# INVESTED INYOU.

# Tampa Bay Banking Company

2021 ANNUAL REPORT



# Financial Highlights

2017-2021

Dollars in thousands (except per share data)

	2021	2020	2019	2018	2017
Assets	\$3,234,455	\$2,696,631	\$1,870,236	\$1,643,939	\$1,593,178
Deposits	2,889,438	2,355,410	1,578,304	1,476,290	1,441,226
Loans Receivable	1,465,649	1,512,434	1,217,852	1,162,962	1,041,686
Net Income	26,211	15,227	21,693	20,104	12,848
Revenue	89,034	81,466	79,527	72,910	62,252
Basic Earnings Per Share	10.50	6.28	8.96	8.40	5.44
Wealth Management Assets Under Care	1,187	983	909	718	654



# Board of Directors

Front (L to R): \_

A. Gerald Divers

Chairman Emeritus The Bank of Tampa William O. West

President & Chief Executive Officer
Tampa Bay Banking Company

T. Corey Neil

**President & Chief Executive Officer** The Bank of Tampa James L. Ferman, Jr.

Chairman of the Board
Tampa Bay Banking Company
President, Ferman Motor Car Co.

Back (L to R):

Gregory J. Celestan

**Chief Executive Officer** Celestar Corporation

Gary W. Harrod

**President**Harrod Properties, Inc.

Oscar J. Horton

President Sun State International Trucks, LLC

Cathy M. Collins

President & Chief Executive Officer
Clinical Consulting Solutions

G. Robert Blanchard, Jr.

President WRB Enterprises, Inc.

Brett D. Divers

Managing Partner & Founding Shareholder
Paskert Divers Thompson Attorneys at Law

Judy A. Mitchell

Former Owner & President
Peter R. Brown Construction, Inc.

Paul L. Whiting

Seabreeze Holdings, Inc.

## Letter to Shareholders

In last year's letter to our shareholders, we noted that 2020 would be remembered as one of the most challenging years in modern history. And, it was. One short year later, as we look back at 2021, we believe it will be remembered as a year of resilience. While COVID-19 continues to affect our health and our economy, businesses and families have found ways to navigate through the uncertainties caused by the pandemic and global events.

The Tampa Bay Banking Company reported record earnings of \$26.2 million in 2021. This was an increase of 72.1% over 2020. As you will recall, in 2020, the Company made the decision to significantly increase its provision for future loan losses, given the uncertainty of how our loan portfolio would perform in such an unpredictable economy. We are happy to report that our loan quality continued to be strong through 2021, and in fact, remains strong through the first quarter of 2022. As a result, we released \$800 thousand in loan loss reserves during the past year, which contributed to our earnings increase.

We actively helped our business clients during the first five months of 2021 by funding \$141 million in Paycheck Protection Program (PPP) loans. Over the past two years, our bank funded PPP loans totaling \$534 million and recognized fee income from these efforts. Our Small Business Administration (SBA) lending department had a record year helping clients buy or expand their businesses. BT Wealth also had a record year, increasing assets under management by \$173 million in 2021. Our Wealth Management team, comprised of BT Wealth and Trust, now have over \$1.1 billion in assets under care. As of December 31, 2021, total assets of the Company were \$3.2 billion, up from \$2.7 billion at year end 2020. We are now the 11th largest state-chartered bank in Florida.

As we reported last year in our letter to shareholders, we announced in early 2021 that we had entered into an agreement to merge the Hillsboro Bank in Plant City into The Bank of Tampa. We are happy to report that this merger was successfully completed in October. Hillsboro Bank had three offices, their main office in Plant City, and two satellite offices, one in Valrico and one in Dade City. We sold the two satellite offices in November to Citizen's Bank of Lake Wales, so that we can concentrate our efforts on building our business in the very attractive Plant City market. We are excited to welcome Hillsboro Bank's board, management and shareholders to our bank and look forward to building upon the success they have achieved. In February 2022, we signed a lease on a free standing building in Lakewood Ranch, one of the fastest growing communities in the United States. We are working now to remodel the building, which will be our second banking office in the Sarasota/Manatee market. Bryan Boudreaux, a well-known banker in the Lakewood Ranch/Manatee county market, who joined us in 2018, will lead our new office.

