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# 2018 ANNUAL REPORT

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Oregon  
Pacific Bank

Oregon Pacific Bancorp, whose stock is publicly traded, is the holding company for Oregon Pacific Bank.  
Our stock is listed on the OTCBB (Over-the-Counter Bulletin Board) with the ticker symbol ORPB.

## Oregon Pacific Bank at a Glance

Established on December 17, 1979 and headquartered in Florence, Oregon, we have grown to include full service branches in Coos Bay, Roseburg, and Eugene, as well as a Trust Office in Medford. Staffed by local decision makers, we specialize in offering holistic financial services to our local families and business owners.

*Together, we can make your future better, in a way that's anything but ordinary!*

## BOARD OF DIRECTORS

ROBERT KING.....	Chairman of the Board <i>Owner, R&amp;R King Logging</i>
JOE BENETTI.....	Owner <i>Benetti's Italian Fine Foods</i>
TIM CAMPBELL.....	Partner/Owner <i>Campbell Commercial Real Estate</i>
RON GREEN.....	President/CEO <i>Oregon Pacific Bank</i>
THOMAS GROVE.....	Retired <i>President/CEO, Oregon Pacific Bank</i>
DAN JONES.....	Owner <i>DJ Financial</i>
BOB MANS, OD.....	Co-owner <i>Florence Eye Clinic</i>
TIM SALISBURY.....	Retired CFO <i>Bay Area Hospital</i>
JON THOMPSON.....	Owner <i>KCST Radio Station</i>
ROBBIE WRIGHT.....	Owner <i>Siuslaw Broadband</i>
RICK YECNY, CPA .....	Retired CAO/CMO <i>PeaceHealth Peace Harbor Medical Center</i>

## BANK EXECUTIVE OFFICERS

RON GREEN.....	<i>President, Chief Executive Officer</i>
AMBER WHITE.....	<i>Executive Vice President, Chief Financial Officer</i>
BOB EDSTROM.....	<i>Executive Vice President, Chief Credit Officer</i>
JOHN RALEIGH.....	<i>Executive Vice President, Chief Lending Officer</i>
JAY BOELTER.....	<i>Executive Vice President, Director of Trust and Wealth Management</i>



## 2018 Annual Report



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TO OUR SHAREHOLDERS, FRIENDS AND THE COMMUNITIES WE SERVE:

Oregon Pacific Bancorp and its wholly-owned subsidiary, Oregon Pacific Bank, reported a net operating income of \$2.6 million for the 12 months ending December 31, 2018, compared to \$1.4 million for the same period in 2017. This represents an 83.3% increase over the prior year and equates to \$0.37 earnings per share as compared to \$0.31 for the same period in 2017. We continue to be pleased with our growth and overall financial improvement, and the value we bring to our shareholders, clients, staff and the communities we serve.


As reported in the prior quarterly earnings releases this year, Oregon Pacific Bank successfully attracted a seasoned commercial relationship team from a competing bank in Eugene. The initial group joined our existing team of successful relationship bankers in Eugene and additional staff were added throughout the remainder of the year. This led to the team moving into our new Eugene Branch in December and they now can provide full service relationship banking for all Eugene area businesses and consumer clients. Our Eugene team successfully grew operations throughout the year and significantly contributed to the Bank's growth in 2018. Total Net loans for the year grew \$58.9 million, 31.0%; and deposits increased \$48.9 million, 22.2%. We are very grateful that local businesses and consumers continue to see the value of banking local and allowing us to reinvest their deposits back into our communities.

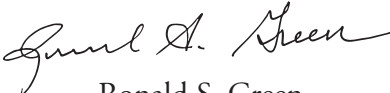
Our Trust and Wealth Management divisions, as well as our residential mortgage team, had a strong year with growth in all markets. Maintaining and growing these non-traditional services is a critical part of our business model of increasing non-interest income, and we will continue to seek opportunities for future success.

The focus for 2019 and beyond will be to grow client relationships in the primary markets we serve and commit to both internal and external quality of service. Being one of only a few locally headquartered banks in the region continues to be a strength for our organization, as we believe most clients want to work with local decision makers. All efforts to grow and improve the organization should allow the Bank to continue its trend of improving shareholder value.

We greatly appreciate your confidence in us and hope you will be able to attend our annual meeting on Wednesday April 17, 2019. Feel free to contact CEO Ron Green by telephone at (541) 999-1908 or by email at [ron.green@opbc.com](mailto:ron.green@opbc.com) if you have any questions. For more information about Oregon Pacific Bank, please visit us at [www.opbc.com](http://www.opbc.com).

Respectfully submitted,

  
Robert R. King  
Chairman of the Board  
Oregon Pacific Bancorp

  
Ronald S. Green  
President & CEO  
Oregon Pacific Bancorp



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# Oregon Pacific Bancorp and Subsidiary

## Financial Highlights

AS OF AND FOR THE YEARS ENDED DECEMBER 31,

	2018	2017	2016	2015	2014
<b>INCOME STATEMENT DATA</b>					
Interest income	\$ 11,808,095	\$ 9,128,585	\$ 7,659,640	\$ 6,734,942	\$ 5,920,845
Interest expense	788,086	579,551	472,371	448,249	629,467
Net interest income	11,020,009	8,549,034	7,187,269	6,286,693	5,291,378
Provision for loan losses	553,586	272,000	129,500	182,000	1,020,784
Net interest income after provision for loan losses	10,466,423	8,277,034	7,057,769	6,104,693	4,270,594
Noninterest income	4,805,706	4,292,541	4,059,637	3,834,770	3,785,992
Noninterest expense	11,870,598	9,755,733	9,374,020	9,050,244	8,465,409
Income (loss) before provision for income taxes	3,401,531	2,813,842	1,743,386	889,219	(408,823)
Provision (benefit) for income taxes	796,036	1,392,033	608,304	176,708	(163,095)
Net income (loss)	\$ 2,605,495	\$ 1,421,809	\$ 1,135,082	\$ 712,511	\$ (245,728)
<b>PER SHARE DATA</b>					
Basic earnings (loss) per common share	\$ 0.37	\$ 0.31	\$ 0.26	\$ 0.17	\$ (0.06)
Diluted earnings (loss) per common share	\$ 0.37	\$ 0.31	\$ 0.26	\$ 0.17	\$ (0.06)
Book value per average common share	\$ 4.68	\$ 4.38	\$ 4.04	\$ 3.87	\$ 3.71
Weighted average shares outstanding:					
Basic	6,964,036	4,584,778	4,318,321	4,263,127	3,973,046
Diluted	6,964,036	4,584,778	4,318,321	4,263,127	3,973,046
<b>BALANCE SHEET DATA</b>					
Investment securities	\$ 26,806,308	\$ 28,346,358	\$ 19,250,213	\$ 17,116,524	\$ 18,036,322
Loans, net <sup>(1)</sup>	\$ 248,884,606	\$ 189,974,983	\$ 157,236,637	\$ 141,514,219	\$ 122,383,445
Total assets	\$ 309,532,757	\$ 261,273,034	\$ 230,625,485	\$ 203,368,175	\$ 175,768,066
Total deposits	\$ 269,728,286	\$ 220,804,220	\$ 196,265,554	\$ 171,737,522	\$ 144,838,681
Stockholders' equity	\$ 32,610,844	\$ 30,394,992	\$ 17,512,361	\$ 16,495,557	\$ 15,807,830
<b>SELECTED RATIOS</b>					
Return on average assets	0.91%	0.58%	0.52%	0.36%	-0.14%
Return on average equity	8.31%	7.29%	6.68%	4.41%	-1.62%
Net loans to deposits	92.27%	86.04%	80.11%	82.40%	84.50%
Net interest margin <sup>(2)</sup>	4.20%	3.93%	3.62%	3.44%	3.33%
Efficiency ratio <sup>(3)</sup>	75.01%	75.97%	83.35%	89.42%	93.26%
<b>ASSET QUALITY RATIOS</b>					
Reserve for loans losses to:					
Ending total loans	1.26%	1.37%	1.48%	1.46%	1.29%
Nonperforming assets <sup>(4)</sup>	126.05%	141.30%	59.76%	37.15%	23.75%
Non-performing assets to ending total assets	0.82%	0.72%	1.72%	2.78%	3.83%
Net loan (recoveries) charge-offs to average loans	0.01%	0.00%	-0.09%	-0.24%	1.02%
<b>CAPITAL RATIOS (BANK)</b>					
Average stockholders' equity to average assets	10.97%	9.60%	9.60%	10.30%	11.10%
Tier I capital ratio <sup>(5)</sup>	15.05%	18.57%	13.90%	14.20%	14.62%
Total risk-based capital ratio <sup>(6)</sup>	16.30%	19.82%	15.15%	15.46%	15.87%
Leverage ratio <sup>(7)</sup>	12.11%	13.21%	9.23%	9.60%	10.05%

<sup>(1)</sup> Excludes loans held-for-sale.

<sup>(2)</sup> Used tax effective yield for non-taxable securities interest earned.

<sup>(3)</sup> Efficiency ratio is noninterest expense divided by the sum of net interest income plus noninterest income.

<sup>(4)</sup> Nonperforming assets consists of nonaccrual loans, loans contractually past due 90 days or more, and other real estate owned.

<sup>(5)</sup> Tier I capital divided by risk-weighted assets.

<sup>(6)</sup> Total capital divided by risk-weighted assets.

<sup>(7)</sup> Tier I capital divided by quarterly average total assets.

**Oregon Pacific Bancorp  
and Subsidiary**

**Consolidated  
Financial Statements**

**Years Ended  
December 31, 2018  
and 2017**



# Oregon Pacific Bancorp and Subsidiary

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## Independent Auditors' Report

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To the Board of Directors and Stockholders  
Oregon Pacific Bancorp and Subsidiary

We have audited the accompanying consolidated balance sheets of Oregon Pacific Bancorp and Subsidiary as of December 31, 2018 and 2017, and the related consolidated statements of comprehensive income, changes in stockholders' equity, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

### Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Oregon Pacific Bancorp and Subsidiary as of December 31, 2018 and 2017, and the results of their operations and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

*DELAP LLP*

March 8, 2019

# Oregon Pacific Bancorp and Subsidiary

## Consolidated Balance Sheets

December 31, 2018 and 2017

	2018	2017
<b>ASSETS</b>		
Cash and cash equivalents	\$ 5,515,759	\$ 3,949,965
Interest-bearing deposits in banks	9,539,514	24,949,057
Available-for-sale debt securities, at fair value	26,806,308	28,346,358
Restricted equity securities	1,019,900	765,450
Loans, net of deferred loan fees	252,064,426	192,615,676
Allowance for loan losses	(3,179,820)	(2,640,693)
Premises and equipment, net of accumulated depreciation	6,777,174	6,269,351
Bank-owned life insurance	6,836,270	2,978,558
Other real estate owned	1,223,523	1,384,012
Deferred tax assets, net	1,220,487	1,110,657
Accrued interest receivable and other assets	1,709,216	1,544,643
	\$ 309,532,757	\$ 261,273,034
<b>TOTAL ASSETS</b>		
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Deposits:		
Demand deposits	\$ 70,216,894	\$ 62,336,224
Interest-bearing demand deposits	132,751,874	90,175,724
Savings deposits	48,955,256	48,937,398
Time certificate accounts	17,804,262	19,354,874
Total deposits	269,728,286	220,804,220
Federal Home Loan Bank borrowings	-	3,000,000
Subordinated debentures	4,124,000	4,124,000
Deferred compensation liability	1,956,779	1,997,116
Accrued interest payable and other liabilities	1,112,848	952,706
Total liabilities	276,921,913	230,878,042
<b>COMMITMENTS AND CONTINGENCIES (Note 10)</b>		
Preferred stock; 200,000 shares authorized; no shares issued and outstanding	-	-
Common stock, no par value, 10,000,000 shares authorized; 6,972,584 and 6,948,584 issued and outstanding at December 31, 2018 and 2017, respectively	20,633,578	20,590,011
Undivided profits	12,646,131	10,003,987
Accumulated other comprehensive loss, net of tax	(668,865)	(199,006)
Total stockholders' equity	32,610,844	30,394,992
	\$ 309,532,757	\$ 261,273,034
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>		

The accompanying notes are an integral part of the consolidated financial statements

