

		Quarterly		•	Year-To		o-Date			
	3rd Qtr		2nd Qtr			9 Mo	9 Mo			3rd Qtr
(\$ in thousands except for share data)		2017		2017		2017		2016		2016
<u>Earnings</u>										
Net interest income	\$	8,142	\$	7,822	\$	23,493	\$	20,745	\$	7,038
Less: Provision for loan losses		<u>450</u>		<u>550</u>		1300		<u>899</u>		<u>351</u>
Net interest income after										
provision for loan losses	\$	7,692	\$	7,272	\$	22,193	\$	19,846	\$	6,687
Gains on sales of securities	*	0	*	0	*	(17)	*	470	Ť	245
Gains on sales of loans		343		297		837		1,068		539
Noninterest income		2,243		2,122		6,422		5,566		2,057
Noninterest expense		<u>7,212</u>		<u>6,871</u>		20,885		<u> 18,616</u>		<u>6,562</u>
Income before income taxes	\$	3,066	\$	2,820	\$	8,550	\$	8,334	\$	2,966
Income taxes		<u>907</u>		<u>832</u>		<u>2,518</u>		<u>2,275</u>		<u>839</u>
Net income	\$	2,159	\$	1,988	\$	6,032	\$	6,059	\$	2,127
Preferred stock dividends		62.50		62.50		187.50		0		0
Net Income available to common shareholders	\$	2,097	\$	1,926	\$	5,845	\$	6,059	\$	2,127
	<u> </u>		<u>*</u>	1,0_0	<u> -</u>		<u> </u>		<u> </u>	
Share and Per Share Data										
Average common shares (basic)	(3,191,415	3	3,191,139		3,191,078	;	3,124,104		3,178,830
Average common shares (dilutive)		3,196,415		3,196,139		3,196,078	;	3,186,511		3,187,595
Period-end common shares (basic)	(3,189,872	3	3,192,981		3,189,872		3,187,702		3,187,702
Period-end common shares (dilutive)		3,194,872		3,197,981	;	3,194,872	;	3,187,702		3,187,702
Net income per common (basic)*	\$	0.66	\$	0.60	\$	1.83	\$	1.94	\$	0.67
Net income per common (dilutive)*	\$	0.66	\$	0.60	\$	1.83	\$	1.91	\$	0.67
Cash dividend declared	\$	0.26	\$	0.26	\$	0.78	\$	0.75	\$	0.25
Book value (incl. conv. Pref.) ¹	\$	23.15	\$	22.79	\$	23.15	\$	20.94	\$	20.94
Book value (excl. conv. Pref.) ¹	\$	21.60	\$	21.25	\$	21.60	\$	20.94	\$	20.94
Last stock trade @ period end	\$	37.50	\$	39.00	\$	37.50	\$	30.00	\$	30.00
Period-end balances	•	=	•		_	=	•			
Assets		1,012,723	\$	997,239		1,012,723	\$	926,823	\$	926,823
Earning assets (excl mark to market) Gross Loans	\$ \$	954,511 715,819	\$ \$	942,282		954,511	\$ \$	871,192		871,192
Allowance for loan losses	\$	8,587	Ф \$	694,253 8,261	\$	715,819 8,587	\$	650,538 9,009	\$ \$	650,538 9,009
Deposits	\$	896,939	\$	898,574			\$	846,303	\$	846,303
Shareholders' equity	\$	73,833	\$	72,773	\$	73,833	\$	66,738	\$	66,738
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Average Balances										
Assets	\$	995,787	\$	992,326	\$	988,010	\$	918,547	\$	928,627
Earning assets (excl mark to market)	\$	942,320	\$	942,234	\$	936,669	\$	866,944		876,655
Gross Loans	\$	703,182	\$	684,325	\$	687,559	\$	621,222	\$	638,197
Allowance for loan losses	\$	8,380	\$	7,940		8,079	\$	8,517	\$	8,802
Deposits	\$	892,766	\$	905,935	\$	895,083	\$	833,668	\$	844,112
Shareholders' equity	\$	73,989	\$	72,334	\$	72,265	\$	63,664	\$	66,110
Performance Ratios										
Return on average assets		0.86%		0.80%		0.82%		0.88%		0.91%
<u> </u>										12.80%
, , ,										3.19%
5						3.43%		3.28%		3.27%
Efficiency ratio**		69.45%		69.10%		69.81%		70.81%		72.15%
Asset Quality			_		_		_	_	_ ا	_
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. •	Ф		Φ		Ф		Φ			4,554 0.70%
Return on average equity Net interest margin Net interest margin (T/E) Efficiency ratio**	\$ \$	11.58% 3.43% 3.51%	\$ \$ \$	11.02% 3.33% 3.41%	\$	11.16% 3.35% 3.43%	\$ \$ \$	12.71% 3.20% 3.28%	\$ \$	12.8 3.1 3.2 72.1 0.0 9,0 1.3 4,5

¹⁾ In 12/16 Company issued \$4.9 million 6.00% convertible preferred stock.

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

^{**} Calculated by dividing total noninterest expense by net interest income plus noninterest income (adjusted for certain items).