

FARMERS & MERCHANTS BANCORP  
Form 10-Q  
August 08, 2012

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UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF  
THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended June 30, 2012

or

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF  
1934.

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission File Number: 000-26099

FARMERS & MERCHANTS BANCORP  
(Exact name of registrant as specified in its charter)

Delaware  
(State or other jurisdiction of incorporation or  
organization)

94-3327828  
(I.R.S. Employer Identification No.)

111 W. Pine Street, Lodi, California  
(Address of principal Executive offices)

95240  
(Zip Code)

Registrant's telephone number, including area code (209) 367-2300

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company. See definition of "large accelerated filer", "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act (Check one):

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Large accelerated filer  Accelerated filer  Non-accelerated filer  Smaller Reporting Company

(Do not check if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

Number of shares of common stock of the registrant: Par value \$0.01, authorized 7,500,000 shares; issued and outstanding 778,939 as of July 31, 2012.

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## FARMERS &amp; MERCHANTS BANCORP

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31(a) Certification of the Chief Executive Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.

31(b) Certification of the Chief Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.

32 Certifications of the Chief Executive Officer and Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

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## PART I. FINANCIAL INFORMATION

## Item 1. Financial Statements

## FARMERS &amp; MERCHANTS BANCORP

## Consolidated Balance Sheets

(in thousands)

	June 30, 2012 (Unaudited)	December 31, 2011	June 30, 2011 (Unaudited)
<b>Assets</b>			
<b>Cash and Cash Equivalents:</b>			
Cash and Due From Banks	\$ 39,673	\$ 45,112	\$ 48,604
Interest Bearing Deposits with Banks	1,096	56,548	8,100
<b>Total Cash and Cash Equivalents</b>	<b>40,769</b>	<b>101,660</b>	<b>56,704</b>
<b>Investment Securities:</b>			
Available-for-Sale	501,892	479,820	423,915
Held-to-Maturity	70,195	63,092	63,584
<b>Total Investment Securities</b>	<b>572,087</b>	<b>542,912</b>	<b>487,499</b>
<b>Loans</b>			
Loans	1,203,994	1,163,078	1,191,801
Less: Allowance for Loan Losses	33,098	33,017	32,942
<b>Loans, Net</b>	<b>1,170,896</b>	<b>1,130,061</b>	<b>1,158,859</b>
<b>Premises and Equipment, Net</b>			
Premises and Equipment, Net	23,361	24,058	24,620
<b>Bank Owned Life Insurance</b>	<b>48,330</b>	<b>47,418</b>	<b>46,494</b>
<b>Interest Receivable and Other Assets</b>	<b>71,844</b>	<b>73,575</b>	<b>72,528</b>
<b>Total Assets</b>	<b>\$ 1,927,287</b>	<b>\$ 1,919,684</b>	<b>\$ 1,846,704</b>
<b>Liabilities</b>			
<b>Deposits:</b>			
Demand	\$ 360,290	\$ 389,639	\$ 324,371
Interest Bearing Transaction	223,343	220,736	196,946
Savings and Money Market	542,922	498,011	494,716
Time	505,670	517,811	548,094
<b>Total Deposits</b>	<b>1,632,225</b>	<b>1,626,197</b>	<b>1,564,127</b>
<b>Securities Sold Under Agreement to Repurchase</b>	<b>-</b>	<b>60,000</b>	<b>60,000</b>
<b>Federal Home Loan Bank Advances</b>	<b>50,998</b>	<b>530</b>	<b>561</b>
<b>Subordinated Debentures</b>	<b>10,310</b>	<b>10,310</b>	<b>10,310</b>
<b>Interest Payable and Other Liabilities</b>	<b>34,979</b>	<b>33,301</b>	<b>30,602</b>
<b>Total Liabilities</b>	<b>1,728,512</b>	<b>1,730,338</b>	<b>1,665,600</b>
<b>Shareholders' Equity</b>			
Preferred Stock	-	-	-
Common Stock	8	8	8
Additional Paid-In Capital	75,410	75,590	75,590
Retained Earnings	115,838	109,081	101,907
Accumulated Other Comprehensive Income, Net	7,519	4,667	3,599
<b>Total Shareholders' Equity</b>	<b>198,775</b>	<b>189,346</b>	<b>181,104</b>

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Total Liabilities & Shareholders' Equity	\$1,927,287	\$ 1,919,684	\$1,846,704
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The accompanying notes are an integral part of these unaudited consolidated financial statements

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## FARMERS &amp; MERCHANTS BANCORP