# Oregon Pacific Bancorp and Subsidiary

## Consolidated Statements of Comprehensive Income

Years Ended December 31, 2018 and 2017

	2018	2017
<b>INTEREST INCOME</b>		
Loans	\$ 10,600,313	\$ 8,234,179
Taxable securities	318,319	199,462
Tax-exempt securities	398,023	357,655
Interest-bearing deposits in banks	491,440	337,289
	11,808,095	9,128,585
<b>INTEREST EXPENSE</b>		
Interest-bearing demand deposits	403,167	207,792
Savings deposits	79,277	55,496
Time certificate accounts	90,953	84,866
Other borrowings	214,689	231,397
	788,086	579,551
Net interest income	11,020,009	8,549,034
<b>PROVISION FOR LOAN LOSSES</b>	553,586	272,000
Net interest income after provision for loan losses	10,466,423	8,277,034
<b>NONINTEREST INCOME</b>		
Trust fee income	2,603,916	2,295,938
Service charges and fees	848,321	774,352
Mortgage loan sales and servicing fees	408,720	335,857
Investment sales commissions	239,656	221,579
Merchant card services	234,543	226,743
Registered Investment Advisory (RIA) income	216,074	148,223
Increase in cash surrender value of bank-owned life insurance	193,712	109,013
Other income	60,764	180,836
	4,805,706	4,292,541
<b>NONINTEREST EXPENSE</b>		
Salaries and benefits	6,178,316	4,580,737
Outside services	1,192,997	1,393,227
Occupancy	1,138,242	727,031
Securities and trust department expenses	1,317,616	1,325,551
Loan and collection expense	349,485	112,076
Advertising	254,607	131,978
Card services	151,660	128,215
Other real estate owned expenses	145,576	181,380
Deferred compensation expense	141,550	114,327
Supplies	126,996	123,475
Postage and freight	105,198	102,227
Federal Deposit Insurance Corporation assessment	74,536	130,553
Other expenses	693,819	704,956
	11,870,598	9,755,733
<b>INCOME BEFORE PROVISION FOR INCOME TAXES</b>	\$ 3,401,531	\$ 2,813,842
<b>PROVISION FOR INCOME TAXES</b>	796,036	1,392,033
<b>NET INCOME</b>	\$ 2,605,495	\$ 1,421,809
<b>OTHER COMPREHENSIVE INCOME</b>		
Unrealized (loss) gain on available-for-sale debt securities, (net of tax of \$160,211 in 2018, \$127,973 in 2017)	(433,210)	178,692
<b>COMPREHENSIVE INCOME</b>	\$ 2,172,285	\$ 1,600,501
<b>BASIC EARNINGS PER SHARE</b>	\$ 0.37	\$ 0.31
<b>DILUTED EARNINGS PER SHARE</b>	\$ 0.37	\$ 0.31

The accompanying notes are an integral part of the consolidated financial statements

**Oregon Pacific Bancorp and Subsidiary**  
**Consolidated Statements of Changes in Stockholders' Equity**  
Years Ended December 31, 2018 and 2017

	<u>Common Stock</u>		<u>Undivided Profits</u>	<u>Accumulated Other Comprehensive Loss</u>	<u>Total Stockholders' Equity</u>
	<u>Shares</u>	<u>Amount</u>			
<b>Balance - December 31, 2016</b>	4,336,307	\$ 9,307,881	\$ 8,582,178	\$ (377,698)	\$ 17,512,361
Net income	-	-	1,421,809	-	1,421,809
Other comprehensive income - net	-	-	-	178,692	178,692
Stock-based compensation	5,000	17,200	-	-	17,200
Issuance of common stock - net	3,107,277	13,564,930	-	-	13,564,930
Redemption of common stock	(500,000)	(2,300,000)	-	-	(2,300,000)
<b>Balances - December 31, 2017</b>	<u>6,948,584</u>	<u>20,590,011</u>	<u>10,003,987</u>	<u>(199,006)</u>	<u>30,394,992</u>
Net income	-	-	2,605,495	-	2,605,495
Adoption of ASU 2018-02	-	-	36,649	(36,649)	-
Other comprehensive loss - net	-	-	-	(433,210)	(433,210)
Stock-based compensation	24,000	43,567	-	-	43,567
<b>Balances - December 31, 2018</b>	<u>6,972,584</u>	<u>\$ 20,633,578</u>	<u>\$ 12,646,131</u>	<u>\$ (668,865)</u>	<u>\$ 32,610,844</u>

The accompanying notes are an integral part of the consolidated financial statements

**Oregon Pacific Bancorp and Subsidiary**  
**Consolidated Statements of Cash Flows**  
Years Ended December 31, 2018 and 2017

	<b>2018</b>	<b>2017</b>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Net income	\$ 2,605,495	\$ 1,421,809
Adjustments to reconcile net income to net cash provided by operating activities:		
Provision for loan losses	553,586	272,000
Depreciation and amortization	970,894	705,623
Deferred income taxes	50,381	844,627
Write-down of other real estate owned	99,277	94,550
Stock-based compensation expense	43,567	17,200
Loss (gain) on sales of premises, equipment, and other real estate owned	47,384	(57,580)
Change in cash surrender value of bank-owned life insurance	(193,712)	(109,013)
Change in deferred loan fees	(18,007)	169,813
Change in accrued interest receivable and other assets	(187,414)	(94,060)
Change in accrued interest payable and other liabilities	119,805	83,179
Net cash from operating activities	4,091,256	3,348,148
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Proceeds from maturities and calls of available-for-sale debt securities	2,822,091	4,002,602
Purchases of available-for-sale debt securities	(2,238,533)	(13,092,276)
(Purchases) sales of restricted equity securities	(254,450)	27,300
Net decrease in interest-bearing deposits in banks	15,409,543	8,764,178
Net increase in loans	(59,445,202)	(33,241,371)
Purchases of premises and equipment	(1,143,454)	(190,102)
Proceeds from sales of premises, equipment, and other real estate owned	64,477	901,895
Purchase of bank-owned life insurance	(3,664,000)	(18,193)
Net cash used in investing activities	(48,449,528)	(32,845,967)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Net increase in deposits	48,924,066	24,538,666
Proceeds from Federal Home Loan Bank borrowings	10,000	-
Repayments of Federal Home Loan Bank borrowings	(3,010,000)	(1,500,000)
Issuance of common stock, net of offering costs	-	13,564,930
Redemption of common stock	-	(2,300,000)
Net decrease in repurchase agreements	-	(5,356,927)
Net cash from financing activities	45,924,066	28,946,669
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	1,565,794	(551,150)
Cash and cash equivalents - beginning of year	3,949,965	4,501,115
<b>CASH AND CASH EQUIVALENTS - End of Year</b>	<b>\$ 5,515,759</b>	<b>\$ 3,949,965</b>
<b>SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION</b>		
Cash paid during the year for		
Interest	\$ 795,666	\$ 576,405
Income taxes - net	\$ 885,000	\$ 453,000
<b>SUPPLEMENTAL DISCLOSURE OF NON-CASH INVESTING AND FINANCING ACTIVITIES</b>		
Unrealized (loss) gain on available-for-sale debt securities - net	\$ (433,210)	\$ 178,692
Transfer of loans to other real estate owned	\$ -	\$ 61,212

The accompanying notes are an integral part of the consolidated financial statements

# Oregon Pacific Bancorp and Subsidiary

## Notes to Consolidated Financial Statements

Years Ended December 31, 2018 and 2017

### Note 1 - Basis of Presentation, Description of Business, and Summary of Significant Accounting Policies

#### Basis of presentation

The accompanying consolidated financial statements include the accounts of Oregon Pacific Bancorp ("Bancorp"), a bank holding company; its wholly-owned subsidiary, Oregon Pacific Banking Company dba Oregon Pacific Bank ("the Bank"); and the Bank's wholly-owned subsidiary, Oregon Pacific Wealth Management, LLC ("OPWM") (collectively, "the Company"). All significant intercompany accounts and transactions have been eliminated in consolidation.

The Company has also established a subsidiary grantor trust in connection with the issuance of trust preferred securities (see Note 8). In accordance with accounting principles generally accepted in the United States of America ("U.S.") ("GAAP"), the accounts and transactions of this trust are not included in the accompanying consolidated financial statements.

#### Description of business

The Bank is an Oregon state-chartered institution with headquarters in Florence, Oregon. The Bank provides banking products and services from its full-service branches in Florence, Eugene, Coos Bay, and Roseburg, and its Trust and Wealth Management office in Medford. The Bank also has trust offices in Florence, Coos Bay, Medford, and Eugene. Specializing in offering comprehensive financial services to local families and business owners, the Bank services customers in Lane, Douglas, Coos, Jackson, and Josephine Counties. These financial services include full service banking for both individual and business customers which includes checking, savings, money market, and time deposit accounts. In terms of technology, internet banking, online billpay, and mobile banking services are available. The Bank also offers a variety of lending services including commercial, consumer, and credit cards. The Bank's merchant services department handles payment processing solutions for business clients. Wealth management and investment services are also available, allowing the Bank to offer non-deposit products such as estate planning and trust administration. OPWM provides retirement planning services and is a State of Oregon Registered Investment Advisor.

#### Method of accounting

The Company prepares its consolidated financial statements in conformity with GAAP and prevailing practices within the banking industry. The Company utilizes the accrual method of accounting which recognizes income and gains when earned and expenses and losses when incurred. The preparation of consolidated financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, and the disclosure of contingent assets and liabilities, as of the date of the consolidated balance sheet, and the reported amounts of income, gains, expenses, and losses during the reporting period. Actual results could differ from those estimates. Material estimates that are particularly susceptible to material change in the near term relate to the allowance for loan losses and the valuation of other real estate owned ("OREO"), and deferred tax assets.

#### Subsequent events

Management has evaluated, for potential recognition or disclosure in the consolidated financial statements, subsequent events that have occurred through March 8, 2019, which is the date that the consolidated financial statements were available to be issued. On March 1, 2019, the Bank closed the sale of its only OREO property, with a book value of \$1,223,523 at December 31, 2018. The net proceeds on the sale totaled \$971,854, resulting in a loss on sale of \$251,669.

## **Cash and cash equivalents**

For purposes of reporting cash flows, cash and cash equivalents include cash on hand and amounts due from banks (including cash items in process of collection).

## **Interest-bearing deposits in banks**

Interest-bearing deposits in banks include time certificates of deposit from other banks and federal funds sold. Generally, federal funds are sold for one-day periods.

## **Investments in debt securities**

Investments in debt securities that management has the positive intent and ability to hold to maturity are classified as held-to-maturity securities and reported at cost, adjusted for amortization of premiums and accretion of discounts that are recognized in interest income using the interest method over the period to maturity.

Investments in debt securities that are purchased and held principally for the purpose of selling them in the near term are classified as trading securities and are reported at fair value, with unrealized gains and losses included in noninterest income.

Investments in debt securities that are not classified as either held-to-maturity securities or trading securities are classified as available-for-sale securities and are reported at fair value, with unrealized gains and losses, net of the related deferred income tax effect, excluded from earnings and reported as other comprehensive income or loss. All of the Company's investments in debt securities held during 2018 and 2017 were classified as available-for-sale.

Management determines the appropriate classification of debt securities at the time of purchase. Realized gains and losses on the sales of investments in debt securities are determined using the specific-identification method. See Note 12 for a description of the Company's methodologies for determining the fair value of investments in debt securities.

In estimating other-than-temporary impairment ("OTTI") losses, management considers, among other things, (1) the length of time and the extent to which the fair value has been less than amortized cost, (2) the financial condition and near term prospects of the issuer, (3) the impact of changes in market interest rates, and (4) the intent and ability of the Company to retain its investment in the issuer for a period of time sufficient to allow for any anticipated recovery of fair value. For individual debt securities which the Company does not intend to sell, and for which it is not more likely than not that the Company will be required to sell the security before recovery of its amortized cost basis, the OTTI losses would be evaluated and (1) the portion related to credit losses would be included in earnings as realized losses, and (2) the portion related to market or other factors would be recognized in other comprehensive income or loss. Credit loss is recorded if the present value of expected cash flows is less than the amortized cost. For individual debt securities which the Company intends to sell or for which it more likely than not will not recover all of its amortized cost, the OTTI is recognized in earnings equal to the entire difference between the security's cost basis and its fair value at the consolidated balance sheet date.

For individual debt securities for which credit loss has been recognized in earnings, interest accruals and amortization of premiums and accretion of discounts are suspended when the credit loss is recognized. Interest received after accruals have been suspended is recognized on a cash basis.

During the years ended December 31, 2018 and 2017, the Company did not recognize any OTTI on its investments in debt securities.

## **Restricted equity securities**

As of December 31, 2018, restricted equity securities consisted of \$313,400 of Federal Home Loan Bank ("FHLB") of Des Moines stock and \$706,500 of Federal Reserve Bank ("FRB") stock. As of December 31, 2017, restricted equity securities consisted of \$396,600 of FHLB of Des Moines stock and \$368,850 of FRB stock.

As a member of the FHLB system, the Bank is required to maintain a minimum investment in FHLB stock based on specific percentages of its outstanding mortgages, total assets, or FHLB advances. As of December 31, 2018 and 2017, the Bank met its minimum required investment. The Bank may request redemption at par value of any FHLB stock in excess of the minimum required investment; however, stock redemptions are at the discretion of the FHLB.



The Bank's investment in FHLB stock (which has limited marketability) is carried at cost, which approximates fair value. The Bank evaluates its FHLB stock for impairment as needed. The Bank's determination of whether this investment is impaired is based on its assessment of the ultimate recoverability of cost rather than by recognizing temporary declines in value. The determination of whether a decline affects the ultimate recoverability of cost is influenced by criteria such as (1) the significance of any decline in net assets of the FHLB as compared with the capital stock amount and the length of time any decline has persisted, (2) commitments by the FHLB to make payments required by law or regulation and the level of such payments in relation to the operating performance of the FHLB, (3) the impact of legislative and regulatory changes on institutions and, accordingly, the customer base of the FHLB, and (4) the liquidity position of the FHLB. Based on its evaluation, the Bank determined that there was no impairment of its FHLB stock as of December 31, 2018 and 2017.

