

	Quarterly		Year-To-Date	
	1st Qtr 2018	4th Qtr 2017	3 Mo 2018	3 Mo 2017
(\$ in thousands except for share data)				
Earnings				
Net interest income	\$ 8,340	\$ 8,225	\$ 8,340	\$ 7,528
Less: Provision for loan losses	480	200	480	300
Net interest income after provision for loan losses	\$ 7,860	\$ 8,025	\$ 7,860	\$ 7,229
Gains on sales of securities	(35)	0	(35)	(17)
Gains on sales of loans	226	343	226	197
Noninterest income	2,343	2,256	2,343	2,057
Noninterest expense	7,628	7,070	7,628	6,801
Income before income taxes	\$ 2,766	\$ 3,555	\$ 2,766	\$ 2,664
Income taxes	603	1,578	603	779
Net income	\$ 2,163	\$ 1,977	\$ 2,163	\$ 1,885
Preferred stock dividends	63	63	63	63
Net Income available to common shareholders	\$ 2,101	\$ 1,914	\$ 2,101	\$ 1,823
Share and Per Share Data				
Average common shares (basic)	3,189,350	3,189,872	3,189,350	3,190,672
Average common shares (dilutive)	3,309,350	3,309,872	3,309,350	3,195,672
Period-end common shares (basic)	3,177,650	3,189,872	3,177,650	3,191,098
Period-end common shares (dilutive)	3,297,650	3,309,872	3,297,650	3,196,098
Net income per common (basic)*	\$ 0.66	\$ 0.60	\$ 0.66	\$ 0.57
Net income per common (dilutive)*	\$ 0.65	\$ 0.60	\$ 0.65	\$ 0.57
Cash dividend declared	\$ 0.27	\$ 0.27	\$ 0.27	\$ 0.26
Book value (incl. conv. Pref.) ¹	\$ 22.06	\$ 23.15	\$ 22.06	\$ 22.09
Book value (excl. conv. Pref.) ¹	\$ 21.34	\$ 21.60	\$ 21.34	\$ 20.55
Last stock trade @ period end	\$ 37.50	\$ 35.50	\$ 37.50	\$ 39.00
Period-end balances				
Assets	\$ 1,024,816	\$ 1,031,844	\$ 1,024,816	\$ 1,007,156
Earning assets (excl mark to market)	\$ 974,837	\$ 978,341	\$ 974,837	\$ 953,207
Gross Loans	\$ 749,756	\$ 741,860	\$ 749,756	\$ 673,375
Allowance for loan losses	\$ 8,854	\$ 8,629	\$ 8,854	\$ 7,729
Deposits	\$ 918,653	\$ 893,256	\$ 918,653	\$ 922,646
Shareholders' equity	\$ 72,732	\$ 73,842	\$ 72,732	\$ 70,501
Average Balances				
Assets	\$ 1,027,232	\$ 1,015,673	\$ 1,027,232	\$ 975,696
Earning assets (excl mark to market)	\$ 974,969	\$ 962,110	\$ 974,969	\$ 925,267
Gross Loans	\$ 743,402	\$ 726,039	\$ 743,402	\$ 674,860
Allowance for loan losses	\$ 8,774	\$ 8,708	\$ 8,774	\$ 7,912
Deposits	\$ 910,121	\$ 890,371	\$ 910,121	\$ 886,476
Shareholders' equity	\$ 74,601	\$ 74,647	\$ 74,601	\$ 70,433
Performance Ratios				
Return on average assets	0.85%	0.77%	0.85%	0.78%
Return on average equity	11.76%	10.51%	11.76%	10.85%
Net interest margin	3.47%	3.39%	3.47%	3.29%
Net interest margin (T/E)	3.51%	3.47%	3.51%	3.38%
Efficiency ratio**	69.92%	65.31%	69.92%	70.95%
Asset Quality				
Net charge-offs	\$ 255	\$ 158	\$ 255	\$ 367
Net loan charge-offs	0.03%	0.02%	0.03%	0.06%
Allowance for loan losses	\$ 8,854	\$ 8,629	\$ 8,854	\$ 7,729
Allowance for loan losses to total loans	1.18%	1.16%	1.18%	1.15%
Non-performing loans	\$ 1,813	\$ 1,919	\$ 1,813	\$ 1,086
Non-performing loans to total loans	0.24%	0.26%	0.24%	0.16%

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

** Calculated by dividing total noninterest expense by net interest income plus noninterest income (adjusted for certain items) and Gain on sales of loans included for 4th Qtr 2017, YTD 2017, and 2018.