

	Quarterly		Year-To-Date		3rd Qtr 2017
	3rd Qtr 2018	2nd Qtr 2018	9 Mo 2018	9 Mo 2017	
(\$ in thousands except for share data)					
Earnings					
Net interest income	\$ 8,900	\$ 8,554	\$ 25,763	\$ 23,493	\$ 8,142
Less: Provision for loan losses	573	539	1,592	1,300	450
Net interest income after provision for loan losses	\$ 8,327	\$ 8,015	\$ 24,171	\$ 22,193	\$ 7,692
Gains on sales of securities	0	0	(35)	(17)	0
Gains on sales of loans	459	335	1,020	837	343
Noninterest income	2,457	2,453	7,253	6,422	2,243
Noninterest expense	8,006	7,956	23,559	20,885	7,212
Income before income taxes	\$ 3,238	\$ 2,847	\$ 8,851	\$ 8,550	\$ 3,066
Income taxes	691	604	1,898	2,518	907
Net income	\$ 2,547	\$ 2,242	\$ 6,952	\$ 6,032	\$ 2,159
Preferred stock dividends	63	63	188	188	63
Net Income available to common shareholders	\$ 2,484	\$ 2,180	\$ 6,765	\$ 5,845	\$ 2,097
Share and Per Share Data					
Average common shares (basic)	3,173,671	3,177,311	3,180,053	3,191,078	3,191,415
Average common shares (dilutive)	3,293,671	3,297,311	3,300,053	3,196,078	3,196,415
Period-end common shares (basic)	3,170,321	3,175,720	3,170,321	3,189,872	3,189,872
Period-end common shares (dilutive)	3,290,321	3,295,720	3,290,321	3,194,872	3,194,872
Net income per common (basic)*	\$ 0.78	\$ 0.68	\$ 2.12	\$ 1.83	\$ 0.66
Net income per common (dilutive)**	\$ 0.77	\$ 0.68	\$ 2.10	\$ 1.83	\$ 0.66
Cash dividend declared	\$ 0.30	\$ 0.27	\$ 0.84	\$ 0.78	\$ 0.26
Book value (incl. conv. Pref.) ¹	\$ 22.52	\$ 22.27	\$ 22.52	\$ 23.15	\$ 23.15
Book value (excl. conv. Pref.) ¹	\$ 21.82	\$ 21.56	\$ 21.82	\$ 21.60	\$ 21.60
Last stock trade @ period end	\$ 37.00	\$ 35.77	\$ 37.00	\$ 37.50	\$ 37.50
Period-end balances					
Assets	\$ 1,068,133	\$ 1,053,023	\$ 1,068,133	\$ 1,012,723	\$ 1,012,723
Earning assets (excl mark to market)	\$ 1,012,932	\$ 999,307	\$ 1,012,932	\$ 954,511	\$ 954,511
Gross Loans	\$ 792,880	\$ 773,340	\$ 792,880	\$ 715,819	\$ 715,819
Allowance for loan losses	\$ 9,611	\$ 9,187	\$ 9,611	\$ 8,587	\$ 8,587
Deposits	\$ 958,670	\$ 963,302	\$ 958,670	\$ 896,939	\$ 896,939
Shareholders' equity	\$ 74,097	\$ 73,403	\$ 74,097	\$ 73,833	\$ 73,833
Average Balances					
Assets	\$ 1,056,564	\$ 1,032,864	\$ 1,038,994	\$ 988,010	\$ 995,787
Earning assets (excl mark to market)	\$ 1,003,710	\$ 980,698	\$ 986,564	\$ 936,669	\$ 942,320
Gross Loans	\$ 783,179	\$ 756,200	\$ 761,073	\$ 687,559	\$ 703,182
Allowance for loan losses	\$ 9,437	\$ 8,982	\$ 9,066	\$ 8,079	\$ 8,380
Deposits	\$ 959,294	\$ 936,914	\$ 935,623	\$ 895,083	\$ 892,766
Shareholders' equity	\$ 75,027	\$ 73,153	\$ 74,262	\$ 72,265	\$ 73,989
Performance Ratios					
Return on average assets	0.96%	0.87%	0.89%	0.82%	0.86%
Return on average equity	13.47%	12.30%	12.52%	11.16%	11.58%
Net interest margin	3.52%	3.50%	3.49%	3.35%	3.43%
Net interest margin (T/E)	3.58%	3.57%	3.56%	3.43%	3.51%
Efficiency ratio***	67.75%	70.15%	69.22%	69.81%	69.45%
Asset Quality					
Net charge-offs	\$ 149	\$ 206	\$ 610	\$ 509	\$ 124
Net loan charge-offs	0.02%	0.03%	0.08%	0.07%	0.02%
Allowance for loan losses	\$ 9,611	\$ 9,187	\$ 9,611	\$ 8,587	\$ 8,587
Allowance for loan losses to total loans	1.21%	1.19%	1.21%	1.20%	1.20%
Non-performing loans	\$ 2,532	\$ 1,741	\$ 2,532	\$ 1,269	\$ 1,269
Non-performing loans to total loans	0.32%	0.23%	0.32%	0.18%	0.18%

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

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

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

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