,890 | 73 |
| Agriculture loans | 45,113 | 520 | 612 | 46,245 | 1,132 |
| Agriculture real estate | 66,278 | - | 437 | 66,715 | 437 |
| Residential real estate: | | | | | |
| 1-4 family | 209,911 | 964 | 624 | 211,499 | 624 |
| Home equity | 122,177 | 90 | - | 122,267 | - |
| Consumer installment loans: | | | | | |
| Direct | 21,720 | 34 | 2 | 21,756 | 17 |
| Indirect | 10,113 | 180 | - | 10,293 | 89 |
| Total | <u>\$ 805,070</u> | <u>\$ 2,531</u> | <u>\$ 2,535</u> | <u>\$ 810,136</u> | <u>\$ 3,251</u> |

At December 31, 2019 and 2018, there were no loans that were over 90 days' delinquent and still accruing interest.

Activity in the allowance for loan losses for the years ended December 31, 2019 and 2018 follows:

(In thousands)

| | <u>Commercial</u> | <u>Commercial Real Estate</u> | <u>Agriculture</u> | <u>Agriculture Real Estate</u> | <u>Residential Real Estate</u> | <u>Consumer</u> | <u>Unallocated</u> | <u>Total</u> |
|---|-------------------|-----------------------------------|--------------------|------------------------------------|------------------------------------|-----------------|--------------------|------------------|
| 2019 | | | | | | | | |
| Beginning balance | \$ 3,030 | \$ 2,274 | \$ 715 | \$ 599 | \$ 2,058 | \$ 394 | \$ 965 | \$ 10,035 |
| Provisions for loan losses | (74) | 1,649 | 268 | (34) | 171 | 443 | (82) | 2,341 |
| Recoveries of loans previously charged off | 143 | 5 | - | - | 4 | 59 | - | 211 |
| Loans charged off | (326) | (298) | (40) | - | (27) | (341) | - | (1,032) |
| Ending balance | <u>\$ 2,773</u> | <u>\$ 3,630</u> | <u>\$ 943</u> | <u>\$ 565</u> | <u>\$ 2,206</u> | <u>\$ 555</u> | <u>\$ 883</u> | <u>\$ 11,555</u> |
| 2018 | | | | | | | | |
| Beginning balance | \$ 2,875 | \$ 1,659 | \$ 496 | \$ 508 | \$ 1,944 | \$ 470 | \$ 677 | \$ 8,629 |
| Provisions for loan losses | 486 | 850 | 219 | 91 | 126 | 73 | 288 | 2,133 |
| Recoveries of loans previously charged off | 11 | 9 | - | - | 3 | 56 | - | 79 |
| Loans charged off | (342) | (244) | - | - | (15) | (205) | - | (806) |
| Ending balance | <u>\$ 3,030</u> | <u>\$ 2,274</u> | <u>\$ 715</u> | <u>\$ 599</u> | <u>\$ 2,058</u> | <u>\$ 394</u> | <u>\$ 965</u> | <u>\$ 10,035</u> |

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 4 – Loans (Continued)

The allocation of the allowance for loan losses by loan class is as follows at December 31, 2019 and 2018:

(In thousands)

| December 31, 2019 | <u>Commercial</u> | <u>Commercial Real Estate</u> | <u>Agriculture</u> | <u>Agriculture Real Estate</u> | <u>Residential Real Estate</u> | <u>Consumer</u> | <u>Unallocated</u> | <u>Total</u> |
|--|-------------------|-----------------------------------|--------------------|------------------------------------|------------------------------------|------------------|--------------------|------------------|
| Amount of allowance for loan losses on loans individually evaluated for impairment | \$ 423 | \$ - | \$ 300 | \$ 52 | \$ - | \$ - | \$ - | \$ 775 |
| Amount of allowance for loan losses on loans collectively evaluated for impairment | <u>2,350</u> | <u>3,630</u> | <u>643</u> | <u>513</u> | <u>2,206</u> | <u>555</u> | <u>883</u> | <u>10,780</u> |
| Total allowance for loan losses | <u>\$ 2,773</u> | <u>\$ 3,630</u> | <u>\$ 943</u> | <u>\$ 565</u> | <u>\$ 2,206</u> | <u>\$ 555</u> | <u>\$ 883</u> | <u>\$11,555</u> |
| Loans individually evaluated for impairment | \$ 1,642 | \$ 218 | \$ 731 | \$ 1,005 | \$ - | \$ - | \$ - | \$ 3,596 |
| Loans collectively evaluated for impairment | <u>133,127</u> | <u>212,729</u> | <u>46,639</u> | <u>72,889</u> | <u>359,850</u> | <u>33,679</u> | <u>-</u> | <u>858,913</u> |
| Total Loans | <u>\$ 134,769</u> | <u>\$ 212,947</u> | <u>\$ 47,370</u> | <u>\$ 73,894</u> | <u>\$359,850</u> | <u>\$ 33,679</u> | <u>\$ -</u> | <u>\$862,509</u> |
| December 31, 2018 | <u>Commercial</u> | <u>Commercial Real Estate</u> | <u>Agriculture</u> | <u>Agriculture Real Estate</u> | <u>Residential Real Estate</u> | <u>Consumer</u> | <u>Unallocated</u> | <u>Total</u> |
| Amount of allowance for loan losses on loans individually evaluated for impairment | \$ 1,078 | \$ 30 | \$ 225 | \$ - | \$ - | \$ - | \$ - | \$ 1,333 |
| Amount of allowance for loan losses on loans collectively evaluated for impairment | <u>1,952</u> | <u>2,244</u> | <u>490</u> | <u>599</u> | <u>2,058</u> | <u>394</u> | <u>965</u> | <u>8,702</u> |
| Total allowance for loan losses | <u>\$ 3,030</u> | <u>\$ 2,274</u> | <u>\$ 715</u> | <u>\$ 599</u> | <u>\$ 2,058</u> | <u>\$ 394</u> | <u>\$ 965</u> | <u>\$10,035</u> |
| Loans individually evaluated for impairment | \$ 3,236 | \$ 73 | \$ 1,148 | \$ 437 | \$ - | \$ - | \$ - | \$ 4,894 |
| Loans collectively evaluated for impairment | <u>124,235</u> | <u>203,817</u> | <u>45,097</u> | <u>66,278</u> | <u>333,766</u> | <u>32,049</u> | <u>-</u> | <u>805,242</u> |
| Total Loans | <u>\$ 127,471</u> | <u>\$ 203,890</u> | <u>\$ 46,245</u> | <u>\$ 66,715</u> | <u>\$333,766</u> | <u>\$ 32,049</u> | <u>\$ -</u> | <u>\$810,136</u> |

Management is committed to early recognition of loan problems and to maintaining an adequate allowance. At least quarterly, management reviews all commercial and commercial real estate loans and leases and agriculturally related loans with an outstanding principal balance of over \$100,000 that are

Note 4 – Loans (Continued)

internally risk rated substandard or worse, giving consideration to payment history, debt service payment capacity, collateral support, strength of guarantors, local market trends, industry trends, and other factors relevant to the particular borrowing relationship. Through this process, management identifies impaired loans. For loans considered impaired, estimated exposure amounts are based upon collateral values or present value of expected future cash flows discounted at the original effective interest rate of each loan. For commercial loans, commercial mortgage loans, agricultural mortgages and agricultural loans not specifically reviewed, and for homogenous loan portfolios such as residential mortgage loans and consumer loans, estimated exposure amounts are assigned based upon historical net loss experience and current charge-off trends, past due status, and management's judgment of the effects of current economic conditions on portfolio performance. In determining and assigning historical loss factors to the various homogeneous portfolios, the Company calculates average net losses over a period of time and compares this average to current levels and trends to ensure that the calculated average loss factor is reasonable.

Significant factors that could give rise to changes in these estimates may include, but are not limited to, changes in economic conditions in the local area, concentration of risk, changes in interest rates, and declines in local property values. While management uses available information to recognize losses on loans, future additions to the allowance may be necessary. In addition, various regulatory agencies, as an integral part of their examination process, periodically review the Company's allowance for loan losses. Such agencies may require the Company to recognize additions to the allowance based on their judgments about information available to them at the time of their examination.

The above allocation is neither indicative of the specific amounts or the loan categories in which future charge-offs may occur, nor is it an indicator of future loss trends. The allocation of the allowance to each category does not restrict the use of the allowance to absorb losses in any category.

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 4 – Loans (Continued)

The following table summarizes information regarding impaired loans by loan portfolio class as of December 31, 2019 and 2018:

| (In thousands) | Recorded Investment | Unpaid Principal Balance | Related Allowance | Average Recorded Investment | Cash Basis Income Recognized |
|-------------------------------------|---------------------|--------------------------|-------------------|-----------------------------|------------------------------|
| December 31, 2019 | | | | | |
| With no related allowance recorded: | | | | | |
| Commercial loans | \$ 274 | \$ 305 | \$ - | \$ 490 | \$ - |
| Commercial real estate | 97 | 99 | - | 34 | - |
| Agricultural loans | - | - | - | 334 | - |
| Agricultural real estate | - | - | - | 349 | - |
| Total | <u>\$ 371</u> | <u>\$ 404</u> | <u>\$ -</u> | <u>\$ 1,207</u> | <u>\$ -</u> |
| With an allowance recorded: | | | | | |
| Commercial Loans | \$ 1,368 | \$ 1,676 | \$ 423 | \$ 1,487 | \$ - |
| Commercial real estate | 121 | 121 | - | 136 | - |
| Agricultural loans | 731 | 743 | 300 | 750 | - |
| Agricultural real estate | 1,005 | 1,017 | 52 | 298 | - |
| Total | <u>\$ 3,225</u> | <u>\$ 3,557</u> | <u>\$ 775</u> | <u>\$ 2,671</u> | <u>\$ -</u> |
| Summary: | | | | | |
| Commercial loans | \$ 1,642 | \$ 1,981 | \$ 423 | \$ 1,977 | \$ - |
| Commercial real estate | 218 | 220 | - | 170 | - |
| Agricultural loans | 731 | 743 | 300 | 1,084 | - |
| Agricultural real estate | 1,005 | 1,017 | 52 | 647 | - |
| Total | <u>\$ 3,596</u> | <u>\$ 3,961</u> | <u>\$ 775</u> | <u>\$ 3,878</u> | <u>\$ -</u> |
| December 31, 2018 | | | | | |
| With no related allowance recorded: | | | | | |
| Commercial loans | \$ - | \$ - | \$ - | \$ - | \$ - |
| Agricultural real estate | 437 | 437 | - | 87 | - |
| Total | <u>\$ 437</u> | <u>\$ 437</u> | <u>\$ -</u> | <u>\$ 87</u> | <u>\$ -</u> |
| With an allowance recorded: | | | | | |
| Commercial loans | \$ 3,236 | \$ 3,672 | \$ 1,078 | \$ 1,571 | \$ - |
| Commercial real estate | 73 | 74 | 30 | 135 | - |
| Agricultural loans | 1,148 | 1,137 | 225 | 375 | - |
| Total | <u>\$ 4,457</u> | <u>\$ 4,883</u> | <u>\$ 1,333</u> | <u>\$ 2,081</u> | <u>\$ -</u> |
| Summary: | | | | | |
| Commercial | \$ 3,236 | \$ 3,672 | \$ 1,078 | \$ 1,571 | \$ - |
| Commercial real estate | 73 | 74 | 30 | 135 | - |
| Agricultural loans | 1,148 | 1,137 | 225 | 375 | - |
| Agricultural real estate | 437 | 437 | - | 87 | - |
| Total | <u>\$ 4,894</u> | <u>\$ 5,320</u> | <u>\$ 1,333</u> | <u>\$ 2,168</u> | <u>\$ -</u> |

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 4 – Loans (Continued)

There were no material troubled debt restructurings for the years ended December 31, 2019 or 2018.

