



SUMMITBANK

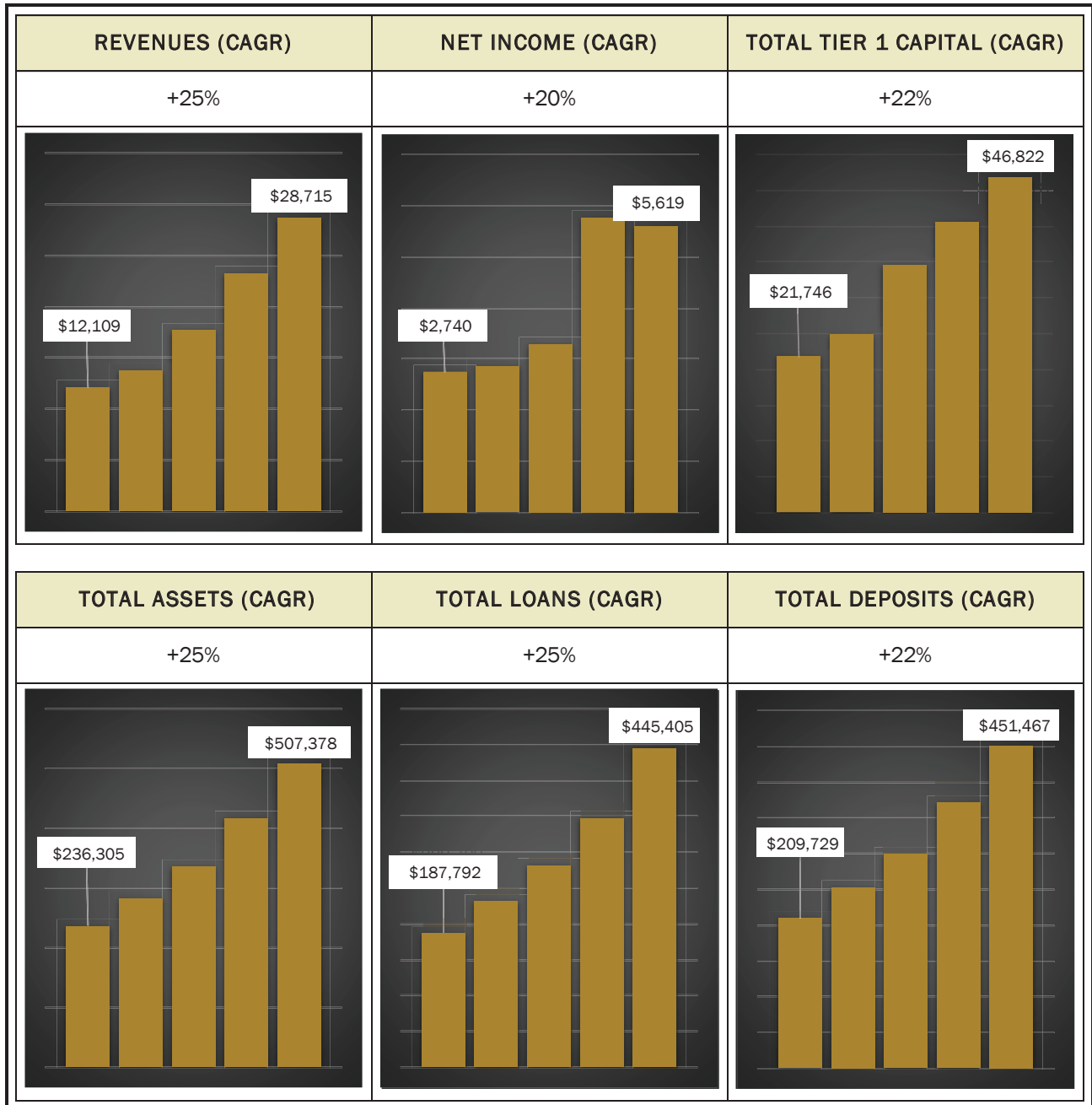
2019

ANNUAL
REPORT



PERFORMANCE HIGHLIGHTS

| (DOLLARS IN THOUSANDS) | 2015 | 2016 | 2017 | 2018 | 2019 |
|------------------------|------------|------------|------------|------------|------------|
| REVENUES | \$ 12,109 | \$ 13,785 | \$ 17,726 | \$ 23,271 | \$ 28,715 |
| NET INCOME | \$ 2,740 | \$ 2,855 | \$ 3,283 | \$ 5,762 | \$ 5,619 |
| TOTAL TIER 1 CAPITAL | \$ 21,746 | \$ 24,899 | \$ 34,542 | \$ 40,588 | \$ 46,822 |
| TOTAL ASSETS | \$ 236,305 | \$ 281,997 | \$ 335,689 | \$ 416,468 | \$ 507,378 |
| TOTAL LOANS | \$ 187,792 | \$ 231,084 | \$ 281,435 | \$ 348,462 | \$ 445,405 |
| TOTAL DEPOSITS | \$ 209,729 | \$ 253,710 | \$ 298,613 | \$ 371,404 | \$ 451,467 |



*CAGR = Compounded Annual Growth Rate for Years 2015 through 2019

CONTENTS

LETTER TO SHAREHOLDERS 1

INDEPENDENT AUDITORS’ REPORT 4

BALANCE SHEETS 5

STATEMENTS OF INCOME 6

STATEMENTS OF COMPREHENSIVE INCOME 7

STATEMENTS OF CHANGES IN STOCKHOLDERS’ EQUITY 8

STATEMENTS OF CASH FLOWS 9

NOTES TO FINANCIAL STATEMENTS 10

BOARD OF DIRECTORS 37

CORPORATE & INVESTOR INFORMATION 38

SUMMIT BANK TEAM 40



To our Shareholders,

It is exciting to announce that in 2019, Summit Bank reached another milestone and crossed over \$500 million in assets. At \$507 million, this 22 percent growth resulted in Summit becoming the fourth largest bank headquartered in the State of Oregon, up from number seven a year ago. Speaking of milestones, we celebrated the 15th anniversary of the Bank in February 2019!

Summit achieved its seventh consecutive year of annual loan growth in excess of 20 percent. Loan totals increased 28 percent for the year. Deposit growth was similarly impressive, with total deposits increasing by \$80 million or 22 percent over last year. Cash and short term investments remain strong as of fiscal year end 2019 at \$55 million. We are very proud of our low levels of non-performing assets, with total non-performing assets at December 31, 2019, representing just 0.18 percent of total assets.

Of course, it is also nice to be recognized by others for industry accomplishments. We were named as one of America's Top 200 community banks under \$2 billion in assets based on average Return on Equity over the past three years with a ranking of #34. Summit Bank was also named one of the 100 Best Green Workplaces in Oregon and the only Oregon-based bank to make the list.

In January, Summit took its first steps to enter Oregon's largest market by hiring a team of colleagues based in downtown Portland. It is exciting to introduce Summit Bank to the Portland business, professional and non-profit community. The Bank is filling a niche that has been vacated by bank M&A activity. The area has need for entrepreneurial bankers who build relationships with clients and provide creative and sensible solutions. Our Portland team moved into their permanent home on the second floor of the Koin Tower in August. With this move, we added comprehensive local depository services.

*We were
named as one
of America's
Top 200
community
banks under
\$2 billion in
assets based on
average Return
on Equity over
the past three
years.*



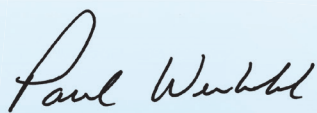
Summit has always focused on product delivery that makes it easy to bank with us from anywhere. In 2019, it became possible for our consumer and business clients to add their debit cards to their “digital wallets” on their phones, tablets or watches for making purchases at hundreds of thousands of stores and restaurants (over 75% in the US, 85% in Europe, 99% in Australia), without the need for presenting a physical debit card.

The Bank was pleased to be in a position to fill two key executive positions internally in 2019. Bill Whalen was named SVP, Chief Credit Officer. Bill has been with the Bank 10 years and formally served as the Commercial Banking Team Leader for Eugene/Springfield. Chris Hemmings, our Controller, was promoted to SVP, Chief Administrative Officer. Chris played an instrumental role, most recently, in developing the Summit Bank Business Confidence Index that was released in November.

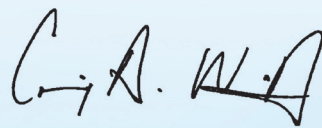
Notable for Summit Bank is the election of Craig Wanichek to Chair of the Oregon Bankers Association. Craig was also appointed to a second term as the Independent Community Bankers of America Oregon Delegate to the Federal Delegate Board. We are proud to be in a position to support these organizations as they advocate for community banking.

Certainly, the challenges we face today are not to be taken lightly. We feel that experience, as well as the leadership of our directors, make navigating the current choppy waters possible as we look at an uncertain 2020. Summit Bank remains steadfast in our dedication to the health and well-being of our colleagues and our clients. We look forward to providing financial support to our clients and thank them for entrusting us to provide that guidance. To all of our shareholders, thank you for the support through the years. It is truly through collaboration that we make our Bank – and our communities – ideal places to work and to live.

Sincerely,

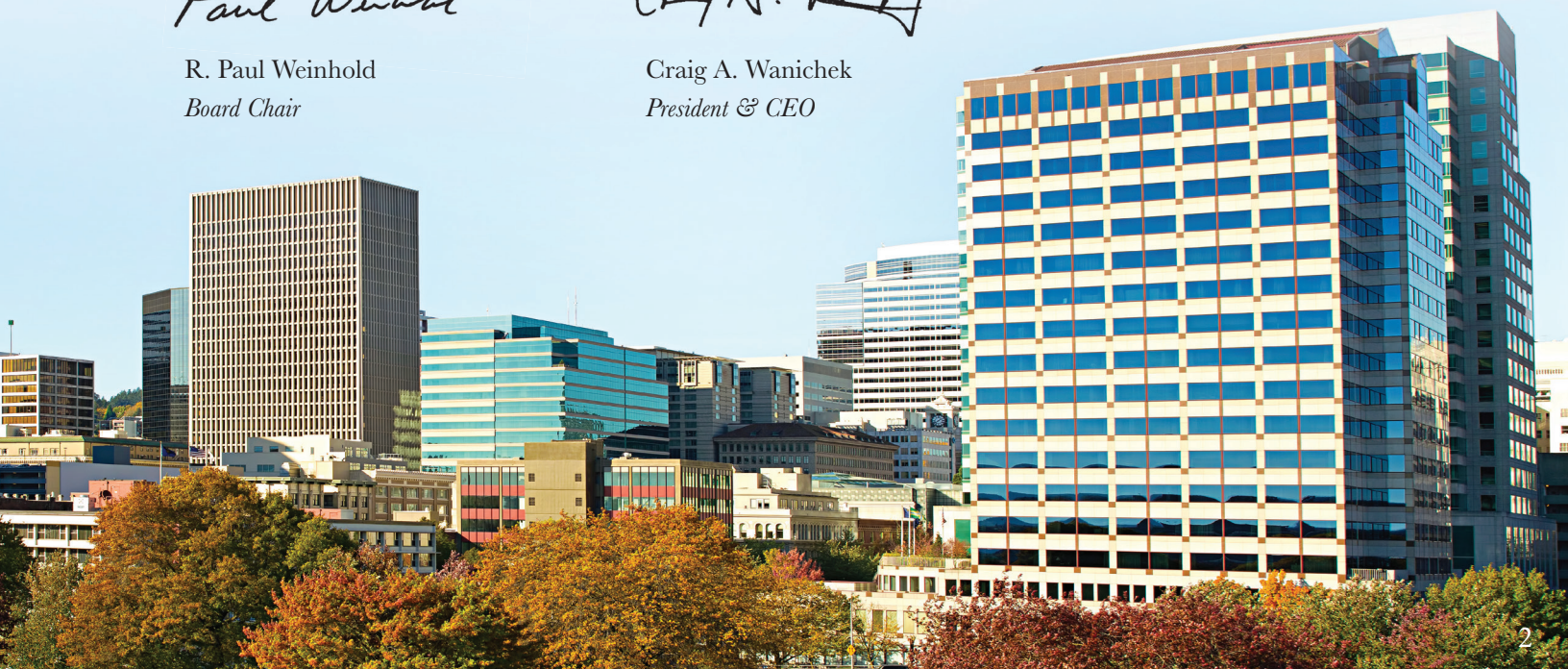


R. Paul Weinhold
Board Chair



Craig A. Wanichek
President & CEO

*Summit
Bank remains
steadfast in
our dedication
to the health
and well-
being of our
colleagues
and our
clients.*



This Page Intentionally Left Blank



5885 Meadows Road, No. 200 / Lake Oswego, OR 97035 / 503.697.4118 / delapcpa.com

Independent Auditors' Report

To the Board of Directors and
Stockholders of Summit Bank

We have audited the accompanying balance sheets of Summit Bank as of December 31, 2019 and 2018, and the related statements of income, comprehensive income, changes in stockholders' equity, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these 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 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 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 financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the 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 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 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 financial statements referred to above present fairly, in all material respects, the financial position of Summit Bank as of December 31, 2019 and 2018, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

DELAP LLP

March 10, 2020

SUMMITBANK
BALANCE SHEETS

| | December 31 | |
|--|----------------|----------------|
| | 2019 | 2018 |
| ASSETS | | |
| Cash and cash equivalents: | | |
| Cash and due from financial institutions | \$ 8,967,523 | \$ 14,821,609 |
| Interest-bearing deposits with other financial institutions | 5,679,841 | 2,349,021 |
| Deposits with Federal Reserve Bank | 35,015,708 | 39,348,682 |
| Total cash and cash equivalents | 49,663,072 | 56,519,312 |
| Investment securities available-for-sale, at estimated fair value | 4,564,748 | 3,312,446 |
| Loans, less allowance for loan losses | 437,449,235 | 342,092,865 |
| Interest receivable | 1,690,381 | 1,398,211 |
| FHLB and PCBB stock, at cost | 939,800 | 842,900 |
| Premises and equipment, net of accumulated depreciation | 6,269,793 | 5,771,693 |
| Deferred income taxes, net | 1,476,294 | 1,204,990 |
| Repossessioned assets, net | 314,083 | 764,670 |
| Cash surrender value of bank-owned life insurance | 3,894,696 | 3,800,680 |
| Other assets | 1,116,290 | 760,049 |
| Total assets | \$ 507,378,392 | \$ 416,467,816 |
| LIABILITIES and STOCKHOLDERS' EQUITY | | |
| Liabilities: | | |
| Deposits: | | |
| Noninterest-bearing demand | \$ 91,982,439 | \$ 92,610,276 |
| Savings and interest-bearing demand | 312,364,770 | 259,137,037 |
| Time deposits | 47,119,392 | 19,657,014 |
| Total deposits | 451,466,601 | 371,404,327 |
| Interest payable | 232,284 | 107,633 |
| Other liabilities | 7,147,223 | 2,782,628 |
| Repurchase agreements | 1,706,636 | 1,608,776 |
| Total liabilities | 460,552,744 | 375,903,364 |
| Stockholders' equity: | | |
| Preferred stock, no par value; 1,000,000 shares authorized; none issued | - | - |
| Common stock, no par value; 10,000,000 shares authorized, 5,192,085 and 5,149,699 shares outstanding in 2019 and 2018 | 20,788,105 | 20,172,918 |
| Retained earnings | 26,034,209 | 20,414,916 |
| Accumulated other comprehensive income (loss) | 3,334 | (23,382) |
| Total stockholders' equity | 46,825,648 | 40,564,452 |
| Total liabilities and stockholders' equity | \$ 507,378,392 | \$ 416,467,816 |

The accompanying notes are an integral part of these financial statements.