The Bank's investment in FRB stock is carried at par value (which represents the Bank's cost), which approximates fair value. The Bank accounts for its investment in FRB stock in accordance with GAAP as described above for FHLB stock. Management believes that there is no impairment of the carrying value of FRB stock as of December 31, 2018 and 2017.

### **Loans held for sale**

Loans held for sale includes mortgage loans which are reported at the lower of cost or fair value, determined on an aggregate loan basis. Cost generally approximates fair value, given the short duration of these assets. Gains or losses on the sale of loans held for sale are recognized at the time of the sale and determined by the difference between net sale proceeds and the net book value of the loans less the estimated fair value of any retained servicing rights. As of December 31, 2018, and 2017, the Company had no loans held for sale.

### **Loans**

Loans are stated at the amount of unpaid principal, reduced by the allowance for loan losses and deferred loan fees.

Interest income on all loans is accrued as earned on the simple interest method based on daily balances of the principal amount outstanding. The accrual of interest on loans is discontinued when, in management's opinion, the borrower may be unable to make payments as they become due. When accrual of interest is discontinued, all unpaid accrued interest is reversed. Interest income is subsequently recognized only to the extent cash payments are received in excess of principal due.

The Bank charges fees for originating loans. These fees, net of certain loan origination costs, are deferred and generally amortized to interest income over the term of the related loan. If the loan is repaid prior to maturity, the remaining unamortized net deferred loan origination fee is recognized in interest income at the time of repayment.

### **Allowance for loan losses**

The allowance for loan losses represents management's recognition of the assumed risks of extending credit. The allowance is established to absorb management's best estimate of known and inherent losses in the loan portfolio as of the consolidated balance sheet date. The allowance requires complex subjective judgments as a result of the need to make estimates about matters that are uncertain. The allowance is maintained at a level currently considered adequate to provide for potential loan losses based on management's assessment of the various factors affecting the portfolio.

The allowance is based on estimates, and ultimate losses may vary from the current estimates. These estimates are reviewed periodically, and, as adjustments become necessary, they are reported in earnings in the periods in which they become known. Therefore, the Bank cannot provide assurance that, in any particular period, the Bank will not have significant losses in relation to the amount reserved. The allowance is increased by provisions charged to income and reduced by loans charged-off, net of recoveries. Loan losses are charged against the reserve when management deems a loan balance to be uncollectible.

The following describes the Company's methodology for assessing the appropriate level of the allowance for loan losses. For this purpose, loans and related commitments to loan are analyzed – and allowances categorized – into the pooled allowance, specifically identified allowances for impaired loans, and the unallocated allowance.

The pooled portion of the allowance is established by considering historical and industry loss data for the different loan segments in the portfolio. This loss data is then adjusted, as appropriate, based on management's continuing evaluation of qualitative factors that are not directly measured by – or may not yet be reflected in – historical loss data. Such qualitative factors include, but are not limited to, changes in lending policies and procedures, experience

of lending management personnel, the quality of the Bank's loan review system, changes and trends in the nature of the loan portfolio, the volume and severity of troubled loans, concentrations, current economic conditions and outlook, the estimated value of collateral for collateral-dependent loans, and external factors such as regulatory requirements. The resulting loss factors are then applied to the outstanding loan balances based on a risk rating system.

Impaired loans are either specifically reserved for in the allowance for loan losses or reflected as a partial charge-off of the loan balance. The Bank considers loans to be impaired when management believes that it is probable that either principal and/or interest amounts due will not be collected according to the contractual terms. Impairment is measured on a loan-by-loan basis by either the present value of expected future cash flows discounted at the loan's effective interest rate, the loan's observable market price, the estimated fair value of the loan's underlying collateral, or the value of a related guaranty. A significant portion of the Bank's loans are either (1) collateralized by real estate, whereby the Bank primarily measures impairment based on the estimated fair value of the underlying collateral, net of selling costs, or (2) are supported by underlying cash flows, whereby impairment is measured based on the present value of expected future cash flows discounted at the loan's effective interest rate. Accordingly, changes in such estimated collateral values or future cash flows could result in actual losses which differ from those estimated at the date of the consolidated balance sheet. The valuation of real estate collateral is subjective in nature and may be adjusted in future periods because of changes in economic conditions. Management considers third-party appraisals, as well as independent fair market value assessments from realtors or other persons involved in selling real estate, in determining the estimated fair value of particular properties. In addition, as certain of these third-party appraisals and independent fair market value assessments are only updated periodically, changes in the values of specific properties may have occurred subsequent to the most recent appraisals. Accordingly, the amounts of any such potential changes and any related adjustments are generally recorded at the time such information is received. Smaller balance homogeneous loans (typically certain consumer loans) are collectively evaluated for impairment. Generally, the Bank evaluates a loan for impairment when it is placed on non-accrual status.

The unallocated portion of the allowance is based upon management's evaluation of various factors that are not directly measured in the determination of the pooled and specific allowances. Such factors include uncertainties in economic conditions, the imprecision of appraisals used in estimating collateral values, uncertainties in identifying triggering events that directly correlate to subsequent loss rates, risk factors that have not yet manifested themselves in historical loss factors, and historical loss experience data that may not precisely correspond to the current portfolio. The unallocated allowance may also be affected by review by the bank regulatory authorities who may require increases or decreases to the unallocated allowance based on their evaluation of the information available to them at the time of their examinations. Accordingly, the unallocated allowance helps to minimize the risk related to the margin of imprecision inherent in the estimation of pooled and specific allowances. Due to the subjectivity involved in the determination of the unallocated portion of the allowance for loan losses, the relationship of the unallocated component to the total allowance for loan losses may fluctuate from period to period.

A provision for loan losses is charged against income and is added to the allowance for loan losses based on quarterly comprehensive analyses of the loan portfolio. The allowance for loan losses is allocated to certain loan categories based on the relative risk characteristics, asset classifications, and actual loss experience of the loan portfolio. While management has allocated the allowance for loan losses to various loan portfolio segments, the allowance is general in nature and is available for the loan portfolio in its entirety.

The ultimate recovery of the carrying value of loans is susceptible to future market conditions beyond the Bank's control, which may result in losses or recoveries differing from those provided in the accompanying consolidated financial statements.

### **Troubled debt restructurings**

A loan is classified as a troubled debt restructuring ("TDR") when a borrower is experiencing financial difficulties and the Bank grants a concession to the borrower in the restructuring that the Bank would not otherwise consider. These concessions may include – but are not limited to – certain interest rate reductions; principal forgiveness; deferral of interest payments; certain extensions of maturity dates; a reduction of accrued interest; and other actions intended to minimize potential losses to the Bank. A TDR loan is considered to be impaired and is individually evaluated for impairment. A TDR loan can be classified as either accrual or non-accrual.

### **Allowance for unfunded loan commitments**

The Bank maintains a separate allowance for estimated losses related to unfunded loan commitments. Management estimates the amount of probable losses related to unfunded loan commitments by applying the estimated loss factors used in the allowance for loan loss methodology to the expected amount of commitments that will actually

require funding. The allowance for unfunded loan commitments totaled \$44,888 as of December 31, 2018 and \$27,410 as of December 31, 2017. In accordance with industry practice and regulatory guidance, the allowance for estimated losses related to unfunded loan commitments is included in accrued interest payable and other liabilities in the accompanying consolidated balance sheets. Increases (decreases) in the allowance for unfunded loan commitments are recorded in noninterest expense in the accompanying consolidated statements of comprehensive income.

### **Premises and equipment**

Premises and equipment are stated at cost, less accumulated depreciation and amortization. Depreciation is computed principally by the straight-line method over the estimated useful lives of the assets, which range from two to 30 years. Leasehold improvements are amortized over the lesser of the terms of the related leases or their estimated useful lives. Capital improvements or equipment purchases greater than \$1,000 are capitalized, while maintenance and repairs are charged to expense. Gains or losses on dispositions are reflected in earnings as incurred.

### **Impairment of long-lived assets**

The Company accounts for long-lived assets, including intangibles other than goodwill, at amortized cost. Management reviews long-lived assets for possible impairment whenever events or circumstances indicate that the carrying amount of such assets may not be recoverable. If there is an indication of impairment, management would prepare an estimate of future cash flows (undiscounted and without interest charges) expected to result from the use of the asset and its eventual disposition. If these estimated cash flows were less than the carrying amount of the asset, an impairment loss would be recognized to write down the asset to its estimated fair value.

### **Bank-owned life insurance ("BOLI")**

The Bank has purchased single premium BOLI policies on certain executives and other employees. The policies are recorded at their cash surrender values (net of surrender charges). Changes in cash surrender values are included in noninterest income in the accompanying consolidated statements of comprehensive income.

### **OREO**

OREO, acquired through foreclosure or deeds in lieu of foreclosure, is carried at the lower of cost or estimated net realizable value. When the property is acquired, any excess of the loan balance over the estimated net realizable value is charged to the allowance for loan losses. Holding costs, subsequent write-downs to net realizable value, if any, or any disposition gains or losses are included in noninterest income and expense. Costs relating to the development and improvement of the properties are capitalized. The valuation of OREO is subjective in nature and may be adjusted in the future because of changes in economic conditions. The valuation of OREO is also subject to review by bank regulatory authorities who may require increases or decreases to carrying amounts based on their evaluation of the information available to them at the time of their examination of the Bank. Management considers third-party appraisals, as well as independent fair market value assessments from realtors or other persons involved in selling OREO, in determining the fair value of particular properties. In addition, as certain of these third-party appraisals and independent fair market value assessments are only updated periodically, changes in the values of specific properties may have occurred subsequent to the most recent appraisals. Accordingly, the amounts of any such potential changes and any related adjustments are generally recorded at the time such information is received.

As of December 31, 2018 and 2017, the balance of OREO includes \$1,223,523 and \$1,384,012, respectively, of foreclosed residential real estate property recorded as a result of obtaining physical possession of the property.

### **Loan servicing rights**

The carrying value of loan servicing rights is the original estimated value of the originated loan servicing rights or the cost of purchased loan servicing rights, net of subsequent amortization, write-offs due to prepayments, or other write-downs or valuation allowances due to impairment. The originated loan servicing rights are measured by allocating the carrying value of loans between the assets sold and interest retained, based upon the relative estimated fair values at the date of sale. The loan servicing rights are amortized in proportion to, and over the period of, estimated net servicing income.

Management determines the estimated fair value of loan servicing rights through its review and assessment of current industry data. Accordingly, changes in management's evaluation of such data could significantly affect the estimated fair values of the loan servicing rights. GAAP requires the Bank to record an impairment loss in the event

that the estimated fair value of loan servicing rights falls below the Bank's carrying value. To mitigate this risk, management amortizes loan servicing rights over their expected lives and fully amortizes loan servicing rights that are specifically associated with any serviced loans that are paid-off.

The Bank does not employ specific hedges to mitigate fair value changes that may occur due to market fluctuations. There can be no assurance regarding the possible impairment of loan servicing rights in future periods. The net book value of loan servicing rights as of December 31, 2018 and 2017 (\$108,210 and \$132,238, respectively) is included in accrued interest receivable and other assets in the accompanying consolidated balance sheets.

### **Transfers of financial assets**

Transfers of financial assets are accounted for as sales when control over the assets has been surrendered. Control over transferred assets is deemed to be surrendered when (1) the assets have been isolated from the Company, (2) the transferee obtains the right (free of conditions that constrain it from taking advantage of that right) to pledge or exchange the transferred assets, and (3) the Company does not maintain effective control over the transferred assets through an agreement to repurchase them before their maturity.

### **Preferred stock**

The Company's preferred stock is issuable with the par value, dividend, voting, and other features determined by the Company's Board of Directors (the Board) or by action of the stockholders of the Company. As of December 31, 2018 and 2017, there were no shares of preferred stock outstanding.

### **Stock-based compensation**

The Company has stock-based compensation plans, which are described more fully in Note 13. The Company recognizes as compensation expense all stock-based awards made to employees and Board members. The compensation cost is measured based upon the grant-date fair value of the related stock-based awards and is recognized over the service period of the stock-based awards, which is generally the same as the vesting period.

### **Advertising**

Advertising costs are generally charged to expense during the year in which they are incurred.

### **Income taxes**

The provision for income taxes is based on income and expenses as reported for consolidated financial statement purposes using the "asset and liability method" for accounting for deferred taxes. Deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective income tax bases. Deferred tax assets and liabilities are reflected at currently enacted income tax rates applicable to the period in which the deferred tax assets or liabilities are expected to be realized or settled. As changes in tax laws or rates are enacted, deferred tax assets and liabilities are adjusted through the provision for income taxes. A valuation allowance, if needed, reduces deferred tax assets to the amount expected to be realized.