There were no troubled debt restructurings that defaulted in the first twelve months after restructuring was granted.

Credit Quality

The Company utilizes a ten grade internal loan rating system for commercial, commercial real estate, agriculture and agriculture real estate loans. Loans that are rated “1” through “6” are considered “pass” rated loans with low to average risk.

Loans rated a “7” are considered “special mention”. These loans have potential weaknesses that deserve management’s close attention. These weaknesses may, if not checked or corrected, weaken the asset or inadequately protect the Company’s position at some future date. Borrowers may be experiencing adverse operating trends, or an ill-proportioned balance sheet. Adverse economic or market conditions may also support a special mention rating. These assets pose elevated risks, but their weakness does not yet justify a substandard classification.

Loans rated an “8” are considered “substandard”. Generally, a loan is considered substandard if it is inadequately protected by the current net worth and paying capacity of the obligors and/or the collateral pledged. Substandard loans have a high probability of payment default or they have other well-defined weaknesses. They require more intensive supervision by Company management. Substandard loans are generally characterized by current or unexpected unprofitable operations, inadequate debt service coverage, inadequate liquidity, or marginal capitalization.

Loans rated a “9” are considered “doubtful”. Loans classified as doubtful have all the weaknesses inherent in those classified as substandard with the added characteristic that the weaknesses make collection or liquidation in full, on the basis of currently existing facts, highly questionable and improbable. There were no doubtful loans at December 31, 2019 or 2018.

Loans rated a “10” are considered uncollectible (“loss”) and of such little value that their continuance as loans is not warranted. This classification does not mean that the loan has absolutely no recovery or salvage value, but rather that it is not practical or desirable to defer writing off this basically worthless loan even though partial recovery may be affected in the future. There were no loss loans at December 31, 2019 or 2018.

On an annual basis, or more often if needed, the Company formally reviews the ratings on all commercial, commercial real estate, agriculture and agriculture real estate loans. The Company also annually engages an independent third party to review a significant portion of loans within these classes. Management uses the results of these reviews as part of its annual review process.

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 4 – Loans (Continued) Credit Quality – Continued

The following table presents the classes of the commercial and agriculture loan portfolios summarized by the aggregate pass rating and the criticized and classified ratings of special mention and substandard within the Company's internal risk rating system as of December 31, 2019 and 2018:

(In thousands)

| | <u>Commercial</u> | <u>Commercial Real Estate</u> | <u>Agriculture</u> | <u>Agriculture Real Estate</u> | <u>Total</u> |
|--------------------------|-------------------|-----------------------------------|--------------------|------------------------------------|-------------------|
| December 31, 2019 | | | | | |
| Grade: | | | | | |
| Pass | \$ 131,116 | \$ 208,849 | \$ 43,467 | \$ 70,053 | \$ 453,485 |
| Special Mention | 1,191 | 1,961 | 1,450 | 1,402 | 6,004 |
| Substandard | <u>2,462</u> | <u>2,137</u> | <u>2,453</u> | <u>2,439</u> | <u>9,491</u> |
| Total | <u>\$ 134,769</u> | <u>\$ 212,947</u> | <u>\$ 47,370</u> | <u>\$ 73,894</u> | <u>\$ 468,980</u> |
| December 31, 2018 | | | | | |
| Grade: | | | | | |
| Pass | \$ 122,425 | \$ 201,576 | \$ 43,763 | \$ 62,580 | \$ 430,344 |
| Special Mention | 1,533 | 1,581 | 1,334 | 3,662 | 8,110 |
| Substandard | <u>3,513</u> | <u>733</u> | <u>1,148</u> | <u>473</u> | <u>5,867</u> |
| Total | <u>\$ 127,471</u> | <u>\$ 203,890</u> | <u>\$ 46,245</u> | <u>\$ 66,715</u> | <u>\$ 444,321</u> |

Loans within the residential real estate and consumer portfolios do not have an internal loan rating system. Instead, they are monitored for past due status. If a residential real estate or consumer loan becomes 90 days past due, it is placed into nonaccrual status and the accrual of interest is discontinued.

Past due status is based on contractual terms of the loan. In all cases, loans are placed on nonaccrual if collection of principal or interest is considered doubtful.

The following table presents the classes of the residential real estate and consumer loan portfolios summarized by performing or nonaccrual as of December 31, 2019 and 2018:

(In thousands)

| | <u>1-4 Family</u> | <u>Home Equity</u> | <u>Consumer - Direct</u> | <u>Consumer - Indirect</u> | <u>Total</u> |
|--------------------------|-------------------|------------------------|------------------------------|--------------------------------|-------------------|
| December 31, 2019 | | | | | |
| Performing | \$ 237,628 | \$ 120,764 | \$ 23,369 | \$ 10,221 | \$ 391,982 |
| Nonaccrual | <u>1,133</u> | <u>325</u> | <u>13</u> | <u>76</u> | <u>1,547</u> |
| Total | <u>\$238,761</u> | <u>\$ 121,089</u> | <u>\$ 23,382</u> | <u>\$ 10,297</u> | <u>\$ 393,529</u> |

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 4 – Loans (Continued) Credit Quality – Continued

December 31, 2018

| | | | | | |
|------------|------------------|-------------------|------------------|------------------|-------------------|
| Performing | \$ 210,875 | \$ 122,267 | \$ 21,739 | \$ 10,204 | \$ 365,085 |
| Nonaccrual | <u>624</u> | <u>-</u> | <u>17</u> | <u>89</u> | <u>730</u> |
| Total | <u>\$211,499</u> | <u>\$ 122,267</u> | <u>\$ 21,756</u> | <u>\$ 10,293</u> | <u>\$ 365,815</u> |

Note 5 - Land, Premises and Equipment

Land, premises and equipment, net consist of the following at December 31, 2019 and 2018:

| | <u>2019</u> | <u>2018</u> |
|--------------------------------|------------------|------------------|
| | (In thousands) | |
| Land | \$ 5,240 | \$ 5,230 |
| Buildings | 18,933 | 18,932 |
| Furniture and equipment | 8,414 | 7,840 |
| Leasehold improvements | 3,055 | 3,055 |
| Construction in progress | <u>807</u> | <u>-</u> |
| | 36,449 | 35,057 |
| Less: Accumulated depreciation | <u>(12,127)</u> | <u>(10,921)</u> |
| | <u>\$ 24,322</u> | <u>\$ 24,136</u> |

Depreciation and amortization expense in 2019 and 2018 are included in noninterest expense as follows:

| | <u>2019</u> | <u>2018</u> |
|-------------------------|-----------------|-----------------|
| | (In thousands) | |
| Buildings | \$ 482 | \$ 465 |
| Furniture and equipment | 607 | 605 |
| Leasehold improvements | <u>148</u> | <u>148</u> |
| | <u>\$ 1,237</u> | <u>\$ 1,218</u> |

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 5 - Land, Premises and Equipment (Continued)

At December 31, 2019, the Bank leased out space under non-cancelable operating leases. Future minimum rental payments to be received by the Company under these leases are as follows:

| Years Ending December 31, | (In thousands) |
|---------------------------|----------------|
| 2020 | \$ 79 |
| 2021 | 81 |
| 2022 | 14 |
| 2023 | - |
| 2024 | - |
| Thereafter | - |
| | <u>\$ 174</u> |

Rent income under the operating leases totaled \$98,000 and \$90,000 in 2019 and 2018, respectively.

Note 6 - Deposits

Certificates of deposit in denominations of \$250,000 and over were \$88.0 million and \$70.2 million at December 31, 2019 and 2018, respectively.

At December 31, 2019, scheduled maturities of time deposits are as follows:

| Years Ending December 31, | (In thousands) |
|---------------------------|-------------------|
| 2020 | \$ 245,391 |
| 2021 | 23,127 |
| 2022 | 1,812 |
| 2023 | 1,762 |
| 2024 | 1,802 |
| | <u>\$ 273,894</u> |

Included within certificates of deposits in December 31, 2019 and 2018 were \$4.9 million and \$11.1 million in brokered certificates of deposits.

Note 7 - Borrowings

Borrowings consist of overnight advances and amortizing borrowings. At December 31, 2019 and 2018, there were \$25.0 million and \$42.0 million in overnight advances outstanding, respectively. The table below details additional information related to overnight advances for the years ended December 31, 2019 and 2018:

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 7 – Borrowings (Continued)

| | <u>2019</u> | <u>2018</u> |
|--|------------------------|-------------|
| | (Dollars in thousands) | |
| Average outstanding balance | \$ 7,118 | \$ 17,661 |
| Interest expense | \$ 156 | \$ 377 |
| Weighted average interest rate during the year | 2.21% | 2.14% |
| Weighted average interest rate at end of year | 1.81% | 2.60% |

There was no long term debt at December 31, 2019 and 2018.

As a member of the FHLB, the Bank can use certain unencumbered mortgage-related assets to secure borrowings from the FHLB. At December 31, 2019, total unencumbered mortgage-related loans were \$100.2 million. At December 31, 2018, total unencumbered mortgage-related loans were \$91.2 million. Additional assets may also qualify as collateral for FHLB advances.

The Company, through the Bank, can use certain unencumbered collateral to secure borrowings at the Federal Reserve Bank. At December 31, 2019, total unencumbered collateral in the form of home equity loans and other consumer loans was \$64.1 million. At December 31, 2018, total unencumbered collateral in the form of home equity loans and other consumer loans was \$38.9 million.

The Company, through the Bank, had available unsecured line of credit agreements with correspondent banks permitting borrowings to a maximum of \$40.0 million at December 31, 2019 and \$30.0 million at December 31, 2018. There were no outstanding advances against those lines at December 31, 2019 or 2018.

From time to time, the Bank enters into interest rate swap contracts with counterparties for the purpose of limiting the interest rate risk related to variable rate funding costs for overnight advances used to fund long-term fixed rate assets, including loans made to certain of the Bank's customers.

In May 2018, the Bank entered into an interest rate swap agreement with a counterparty under which the Bank pays a fixed rate of 2.765% and receives a variable rate (which resets quarterly) equal to 3-month LIBOR Flat. The derivative and hedging accounting guidance requires the Bank recognize all derivative instruments as either assets or liabilities at fair value in the consolidated balance sheets. In accordance with this guidance, the Bank designates this interest rate swap as a cash flow hedge. If certain hedging criteria specified in derivatives and hedge accounting guidance are met, including testing for hedge effectiveness, hedge accounting may be applied. The hedge effectiveness assessment methodologies for similar hedges are performed in a similar manner and are used consistently throughout the hedging relationships. The Bank determined that the entire amount of the interest rate swap contract described above was an effective cash flow hedging instrument.