## Consolidated Statements of Income (Unaudited)

(in thousands except per share data)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2012	2011	2012	2011
<b>Interest Income</b>				
Interest and Fees on Loans	\$16,303	\$17,490	\$32,778	\$34,997
Interest on Deposits with Banks	15	5	68	39
<b>Interest on Investment Securities:</b>				
Taxable	2,835	2,399	5,643	4,741
Exempt from Federal Tax	660	641	1,290	1,289
<b>Total Interest Income</b>	<b>19,813</b>	<b>20,535</b>	<b>39,779</b>	<b>41,066</b>
<b>Interest Expense</b>				
Deposits	975	1,396	2,032	2,942
Borrowed Funds	493	545	1,036	1,083
Subordinated Debentures	87	82	175	163
<b>Total Interest Expense</b>	<b>1,555</b>	<b>2,023</b>	<b>3,243</b>	<b>4,188</b>
<b>Net Interest Income</b>	<b>18,258</b>	<b>18,512</b>	<b>36,536</b>	<b>36,878</b>
Provision for Loan Losses	280	3,925	500	4,450
<b>Net Interest Income After Provision for Loan Losses</b>	<b>17,978</b>	<b>14,587</b>	<b>36,036</b>	<b>32,428</b>
<b>Non-Interest Income</b>				
Service Charges on Deposit Accounts	1,201	1,365	2,414	2,740
Increase in Cash Surrender Value of Life Insurance	456	459	912	910
Debit Card and ATM Fees	742	708	1,465	1,374
Net (Loss) Gain on Deferred Compensation Investments	(312)	(15)	619	390
Other	724	478	1,324	915
<b>Total Non-Interest Income</b>	<b>2,811</b>	<b>2,995</b>	<b>6,734</b>	<b>6,329</b>
<b>Non-Interest Expense</b>				
Salaries and Employee Benefits	8,021	7,463	15,942	14,705
Net (Loss) Gain on Deferred Compensation Investments	(312)	(15)	619	390
Occupancy	628	613	1,269	1,246
Equipment	878	711	1,596	1,425
ORE Holding Costs	78	367	93	892
FDIC Insurance	243	516	485	990
Other	3,135	1,578	4,789	3,021
<b>Total Non-Interest Expense</b>	<b>12,671</b>	<b>11,233</b>	<b>24,793</b>	<b>22,669</b>
<b>Income Before Income Taxes</b>	<b>8,118</b>	<b>6,349</b>	<b>17,977</b>	<b>16,088</b>
Provision for Income Taxes	2,956	2,194	6,625	5,807
<b>Net Income</b>	<b>\$5,162</b>	<b>\$4,155</b>	<b>\$11,352</b>	<b>\$10,281</b>
<b>Basic Earnings Per Common Share</b>	<b>\$6.63</b>	<b>\$5.33</b>	<b>\$14.57</b>	<b>\$13.19</b>

The accompanying notes are an integral part of these unaudited consolidated financial statements





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## FARMERS &amp; MERCHANTS BANCORP

## Consolidated Statements of Comprehensive Income (Unaudited)

(in thousands)

	Three Months		Six Months	
	Ended June 30,		Ended June 30,	
	2012	2011	2012	2011
Net Income	\$5,162	\$4,155	\$11,352	\$10,281
<b>Other Comprehensive Income</b>				
Increase in Net Unrealized Gains on Available-for-Sale Securities	3,538	4,663	4,921	3,427
Deferred Tax Expense	(1,488 )	(1,961 )	(2,069 )	(1,441 )
Change in Net Unrealized Gains on Available-for-Sale Securities, Net of Tax	2,050	2,702	2,852	1,986
Total Other Comprehensive Income	2,050	2,702	2,852	1,986
Comprehensive Income	\$7,212	\$6,857	\$14,204	\$12,267

The accompanying notes are an integral part of these unaudited consolidated financial statements

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## FARMERS &amp; MERCHANTS BANCORP

## Consolidated Statements of Changes in Shareholders' Equity (Unaudited)

(in thousands except share data)

	Common Shares Outstanding	Common Stock	Additional Paid-In Capital	Retained Earnings	Accumulated Other Comprehensive Income, Net	Total Shareholders' Equity
Balance, January 1, 2011	779,424	\$8	\$75,590	\$96,030	\$ 1,613	\$ 173,241
Net Income		-	-	10,281	-	10,281
Cash Dividends Declared on Common Stock (\$5.65 per share)		-	-	(4,404 )	-	(4,404 )
Change in Net Unrealized Gain on Securities Available for Sale, Net of Tax	-	-	-	-	1,986	1,986
Balance, June 30, 2011	779,424	\$8	\$75,590	\$101,907	\$ 3,599	\$ 181,104
Balance, January 1, 2012	779,424	\$8	\$75,590	\$109,081	\$ 4,667	\$ 189,346
Net Income		-	-	11,352	-	11,352
Cash Dividends Declared on Common Stock (\$5.90 per share)		-	-	(4,595 )	-	(4,595 )
Repurchase of Stock	(485 )	-	(180 )	-	-	(180 )
Change in Net Unrealized Gain on Securities Available for Sale, Net of Tax	-	-	-	-	2,852	2,852
Balance, June 30, 2012	778,939	\$8	\$75,410	\$115,838	\$ 7,519	\$ 198,775