SUMMITBANK
STATEMENTS OF INCOME

| | Year Ended December 31 | |
|--|------------------------|---------------|
| | 2019 | 2018 |
| Interest income: | | |
| Interest and fees on loans | \$ 25,855,114 | \$ 20,671,413 |
| Interest on investment securities | 121,151 | 117,166 |
| Interest on deposits with other banks | 913,784 | 749,740 |
| Total interest income | 26,890,049 | 21,538,319 |
| Interest expense | 3,124,174 | 2,079,620 |
| Net interest income | 23,765,875 | 19,458,699 |
| Provision for loan losses | 3,004,962 | 2,167,062 |
| Net interest income after provision for loan losses | 20,760,913 | 17,291,637 |
| Noninterest income: | | |
| Gains on sales of loans | 656,190 | 666,360 |
| Bank card and interchange fees | 432,209 | 386,564 |
| Service charges on deposit accounts | 114,300 | 112,949 |
| Real estate lease income | 109,413 | 90,233 |
| Loan servicing fees | 259,620 | 210,303 |
| Bank-owned life insurance income | 92,328 | 90,519 |
| Losses on sales and write-downs of repossessed assets, net | (323,988) | (200,433) |
| Other | 484,708 | 376,590 |
| Total noninterest income | 1,824,780 | 1,733,085 |
| Noninterest expense: | | |
| Salaries and employee benefits | 10,343,294 | 7,932,706 |
| Occupancy and equipment expense | 809,658 | 747,444 |
| Data processing | 822,064 | 687,692 |
| Repossessed assets expenses | 209,522 | 134,276 |
| Other | 2,893,958 | 1,774,570 |
| Total noninterest expense | 15,078,496 | 11,276,688 |
| Income before income taxes | 7,507,197 | 7,748,034 |
| Income tax provision | 1,887,904 | 1,985,839 |
| Net income | \$ 5,619,293 | \$ 5,762,195 |
| Earnings per share: | | |
| Basic | \$ 1.09 | \$ 1.12 |
| Diluted | \$ 1.07 | \$ 1.10 |

The accompanying notes are an integral part of these financial statements.

STATEMENTS OF COMPREHENSIVE INCOME

| | Year Ended December 31 | |
|--|------------------------|---------------------|
| | 2019 | 2018 |
| Net income | \$ 5,619,293 | \$ 5,762,195 |
| Other comprehensive income (loss): | | |
| Change in unrealized gains (losses) on investment securities available-for-sale | 36,348 | (18,472) |
| Tax effect of the change in unrealized gains (losses) on investment securities available-for-sale | (9,632) | 2,767 |
| Comprehensive income | <u>\$ 5,646,009</u> | <u>\$ 5,746,490</u> |

The accompanying notes are an integral part of these financial statements.

STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY

For the Years Ended December 31, 2019 and 2018

| | Common Stock | | Retained Earnings | Accumulated Other Comprehensive Income (loss) | Total |
|-----------------------------------|--------------|---------------|-------------------|---|---------------|
| | Shares | Amount | | | |
| Balance, December 31, 2017 | 5,119,951 | \$ 19,888,805 | \$ 14,652,721 | \$ (7,677) | \$ 34,533,849 |
| Net income | | | 5,762,195 | | 5,762,195 |
| Other comprehensive income (loss) | | | | (15,705) | (15,705) |
| Issuance of common stock | 4 | - | | | - |
| Stock options exercised | 11,813 | 28,655 | | | 28,655 |
| Share-based compensation | 17,931 | 255,458 | | | 255,458 |
| Balance, December 31, 2018 | 5,149,699 | 20,172,918 | 20,414,916 | (23,382) | 40,564,452 |
| Net income | | | 5,619,293 | | 5,619,293 |
| Other comprehensive income (loss) | | | | 26,716 | 26,716 |
| Stock options exercised | 22,488 | 132,782 | | | 132,782 |
| Share-based compensation | 19,898 | 482,405 | | | 482,405 |
| Balance, December 31, 2019 | 5,192,085 | \$ 20,788,105 | \$ 26,034,209 | \$ 3,334 | \$ 46,825,648 |

The accompanying notes are an integral part of these financial statements.

STATEMENTS OF CASH FLOWS

| | Year Ended December 31 | |
|---|-------------------------------|---------------|
| | 2019 | 2018 |
| Cash flows from operating activities: | | |
| Net income | \$ 5,619,293 | \$ 5,762,195 |
| Adjustments to reconcile net income to net cash provided by operating activities: | | |
| Depreciation | 442,011 | 338,602 |
| Share-based compensation | 482,405 | 255,458 |
| Amortization of investment premiums, net | 2,301 | 16,310 |
| Provision for loan losses | 3,004,962 | 2,167,062 |
| Gains on sales of loans | (656,190) | (666,360) |
| Bank-owned life insurance income | (92,328) | (90,519) |
| Losses on sales of repossessed assets, net | 254,988 | 89,483 |
| Write-downs of repossessed assets | 69,000 | 110,950 |
| Deferred income taxes | (280,936) | (274,247) |
| Ineffective portion of interest rate swaps | 133,982 | - |
| Change in: | | |
| Interest receivable and other assets | (142,472) | (603,029) |
| Deferred loan fees | 123,470 | 347,872 |
| Interest payable and other liabilities | (1,965,712) | 483,669 |
| Net cash provided by operating activities | 6,994,774 | 7,937,446 |
| Cash flows from investing activities: | | |
| Purchases of investment securities | (2,983,291) | (467,288) |
| Purchases of FHLB stock | (96,900) | (64,500) |
| Principal payments and maturities of investment securities | 1,765,036 | 2,504,458 |
| Net proceeds from sales of loans | 7,637,213 | 8,782,093 |
| Purchases of loans | - | (4,492,022) |
| Proceeds from sales of repossessed assets | 1,482,410 | 1,175,974 |
| Loans originated, net of principal collected | (101,008,287) | (72,838,684) |
| Purchases of premises and equipment | (940,111) | (1,275,865) |
| Net cash used in investing activities | (94,143,930) | (66,675,834) |
| Cash flows from financing activities: | | |
| Net increase in deposits | 80,062,274 | 72,791,708 |
| Increase in repurchase agreements | 97,860 | 1,472,398 |
| Proceeds from stock options exercised | 132,782 | 28,655 |
| Net cash provided by financing activities | 80,292,916 | 74,292,761 |
| Net increase in cash and cash equivalents | (6,856,240) | 15,554,373 |
| Cash and cash equivalents, beginning of year | 56,519,312 | 40,964,939 |
| Cash and cash equivalents, end of year | \$ 49,663,072 | \$ 56,519,312 |
| Supplemental information: | | |
| Cash paid during the year for interest | \$ 2,999,523 | \$ 2,061,578 |
| Cash paid during the year for income taxes | 1,891,580 | 2,683,380 |
| Change in unrealized losses on investment securities available-for-sale, net of deferred income taxes | 26,716 | (15,705) |
| Transfer of loans to repossessed assets | 1,355,811 | 1,110,017 |
| Right-of-use lease asset obtained in exchange for operating lease liability | 507,627 | - |

The accompanying notes are an integral part of these financial statements.

1. Summary of Significant Accounting Policies:

Nature of Operations – Summit Bank (the Bank) provides commercial banking, financing, real estate lending and other services primarily in Lane, Deschutes and Multnomah Counties in Oregon.

Financial Statement Presentation – The accounting and reporting policies of the Bank conform with accounting principles generally accepted in the United States of America (GAAP) and prevailing practices within the banking industry. The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of certain assets and liabilities and the disclosure of contingent 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 those estimates. The most significant estimates are the allowance for loan losses and fair value estimates. The Bank has evaluated subsequent events through March 10th, 2020, the date the financial statements were available to be issued.

Cash and Cash Equivalents – For purposes of reporting cash flows, cash and cash equivalents are cash on-hand and due from financial institutions. Such amounts include both interest-bearing and non-interest-bearing deposits with other financial institutions, short-term time deposits, and federal funds sold on an overnight basis and may exceed amounts insured by the Federal Deposit Insurance Corporation (FDIC).

Investment Securities – The Bank classifies all investments in debt securities as available-for-sale. Securities available-for-sale are held for indefinite periods of time and may be sold in response to changes in market interest rates, shifts in the maturity mix or concentration of Bank assets or liabilities, or to alleviate liquidity demands. Securities designated as available-for-sale are reported at estimated fair value. Unrealized gains and losses are excluded from earnings and are included in accumulated other comprehensive income (loss) in stockholders' equity, net of applicable deferred taxes.

Gains and losses realized on sales of securities are recognized using the specific identification method. Interest income on securities is included in income using the effective interest method. Interest income includes accretion and amortization of discounts and premiums resulting from securities purchased at other than par value. Both are calculated using a "constant yield" methodology either to maturity (for securities purchased at a discount) or to "earliest call date" for (for securities purchased at a premium). Premiums and discounts on mortgage backed securities are amortized/accreted based upon current and expected future rates of prepayments on the securities.

The Bank evaluates its securities classified as available-for-sale for other-than-temporary impairments (OTTI) in accordance with GAAP. Accordingly, for investment securities that are in an unrealized loss position, the Bank assesses whether it intends to sell or it is more likely than not that it will be required to sell a security before recovery of its amortized cost basis.

For investment securities that are considered other-than-temporarily impaired and that the Bank does not intend to sell and will not be required to sell prior to recovery of the amortized cost basis, the Bank would separate the amount of the impairment into the amount that is credit related (credit loss component) and the amount due to all other factors. The credit loss component would be recognized in earnings and would be the difference between the security's amortized cost basis and the present value of its expected future cash flows discounted at the security's effective yield. The remaining difference between the security's fair value and the present value of expected future cash flows would be due to factors that are not credit related and would be recognized in other comprehensive income (loss). Management believes that any unrealized losses on investment securities at December 31, 2019 are temporary.

Loans and Income Recognition – Loans are stated at the amount of unpaid principal, reduced by net deferred loan origination fees and an allowance for loan losses. Interest on loans is calculated using the simple-interest method on daily balances of the principal amounts outstanding. Accrual of interest is discontinued on a loan when management believes, after considering economic and business conditions and collection efforts that the borrower's financial condition is such that collection of the interest is doubtful. Payments received on nonaccrual loans are applied to the principal balance and no interest income is recognized. Interest income is subsequently recognized only to the extent cash payments are received satisfying all delinquent principal and interest amounts, and the prospects for future payments in accordance with the loan agreement appear relatively certain. A nonaccrual loan may be restored to accrual status when none of its principal and interest is due and unpaid and the Bank expects full repayment of the remaining contractual principal and interest, or when it otherwise becomes well secured and in the process of collection. Loan origination fees, net of associated direct costs, if significant, are deferred and amortized using the interest or straight-line method over the contractual life of the loan as an adjustment of the yield of the related loan. If a loan is repaid prior to maturity, any remaining unamortized net deferred origination fee is recognized in income at the time of repayment.

Allowance for Loan Losses – The allowance for loan losses is established through a provision for loan losses charged to expense. Loans are charged off against the allowance when management believes that the collectability of the principal is unlikely. The allowance is an amount that management considers adequate to absorb possible losses on existing loans that may become uncollectible based on evaluations of the collectability of loans and prior loss experience. While management has allocated the allowance for loan losses to various loan classes, the allowance is general in nature and is available for the loan portfolio in its entirety. The allowance for loan losses consists of general and specific components.