The agreement has a notional amount of \$10,000,000. This interest rate swap is scheduled to mature on May 14, 2020. The fair value of the swap is included in other assets in the accompanying consolidated balance sheets.

Note 8 - Junior Subordinated Debentures

On June 27, 2003, the Company issued \$1.035 million in junior subordinated debentures due June 27, 2033, to Trust I. The Company owns all of the \$35,000 in common equity of Trust I and the debentures are the sole asset of Trust I. Trust I issued \$1.0 million of floating-rate trust capital securities in a non-public offering. The floating-rate capital securities provide for quarterly distributions at a variable annual coupon rate, reset quarterly, based on three-month LIBOR plus 2.75%. The coupon rate was 4.71% at December 31, 2019 and 5.56% at December 31, 2018. The securities are callable by the Company, subject to any required regulatory approval, at par, after June 2008.

The Company unconditionally guarantees the Trust I capital securities. The terms of the junior subordinated debentures and the common equity of Trust I mirror the terms of the trust capital securities issued by Trust I. The Company used the net proceeds from this offering to fund an additional \$1.0 million capital investment in the Bank to fund its operations and future growth.

On August 23, 2004, the Company issued \$5.155 million in junior subordinated debentures due August 23, 2034, to Trust II. The Company owns all of the \$155,000 in common equity of Trust II and the debentures are the sole asset of Trust II. Trust II issued \$5.0 million of floating-rate trust capital securities in a non-public offering. The floating-rate capital securities provide for quarterly distributions at a variable annual coupon rate, reset quarterly, based on three-month LIBOR plus 2.65%. The coupon rate was 4.56% at December 31, 2019 and 5.30% at December 31, 2018. The securities are callable by the Company subject to any required regulatory approval, at par, after August 2009.

The Company unconditionally guarantees the Trust II capital securities. The terms of the junior subordinated debentures and the common equity of Trust II mirror the terms of the trust capital securities issued by Trust II. The Company used the net proceeds from this offering to fund an additional \$5.0 million capital investment in the Bank to fund its operations and future growth.

In December 2009, the Company entered into an interest rate swap agreement (swap) with an effective date of February 23, 2011. The Company designated the swap as a cash flow hedge and it is intended to protect against the variability of cash flows associated with Trust II. The swap modifies the pricing characteristic of Trust II, wherein the Company receives interest at three-month LIBOR plus 2.65% from a counterparty and pays a fixed rate of interest of 6.80% to the same counterparty calculated on a notional amount of \$5.0 million. This agreement expired on November 23, 2019 and any pledged collateral was returned to the Company.

At December 31, 2019 and 2018, the fair value of the swap agreement was \$0 and a loss of \$72,000, respectively, and was the amount the Company would have expected to pay to terminate the agreement. The fair value of the swap is included in other assets in the accompanying consolidated balance sheets.

The net effect of the swap decreased interest expense to \$113,000 and \$127,000 in 2019 and 2018, respectively.

The accounts of Trust I and Trust II are not included in the consolidated financial statements of the Company. However, for regulatory purposes, the trust capital securities qualify as Tier I capital of the Company subject to a 25% of capital limitation under risk-based capital guidelines. The portion that exceeds the 25% of capital limitation qualifies as Tier II capital. At December 31, 2019 and 2018, \$6.0 million in trust capital securities qualified as Tier I capital, respectively.

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 9 - Income Taxes

The provision for income taxes consists of the following for the years ended December 31:

| | <u>2019</u> | <u>2018</u> |
|------------------------------|-----------------|-----------------|
| | (In thousands) | |
| Current tax provision: | | |
| Federal | \$ 2,527 | \$ 4,466 |
| State | <u>231</u> | <u>355</u> |
| Total current tax provision | 2,758 | 4,821 |
| Deferred tax (benefit): | | |
| Federal | (233) | (1,910) |
| State | <u>(41)</u> | <u>(133)</u> |
| Total deferred tax (benefit) | <u>(274)</u> | <u>(2,043)</u> |
| | <u>\$ 2,484</u> | <u>\$ 2,778</u> |

Income tax expense differed from the statutory federal income tax rate for the years ended December 31 as follows:

| | <u>2019</u> | <u>2018</u> |
|---|--------------|--------------|
| Statutory federal tax rate | 21.0% | 21.0% |
| Increase (decrease) resulting from: | | |
| Tax-exempt interest income | (1.6) | (2.5) |
| Non-taxable earnings on bank-owned life insurance | (2.5) | (0.6) |
| Nondeductible expenses | - | 0.1 |
| Disallowed interest expense | 0.1 | 0.1 |
| State taxes | 1.1 | 1.2 |
| Other, net | <u>0.3</u> | <u>2.5</u> |
| Effective tax rate | <u>18.4%</u> | <u>21.8%</u> |

Deferred income taxes reflect the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for tax purposes. Components of the Company's net deferred tax assets at December 31, included in other assets in the accompanying consolidated balance sheets, are as follows:

| | <u>2019</u> | <u>2018</u> |
|--|-----------------|-----------------|
| | (In thousands) | |
| Deferred tax assets: | | |
| Allowance for loan losses | \$ 2,956 | \$ 2,560 |
| Compensation and benefits | 2,020 | 1,556 |
| Net unrealized loss on available for sale securities | 82 | 1,346 |
| Prepaid pension | 234 | - |
| Other | <u>620</u> | <u>680</u> |
| Total deferred tax assets | <u>\$ 5,912</u> | <u>\$ 6,142</u> |

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 9 - Income Taxes (Continued)

Deferred tax liabilities:

| | | |
|--------------------------------|-----------------|-----------------|
| Prepaid pension | \$ - | \$ 15 |
| Depreciation | 595 | 434 |
| Other | <u>1,323</u> | <u>1,081</u> |
| Total deferred tax liabilities | <u>\$ 1,918</u> | <u>\$ 1,530</u> |
| Net deferred tax assets | <u>\$ 3,994</u> | <u>\$ 4,612</u> |

Management believes it is more likely than not that all of the deferred tax assets will be realized. The amount of the deferred tax asset considered realizable, however, could be reduced in the near term if estimates of future taxable income are reduced.

Note 10 - Stockholders' Equity

Preferred Stock – The Company is authorized to issue 5,000 shares of preferred stock having a par value of \$0.50 per share and a stated value of \$1,000 per share. The board of directors is authorized to issue these shares of preferred stock without stockholder approval in different classes and series and, with respect to each class or series, to determine the dividend rate, the redemption provisions, conversion provisions, liquidation preference, and other rights, privileges, and restrictions.

On November 15, 2016, the Company offered a private placement of 5,000 shares, par value of \$0.50 per share, Series A Non-Cumulative Convertible Preferred Stock at \$1,000 per share. The preferred stock is convertible, at any time, into shares of common stock, par value \$0.50 per share, at the option of the holder.

Upon a deemed liquidation event of Lyons Bancorp, the holders of the preferred shares are entitled to receive a liquidation distribution of \$1,000 per share plus any declared and unpaid dividends, before any distribution of assets to holders of common stock. Dividends will be paid quarterly, if declared by the board of directors, at a rate per annum equal to 5%. As of December 31, 2019 and 2018, all 5,000 shares, par value \$0.50 per share, of the authorized preferred stock have been issued and are outstanding.

Common Stock – The holders of the Company's common stock are entitled to receive dividends, if any, the board of directors may declare from time to time from funds legally available therefore, subject to the preferential rights of the holders of any shares of preferred stock that the Company may issue in the future. The holders of the Company's common stock are entitled to one vote per share on any matter to be voted upon by stockholders.

The common stock and treasury stock of the Company at December 31, 2019 and 2018 are as follows:

| | <u>2019</u> | <u>2018</u> |
|---|------------------|------------------|
| Common stock, authorized shares, \$0.50 par value | <u>7,500,000</u> | <u>7,500,000</u> |
| Issued shares | <u>3,198,660</u> | 3,198,660 |
| Less: treasury stock shares | <u>(28,412)</u> | <u>(14,782)</u> |
| Outstanding shares | <u>3,170,248</u> | <u>3,183,878</u> |

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 10 - Stockholders' Equity (Continued)

The amounts of income tax expense (benefit) allocated to each component of other comprehensive income are as follows for the Years Ended December 31, 2019 and 2018:

| | <u>2019</u> | <u>2018</u> |
|--|----------------|-----------------|
| | (In thousands) | |
| Securities available for sale: | | |
| Net unrealized gains (losses) during the year | \$ 1,208 | \$ (624) |
| Reclassification adjustment for losses included in income | 56 | 9 |
| Pension and postretirement benefits: | | |
| Amortization of prior service credit | (1) | (1) |
| Amortization of net loss | 38 | 23 |
| Net actuarial gain (loss) | (406) | (127) |
| Cash flow hedge | | |
| Gains (losses) on the effective portion of cash flow hedge | (29) | 3 |
| Reclassification adjustment for losses included in income | <u>28</u> | <u>32</u> |
| Tax expense (benefit) | <u>\$ 894</u> | <u>\$ (685)</u> |

Reclassifications out of accumulated other comprehensive (loss) income for the years ended December 31, 2019 and 2018 are as follows:

| Details About Accumulated Other Comprehensive (Loss) Income Components | Amount Reclassified from Accumulated Other Comprehensive (Loss) Income | | Affected Line Item In The Statement Where Net Income is Presented |
|---|--|-------------|---|
| | <u>2019</u> | <u>2018</u> | |
| | (In Thousands) | | |
| Unrealized gains and losses on available for sale securities (before tax) | \$ (222) | \$ (35) | Net realized losses from sales of securities |
| Tax benefit (expense) | <u>56</u> | <u>9</u> | Income tax expense |
| Net of tax | <u>(166)</u> | <u>(26)</u> | |
| Amortization of pension and postretirement benefit plan items (before tax): | | | |
| Prior service credit | 4 | 3 | |
| Net losses | <u>(152)</u> | <u>(92)</u> | |
| | <u>(148)</u> | <u>(89)</u> | Pensions and benefits expense |

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 10 - Stockholders' Equity (Continued)

| | | | |
|--|-----------------|-----------------|-------------------------------|
| Tax benefit | <u>37</u> | <u>22</u> | Income tax expense |
| Net of tax | <u>(111)</u> | <u>(67)</u> | |
| Gains and losses on cash flow hedge (before tax) | <u>(113)</u> | <u>(127)</u> | Interest expense - borrowings |
| Tax benefit | <u>28</u> | <u>32</u> | Income tax expense |
| Net of tax | <u>(85)</u> | <u>(95)</u> | |
| Total reclassification for the year, net of tax | <u>\$ (362)</u> | <u>\$ (188)</u> | |

