

	Quarterly		Year-To-Date	
	1st Qtr 2019	4th Qtr 2018	3 Mo 2019	3 Mo 2018
(\$ in thousands except for share data)				
Earnings				
Net interest income	\$ 8,996	8,865	\$ 8,996	\$ 8,340
Less: Provision for loan losses	<u>240</u>	<u>541</u>	<u>240</u>	<u>480</u>
Net interest income after provision for loan losses	\$ 8,756	8,324	\$ 8,756	\$ 7,860
Gains on sales of securities	(19)	0	(19)	(35)
Gains on sales of loans	543	366	543	226
Noninterest income	2,444	2,602	2,444	2,343
Noninterest expense	<u>8,545</u>	<u>7,373</u>	<u>8,545</u>	<u>7,628</u>
Income before income taxes	\$ 3,178	\$ 3,919	\$ 3,178	\$ 2,766
Income taxes	<u>695</u>	<u>880</u>	<u>695</u>	<u>603</u>
Net income	\$ <u>2,483</u>	\$ <u>3,039</u>	\$ <u>2,483</u>	\$ <u>2,163</u>
Preferred stock dividends	63	63	63	63
Net Income available to common shareholders	\$ <u>2,421</u>	\$ <u>2,977</u>	\$ <u>2,421</u>	\$ <u>2,101</u>
Share and Per Share Data				
Average common shares (basic)	3,185,417	3,180,070	3,185,417	3,189,350
Average common shares (dilutive)	3,305,417	3,300,070	3,305,417	3,309,350
Period-end common shares (basic)	3,185,915	3,183,878	3,185,915	3,177,650
Period-end common shares (dilutive)	3,305,915	3,303,878	3,305,915	3,297,650
Net income per common (basic)*	\$ 0.76	\$ 0.94	\$ 0.76	\$ 0.66
Net income per common (dilutive)**	\$ 0.75	\$ 0.92	\$ 0.75	\$ 0.65
Cash dividend declared	\$ 0.30	\$ 0.30	\$ 0.30	\$ 0.27
Book value (incl. conv. Pref.) ¹	\$ 24.68	\$ 23.61	\$ 24.68	\$ 22.06
Book value (excl. conv. Pref.) ¹	\$ 24.06	\$ 22.95	\$ 24.06	\$ 21.34
Last stock trade @ period end	\$ 41.00	\$ 41.10	\$ 41.00	\$ 37.50
Period-end balances				
Assets	\$ 1,104,183	\$ 1,081,697	\$ 1,104,183	\$ 1,024,816
Earning assets (excl mark to market)	\$ 1,047,854	\$ 1,024,875	\$ 1,047,854	\$ 974,837
Gross Loans	\$ 807,247	\$ 810,136	\$ 807,247	\$ 749,756
Allowance for loan losses	\$ 10,273	\$ 10,035	\$ 10,273	\$ 8,854
Deposits	\$ 1,005,957	\$ 945,837	\$ 1,005,957	\$ 918,653
Shareholders' equity	\$ 81,579	\$ 78,009	\$ 81,579	\$ 72,732
Average Balances				
Assets	\$ 1,084,808	\$ 1,070,023	\$ 1,084,808	\$ 1,027,232
Earning assets (excl mark to market)	\$ 1,030,006	\$ 1,017,834	\$ 1,030,006	\$ 974,969
Gross Loans	\$ 808,754	\$ 800,640	\$ 808,754	\$ 743,402
Allowance for loan losses	\$ 10,150	\$ 9,786	\$ 10,150	\$ 8,774
Deposits	\$ 977,966	\$ 949,013	\$ 977,966	\$ 910,121
Shareholders' equity	\$ 80,551	\$ 76,042	\$ 80,551	\$ 74,601
Performance Ratios				
Return on average assets	0.93%	1.13%	0.93%	0.85%
Return on average equity	12.50%	15.86%	12.50%	11.76%
Net interest margin	3.54%	3.46%	3.54%	3.47%
Net interest margin (T/E)	3.57%	3.52%	3.57%	3.54%
Efficiency ratio***	71.31%	62.31%	71.31%	69.92%
Asset Quality				
Net charge-offs	\$ 3	\$ 117	\$ 3	\$ 255
Net loan charge-offs	0.00%	0.01%	0.00%	0.03%
Allowance for loan losses	\$ 10,273	\$ 10,035	\$ 10,273	\$ 8,854
Allowance for loan losses to total gross loans	1.27%	1.24%	1.27%	1.18%
Non-performing loans	\$ 4,680	\$ 3,251	\$ 4,680	\$ 1,813
Non-performing loans to total gross loans	0.58%	0.40%	0.58%	0.24%

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

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

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

*** Calculated by dividing total noninterest expense by net interest income plus noninterest income (adjusted for certain items) and Gain on sale of loans included for YTD 2018 and 2019.