The accompanying notes are an integral part of these unaudited consolidated financial statements

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FARMERS & MERCHANTS BANCORP  
 Consolidated Statements of Cash Flows (Unaudited)  
 (in thousands)

	Six Months Ended	
	June 30, 2012	June 30, 2011
Operating Activities:		
Net Income	\$ 11,352	\$ 10,281
Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities:		
Provision for Loan Losses	500	4,450
Depreciation and Amortization	876	896
Net Amortization of Investment Security Discounts & Premium	1,721	373
Net Gain on Sale of Property & Equipment	-	(5 )
Net Change in Operating Assets & Liabilities:		
Net Increase in Interest Receivable and Other Assets	(1,221 )	(341 )
Net Increase (Decrease) in Interest Payable and Other Liabilities	1,678	(244 )
Net Cash Provided by Operating Activities	14,906	15,410
Investing Activities:		
Purchase of Investment Securities Available-for-Sale	(106,797 )	(67,514 )
Proceeds from Sold, Matured, or Called Securities Available-for-sale	87,911	74,485
Purchase of Investment Securities Held-to-Maturity	(10,359 )	(720 )
Proceeds from Matured or Called Securities Held-to-Maturity	3,241	2,058
Net Loans Paid, Originated or Acquired	(41,559 )	(19,627 )
Principal Collected on Loans Previously Charged Off	224	59
Additions to Premises and Equipment	(179 )	(1,317 )
Proceeds from Disposition of Property & Equipment	-	20
Net Cash Used by Investing Activities	(67,518 )	(12,556 )
Financing Activities:		
Net Increase (Decrease) in Deposits	6,028	(2,376 )
Net Decrease in Securities Sold Under Agreement to Repurchase	(60,000 )	-
Net Change in Other Borrowings	50,468	(30 )
Stock Repurchases	(180 )	-
Cash Dividends	(4,595 )	(4,404 )
Net Cash Used in Financing Activities	(8,279 )	(6,810 )
Decrease in Cash and Cash Equivalents	(60,891 )	(3,956 )
Cash and Cash Equivalents at Beginning of Period	101,660	60,660
Cash and Cash Equivalents at End of Period	\$ 40,769	\$ 56,704
The accompanying notes are an integral part of these unaudited consolidated financial statements		

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FARMERS & MERCHANTS BANCORP  
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)

1. Significant Accounting Policies

Farmers & Merchants Bancorp (the “Company”) was organized March 10, 1999. Primary operations are related to traditional banking activities through its subsidiary Farmers & Merchants Bank of Central California (the “Bank”) which was established in 1916. The Bank’s wholly owned subsidiaries include Farmers & Merchants Investment Corporation and Farmers/Merchants Corp. Farmers & Merchants Investment Corporation has been dormant since 1991. Farmers/Merchants Corp. acts as trustee on deeds of trust originated by the Bank.

The Company’s other subsidiaries include F & M Bancorp, Inc. and FMCB Statutory Trust I. F & M Bancorp, Inc. was created in March 2002 to protect the name F & M Bank. During 2002 the Company completed a fictitious name filing in California to begin using the streamlined name “F & M Bank” as part of a larger effort to enhance the Company’s image and build brand name recognition. In December 2003 the Company formed a wholly owned subsidiary, FMCB Statutory Trust I. FMCB Statutory Trust I is a non-consolidated subsidiary per generally accepted accounting principles (GAAP) and was formed for the sole purpose of issuing Trust Preferred Securities.

The accounting and reporting policies of the Company conform to accounting principles generally accepted in the United States of America and prevailing practice within the banking industry. The following is a summary of the significant accounting and reporting policies used in preparing the consolidated financial statements.

Basis of Presentation

The accompanying consolidated financial statements and notes thereto have been prepared in accordance with accounting principles generally accepted in the United States of America for financial information.