The balances and changes in the components of accumulated other comprehensive loss, net of tax, are as follows:

| (In thousands) | Unrealized gains (losses) on securities available for sale and restricted equity securities | Unrealized losses on securities transferred to held to maturity | Pension and postretire- ment benefits | Unrealized losses on cash flow hedge | Total |
|---|--|--|---|---|-------------------|
| Balance – January 1, 2018 | \$ (2,388) | \$ - | \$ (1,978) | \$ (161) | \$ (4,527) |
| Other comprehensive income (loss) before reclassifications | (1,546) | - | (392) | 3 | (1,935) |
| Amounts reclassified from accumulated other comprehensive income | <u>26</u> | <u>-</u> | <u>67</u> | <u>95</u> | <u>188</u> |
| Other comprehensive income (loss) for 2018 | <u>(1,520)</u> | <u>-</u> | <u>(325)</u> | <u>98</u> | <u>(1,747)</u> |
| Cumulative effect of change in measurement of equity securities | <u>(130)</u> | <u>-</u> | <u>-</u> | <u>-</u> | <u>(130)</u> |
| Balance – December 31, 2018 | <u>\$ (4,038)</u> | <u>\$ -</u> | <u>\$ (2,303)</u> | <u>\$ (63)</u> | <u>\$ (6,404)</u> |
| Other comprehensive income (loss) before reclassifications | 3,626 | - | (1,219) | (88) | 2,319 |
| Amounts reclassified from accumulated other comprehensive income | <u>166</u> | <u>-</u> | <u>111</u> | <u>85</u> | <u>362</u> |
| Other comprehensive income (loss) for 2019 | <u>3,792</u> | <u>-</u> | <u>(1,108)</u> | <u>(3)</u> | <u>2,681</u> |
| Reclassification of stranded tax effect | <u>-</u> | <u>-</u> | <u>-</u> | <u>14</u> | <u>14</u> |
| Balance – December 31, 2019 | <u>\$ (246)</u> | <u>\$ -</u> | <u>\$ (3,411)</u> | <u>\$ (52)</u> | <u>\$ (3,709)</u> |

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 11 - Pension and Postretirement Benefit Plans

The Company participates in the New York State Bankers Retirement System (the “System”), a non-contributory defined benefit pension plan (the “Pension Plan”) covering substantially all employees. The benefits are based on years of service and the employee’s highest average compensation during five consecutive years of employment.

The Company also maintains an unfunded postretirement health insurance plan (the “Healthcare Plan”) for certain employees meeting eligibility requirements.

The Company engages independent, external actuaries to compute the amounts of liabilities and expense relating to these plans, subject to the assumptions that the Company selects. The benefit obligation for these plans represents the liability of the Company for current and retired employees, and is affected primarily by the following: service cost (benefits attributed to employee service during the period); interest cost (interest on the liability due to the passage of time); actuarial gains/losses (experience during the year different from that assumed and changes in plan assumptions); and benefits paid to participants.

The following table provides a reconciliation of the changes in the Pension Plan’s benefit obligations and fair value of assets and the accumulated benefit obligation for the Healthcare Plan for the years ending December 31, 2019 and 2018:

| | Pension Plan | | Healthcare Plan | |
|--|------------------|-----------|-----------------|--------|
| | 2019 | 2018 | 2019 | 2018 |
| | (In thousands) | | | |
| Change in benefit obligation: | | | | |
| Benefit obligation at beginning of year | \$ 15,396 | \$ 15,631 | \$ 396 | \$ 669 |
| Service cost | 1,193 | 1,262 | 5 | 8 |
| Interest cost | 681 | 607 | 24 | 24 |
| Actuarial (gain) loss | 3,905 | (1,507) | 15 | 35 |
| Expected expenses | (141) | (149) | - | - |
| Benefits paid “expected” | (422) | (448) | (33) | (126) |
| Benefit obligation at end of year | <u>20,612</u> | 15,396 | <u>407</u> | 610 |
| Change in plan assets: | | | | |
| Fair value of plan assets at beginning of year | 15,396 | 16,980 | - | - |
| Actual return on plan assets | 3,253 | (994) | - | - |
| Employer contribution | 1,500 | - | 33 | 33 |
| Actual expenses paid | (138) | (147) | - | - |
| Benefits paid | (412) | (443) | (33) | (33) |
| Fair value of plan assets at end of year | <u>19,599</u> | 15,396 | - | - |
| (Unfunded) Funded status recognized | \$ (1,013) | \$ (9) | \$ (407) | \$ 610 |
| Accumulated benefit obligation | <u>\$ 17,009</u> | \$ 12,930 | <u>\$ (634)</u> | \$ 610 |

The underfunded status of the Pension Plan as of December 31, 2019 has been recognized in other liabilities in the consolidated balance sheets. At December 31, 2018, the funded status of the pension plan is recognized in other assets in the consolidated balance sheets.

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 11 - Pension and Postretirement Benefit Plans (Continued)

The unfunded status of the Healthcare Plan has been recognized in other liabilities in the consolidated balance sheets at December 31, 2019 and 2018.

The components of net periodic benefit cost and other comprehensive income are as follows:

| | Pension Plan | | Healthcare Plan | |
|---|-----------------|-----------------|-----------------|----------------|
| | 2019 | 2018 | 2019 | 2018 |
| Components of net periodic benefit cost: | (In thousands) | | | |
| Service cost | \$ 1,193 | \$ 1,262 | \$ 5 | \$ 8 |
| Interest cost | 681 | 607 | 24 | 24 |
| Expected return on plan assets | (979) | (1,084) | - | - |
| Amortization of prior service cost (credit) | 0 | 1 | (4) | (4) |
| Amortization of net loss | 133 | 66 | 19 | 26 |
| Net periodic benefit cost | <u>\$ 1,028</u> | <u>\$ 852</u> | <u>\$ 44</u> | <u>\$ 54</u> |
| Other changes in plan assets and benefit obligations recognized in other comprehensive income: | | | | |
| Net (gain) loss | \$ 1,618 | \$ 565 | \$ 37 | \$ (46) |
| Recognized actuarial loss | (133) | (66) | (19) | (26) |
| Recognized prior service (cost) credit | - | (1) | 4 | 4 |
| Recognized in other comprehensive income | <u>\$ 1,485</u> | <u>\$ 498</u> | <u>\$ 22</u> | <u>\$ (68)</u> |
| Total recognized in net periodic benefit cost and other comprehensive income | <u>\$ 2,513</u> | <u>\$ 1,350</u> | <u>\$ 66</u> | <u>\$ (14)</u> |

The following table presents the components of accumulated other comprehensive loss, net of taxes, as of December 31:

| | Pension Plan | | Healthcare Plan | |
|-----------------------------|-----------------|-----------------|-----------------|---------------|
| | 2019 | 2018 | 2019 | 2018 |
| | (In thousands) | | | |
| Prior service cost (credit) | \$ - | \$ - | \$ (4) | \$ (7) |
| Other | \$ - - | \$ - - | \$15(4) | \$ - (7) |
| Net actuarial loss | 3,255 | 2,142 | 175 | 168 |
| | <u>\$ 3,255</u> | <u>\$ 2,142</u> | <u>\$ 156</u> | <u>\$ 161</u> |

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 11 - Pension and Postretirement Benefit Plans (Continued)

The estimated costs that will be amortized from accumulated other comprehensive loss into net periodic cost during 2020 are as follows:

| | <u>Pension Plan</u> | <u>Healthcare Plan</u> | <u>Total</u> |
|-----------------------------|-------------------------|----------------------------|----------------------|
| | | (In thousands) | |
| Prior service cost (credit) | \$ - | \$ (4) | \$ (4) |
| Net actuarial loss | <u>234</u> | <u>29</u> | <u>263</u> |
| Total | <u>\$ 234</u> | <u>\$ 25</u> | <u>\$ 259</u> |

Weighted-average assumptions used in accounting for the plans were as follows:

| | <u>Pension Plan</u> | | <u>Healthcare Plan</u> | |
|--|---------------------|-------------|------------------------|-------------|
| | <u>2019</u> | <u>2018</u> | <u>2019</u> | <u>2018</u> |
| Discount rates: | | | | |
| Benefit cost for Plan Year | 4.52% | 3.96% | 4.14% | 3.51% |
| Benefit obligation at end of Plan Year | 3.57% | 4.52% | 3.13% | 4.14% |
| Expected long-term return on plan assets | 6.50% | 6.50% | N/A | N/A |
| Rate of compensation increase: | | | | |
| Benefit cost for Plan Year | 3.00% | 3.00% | N/A | N/A |
| Benefit obligation at end of Plan Year | 3.00% | 3.00% | N/A | N/A |

The assumed health care cost trend rate used in the postretirement benefit plan at December 31, 2019 was 4.00%. Assumed health care trend rates may have a significant effect on the amounts reported for this plan. A 1% increase in the trend rate would increase the periodic benefit cost by \$4,000 and increase the accumulated postretirement benefit obligation by \$86,000.

The discount rate used for each period was based upon the rates of return on high-quality fixed income investments. The objective of using this approach is to measure the single amount that, if invested at the measurement date in a portfolio of high-quality debt instruments, would provide the necessary future cash flows to pay benefits when they became due. The discount rates are evaluated at each measurement date to give effect to changes in the general level of interest rates.

The Company utilizes Total Data Set Employee/Retiree Mortality Table (Pri-2012) to measure its pension plan obligation. In 2019, the Company used Pri-2012 adjusted to reflect Scale MP-2019 from the 2012 base year and projected forward using MP-2019 on a generational basis, while in 2018, the Company utilized RP-2018 adjusted to reflect the Mortality Improvement Scale of 2018 (MP-2018). The change in the mortality from RP-2014 with scale MP-2018 to PRI-2012 with scale MP-2019 decreased the projected benefit obligation by approximately \$53,000.

The Company's funding policy is to contribute, at a minimum, an actuarially determined amount that will satisfy the minimum funding requirements determined under the appropriate sections of the Internal Revenue Code. The Company made a contribution of \$1,500,000 in 2019. The Company satisfied the minimum funding requirement in 2018.