The general component covers all non-impaired loans. For all such loans – other than small commercial equipment loans – the general component is based on the Bank's risk rating system and historical loss experience adjusted for qualitative factors. The Bank calculates its historical loss rates by using a combination of (1) a weighted-average of the Bank's most recent 36 months of loss history, with more weight applied to more current months, and (2) historical loss data for Oregon and certain peer banks. The Bank calculates and applies its historical loss rates by individual loan types in its portfolio. These historical loss rates are adjusted for qualitative and environmental factors including, but not limited to: changes in the concentrations, trends and current nature of the loan portfolio; overall portfolio quality; results from internal and external loan reviews; review of specific problem loans; and current economic conditions that may affect the borrower's ability to pay.

Small commercial equipment loans are reserved for as a pool of smaller-balance homogeneous loans. The methodology employed to assign reserve rates is migration analysis wherein probable loss rates are established as migration occurs through risk ratings. The Bank revisits these loss rates at regular intervals and adjusts the applicable rates as dictated through loss experience. As individual loans migrate downward through established risk ratings, increasing reserves as estimated by the aforementioned migration analysis are applied to related loan balances.

The specific component of the allowance relates to loans that are considered impaired. A loan is considered impaired when management believes that it is probable that all amounts will not be collected according to the contractual terms. An impaired loan is valued using the estimated fair value of the loan's collateral (less estimated costs to sell) or related government guaranty, the present value of expected cash flows discounted at the loan's effective interest rate, or the observable market price of the loan. These estimates are necessarily subjective and may be adjusted as more current information becomes available. Any adjustment could be significant.

NOTES TO FINANCIAL STATEMENTS

Federal and state bank regulatory agencies, as an integral part of their examination process, periodically review the Bank's allowance for loan losses. Such agencies may require the Bank to recognize additions to the allowance in the future based on their judgment of the information available to them at the time of their examinations.

Allowance for Unfunded Loan Commitments – The Bank maintains a separate reserve for estimated losses related to unfunded loan commitments. The Bank estimates the amount of probable losses related to unfunded loan commitments by applying an estimated loss factor to the expected amount of commitments that will actually require funding. In accordance with industry practice and regulatory guidance, the reserve for estimated losses related to unfunded loan commitments is included in other liabilities in the accompanying balance sheets and was \$100,542 and \$85,907 as of December 31, 2019 and 2018, respectively. Changes in the reserve for estimated losses related to unfunded loan commitments are recorded in other noninterest expense in the accompanying statements of income.

Federal Home Loan Bank (FHLB) and Pacific Coast Bankers' Bank (PCBB) Stock – FHLB and PCBB stock consists of the following at December 31:

| | <u>2019</u> | <u>2018</u> |
|------------|-------------------|-------------------|
| FHLB stock | \$ 499,800 | \$ 402,900 |
| PCBB stock | 440,000 | 440,000 |
| | <u>\$ 939,800</u> | <u>\$ 842,900</u> |

The Bank, as a member of the FHLB system, is required to maintain a minimum level of investment in FHLB stock based on specific percentages of its outstanding mortgages, total assets and FHLB advances. At December 31, 2019, the Bank's minimum required investment was \$499,800. Stock redemptions may be requested at par value and are made at the discretion of the FHLB. The Bank's investment in FHLB stock is carried at cost, which approximates its fair value. The Bank evaluates its investment in 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 Bank also holds an investment in its primary correspondent bank, PCBB. This investment is accounted for under the cost method.

Premises and Equipment – Premises and equipment are stated at cost, net of accumulated depreciation. Additions and betterments are capitalized. Expenditures for repairs and maintenance are charged to expense as incurred. Gains or losses realized from sales or retirements are reflected in current operations. Depreciation is computed by the straight-line method over the estimated useful lives of the assets.

Impairment of Long-lived Assets – The Bank accounts for long-lived assets 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.

Reposessed Assets – Repossessed assets consist of commercial equipment and commercial real property and are considered held-for-sale. Repossessed assets are initially recorded at fair value at the date of acquisition based on current appraisals and management's estimate of value, establishing a new cost basis. Any excess of the loan balance over the net realizable value of the property is charged to the allowance for loan losses when a property is acquired. Subsequent to acquisition, valuations are periodically performed by management and the assets are carried at the lower of carrying amount or fair value less estimated costs to sell. Any revenue and expenses from operations are included in other noninterest expense. Gains and losses on sales, write-downs, and changes in valuation allowances are recorded in non-interest income.

The valuation of repossessed assets is subjective in nature and may be adjusted in future periods because of changes in economic conditions. The valuation of repossessed assets 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.

Bank-owned Life Insurance (BOLI) - The Bank is the owner and beneficiary of BOLI on certain Bank officers. BOLI policies are recorded at their cash surrender values (net of surrender charges). Income from BOLI policies is recognized when earned and is included in noninterest income.

Advertising – Advertising costs are charged to expense during the period in which they are incurred. Advertising expenses were \$202,220 and \$156,660 for the years ended December 31, 2019 and 2018, respectively.

Income Taxes – Deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between financial statement carrying amounts of existing assets and liabilities and their respective tax basis. Deferred tax assets and liabilities are calculated on differences between the financial statement and tax basis of assets and liabilities using tax rates in effect for the year in which the differences are expected to be realized. A valuation allowance is recognized if, based on the available evidence, it is determined it is more likely than not that some portion or all of the deferred tax assets will not be realized. As changes in tax laws or rates are enacted, deferred tax assets and liabilities are adjusted through the provision for income taxes.

Uncertain tax positions that meet the more likely than not recognition threshold are measured to determine the amount of benefit to recognize. An uncertain tax position is measured at the amount of benefit that management believes has a greater than 50% likelihood of realization upon settlement. The Bank's policy is to recognize interest and penalties related to income tax settlements as a component of income tax provision.

The Bank files income tax returns for federal and various state jurisdictions. There is no material impact of potential tax uncertainties on the Bank's financial condition or results of operations at December 31, 2019.

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 Bank, (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 Bank does not maintain effective control over the transferred assets through an agreement to repurchase them before their maturity.

Derivative Instruments – The Bank uses derivative financial instruments (interest rate swaps) to limit exposure to changes in interest rates related to specific loan assets. Derivatives entered into by the Bank are designated as fair value hedges and generally exhibit perfect effectiveness between changes in the value of the interest rate swap and the hedged instrument (loan asset). All derivatives and related hedged loans are recognized in the balance sheet at their fair values. Changes in the fair value of a derivative that is highly effective, along with the loss or gain on the hedged loan asset that is attributable to the hedged risk, are recorded in current-period earnings. The Bank formally documents all relationships between hedging instruments and hedged assets, as well as its risk-management objective and strategy for undertaking various hedged transactions. The Bank also formally assesses, both at the hedge's inception and on an ongoing basis, whether the derivatives that are used in hedging transactions are highly effective in offsetting changes in fair values of hedged items.

The Bank would discontinue hedge accounting when: (1) it is determined that a derivative is no longer effective in offsetting changes in the fair value of the associated hedged loan asset; (2) the derivative expires or is sold, terminated, or exercised; or (3) management determines that designation of the derivative as a hedge instrument is no longer appropriate. The hedged loan asset would no longer be adjusted for changes in fair value and the derivative would be carried at its fair value in the balance sheet, with changes in its fair value recognized in current-period earnings.

Stockholders' Equity and Earnings Per Share – Basic earnings per share are computed by dividing net income by the weighted average number of shares outstanding during the period. Diluted earnings per share include the effect of common stock equivalents that would arise from the exercise of stock options and the vesting of restricted stock and restricted stock units discussed in Note 9.

Share-Based Compensation – GAAP requires companies to measure compensation expense for all share-based payments based on the fair value of the awards at the grant date and recognize such costs as an expense over the requisite service period (which is generally the vesting period). See Note 9 for discussion of the Bank's share-based compensation arrangements.

SBA Loans Sales and Servicing - The Bank sells or transfers loans, including the government guaranteed portion of the loans (with loan servicing retained) for proceeds equal to the principal amount of loans, as adjusted to yield interest to the investor based upon the current market rates. The Bank records an asset representing the right to service sold loans when it retains significant servicing rights. This asset is included in other assets in the accompanying balance sheet. The carrying value of loans sold is allocated between the loans and the servicing rights, based on their relative fair values. The fair value of servicing rights is estimated by discounting estimated future cash flows from servicing using discount rates that approximate current market rates and using estimated prepayment rates. The servicing rights, if any, are carried at the lower of cost or market and are amortized in proportion to, and over the period of the estimated net servicing income, assuming prepayments.

For purposes of evaluating and measuring impairment, the fair value of servicing rights is based on a discounted cash flow methodology, which considers current prepayment speeds and market discount rates. Impairment is measured as the amount by which the carrying value of servicing rights exceeds the related fair value. The Bank held no servicing rights assets as of December 31, 2019 and 2018.

New Accounting Pronouncements - In February 2016, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2016-02, *Leases*, which created FASB Accounting Standards Codification (ASC) Topic 842 (ASC 842) and 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 ASC 842 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 generally on a 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. ASC 842 also changes disclosure requirements related to leasing activities and requires certain qualitative disclosures along with specific quantitative disclosures. ASC 842 also provides an optional transition method for adoption, under which an entity initially applies ASC 842 at the adoption date and recognizes a cumulative-effect adjustment to the opening balance of retained earnings in the period of adoption. Consequently, an entity's reporting for the comparative periods presented in the financial statements in which it adopts ASC 842 will continue to be in accordance with previous GAAP. The Bank adopted the provisions of ASC 842 effective January 1, 2019 utilizing the optional transition method and will not restate comparative periods. The Bank also elected the package of practical expedients permitted under ASC 842's transition guidance, which allows the Bank to carryforward its historical lease classifications and its assessment as to whether a contract is or contains a lease. The Bank also elected to not recognize lease assets and lease liabilities for leases with an initial term of 12 months or less. See Note 16 for additional discussion.

In June 2016, the FASB issued ASU 2016-13, *Financial Instruments - Credit Losses: Measurement of Credit Losses on Financial Instruments*, as amended by ASU 2018-19, ASU 2019-04, ASU 2019-05, and ASU 2019-11. ASU 2016-13 replaces the existing incurred losses methodology with a current expected 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 as 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 current disclosure requirements in GAAP and expands certain disclosure requirements. ASU 2016-13 is effective for fiscal years beginning after December 15, 2022, 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 accounting practice that utilizes the incurred loss model. In addition, the current policy for other-than-temporary impairment on investment securities available-for-sale will be replaced with an allowance approach. 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 that the allowance for loan losses will not materially 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 March 2017, the FASB issued ASU 2017-08, *Receivables - Nonrefundable Fees and Other Costs: Premium Amortization on Purchased Callable Debt Securities*. ASU 2017-08 shortens the amortization period for certain callable debt securities held at a premium to the earliest call date. The Bank adopted the provisions of ASU 2017-08 effective January 1, 2019, and it did not have a material impact on the Bank's financial statements.

NOTES TO FINANCIAL STATEMENTS

In August 2018, the FASB issued ASU 2018-13, *Fair Value Measurement: Disclosure Framework - Changes to the Disclosure Requirements for Fair Value Measurement*. ASU 2018-13 modifies the disclosure requirements for fair value measurements. The following disclosure requirements were removed from ASC Topic 820, *Fair Value Measurement*: (1) the amount of and reasons for transfers between Level 1 and Level 2 of the fair value hierarchy; (2) the policy for timing of transfers between levels; and (3) the valuation process for Level 3 fair value measurements. ASU 2018-13 clarifies that the measurement uncertainty disclosure is to communicate information about the uncertainty in measurement as of the reporting date. In addition, ASU 2018-13 adds the following disclosure requirements for Level 3 measurements: (1) changes in unrealized gains and losses for the period included in other comprehensive income for the recurring Level 3 fair value measurements held at the end of the reporting period, and (2) the range and weighted average of significant unobservable inputs used to develop Level 3 fair value measurements. ASU 2018-13 is effective for fiscal years beginning after December 15, 2019, including interim periods within those fiscal years. Early adoption is permitted for any removed or modified disclosures. The adoption of ASU 2018-13 is not expected to have a material impact on the Bank's future financial statements.

In August 2018, the FASB issued ASU 2018-15, *Intangibles - Goodwill and Other - Internal-Use Software, and Customer's Accounting for Implementation Costs Incurred in a Cloud Computing Arrangement That Is a Service Contract*. ASU 2018-15 aligns the requirements for capitalizing implementation costs incurred in a hosting arrangement that is a service contract with the requirements for capitalizing implementation costs incurred to develop or obtain internal-use software (and hosting arrangements that include an internal-use software license). The costs are capitalized or expensed depending on the nature of the costs and the project stage during which they are incurred, consistent with the accounting for internal-use software costs. The amendments in ASU 2018-15 are intended to result in consistent capitalization of implementation costs of a hosting arrangement that is a service contract and implementation costs incurred to develop or obtain internal use software (and hosting arrangements that include an internal-use software license). The accounting for the service element of a hosting arrangement that is a service contract is not affected by the amendments in ASU 2018-15. ASU 2018-15 is effective for fiscal years beginning after December 15, 2019, including interim periods within those fiscal years. The adoption of ASU 2018-15 is not expected to have a material impact on the Bank's future financial statements.

2. Restricted Assets:

The Bank must meet reserve requirements as established by Federal Reserve Board (FRB) regulation which were zero and \$6,342,000 at December 31, 2019 and 2018, respectively. Accordingly, when the reserve requirement is not zero, the Bank complies with such requirements by holding cash on hand and maintaining average reserve balances on deposit with its primary correspondent bank in accordance with the regulations.