These statements have been prepared pursuant to the rules and regulations of the Securities and Exchange Commission (“SEC”) for interim reporting on Form 10-Q. Accordingly, certain disclosures normally presented in the notes to the annual consolidated financial statements prepared in accordance with accounting principles generally accepted in the United States of America (“GAAP”) have been omitted. The Company believes that the disclosures are adequate to make the information not misleading. These interim financial statements should be read in conjunction with the consolidated financial statements and notes thereto included in the Company’s Annual Report on Form 10-K for the year ended December 31, 2011. The results of operations for the six-month period ended June 30, 2012 may not necessarily be indicative of future operating results.

The accompanying consolidated financial statements include the accounts of the Company and the Company’s wholly owned subsidiaries, F & M Bancorp, Inc. and the Bank, along with the Bank’s wholly owned subsidiaries, Farmers & Merchants Investment Corporation and Farmers/Merchants Corp. Significant inter-company transactions have been eliminated in consolidation.

The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions. These estimates and assumptions affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from these estimates.

Certain amounts in the prior years’ financial statements and related footnote disclosures have been reclassified to conform to the current-year presentation. These reclassifications had no effect on previously reported net income or total shareholders’ equity. In the opinion of management, the accompanying consolidated financial statements reflect all adjustments (consisting only of normal recurring adjustments), which are necessary for a fair presentation of

financial results for the periods presented.

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### Cash and Cash Equivalents

For purposes of the Consolidated Statements of Cash Flows, the Company has defined cash and cash equivalents as those amounts included in the balance sheet captions Cash and Due from Banks, Interest Bearing Deposits with Banks, Federal Funds Sold and Securities Purchased Under Agreements to Resell. Generally, these transactions are for one-day periods. For these instruments, the carrying amount is a reasonable estimate of fair value.

### Investment Securities

Investment securities are classified at the time of purchase as held-to-maturity if it is management's intent and the Company has the ability to hold the securities until maturity. These securities are carried at cost, adjusted for amortization of premium and accretion of discount using a level yield of interest over the estimated remaining period until maturity. Losses, reflecting a decline in value judged by the Company to be other than temporary, are recognized in the period in which they occur.

Securities are classified as available-for-sale if it is management's intent, at the time of purchase, to hold the securities for an indefinite period of time and/or to use the securities as part of the Company's asset/liability management strategy. These securities are reported at fair value with aggregate unrealized gains or losses excluded from income and included as a separate component of shareholders' equity, net of related income taxes. Fair values are based on quoted market prices or broker/dealer price quotations on a specific identification basis. Gains or losses on the sale of these securities are computed using the specific identification method.

Trading securities, if any, are acquired for short-term appreciation and are recorded in a trading portfolio and are carried at fair value, with unrealized gains and losses recorded in non-interest income.

Management evaluates securities for other-than-temporary impairment ("OTTI") on at least a quarterly basis, and more frequently when economic or market conditions warrant such an evaluation. For securities in an unrealized loss position, management considers the extent and duration of the unrealized loss, and the financial condition and near-term prospects of the issuer. Management also assesses whether it intends to sell, or it is more likely than not that it will be required to sell, a security in an unrealized loss position before recovery of its amortized cost basis. If either of the criteria regarding intent or requirement to sell is met, the entire difference between amortized cost and fair value is recognized as impairment through earnings. For debt securities that do not meet the aforementioned criteria, the amount of impairment is split into two components as follows: (1) OTTI related to credit loss, which must be recognized in the income statement; and (2) OTTI related to other factors, which is recognized in other comprehensive income. The credit loss is defined as the difference between the present value of the cash flows expected to be collected and the amortized cost basis. For equity securities, the entire amount of impairment is recognized through earnings.

In order to determine OTTI for purchased beneficial interests that, on the purchase date, were not highly rated, the Company compares the present value of the remaining cash flows as estimated at the preceding evaluation date to the current expected remaining cash flows. OTTI is deemed to have occurred if there has been an adverse change in the remaining expected future cash flows.

### Loans

Loans are reported at the principal amount outstanding net of unearned discounts and deferred loan fees and costs. Interest income on loans is accrued daily on the outstanding balances using the simple interest method. Loan origination fees are deferred and recognized over the contractual life of the loan as an adjustment to the yield. Loans are placed on non-accrual status when the collection of principal or interest is in doubt or when they become past due for 90 days or more unless they are both well-secured and in the process of collection. For this purpose a loan is considered well-secured if it is collateralized by property having a net realizable value in excess of the amount of the loan or is guaranteed by a financially capable party. When a loan is placed on non-accrual status, the accrued and

unpaid interest receivable is reversed and charged against current income; thereafter, interest income is recognized only as it is collected in cash. Additionally, cash would be applied to principal if all principal was not expected to be collected. Loans placed on non-accrual status are returned to accrual status when the loans are paid current as to principal and interest and future payments are expected to be made in accordance with the contractual terms of the loan.