Estimated future benefit payments, which reflect expected future service, as appropriate, are as follows:

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 11 - Pension and Postretirement Benefit Plans (Continued)

| Years Ending December 31, | <u>Pension Plan</u> | <u>Healthcare Plan</u> |
|---------------------------|---------------------|------------------------|
| | (In thousands) | |
| 2020 | \$ 488 | \$ 33 |
| 2021 | 525 | 33 |
| 2022 | 563 | 32 |
| 2023 | 610 | 33 |
| 2024 | 654 | 32 |
| 2025 - 2029 | <u>4,681</u> | <u>197</u> |
| | <u>\$ 7,521</u> | <u>\$ 360</u> |

The fair value of the Company's pension plan assets at December 31, 2019 and 2018 by asset category are as follows:

| | <u>Total</u> | <u>(Level 1) Quoted Prices in Active Markets for Identical Assets</u> | <u>(Level 2) Significant Other Observable Inputs</u> | <u>(Level 3) Significant Unobservable Inputs</u> |
|---|------------------|---|--|--|
| | (In thousands) | | | |
| December 31, 2019: | | | | |
| Cash equivalents: | | | | |
| Foreign currencies | \$ 4 | \$ 4 | \$ - | \$ - |
| Short term investment funds | - | - | - | - |
| Total cash equivalents | <u>4</u> | <u>4</u> | - | - |
| Equity securities: | | | | |
| Common stock | - | - | - | - |
| Depository receipts | - | - | - | - |
| Commingled pension trust funds | - | - | - | - |
| Preferred stock | - | - | - | - |
| Total equity securities | <u>-</u> | <u>-</u> | <u>-</u> | <u>-</u> |
| Fixed income securities: | | | | |
| Collateralized mortgage obligations | - | - | - | - |
| Commingled pension trust funds | - | - | - | - |
| Corporate bonds | 1 | - | 1 | - |
| Government National Mortgage Association II | - | - | - | - |
| Government issues | - | - | - | - |
| Other securities | - | - | - | - |
| Total fixed income securities | <u>1</u> | <u>-</u> | <u>1</u> | <u>-</u> |
| Other financial instruments | | | | |
| Commingled pension trust funds | - | - | - | - |
| Total other financial instruments | <u>-</u> | <u>-</u> | <u>-</u> | <u>-</u> |
| Subtotal: | <u>5</u> | <u>4</u> | <u>1</u> | <u>-</u> |
| Investments valued using Net Asset Value | <u>19,594</u> | | | |
| Total | <u>\$ 19,599</u> | | | |

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 11 - Pension and Postretirement Benefit Plans (Continued)

| | (Level 1) Quoted Prices in Active Markets for Identical Assets | (Level 2) Significant Other Observable Inputs | (Level 3) Significant Unobservable Inputs |
|--|--|---|--|
| Total | Assets | Inputs | Inputs |
| (In thousands) | | | |
| December 31, 2018: | | | |
| Cash equivalents: | | | |
| Foreign currencies | \$ 6 | \$ 6 | \$ - |
| Short term investment funds | - | - | - |
| Total cash equivalents | <u>6</u> | <u>-</u> | <u>-</u> |
| Equity securities: | | | |
| Common stock | 2,443 | 2,443 | - |
| Depository receipts | 42 | 42 | - |
| Commingled pension trust funds | - | - | - |
| Preferred stock | 20 | 20 | - |
| Total equity securities | <u>2,505</u> | <u>-</u> | <u>-</u> |
| Fixed income securities: | | | |
| Collateralized mortgage obligations | 154 | - | 154 |
| Commingled pension trust funds | - | - | - |
| Corporate bonds | 599 | - | 599 |
| Federal National Mortgage Corporation | 29 | - | 29 |
| Government issues | 2,170 | - | 2,170 |
| Other securities | - | - | - |
| Total fixed income securities | <u>2,952</u> | <u>-</u> | <u>-</u> |
| Other financial instruments | | | |
| Commingled pension trust funds | 593 | - | 593 |
| Total other financial instruments | <u>593</u> | <u>-</u> | <u>593</u> |
| Investments valued using Net Asset Value | <u>9,340</u> | <u>-</u> | <u>-</u> |
| Total | <u>\$ 15,396</u> | <u>\$ 2,511</u> | <u>\$ 2,952</u> |

At December 31, 2019 the portfolio was managed by one investment firm and 2018, the portfolio was managed by two investment firms. In addition, as of December 31, 2019 and 2018, approximately \$425,000 and \$286,000, respectively, of Pension Plan monies had not yet been allocated to either investment manager. At December 31, 2019, control was 98% by one investment firm. At December 31, 2018, control was split at approximately 62%, 36% and 2%.

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 11 - Pension and Postretirement Benefit Plans (Continued)

At December 31, 2019, there were the following investment concentrations:

- The System had approximately 98% of its total portfolio in the JPMCB LDI Diversified Balanced Fund, a commingled pension fund trust,

At December 31, 2018, there were the following investment concentrations:

- Three commingled pension trust funds, which were 15%, 6% and 6% of the total portfolio,

Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date.

Valuation techniques used to measure fair value under ASC 820 must maximize the use of observable inputs and minimize the use of unobservable inputs. The standard describes a fair value hierarchy based on three levels of inputs, of which the first two are considered observable and the last unobservable, that may be used to measure fair value which are the following:

- Level 1—Quoted prices in active markets for identical assets or liabilities.
- Level 2—Inputs other than Level 1 that are observable, either directly or indirectly, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities.
- Level 3—Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities.

The System uses the Thomson Reuters Pricing Service to determine the fair value of equities excluding commingled pension trust funds, the pricing service of IDC Corporate USA to determine the fair value of fixed income securities excluding commingled pension trust funds and JP Morgan Chase Bank, N.A. and Northern Trust to determine the fair value of commingled pension trust funds.

The following is a table of the pricing methodology and unobservable inputs at December 31, 2019 and 2018 used by JPMorgan in pricing commingled pension trust funds:

| Commingled Pension Trust Funds (CPTF) - Other | Principal Valuation Technique(s) Used | Unobservable Inputs |
|--|--|--|
| CPTF (Strategic Property) of JPMorgan Chase Bank, N.A. | Market, Income Approach, Debt Service and Sales Comparison | Credit Spreads, Discount Rate, Loan to Value Ratio, Terminal Capitalization Rate and Value per Square Foot |

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 11 - Pension and Postretirement Benefit Plans (Continued)

The following table sets forth a summary of the changes in Level 3 assets for the years ended December 31, 2019 and 2018:

| | |
|---|--------|
| January 1, 2018 | \$ 538 |
| Sales | - |
| Purchases | - |
| Realized gains | - |
| Unrealized gains | 55 |
| Balances, December 31, 2018 | \$ 593 |
| Transfer of assets now measured at net asset value per share | (593) |
| Balances, December 31, 2019 | \$ - |

There were no transfers in or out of Level 3 in the Years Ended December 31, 2019 and 2018.

The Pension Plan was established in 1938 to provide for the payment of benefits to employees of participating banks. The Pension Plan is overseen by a Board of Trustees who meet quarterly and set the investment policy guidelines.

The New York Bankers Retirement System (“System”) overall investment strategy is to invest in a diversified portfolio while managing the variability between the assets and projected liabilities of underfunded pension plans. The System’s Board Members approved a migration (the “Migration”) of substantially all of the System’s assets to one fund, Commingled Pensions Trust Fund (LDI Diversified Balanced) of JPMorgan Chase Bank, N.A. (“JPMCB LDI Diversified Balanced Fund” or the “Fund”). The Board made the election in their December 2018 meeting and the Migration had an effective trade date of February 28, 2019. The Fund employs a liability driven investing (“LDI”) strategy for pension plans that are seeking a solution that is balanced between growth and hedging. The Bloomberg Barclays Long A U.S. Corporate Index, the Fund’s primary liability-performance benchmark, is used as a proxy for plan projected liabilities. The growth-oriented portion of the Fund invests in a mix of asset classes that the Fund’s Trustee believes will collectively maximize total risk-adjusted return through a combination of capital appreciation and income. This portion of the Fund will comprise between 35% and 90% of the portfolio and will invest directly or indirectly via underlying funds in a broad mix of global equity, credit, global fixed income, real estate and cash-plus strategies. The remaining portion of the Fund, between 10% and 65% of the portfolio, provides exposure to U.S. long duration fixed income and is used to minimize volatility relative to a plan’s projected liabilities. This portion of the Fund will invest directly or indirectly via underlying funds in investment grade corporate bonds and securities issued by the U.S. Treasury and its agencies or instrumentalities.

Prior to the Migration the System’s overall investment strategy was to achieve a mix of approximately 97% of investments for long-term growth and 3% for near-term benefit payments with a wide diversification of asset types, fund strategies, and fund managers. The target allocations for the System assets are shown in the table below. Cash equivalents consist primarily of government issues (maturing in less than three months) and short term investment funds. Equity securities primarily include investments in common stock, depository receipts, preferred stock, commingled pension trust funds, exchange traded

Note 11 - Pension and Postretirement Benefit Plans (Continued)

funds and real estate investment trusts. Fixed income securities include corporate bonds, government issues, credit card receivables, mortgage backed securities, municipals, commingled pension trust funds and other asset backed securities. Other investments are real estate interests and related investments held within a commingled pension trust fund.

The weighted average expected long-term rate of return is estimated based on current trends in the System's assets as well as projected future rates of return on those assets and reasonable actuarial assumptions based on the guidance provided by Actuarial Standard of Practice ("ASOP") No. 27 "Selection of Economic Assumptions for Measuring Pension Obligations" for long term inflation, and the real and nominal rate of investment return for a specific mix of asset classes. The following assumptions were used in determining the long-term rate of return:

Equity securities: Dividend discount model, the smoothed earnings yield model, and the equity risk premium model

Fixed income securities: Current yield-to-maturity and forecasts of future yields

Other financial instruments: Comparison of the specific investment's risk to that of fixed income and equity instruments and using judgment.

The long-term rate of return considers historical returns. Adjustments were made to historical returns in order to reflect expectations of future returns. These adjustments were due to factor forecasts by economists and long-term U.S. Treasury yields to forecast long-term inflation. In addition, forecasts by economists and others for long-term GDP growth were factored into the development of assumptions for earnings growth and per capita income.

Investment managers are prohibited from purchasing any security greater than 5% of the portfolio at the time of purchase or greater than 8% at market value in any one issuer. Effective June 25, 2013, the issuer of any security purchased must be located in a country in the MSCI (Morgan Stanley Capital International) World Index. In addition, the following are prohibited:

Equity securities:

- Short sales,
- Unregistered securities, and
- Margin purchases.

Fixed income securities:

- Mortgage backed derivatives that have an inverse floating rate coupon or that are interest only securities,
- Any asset backed security that is not issued by the U.S. government or its agencies or instrumentalities,
- In general, securities of less than Baa2/BBB quality,
- Securities of less than A-quality may not in the aggregate exceed 13% of the investment manager's portfolio, and

Note 11 - Pension and Postretirement Benefit Plans (Continued)

- An investment manager's portfolio of commercial mortgage-backed securities and asset-backed securities may not exceed 10% of the portfolio at the time of purchase.

Other financial instruments:

- Unhedged currency exposure in countries not defined as "high income economies" by the World Bank

All other investments not prohibited by policy are permitted. At December 31, 2019 and 2018 the Pension Plan held certain investments which are no longer deemed acceptable to acquire. These positions will be liquidated when the investment managers deem that such liquidation is in the best interest of the Pension Plan.

The target allocation for 2019 and actual allocation of plan assets as of December 31, 2019 and 2018 are as follows:

| Asset Category | Target Allocation 2019 | % of Plan Assets at December 31, | |
|-----------------------------|---------------------------|----------------------------------|-------|
| | | 2019 | 2018 |
| Cash equivalents | 0% | 0.0% | 4.2% |
| Equity securities | 28% | 31.8% | 46.1% |
| Fixed income securities | 60% | 57.7% | 45.8% |
| Other financial instruments | 12% | 10.6% | 3.9% |

Defined Contribution Plan

The Bank has a contributory 401(k) Plan for substantially all employees. Employees are eligible to contribute a percentage of their salary up to the maximum as determined by the Internal Revenue Service. The Bank is required to match 75% of the employees' contributions up to a maximum of 6% of the employees' salaries. The Bank contributed \$491,000 and \$472,000 under these provisions during 2019 and 2018, respectively.

Supplemental Employee Retirement Plans

The Company maintains supplemental employee retirement plans (the "SERP") for certain executives. All benefits provided under the SERP are unfunded and, as these executives retire, the Company will make payments to plan participants. The unfunded status of the SERP at December 31, 2019 and 2018 was \$4.4 million and \$3.9 million, respectively, and is recorded in other liabilities in the consolidated balance sheets. Compensation expense related to the SERP was \$1,717,000 and \$196,000 for the years ended December 31, 2019 and 2018.