Income tax positions that meet the "more-likely-than-not" recognition threshold are measured at the largest amount of income tax benefit that is more than 50 percent likely to be realized upon settlement with the applicable taxing authority. The portion of the benefits associated with income tax positions taken that exceeds the amount measured as described above would be reflected as a liability for unrecognized income tax benefits in the accompanying consolidated balance sheets along with any associated interest and penalties that would be payable to the taxing authorities upon examination. Interest and penalties associated with unrecognized income tax benefits would be classified as additional income taxes in the consolidated statements of comprehensive income. The Company has evaluated its income tax positions as of December 31, 2018 and 2017. Based on this evaluation, the Company has determined that it does not have any uncertain income tax positions for which an unrecognized income tax liability should be recorded.

The Company files a federal income tax return in the U.S. and a state income tax return in Oregon.

### **Trust assets**

The Bank operates a full-service trust department and, through an arrangement with a registered securities broker-dealer, an investment and brokerage service department. Assets of the Bank's trust and investment and brokerage

service departments, other than cash on deposit at the Bank, are not included in the accompanying consolidated financial statements, because they are not assets of the Bank. Assets (unaudited) totaling approximately \$243 million and \$258 million, were held in trust and/or managed by the investment and brokerage service department as of December 31, 2018 and 2017, respectively.

## Reclassifications

Certain reclassifications have been made to prior year balances to conform to the current year presentation.

## New authoritative accounting guidance

In May 2014, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") 2014-09, *Revenue from Contracts with Customers*, which created FASB Accounting Standards Codification ("ASC") Topic 606 ("ASC 606"). ASC 606 implements a common revenue standard that clarifies the principles for recognizing revenue. The core principle of ASC 606 is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. To achieve that core principle, an entity should apply the following steps: (1) identify the contract(s) with a customer, (2) identify the performance obligations in the contract, (3) determine the transaction price, (4) allocate the transaction price to the performance obligations in the contract and (5) recognize revenue when (or as) the entity satisfies a performance obligation. ASC 606 was effective for annual periods, and interim reporting periods within those annual periods, beginning after December 15, 2017. The Company adopted ASC 606 on January 1, 2018 using the modified retrospective approach. Therefore, the comparative information has not been adjusted and continues to be reported under superseded ASC 605. There was no cumulative effect adjustment as of January 1, 2018, and there were no material changes to the timing or amount of revenue recognized for the year ended December 31, 2018; however, additional disclosures were incorporated in the notes to the consolidated financial statements upon adoption. The majority of the Company's revenue is comprised of interest income from financial assets, which is explicitly excluded from the scope of ASC 606. The Company elected to apply the practical expedient pursuant to ASC 606 and therefore does not disclose information about remaining performance obligations that have an original expected term of one year or less and the Company expenses costs related to obtaining a contract as incurred when the amortization period would have been one year or less. See Note 17 for additional discussion.

In January 2016, the FASB issued ASU 2016-01, *Financial Instruments – Overall: Recognition and Measurement of Financial Assets and Financial Liabilities*. ASU 2016-01 generally requires equity investments – except those accounted for under the equity method of accounting or those that result in consolidation of the investee – to be measured at fair value with changes in fair value recognized in net income. However, an entity may choose to measure equity investments that do not have readily determinable fair values at cost minus impairment, if any, plus or minus changes resulting from observable price changes in orderly transactions for the identical or similar investment of the same issuer. ASU 2016-01 is intended to simplify the impairment assessment of equity instruments without readily determinable fair values by requiring a qualitative assessment to identify impairment. ASU 2016-01 also eliminates certain disclosures related to the fair value of financial instruments and requires entities to use the exit price notion when measuring the fair value of financial instruments for disclosure purposes. ASU 2016-01 was effective for fiscal years beginning after December 15, 2017, including interim periods within those fiscal years. The Company adopted ASU 2016-01 on January 1, 2018. As required by ASU 2016-01, the fair value disclosure for loans receivable was computed using an exit price notion and deposits with no stated maturity are no longer included in the fair value disclosure in Note 12.

In February 2016, the FASB issued ASU 2016-02, *Leases*. ASU 2016-02 is intended to increase transparency and comparability among organizations by requiring the recognition of lease assets and lease liabilities on the balance sheet and disclosure of key information about leasing arrangements. The principal change required by ASU 2016-02 relates to lessee accounting, and is that for operating leases, a lessee is required to (1) recognize a right-of-use asset and a lease liability, initially measured at the present value of the lease payments, in the statement of financial position, (2) recognize a single lease cost, calculated so that the cost of the lease is allocated over the lease term on a generally straight-line basis, and (3) classify all cash payments within operating activities in the statement of cash flows. For leases with a term of 12 months or less, a lessee is permitted to make an accounting policy election by class of underlying asset not to recognize lease assets and lease liabilities. If a lessee makes this election, it should recognize lease expense for such leases generally on a straight-line basis over the lease term. ASU 2016-02 also changes disclosure requirements related to leasing activities and requires certain qualitative disclosures along with specific quantitative disclosures. ASU 2016-02 is effective for fiscal years beginning after December 15, 2018, including interim periods within those fiscal years. Once adopted, the Company expects to report higher assets and liabilities as a result of including right-of-use assets and lease liabilities related to certain banking offices and equipment under non-cancelable operating lease agreements. However, based on the amount of the Company's

current leases, the adoption of ASU 2016-02 is not expected to have a material impact on the Company's future consolidated financial statements.

In June 2016, the FASB issued ASU 2016-13, *Financial Instruments - Credit Losses*. ASU 2016-13 replaces the existing incurred losses methodology for estimating allowances with a current expected credit losses methodology with respect to most financial assets measured at amortized cost and certain other instruments, including trade and other receivables, loans, held-to-maturity investment securities, and off-balance sheet commitments. In addition, ASU 2016-13 requires credit losses relating to available-for-sale debt securities to be recorded through an allowance for credit losses rather than a reduction of the carrying amount. ASU 2016-13 also changes the accounting for purchased credit-impaired debt securities and loans. ASU 2016-13 retains many of the disclosure requirements in current GAAP and expands certain disclosure requirements. ASU 2016-13 is effective for fiscal years beginning after December 15, 2020, including interim periods within those fiscal years. Upon adoption, the Bank expects a change in the processes and procedures to calculate the allowance for loan losses, including changes in the assumptions and estimates to consider expected credit losses over the life of the loan versus the current methodology which utilizes the incurred loss model. The Bank is reviewing the requirements of ASU 2016-13 and has begun developing and implementing processes and procedures to ensure it is fully compliant with the amendments at the adoption date. At this time, the Bank anticipates the allowance for loan losses will increase as a result of the implementation of ASU 2016-13; however, until its evaluation is complete, the magnitude of the increase will be unknown.

In February 2018, the FASB issued ASU 2018-02, *Reclassification of Certain Tax Effects from Accumulated Other Comprehensive Income*. ASU 2018-02 addresses certain accounting implications related to tax legislation which was enacted by the U.S. government in December 2017, which, among other things, lowered the U.S. corporate income tax rate (see Note 9). Existing GAAP requires the remeasurement of deferred tax assets and liabilities as a result of a change in tax laws or rates to be presented in net income from continuing operations. As a result, the tax effects of items originally recorded to accumulated other comprehensive income (AOCI) may no longer reflect the appropriate tax rate. ASU 2018-02 permits a company to reclassify the income tax effects of the December 2017 tax law changes on items within AOCI to retained earnings. ASU 2018-02 may be applied either in the period of adoption or retrospectively to each period in which the effect of the change in the U.S. federal corporate income tax rate is recognized. ASU 2018-02 is effective for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2018, with early adoption permitted. The Company elected to early adopt ASU 2018-02 and, as a result, reclassified \$36,649 of stranded tax effects from AOCI to retained earnings as of January 1, 2018.

In August 2018, the FASB issued ASU 2018-13, *Fair Value Measurement (Topic 820): Disclosure Framework-Changes to the Disclosure Requirements for Fair Value Measurement*. ASU 2018-13 was issued to improve the effectiveness of disclosures surrounding fair value measurements. ASU 2018-13 removes numerous disclosures from ASC Topic 820 including: transfers between level 1 and 2 of the fair value hierarchy, the policy for timing of transfers between levels, and the valuation process for level 3 fair value measurements. ASU 2018-13 also modified and added disclosure requirements in regard to changes in unrealized gains and losses included in other comprehensive income, as well as the range and weighted average of unobservable inputs for level 3 fair value measurements. ASU 2018-13 is effective for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2019, with early adoption permitted. The adoption of ASU 2018-13 is not expected to have a material impact on the Company's future consolidated financial statements.

In August 2018, the FASB issued ASU 2018-15, *Intangibles-Goodwill and Other-Internal-Use Software (Subtopic 350-40): Customer's Accounting for Implementation Costs Incurred in a Cloud Computing Arrangement That is a Service Contract*. ASU 2018-15 reduces complexity for the accounting for costs of implementing a cloud computing service arrangement. ASU 2018-15 aligns the requirements for capitalization of implementation costs incurred in a hosting arrangement that is a service contract with those incurred to develop or obtain internal-use software (and hosting arrangements that include an internal-use software license). ASU 2018-15 requires an entity in a hosting arrangement that is a service contract to follow the guidance in ASC Subtopic 350-40 to determine which implementation costs to capitalize as an asset related to the service contract and which costs to expense. Costs to develop or obtain internal use software that cannot be capitalized under ASC Subtopic 350-40, such as training costs and certain data conversion costs, also cannot be capitalized for a hosting arrangement that is a service contract. The capitalized costs will be amortized over the life of the service contract. The amendments in ASU 2018-15 should be applied either retrospectively or prospectively to all implementation costs incurred after the date of adoption. ASU 2018-15 is effective for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2019, with early adoption permitted. The adoption of ASU 2018-15 is not expected to have a material impact on the Company's future consolidated financial statements.

## Note 2 - Investment Securities

Available-for-sale debt securities as of December 31, 2018 and 2017 consisted of the following:

	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses Less than 12 Months	Gross Unrealized Losses More than 12 Months	Fair Value
<b>2018</b>					
<b>Unrealized Loss Position</b>					
U.S. Treasury and agencies	\$ 1,008,070	\$ -	\$ -	\$ (23,440)	\$ 984,630
Obligations of state and political subdivisions	11,832,874	-	(74,570)	(587,700)	11,170,604
Mortgage-backed securities	7,617,758	-	(154,998)	(79,496)	7,383,264
Corporate notes	2,015,160	-	-	(42,030)	1,973,130
	<u>22,473,862</u>	<u>-</u>	<u>(229,568)</u>	<u>(732,666)</u>	<u>21,511,628</u>
<b>Unrealized Gain Position</b>					
U.S. Treasury and agencies	-	-	-	-	-
Obligations of state and political subdivisions	4,302,640	43,771	-	-	4,346,411
Mortgage-backed securities	946,060	2,209	-	-	948,269
Corporate notes	-	-	-	-	-
	<u>5,248,700</u>	<u>45,980</u>	<u>-</u>	<u>-</u>	<u>5,294,680</u>
	<u>\$ 27,722,562</u>	<u>\$ 45,980</u>	<u>\$ (229,568)</u>	<u>\$ (732,666)</u>	<u>\$ 26,806,308</u>
<b>2017</b>					
<b>Unrealized Loss Position</b>					
U.S. Treasury and agencies	\$ 1,512,695	\$ -	\$ (920)	\$ (17,820)	\$ 1,493,955
Obligations of state and political subdivisions	11,274,102	-	(96,757)	(280,421)	10,896,924
Mortgage-backed securities	4,381,707	-	(10,567)	(35,244)	4,335,896
Corporate notes	2,524,144	-	-	(37,959)	2,486,185
	<u>19,692,648</u>	<u>-</u>	<u>(108,244)</u>	<u>(371,444)</u>	<u>19,212,960</u>
<b>Unrealized Gain Position</b>					
U.S. Treasury and agencies	-	-	-	-	-
Obligations of state and political subdivisions	5,065,638	155,800	-	-	5,221,438
Mortgage-backed securities	3,405,467	1,053	-	-	3,406,520
Corporate notes	505,435	5	-	-	505,440
	<u>8,976,540</u>	<u>156,858</u>	<u>-</u>	<u>-</u>	<u>9,133,398</u>
	<u>\$ 28,669,188</u>	<u>\$ 156,858</u>	<u>\$ (108,244)</u>	<u>\$ (371,444)</u>	<u>\$ 28,346,358</u>

As of December 31, 2018 and 2017, the Bank held 36 investment securities, of which 30 were in unrealized loss positions, and 38 investment securities, of which 27 were in unrealized loss positions, respectively. Management has evaluated these securities and has determined that the declines in value are temporary and are related to changes in market interest rates since purchase. The declines in value are not related to any company or industry-specific events. With respect to unrealized losses on the above investment securities as of December 31, 2018, management does not have the intent to sell any of the investment securities and believes that it is more likely than not that the Company will not have to sell any such securities before a recovery of cost. Accordingly, no impairment adjustments for these investment securities have been recorded as of December 31, 2018 or 2017.