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A loan is considered impaired when, based on current information and events, it is probable that the Company will be unable to collect all amounts due, including principal and interest, according to the contractual terms of the original agreement. Impaired loans are either: (1) non-accrual loans; or (2) restructured loans that are still accruing interest. Loans determined to be impaired are individually evaluated for impairment. When a loan is impaired, the Company measures impairment based on the present value of expected future cash flows discounted at the loan's effective interest rate, except that as a practical expedient, it may measure impairment based on a loan's observable market price, or the fair value of the collateral if the loan is collateral dependent. A loan is collateral dependent if the repayment of the loan is expected to be provided solely by the underlying collateral.

A restructuring of a loan constitutes a troubled debt restructuring (TDR) if the Company for economic or legal reasons related to the debtor's financial difficulties grants a concession to the debtor that it would not otherwise consider. Restructured loans typically present an elevated level of credit risk as the borrowers are not able to perform according to the original contractual terms. Loans that are reported as TDRs are considered impaired and measured for impairment as described above.

Generally, the Company will not restructure loans for customers unless: (1) the existing loan is brought current as to principal and interest payments; and (2) the restructured loan can be underwritten to reasonable underwriting standards. If these standards are not met other actions will be pursued (e.g., foreclosure) to collect outstanding loan amounts. After restructure a determination is made whether the loan will be kept on accrual status based upon the underwriting of the restructured credit.

### Allowance for Loan Losses

The allowance for loan losses is an estimate of probable incurred credit losses inherent in the Company's loan portfolio as of the balance sheet date. The allowance is established through a provision for loan losses which is charged to expense. Additions to the allowance are expected to maintain the adequacy of the total allowance after credit losses and loan growth. Credit exposures determined to be uncollectible are charged against the allowance. Cash received on previously charged off amounts is recorded as a recovery to the allowance. The overall allowance consists of two primary components, specific reserves related to impaired loans and general reserves for inherent losses related to loans that are collectively evaluated for impairment.

The determination of the general reserve for loans that are collectively evaluated for impairment is based on estimates made by management, to include, but not limited to, consideration of historical losses by portfolio segment, internal asset classifications, and qualitative factors to include economic trends in the Company's service areas, industry experience and trends, geographic concentrations, estimated collateral values, the Company's underwriting policies, the character of the loan portfolio, and probable losses inherent in the portfolio taken as a whole.

The Company maintains a separate allowance for each portfolio segment (loan type). These portfolio segments include: (1) commercial real estate; (2) agricultural real estate; (3) real estate construction (including land and development loans); (4) residential 1st mortgages; (5) home equity lines and loans; (6) agricultural; (7) commercial; and (8) consumer and other. The allowance for loan losses attributable to each portfolio segment, which includes both impaired loans and loans that are collectively evaluated for impairment is combined to determine the Company's overall allowance, which is included on the consolidated balance sheet.

The Company assigns a risk rating to all loans and periodically performs detailed reviews of all such loans over a certain threshold to identify credit risks and to assess the overall collectability of the portfolio. A credit grade is established at inception for smaller balance loans, such as consumer and residential real estate, and then updated only when the loan becomes contractually delinquent or when the borrower requests a modification. During these internal reviews, management monitors and analyzes the financial condition of borrowers and guarantors, trends in the industries in which borrowers operate and the fair values of collateral securing these loans. These credit quality

indicators are used to assign a risk rating to each individual loan. These risk ratings are also subject to examination by independent specialists engaged by the Company. The risk ratings can be grouped into five major categories, defined as follows:

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Pass – A pass loan is a strong credit with no existing or known potential weaknesses deserving of management's close attention.

Special Mention – A special mention loan has potential weaknesses that deserve management's close attention. If left uncorrected, these potential weaknesses may result in deterioration of the repayment prospects for the loan or in the Company's credit position at some future date. Special Mention loans are not adversely classified and do not expose the Company to sufficient risk to warrant adverse classification.

Substandard – A substandard loan is not adequately protected by the current financial condition and paying capacity of the borrower or the value of the collateral pledged, if any. Loans classified as substandard have a well defined weakness or weaknesses that jeopardize the liquidation of the debt. Well defined weaknesses include a project's lack of marketability, inadequate cash flow or collateral support, failure to complete construction on time or the project's failure to fulfill economic expectations. They are characterized by the distinct possibility that the Company will sustain some loss if the deficiencies are not corrected.