Banking is changing quickly. COVID-19 has accelerated a digital trend and banking has embraced new technologies and digital channels as a way of doing business. Of course, The Bank of Tampa has long been known for the way in which we build relationships with our clients and community, so as we begin building our digital channels, we will continue to focus on personal service, offering our clients the option of conducting business digitally or in person. We entered into a contract with a nationally recognized firm to assist us in building our digital strategy, which we will begin implementing by the middle of 2022.

At the end of 2020, Sandy MacKinnon retired from our board. Sandy served as a director for 18 years and was instrumental in building our bank. While he is retired from the board, we are grateful that he continues to serve on our Wealth Management and Trust Committees. We thank our shareholders and clients for the support you have provided and for the trust you have in us. We look forward to seeing you at our annual shareholder meeting on April 28 at the Tampa Yacht and Country Club. This will be our first in-person meeting since 2019, and we look forward to celebrating the past year and to once again be together.

Sincerely,

William O. West

President & Chief Executive Officer
Tampa Bay Banking Company

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James L. Ferman, Jr.
Chairman
Tampa Bay Banking Company

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T. Corey Neil
President & Chief Executive Officer

# Profile

### Ownership & History

The bank has been privately held by its staff, directors and clients since 1984

### Who We Serve

The Bank of Tampa's diverse client base consists of owner-managed businesses, professionals and families across the greater Tampa Bay area.

### Community Responsibility

In 2021, The Bank of Tampa contributed over 405,000 to more than 118 charitable organizations.

### Size

With offices in Hillsborough, Pinellas, Sarasota and Pasco counties and assets of \$3.2 billion, we are the largest community bank headquartered in the Tampa Bay area.

### **Business Banking**

- Deposit and Loan Solutions for Owner-managed Businesses and Professional Firms
- Medical Practice Solutions
- Middle Market
- · Commercial Real Estate
- Treasury Services
- SBA Lending

### **Personal Banking**

- Deposit Solutions
- Credit Solutions
- Financial PlanningResidential Mortgage

### Wealth Management\*

Comprised of both BT Wealth Advisors investment services and our Trust Services department, The Bank of Tampa's Wealth Management team takes the time to get to know you and your goals for building, preserving and transitioning your wealth.

\*Securities and advisory services are offered through LPL Financial (LPL), a registered investment advisor and broker-dealer (member FINRA/SIPC). Insurance products are offered through LPL or its licensed affiliates. The Bank of Tampa and BT Wealth Advisors <u>are not</u> registered as a broker-dealer or investment advisor. Registered representatives of LPL offer products and services using BT Wealth Advisors, and are also employees of The Bank of Tampa. These products and services are being offered through LPL or its affiliates, which are separate entities from, and not affiliates of, The Bank of Tampa or BT Wealth Advisors. Securities and insurance offered through LPL or its affiliates are:

Not Insured by FDIC or Any Other Government Agency Not Bank Deposits or Obligations

Not Bank Guaranteed May Lose Value



"I have long been connected to The Bank of Tampa—my mother worked as a personal secretary for the bank's founder, Mr. Divers, in the 80s. I grew up hearing about how The Bank of Tampa

is unique when it comes to the relationships they share with their clients. That has proven to be the case in my personal experience as well. When I started my own business, I immediately knew I needed to bank with The Bank of Tampa. I have been a client since I opened my business in 1990. Over all the years I have worked with The Bank of Tampa, they always put my needs and the needs of my business first. The personal relationship I have with my banker, Donna Walsh, really makes the difference. Donna acts as a close business advisor—she is invested in my success and works with me to deliver banking solutions that are right for me. Whether we are partnering on a new business loan, or discussing upcoming plans for my business, I can always count on Donna and The Bank of Tampa team to listen to my needs with the most responsive client service."

-David Kazar, Owner & President, Kazar's Electric, Inc. kazarselectric.com



"We became connected to The Bank of Tampa, through a referral for the Paycheck Protection Program (PPP) in April of 2020. The bank we worked with prior to PPP had become

unresponsive, and as soon as we were connected to The Bank of Tampa, everything changed. We received a response from John Stump and his team at the Sarasota banking office almost immediately. In a matter of weeks, our PPP loan was submitted and complete. I can't say enough about how helpful everyone was in the chaos that was 2020. Since that time, we have moved our primary banking over to The Bank of Tampa. Whether I am working with John directly, or a member of his team, I am always able to reach the bank and get my questions answered. They go above and beyond to ensure I have outstanding service and they are always responsive to my banking needs."