SUMMITBANK
NOTES TO FINANCIAL STATEMENTS

3. Investment Securities Available-for-Sale:

The tables below detail the amortized cost and estimated fair values of available-for-sale investment securities, as well as the amount of any unrealized losses and the length of time these unrealized losses existed as of the dates indicated:

| December 31, 2019 | | | | | | | | |
|--|---------------------|------------------------|-------------------------|---|----------------------|---|----------------------|-----------------|
| | Available-for-Sale | | | Securities in Continuous Unrealized Loss Position for Less Than 12 Months | | Securities in Continuous Unrealized Loss Position for 12 Months or Longer | | |
| | Amortized Cost | Gross Unrealized Gains | Gross Unrealized Losses | Estimated Fair Value | Estimated Fair Value | Unrealized Loss | Estimated Fair Value | Unrealized Loss |
| Obligations of U.S. Government and U.S. sponsored agencies | \$ 199,274 | \$ 37 | \$ - | \$ 199,311 | \$ - | \$ - | \$ - | \$ - |
| Corporate debt securities | 500,000 | 3,003 | - | 503,003 | - | - | - | - |
| Mortgage-backed securities | 3,860,908 | 12,631 | (11,105) | 3,862,434 | 2,150,926 | (11,105) | - | - |
| | <u>\$ 4,560,182</u> | <u>\$ 15,671</u> | <u>\$ (11,105)</u> | <u>\$ 4,564,748</u> | <u>\$ 2,150,926</u> | <u>\$ (11,105)</u> | <u>\$ -</u> | <u>\$ -</u> |

| December 31, 2018 | | | | | | | | |
|----------------------------|---------------------|------------------------|-------------------------|---|----------------------|---|----------------------|--------------------|
| | Available-for-Sale | | | Securities in Continuous Unrealized Loss Position for Less Than 12 Months | | Securities in Continuous Unrealized Loss Position for 12 Months or Longer | | |
| | Amortized Cost | Gross Unrealized Gains | Gross Unrealized Losses | Estimated Fair Value | Estimated Fair Value | Unrealized Loss | Estimated Fair Value | Unrealized Loss |
| Corporate debt securities | \$ 750,000 | \$ 3,972 | \$ (4,098) | \$ 749,874 | \$ - | \$ - | \$ 245,903 | \$ (4,098) |
| Mortgage-backed securities | 2,594,228 | 2,839 | (34,495) | 2,562,572 | 530,857 | (3,713) | 1,511,347 | (30,782) |
| | <u>\$ 3,344,228</u> | <u>\$ 6,811</u> | <u>\$ (38,593)</u> | <u>\$ 3,312,446</u> | <u>\$ 530,857</u> | <u>\$ (3,713)</u> | <u>\$ 1,757,250</u> | <u>\$ (34,880)</u> |

The unrealized losses on the Bank's investment securities were primarily attributable to increases in market interest rates subsequent to their purchase by the Bank. The Bank expects the fair value of these securities to recover as the securities approach their maturity dates or sooner if market yields for such securities decline. The Bank does not believe that these securities are other than temporarily impaired because of their credit quality or related to any issuer or industry specific event. Based on management's evaluation and intent, the unrealized losses related to the investment securities in the above tables are considered temporary.

The amortized cost and estimated fair value of investment securities at December 31, 2019 are shown below by contractual maturity or projected average life depending on the type of security. Obligations of U.S. government sponsored agencies and corporations are shown by contractual maturity. Mortgage-backed securities are disclosed by projected average life.

| | Available-for-Sale | |
|--|---------------------|----------------------|
| | Amortized Cost | Estimated Fair Value |
| Due in one year or less | \$ 1,992,592 | \$ 1,993,186 |
| Due after one year through five years | 2,089,701 | 2,093,003 |
| Due after five years through ten years | 477,889 | 478,559 |
| | <u>\$ 4,560,182</u> | <u>\$ 4,564,748</u> |

There were no sales of investment securities during 2019 or 2018.

At December 31, 2019, investment securities with a total estimated fair value of \$4,040,555 and amortized cost of \$4,039,119 were pledged for FHLB borrowings, repurchase agreements and other purposes. At December 31, 2018, investment securities with a total estimated fair value of \$2,532,929 and amortized cost of \$2,565,086 were pledged for FHLB borrowings, repurchase agreements and other purposes.

4. Loans and Allowance for Loan Losses:

Major classifications of loans at December 31 are as follows:

| | 2019 | 2018 |
|---|-----------------------|-----------------------|
| Real Estate | | |
| Acquisition, Development & Construction | \$ 19,489,900 | \$ 18,534,373 |
| Commercial | 135,660,638 | 106,089,376 |
| Multifamily | 24,552,733 | 15,365,694 |
| Owner Occupied | 111,514,019 | 77,871,380 |
| Commercial and Industrial | | |
| Small Commercial Equipment | 51,976,786 | 46,220,863 |
| Other Commercial & Industrial | 79,710,820 | 63,900,592 |
| Consumer | | |
| Secured | 19,941,681 | 17,877,312 |
| Unsecured | 2,558,533 | 2,602,750 |
| | 445,405,110 | 348,462,340 |
| Deferred Loan Origination Fees, net | (1,357,843) | (1,234,373) |
| | 444,047,267 | 347,227,967 |
| Allowance for Loan Losses | (6,598,032) | (5,135,102) |
| Loans receivable, net | \$ 437,449,235 | \$ 342,092,865 |

Risk Elements – The Bank manages credit risk through lending limit constraints, credit review, approval policies and extensive ongoing internal monitoring. Additionally, credit risk is managed via diversification of the loan portfolio by loan, industry and borrower type as well as limits on the aggregation of debt to a single borrower. The Bank also obtains periodic credit file reviews from independent third-parties as part of its ongoing credit monitoring process. The following are the loan segment risk characteristics of the Bank's portfolio:

Acquisition, Development & Construction– includes both loans and lines of credit for the purpose of purchasing, carrying and developing land into commercial developments or residential subdivisions. Also included in this designation are loans and lines of credit for construction of residential, multi-family and commercial buildings. Generally, the primary source of repayment is dependent upon the sale or refinance of the real estate collateral. Construction lending can involve a higher level of risk than other types of lending because funds are advanced based on a prospective value of the project at completion, the total estimated construction cost of the project, and the borrowers' equity at risk. Additionally, the repayment of the loan may be conditional on the success of the ultimate project which could be subject to interest rate changes, governmental regulations, general economic conditions and the ability of the borrower to sell or lease the property or refinance the indebtedness. The bank attempts to mitigate the

NOTES TO FINANCIAL STATEMENTS

risks associated with this type of credit by limiting concentration exposure and utilizing enhanced underwriting procedures as outlined in proprietary policies and procedures as approved by the board of directors not less than annually.

Commercial Real Estate – loans in this category are assigned to one of two specific subcategories:

- **Commercial** – includes loans to finance income-producing commercial properties. Loans in this class include retail centers, hotels, office buildings, single-tenant retail buildings, warehouses and other properties where the source of repayment on the loan comes primarily from non-related tenant lease income. There are board-approved enhanced underwriting procedures in place that govern the approval and funding of these types of loans, ensuring the highest probability of full repayment of principal.
- **Owner Occupied** – includes loans secured by business facilities to finance business operations, equipment and owner-occupied facilities for commercial customers. Generally, the primary source of repayment is the operating cash flow from business activities of the owner of the property or related entity. These loans are underwritten in such a way as to ensure the highest probability of repayment in full, according to board-approved policies and procedures.

Multi-family Real Estate – these loans are secured by – and are generally repaid by the lease income from – real estate properties built to house 5 or more families in a single property or complex. Apartment buildings and complexes are the major collateral in this category. This category does not include 1-4 family rental properties. These loans are underwritten in such a way as to ensure the highest probability of repayment in full, according to board-approved policies and procedures.

Commercial & Industrial - loans in this category are assigned to one of two specific subcategories:

- **Small Commercial Equipment** – includes loans secured by commercial equipment, typically rolling stock. The primary source of repayment is generally derived from income generated by utilization of the equipment collateralizing the loans, and thus, is more subject to potential disruption relative to larger and more diversified borrowers. The lack of significant secondary sources of repayment results in a higher risk of loss and thus these loans carry market rates of interest that are higher than the Bank's other loan types. These loans possess homogeneous risk characteristics unique to small business lending to the transportation industry. These risks are mitigated via ongoing industry trend analysis and through concentration limits on the portfolio as a whole as well as within industry subclasses. The majority of these loans are originated to borrowers outside of the Bank's primary market areas of Lane, Deschutes and Multnomah counties, throughout the western and southern United States.
- **Other Commercial and Industrial** – The primary source of repayment for these loans is generally cash flow from continuing business operations. These loans are underwritten according to board-approved internal policies and procedures. Under the Bank's policy, primary and secondary repayment sources must be identified upon approval and prior to funding.

Consumer – the bank engages in limited consumer lending of both a secured and unsecured nature. This primarily takes the form of home equity lines of credit and personal and professional lines of credit which may or may not be secured by tangible collateral. These loans are underwritten in such a way as to ensure the highest probability of repayment in full, according to board-approved policies and procedures.

NOTES TO FINANCIAL STATEMENTS

Loans serviced for others are not included in the accompanying balance sheets. The unpaid principal balances of such serviced loans were \$38,765,656 and \$33,525,643 at December 31, 2019 and 2018, respectively.

The loan portfolio at December 31, 2019 and 2018 includes \$59,371,723 and \$51,518,637, respectively, of loans which have rates of interest that change more often than annually. The loan portfolio additionally includes at December 31, 2019 and 2018, fixed rate loans of \$110,773,091 and \$82,492,377, respectively, that are effectively converted to variable rate loans via interest rate swaps. The December 31, 2019 loan portfolio includes \$6,761,194 of loans with interest rates at their contractual floors.

Changes in the allowance for loan losses for the year ended December 31, 2019 are as follows:

| | Beginning Balance | Charge-offs | Recoveries | Provision | Ending Balance | Specific Reserve | General Allocation |
|---|----------------------|-----------------------|-------------------|---------------------|---------------------|-------------------|-----------------------|
| Real Estate | | | | | | | |
| Acquisition, Development & Construction | \$ 287,032 | \$ - | \$ - | \$ (69,435) | \$ 217,597 | \$ - | \$ 217,597 |
| Commercial | 901,847 | - | - | 270,281 | 1,172,128 | - | 1,172,128 |
| Multifamily | 171,723 | - | - | 107,622 | 279,345 | - | 279,345 |
| Owner Occupied | 640,463 | - | - | 542,697 | 1,183,160 | - | 1,183,160 |
| Commercial and Industrial | | | | | | | |
| Small Commercial Equipment | 1,880,185 | (1,607,812) | - | 1,970,133 | 2,242,506 | 132,332 | 2,110,174 |
| Other Commercial & Industrial | 1,076,455 | (43,457) | 109,237 | 163,532 | 1,305,767 | 117,856 | 1,187,911 |
| Consumer | | | | | | | |
| Secured | 145,623 | - | - | 27,958 | 173,581 | - | 173,581 |
| Unsecured | 31,774 | - | - | (7,826) | 23,948 | 9,030 | 14,918 |
| Total | <u>\$ 5,135,102</u> | <u>\$ (1,651,269)</u> | <u>\$ 109,237</u> | <u>\$ 3,004,962</u> | <u>\$ 6,598,032</u> | <u>\$ 259,218</u> | <u>\$ 6,338,814</u> |

Changes in the allowance for loan losses for the year ended December 31, 2018 are as follows:

| | Beginning Balance | Charge-offs | Recoveries | Provision | Ending Balance | Specific Reserve | General Allocation |
|---|----------------------|-----------------------|------------------|---------------------|---------------------|------------------|-----------------------|
| Real Estate | | | | | | | |
| Acquisition, Development & Construction | \$ 209,574 | \$ - | \$ - | \$ 77,458 | \$ 287,032 | \$ - | \$ 287,032 |
| Commercial | 637,824 | - | - | 264,023 | 901,847 | - | 901,847 |
| Multifamily | 137,630 | - | - | 34,093 | 171,723 | - | 171,723 |
| Owner Occupied | 528,249 | - | - | 112,214 | 640,463 | - | 640,463 |
| Commercial and Industrial | | | | | | | |
| Small Commercial Equipment | 1,505,291 | (956,775) | 43,031 | 1,288,638 | 1,880,185 | 4,990 | 1,875,195 |
| Other Commercial & Industrial | 875,142 | (155,997) | - | 357,310 | 1,076,455 | 43,526 | 1,032,929 |
| Consumer | | | | | | | |
| Secured | 122,629 | - | - | 22,994 | 145,623 | - | 145,623 |
| Unsecured | 29,680 | - | - | 2,094 | 31,774 | 7,830 | 23,944 |
| Total | <u>\$ 4,046,019</u> | <u>\$ (1,112,772)</u> | <u>\$ 43,031</u> | <u>\$ 2,158,824</u> | <u>\$ 5,135,102</u> | <u>\$ 56,346</u> | <u>\$ 5,078,756</u> |

Risk Rating – The monitoring process of the Bank’s loan portfolio includes periodic reviews of individual loans with a risk rating assigned to each loan. Risk ratings are assigned according to various qualitative and quantitative measurements.

- Risk ratings 1 – 6 represent increasing degrees of risk within the regulatory definition of “Pass” loans as ratings move from 1 to 6. Regulatory bodies do not draw distinctions between these categories; as such, assignment of these ratings is for internal management purposes only.
- Risk Rating 7 – loans in this category adhere to the regulatory definition of “Special Mention” loans. 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 institution’s credit position at some future date. Special Mention loans are not adversely classified and do not expose the institution to sufficient risk to warrant adverse classification.
- Risk Rating 8 – loans in this category adhere to the regulatory definition of “Substandard.” Loans classified Substandard are inadequately protected by the current sound worth and paying capacity of the obligor or of the collateral pledged, if any. Loans so classified must have a well-defined weakness or weaknesses that jeopardize the liquidation of the borrower’s debt. They are characterized by the distinct possibility that the Bank will sustain some loss if the deficiencies are not corrected.
- Risk Rating 9 – loans in this category adhere to the regulatory definition of “Doubtful.” Loans classified Doubtful have all of the weaknesses inherent in those classified 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 and improbable.
- Risk Rating 10 – loans in this category adhere to the regulatory definition of “Loss.” Loans classified Loss are uncollectible and of such little value that their continuance as a bankable asset is not warranted. When identified, these loans are charged off.