Deferred Compensation Plans

Prior to 2007, the Company had entered into employment agreements with key executives. These employment agreements established deferred compensation plans whereby Company stock was awarded and vested each year. In 2007, the Company terminated the employment agreements and related deferred compensation plans and established new deferred compensation plans for key executives. The new plans

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 11 - Pension and Postretirement Benefit Plans (Continued)

require a vesting period of three years from the original date the executive entered the plan. Awarded shares from both the prior plan and the current plan are restricted from being sold until employment is terminated.

The Company obtains shares for the new deferred compensation plan either through open market purchases or from treasury shares. The amount of awarded shares is based on the amount earned by each executive under the deferred compensation plan. The executives are awarded a number of shares based on the amount of deferred compensation earned divided by the value of the shares. The value of the shares purchased on the open market is the price paid. The value of the shares from treasury is the average daily closing price of the stock for each day within the past quarter. Total deferred compensation shares were 150,842 and 147,275 at December 31, 2019 and 2018 respectively. Total shares awarded were 8,182 and 13,557 for 2019 and 2018, respectively. Compensation expense is recognized over the vesting period, and is based upon the total amount of the value of the shares awarded to each executive. Compensation expense related to the plan was approximately \$226,000 and \$233,000 for the years ended December 31, 2019 and 2018, respectively.

Note 12 - Earnings Per Share

The following table presents a reconciliation of the earnings and shares used in calculating basic and diluted EPS for each of the years ended December 31:

| | <u>2019</u> | <u>2018</u> |
|--|---------------------------------------|------------------|
| | (in thousands, except per share data) | |
| Net income | \$ 11,005 | \$ 9,992 |
| Adjustment for dilutive potential common shares | - | - |
| Preferred stock dividends | 250 | 250 |
| Net income available for diluted common shares | <u>\$ 10,755</u> | <u>\$ 9,742</u> |
| Weighted average common shares used to calculate basic EPS | 3,182,515 | 3,180,057 |
| Add: effect of common stock equivalents ⁽¹⁾ | 120,000 | 120,000 |
| Weighted average common shares used to calculate diluted EPS | <u>3,302,515</u> | <u>3,300,057</u> |
| Earnings per common share : | | |
| Basic | <u>\$ 3.38</u> | <u>\$ 3.06</u> |
| Diluted | <u>\$ 3.33</u> | <u>\$ 3.03</u> |

(1) 5,000 shares of convertible preferred stock are convertible into 120,000 shares of LYBC common stock.

Note 13 - Related Party Transactions

In the ordinary course of business, the Bank has and expects to continue to have transactions, including loans and deposit accounts, with the Company's and the Bank's executive officers and directors and their affiliates. In the opinion of management, such transactions were on substantially the same terms, including interest rates and collateral, as those prevailing at the time of comparable transactions with other unrelated persons and did not involve more than a normal risk of collectability or present any other unfavorable features.

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

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Note 13 - Related Party Transactions (Continued)

The roll-forward of loans to related parties for the years ended December 31, 2019 and December 31, 2018 is as follows:

| | <u>2019</u> | <u>2018</u> |
|------------------------------------|------------------|------------------|
| | (In thousands) | |
| Beginning balance, January 1, 2019 | \$ 14,852 | \$ 10,389 |
| New loans | 4,933 | 2,802 |
| New directors | 331 | 4,252 |
| Sold loans | (988) | - |
| Repayments | (2,376) | (2,591) |
| Ending balance, December 31, 2019 | <u>\$ 16,752</u> | <u>\$ 14,852</u> |

Note 14 - Commitments and Contingent Liabilities

The Bank is a party to financial instruments with off-balance-sheet risk in the normal course of business to meet the financing needs of its customers. These financial instruments include commitments to extend credit and standby letters of credit. These instruments involve, to varying degrees, elements of credit and interest rate risk in excess of the amounts recognized in the consolidated balance sheets. The Bank uses the same credit policies in making commitments and conditional obligations as it does for on-balance-sheet instruments.

The Bank's exposure to credit loss in the event of nonperformance by the other party to the financial instrument for commitments to extend credit and standby letters of credit is represented by the contractual notional amount of those instruments summarized as follows at December 31:

| | <u>2019</u> | <u>2018</u> |
|---|------------------|-------------------|
| | (In thousands) | |
| Commitments to extend credit: | | |
| Commitments to grant loans | \$ 59,263 | \$ 75,483 |
| Unfunded commitments under commercial lines of credit | 106,722 | 102,865 |
| Unfunded commitments under consumer lines of credit | 91,075 | 85,939 |
| Standby letters of credit | <u>9,389</u> | <u>10,396</u> |
| | <u>\$266,449</u> | <u>\$ 274,683</u> |

Commitments to extend credit are agreements to lend to a customer as long as there is no violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. Since many of the commitments are expected to expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements.

The Bank evaluates each customer's credit worthiness on a case-by-case basis. The amount and type of collateral obtained, if deemed necessary by the Bank upon extension of credit, varies and is based on management's credit evaluation of the counterparty.

Note 14 - Commitments and Contingent Liabilities (Continued)

Standby letters of credit are conditional lending commitments issued by the Bank to guarantee the performance of a customer to a third party. These letters of credit are primarily issued to support public and private borrowing arrangements. Generally, letters of credit issued have expiration dates within one year. The credit risk involved in issuing letters of credit is essentially the same as that involved in extending loan facilities to customers. The Bank's policy for obtaining collateral, and the nature of such collateral, is essentially the same as that involved in making commitments to extend credit. The Bank generally holds collateral supporting those commitments. Such collateral amounted to \$8.2 million and \$9.1 million at December 31, 2019 and 2018, respectively. The amount of the liability related to guarantees under standby letters of credit was not material at December 31, 2019 and 2018.

In addition to other investors, the Bank sells residential mortgage loans to the FHLB. The agreement with the FHLB includes a maximum credit enhancement liability of \$5.8 million and \$4.4 million at December 31, 2019 and 2018 respectively, which the Bank may be required to pay if realized losses on any of the sold mortgages exceed the amount held in the FHLB's spread account. The FHLB is funding the spread account annually based on the outstanding balance of loans sold. The Bank's historical losses on residential mortgages have been lower than the amount being funded to the spread account. As such, the Bank does not anticipate recognizing any losses and, accordingly, has not recorded a liability for the credit enhancement.

In addition to pledging investment securities to secure deposits, the Bank has entered into an agreement with the FHLB whereby the FHLB agrees to issue letters of credit for the benefit of securing deposits. In the event the FHLB makes a payment under this agreement, such payment will constitute an advance to the Bank and shall be immediately due and payable. The Bank has pledged unencumbered mortgage-related assets to secure letters of credit from the FHLB. As of December 31, 2019 the Bank had letters of credit outstanding with FHLB of \$70.7 million and 2018 the Bank had letters of credit outstanding with the FHLB of \$54.2 million.

Note 15 - Concentrations of Credit

The Company's loan customers are located primarily in the New York communities served by the Bank. Investments in state and local government securities also involve governmental entities within the Company's market area. Although operating in numerous communities in New York State, the Company is still dependent on the general economic conditions of New York. The largest concentration of credit by industry is Lessors of Residential Buildings and Dwellings, with loans outstanding of \$63.5 million or 7.37% of total loans as of December 31, 2019. The largest concentration of credit by industry is Lessors of Nonresidential Buildings and Dwellings, with loans outstanding of \$59.0 million or 7.28% of total loans as of December 31, 2018. Risk related to this concentration is controlled through adherence to loan policy guidelines, including appropriate debt service coverage, adequate property values substantiated by current appraisals, and obtaining guarantors where appropriate. The Company, as a matter of policy, does not extend credit to any single borrower, or group of related borrowers, in excess of its legal lending limit. Further information on the Company's lending activities is provided in "Note 4 Loans" in Notes to Consolidated Financial Statements.

Lyons Bancorp, Inc.

Notes to Consolidated Financial Statements

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Note 16 - Regulatory Matters

The supervision and regulation of financial and bank holding companies and their subsidiaries is intended primarily for the protection of depositors, the deposit insurance funds regulated by the Federal Deposit Insurance Corporation (“FDIC”) and the banking system as a whole, and not for the protection of shareholders or creditors of bank holding companies. The various bank regulatory agencies have broad enforcement power over financial holding companies and banks, including the power to impose substantial fines, operational restrictions and other penalties for violations of laws and regulations and for safety and soundness considerations.

Capital

The Company (on a consolidated basis) and the Bank are subject to various regulatory capital requirements administered by federal banking agencies. Failure to meet minimum capital requirements can initiate certain mandatory, and possibly additional discretionary, actions by regulators that, if undertaken, could have a direct material effect on the Company’s and the Bank’s consolidated financial statements. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, the Company and the Bank must meet specific capital guidelines that involve quantitative measures of their assets, liabilities, and certain off-balance-sheet items as calculated under regulatory accounting practices. The capital amounts and classification are also subject to qualitative judgments by the regulators about components, risk weightings, and other factors.

Quantitative measures established by regulation to ensure capital adequacy require the Company and the Bank to maintain minimum amounts and ratios (set forth in the table below) of total and Tier I capital (as defined by regulation) and of Tier I capital (as defined) to average assets (as defined). The Company’s and the Bank’s capital amounts and ratios are also presented in the table below.

In July 2013, the Federal Reserve approved and published the final Basel III Capital Rules establishing a new comprehensive capital framework for U.S. banking organizations. The rules implement the Basel Committee’s December 2010 framework known as “Basel III” for strengthening international capital standards as well as certain provisions of the Dodd-Frank Act. The Basel III Capital Rules substantially revise the risk-based capital requirements applicable to bank holding companies and depository institutions, including the Company and the Bank, compared to the current U.S. risk-based capital rules. The Basel III Capital Rules define the components of capital, and address risk weights and other issues affecting the denominator in the banking institutions’ regulatory capital ratios. It also replaces the existing risk-weighting approach, with a more risk-sensitive approach based, in part, on the standardized approach in the Basel Committee’s 2004 “Basel II” capital accords and implements the requirements of Section 939A of the Dodd-Frank Act to remove references to credit ratings utilized in the federal banking agencies’ rules.

The Basel III Capital Rules were effective for the Company and the Bank on January 1, 2015 (subject to a phase-in period).

As required under Dodd-Frank, a new capital ratio, “common equity tier 1 capital ratio” (CET1) was established. This ratio allows only common equity to qualify as tier 1 capital. The new CET1 ratio also will include most elements of accumulated other comprehensive income, including unrealized securities gains and losses, as part of both total regulatory capital (numerator) and total assets (denominator).

Note 16 - Regulatory Matters (Continued)
Capital (Continued)

Community banks, however, were given the opportunity to make a one-time irrevocable election to include or not to include certain elements of other comprehensive income, most notably unrealized securities gains or losses. The Company and the Bank elected to not include the certain items of other comprehensive income in their capital calculations.

In addition to setting higher minimum capital ratios, the new rules introduce a capital conservation buffer, which must be added to each of the minimum capital ratios and is designed to absorb losses during periods of economic stress. The capital conservation buffer was phased-in over five years beginning on January 1, 2016 and is now set at 2.5% when fully phased-in. If a banking organization fails to hold capital above minimum capital ratios, including the capital conservation buffer, it will be subject to certain restrictions on capital distribution and discretionary bonus payments.