 Linda Harradine, Chief Executive Officer, Legal Aid of Manasota legalaidofmanasota.org



# Executive Leadership

Front (L to R): \_

Stacey S. Pittman, CFA, CFP°, CPWA°

Managing Director

T. Corey Neil

President & Chief Executive Officer

The Bank of Tampa

Susan K. Miller, CPA

Chief Financial Officer

Back (L to R):

Thomas Oliver

Chief Administrative Officer

Scott C. Gault

Hillsborough & Pasco County Market President

John Fillingim

Chief Credit Officer

Mike Ward

Plant City Market President

William O. West

President & Chief Executive Officer Tampa Bay Banking Company

Charles O. Murphy

Sarasota & Manatee County Market

Mike Krieg

Chief Information Officer

Genna Dziloski

Chief Human Resources Officer

Joel Smith

Chief Marketing Officer

K. Owen LaFave

Pinellas County Market President



# The Bank of Tampa & Hillsboro Bank—Coming Together

In what was a historic moment for both banks, The Bank of Tampa completed its merger with Hillsboro Bank on October 1, 2021. Mergers are on the rise in the community banking space, and we are proud this union was accomplished by like-minded teams with a long-term focus to the future.

The completion of the merger united two strong, local community banks, both committed to serving their communities, and contributed to The Bank of Tampa reaching more than \$3 billion in assets in 2021. The Bank of Tampa team is excited to welcome Hillsboro Bank clients, employees and shareholders, and we look forward to working with Mike Ward, Pam Warnock, Matt Buzza and Nick Thurston, along with the rest of the Plant City team, to continue the great work they are doing in the Plant City market.

# Committed to Our Community

We are proud of our commitment and dedication to making our communities vibrant, and feel that by fostering goodwill, we help our community thrive.

That's why we are proud to partner with more than 118 community organizations and to have donated more than \$405,000 throughout the areas where we work.

The Bank of Tampa employees frequently came together to volunteer for organizations like Metropolitan Ministries, Feeding Tampa Bay and Meals on Wheels, to name a few. In addition, many of our employees passionately dedicate their time to volunteer outside of work hours. In total, The Bank of Tampa employees spent more than 8,000 hours volunteering for community and non-profit organizations in 2021.



"The Bank of Tampa team creates a client experience that is not standard in today's world. The entire team is warm and friendly—they truly make you feel that you are part of The Bank

of Tampa family. When you interact with The Bank of Tampa, they make time to truly connect. Every banking transaction from ordering checks to processing loans, is a painless, smooth transaction. It creates an invaluable sense of security knowing that they are always available to provide immediate support with open lines of communication at all levels. Banking is not typically an enjoyable activity, but I genuinely look forward to stopping by the local office. I know when I leave, I will feel uplifted. In a world of disconnect, The Bank of Tampa team brings back memories of the "good ole days" of small businesses with bankers who knew your name and were invested in ensuring great service while building a long-term relationship.'

-Melissa Byers, Executive Director, St. Petersburg Bar Association stpetebar.com



"When I started my business in 2010, I didn't have banking relationships. I got started with a big bank, mostly out of convenience. As my business grew, I realized I needed a banking relationship.

I asked around town and The Bank of Tampa was recommended to me. The level of experience and the tenure of the team was so impressive to me. Some of the employees have been with the bank for going on a decade. It was comforting to know that if I started to build a rapport with someone, they would likely be around. Over time, the bank employees really got to know me. They would ask about my family by name. I realized the potential, and I moved all my accounts over to The Bank of Tampa. Everything I do with The Bank of Tampa is seamless—they have truly become an extension of my business. I probably speak with someone at The Bank of Tampa three times a week, and the entire team is always so helpful. Even through the more challenging aspects of banking, such as dealing with potential fraud on my accounts or the Paycheck Protection Program, the bank has always been there for me and my business. They are genuinely invested in my success. "

-Jeremy Brongo, Owner, Florida State Fence floridastatefence.com

floridastatefence.com



# Invested in Your Future and Your Legacy

The Bank of Tampa's Wealth Management division, comprised of BT Wealth Advisors<sup>1,2</sup> investment services and our Trust Services<sup>2</sup> department, has experienced continued growth. In 2021, these areas experienced a 30% increase in revenue year-over-year.