The amortized cost and estimated fair value of investment securities as of December 31, 2018, by contractual maturity, are shown below. Expected maturities may differ from contractual maturities, because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

	<b>Amortized Cost</b>	<b>Estimated Fair Value</b>
Due in one year or less	\$ 199,909	\$ 201,658
Due after one year through five years	3,143,227	3,076,366
Due after five years through ten years	5,307,464	5,154,526
Thereafter	19,071,962	18,373,758
	<u>\$ 27,722,562</u>	<u>\$ 26,806,308</u>

As of December 31, 2018 and 2017, investment securities with an amortized cost of \$6,623,516 and \$5,919,642 and estimated fair values of \$6,363,279 and \$5,719,663, respectively, were pledged to secure deposits of public funds and for other purposes as required or permitted by law.

### Note 3 - Loans and Allowance for Loan Losses

Loans as of December 31, 2018 and 2017 consisted of the following:

	<b>2018</b>	<b>2017</b>
Commercial real estate	\$ 162,546,276	\$ 129,436,829
Commercial	60,545,466	37,629,058
Residential real estate	26,325,973	21,993,041
Consumer	2,949,400	3,877,444
Total loans	<u>252,367,115</u>	<u>192,936,372</u>
Less allowance for loan losses	(3,179,820)	(2,640,693)
Less deferred loan fees	(302,689)	(320,696)
Loans - net	<u>\$ 248,884,606</u>	<u>\$ 189,974,983</u>

A substantial portion of the Bank's loans are collateralized by real estate in the geographic areas it serves and, accordingly, the ultimate collectability of a substantial portion of the Bank's loan portfolio is susceptible to changes in the local economic conditions in such markets.

In the normal course of business, the Bank participates portions of loans to third parties in order to extend the Bank's lending capability or to mitigate risk. As of December 31, 2018 and 2017, the portion of these loans participated to third parties (which are not included in the accompanying consolidated financial statements) totaled \$19,507,739 and \$20,166,624, respectively. The Bank also purchases portions of loans from third parties. As of December 31, 2018 and 2017, the Bank had \$11,300,721 and \$13,116,601, respectively, of loans which were purchased from third parties (which are included in the accompanying consolidated financial statements).

As of December 31, 2018, loans totaling \$85,853,387 were pledged to secure borrowings from the FHLB and FRB.

The Company has lending policies, practices, and procedures in place that are designed to generate loan income within an acceptable level of risk. The Board reviews and approves the Company's loan policies on an annual basis or when changes and/or additions are recommended to the Board by management. A reporting and review process is provided by management to the Board with frequent reports related to loan production, loan quality, concentrations of credit, loan delinquencies, and non-performing and potential problem loans. Diversification within the loan portfolio is a means of managing risk associated with fluctuations in economic conditions.

Loans are underwritten after evaluating and understanding the borrower's loan request. Underwriting standards are designed to promote relationship banking by understanding a borrower's entire banking need. The Company examines current and projected cash flows to determine the ability of the borrower to repay its obligation as agreed upon and, secondarily, evaluates the underlying collateral provided by the borrower.



The Company obtains an independent third-party review of its loan portfolio on a regular basis for quality and accuracy in underwriting loans. Results of these reviews are presented to management and the Board. The loan review process complements and reinforces the ongoing risk identification and assessment decisions made by the Bank's lenders and credit personnel, as well as the Company's policies and procedures.

Commercial real estate loans are viewed primarily as cash flow loans and secondarily as loans secured by real estate, and the collateral securing these loans may fluctuate in value. Commercial real estate lending typically involves higher loan principal amounts, and the repayment of these loans is generally largely dependent on the successful operations of the real property securing the loan or the business conducted on the property securing the loan. Commercial real estate loans may be more adversely affected by conditions in the real estate markets or in the general economy than other loan types.

Commercial loans are primarily made based on the identified cash flows of the borrower and secondarily on the underlying collateral provided by the borrower. The cash flows of borrowers, however, may not be as forecasted and the collateral securing these loans may fluctuate in value. Most commercial and industrial loans are secured by the assets being financed or other business assets such as accounts receivable or inventory and may incorporate a personal guarantee; however, some short-term loans may be made on an unsecured basis. In the case of loans secured by accounts receivable, the availability of funds for the repayment of these loans may be substantially dependent on the ability of the borrower to collect amounts due from its customers.

Residential real estate loans are generally secured by first or second mortgage liens and are exposed to the risk that the collateral securing these loans may fluctuate in value due to economic or individual performance factors.

Consumer loans are loans made to purchase personal property such as automobiles, boats, and recreational vehicles. The terms and rates are established periodically by management. Consumer loans tend to be relatively small and the amounts are spread across many individual borrowers, thereby minimizing the risk of significant loss to the Bank.

Changes in the allowance for loan losses, by portfolio segment, and the recorded investment in loans, by portfolio segment and impairment method, as of and for the years ended December 31, 2018 and 2017 were as follows:

	<b>Commercial Real Estate</b>	<b>Commercial</b>	<b>Residential Real Estate</b>	<b>Consumer</b>	<b>Total</b>
<b>2018</b>					
Allowance for loan losses					
Beginning balance	\$ 1,621,962	\$ 451,884	\$ 545,210	\$ 21,637	\$ 2,640,693
Charge-offs	-	(46,723)	-	(3,659)	(50,382)
Recoveries	6,000	26,746	3,177	-	35,923
Provision (credit)	353,294	367,560	(168,721)	1,453	553,586
Ending balance	<u>\$ 1,981,256</u>	<u>\$ 799,467</u>	<u>\$ 379,666</u>	<u>\$ 19,431</u>	<u>\$ 3,179,820</u>
Ending balance individually evaluated for impairment	<u>\$ -</u>	<u>\$ 861</u>	<u>\$ 1,146</u>	<u>\$ -</u>	<u>\$ 2,007</u>
Ending balance collectively evaluated for impairment	<u>\$ 1,981,256</u>	<u>\$ 798,606</u>	<u>\$ 378,520</u>	<u>\$ 19,431</u>	<u>\$ 3,177,813</u>
Loans					
Ending balance individually evaluated for impairment	<u>\$ 1,580,026</u>	<u>\$ 364,550</u>	<u>\$ 643,940</u>	<u>\$ 34,556</u>	<u>\$ 2,623,072</u>
Ending balance collectively evaluated for impairment	<u>\$ 160,966,250</u>	<u>\$ 60,180,916</u>	<u>\$ 25,682,033</u>	<u>\$ 2,914,844</u>	<u>\$ 249,744,043</u>
Ending balance	<u>\$ 162,546,276</u>	<u>\$ 60,545,466</u>	<u>\$ 26,325,973</u>	<u>\$ 2,949,400</u>	<u>\$ 252,367,115</u>
<b>2017</b>					
Allowance for loan losses					
Beginning balance	\$ 1,534,383	\$ 469,117	\$ 247,853	\$ 113,239	\$ 2,364,592
Charge-offs	-	-	(6,627)	(290)	(6,917)
Recoveries	6,000	3,285	1,733	-	11,018
Provision (credit)	81,579	(20,518)	302,251	(91,312)	272,000
Ending balance	<u>\$ 1,621,962</u>	<u>\$ 451,884</u>	<u>\$ 545,210</u>	<u>\$ 21,637</u>	<u>\$ 2,640,693</u>
Ending balance individually evaluated for impairment	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 5,588</u>	<u>\$ 134</u>	<u>\$ 5,722</u>
Ending balance collectively evaluated for impairment	<u>\$ 1,621,962</u>	<u>\$ 451,884</u>	<u>\$ 539,622</u>	<u>\$ 21,503</u>	<u>\$ 2,634,971</u>
Loans					
Ending balance individually evaluated for impairment	<u>\$ 1,154,978</u>	<u>\$ -</u>	<u>\$ 671,731</u>	<u>\$ 37,359</u>	<u>\$ 1,864,068</u>
Ending balance collectively evaluated for impairment	<u>\$ 128,281,851</u>	<u>\$ 37,629,058</u>	<u>\$ 21,321,310</u>	<u>\$ 3,840,085</u>	<u>\$ 191,072,304</u>
Ending balance	<u>\$ 129,436,829</u>	<u>\$ 37,629,058</u>	<u>\$ 21,993,041</u>	<u>\$ 3,877,444</u>	<u>\$ 192,936,372</u>

Information related to impaired loans as of and for the years ended December 31, 2018 and 2017 by class of loans was as follows:

	As of December 31			For the Year Ended December 31	
	Recorded Investment	Unpaid Principal Balance	Related Allowance	Average Recorded Investment	Interest Income Recognized
<b>2018</b>					
<b>With an allowance recorded</b>					
Commercial real estate	\$ -	\$ -	\$ -	\$ -	\$ -
Commercial	79,831	79,831	861	86,543	5,899
Residential real estate	374,066	374,066	1,146	178,759	19,679
Consumer	-	-	-	444	-
Subtotal	<u>453,897</u>	<u>453,897</u>	<u>2,007</u>	<u>265,746</u>	<u>25,578</u>
<b>With no related allowance recorded</b>					
Commercial real estate	1,580,026	1,580,026	-	1,466,339	110,202
Commercial	284,719	284,719	-	190,774	2,577
Residential real estate	269,874	269,874	-	478,104	18,839
Consumer	34,556	34,556	-	35,427	2,237
Subtotal	<u>2,169,175</u>	<u>2,169,175</u>	<u>-</u>	<u>2,170,644</u>	<u>133,855</u>
<b>Total</b>					
Commercial real estate	1,580,026	1,580,026	-	1,466,339	110,202
Commercial	364,550	364,550	861	277,317	8,476
Residential real estate	643,940	643,940	1,146	656,863	38,518
Consumer	<u>34,556</u>	<u>34,556</u>	<u>-</u>	<u>35,871</u>	<u>2,237</u>
Total	<u>\$ 2,623,072</u>	<u>\$ 2,623,072</u>	<u>\$ 2,007</u>	<u>\$ 2,436,390</u>	<u>\$ 159,433</u>
<b>2017</b>					
<b>With an allowance recorded</b>					
Commercial real estate	\$ -	\$ -	\$ -	\$ -	\$ -
Commercial	-	-	-	-	-
Residential real estate	162,434	162,434	5,588	165,044	10,416
Consumer	2,803	2,803	134	-	-
Subtotal	<u>165,237</u>	<u>165,237</u>	<u>5,722</u>	<u>165,044</u>	<u>10,416</u>
<b>With no related allowance recorded</b>					
Commercial real estate	1,154,978	1,154,978	-	1,291,120	90,187
Commercial	-	-	-	-	-
Residential real estate	509,297	509,297	-	521,487	20,006
Consumer	34,556	34,556	-	37,799	2,466
Subtotal	<u>1,698,831</u>	<u>1,698,831</u>	<u>-</u>	<u>1,850,406</u>	<u>112,659</u>
<b>Total</b>					
Commercial real estate	1,154,978	1,154,978	-	1,291,120	90,187
Commercial	-	-	-	-	-
Residential real estate	671,731	671,731	5,588	686,531	30,422
Consumer	<u>37,359</u>	<u>37,359</u>	<u>134</u>	<u>37,799</u>	<u>2,466</u>
Total	<u>\$ 1,864,068</u>	<u>\$ 1,864,068</u>	<u>\$ 5,722</u>	<u>\$ 2,015,450</u>	<u>\$ 123,075</u>

The cash basis interest income on impaired loans was not materially different than the interest recognized on impaired loans as shown in the tables above.

Past due loans are loans for which principal and interest were not paid timely according to the contractual payment terms. The following tables present, by portfolio segment, the recorded investment in loans by aging category, non-accrual status, and in total, as of December 31, 2018 and 2017:

	30 - 59 Days Past Due	60 - 89 Days Past Due	Greater than 90 Days and Accruing	Non- accrual	Total Past Due	Current	Total Loans
<b>2018</b>							
Commercial real estate	\$ -	\$ 404,416	\$ -	\$ 641,176	\$ 1,045,592	\$ 161,500,684	\$ 162,546,276
Commercial	158,243	-	-	364,650	522,893	60,022,573	60,545,466
Residential real estate	274,207	-	66,261	258,788	599,256	25,726,717	26,325,973
Consumer	3,592	-	-	34,556	38,148	2,911,252	2,949,400
Total	<u>\$ 436,042</u>	<u>\$ 404,416</u>	<u>\$ 66,261</u>	<u>\$ 1,299,170</u>	<u>\$ 2,205,889</u>	<u>\$ 250,161,226</u>	<u>\$ 252,367,115</u>
<b>2017</b>							
Commercial real estate	\$ -	\$ 539,358	\$ -	\$ 183,238	\$ 722,596	\$ 128,714,233	\$ 129,436,829
Commercial	-	-	-	-	-	37,629,058	37,629,058
Residential real estate	-	139,157	-	264,262	403,419	21,589,622	21,993,041
Consumer	5,793	-	-	37,358	43,151	3,834,293	3,877,444
Total	<u>\$ 5,793</u>	<u>\$ 678,515</u>	<u>\$ -</u>	<u>\$ 484,858</u>	<u>\$ 1,169,166</u>	<u>\$ 191,767,206</u>	<u>\$ 192,936,372</u>

Had the non-accrual loans in the above tables performed according to their original contractual terms, additional interest income of \$62,824 and \$115,017 would have been recognized in 2018 and 2017, respectively.