The final rules eliminated the proposed phase-out over 10 years of Trust Preferred Securities, or “TRUPs” as tier 1 capital for bank holding companies and banks, such as the Company and the Bank, that have less than \$15 billion in total assets. Under the final rule, grandfathered TRUPs would continue to qualify as tier 1 capital until they mature or are redeemed, up to a limit of 25% of tier 1 capital (for grandfathered TRUPs and other grandfathered tier 1 capital components).

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Notes to Consolidated Financial Statements

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Note 16 - Regulatory Matters (Continued)

(Dollars in thousands)

| | Actual | | For Capital Adequacy Purposes | | To be Well Capitalized under Prompt Corrective Action Provisions | | Minimum for Capital Adequacy with Buffer, Fully Phased in 2019 | |
|---------------------------|-----------|--------|-------------------------------|--------|--|-------|--|---------|
| | Amount | Ratio | Amount | Ratio | Amount | Ratio | Amount | Ratio |
| December 31, 2019: | | | | | | | | |
| Total risk-based capital | | | | | | | | |
| Consolidated | \$101,559 | 11.5 % | \$≥70,478 | ≥8.0 % | \$≥88,098 | ≥10.0 | \$≥92,503 | ≥10.5 % |
| Bank | \$108,211 | 12.3 % | \$≥70,457 | ≥8.0 % | \$≥88,072 | ≥10.0 | \$≥92,475 | ≥10.5 % |
| Tier 1 capital | | | | | | | | |
| Consolidated | \$90,491 | 10.3 % | \$≥52,859 | ≥6.0 % | \$≥70,478 | ≥8.0 | \$≥74,883 | ≥8.5 % |
| Bank | \$97,146 | 11.0 % | \$≥52,843 | ≥6.0 % | \$≥70,457 | ≥8.0 | \$≥74,861 | ≥8.5 % |
| Tier 1 leverage | | | | | | | | |
| Consolidated | \$90,491 | 7.8 % | \$≥46,068 | ≥4.0 % | \$≥57,585 | ≥5.0 | \$≥57,585 | ≥5.0 % |
| Bank | \$97,146 | 8.4 % | \$≥46,064 | ≥4.0 % | \$≥57,580 | ≥5.0 | \$≥57,580 | ≥5.0 % |
| Common Equity Tier 1 | | | | | | | | |
| Consolidated | \$86,834 | 9.9 % | \$≥39,644 | ≥4.5 % | \$≥57,264 | ≥6.5 | \$≥61,669 | ≥7.0 % |
| Bank | \$93,490 | 10.6 % | \$≥39,632 | ≥4.5 % | \$≥57,246 | ≥6.5 | \$≥61,650 | ≥7.0 % |
| December 31, 2018: | | | | | | | | |
| Total risk-based capital | | | | | | | | |
| Consolidated | \$95,854 | 11.7 % | \$≥65,455 | ≥8.0 % | \$≥81,818 | ≥10.0 | \$≥86,243 | ≥10.5 % |
| Bank | \$100,841 | 12.3 % | \$≥65,444 | ≥8.0 % | \$≥81,806 | ≥10.0 | \$≥86,230 | ≥10.5 % |
| Tier 1 capital | | | | | | | | |
| Consolidated | \$84,412 | 10.3 % | \$≥49,091 | ≥6.0 % | \$≥65,455 | ≥8.0 | \$≥69,816 | ≥8.5 % |
| Bank | \$90,806 | 11.1 % | \$≥49,083 | ≥6.0 % | \$≥65,444 | ≥8.0 | \$≥69,805 | ≥8.5 % |
| Tier 1 leverage | | | | | | | | |
| Consolidated | \$84,412 | 7.9 % | \$≥43,082 | ≥4.0 % | \$≥53,852 | ≥5.0 | \$≥53,863 | ≥5.0 % |
| Bank | \$90,806 | 8.5 % | \$≥43,092 | ≥4.0 % | \$≥53,864 | ≥5.0 | \$≥53,875 | ≥5.0 % |
| Common Equity Tier 1 | | | | | | | | |
| Consolidated | \$79,425 | 9.7 % | \$≥36,818 | ≥4.5 % | \$≥53,182 | ≥6.5 | \$≥57,495 | ≥7.0 % |
| Bank | \$85,823 | 10.5 % | \$≥36,813 | ≥4.5 % | \$≥53,174 | ≥6.5 | \$≥57,487 | ≥7.0 % |

Note 16 - Regulatory Matters (Continued)

Management believes, as of December 31, 2019, that the Company and the Bank meet all capital adequacy requirements to which they are subject.

As of the most recent notification from the Office of the Comptroller of the Currency, the Bank was categorized as well capitalized. There are no conditions or events since the notification that management believes have changed the institution's category

Dividend Restrictions

In the ordinary course of business, the Company is dependent upon dividends from the Bank to provide funds for the payment of interest expense on the junior subordinated debentures, dividends to shareholders and to provide for other cash requirements. Banking regulations may limit the amount of dividends that may be paid. Approval by regulatory authorities is required if the effect of dividends declared would cause the regulatory capital of the Bank to fall below specified minimum levels. Approval is also required if dividends declared exceed the net profits for that year combined with the retained net profits for the preceding two years.

At December 31, 2019, the Bank's retained earnings available for the payment of dividends was approximately \$16.6 million. At December 31, 2018, the Bank's retained earnings available for the payment of dividends was approximately \$14.7 million.

Note 17 - Fair Value Measurements and Fair Values of Financial Instruments

Determination of Fair Value

The Company uses fair value measurements to record fair value adjustments to certain assets and liabilities and to determine fair value disclosures. The fair value of a financial instrument is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Fair value is best determined based upon quoted market prices. However, in many instances, there are no quoted market prices for the Company's various assets and liabilities. In cases where quoted market prices are not available, fair values are based on estimates using present value or other valuation techniques. Those techniques are significantly affected by the assumptions used, including the discount rate and estimates of future cash flows. Accordingly, the fair value estimates may not be realized in an immediate settlement of the instrument.

Fair value guidance provides a consistent definition of fair value, which focuses on exit price in an orderly transaction (that is, not a forced liquidation or distressed sale) between market participants at the measurement date under current market conditions. If there has been a significant decrease in the volume and level of activity for the asset or liability, a change in valuation technique or the use of multiple valuation techniques may be appropriate. In such instances, determining the price at which willing market participants would transact at the measurement date under current market conditions depends on the facts and circumstances and requires the use of significant judgment.

Note 17 - Fair Value Measurements and Fair Values of Financial Instruments (Continued)

Fair Value Hierarchy

The Company groups its financial assets and financial liabilities generally measured at fair value in three levels, based on the markets in which the assets and liabilities are traded and the reliability of the assumptions used to determine fair value.

Level 1: Valuation is based on unadjusted quoted prices in active markets for identical assets or liabilities that are accessible at the measurement date. Level 1 assets and liabilities generally include debt and equity securities that are traded in an active exchange market.

Level 2: Valuation is based upon inputs other than quoted prices included within level 1 that are observable either directly or indirectly. The valuation may be based on quoted prices for similar assets or liabilities, quoted prices in markets that are not active, or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the asset or liability.

Level 3: Valuation is based on unobservable inputs that are supported by little or no market activity and that are significant to the fair value measurement. Level 3 assets and liabilities include financial instruments whose value is determined using pricing models, discounted cash flow methodologies, or similar techniques, as well as instruments for which determination of fair value requires significant management judgment or estimation.

An asset's or liability's level within the fair value hierarchy is based on the lowest level of input that is significant to the fair value measurement.

The following information should not be interpreted as an estimate of the fair value of the entire Company since a fair value calculation is only provided for a limited portion of the Company's assets and liabilities. Due to a wide range of valuation techniques and the degree of subjectivity used in making the estimates, comparisons between the Company's disclosures and those of other companies may not be meaningful. The following methods and assumptions were used to estimate the fair values of the Company's financial instruments at December 31, 2019 and 2018:

Cash, Due From Banks, and Interest-bearing Deposits in Banks

The carrying amounts reported in the consolidated balance sheets for these assets approximate fair values based on the short-term nature of the assets.

Investment Securities

The fair value of securities available for sale and held to maturity are determined by obtaining quoted market prices on nationally recognized securities exchanges (Level 1), or pricing models (Level 2), which consider standard input factors such as observable market data, benchmark yields, interest rate volatilities, broker/dealer quotes, credit spreads and new issue data. For certain securities which are not traded in active markets or are subject to transfer restrictions, valuations are adjusted to reflect illiquidity and/or non-transferability, and such adjustments are generally based on available market evidence (Level 3). In the absence of such evidence, management's best estimate is used.

Management's best estimate consists of external support on certain Level 3 investments. Management has determined that the fair value of local government securities in the held to maturity portfolio approximate their carrying value. Restricted equity securities have restrictions on their sale and are primarily carried at cost due to their limited

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marketability. The fair value of the Company's investment in Farmer Mac is determined by obtaining quoted market prices on nationally recognized securities exchanges (Level 1).

Note 17 - Fair Value Measurements and Fair Values of Financial Instruments (Continued)

Loans Held for Sale

The fair value of loans held for sale is determined using quoted secondary-market prices. If no such quoted prices exist, the fair value of a loan is determined using quoted prices for a similar loan or loans, adjusted for the specific attributes of that loan, resulting in a Level 2 classification.

Loans

The fair values of loans held in portfolio are estimated using discounted cash flow analyses. The discount rate considers a market participant's cost of funds, liquidity premiums, capital charges, servicing charges, and expectations of future rate movements (for variable rate loans), resulting in a Level 3 classification. Projected future cash flows are calculated based upon contractual maturity or call dates, projected repayments and prepayments of principal, and adjusted for potential defaulted loans.

Impaired Loans

The fair value of loans considered impaired is generally determined based upon independent third party appraisals of the properties (market approach), or discounted cash flows based upon the expected proceeds. These assets are included as Level 3 fair values, based upon the lowest level of input that is significant to the fair value measurements. The fair value consists of the loan balances of \$3.6 million and \$4.9 million, net of valuation allowances of \$775,000 and \$1.3 million as of December 31, 2019 and 2018, respectively.

Accrued Interest Receivable and Payable

The carrying amount of accrued interest receivable and accrued interest payable approximates fair value.

Mortgage Servicing Rights

The carrying amount of mortgage servicing rights approximates their fair value.

Deposits

The fair values disclosed for demand and savings deposits are equal to carrying amounts at the reporting date. Fair values of fixed rate certificates of deposit are estimated using discounted cash flows and interest rates currently being offered in the market on similar certificates, resulting in a Level 2 classification.

Borrowings from the Federal Home Loan Bank

Fair values of borrowings from the FHLB are estimated using discounted cash flow analysis, based on quoted prices for new borrowings from the FHLB with similar credit risk characteristics, terms

and remaining maturity, resulting in a Level 2 classification. These prices obtained from this active market represent a market value that is deemed to represent the transfer price if the liability were assumed by a third party.