BT Wealth Advisors, led by Managing Director, Stacey Pittman, offers personal and customizable strategies specifically geared to fit clients' unique needs. BT Wealth Advisors team of salaried wealth advisors are proactive, take time to understand clients' objectives, and then work together to build, preserve and transition their wealth. BT Wealth Advisors offers investment management, estate planning guidance, education planning, insurance services, retirement planning and tax strategies.

The Bank of Tampa's Trust Services team is led by Chief Trust Director, William Lucius, who joined The Bank of Tampa in October 2021. The Bank of Tampa's Trust Services team offers clients stability and long-term success through life's transitions. The bank's experienced team of Trust Officers work with clients, as a member of their advisory team, to develop personal relationships and to understand individual goals and objectives. Our Trust Services team offers trust, estate and guardianship services, investment management and escrow services, as well as agency services.

<sup>1</sup>Securities and advisory services are offered through LPL Financial (LPL), a registered investment advisor and broker-dealer (member FINRA/ SIPC). Insurance products are offered through LPL or its licensed affiliates. The Bank of Tampa and BT Wealth Advisors are not registered as a brokerdealer or investment advisor. Registered representatives of LPL offer products and services using BT Wealth Advisors, and are also employees of The Bank of Tampa. These products and services are being offered through LPL or its affiliates, which are separate entities from, and not affiliates of, The Bank of Tampa or BT Wealth Advisors. Securities and insurance offered through LPL or its affiliates are:

<sup>2</sup>Not Insured by FDIC or Any Other Government Agency

Not Bank Deposits or Obligations

Not Bank Guaranteed

May Lose Value

Brandon Advisory Board

Barbara R. Schwabe

Vice President

Fred Schwabe and Associates, Inc.

Back (Lto R):

Thomas A. Lee

Co-Owner

Sabal Homes of Florida

Richard A. Eatman

Brandon Advisory Board

Charles C. Colwill

Colwill Engineering, Inc.

B. Mitchell "Mitch" Burley

David L. Newberry

Newberry Holding Co. LLC

Managing Member

Mitch Burley Construction, Inc.

Roger A. Rivard President & Owner Rivard Buick GMC, Inc.



# Plant City Advisory Board

Front (L to R):

Mark S. Poppell

Vice President Poppell Insurance, Inc

Gary L. Boothe

Plant City Advisory Board

Trey Mueller, DMD Founder/Partner Dental Associates of Florida Michael S. Sparkman President & Owner

Sparky's Oil Company, Inc.

Antonio C. Azorin

Florida Brick & Clay, Inc.

Sam Astin, III President & Owner James M. Scott Vice President Jarrett Scott Ford, Inc. Donald K. Stine **General Partner** Stine Family Partnership, Ltd.



# Pinellas County Advisory Board

Front (L to R):

Judy A. Mitchell

Former Owner & President

President

Bill Kent

George F. Young, Inc.

David A. Zillig

Co-Owner DAZSER® Corporation, Jani-King Cathy M. Collins (Not Pictured)

President & Chief Executive Officer

Clinical Consulting Solutions

Back (L to R): \_

Ed Armstrong III

Founding Partner, Clearwater Office

Doug Bishop

President & Chief Executive Officer Marsh McLennan Agency-Bouchard Region Kenneth P. Cherven

Pinellas Advisory Board



# Sarasota County Advisory Board

Robert J. Lane, CPA

Managing Shareholder

Si McAninch DDS PA Pediatric Dentistry

James B. Tollerton

**Professional Benefits** 

# Officers

Tampa Bay **Banking Company** 

James L. Ferman, Jr.