Loans risk rated 8, 9 or 10 are reviewed regularly to assess the ability of the borrowers to service all interest and principal obligations and, as a result, the risk ratings may be adjusted accordingly. In the event that full collection of principal and interest is not reasonably assured, the loan is appropriately downgraded and if warranted, placed on non-accrual status even though the loan may be current as to principal and interest payments. Additionally, an assessment is made as to whether an impairment of a loan warrants specific reserves or a write down of the loan.

SUMMITBANK
NOTES TO FINANCIAL STATEMENTS

The following tables present the Bank's loan portfolio by loan type and credit quality indicator as of December 31, 2019 and 2018:

| As of December 31, 2019 | | | | | |
|---|-----------------------|-------------------------------|---------------------------|------------------------|-----------------------|
| Loan Grade | | | | | |
| | Pass (Ratings 1-6) | Special Mention (Rating 7) | Substandard (Rating 8) | Doubtful (Rating 9) | Totals |
| Real Estate | | | | | |
| Acquisition, Development & Construction | \$ 19,489,900 | \$ - | \$ - | \$ - | \$ 19,489,900 |
| Commercial | 135,660,638 | - | - | - | 135,660,638 |
| Multifamily | 24,552,733 | - | - | - | 24,552,733 |
| Owner Occupied | 104,912,225 | 2,396,095 | 4,205,699 | - | 111,514,019 |
| Commercial and Industrial | | | | | |
| Small Commercial Equipment | 50,824,726 | 788,059 | 309,173 | 54,828 | 51,976,786 |
| Other Commercial & Industrial | 77,622,657 | 762,271 | 1,325,892 | - | 79,710,820 |
| Consumer | | | | | |
| Secured | 19,853,766 | - | 87,915 | - | 19,941,681 |
| Unsecured | 2,551,003 | - | 7,530 | - | 2,558,533 |
| Total | <u>\$ 435,467,648</u> | <u>\$ 3,946,425</u> | <u>\$ 5,936,209</u> | <u>\$ 54,828</u> | <u>\$ 445,405,110</u> |
| Percentage of Total Portfolio | 97.77% | 0.89% | 1.33% | 0.01% | 100.00% |

| As of December 31, 2018 | | | | | |
|---|-----------------------|-------------------------------|---------------------------|------------------------|-----------------------|
| Loan Grade | | | | | |
| | Pass (Ratings 1-6) | Special Mention (Rating 7) | Substandard (Rating 8) | Doubtful (Rating 9) | Totals |
| Real Estate | | | | | |
| Acquisition, Development & Construction | \$ 18,534,373 | \$ - | \$ - | \$ - | \$ 18,534,373 |
| Commercial | 106,089,376 | - | - | - | 106,089,376 |
| Multifamily | 15,365,694 | - | - | - | 15,365,694 |
| Owner Occupied | 75,973,586 | 1,748,333 | 149,461 | - | 77,871,380 |
| Commercial and Industrial | | | | | |
| Small Commercial Equipment | 45,979,024 | 222,457 | 8,068 | 11,314 | 46,220,863 |
| Other Commercial & Industrial | 58,660,385 | 3,143,649 | 2,096,558 | - | 63,900,592 |
| Consumer | | | | | |
| Secured | 17,752,312 | 125,000 | - | - | 17,877,312 |
| Unsecured | 2,602,750 | - | - | - | 2,602,750 |
| Total | <u>\$ 340,957,500</u> | <u>\$ 5,239,439</u> | <u>\$ 2,254,087</u> | <u>\$ 11,314</u> | <u>\$ 348,462,340</u> |
| Percentage of Total Portfolio | 97.85% | 1.50% | 0.65% | 0.00% | 100.00% |

SUMMITBANK
NOTES TO FINANCIAL STATEMENTS

The following tables present an aged analysis of past due and nonaccrual loans at December 31, 2019 and 2018:

| As of December 31, 2019 | | | | | | | |
|---|------------------------------------|------------------------------------|--|---------------------|-------------------------------|-----------------------|------------------------|
| | 30-59 Days Past Due Still Accruing | 60-89 Days Past Due Still Accruing | Greater than 90 Days Past Due Still Accruing | Nonaccrual | Total Past Due and Nonaccrual | Total Current | Total Loans Receivable |
| Real Estate | | | | | | | |
| Acquisition, Development & Construction | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 19,489,900 | \$ 19,489,900 |
| Commercial | - | - | - | - | - | 135,660,638 | 135,660,638 |
| Multifamily | - | - | - | - | - | 24,552,733 | 24,552,733 |
| Owner Occupied | - | - | - | - | - | 111,514,019 | 111,514,019 |
| Commercial and Industrial | | | | | | | |
| Small Commercial Equipment | 1,417,998 | 540,329 | - | 418,407 | 2,376,734 | 49,600,052 | 51,976,786 |
| Other Commercial & Industrial | - | - | - | 142,693 | 142,693 | 79,568,127 | 79,710,820 |
| Consumer | | | | | | | |
| Secured | - | - | - | - | - | 19,941,681 | 19,941,681 |
| Unsecured | - | - | - | - | - | 2,558,533 | 2,558,533 |
| Total | \$ 1,417,998 | \$ 540,329 | \$ - | \$ 561,100 | \$ 2,519,427 | \$ 442,885,683 | \$ 445,405,110 |
| Percentage of Total Portfolio | 0.32% | 0.12% | 0.00% | 0.13% | 0.57% | 99.43% | 100.00% |
| As of December 31, 2018 | | | | | | | |
| | 30-59 Days Past Due Still Accruing | 60-89 Days Past Due Still Accruing | Greater than 90 Days Past Due Still Accruing | Nonaccrual | Total Past Due and Nonaccrual | Total Current | Total Loans Receivable |
| Real Estate | | | | | | | |
| Acquisition, Development & Construction | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 18,534,373 | \$ 18,534,373 |
| Commercial | - | - | - | - | - | 106,089,376 | 106,089,376 |
| Multifamily | - | - | - | - | - | 15,365,694 | 15,365,694 |
| Owner Occupied | - | - | - | - | - | 77,871,380 | 77,871,380 |
| Commercial and Industrial | | | | | | | |
| Small Commercial Equipment | 759,309 | 142,440 | - | 29,071 | 930,820 | 45,290,043 | 46,220,863 |
| Other Commercial & Industrial | - | - | - | 1,501,361 | 1,501,361 | 62,399,231 | 63,900,592 |
| Consumer | | | | | | | |
| Secured | - | - | - | - | - | 17,877,312 | 17,877,312 |
| Unsecured | - | - | - | - | - | 2,602,750 | 2,602,750 |
| Total | \$ 759,309 | \$ 142,440 | \$ - | \$ 1,530,432 | \$ 2,432,181 | \$ 346,030,159 | \$ 348,462,340 |
| Percentage of Total Portfolio | 0.22% | 0.04% | 0.00% | 0.44% | 0.70% | 99.30% | 100.00% |

The following is an analysis of impaired loans as of December 31, 2019:

| | Impaired Loans with Allowance | | | Impaired Loans without Allowance | | Total Impaired Loans | |
|--|-------------------------------|--------------------------|-------------------|----------------------------------|--------------------------|----------------------|--------------------------|
| | Recorded Investment | Unpaid Principal Balance | Related Allowance | Recorded Investment | Unpaid Principal Balance | Recorded Investment | Unpaid Principal Balance |
| Commercial and Industrial | | | | | | | |
| Small Commercial Equipment | | | | | | | |
| Nonaccrual | \$ 443,310 | \$ 441,106 | \$ 132,332 | \$ - | \$ - | \$ 443,310 | \$ 441,106 |
| Other | - | - | - | - | - | - | - |
| Other Commercial & Industrial | | | | | | | |
| Nonaccrual | 143,040 | 142,693 | 117,856 | - | - | 143,040 | 142,693 |
| Other | - | - | - | 386,817 | 385,133 | 386,817 | 385,133 |
| Subtotals | 586,350 | 583,799 | 250,188 | 386,817 | 385,133 | 973,167 | 968,932 |
| Consumer | | | | | | | |
| Secured | | | | | | | |
| Nonaccrual | - | - | - | - | - | - | - |
| Other | - | - | - | 75,059 | 74,679 | 75,059 | 74,679 |
| Unsecured | | | | | | | |
| Nonaccrual | - | - | - | - | - | - | - |
| Other | 33,025 | 32,896 | 9,030 | - | - | 33,025 | 32,896 |
| Subtotals | 33,025 | 32,896 | 9,030 | 75,059 | 74,679 | 108,084 | 107,575 |
| Totals | \$ 619,375 | \$ 616,695 | \$ 259,218 | \$ 461,876 | \$ 459,812 | \$ 1,081,251 | \$ 1,076,507 |

NOTES TO FINANCIAL STATEMENTS

The following is an analysis of impaired loans as of December 31, 2018:

| | Impaired Loans with Allowance | | | Impaired Loans without Allowance | | Total Impaired Loans | |
|--|-------------------------------|--------------------------|-------------------|----------------------------------|--------------------------|----------------------|--------------------------|
| | Recorded Investment | Unpaid Principal Balance | Related Allowance | Recorded Investment | Unpaid Principal Balance | Recorded Investment | Unpaid Principal Balance |
| Commercial and Industrial | | | | | | | |
| Small Commercial Equipment | | | | | | | |
| Nonaccrual | \$ 16,756 | \$ 16,632 | \$ 4,990 | \$ 207 | \$ - | \$ 16,963 | \$ 16,632 |
| Other | - | - | - | - | - | - | - |
| Other Commercial & Industrial | | | | | | | |
| Nonaccrual | 51,418 | 51,361 | 33,016 | 1,450,000 | 1,450,000 | 1,501,418 | 1,501,361 |
| Other | 55,082 | 54,863 | 10,510 | 166,381 | 160,028 | 221,463 | 214,891 |
| Subtotals | 123,256 | 122,856 | 48,516 | 1,616,588 | 1,610,028 | 1,739,844 | 1,732,884 |
| Consumer | | | | | | | |
| Secured | | | | | | | |
| Nonaccrual | - | - | - | - | - | - | - |
| Other | - | - | - | - | - | - | - |
| Unsecured | | | | | | | |
| Nonaccrual | - | - | - | - | - | - | - |
| Other | 35,135 | 34,985 | 7,830 | - | - | 35,135 | 34,985 |
| Subtotals | 35,135 | 34,985 | 7,830 | - | - | 35,135 | 34,985 |
| Totals | \$ 158,391 | \$ 157,841 | \$ 56,346 | \$ 1,616,588 | \$ 1,610,028 | \$ 1,774,979 | \$ 1,767,869 |

The following tables present the average recorded investment in impaired loans and interest income recognized for the periods indicated:

| | Year Ended December 31, 2019 | |
|---|------------------------------|---------------------------------------|
| | Average Recorded Investment | Interest Recognized on Impaired Loans |
| Real Estate | | |
| Acquisition, Development & Construction | \$ - | \$ - |
| Commercial | - | - |
| Multifamily | - | - |
| Owner Occupied | 65,565 | 6,926 |
| Commercial and Industrial | - | - |
| Small Commercial Equipment | 156,746 | 78,941 |
| Other Commercial & Industrial | 1,019,929 | 126,458 |
| Consumer | - | - |
| Secured | 44,384 | 4,596 |
| Unsecured | 33,995 | 2,035 |
| Total | <u>\$ 1,320,619</u> | <u>\$ 218,956</u> |

| | Year Ended December 31, 2018 | |
|---|------------------------------|---------------------------------------|
| | Average Recorded Investment | Interest Recognized on Impaired Loans |
| Real Estate | | |
| Acquisition, Development & Construction | \$ - | \$ - |
| Commercial | - | - |
| Multifamily | - | - |
| Owner Occupied | 12,930 | 9,775 |
| Commercial and Industrial | | |
| Small Commercial Equipment | 16,423 | 14,592 |
| Other Commercial & Industrial | 1,465,560 | 25,544 |
| Consumer | | |
| Secured | - | - |
| Unsecured | 36,020 | 2,157 |
| Total | <u>\$ 1,530,933</u> | <u>\$ 52,068</u> |

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

The Bank reports certain loans as troubled debt restructurings (TDRs) when the Bank grants a concession(s) to a borrower experiencing financial difficulties that it would not otherwise consider. Examples of such concessions include extending the maturity date(s) or providing a lower interest rate than would normally be available for a transaction of similar risk. A TDR loan is considered to be impaired and is individually evaluated for impairment. Loans reported as TDRs accruing interest totalled \$418,028 and \$45,552 at December 31, 2019 and 2018, respectively.

The Bank modified (by extending an interest only payment period) and recorded a single loan with a principal balance of \$385,133 as a TDR during 2019. There were no loans modified and recorded as a TDR during 2018. There were no TDR loans restructured during 2019 or 2018, nor were there any TDRs which incurred a payment default within twelve months of the restructure date during 2019 or 2018. There were no commitments to lend additional funds to borrowers whose loans have been modified and recorded as TDRs at December 31, 2019. Determination of the allowance for loan losses for TDR loans does not differ materially from the process for other impaired loans in the Bank's portfolio.