Doubtful – Loans classified doubtful have all the weaknesses inherent in those classified as substandard with the added characteristic that the weaknesses make collection or liquidation in full, on the basis of currently known facts, conditions and values, highly questionable or improbable.

Loss – Loans classified as loss are considered uncollectible. Once a loan becomes delinquent and repayment becomes questionable, the Company will address collateral shortfalls with the borrower and attempt to obtain additional collateral. If this is not forthcoming and payment in full is unlikely, the Company will estimate its probable loss and immediately charge-off some or all of the balance.

The general reserve component of the allowance for loan losses also consists of reserve factors that are based on management's assessment of the following for each portfolio segment: (1) inherent credit risk; (2) historical losses; and (3) other qualitative factors. These reserve factors are inherently subjective and are driven by the repayment risk associated with each portfolio segment described below:

Real Estate Construction – Real Estate Construction loans including land loans generally possess a higher inherent risk of loss than other real estate portfolio segments. A major risk arises from the necessity to complete projects within specified cost and time lines. Trends in the construction industry significantly impact the credit quality of these loans, as demand drives construction activity. In addition, trends in real estate values significantly impact the credit quality of these loans, as property values determine the economic viability of construction projects.

Commercial Real Estate – Commercial real estate mortgage loans generally possess a higher inherent risk of loss than other real estate portfolio segments, except land and construction loans. Adverse economic developments or an overbuilt market impact commercial real estate projects and may result in troubled loans. Trends in vacancy rates of commercial properties impact the credit quality of these loans. High vacancy rates reduce operating revenues and the ability for properties to produce sufficient cash flow to service debt obligations.

Commercial – Commercial loans generally possess a lower inherent risk of loss than real estate portfolio segments because these loans are generally underwritten to existing cash flows of operating businesses. Debt coverage is provided by business cash flows and economic trends influenced by unemployment rates and other key economic indicators are closely correlated to the credit quality of these loans.

Agricultural Real Estate and Agricultural – Loans secured by crop production, livestock and related real estate are vulnerable to two risk factors that are largely outside the control of Company and borrowers: commodity prices and weather conditions.

Residential 1st Mortgages and Home Equity Lines and Loans – The degree of risk in residential real estate lending depends primarily on the loan amount in relation to collateral value, the interest rate and the borrower's ability to repay in an orderly fashion. These loans generally possess a lower inherent risk of loss than other real estate portfolio segments, although this is not always true as evidenced over the past several years. Economic trends determined by unemployment rates and other key economic indicators are closely correlated to the credit quality of these loans. Weak economic trends indicate that the borrowers' capacity to repay their obligations may be deteriorating.

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Consumer & Other – A consumer installment loan portfolio is usually comprised of a large number of small loans scheduled to be amortized over a specific period. Most installment loans are made for consumer purchases. Economic trends determined by unemployment rates and other key economic indicators are closely correlated to the credit quality of these loans. Weak economic trends indicate that the borrowers' capacity to repay their obligations may be deteriorating.

At least quarterly, the Board of Directors and management review the adequacy of the allowance, including consideration of the relative risks in the portfolio, current economic conditions and other factors. If the Board of Directors and management determine that changes are warranted based on those reviews, the allowance is adjusted. In addition, the Company's and Bank's regulators, including the FRB, DFI and FDIC, as an integral part of their examination process, review the adequacy of the allowance. These regulatory agencies may require additions to the allowance based on their judgment about information available at the time of their examinations.

### Allowance for Credit Losses on Off Balance Sheet Credit Exposures

The Company also maintains a separate allowance for off balance sheet commitments. Management estimates anticipated losses using historical data and utilization assumptions. The allowance for off balance sheet commitments is included in Interest Payable and Other Liabilities on the Company's Consolidated Balance Sheet.

### Premises and Equipment

Premises, equipment, and leasehold improvements 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. Estimated useful lives of buildings range from 30 to 40 years, and for furniture and equipment from 3 to 7 years. Leasehold improvements are amortized over the lesser of the terms of the respective leases, or their useful lives, which are generally 5 to 10 years. Remodeling and capital improvements are capitalized while maintenance and repairs are charged directly to occupancy expense.

### Other Real Estate

Other real estate, which is included in other assets, is expected to be sold and is comprised of properties no longer utilized for business operations and property acquired through foreclosure in satisfaction of indebtedness. These properties are recorded at fair value less estimated selling costs upon acquisition. Revised estimates to the fair value less cost to sell are reported as adjustments to the carrying amount of the asset, provided that such adjusted value is not in excess of the carrying amount at acquisition. Initial losses on properties acquired through full or partial satisfaction of debt are treated as credit losses and charged to the allowance for loan losses at the time of acquisition. Subsequent declines in value from the recorded amounts, routine holding costs, and gains or losses upon disposition, if any, are included in non-interest income or expense as incurred.

