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		TA Adj.			DTA Adj.					
		Quar		•	Year-To-Date					
		4th Qtr	3rd Qtr			12 Mo		12 Mo		4th Qtr
(\$ in thousands except for share data)		2017		2017		2017		2016		2016
<u>Earnings</u>										
Net interest income	\$	8,225	\$	8,142	\$	31,718	\$	28,026	\$	7,281
Less: Provision for loan losses	Ť	200	Ψ	450	Ψ	1,500	Ψ	1,100	Ť	201
Net interest income after		=00		<u></u>		.,000		11.00		
	Φ.	0.005	Φ	7.000	Φ.	00.040	Φ	00.000	φ.	7.000
provision for loan losses	\$	8,025	\$	7,692	\$	30,218	\$	26,926	\$	7,080
Gains on sales of securities		0		0		(17)		470		0
Gains on sales of loans		343		343		1,180		1,275		185
Noninterest income		2,256		2,243		8,678		7,507		1,963
Noninterest expense	Φ.	<u>7,070</u>	Φ	7,212	Φ.	<u>27,955</u>	Φ	<u>25,640</u>	_	<u>7,024</u>
Income before income taxes	\$	3,555	\$	3,065	\$	12,105	\$	10,538	\$	2,204
Income taxes	φ.	<u>1,578</u>	Φ	907	Φ.	<u>4,096</u>	Φ	<u>2,941</u>	φ.	666 4 530
Net income	\$	1,977	\$	2,159	\$	8,009	\$	7,597	\$_	1,538
Preferred stock dividends		62.50		62.50		250		0		0
Net Income available to common shareholders	\$	1,914	\$	2,097	\$	7,759	\$	7,597	\$	1,538
Share and Per Share Data										
Average common shares (basic)	3	3,189,872	3	3,191,415	,	3,190,774		3,140,523		3,189,423
Average common shares (dilutive)	3	3,309,872	3	3,311,415	;	3,310,774		3,187,256		3,189,477
Period-end common shares (basic)	3	3,189,872	3	3,189,872		3,189,872		3,189,706		3,189,706
Period-end common shares (dilutive)		3,309,872		3,309,872	;	3,309,872		3,194,706		3,194,706
Net income per common (basic)*	\$	0.60	\$	0.66	\$	2.43	\$	2.42	\$	0.48
Net income per common (dilutive)*	\$	0.58	\$	0.63	\$	2.42	\$	2.38	\$	0.48
Cash dividend declared	\$	0.27	\$	0.26	\$	1.05	\$	1.01	\$	0.25
Book value (incl. conv. Pref.) ²	\$	23.15	\$	23.15	\$	22.31	\$	21.59	\$	21.59
Book value (excl. conv. Pref.) ¹	\$	21.60	\$	21.60	\$	21.60	\$	21.59	\$	21.59
Last stock trade @ period end	\$	35.50	\$	37.50	\$	35.50	\$	31.50	\$	31.50
Lact Glock trade & period Grid	Ψ	00.00	Ψ	01.00	Ψ	00.00	Ψ	01.00	ľ	01.00
Period-end balances										
Assets	\$ 1	1,031,844	\$ 1	1,012,723	\$	1,031,844	\$	956,132	\$	956,132
Earning assets (excl mark to market)	\$	978,341	\$	954,511	\$	978,341	\$	905,228	\$	905,228
Gross Loans	\$	741,860	\$	715,819	\$	741,860	\$	678,691	\$	678,691
Allowance for loan losses	\$	8,629	\$	8,587	\$	8,629	\$	7,796	\$	7,796
Deposits	\$	893,256	\$	896,939	\$	893,256	\$	860,073	\$	860,073
Shareholders' equity	\$	73,842	\$	73,833	\$	73,842	\$	68,853	\$	68,853
Average Balances										
Assets	\$ 1	1,015,673	\$	995,787	\$	994,983	\$	923,093	\$	936,645
Earning assets (excl mark to market)	\$	962,110	\$	942,320	\$	943,082	\$	871,677	\$	885,770
Gross Loans	\$	726,039	\$	703,182	\$	697,258	\$	631,965	\$	663,958
Allowance for loan losses	\$	8,708	\$	8,380	\$	8,237	\$	8,440	\$	8,211
Deposits	\$	890,371	\$	892,766	\$	893,895	\$	837,241	\$	847,821
Shareholders' equity	\$	74,647	\$	73,989	\$	72,865	\$	64,328	\$	66,390
L										
Performance Ratios		0 ===:		0.0001		0.000		0.000		0.0==:
Return on average assets		0.77%		0.86%		0.80%		0.82%		0.65%
Return on average equity		10.51%		11.58%		10.99%		11.81%		9.22%
Net interest margin		3.39%		3.43%		3.36%		3.22%		3.27%
Net interest margin (T/E)		3.47% 65.31%		3.51% 69.45%		3.44%		3.30% 69.66%		3.35%
Efficiency ratio**		05.51%		09.45%		67.24%		09.00%		74.50%
Asset Quality										
Net charge-offs	\$	158	\$	124	\$	667	\$	1,492	\$	1,414
Net loan charge-offs	Ψ	0.02%	φ	0.02%	Φ	0.10%	Φ	0.24%		0.22%
Allowance for loan losses	\$	8,629	\$	8,587	\$	8,629	\$	7,796	\$	7,796
Allowance for loan losses to total loans	φ	1.16%	φ	1.20%	φ	1.16%	Ψ	1.15%		1.15%
Non-performing loans	\$	1,919	\$	1,269	\$	1,919	\$	1,465	\$	1,465
Non-performing loans to total loans	Ψ	0.26%	Ψ	0.18%	Ψ	0.26%	Ψ	0.22%		0.22%

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 prefer

^{**} Calculated by dividing total noninterest expense by net interest income plus noninterest income (adjusted for certain items of loans included for 4th Qtr 2017 and YTD 2017.