5. Premises and Equipment:

Premises and equipment at December 31 consists of the following:

| | 2019 | 2018 |
|---------------------------------|---------------------|---------------------|
| Land | \$ 1,862,215 | \$ 1,862,215 |
| Building and improvements | 5,328,938 | 5,049,757 |
| Computer equipment and software | 724,708 | 642,804 |
| Furniture and equipment | 1,600,587 | 1,021,560 |
| Total | 9,516,448 | 8,576,336 |
| Accumulated depreciation | (3,246,655) | (2,804,643) |
| Premises and equipment, net | <u>\$ 6,269,793</u> | <u>\$ 5,771,693</u> |

The Bank owns its headquarters building and leases to others approximately 30% of the building. Rental income recorded under noncancelable leases as well as other month-to-month agreements totalled \$109,413 and \$90,233 for the years ended December 31, 2019 and 2018, respectively, and is recorded in noninterest income. At December 31, 2019, future expected rental revenues to be received under such noncancelable leases are as follows:

| | |
|-------|-------------------|
| 2020 | \$ 68,906 |
| 2021 | 44,832 |
| 2022 | 23,800 |
| Total | <u>\$ 137,538</u> |

SUMMITBANK
NOTES TO FINANCIAL STATEMENTS

6. Time Deposits:

Individual time deposits that met or exceeded the FDIC standard insurance coverage limit of \$250,000 totalled \$3,982,539 and \$3,811,454 at December 31, 2019 and 2018, respectively.

At December 31, 2019, the scheduled annual maturities of time deposits are as follows:

| | | |
|------|----|-------------------|
| 2020 | \$ | 44,197,660 |
| 2021 | | 2,874,056 |
| 2022 | | 23,495 |
| 2023 | | 24,181 |
| | \$ | <u>47,119,392</u> |

7. Borrowings:

The Bank has repurchase agreements (REPOs) of \$1,706,636 (average rate 1.03%) and \$1,608,776 (average rate 0.68%) at December 31, 2019 and 2018, respectively. A REPO represents an agreement between the Bank and a customer to collateralize funds deposited by the customer in an interest-bearing repurchase sweep account. Investment securities are pledged by the Bank as collateral in an amount equal to the REPOs.

The Bank has a borrowing line with the FHLB equal to a maximum of 35% of the Bank's total assets, subject to limits based on collateral consisting of FHLB stock, funds on deposit with FHLB and eligible portions of the Bank's loan and securities portfolios. The available borrowing line at December 31, 2019 is approximately \$60,540,000.

The Bank has secured and unsecured federal funds borrowing lines available with correspondent banks totalling \$16,000,000 at December 31, 2019. The Bank had no outstanding borrowings against these lines at December 31, 2019. The Bank also has a borrowing line available with the Federal Reserve Discount Window totalling approximately \$1,903,000 at December 31, 2019, which is secured by a portion of the Bank's loan portfolio. The Bank had no outstanding borrowings against this line at December 31, 2019.

8. Benefit Plans:

The Bank has a defined contribution 401(k) profit sharing plan covering substantially all employees. Employer contributions are discretionary and are determined annually by the Board of Directors. Employer contributions were \$343,876 and \$174,589 in 2019 and 2018, respectively.

The Bank has a deferred cash incentive plan for the benefit of certain key employees and a directors' deferred compensation plan for the Bank's directors. Bank contributions to these plans totalled \$85,200 and \$78,950 in 2019 and 2018, respectively. The liability for benefits under these plans totalled \$499,657 and \$434,278 as of December 31, 2019 and 2018, respectively, and is included in other liabilities in the accompanying balance sheets.

9. Stock Option and Equity Compensation Plans:

The Bank has employee and nonemployee equity compensation plans (the Plans) that reserve shares of stock for issuance to employees and directors in the form of stock options, restricted stock, or restricted stock units (RSUs). Under the Plans, the exercise price (for options) or the fair value (for restricted stock and RSUs) of awards granted must equal the market price of the Bank's stock on the date of the grant. Options granted under the Plans have a maximum term of ten years. Vesting generally occurs over periods ranging from one to three years. At December 31, 2019 and 2018, there were 196,060 and 235,361 shares of common stock available for future grants under the Plans.

The following table presents the activity related to stock options under the Plans for the years ended December 31:

| | 2019 | | 2018 | |
|----------------------------|------------------------|--|------------------------|--|
| | Options outstanding | Weighted- average exercise price | Options outstanding | Weighted- average exercise price |
| Balance, beginning of year | 158,775 | \$7.76 | 142,996 | \$6.16 |
| Granted: | | | | |
| Directors | - | n/a | 12,188 | 12.78 |
| Employees | 51,481 | 15.50 | 22,860 | 13.00 |
| Exercised | (22,488) | 5.90 | (11,813) | 2.43 |
| Expired | (26,220) | 12.88 | (7,456) | n/a |
| Balance, end of year | 161,548 | \$ 9.65 | 158,775 | \$7.76 |
| Exercisable, end of year | 94,342 | | 100,502 | |

The total intrinsic value of stock options exercised was \$203,198 and \$150,413 for the years ended December 31, 2019 and 2018, respectively.

The following table presents additional information regarding stock options outstanding as of December 31, 2019:

| Expiration | Weighted average exercise price per share | Weighted average remaining contractual life | December 31, 2019 | |
|---------------------------|---|---|-------------------|-------------|
| | | | Exercisable | Outstanding |
| 2020 | \$ 2.20 | 1.00 | 17,933 | 17,933 |
| 2021 | 1.97 | 1.25 | 6,300 | 6,300 |
| 2023 | 3.34 | 3.54 | 9,750 | 9,750 |
| 2025 | 7.65 | 5.36 | 31,875 | 31,875 |
| 2027 | 9.58 | 7.18 | 11,041 | 28,453 |
| 2028 | 12.94 | 8.12 | 9,844 | 31,856 |
| 2029 | 15.45 | 9.23 | 7,599 | 35,381 |
| | | | 94,342 | 161,548 |
| Aggregate intrinsic value | | | \$729,343 | \$874,237 |

The fair value of options granted under the Plans is estimated on the date of the grant using the Black-Scholes option pricing model. The fair value of the grants is amortized on a straight line basis over the requisite vesting periods. The expected life of options granted represents the period of time that they are expected to be outstanding. The expected life is determined based on the actual historical weighted average life of the Bank's options. Expected volatility is estimated at the date of grant based on the historical volatility of the Bank's common stock over a period similar to the expected life of the option. Dividends during the expected life are assumed to be zero. The risk-free interest rate is derived from the trailing twenty day U.S. Treasury yield at the time of the grant for a term equivalent to the expected life of the option. The Black-Scholes model used the following assumptions for the stock options granted during the years indicated:

| | Expected Life (years) | Expected Volatility | Expected Dividends | Risk Free Rate |
|------|--------------------------|------------------------|-----------------------|-------------------|
| 2019 | 7.0 | 13.9% | 0.00% | 2.53% |
| 2018 | 7.0 | 17.1% | 0.00% | 2.60% |

The weighted average fair value of options granted in 2019 and 2018 was \$3.50 and \$3.37, respectively. As of December 31, 2019, the total unrecognized compensation expense related to options granted amounted to \$126,514, which is expected to be recognized during 2020-2023, a weighted average period of 0.9 years.

The fair value of restricted stock and RSUs awarded under the Plans is measured based on the number of shares granted and the market price of the Bank's common stock on the date of grant. This amount is recognized as an expense over the corresponding requisite service period. As of December 31, 2019, the total unrecognized compensation expense related to restricted stock awards granted amounted to \$80,982, which is expected to be recognized during 2020-2023. Weighted average years to vest for outstanding restricted stock grants as of December 31, 2019 is 0.5 years. The following presents the Bank's restricted stock and RSU activity for the years ended December 31, 2019 and 2018:

| | Number of Shares | Weighted Average Grant Date Fair Value |
|----------------------------------|---------------------|---|
| Unvested as of December 31, 2017 | 21,418 | \$ 9.14 |
| Granted | 19,122 | 12.77 |
| Vested | (17,912) | 9.21 |
| Forfeited | (416) | 10.30 |
| Unvested as of December 31, 2018 | 22,212 | 12.17 |
| Granted | 14,759 | 15.58 |
| Vested | (19,898) | 12.41 |
| Forfeited | (719) | 12.16 |
| Unvested as of December 31, 2019 | 16,354 | \$ 14.96 |

There were a total of 66,240 shares of restricted stock and options granted during 2019 of which 12,323 vested in 2019 and 41,842 are expected to vest during 2020-2023. There were 23,477 and 24,583 options that vested during the years ended December 31, 2019 and 2018 with a total fair value of \$72,698 and \$59,231, respectively. There were 19,898 and 17,912 shares of restricted stock that vested during years ended December 31, 2019 and 2018 with a total fair value of \$246,969 and \$203,210, respectively.

SUMMITBANK
NOTES TO FINANCIAL STATEMENTS

Weighted average shares outstanding at December 31 are as follows:

| | 2019 | 2018 |
|---|-----------|-----------|
| Basic | 5,175,995 | 5,138,622 |
| Common stock equivalents attributable to stock based grants outstanding | 54,565 | 76,963 |
| Fully Diluted | 5,230,560 | 5,215,585 |

10. Revenue from Contracts with Customers:

In accordance with ASC 606, revenues are recognized when goods or services are transferred to a customer in exchange for the consideration the Bank expects to be entitled to receive. The largest portion of the Bank's revenue is from interest income, which is excluded from the scope of ASC 606. All of the Bank's revenue from contracts with customers which is within the scope of ASC 606 is recognized in noninterest income.

If a contract is determined to be within the scope of ASC 606, the Bank recognizes revenue as it satisfies a performance obligation. Payments from customers are generally collected at the time services are rendered, monthly, or quarterly. For contracts with customers within the scope of ASC 606, revenue is either earned at a point in time or revenue is earned over time. Examples of revenue earned at a point in time are automated teller machine ("ATM") transaction fees, wire transfer fees, overdraft fees and interchange fees. Revenue is primarily based on the number and type of transactions that are generally derived from transactional information accumulated by the Bank's systems and is recognized immediately as the transactions occur or upon providing the service to complete the customer's transaction. The Bank is generally the principal in these contracts, with the exception of interchange fees, in which case the Bank is acting as the agent and records revenue net of expenses paid to the principal. Examples of revenue earned over time, which generally occur on a monthly basis, are deposit account maintenance fees, merchant revenue, and safe deposit box fees. Revenue is generally derived from transactional information accumulated by the Bank's systems or those of third-parties and is recognized as the related transactions occur or services are rendered to the customer.

The following table includes the Bank's noninterest income disaggregated by type of service for the years ended December 31, 2019 and 2018:

| | 2019 | 2018 |
|--|--------------|--------------|
| Gains on sales of loans ¹ | \$ 656,190 | \$ 666,360 |
| Bank card and interchange fees | 432,209 | 386,564 |
| Loan servicing fees ¹ | 259,620 | 210,303 |
| Other noninterest loan income | 188,614 | 179,409 |
| Service charges on deposit accounts | 114,300 | 112,949 |
| Bank-owned life insurance income ¹ | 92,328 | 90,519 |
| Real estate lease income ¹ | 109,413 | 90,233 |
| Losses on sales and write-downs of repossessed assets, net | (323,988) | (200,433) |
| Other | 296,094 | 197,181 |
| Total noninterest income | \$ 1,824,780 | \$ 1,733,085 |

¹ Not in the scope of ASC 606

For the years ended December 31, 2019 and 2018, substantially all of the Bank's revenues within the scope of ASC 606 are for performance obligations satisfied at a specified date. Revenues recognized within the scope of ASC 606 include:

Bank card and interchange fees: Bank card and interchange fees are earned when a debit card issued by the Bank is used. The Bank earns interchange fees from debit cardholder transactions through the Visa® payment network. Interchange fees from cardholder transactions represent a percentage of the underlying transaction value and are recognized daily, concurrently with the transaction processing services provided to the cardholder. The performance obligation is satisfied and the fees are earned when the cost of the transaction is charged to the cardholders' debit card. Certain expenses directly associated with the debit cards are recorded on a net basis with the interchange income.

Other noninterest loan income: Other noninterest loan income includes early termination fees and other income from loans that the Bank services. These fees are recognized on a daily, monthly, quarterly or annual basis, depending on the type of service.

Service charges on deposit accounts: Fees are earned on the Bank's deposit accounts for various products offered to or services performed for the Bank's customers. Fees include business account fees, non-sufficient fund fees, stop payment fees, wire services, safe deposit box and others. These fees are recognized on a daily, monthly or quarterly basis, depending on the type of service.

Losses on sales and write-downs of repossessed assets, net: The Bank records a gain or loss from the sale of repossessed assets when control of the property transfers to the buyer, which generally occurs at the time of an executed deed or title.

Other: Fees earned on other services, such as merchant services or occasional non-recurring type services, are recognized at the time of the event or the applicable billing cycle.

As of December 31, 2019, the Bank had no significant contract liabilities where the Bank had an obligation to transfer goods or services for which the Bank had already received consideration. In addition, the Bank had no material unsatisfied performance obligations as of this date.