### Income Taxes

The Company uses the liability method of accounting for income taxes. This method results in the recognition of deferred tax assets and liabilities that 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. The deferred provision for income taxes is the result of the net change in the deferred tax asset and deferred tax liability balances during the year. This amount, combined with the current taxes payable or refundable, results in the income tax expense for the current year.

The Company follows the standards set forth in the "Income Taxes" topic of the FASB Accounting Standards Codification ("ASC"), which clarifies the accounting for uncertainty in income taxes recognized in an enterprise's financial statements. This standard prescribes a recognition threshold and measurement standard for the financial statement recognition and measurement of an income tax position taken or expected to be taken in a tax return. It also

provides guidance on derecognition, classification, interest and penalties, accounting in interim periods, disclosure, and transition.

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When tax returns are filed, it is highly certain that some positions taken would be sustained upon examination by the taxing authorities, while others are subject to uncertainty about the merits of the position taken or the amount of the position that would be ultimately sustained. The benefit of a tax position is recognized in the financial statements in the period during which, based on all available evidence, management believes it is more likely than not that the position will be sustained upon examination, including the resolution of appeals or litigation processes, if any. Tax positions taken are not offset or aggregated with other positions. Tax positions that meet the more-likely-than-not recognition threshold are measured as the largest amount of tax benefit that is more than 50 percent likely of being realized upon settlement with the applicable taxing authority. The portion of the benefits associated with tax positions taken that exceeds the amount measured as described above is reflected as a liability for unrecognized tax benefits in the accompanying balance sheet along with any associated interest and penalties that would be payable to the taxing authorities upon examination.

Interest expense and penalties associated with unrecognized tax benefits, if any, are included in the provision for income taxes in the Consolidated Statements of Income.

### Dividends and Basic Earnings Per Common Share

The Company's common stock is not traded on any exchange. The shares are primarily held by local residents and are not actively traded. Basic earnings per common share amounts are computed by dividing net income by the weighted average number of common shares outstanding for the period. There are no common stock equivalent shares. Therefore, there is no presentation of diluted basic earnings per common share. See Note 6.

### Segment Reporting

The "Segment Reporting" topic of the FASB ASC requires that public companies report certain information about operating segments. It also requires that public companies report certain information about their products and services, the geographic areas in which they operate, and their major customers. The Company is a holding company for a community bank, which offers a wide array of products and services to its customers. Pursuant to its banking strategy, emphasis is placed on building relationships with its customers, as opposed to building specific lines of business. As a result, the Company is not organized around discernible lines of business and prefers to work as an integrated unit to customize solutions for its customers, with business line emphasis and product offerings changing over time as needs and demands change. Therefore, the Company only reports one segment.

### Derivative Instruments and Hedging Activities

The "Derivatives and Hedging" topic of the FASB ASC establishes accounting and reporting standards for derivative instruments, including certain derivative instruments embedded in other contracts, and for hedging activities. All derivatives, whether designated in hedging relationships or not, are required to be recorded on the balance sheet at fair value. Changes in the fair value of those derivatives are accounted for depending on the intended use of the derivative and the resulting designation under specified criteria. If the derivative is designated as a fair value hedge, the changes in the fair value of the derivative and of the hedged item attributable to the hedged risk are recognized in earnings. If the derivative is designated as a cash flow hedge, designed to minimize interest rate risk, the effective portions of the change in the fair value of the derivative are recorded in other comprehensive income (loss), net of related income taxes. Ineffective portions of changes in the fair value of cash flow hedges are recognized in earnings.

From time to time, the Company utilizes derivative financial instruments such as interest rate caps, floors, swaps, and collars. These instruments are purchased and/or sold to reduce the Company's exposure to changing interest rates. The Company marks to market the value of its derivative financial instruments and reflects gain or loss in earnings in the period of change or in other comprehensive income (loss). The Company was not utilizing any derivative instruments as of or for the period ended June 30, 2012, December 31, 2011 or June 30, 2011.

### Comprehensive Income

The “Comprehensive Income” topic of the FASB ASC establishes standards for the reporting and display of comprehensive income and its components in the financial statements. Other comprehensive income (loss) refers to revenues, expenses, gains, and losses that generally accepted accounting principles recognize as changes in value to an enterprise but are excluded from net income. For the Company, comprehensive income includes net income and changes in fair value of its available-for-sale investment securities.