The Bank utilizes an internal asset classification system as a means of reporting problem and potential problem loans. Loan risk ratings are updated whenever information comes to management's attention that indicates that a loan's risk has changed. The following is a detailed description of these credit risk ratings:

Pass (Ratings 1 – 6) - These loans range from minimal to acceptable credit risk.

Watch (Rating 7) – These loans have a lower than average, but still acceptable, credit risk and are performing as agreed.

Special Mention (Rating 8) - These loans have potential weaknesses that, if not checked or corrected, may inadequately protect the Bank's position at some future date. Loans in this category warrant more than usual management attention but do not justify a Substandard classification.

Substandard (Rating 9) - Substandard loans have well-defined weaknesses that jeopardize the ability of the borrower to repay in full. These loans are inadequately protected by either the sound net worth and payment capacity of the borrower or the value of pledged collateral. These are loans with a distinct possibility of loss. Loans moving toward foreclosure and/or legal action due to credit quality deterioration are rated 9 or higher by the Bank.

Doubtful (Rating 10) - Doubtful loans have an extremely high probability of loss. These loans have all the critical weaknesses found in a Substandard loan; however, the weaknesses are elevated to the point that, based upon current information, collection or liquidation in full is improbable.

Loss (Rating 11) – Loans classified as Loss are considered uncollectible and are charged off.

The following tables present, by class of loans, the recorded investment in loans by internally assigned risk rating as of December 31, 2018 and 2017:

	Pass	Watch/ Special Mention	Substandard	Doubtful	Total Loans
<b>2018</b>					
Commercial real estate	\$ 156,428,056	\$ 4,338,643	\$ 1,779,577	\$ -	\$ 162,546,276
Commercial	57,982,674	2,108,507	454,285	-	60,545,466
Residential real estate	25,463,641	537,287	325,045	-	26,325,973
Consumer	2,896,564	18,280	34,556	-	2,949,400
Total	<u>\$ 242,770,935</u>	<u>\$ 7,002,717</u>	<u>\$ 2,593,463</u>	<u>\$ -</u>	<u>\$ 252,367,115</u>
<b>2017</b>					
Commercial real estate	\$ 125,116,223	\$ 3,225,552	\$ 1,095,054	\$ -	\$ 129,436,829
Commercial	36,346,737	987,213	295,108	-	37,629,058
Residential real estate	21,212,892	444,175	335,974	-	21,993,041
Consumer	3,796,885	24,613	55,946	-	3,877,444
Total	<u>\$ 186,472,737</u>	<u>\$ 4,681,553</u>	<u>\$ 1,782,082</u>	<u>\$ -</u>	<u>\$ 192,936,372</u>

### Troubled debt restructurings

Loans classified as TDRs aggregated \$1,332,478 and \$1,379,209 as of December 31, 2018 and 2017, respectively. All loans classified as TDRs were accruing interest as of December 31, 2018 and 2017, respectively.

Loan modifications made by the Bank which result in TDRs generally include rate modifications (a modification of the interest rate), term modifications (a modification of the maturity date, timing of payments, and/or frequency of payments), payment modifications (a modification of the payment amount), or combination modifications (any other type of modification, including the use of multiple types of modifications).

There were no new TDRs during the year ended December 31, 2018 and 2017.

The Bank's operations, like those of other financial institutions operating in the Bank's market, are significantly influenced by various economic conditions including local economies, the strength of the real estate market, and the fiscal and regulatory policies of the federal and state government and the regulatory authorities that govern financial institutions. Any downturn in the real estate markets could materially and adversely affect the Bank's business, because a significant portion of the Bank's loans are secured by real estate. The Bank's ability to recover on defaulted loans by selling the real estate collateral would then be diminished and the Bank would be more likely to suffer losses on defaulted loans. Consequently, the Bank's results of operations and financial condition are dependent upon the general trends in the economy, and, in particular, the residential and commercial real estate markets. If there is a decline in real estate values, the collateral for the Bank's loans would provide less security. Real estate values could be affected by, among other things, a worsening of economic conditions, an increase in foreclosures, a decline in home sale volumes, and an increase in interest rates. Furthermore, the Bank may experience an increase in the number of borrowers who become delinquent, file for protection under bankruptcy laws, or default on their loans or other obligations to the Bank given a sustained weakness or a weakening in business and economic conditions generally or specifically in the principal markets in which the Bank does business. An increase in the number of delinquencies, bankruptcies, or defaults could result in a higher level of nonperforming assets, net charge-offs, and provision for loan losses.

#### Note 4 - Loan Servicing Rights

Loans serviced by the Bank for the Federal Home Loan Mortgage Corporation ("FHLMC") and U.S. Department of Agriculture are not included in the accompanying consolidated balance sheets. The unpaid principal balance of such serviced loans as of December 31, 2018 and 2017 was \$23,669,740 and \$26,205,814, respectively.

Transactions in the Bank's loan servicing rights for the years ended December 31, 2018 and 2017 were as follows:

	<u>2018</u>	<u>2017</u>
Balance, beginning of year	\$ 132,238	\$ 156,108
Additions	-	-
Amortization	<u>(24,028)</u>	<u>(23,870)</u>
Balance, end of year	<u>\$ 108,210</u>	<u>\$ 132,238</u>

#### Note 5 - Premises and Equipment

Premises and equipment consisted of the following as of December 31, 2018 and 2017:

	<u>2018</u>	<u>2017</u>
Land	\$ 1,787,984	\$ 1,787,984
Building and improvements	7,100,498	7,088,440
Construction in progress	669,018	96,724
Furniture and equipment	3,701,085	3,415,167
Leasehold improvements	<u>169,510</u>	<u>296,360</u>
Total premises and equipment	13,428,095	12,684,675
Less accumulated depreciation and amortization	<u>(6,650,921)</u>	<u>(6,415,324)</u>
Premises and equipment, net	<u>\$ 6,777,174</u>	<u>\$ 6,269,351</u>

Depreciation expense for the years ended December 31, 2018 and 2017 was \$584,982 and \$381,559, respectively.

#### Note 6 - Time Deposits

Time deposits that meet or exceed the Federal Deposit Insurance Corporation ("FDIC") insurance limit of \$250,000 aggregated \$2,466,105 and \$2,078,365 as of December 31, 2018 and 2017, respectively.

As of December 31, 2018, the scheduled annual maturities of time deposits were as follows:

2019	\$ 12,724,199
2020	2,760,235
2021	826,083
2022	547,264
2023	946,481
	<u>\$ 17,804,262</u>

## **Note 7 - Short-Term Borrowings and FHLB Borrowings**

As of December 31, 2018, the Bank has available lines of credit of \$3,000,000 with U.S. Bank and \$2,000,000 with Pacific Coast Bankers' Bank, and the Bank had no amounts outstanding on such lines of credit. As of December 31, 2018, the Bank also has an available line of credit with the FRB discount window totaling approximately \$3,550,158 subject to certain collateral requirements (primarily the amount of certain pledged loans).

The Bank is a member of and has entered into credit arrangements with the FHLB. The Bank participates in the FHLB's Cash Management Advance (CMA) program and also has fixed and adjustable rate promissory notes with the FHLB. Borrowings under the credit arrangements are collateralized by mortgage loans or other pledged instruments. Borrowings available to the Bank under all FHLB credit arrangements are limited to the lesser of 35% of the Bank's total assets or collateral availability. The CMA program advances are due on demand, or if no demand is made, in one year. As of December 31, 2018 and 2017, the Bank had no outstanding borrowings under the CMA program.

The Bank had no FHLB term borrowing notes outstanding as of December 31, 2018. FHLB term borrowing notes outstanding as of December 31, 2017 totaled \$3,000,000.

FHLB advances are collateralized by certain qualifying loans in the amount of \$80,462,309 and \$67,319,697 as of December 31, 2018 and 2017, respectively. As of December 31, 2018 and 2017, the Company had borrowing capacity available at the FHLB of \$57,914,743 and \$46,278,938, respectively.

## **Note 8 – Subordinated Debentures (Trust Preferred Securities)**

Oregon Pacific Statutory Trust I (the Trust) is a wholly-owned Connecticut statutory business trust subsidiary which issued \$4,000,000 of guaranteed undivided beneficial interests in Bancorp's floating rate Junior Subordinated Deferrable Interest Debentures (the "Trust Preferred Securities" or "TPS") and \$124,000 of common securities. The common securities were purchased by Bancorp and represent a 3% minority interest in the Trust. The Company's investment in common securities is included in accrued interest receivable and other assets in the accompanying consolidated balance sheets.

The proceeds from the issuance of the common securities and the TPS were used by the Trust to purchase \$4,124,000 of subordinated deferrable interest debentures ("the Debentures") of Bancorp. The Debentures, which represent the sole asset of the Trust, possess the same terms as the TPS and accrue interest at the three-month London Interbank Offered Rate ("LIBOR") plus 2.85% per year which changes quarterly. The rate ranged between 4.45% and 5.64% during 2018 and between 3.84% and 4.45% during 2017. The accrued interest on the Debentures is paid to the Trust by Bancorp, and the Trust in turn distributes the interest income as dividends on the TPS. As of December 31, 2018 and 2017, the accrued interest to be paid to the Trust is \$5,968 and \$7,138, respectively. Management believes that, as of December 31, 2018 and 2017, the Debentures meet applicable regulatory guidelines to qualify as tier 1 capital/common equity tier 1 capital.

In conjunction with the issuance of the TPS, Bancorp entered into contractual arrangements which, taken collectively, fully and unconditionally guarantee payment of (1) accrued and unpaid distributions required to be paid on the TPS, (2) the redemption price with respect to any TPS called for redemption by the Trust, and (3) payments due upon a voluntary or involuntary dissolution, winding up, or liquidation of the Trust. The TPS are mandatorily redeemable upon maturity of the Debentures on December 17, 2033, or upon earlier redemption as provided in the indenture. Bancorp has the right to redeem the Debentures purchased by the Trust in whole or in part, on or after December 17, 2008. As specified in the indenture, if the Debentures are redeemed prior to maturity, the redemption price will be the principal amount and any accrued but unpaid interest. For the years ended December 31, 2018 and 2017, Bancorp's interest expense related to the TPS was \$201,503 and \$164,557, respectively.

## Note 9 - Income Taxes

On December 22, 2017, the U.S. government enacted the *Tax Cuts and Jobs Act* (the Tax Act), which introduced significant changes to U.S. income tax law. The Tax Act, among other things, lowered the U.S. corporate income tax rate from 34.0% to 21.0% effective January 1, 2018. The reduction of the corporate tax rate required the Company to remeasure its deferred tax assets and liabilities based on the lower federal tax rate of 21.0%. As a result, during the year ended December 31, 2017, the Company recorded a one-time income tax provision of \$505,072 in conjunction with remeasuring its net deferred tax assets.

The provision for income taxes in 2018 and 2017 was as follows:

	<u>2018</u>	<u>2017</u>
Current expense:		
Federal	\$ 523,259	\$ 420,094
State	222,396	127,312
	<u>745,655</u>	<u>547,406</u>
Deferred expense:		
Federal	38,021	842,642
State	12,360	1,985
	<u>50,381</u>	<u>844,627</u>
Income taxes	<u>\$ 796,036</u>	<u>\$ 1,392,033</u>

The provision for income taxes results in effective tax rates which are different than the federal income tax statutory rate. The nature of the differences in 2018 and 2017 were as follows:

	<u>2018</u>	<u>2017</u>
Federal income taxes at statutory rate	\$ 714,322	\$ 956,706
State income taxes	204,228	141,142
Effect of tax rate changes	-	505,072
Effect of nontaxable income	(139,915)	(179,595)
Other	17,401	(31,292)
Provision for income taxes	<u>\$ 796,036</u>	<u>\$ 1,392,033</u>



The components of the net deferred tax assets and liabilities as of December 31, 2018 and 2017 were as follows:

	<u>2018</u>	<u>2017</u>
Deferred tax assets:		
Allowance for loan losses and unfunded loan commitments	\$ 434,750	\$ 424,607
Deferred compensation	528,168	539,301
Interest income on nonaccrual loans	16,965	23,622
OREO basis	96,905	70,096
Unrealized losses on available-for-sale debt securities	247,389	87,178
Accumulated depreciation and amortization	-	19,076
Other	7,855	15,592
	<u>1,332,032</u>	<u>1,179,472</u>
Deferred tax liabilities:		
Accumulated depreciation and amortization	(60,616)	-
Loan servicing rights	(24,340)	(30,507)
FHLB stock dividends	(26,589)	(38,308)
	<u>(111,545)</u>	<u>(68,815)</u>
Net deferred tax assets	<u>\$ 1,220,487</u>	<u>\$ 1,110,657</u>

The Company has determined that it is not required to establish a valuation allowance for the net deferred tax assets as of December 31, 2018 and 2017, as management believes it is more likely than not that the net deferred tax assets will be realized principally through future taxable income and future reversals of existing taxable temporary differences.