11. Other Expense:

Other expense for the years ended December 31 is comprised of the following:

| | 2019 | 2018 |
|---|--------------|--------------|
| Professional services | \$ 413,780 | \$ 276,928 |
| Printing, supplies and postage | 336,141 | 279,605 |
| Regulatory assessments | 174,977 | 211,362 |
| Advertising, marketing and public relations | 541,949 | 368,948 |
| Loan expenses and collection | 197,215 | 178,623 |
| Communications | 146,181 | 113,089 |
| Correspondent bank fees | 89,790 | 66,827 |
| Other operating expenses | 993,925 | 279,188 |
| Total other expense | \$ 2,893,958 | \$ 1,774,570 |

SUMMITBANK
NOTES TO FINANCIAL STATEMENTS

12. Income Taxes:

The income tax provision consists of the following for the years ended December 31, 2019 and 2018:

| | 2019 | 2018 |
|----------------------------|---------------------|---------------------|
| Current | | |
| Federal | \$ 1,878,931 | \$ 1,616,713 |
| State | 289,909 | 643,373 |
| Deferred | (280,936) | (274,247) |
| Total income tax provision | <u>\$ 1,887,904</u> | <u>\$ 1,985,839</u> |

The income tax provision results in effective tax rates that are different than the federal income tax statutory rate. The nature of the differences for the years ended December 31, 2019 and 2018 are as follows:

| | 2019 | 2018 |
|--|---------------------|---------------------|
| Expected federal income tax provision at statutory rates | \$ 1,576,511 | \$ 1,627,087 |
| State taxes | 404,482 | 486,370 |
| Permanent differences | (66,157) | (95,850) |
| Other | (26,932) | (31,768) |
| Total income tax provision | <u>\$ 1,887,904</u> | <u>\$ 1,985,839</u> |

The tax effects of temporary differences that give rise to deferred tax assets and liabilities as of December 31, 2019 and 2018 are as follows:

| | 2019 | 2018 |
|--|---------------------|---------------------|
| Deferred tax assets: | | |
| Allowance for loan losses | \$ 1,321,675 | \$ 1,058,302 |
| Accrued vacation | 14,609 | 15,426 |
| Other accrued expenses | 3,649 | - |
| Reposessed assets | 189 | 88,765 |
| Deferred compensation | 130,190 | 149,261 |
| Share-based compensation | 7,914 | 37,343 |
| Unrealized losses on investment securities | - | 8,400 |
| Secondary accrued interest | 38,115 | 57,495 |
| Other | 236,631 | - |
| Total deferred tax assets | <u>1,752,972</u> | <u>1,414,992</u> |
| Deferred tax liabilities: | | |
| Depreciation | (126,245) | (132,410) |
| Loan origination costs | (107,358) | (58,366) |
| Prepaid expenses and other | (41,843) | (19,226) |
| Unrealized gains on investment securities | (1,232) | - |
| Total deferred tax liabilities | <u>(276,678)</u> | <u>(210,002)</u> |
| Total net deferred tax assets | <u>\$ 1,476,294</u> | <u>\$ 1,204,990</u> |

The Bank has determined that it is not required to establish a valuation allowance for the net deferred tax assets as of December 31, 2019 and 2018, as management believes it is more likely than not that the net deferred tax assets will be realized through reversals of existing taxable temporary differences and future taxable income.

SUMMITBANK
NOTES TO FINANCIAL STATEMENTS

13. Commitments and Contingencies:

In order to meet the financing needs of its clients, the Bank commits to extensions of credit and issues standby letters of credit. 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 notional amount of those instruments. The Bank uses the same credit policies in making commitments and conditional obligations as it does for on-balance-sheet instruments.

Commitments to extend credit are agreements to lend to a client as long as there is no violation of any conditions established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. Since some of the commitments are expected to expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements.

Standby letters of credit written are conditional commitments issued by the Bank to guarantee the performance of a client to a third party. The credit risk involved in issuing letters of credit is essentially the same as that involved in extending loan facilities to clients.

To manage interest rate risk, the Bank enters into interest rate swaps that effectively convert fixed rate loans into variable rate instruments earning a margin over the one month or three month LIBOR rate. These fair value hedges have been structured in most cases to be perfectly effective. Any ineffectiveness is recognized in earnings. Cash and investment securities at December 31, 2019 totalling \$8,330,639 are held by counterparties and are pledged as security for these interest rate swaps.

Financial instruments with off-balance-sheet risk at December 31 are as follows:

| | <u>2019</u> | <u>2018</u> |
|--|-----------------------|----------------------|
| Commitments to extend credit | \$ 123,908,697 | \$ 103,789,026 |
| Standby letters of credit | 4,566,736 | 4,487,334 |
| Interest rate swaps (receive variable - pay fixed, maturing 2020-2048): | | |
| Carrying amount of hedged loans | 109,969,044 | 82,492,377 |
| Fair value adjustment (included in other liabilities) | 6,218,960 | 405,611 |
| Total fair value of hedged loans | <u>\$ 116,188,004</u> | <u>\$ 82,897,988</u> |

Due to the nature of its activities, the Bank is periodically subject to litigation arising in the ordinary course of business, which is generally expected to not have a material effect on the Bank's financial position, results of operations, and cash flows as of and for the year ended December 31, 2019.

During 2019, the Bank identified a potential future liability associated with a regulatory compliance matter which is unresolved as of December 31, 2019. The Bank has determined that it is probable that it has some liability associated with the matter when it is ultimately resolved. The Bank has determined that a reasonable estimate of the liability is a range between zero and \$2,400,000 with \$275,000 identified as the best estimate of the ultimate liability. Accordingly \$275,000 has been accrued and is included in other liabilities and other operating expense in the accompanying balance sheets and statements of income, respectively.

The Bank has entered into employment agreements with certain key employees, which provide for contingent payments upon a change in control of the Bank, as defined in the agreements.

NOTES TO FINANCIAL STATEMENTS**14. Related Party Transactions:**

In the normal course of business, the Bank has granted loans to officers and directors and to companies with which they are associated. Such loans are made on substantially the same terms, including interest rates and collateral, as those prevailing at the time for comparable transactions with unrelated parties. Activity with respect to these loans during the years ended December 31 was as follows:

| | 2019 | 2018 |
|----------------------------|---------------------|---------------------|
| Balance, beginning of year | \$ 5,925,389 | \$ 8,246,516 |
| Additions or renewals | 857,038 | 126,546 |
| Principal repayments | (409,493) | (2,447,673) |
| Balance, end of year | <u>\$ 6,372,934</u> | <u>\$ 5,925,389</u> |

In addition, there were \$2,860,560 in commitments to extend credit to officers and directors, including related entities, at December 31, 2019 which are included as part of commitments in Note 13.

Deposits from officers and directors totalled \$8,770,173 and \$8,812,424 at December 31, 2019 and 2018, respectively.

15. Fair Value Measurements:

Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability (an 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 upon the underlying inputs, each fair value measurement in its entirety is reported in one of the 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.

The following disclosures are made in accordance with provisions of GAAP. The use of different assumptions and estimation methods could have a significant effect on fair value amounts. Accordingly, the estimates of fair value herein are not necessarily indicative of the amounts that might be realized in a current market exchange.

SUMMITBANK
NOTES TO FINANCIAL STATEMENTS

The carrying amount and estimated fair value of the Bank's financial instruments are as follows at the dates indicated:

| December 31 2019 | Carrying Amount | Level I | Level II | Level III | Estimated Fair Value |
|---|-----------------|---------------|-------------|-----------|----------------------|
| Assets: | | | | | |
| Cash and cash equivalents | \$ 49,663,072 | \$ 49,663,072 | \$ - | \$ - | \$ 49,663,072 |
| Investment securities available-for-sale | 4,564,748 | - | 4,564,748 | - | 4,564,748 |
| Hedged loans, net of allowance for loan losses | 116,188,004 | - | 116,188,004 | - | 116,188,004 |
| Other loans, net of allowance for loan losses | 321,261,231 | - | 331,249,514 | 360,157 | 331,609,671 |
| Interest receivable | 1,690,381 | - | 1,690,381 | - | 1,690,381 |
| FHLB and PCBB stock | 939,800 | - | 939,800 | - | 939,800 |
| Cash surrender value of bank-owned life insurance | 3,894,696 | - | 3,894,696 | - | 3,894,696 |
| Liabilities: | | | | | |
| Time deposits | 47,119,392 | - | 47,347,315 | - | 47,347,315 |
| Repurchase agreements | 1,706,636 | - | 1,706,636 | - | 1,706,636 |
| Term borrowings | - | - | - | - | - |
| Interest rate swap agreements | 6,218,960 | - | 6,218,960 | - | 6,218,960 |

| December 31 2018 | Carrying Amount | Level I | Level II | Level III | Estimated Fair Value |
|---|-----------------|---------------|-------------|-----------|----------------------|
| Assets: | | | | | |
| Cash and cash equivalents | \$ 56,519,312 | \$ 56,519,312 | \$ - | \$ - | \$ 56,519,312 |
| Investment securities available-for-sale | 3,312,446 | - | 3,312,446 | - | 3,312,446 |
| Hedged loans | 82,897,988 | - | 82,897,988 | - | 82,897,988 |
| Other loans, net of allowance for loan losses | 259,194,877 | - | 263,431,766 | 102,044 | 263,533,810 |
| Interest receivable | 1,398,211 | - | 1,398,211 | - | 1,398,211 |
| FHLB and PCBB stock | 842,900 | - | 842,900 | - | 842,900 |
| Cash surrender value of bank-owned life insurance | 3,800,680 | - | 3,800,680 | - | 3,800,680 |
| Liabilities: | | | | | |
| Time deposits | 19,657,014 | - | 19,754,276 | - | 19,754,276 |
| Repurchase agreements | 1,608,776 | - | 1,608,776 | - | 1,608,776 |
| Term borrowings | - | - | - | - | - |
| Interest rate swap agreements | 405,611 | - | 405,611 | - | 405,611 |

The following methods were used to estimate the fair value of each class of financial instrument above that is measured and recorded at estimated fair value on a recurring basis:

Investment Securities Available-for-Sale – Fair value is estimated using quoted market prices for similar securities.

Hedged Loans – Fair value of hedged fixed-rate loans is estimated by discounting the future cash flows using the current rates at which similar loans would be made to borrowers with similar credit characteristics and for the same remaining maturities.

Interest Rate Swap Agreements – Fair value of interest rate swap agreements is estimated based upon quoted prices for similar instruments in the over the counter swaps market.

The following tables present assets that are measured at estimated fair value on a nonrecurring basis at the dates indicated:

| | | Estimated fair value measurements using | | |
|-------------------|-------------------------------|---|----------|------------|
| | Total estimated fair value | Level I | Level II | Level III |
| December 31 2019 | | | | |
| Reposessed assets | \$ 314,083 | \$ - | \$ - | \$ 314,083 |
| Impaired loans | \$ 360,157 | \$ - | \$ - | \$ 360,157 |
| December 31 2018 | | | | |
| Reposessed assets | \$ 764,670 | \$ - | \$ - | \$ 764,670 |
| Impaired loans | \$ 102,044 | \$ - | \$ - | \$ 102,044 |
| | Valuation technique | Significant unobservable inputs | | |
| Reposessed assets | Market approach | Appraised value of collateral less selling costs | | |
| Impaired loans | Market and income approach | Discounted cash flows or appraised value of collateral less selling costs | | |

The Bank considers third party appraisals in determining the fair value of reposessed assets and impaired loans. Appraisals are adjusted by the Bank in consideration of economic and market conditions that could impact the value of the assets.

The fair values presented above represent management's best estimates based on a range of methodologies and assumptions. Where appropriate, expected cash flows are discounted using an applicable rate considering the time of collection, credit risk, and the discount for the uncertainty of the cash flows.

There were no transfers to or from Level III during 2019 or 2018.

16. Leases:

In August 2019, the Bank entered into a noncancelable operating lease agreement for office space in Portland, Oregon that requires future minimum rental payments. The Bank does not have any operating leases with an initial term of 12 months or less. The Bank's operating lease contains various provisions for increases in rental rates based on a predetermined escalation schedule. The Bank's operating lease also provides the Bank with the option to extend the lease term one or more times following expiration of the initial term. Lease extensions are not reasonably certain, and the Bank generally does not recognize payments occurring during option periods in the calculation of its operating lease right-of-use assets and operating lease liabilities.

The table below presents the lease right-of-use asset and lease liability recorded in the balance sheet as of December 31, 2019:

| | | Balance sheet classification |
|---|------------|------------------------------|
| Operating lease right-of-use asset | \$ 469,728 | Other assets |
| Operating lease liability | 488,928 | Other liabilities |
| Operating lease weighted-average remaining lease term | 4.83 years | |
| Operating lease weighted-average discount rate | 2.54% | |

Costs of the operating lease for year ended December 31, 2019 totalled \$43,245 and are recorded in occupancy and equipment expense in the statements of income.

NOTES TO FINANCIAL STATEMENTS

Supplemental cash flow information – Operating cash flows paid for the operating lease amount included in the measurement of the lease liability were \$24,045 for the year ended December 31, 2019. The following table reconciles the undiscounted cash flows for the periods indicated related to the Bank's operating lease liability as of December 31, 2019:

| Years ending December 31 | | |
|---|--|-------------------|
| 2020 | | \$ 101,760 |
| 2021 | | 104,813 |
| 2022 | | 107,957 |
| 2023 | | 111,196 |
| 2024 | | 95,115 |
| Total minimum lease payments | | 520,841 |
| Less: amount of lease payment representing interest | | (31,913) |
| Lease liability | | <u>\$ 488,928</u> |

17. Regulatory Matters:

The Bank is subject to the regulations of certain federal and state agencies and receives periodic examinations by those regulatory authorities. In addition, the Bank is subject to various regulatory capital requirements administered by federal 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 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 ratios (set forth in the following table below) of Total Tier 1 and Common Equity Tier I capital to risk-weighted assets, and of Tier I capital to leverage assets, all as defined in the regulations. As of December 31, 2019, the most recent notification from the FDIC categorized the Bank as “Well Capitalized” as defined in the regulations. To be categorized as “Well Capitalized”, the Bank must maintain minimum Total risk-based, Tier I and Common Equity Tier 1 risk-based, and Tier I leverage ratios as set forth in the table below. There are no conditions or events since that notification that management believes have changed the Bank's category.