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## Loss Contingencies

Loss contingencies, including claims and legal actions arising in the ordinary course of business, are recorded as liabilities when the likelihood of loss is probable and an amount or range of loss can be reasonably estimated. Management does not believe there now are such matters that will have a material effect on the financial statements.

## 2. Investment Securities

The amortized cost, fair values, and unrealized gains and losses of the securities available-for-sale are as follows (in thousands):

	Amortized Cost	Gross Unrealized Gains	Losses	Fair/Book Value
June 30, 2012				
Government Agency & Government-Sponsored Entities	\$56,764	\$314	\$-	\$57,078
Obligations of States and Political Subdivisions	5,724	-	-	\$5,724
Mortgage Backed Securities (1)	414,990	12,647	-	427,637
Corporate Bonds	8,983	29	17	8,995
Other	2,458	-	-	2,458
Total	\$488,919	\$12,990	\$17	\$501,892

	Amortized Cost	Gross Unrealized Gains	Losses	Fair/Book Value
December 31, 2011				
Government Agency & Government-Sponsored Entities	\$82,195	\$413	\$13	\$82,595
Obligations of States and Political Subdivisions	5,782	-	-	5,782
Mortgage Backed Securities (1)	383,380	7,792	139	391,033
Other	410	-	-	410
Total	\$471,767	\$8,205	\$152	\$479,820

	Amortized Cost	Gross Unrealized Gains	Losses	Fair/Book Value
June 30, 2011				
Securities of U.S. Government Agencies	\$217,724	\$496	\$384	\$217,836
Obligations of States and Political Subdivisions	5,620	-	-	5,620
Mortgage Backed Securities (1)	194,051	6,782	684	200,149
Other	310	-	-	310
Total	\$417,705	\$7,278	\$1,068	\$423,915

The book values, estimated fair values and unrealized gains and losses of investments classified as held-to-maturity are as follows (in thousands):

	Book Value	Gross Unrealized Gains	Losses	Fair Value
June 30, 2012				
Obligations of States and Political Subdivisions	\$67,159	\$2,498	\$51	\$69,606
Mortgage Backed Securities (1)	806	25	-	831
Other	2,230	-	-	2,230
Total	\$70,195	\$2,523	\$51	\$72,667

	Book Value	Gross Unrealized Gains	Losses	Fair Value
December 31, 2011				
Obligations of States and Political Subdivisions	\$59,640	\$2,736	\$-	\$62,376
Mortgage Backed Securities (1)	1,205	46	-	1,251

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Other	2,247	-	-	2,247
Total	\$63,092	\$2,782	\$-	\$65,874

June 30, 2011	Book Value	Gross Unrealized Gains	Losses	Fair Value
Obligations of States and Political Subdivisions	\$59,648	\$1,964	\$7	\$61,605
Mortgage Backed Securities (1)	1,673	72	-	1,745
Other	2,263	-	-	2,263
Total	\$63,584	\$2,036	\$7	\$65,613

(1)All Mortgage Backed Securities consist of securities collateralized by residential real estate and were issued by an agency or government sponsored entity of the U.S. government.

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Fair values are based on quoted market prices or dealer quotes. If a quoted market price or dealer quote is not available, fair value is estimated using quoted market prices for similar securities.

The amortized carrying amount of investment securities at June 30, 2012 by contractual maturity are shown in the following tables (in thousands):

Securities Available-for-Sale June 30, 2012	Within 1 Year	After 1 but Within 5	After 5 but Within 10	Over 10 years	Total Fair Value
Government Agency & Government-Sponsored Entities	\$ 10,031	\$ 45,845	\$ 1,202	\$ -	\$ 57,078
Obligations of States and Political Subdivisions	-	-	221	5,503	5,724
Mortgage Backed Securities	-	-	128,831	298,806	427,637
Corporate Bonds	596	8,399	-	-	8,995
Other	2,458	-	-	-	2,458
Total	\$ 13,085	\$ 54,244	\$ 130,254	\$ 304,309	\$ 501,892

Securities Held-to-Maturity June 30, 2012	Within 1 Year	After 1 but Within 5	After 5 but Within 10	Over 10 years	Total Book Value
Obligations of States and Political Subdivisions	\$ 1,025	\$ 9,928	\$ 40,648	\$ 15,558	\$ 67,159
Mortgage Backed Securities	-	806	-	-	806
Other	-	5	2,225	-	2,230
Total	\$ 1,025	\$ 10,739	\$ 42,873	\$ 15,558	\$ 70,195

Expected maturities of mortgage-backed securities may differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

The following tables show those investments with gross unrealized losses and their market value aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position at the dates indicated (in thousands):

Less Than 12 Months

12 Months or More