Chairman of the Board

William O. West President & Chief Executive Officer

T. Corey Neil Executive Vice President

Susan K. Miller, CPA Chief Financial Officer

The Bank of Tampa **EXECUTIVE** 

T. Corey Neil

President & Chief Executive Officer

Thomas Oliver

Chief Administrative Officer

Lynn M. Grant

Administrative Manager

HILLSBOROUGH & PASCO

Scott C. Gault

Hillsborough & Pasco Market President

Mike Ward

SVP, Market President, Plant City

Cécile M. Bare, CFP®

VP, Private Relationship Manager

David E. Brown

SVP, Senior Commercial Relationship Manager

Matthew Buzza

SVP, Commercial Relationship Manager

Oliviana Catrone

VP, Private Relationship Manager

Sharon DeLong

SVP, Market Director

Stephen P. Fluharty

SVP, Market Director, Sunset Park

Angela Gardner

VP, Commercial Relationship Manager

Catherine A. Harris

VP, Private Relationship Manager

Erin C. Hesbeens

VP, Private Relationship Manager

Kyle P. Keith

SVP, Market Director, Westshore

Frank Vitarelli

Chad Wammock

Craig L. West

SVP, Market Director, Central Pinellas

Debbie Viveiros, AAP, CTP

VP Commercial Relationship Manager

VP, Commercial Relationship Manager

SVP, Residential Mortgage Officer

**SARASOTA & MANATEE** 

Sarasota & Manatee Market President

SVP. Market Director, Lakewood Ranch

VP, Private Relationship Manage

SVP, Market Director, Sarasota

BT WEALTH ADVISORS

Managing Director, BT Wealth Advisors

Timothy Donaldson, CRPC®

AVP, Wealth and Trust Operations Manager

Jonathan Locklear, CFP®, CAP®

Lantz Martin, CFP®, ChFC®, CLU®

Gregory M. Stahl, CFP®, CPWA®

Charles O. Murphy

Bryan Boudreaux

Aric Chevtaikin

John P. Stump

VP, Wealth Advisor

AVP, Wealth Advisor

SVP, Wealth Advisor

VP, Portfolio Manager

VP, Trust Officer

Courtney Lewis

VP, Senior Trust Officer

VP, Trust Officer

TRUST SERVICES

Margo Land Hirons, J.D.

Sarah Schelling Peet, J.D., LL.M.