## Note 10 - Commitments and Contingencies

### Financial instruments with off-balance sheet risk

In the normal course of business, the Bank is a party to financial instruments with off-balance sheet risk to meet the financing needs of its customers. These financial instruments include commitments to extend credit and standby letters of credit. These financial instruments involve elements of credit and interest rate risk similar to the amounts recognized in the accompanying consolidated balance sheets. The contract or notional amounts of these financial instruments reflect the extent of the Bank's involvement in particular classes of financial instruments.

As of December 31, 2018 and 2017, the Bank had no commitments to extend credit at below-market interest rates and held no significant derivative financial instruments.

The Bank's exposure to credit loss in the event of nonperformance by the other party to the financial instrument for commitments to extend credit and standby letters of credit is represented by the contractual or notional amount of those instruments. The Bank uses the same credit policies in underwriting and offering commitments and conditional obligations as it does for on-balance sheet instruments.

A commitment to extend credit is an agreement to lend to a customer as long as there is no violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require the payment of fees. Since many of the commitments are expected to expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements. While most commercial letters of credit are not utilized, a significant portion of such utilization is on an immediate payment basis.

The Bank evaluates each customer's creditworthiness on a case-by-case basis. The amount of collateral obtained, if it is deemed necessary by the Bank upon extension of credit, is based on management's credit evaluation of the counterparty. Collateral held varies but may include cash, accounts receivable, premises and equipment, and income producing commercial properties.

Commercial and standby letters of credit are conditional commitments issued by the Bank to guarantee the performance of a customer to a third party. In the event the customer does not perform in accordance with the terms of the agreement with the third-party, the Bank would be required to fund the commitment. The maximum potential amount of future payments the Bank could be required to make is represented by the contractual amount of the commitment. The credit risk involved in issuing letters of credit is essentially the same as that involved in extending loan facilities to customers. The Bank holds cash, marketable securities, or real estate as collateral supporting those commitments for which collateral is deemed necessary.

A summary of the Bank's off-balance sheet financial instruments as of December 31, 2018 and 2017 is as follows:

	<u>2018</u>	<u>2017</u>
Commitments to extend credit	\$ 43,318,968	\$ 35,653,270
Commercial and standby letters of credit	2,959,657	104,000
Total off-balance sheet financial instruments	<u>\$ 46,278,625</u>	<u>\$ 35,757,270</u>

Additionally, the Bank previously sold real estate loans to the FHLMC. The FHLMC has the right to reject a loan that it has previously purchased and require the Bank to repurchase the loan in the event of certain misstatements or omissions of facts in the loan application. During the years ended December 31, 2018 and 2017, there were no loans that required repurchase by the Bank from the FHLMC. The Bank has not realized significant losses related to these repurchases, and management believes that any liabilities that may result from such recourse provisions are not significant to the accompanying consolidated financial statements.

In December 2018 the Bank executed an early termination option on its existing Eugene lease to relocate to a larger branch location. Through the Bank's commercial leasing agent, a subtenant was identified. Instead of entering into a subtenant lease agreement, the landlord agreed to lease to the tenant directly. In order for the landlord to agree to the terms of the replacement lease, the Bank has agreed to remain a contingent guarantor on the replacement tenant's lease through September 2021. As of December 31, 2018, the total maximum potential amount of future payments under the leasing agreement was \$170,581. The Bank has reviewed the financial condition of the replacement tenant and does not believe there is any significant risk that the Bank will be required to make any payments under this guaranty. Accordingly, the Bank has not recorded any liability related to this guaranty as of December 31, 2018.

### Operating lease commitments

The Bank leases certain branch premises and equipment and has a contract with its primary information technology processing provider. As of December 31, 2018, the aggregate future minimum annual lease and contract commitments for all non-cancellable operating leases and contracts having an original or remaining term of more than one year were as follows:

2019	\$ 492,275
2020	505,363
2021	518,808
2022	532,619
2023	529,678
Thereafter	<u>1,297,553</u>
	<u>\$ 3,876,296</u>

Total rental expense was \$255,747 and \$164,169 for the years ended December 31, 2018 and 2017, respectively, which is included in occupancy expense in the accompanying consolidated statements of comprehensive income.

### Litigation

In the ordinary course of business, the Bank becomes involved in various litigation arising from normal banking activities, including numerous matters related to loan collections and foreclosures. In the opinion of management, the ultimate disposition of these legal actions will not have a material effect on the Company's consolidated financial statements as of and for the year ended December 31, 2018.

## **Public deposits**

The Bank is a participant in the Oregon Public Deposit Protection Program (the Program). The Program was established to provide additional protection for Oregon public funds in the event of a bank loss. Each Program participant is required to pledge securities or obtain a letter of credit for a defined percentage of its average of public funds held in excess of FDIC deposit insurance limits. This percentage is based on the Bank's capital adequacy and the discretion of the Office of the State Treasurer. In the event of an Oregon bank failure and to the extent sufficient collateral is unavailable to repay its public funds, any uninsured public deposits would be fully repaid by the other Program participants. As of December 31, 2018, the Bank had pledged securities aggregating \$3,461,366 under the Program for its public deposits and there was no liability associated with the Bank's participation in the Program. The maximum future contingent liability is dependent upon the occurrence of an actual loss, the amount of such loss, the failure of collateral to cover such a loss, and the resulting share of loss to be assessed to the Company, all of which cannot presently be determined.

## **Note 11 - Concentrations of Credit Risk**

Except for guaranteed loans purchased from the U.S. Department of Agriculture and Small Business Administration, all of the Bank's loans, commitments, and commercial and standby letters of credit have been granted to customers in the Bank's market area. Nearly all such customers are depositors of the Bank. Concentrations of credit by type of loan are set forth in Note 3. The distribution of commitments to extend credit approximates the distribution of loans outstanding. Commercial and standby letters of credit were granted primarily to commercial borrowers as of December 31, 2018. The Bank's loan policy does not allow the extension of credit to any single borrower or group of related borrowers in excess of the Bank's legal lending limit, which is generally 15% of aggregate common stock and the allowance for loan losses. Investments in state and municipal securities involve government entities throughout the U.S.

The Bank maintains balances in correspondent bank accounts, which at times may exceed federally insured limits. Management believes that its risk of loss associated with such balances is minimal due to the financial strength of the correspondent banks. The Bank has not experienced any losses in such accounts.

## Note 12 - Fair Value

Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability (exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. GAAP requires that valuation techniques maximize the use of observable inputs and minimize the use of unobservable inputs. GAAP also establishes a fair value hierarchy which prioritizes the valuation inputs into three broad levels. Based on the underlying inputs, each fair value measurement in its entirety is reported in one of three levels. These levels are:

- Level 1: Fair value of the asset or liability is determined using unadjusted quoted prices in active markets for identical assets or liabilities.
- Level 2: Fair value of the asset or liability is determined using inputs other than quoted prices that are observable for the applicable asset or liability, either directly or indirectly, such as quoted prices for similar (as opposed to identical) assets or liabilities in active markets and quoted prices for identical or similar assets or liabilities in markets that are not active.
- Level 3: Fair value of the asset or liability is determined using unobservable inputs that are significant to the fair value measurement and reflect management's own assumptions regarding the applicable asset or liability.

### Recurring fair value measurements

The fair values of the Company's available-for-sale debt securities as of December 31, 2018 and 2017 are estimated by an independent pricing service. The fair value measurements consider observable data that may include dealer quotes, market spreads, cash flows, the U.S. treasury yield curve, live trading levels, trade execution data, market consensus prepayment speeds, credit information, and the security's terms and conditions, among other factors. When market quotes are not readily accessible or available, alternative approaches are utilized, such as matrix or model pricing.

The Company's assets measured at fair value on a recurring basis as of December 31, 2018 and 2017 were as follows:

<b>2018</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>
Available-for-sale debt securities			
U.S. Treasury and agencies	\$ -	\$ 984,630	\$ -
Obligations of state and political subdivisions	-	15,517,015	-
Mortgage-backed securities	-	8,331,533	-
Corporate notes	-	1,973,130	-
Total available-for-sale debt securities	<u>\$ -</u>	<u>\$ 26,806,308</u>	<u>\$ -</u>
<b>2017</b>			
Available-for-sale debt securities			
U.S. Treasury and agencies	\$ -	\$ 1,493,955	\$ -
Obligations of state and political subdivisions	-	16,118,362	-
Mortgage-backed securities	-	7,742,416	-
Corporate notes	-	2,991,625	-
Total available-for-sale debt securities	<u>\$ -</u>	<u>\$ 28,346,358</u>	<u>\$ -</u>

## Non-recurring fair value measurements

Certain impaired loans are reported at estimated fair value on a non-recurring basis, including impaired loans measured at an observable market price (if available), the present value of expected future cash flows discounted at the loan's effective interest rate, or at the fair value of the loan's collateral (if collateral dependent). Estimated fair value of the loan's collateral is determined by appraisals or independent valuation which is then adjusted for the estimated costs related to liquidation of the collateral. Management's ongoing review of appraisal information may result in additional discounts or adjustments to valuation based upon more recent market sales activity or more current appraisal information derived from properties of similar type and/or location. A significant portion of the Bank's impaired loans are measured using the estimated fair market value of the collateral less the estimated costs to sell.

OREO is measured on a non-recurring basis at estimated fair value less estimated costs to sell. Fair value is generally determined based on third-party appraisals of fair value in an orderly sale. Historically, appraisals have considered comparable sales of similar assets in reaching a conclusion as to fair value. Estimated costs to sell OREO are based on standard market factors. The valuation of OREO is subject to significant external and internal judgment. Management periodically reviews OREO to determine whether the property continues to be carried at the lower of its recorded book value or estimated fair value, net of estimated costs to sell. Fair value adjustments on OREO are recognized within the statements of comprehensive income as a component of noninterest expense.

The Company's assets measured at fair value on a non-recurring basis as of December 31, 2018 and 2017 were as follows:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
<b>2018</b>			
Impaired loans with specific valuation allowances	\$ -	\$ -	\$ 451,890
OREO	-	-	1,223,523
Total assets measured at fair value	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,675,413</u>
<b>2017</b>			
Impaired loans with specific valuation allowances	\$ -	\$ -	\$ 159,515
OREO	-	-	1,384,012
Total assets measured at fair value	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,543,527</u>

The following table presents quantitative information about Level 3 fair value measurements for financial instruments measured at fair value on a non-recurring basis as of December 31, 2018 and 2017:

	<u>Fair Value 2018</u>	<u>Fair Value 2017</u>	<u>Valuation Technique</u>	<u>Unobservable Input(s)</u>	<u>Range</u>
Impaired loans	\$ 451,890	\$ 159,515	Market approach	Appraised value of collateral less selling costs	NA
OREO	\$ 1,223,523	\$ 1,384,012	Market approach	Lower of appraised value or listing price less selling costs	NA

The Company did not change the methodology used to determine the recurring/non-recurring fair values for any financial instruments during the years ended December 31, 2018 and 2017. Accordingly, for any given class of financial instruments, the Company did not have any transfers among Level 1, Level 2, or Level 3 during these years.

## Other fair value disclosures

GAAP requires disclosure of estimated fair values for certain financial instruments. Such estimates are subjective in nature, and significant judgment is required regarding the risk characteristics of various financial instruments at a discrete point in time. Therefore, such estimates could vary significantly if assumptions regarding uncertain factors were to change. In addition, as the Company normally intends to hold the majority of its financial instruments until maturity, it does not expect to realize many of the estimated amounts disclosed. The disclosures also do not include estimated fair value amounts for certain items which are not defined as financial instruments but which may have significant value. The Company does not believe that it would be practicable to estimate a fair value for these types of items as of December 31, 2018 and 2017. Because GAAP excludes certain items from fair value disclosure requirements, any aggregation of the fair value amounts presented would not represent the underlying value of the Company. Additionally, in accordance with ASU 2016-01, which the Company adopted on January 1, 2018 on a prospective basis, the Company uses the exit price notion in calculating the fair values of financial instruments.