The Bank's actual capital amounts (in thousands) and ratios are as follows at the dates indicated:

| | Actual | | For Capital Adequacy Purposes | | To be Well Capitalized Under Prompt Corrective Action Provisions | |
|--|-----------|--------|-------------------------------|-------|--|--------|
| | Amount | Ratio | Amount | Ratio | Amount | Ratio |
| December 31, 2019 | | | | | | |
| Total capital (to risk-weighted assets) | \$ 52,807 | 11.05% | \$ 38,248 | 8.00% | \$ 47,810 | 10.00% |
| Tier I capital (to risk-weighted assets) | \$ 46,822 | 9.79% | \$ 28,686 | 6.00% | \$ 38,248 | 8.00% |
| Common Equity Tier I (to risk-weighted assets) | \$ 46,822 | 9.79% | \$ 21,515 | 4.50% | \$ 31,077 | 6.50% |
| Tier I capital (to leverage assets) | \$ 46,822 | 9.39% | \$ 19,949 | 4.00% | \$ 24,936 | 5.00% |
| December 31, 2018 | | | | | | |
| Total capital (to risk-weighted assets) | \$ 45,331 | 11.96% | \$ 30,314 | 8.00% | \$ 37,893 | 10.00% |
| Tier I capital (to risk-weighted assets) | \$ 40,588 | 10.71% | \$ 22,736 | 6.00% | \$ 30,314 | 8.00% |
| Common Equity Tier I (to risk-weighted assets) | \$ 40,588 | 10.71% | \$ 17,052 | 4.50% | \$ 24,630 | 6.50% |
| Tier I capital (to leverage assets) | \$ 40,588 | 10.07% | \$ 16,130 | 4.00% | \$ 20,162 | 5.00% |

The Federal Deposit Insurance Corporation has not reviewed these financial statements for accuracy or relevance.

BOARD OF DIRECTORS



RICHARD M. ABRAHAM, MD

Dr. Abraham has been a practicing Emergency and Occupational Medicine physician with Cascade Medical Associates since 1979. He is a founding member of Nova Urgent Care (formally Eugene Urgent Care) walk-in clinics and the medical director of Cascade Health Solutions Occupational Medicine Program. He is a founding Director of the Bank and also serves on the boards of Cascade Health Solutions and McKenzie Willamette Medical Center. He has previously served on the boards of MWMC Foundation, PacificSource, the Health and Safety Institute and the Marist Foundation. Director since 2003.



PATRICIA O. BUEHLER, MD

Dr. Buehler joined Summit Bank Board of Directors in 2016. She is a surgeon specializing in cataract and Lasik surgery and an owner of two small businesses. Dr. Buehler is a managing partner of InFocus Eye Care, a specialty vision correction facility in Bend with 32 employees and an owner of the Bend Surgery Center which has 120 employees. She is active at the St. Charles Health System and is on the board of directors of Lines for Life, a statewide substance abuse and suicide prevention non-profit. Director since 2016.



ALAN V. EVANS

Mr. Evans is a founder and president of Evans, Elder, Brown & Seubert, Inc., a commercial real estate brokerage active in sales, leasing, and development of commercial properties. He is a founding Director of the Bank and also serves on the board of directors of the Arts and Business Alliance of Eugene. Director since 2003.



DANIEL P. HOBIN

Mr. Hobin has more than 25 years of experience building technology companies and currently oversees the strategic direction of G5, a company located in Bend that is a leading provider of digital marketing in the property management sector. He joined the Bank Board of Directors in 2016. Mr. Hobin is a co-founder of the Bend Venture Conference and participates on the advisory board for Oregon State University Cascades. Director since 2016.



ROSS J. KARI

Mr. Kari retired as executive vice president and chief financial officer of Freddie Mac. He currently serves as a Trustee on the University of Oregon's Board of Trustees and is a director of Goldman Sachs BDC. Ross has served as chief financial officer of Fifth Third Bank, Safeco, and Wells Fargo Bank and also as executive vice president and chief operating officer for the Federal Home Loan Bank of San Francisco. Additionally, he served as a director and chair of the audit committee for KKR Financial Holdings LLC, a publicly traded specialty finance company. Director since 2015.



STEVEN J. KORTH

Mr. Korth is a partner and the director of real estate and development for his family business, McKay Investment Company. He has been a Director of the Bank since 2008 and has served on the boards of the Eugene Chamber of Commerce, Lane Metro Partnership, and the Oregon Community Foundation. He is also active in local government, having served on the Mayor of Eugene's Economic Development Committee, the Eugene Enterprise Zone Committee, and as a member of the Eugene School Districts "Shaping 4-J's Future" task force. Director since 2008.



ANN MARIE MEHLUM

Ms. Mehlum is the founding President & Chief Executive Officer of Summit Bank. Prior to re-joining Summit's Board, she served as Associate Administrator of the US Small Business Administration, where she oversaw SBA's loan guarantee programs that together with participating banks all over the country provided access to capital for small businesses and a portfolio that exceeded \$100 billion. She has served on the FDIC Community Bank Advisory Council, the US Treasury CDFI Advisory Board and as President of the Oregon Bankers Association. Locally, she has served on non-profit boards including the United Way of Lane County and the Eugene Area Chamber of Commerce. In 2015, she was inducted into the State of Oregon Bankers Hall of Fame for lifetime contributions to the industry. Initial Director from 2004 to 2013. Current Director since 2017.



J. ANDREW MOORE

Mr. Moore is co-president of Bigfoot Beverages. He has been a Director of the Bank for more than nine years and also serves on the boards of the Oregon Beverage Association, the American Beverage Association, Cascade Health Solutions, Pepsi Northwest Beverages, and the Pepsi-Cola Bottlers Association. Director since 2010.

BOARD OF DIRECTORS



DENNIS G. OREM

Mr. Orem is the CEO of Jerry's Home Improvement Centers located in Eugene and Springfield. He is a founding Director of the Bank and has been an active participant in local, regional, and national industry trade organizations including serving on the boards of the Western Building Materials Association, the Home Center Institute, and the Eugene Chamber of Commerce. Director since 2003.



ANDY J. STORMENT

Mr. Storment is a founding director of the Bank and current Board Vice Chair. He also manages investments in commercial real estate and operating companies primarily in the Northwest. He serves on the boards of Jerry's Home Improvement Centers, The Ford Family Foundation, Oregon21, and Stahlbush Island Farms, Inc. Director since 2003.



CRAIG A. WANICHEK

Mr. Wanichek currently serves as the Bank's President and Chief Executive Officer. Mr. Wanichek joined the Bank in 2009 holding various Executive Management positions including President and Chief Credit Administrator prior to succeeding the Bank's founding CEO in 2013. Mr. Wanichek previously served in several management positions with a local NYSE-traded manufacturing company following seventeen years in banking. He is currently Chairman of the Board of Directors for the Oregon Bankers Association. Mr. Wanichek has served as chair of the Eugene Chamber of Commerce and Cascade Health. Craig represents the state of Oregon on the Independent Community Bankers of America Federal Delegate Board. He is a graduate of the University of Oregon with a Bachelor's degree in Economics. Director since 2013.



R. PAUL WEINHOLD

Mr. Weinhold is the President and Chief Executive Officer of the University of Oregon Foundation. He is a founding Director of the Bank and currently serves as the Board Chair. He has served in leadership roles for a variety of local non-profits and currently serves as the Chair of Oregon21, the local organizing committee that will stage the 2021 IAAF World Track and Field Championships in Eugene. Prior to joining the University of Oregon Foundation, he spent more than twenty years in leadership roles in the commercial insurance industry. Director since 2003.

SUMMIT BANK OFFICES

EUGENE OFFICE

96 EAST BROADWAY
EUGENE, OREGON 97401
541-684-7500

CENTRAL OREGON OFFICE

560 SW COLUMBIA ST.
BEND, OREGON 97702
541-317-8000

PORTLAND OFFICE

222 SW COLUMBIA, SUITE 200
PORTLAND, OREGON 97201
971-940-1911

INVESTOR INFORMATION

SCOTT GOLDSTEIN
541-684-7505
sgoldstein@sbko.bank

sbko.bank

Stock Symbol: SBKO

This Page Intentionally Left Blank

SUMMIT BANK TEAM

EUGENE OFFICE

SHELLY ADAIR, EFG Accounts Collections Associate
MIKE ALBIN, Technology Support Specialist I
LINDA ALGER, EFG Account Manager
RACHEL ARBOGAST, Teller Coordinator
THOMAS BALL, Associate Business Client Advisor
MARY BARTLETT, VP Business Client Advisor
NATASHA BATES, Support Specialist I
JENNY BENNETT, SVP Marketing & Business Dev.
MONTANA BLACKWELL, Client Services Representative I
SUZY BOOSINGER, Concierge Banker
MEGAN BROWN, HR Specialist
PIOTREK BUCIARSKI, VP Business Client Advisor
JORDAN BURCHAM, Associate Business Client Advisor
MACAELA BURKE, Client Services Advisor
RACHAEL CRAWFORD, Branch Operations Supervisor
VICKIE CUSSINS, Corporate Secretary & Admin. Officer
DARRYL DARE, VP Information Technology Services
JULIE DEATON, Business Client Service Specialist I
MELANIE ELMORE, SBA Portfolio Associate
BETHANY EVELETH, Marketing Assistant
TRACI FOURNIER, Online Banking Team Lead
DARVIN FOWLER, VP Business Client Advisor
WESLEY GODELL, Finance Associate
RODNEY GOEBEL, Business Client Courier
SCOTT GOLDSTEIN, SVP Chief Financial Officer
SEAN GUO, Associate Business Client Advisor
CHRIS HEMMINGS, SVP Chief Administrative Officer
KAREN (Kelly) HOECK, Senior Client Services Representative
ASHLEY HORNER, VP SBA Program Administrator
JAMES JOHNSON, Equipment Finance Program Manager
KAITLYNN JOURNEY, Client Services Advisor
CHRIS KLINE, VP Business Client Advisor
STACY KOOS, SVP Commercial Banking Team Leader
EDWARD LACKINGTON, EFG Account Manager
TRACEY LARSON, Loan Operations Manager

MICHAELA MARCOTTE, Director Human Resources
HANS MCKNIGHT, Treasury Management Officer
VICKI MERAY, Senior Business Client Services Specialist
KATHY METZLER, Senior Business Client Services Specialist
LAUREN MICHELSON, Universal Banker
TERRI MITCHELL, Support Specialist II
SUZETTE MOLINSKI, AVP EFG Account Manager
LEAH MORTENSEN, Business Client Services Specialist II
TANNER NELSON, SBA Portfolio Associate
JACK OMLIN, Operations Team Lead
JACOB PAINTER, Portfolio Manager
CHRISTINE PERLOW, Associate Business Client Advisor
PAM PLILER, AVP Compliance/Risk Manager
SHIVONNE ROBINSON, Client Services Representative I
RAMONA RUDEK, EFG Account Support Specialist
SEAN RUIZ, Technology Support Specialist II
KYLE SHAVERE, Credit Administration Associate
ANTOINETTE SPRAGUE, Business Client Service Representative I
CARRIE STAMOS, EFG Account Manager
LEAKSMEY STRUEBY, Business Client Services Specialist I
DEEANNE THOMAS, VP Central Operations Manager
CHLOE TIRABASSO, Associate Business Client Advisor
ARIANA TRUJILLO, Support Specialist
HEATHER WALING, Business Client Services Specialist II
CRAIG WANICHEK, President & Chief Executive Officer
SKYANN WEAVER, Administrative Coordinator
SHAELA WESTOVER, SBA Administrative Specialist
WILLIAM WHALEN, SVP Chief Credit Officer
MIRANDA WILLIAMS, Client Services Representative II
TATIANA WINDON, Support Specialist II – Card Operations
RENDA WOLFORD, VP Director of Operations
JAMIE YAGER, Relationship Banking Officer
HILARY YOUNG, EFG Account Support Specialist II
ANGIE ZASH, Controller

CENTRAL OREGON OFFICE

RACHAEL BAKER, AVP Portfolio Manager
JOHN BOYLEN, VP Business Client Advisor
CARLYN CARMICHAEL, VP Business Client Advisor
GALAN CARTER, Associate Business Client Advisor
DAVID COMER, Client Services Advisor
MICHELLE CROSS, Associate Business Client Advisor
JILL CUMMINGS, VP Market Development Officer
MELINDA DEHART, Business Client Courier

REXANNE DOVE, Commercial Loan Support Specialist
JEAN MILLER, AVP Branch Operations Supervisor
SARAH MILLER, Business Banking Associate
GARY O'CONNELL, SVP Central Oregon Market President
MARY RAISANEN, Business Client Concierge
MICHAEL SANDBERG, Senior Client Services Advisor
AL STEINHAUS, VP Business Client Advisor

PORTLAND OFFICE

CAROL BRADLEY, Branch Operations Supervisor
PHILLIP CZAJKA, AVP Portfolio Manager
WINNI DRAKE, Loan Operations Executive Administrator
KEVIN HOLMQUIST, VP Business Client Advisor
CLAYTON JIMENEZ, Portfolio Manager

ROCHELLE LUNSFORD, Client Services Advisor
BRIAN THOMAS, VP Business Client Advisor
STEVE WATTS, SVP Commercial Banking Team Leader
GABE WELLS, VP Business Client Advisor
EMILY WEVER, Cash Management Officer





SUMMITBANK

www.SBKO.bank

Member
FDIC