Junior Subordinated Debentures

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The fair values of junior subordinated debentures are estimated using discounted cash flow analysis, based on market rates currently offered on such debt with similar credit risk characteristics, terms and remaining maturity, resulting in a Level 2 classification.

Note 17 - Fair Value Measurements and Fair Values of Financial Instruments (Continued)

Interest Rate Swap Agreements

The fair value of the interest rate swap derivative is calculated based on a discounted cash flow model. All future floating cash flows are projected and both floating and fixed cash flows are discounted to the valuation date. The curve utilized for discounting and projecting is built by obtaining publicly available third party market quotes for various swap maturity terms, resulting in a Level 2 classification.

Off-Balance Sheet Financial Instruments

Fair values for off-balance sheet financial instruments (lending commitments and letters of credit) are based on fees currently charged in the market to enter into similar agreements, taking into account, the remaining terms of the agreements and the counterparties' credit standing.

Assets and Liabilities Measured at Fair Value on a Recurring Basis

For financial assets measured at fair value on a recurring basis, the fair value measurements by level within the fair value hierarchy used at December 31, 2019 and 2018 are as follows:

| | (Level 1) Quoted Prices in Active Markets for Identical Assets | (Level 2) Significant Other Observable Inputs | (Level 3) Significant Unobservable Inputs |
|-------------------------------------|--|---|--|
| <u>Carrying Value</u> | <u>Identical Assets</u> | <u>Inputs</u> | <u>Inputs</u> |
| (In thousands) | | | |
| December 31, 2019: | | | |
| Securities available for sale: | | | |
| United States agencies | \$ 81,628 | \$ - | \$ 81,628 |
| State and local governments | 39,806 | - | 39,806 |
| Mortgage-backed securities | 65,063 | - | 65,063 |
| Treasuries | 9,986 | - | 9,986 |
| Corporate securities | 8,907 | - | 8,907 |
| Total securities available for sale | <u>\$ 205,390</u> | <u>\$ -</u> | <u>\$ 205,390</u> |
| Restricted equity security | <u>\$ 168</u> | <u>\$ 168</u> | <u>\$ -</u> |
| Interest rate swap agreements | <u>\$ (46)</u> | <u>\$ -</u> | <u>\$ (46)</u> |
| December 31, 2018: | | | |
| Securities available for sale: | | | |
| United States agencies | \$ 41,986 | \$ - | \$ 41,986 |
| State and local governments | 68,486 | - | 68,486 |
| Mortgage-backed securities | 72,193 | - | 72,193 |
| Corporate securities | 2,000 | - | 2,000 |

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| | | | | |
|-------------------------------------|------------|--------|------------|------|
| Total securities available for sale | \$ 184,665 | \$ - | \$ 184,665 | \$ - |
| Restricted equity security | \$ 121 | \$ 121 | \$ - | \$ - |
| Interest rate swap agreements | \$ (72) | \$ - | \$ (72) | \$ - |

Note 17 - Fair Value Measurements and Fair Values of Financial Instruments (Continued)

Assets Measured at Fair Value on a Nonrecurring Basis

Impaired loans (level 3), mortgage servicing rights (level 2) and loans held for sale (level 2) are measured at fair value on a nonrecurring basis at December 31, 2019 and 2018.

The carrying amounts and estimated fair values of the Company's financial instruments at December 31, 2019 and 2018 are as follows:

| | Fair Value Hierarchy | 2019 | | 2018 | |
|------------------------------------|----------------------|-----------------|------------|-----------------|------------|
| | | Carrying Amount | Fair Value | Carrying Amount | Fair Value |
| (In thousands) | | | | | |
| Financial assets: | | | | | |
| Cash and due from banks | 1 | \$ 15,900 | \$ 15,900 | \$ 18,696 | \$ 18,696 |
| Interest-bearing deposits in banks | 1 | 21,456 | 21,456 | 17,437 | 17,437 |
| Investment securities | 1 and 2 | 214,341 | 214,341 | 191,919 | 192,597 |
| Loans, net of allowance | 2 and 3 | 850,954 | 857,297 | 800,101 | 779,995 |
| Accrued interest receivable | 1 | 4,148 | 4,148 | 3,760 | 3,760 |
| Mortgage servicing rights | 2 | 2,606 | 2,606 | 2,111 | 2,111 |
| Financial liabilities: | | | | | |
| Demand and savings deposits | 1 | \$ 755,842 | \$ 755,842 | \$ 721,143 | \$ 721,143 |
| Certificates of deposit | 2 | 273,894 | 274,202 | 224,694 | 223,266 |
| Borrowings from FHLB | 2 | 25,000 | 25,000 | 42,000 | 42,000 |
| Junior subordinated debentures | 2 | 6,190 | 6,190 | 6,190 | 6,160 |
| Interest rate swap agreements | 2 | 46 | 46 | 72 | 72 |
| Accrued interest payable | 1 | 423 | 423 | 331 | 331 |

Amounts in the preceding table are included in the consolidated balance sheets under the applicable captions. The fair values of off-balance sheet financial instruments are not significant.

Note 18 – Revenue Recognition

The majority of the Company's revenue-generating transactions are not subject to Accounting Standards Codification ASC Topic 606, including revenue generated from financial instruments, such as loans and investment securities which are presented in our consolidated income statements as components of net interest income. All of the Company's revenue from contracts with customers in the scope of ASC 606 is recognized within non-interest income, with the exception of net gains and losses from sales of foreclosed real estate, which is recognized within non-interest expense. The following table presents revenues subject to ASC 606 for the years ended December 31, 2019 and 2018, respectively.

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Note 18 – Revenue Recognition (Continued)

| <i>(In thousands)</i> | For the years ended | |
|--|---------------------|-----------|
| | December 31, | |
| | 2019 | 2018 |
| Service charges on deposit accounts | | |
| Insufficient funds fees | \$ 1,856 | \$ 1,845 |
| Deposit related fees | 442 | 444 |
| ATM/point of sale fees | 949 | 954 |
| | 3,247 | 3,243 |
| Cardholder fees | | |
| Debit card interchange fees | 2,502 | 2,324 |
| Other cardholder fees | 365 | 371 |
| | 2,867 | 2,695 |
| Loan servicing fees and realized gain on sales of loans | | |
| Loan Servicing Fees | 1,966 | 1,819 |
| Realized gain on sale of loans | 1,948 | 1,386 |
| | 3,914 | 3,205 |
| Financial services fees | 1,263 | 1,165 |
| Other miscellaneous income | 2,140 | 899 |
| | \$ 13,431 | \$ 11,207 |

Service Charges on Deposit Accounts: The Company earns fees from its deposit customers for transaction-based, account maintenance, and overdraft services. Transaction-based fees, which included services such as ATM use fees, stop payment charges, statement rendering, and ACH fees, are recognized at the time the transaction is executed as that is the point in time the Company fulfills the customer's request. Account maintenance fees, which relate primarily to monthly

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maintenance, are recognized at the time the maintenance occurs. Overdraft fees are recognized at the point in time that the overdraft occurs. Service charges on deposits are withdrawn from the customer's account balance.

Note 18 – Revenue Recognition (Continued)

Cardholder Fees: The Company earns interchange fees from debit cardholder transactions conducted through the Fiserv payment network. Interchange fees from cardholder transactions represent a percentage of the underlying transaction value and are recognized daily, concurrently with the transaction processing services provided to cardholder.

Loan Servicing Fees and Realized Gain on sale of Loans: Revenue from mortgage fee income, commercial loan fees, and realized gain on sales of loans is earned through the origination of residential mortgages and sales of one-to-four family residential mortgages loans and is recognized as transactions occur.

Financial Services Fees: The Company earns commissions from investment brokerage services provided to its customers by a third-party service provider. The Company receives fees from the third-party service provider on a monthly basis based upon customer activity for the month. The Company (i) acts as an agent in arranging the relationship between the customer and the third-party service provider and (ii) does control the selection of services but does not control the services rendered to the customers. Investment brokerage fees are presented net of related costs.

Note 19 – Leases

The Company occupies certain banking offices under noncancelable operating lease agreements which were not reflected on the consolidated balance sheet at December 31, 2018. Upon adoption of ASC Topic 842, Leases, on January 1, 2019, the Company recorded an asset of \$4.0 million in other assets and a corresponding liability in the amount of \$4.3 million in other liabilities on the consolidated balance sheets, as a result of recognizing operating lease right-of-use assets and operating lease liabilities on the consolidated balance sheets. The Company elected to adopt the transition relief under ASC Topic 842 using the modified retrospective transition method. All lease agreements are accounted for as operating leases. The Company has no unamortized initial direct costs related to the establishment of these lease agreements as of January 1, 2019. We have elected the available practical expedients and implemented internal controls and key system functionality to enable the preparation of financial information on adoption.

The Company's leases have remaining terms that vary from less than one year up to 27 years, some of which include options to extend the leases for various renewal periods. All options to renew are included in the current lease term when we believe it is reasonably certain that the renewal options will be exercised.

The components of the lease expense are as follows:

| | For the year ended December 31, 2019 |
|-----------------------|---|
| <i>(In thousands)</i> | |
| Operating lease cost | \$ 384 |
| Total | \$ 384 |

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Notes to Consolidated Financial Statements

December 31, 2019 and 2018

Note 19 – Leases (Continued)

Supplemental cash flow information related to leases was as follows:

| <i>(In thousands)</i> | For the year ended December 31, 2019 |
|--|--|
| Cash paid for amount included in the measurement of operating lease liabilities: | |
| Operating cash flows from operating leases | \$ 384 |

Supplemental consolidated balance sheet information related to leases was as follows:

| <i>(In thousands, except lease term and discount rate)</i> | For the year ended December 31, 2019 |
|--|---|
| Operating Leases | |
| Operating lease right-of-use assets | \$ 3,793 |
| Operating lease liabilities | \$ 4,050 |

Weighted Average Remaining Lease Term

| | |
|------------------|------------|
| Operating Leases | 20.7 years |
|------------------|------------|

Weighted Average Discount Rate

| | |
|------------------|-------|
| Operating Leases | 3.75% |
|------------------|-------|

Maturities of operating lease liabilities were as follows:

| Year Ending December 31, | |
|------------------------------|-----------------|
| <i>(In thousands)</i> | |
| 2020 | \$ 159 |
| 2021 | 146 |
| 2022 | 142 |
| 2023 | 148 |
| 2024 | 157 |
| Thereafter | 3,298 |
| Total minimum lease payments | <u>\$ 4,050</u> |



Lyons Bancorp, Inc.

It's all about people.

PROFILE

Lyons Bancorp, Inc. is a financial holding company headquartered in Lyons, New York, with assets of \$1.16 billion at December 31, 2019. Lyons Bancorp, Inc. has one banking subsidiary, The Lyons National Bank.

The Lyons National Bank is a community bank with offices in Clyde, Lyons, Macedon, Newark, Ontario, and Wolcott in Wayne County, Jordan in Onondaga County, Canandaigua, Farmington (*coming 2020*), and Geneva in Ontario County, Penn Yan in Yates County, Waterloo in Seneca County, Fairport in Monroe County, and Auburn in Cayuga County. The Lyons National Bank has one subsidiary, Lyons Realty Associates Corp.

STOCK SYMBOL

LYBC

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