Anne Shaughnessy, CTFA

Simon Sumner, CFA

Jeni S. La Paglia

VP, Private Relationship Manager

Alison LaPointe

VP, Private Relationship Manager H. Toby Lincoln

AVP, Residential Mortgage Officer

Joseph D. Marshburn, III

SVP, Market Director, Downtown Tampa

Terry R. McFatter

SVP, Market Director, Brandon

Zane Petty

VP. Commercial Relationship Manager

Lee Pierson

VP, Private Relationship Manager

Robert Smedley

VP, Senior Commercial Relationship Manager

Robert Subko

VP, Commercial Relationship Manager

Nick Thurston

SVP, Market Director, Plant City

Darrell R. Turner

SVP, Market Director, Carrollwood

John M. Unger, CFP®

SVP, Market Director, Armenia & Bayshore; Residential Real Estate Director

Donna Walsh

VP, Commercial Relationship Manager

Pamela C. Warnock

VP, Private Relationship Manager

**PINELLAS** 

K. Owen LaFave

Pinellas County Market President

VP. Private Relationship Manager

Christina Hurt

Private Relationship Manager

Timothy M. Mann

SVP, Market Director, Downtown St. Petersburg

Jada Murray

VP, Private Relationship Manager

Dotti Overton

**COMMERCIAL REAL ESTATE** 

Rachael Brown

SVP, Commercial Real Estate Director

Matthew Boyd

SVP, Commercial Real Estate Manager

MIDDLE MARKET

Drew Aldridge

VP, Middle Market Relationship Manager

David W. Feeman

SVP, Middle Market Relationship Manager

Jordan Young

SVP, Middle Market Relationship Manager

SMALL BUSINESS **ADMINISTRATION** 

Kevin Gilligan

VP, Small Business Administration Director

Blake Williams

SBA Relationship Manager

TREASURY SERVICES Stacey S. Pittman, CFA, CFP®, CPWA®

Kenneth J. Braga

SVP, Treasury Services Director

Thomas Leto Jr. International Banking Officer

Jennifer G. Ptack

AVP, Treasury Services Sales Officer

Michael Eubanks Dianne Cohrs AVP, Commercial Relationship Manager

Dr. Si McAninch

SVP, Market Director, Clearwater

# Officers

**BANKING SUPPORT** 

Suzy Bateman

VP, Commercial Relationship Support Manager

Merlisia Gittens

AVP, Banking Support Manager

Malorie Kent

VP, Operations Client Experience Manager

**BLANCHARD BANKING CENTER** 

Mike Krieg

Chief Information Officer

William "Mac" Fleming

SVP, Chief Risk Officer

Tammy Amburgey

Deposit Operations & Electronic Banking Manager

John Q. Bui

AVP, Senior Systems Management Analyst

Maureen K. Busch

VP, Compliance and CRA Officer

Roxanne Chance-Chin

VP, BSA Officer & Fraud Investigations Manager

Debra Cooper

VP, Credit Support Services Manager

Jennifer Denney

AVP, Compliance Officer

Luis Eguia

AVP, Senior Project Manager

Patricia Fain

VP, Senior Risk Management Officer

Anthony Fortunato

AVP. Remittance Manager

Beth Gamble

Deposit Operations Assistant Manager

Donovan G. Glaister

SVP, Infrastructure & Operations Director

Aenoi Kounlavong

VP, Bank Support Manager

Keith McConnon

AVP, Tech Support Manager

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Nikel Morancie, PMO, CPO VP, PMO Manager

Sebastian Mrowczynski, FMP® AVP. Facilities Manager

Bank Physical Security Officer

Robert Noll

Risk Management Officer

Heidi N. Patterson

AVP, CRM Administrator & Business Solutions Analyst Patrick Ryan

Billie Valloreo

**FINANCE** 

SVP, Credit Senior Manager

Susan K. Miller, CPA

Chief Financial Officer

Jon Beaulieu, CPA

VP, Accounting Director

I.B. Alexander

Chantel Evans

Accounting Supervisor

Richard J. Phillips

Frank P. Territo

Zachary Weber

Genna Dziloski

Scott Blades

Alyssa Martineau

Jessica Noble, SHRM-SCP

VP, Human Resources Manager

Kristen Herrick-Feazell AVP, Marketing Manager

Kaley Infield, APR AVP, Marketing Manager

Susanne V. Powers

VP, Client Experience Manager

A. Gerald Divers

**CHAIRMAN EMERITUS** 

HR Business Partner

MARKETING

Joel Smith
Chief Marketing Officer

Financial Analyst

AVP, Business Intelligence Manager

VP, Director of Financial Administration

**HUMAN RESOURCES** 

Chief Human Resources Officer

VP, Learning & Organizational Development Manager

SVP, Finance Director

Ron Hernandez, CPA

SVP, Chief Accounting Officer

VP, Portfolio Manager

Kris Phillips

VP, Business Solutions Analyst

Wes Richardson

VP, Information Security Officer

Peggy Rodriguez

E-Banking Assistant Manager

Nathan "Reade" Sevigny

AVP, Production Operations Manager

 $Mayelin\,Swafford$ 

AVP, Treasury Services Support Manager

Daryl Tatum

VP, Client Support Services Manager

**CREDIT ADMINISTRATION** 

John Fillingim

Chief Credit Officer

Karen Branch

VP, Senior Commercial Real Estate Portfolio Manager

Melissa E. Burman

SVP, Special Assets Senior Manager

Sophia Chow

VP, Commercial Portfolio Manager

Jason C. Edwards, RMA-CRC, AAP

VP, Senior Portfolio Manager

Ann Leavengood Giles

VP, Senior Portfolio Manager

Cristina Martinez

VP, Senior Underwriter, Consumer Loans

Blaine J. Morrison, RMA-CRC

VP, Credit Senior Manager

Shaunna Newsome

AVP, Portfolio Manager

Gil Polanco Fernandez

Credit Analyst

Javier Rivera

VP, Senior Portfolio Manager

Jack Russell

AVP, Portfolio Manager

# Financial Statements

## Tampa Bay Banking Company

### Condensed Consolidated Statements of Financial Condition

As of December 31, 2021 and 2020 | Dollars in thousands (except per share data)

Assets	2021	2020	
Cash and due from banks	\$ 772,262	\$ 565,850	
Investment and equity securities	902,200	538,925	
Loans receivable	1,465,649	1,512,434	
Allowance for loan losses	(24,770)	(25,955)	
Loans receivable, net	1,440,879	1,486,479	
Premises and equipment, net	33,609	33,553	
Bank owned life insurance	44,075	37,021	
Deferred tax asset, net	7,867	2,362	
Intangibles, net	7,175	-	
Other assets	26,388	32,441	
Total Assets	\$ 3,234,455	\$ 2,696,631	

