

	Consecutive Quarterly Comparison		Year-To-Date Comparison		3rd Qtr 2019
	3rd Qtr 2020	2nd Qtr 2020	9 Mo 2020	9 Mo 2019	
(\$ in thousands except for share data)					
<b>Earnings</b>					
Net interest income	\$ 9,903	\$ 9,916	\$ 28,958	\$ 27,318	\$ 9,196
Less: Provision for loan losses	<u>1,613</u>	<u>2,510</u>	<u>5,181</u>	<u>1,401</u>	<u>641</u>
Net interest income after provision for loan losses	\$ 8,290	\$ 7,406	\$ 23,778	\$ 25,917	\$ 8,555
Gain (Loss) on sales of securities	0	133	244	27	54
Gain (Loss) on sales of loans	1,969	1,936	4,667	1,600	638
Noninterest income	2,714	2,588	8,083	7,743	2,803
Noninterest expense	<u>9,697</u>	<u>8,954</u>	<u>27,520</u>	<u>25,336</u>	<u>8,622</u>
Income before income taxes	\$ 3,277	\$ 3,110	\$ 9,252	\$ 9,951	\$ 3,428
Income taxes	<u>579</u>	<u>562</u>	<u>1,657</u>	<u>2,176</u>	<u>752</u>
Net income	\$ <u>2,698</u>	\$ <u>2,548</u>	\$ <u>7,595</u>	\$ <u>7,775</u>	\$ <u>2,676</u>
Preferred stock dividends	63	63	188	188	63
Net Income available to common shareholders	\$ <u>2,636</u>	\$ <u>2,485</u>	\$ <u>7,407</u>	\$ <u>7,587</u>	\$ <u>2,613</u>
<b>Share and Per Share Data</b>					
Average common shares (basic)	3,170,845	3,168,762	3,170,490	3,184,756	3,183,133
Average common shares (dilutive)	3,290,845	3,288,762	3,290,490	3,304,756	3,303,133
Period-end common shares (basic)	3,170,845	3,168,437	3,170,845	3,183,025	3,183,025
Period-end common shares (dilutive)	3,290,845	3,288,437	3,290,845	3,303,025	3,303,025
Net income per common (basic)*	\$ 0.83	\$ 0.78	\$ 2.33	\$ 2.38	\$ 0.82
Net income per common (dilutive)**	\$ 0.82	\$ 0.77	\$ 2.30	\$ 2.35	\$ 0.81
Cash dividend declared	\$ 0.31	\$ 0.31	\$ 0.93	\$ 0.91	\$ 0.31
Book value (incl. conv. Pref.) <sup>1</sup>	\$ 28.78	\$ 28.27	\$ 28.78	\$ 26.49	\$ 26.49
Book value (excl. conv. Pref.) <sup>1</sup>	\$ 28.32	\$ 27.79	\$ 28.32	\$ 25.94	\$ 25.94
Last stock trade @ period end	\$ 34.50	\$ 34.01	\$ 34.50	\$ 39.90	\$ 39.90
<b>Period-end Balances</b>					
Assets	\$ 1,383,300	\$ 1,361,151	\$ 1,383,300	\$ 1,152,520	\$ 1,152,520
Earning assets (excl mark to market)	\$ 1,312,772	\$ 1,291,860	\$ 1,312,772	\$ 1,077,972	\$ 1,077,972
Gross loans	\$ 1,014,963	\$ 977,192	\$ 1,014,963	\$ 820,733	\$ 820,733
Allowance for loan losses	\$ 16,502	\$ 14,928	\$ 16,502	\$ 10,890	\$ 10,890
Deposits	\$ 1,263,352	\$ 1,243,378	\$ 1,263,352	\$ 1,033,955	\$ 1,033,955
Shareholders' equity	\$ 94,715	\$ 92,967	\$ 94,715	\$ 87,501	\$ 87,501
<b>Average Balances</b>					
Assets	\$ 1,364,688	\$ 1,315,744	\$ 1,285,524	\$ 1,117,082	\$ 1,142,479
Earning assets (excl mark to market)	\$ 1,296,252	\$ 1,247,334	\$ 1,218,142	\$ 1,057,737	\$ 1,078,418
Gross loans	\$ 990,993	\$ 949,593	\$ 934,041	\$ 810,110	\$ 813,917
Allowance for loan losses	\$ 15,920	\$ 13,113	\$ 13,551	\$ 10,483	\$ 10,779
Deposits	\$ 1,245,522	\$ 1,174,378	\$ 1,157,362	\$ 1,011,279	\$ 1,033,990
Shareholders' equity	\$ 95,065	\$ 93,119	\$ 92,547	\$ 83,611	\$ 86,803
<b>Performance Ratios</b>					
Return on average assets	0.79%	0.78%	0.79%	0.93%	0.93%
Return on average equity	11.29%	11.00%	10.96%	12.48%	12.23%
Net interest margin	3.04%	3.20%	3.18%	3.47%	3.38%
Net interest margin (T/E)	3.06%	3.22%	3.19%	3.49%	3.40%
Efficiency ratio***	66.48%	62.01%	65.98%	69.11%	68.23%
<b>Asset Quality</b>					
Net charge-offs	\$ 39	\$ 43	\$ 234	\$ 547	\$ 291
Net charge-offs to average total loans	0.00%	0.00%	0.03%	0.07%	0.04%
Allowance for loan losses	\$ 16,502	\$ 14,928	\$ 16,502	\$ 10,890	\$ 10,890
Allowance for loan losses to total gross loans	1.63%	1.53%	1.63%	1.33%	1.33%
Non-performing loans	\$ 3,548	\$ 3,617	\$ 3,548	\$ 5,385	\$ 5,385
Non-performing loans to total gross loans	0.35%	0.37%	0.35%	0.66%	0.66%

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 2019 and 2020.