The estimated fair values of the Company's financial instruments as of December 31, 2018 and 2017 were as follows:

	Carrying Value	Estimated Fair Value	Fair Value Measurements at Report Date Using		
			Level 1	Level 2	Level 3
<b>2018</b>					
Financial assets:					
Cash and cash equivalents	\$ 5,515,759	\$ 5,515,759	\$ 5,515,759	\$ -	\$ -
Interest-bearing deposits in banks	9,539,514	9,539,514	9,539,514	-	-
Available-for-sale debt securities	26,806,308	26,806,308	-	26,806,308	-
Restricted equity securities	1,019,900	1,019,900	1,019,900	-	-
Loans	248,884,606	239,563,934	-	-	239,563,934
BOLI	6,836,270	6,836,270	6,836,270	-	-
Accrued interest receivable	963,887	963,887	963,887	-	-
Loan servicing rights	108,210	108,210	-	-	108,210
Financial liabilities:					
Time certificate accounts	17,804,262	17,709,316	-	17,709,316	-
Accrued interest payable	21,843	21,843	21,843	-	-
Subordinated debentures	4,124,000	3,726,528	-	-	3,726,528
<b>2017</b>					
Financial assets:					
Cash and cash equivalents	\$ 3,949,965	\$ 3,949,965	\$ 3,949,965	\$ -	\$ -
Interest-bearing deposits in banks	24,949,057	24,949,057	24,949,057	-	-
Available-for-sale debt securities	28,346,358	28,346,358	-	28,346,358	-
Restricted equity securities	765,450	765,450	765,450	-	-
Loans	189,974,983	183,906,152	-	-	183,906,152
BOLI	2,978,558	2,978,558	2,978,558	-	-
Accrued interest receivable	771,398	771,398	771,398	-	-
Loan servicing rights	132,238	132,238	-	-	132,238
Financial liabilities:					
Time certificate accounts	19,354,874	19,318,452	-	19,318,452	-
Accrued interest payable	29,423	29,423	29,423	-	-
FHLB borrowings	3,000,000	3,003,797	-	3,003,797	-
Subordinated debentures	4,124,000	3,635,216	-	-	3,635,216

### Note 13 - Stock-Based Compensation

The Company has a stock incentive plan (the 2012 Plan) which was approved by its stockholders during 2012. The 2012 Plan provides that 250,000 shares of Bancorp's common stock will be reserved for the granting of incentive stock options and non-statutory stock options to certain key employees, directors, or consultants. The exercise price of each incentive option cannot be less than the fair market value of the Company's common stock on the date of grant. In addition, the 2012 Plan allows the Board to grant stock appreciation rights and restricted stock awards as may be allowable by law. As of December 31, 2018, no options had been granted under the 2012 Plan.

The following table summarizes the restricted stock award activity under the 2012 Plan:

	2018		2017	
	Nonvested restricted shares outstanding	Weighted average grant date fair value	Nonvested restricted shares outstanding	Weighted average grant date fair value
Balance, beginning of period	7,000	\$ 4.66	6,000	\$ 4.30
Granted	24,000	\$ 5.45	5,000	\$ 4.80
Forfeited	-		-	
Vested	(5,000)	\$ 4.99	(4,000)	\$ 4.30
Balance, end of period	<u>26,000</u>	<u>\$ 5.33</u>	<u>7,000</u>	<u>\$ 4.66</u>

The restricted stock awards generally cliff vest over a period of five years and are valued based on the grant-date fair value of the Company's common stock. During the years ended December 31, 2018 and 2017, the Company recognized stock-based compensation expense of \$43,567 and \$17,200, respectively.

As of December 31, 2018, there was \$116,483 in unrecognized compensation costs related to nonvested restricted stock, which is expected to be recognized over a weighted average period of 4.21 years.

The unvested restricted stock shares are considered issued and outstanding. Holders of the shares have voting rights and would receive any declared dividends.

### Note 14 - Benefit Plans

Effective January 1, 1998, the Bank adopted a Savings Incentive Match Plan (SIMPLE IRA) which covers substantially all employees once a minimum length of employment has been met. The Bank's contributions to the SIMPLE IRA totaled \$143,981 and \$125,248 during the years ended December 31, 2018 and 2017, respectively.

The Bank has also established a nonqualified deferred compensation plan for certain key management employees. Participants may elect to defer a portion of their compensation to the deferred compensation plan, subject to a minimum annual deferral of \$5,000. In addition, the Bank may make discretionary employer contributions to the accounts of participants in the deferred compensation plan. Each participant's account is subject to increase or decrease each year based on either the Bank's performance or on the return of another eligible investment option, as selected by each participant. For the years ended December 31, 2018 and 2017, the Bank recorded expenses of \$141,550 and \$114,327, respectively, related to the deferred compensation plan. The liability for benefits under the deferred compensation plan totaled \$1,956,779 and \$1,997,116 as of December 31, 2018 and 2017, respectively.

Upon enrollment in the deferred compensation plan, employees can elect the terms of their post-retirement distributions. Payout terms vary between one lump sum or monthly payments over a period of fifteen years.

## Note 15 - Earnings Per Common Share and Common Equivalent Shares

The Company's basic earnings per common share is computed by dividing net income by the weighted-average number of common shares outstanding during the period. The Company's diluted earnings per common share is computed by dividing net income by the weighted-average number of common shares outstanding plus dilutive common shares related to stock options.

The numerators and denominators used in computing basic and diluted earnings per common share in 2018 and 2017 can be reconciled as follows:

	<u>Net Income (Numerator)</u>	<u>Weighted Average Shares (Denominator)</u>	<u>Earnings Per Common Share</u>
<b>2018</b>			
Basic and diluted earnings per common share	\$ 2,605,495	6,964,036	\$ 0.37
<b>2017</b>			
Basic and diluted earnings per common share	\$ 1,421,809	4,584,778	\$ 0.31

## Note 16 - Transactions with Related Parties

Certain directors, executive officers, and principal stockholders of the Company (and the companies with which they are associated) are customers of, and have had banking transactions with, the Bank in the ordinary course of business. In addition, the Bank expects to have such transactions in the future. All loans and commitments to loan to such parties were made in compliance with applicable laws on substantially the same terms (including interest rates and collateral) as those prevailing at the time for comparable transactions with other persons. In the opinion of management, these transactions do not involve more than the normal risk of collectability or present any other unfavorable features.

An analysis of activity with respect to such loans in 2018 and 2017 is as follows:

	<u>2018</u>	<u>2017</u>
Loans outstanding, beginning of year	\$ 900,475	\$ 848,503
Additions	3,148,856	518,359
Repayments	<u>(81,520)</u>	<u>(466,387)</u>
Loans outstanding, end of year	<u>\$ 3,967,811</u>	<u>\$ 900,475</u>

## Note 17 – Revenue from Contracts with Customers

Revenue in the scope of ASC 606 is measured based on the consideration specified in the contract with a customer and excludes amounts collected on behalf of third parties. The majority of the Company's revenue is specifically excluded from the scope of ASC 606. For in-scope revenue, the following is a description of principal activities, separated by the timing of revenue recognition from which the Company generates its revenue from contracts with customers.

Revenue earned at a point in time - Examples of revenue earned at a point in time are ATM transaction fees, wire transfer fees, overdraft fees, interchange fees and foreign exchange transaction fees, which are recorded in the service charges and fees category in the following table. Revenue is primarily based on the number and type of transactions and is generally derived from transactional information accumulated by the Company's systems and is recognized immediately as the transactions occur or upon providing the service to complete the customer's transaction. The Company is the principal in each of these contracts, with the exception of interchange fees, in which case the Company is acting as the agent and records revenue net of expenses paid to the principal.

Revenue earned over time - The Company earns revenue from contracts with customers in a variety of ways where the revenue is earned over a period of time - generally monthly. Examples of this type of revenue are deposit account maintenance fees and safe deposit box fees, which are recorded in the service charges and fees category in the following table. Other examples are trust fee income, RIA income, investment sales commissions,



and merchant card services. Revenue is generally derived from transactional information accumulated by the Company's systems or those of third-parties and is recognized as the related transactions occur or services are rendered to the customer.

The Company recognizes revenue from contracts with customers when it satisfies its performance obligations. The Company's performance obligations are typically satisfied as services are rendered and the Company's contracts generally do not include multiple performance obligations. As a result, there are no contract balances as payments and services are rendered simultaneously. Payment is generally collected at the time services are rendered, monthly or quarterly. Unsatisfied performance obligations at the reporting date are not material to the Company's consolidated financial statements.

The Company's revenue from contracts with customers is recognized in noninterest income. The following table presents the Company's noninterest income for the years ended December 31, 2018 and 2017, segregated by revenue from contracts with customers and revenue from other sources:

	<u>2018</u>	<u>2017</u>
Revenue from contracts with customers		
Trust fee income	\$ 2,603,916	\$ 2,295,938
Service charges and fees	848,321	774,352
Investment sales commissions	239,656	221,579
Merchant card services	234,543	226,743
RIA income	216,074	148,223
Other income	37,575	132,022
	<u>4,180,085</u>	<u>3,798,857</u>
Revenue from other sources		
Mortgage loan sales and servicing fees	408,720	335,857
Increase in cash surrender value of BOLI	193,712	109,013
Other income	23,189	48,820
	<u>625,621</u>	<u>493,690</u>
Total noninterest income	<u>\$ 4,805,706</u>	<u>\$ 4,292,547</u>

## Note 18 - Regulatory Matters

The Bank is subject to various regulatory capital requirements administered by federal and state banking agencies. Failure to meet minimum capital requirements can initiate certain mandatory – and possibly additional discretionary – actions by regulators that, if undertaken, could have a direct material effect on the Company's consolidated financial statements. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, the Bank must meet specific capital guidelines that involve quantitative measures of assets, liabilities, and certain off-balance sheet items as calculated under regulatory accounting practices. The Bank's capital amounts and classification are also subject to qualitative judgments by the regulators about components, risk weightings, and other factors.

Quantitative measures established by regulation to ensure capital adequacy require the Bank to maintain minimum amounts and ratios (set forth in the following tables) of tier 1 capital to average assets and common equity tier 1, tier 1, and total capital to risk-weighted assets (all as defined in the regulations). Management believes that, as of December 31, 2018 and 2017, the Bank met or exceeded all capital adequacy requirements to which it is subject.

To be categorized as "adequately capitalized" or "well-capitalized," the Bank must maintain minimum common equity tier 1, tier 1 leverage, tier 1 risk-based, and total risk-based capital ratios as set forth in the following tables. As of December 31, 2018, the most recent notification from the Bank's regulator categorized the Bank as "well capitalized" under the regulatory framework for prompt corrective action. There are no conditions or events since that notification that management believes would change the Bank's regulatory capital categorization.

The Bank's actual and required capital amounts and ratios as of December 31, 2018 and 2017 are presented in the following table (dollars in thousands):

	Actual		Regulatory Minimum to be "Adequately Capitalized"		Regulatory Minimum to be "Well Capitalized" Under Prompt Corrective Action Provision	
	Amount	Ratio	Amount	Ratio	Amount	Ratio
<b>2018</b>						
Tier 1 capital						
(to average assets)	\$ 37,207	12.11%	\$ 12,285	4.00%	\$ 15,357	5.00%
Common equity tier 1 capital						
(to risk weighted assets)	37,207	15.05%	11,128	4.50%	16,074	6.50%
Tier 1 capital						
(to risk-weighted assets)	37,207	15.05%	14,837	6.00%	19,783	8.00%
Total capital						
(to risk-weighted assets)	40,300	16.30%	19,783	8.00%	24,729	10.00%
<b>2017</b>						
Tier 1 capital						
(to average assets)	\$ 34,443	13.21%	\$ 10,427	4.00%	\$ 13,034	5.00%
Common equity tier 1 capital						
(to risk weighted assets)	34,443	18.57%	8,346	4.50%	12,055	6.50%
Tier 1 capital						
(to risk-weighted assets)	34,443	18.57%	11,128	6.00%	14,837	8.00%
Total capital						
(to risk-weighted assets)	36,765	19.82%	14,837	8.00%	18,546	10.00%

Bancorp is a bank holding company registered with the FRB. Bank holding companies are subject to capital adequacy requirements of the FRB under the Bank Holding Company Act of 1956, as amended, and the regulations of the FRB. For a bank holding company with less than \$3.0 billion in assets, the capital guidelines apply on a bank only basis, and the FRB expects the holding company's subsidiary bank to be well capitalized under the prompt corrective action provisions. If the Company was subject to regulatory guidelines for bank holding companies with \$3.0 billion or more in assets, as of December 31, 2018, Bancorp would have exceeded all regulatory capital requirements.

*These financial statements have not been reviewed or confirmed for accuracy or relevance by the FDIC or FRB.*



*Together we can make your future better,  
in a way that's anything but ordinary.*



Oregon  
Pacific Bancorp



Oregon  
Pacific Bank

**FORWARD-LOOKING STATEMENT SAFE HARBOR**

This release contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 (“PSLRA”). These statements can be identified by the fact that they do not relate strictly to historical or current facts. Forward-looking statements often use words such as “anticipates,” “targets,” “expects,” “estimates,” “intends,” “plans,” “goals,” “believes” and other similar expressions or future or conditional verbs such as “will,” “should,” “would” and “could.” The forward-looking statements made represent Oregon Pacific’s current estimates, projections, expectations, plans or forecasts of its future results and revenues, including but not limited to statements about performance, loan or deposit growth, strategic focus, capital position, liquidity, credit quality and credit quality trends. These statements are not guarantees of future results or performance and involve certain risks, uncertainties and assumptions that are difficult to predict and are often beyond Oregon Pacific’s control. Actual outcomes and results may differ materially from those expressed in, or implied by, any of these forward-looking statements. You should not place undue reliance on any forward-looking statement and should consider all of the following uncertainties and risks. Oregon Pacific Bancorp undertakes no obligation to publicly revise or update any forward-looking statement to reflect the impact of events or circumstances that arise after the date of this release. This statement is included for the express purpose of invoking the PSLRA’s safe harbor provisions.