### Liabilities and Stockholders' Equity

### Liabilities

Deposits:		
Non-interest bearing	\$ 1,277,411	\$ 1,028,239
Interest bearing	1,612,027	1,327,171
Total Deposits	2,889,438	2,355,410
Borrowings	95,000	130,000
Accrued expenses and other liabilities	20,086	17,202
Total Liabilities	3,004,524	2,502,612

### Stockholders' Equity

Common stock	268	243
Additional paid-in capital	57,789	29,597
Retained earnings	175,869	156,426
Accumulated other comprehensive income (loss)	(3,995)	7,753
Total Stockholders' Equity	229,931	194,019
Total Liabilities and Stockholders' Equity	\$ 3,234,455	\$ 2,696,631



# Financial Statements

### Condensed Consolidated Statements of Income

For the years ended December 31, 2021 and 2020 | Dollars in thousands (except per share data)

	2021	2020		
Interest income				
Loans, including fees	\$ 61,022	\$ 58,279		
Investment securities & other	12,013	10,732		
Total interest income	73,035	69,011		
Interest expense				
Deposits	698	1,290		
Borrowings	1,097	1,085		
Total interest expense	1,795	2,375		
Net interest income	71,240	66,636		
Non-interest income	4 250	E 0E 1		
Service charges on deposit accounts & service fees	6,259	5,854		
Wealth management and trust	6,600	5,060		
Gain on sale of investment securities available for sale, net	537	1,632		
Gain on sale of small business administration loans	2,269	680		
Other Total non-interest income	2,129	1,604		
Total non-interest income	17,794	14,830		
Non-interest expense				
Compensation and employee benefits	35,618	31,762		
Occupancy, equipment & software	8,662	8,259		
Federal and state assessments	1,506	938		
Professional fees & other expenses	11,122	8,643		
Total non-interest expense	56,908	49,602		
Net income before provision (credit)	32,126	31,864		
for loan losses and income taxes				
Provision (credit) for loan losses	(800)	13,000		
Income tax expense	6,715	3,637		
Net income	\$ 26,211	\$ 15,227		
Earnings per share				
Basic	\$ 10.50	\$ 6.28		
Diluted	\$ 10.47	\$ 6.27		

# Financial Statements

### Condensed Consolidated Statements of Changes in Stockholders' Equity

For the years ended December 31, 2021 and 2020 | Dollars in thousands (except per share data)

	Shares	Par value	Additional paid-in capital	Retained earnings	Accumulated other comprehensive income	Total stockholders' equity
Balance, December 31, 2019	\$ 2,410,255	<u>\$ 241</u>	\$ 27,656	<b>\$ 147,290</b>	<b>\$ 1,045</b>	<b>\$ 176,232</b>
Comprehensive income:						
Net income	-	-	-	15,227	-	15,227
Net unrealized gain (loss) on investment securities A	FS -	-	-	-	6,708	6,708
Beginning retained earning adjustment <sup>1</sup>	-	-	-	(143)	-	(143)
Stock issued	87,763	9	8,434	-	-	8,443
Redemption of common stock	(65,696)	(7)	(6,493)	-	-	(6,500)
Dividends declared				(5,948)		(5,948)
Balance, December 31, 2020	\$ 2,432,322	\$ 243	\$ 29,597	\$ 156,426	\$ 7,753	\$ 194,019
Comprehensive income:						
Net income	-	-	-	26,211	-	26,211
Net unrealized gain (loss) on investment securities A	FS -	-	-	-	(11,748)	(11,748)
Redemption of common stock	(55,118)	(5)	(6,241)	-	-	(6,246)
Stock issued	298,058	30	34,433	-	-	34,463
Dividends declared				(6,768)		(6,768)
Balance, December 31, 2021	\$ 2,675,262	\$ 268	<u>\$ 57,789</u>	<u>\$ 175,869</u>	<u>\$ (3,995)</u>	<u>\$ 229,931</u>

 $<sup>^{1}</sup>$  The beginning retained earnings adjustment is related to the acceleration of premium amortization as of January 1, 2020 on certain callable debt securities, pursuant to ASU 2017-08.

