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

## FORM 10-Q

For the quarterly period ended September 30, 2021
or
TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934 For the transition period from $\qquad$ to $\qquad$ .

Commission File Number 0-16587
Summit

Summit Financial Group, Inc.
(Exact name of registrant as specified in its charter)
West Virginia
(State or other jurisdiction of
incorporation or organization)

300 North Main Street
Moorefield West Virginia
(Address of principal executive offices)

55-0672148
(IRS Employer
Identification No.)

26836
(Zip Code)
(304) 530-1000
(Registrant's telephone number, including area code)
Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Sections 13 or 15 (d) of the Securities and Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes $\square \quad$ No $\square$

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files).

Yes $\square \quad$ No $\square$

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer", "accelerated filer", "smaller reporting company" and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer $0 \quad$ Accelerated filer $\square$ Non-accelerated filer 0 Smaller reporting company $\square \quad$ Emerging growth company $\square$

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. o

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

$$
\text { Yes } \square \quad \text { No } \square
$$

Title of each class
Common Stock, Par Value $\$ 2.50$ per share

Trading Symbol(s) SMMF

Name of each exchange on which registered NASDAQ Global Select Market

Indicate the number of shares outstanding of each of the issuer's classes of Common Stock as of the latest practicable date.
Common Stock, $\mathbf{\$ 2 . 5 0}$ par value
13,003,145 shares outstanding as of November 3, 2021

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## Item 1. Financial Statements

## Consolidated Balance Sheets (unaudited)

|  | $\begin{gathered} \text { September 30, } \\ 2021 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2020 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Dollars in thousands, except per share amounts |  | udited) |  | (*) |
| ASSETS |  |  |  |  |
| Cash and due from banks | \$ | 21,247 | \$ | 19,522 |
| Interest bearing deposits with other banks |  | 189,862 |  | 80,265 |
| Cash and cash equivalents |  | 211,109 |  | 99,787 |
| Debt securities available for sale (at fair value) |  | 424,741 |  | 286,127 |
| Debt securities held to maturity (at amortized cost; estimated fair value - \$100,793-2021, \$103,157- 2020) |  | 98,528 |  | 99,914 |
| Less: allowance for credit losses |  | - |  | - |
| Debt securities held to maturity, net |  | 98,528 |  | 99,914 |
| Other investments |  | 10,649 |  | 14,185 |
| Loans held for sale |  | 1,393 |  | 1,998 |
| Loans, net of unearned fees |  | 2,554,110 |  | 2,412,153 |
| Less: allowance for credit losses |  | $(32,406)$ |  | $(32,246)$ |
| Loans, net |  | 2,521,704 |  | 2,379,907 |
| Property held for sale |  | 12,450 |  | 15,588 |
| Premises and equipment, net |  | 56,818 |  | 52,537 |
| Accrued interest and fees receivable |  | 10,484 |  | 11,989 |
| Goodwill and other intangible assets, net |  | 63,977 |  | 55,123 |
| Cash surrender value of life insurance policies and annuities |  | 60,241 |  | 59,438 |
| Other assets |  | 36,857 |  | 29,791 |
| Total assets | \$ | 3,508,951 | \$ | 3,106,384 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |
| Liabilities |  |  |  |  |
| Deposits |  |  |  |  |
| Non-interest bearing | \$ | 575,542 | \$ | 440,818 |
| Interest bearing |  | 2,380,398 |  | 2,154,833 |
| Total deposits |  | 2,955,940 |  | 2,595,651 |
| Short-term borrowings |  | 140,146 |  | 140,146 |
| Long-term borrowings |  | 684 |  | 699 |
| Subordinated debentures |  | 29,466 |  | 29,364 |
| Subordinated debentures owed to unconsolidated subsidiary trusts |  | 19,589 |  | 19,589 |
| Other liabilities |  | 39,837 |  | 39,355 |
| Total liabilities |  | 3,185,662 |  | 2,824,804 |
| Commitments and Contingencies |  |  |  |  |
| Shareholders' Equity |  |  |  |  |
| Preferred stock, \$1.00 par value, authorized 250,000 shares; issued: 2021-1,500 |  | 14,920 |  | - |
| Common stock and related surplus, $\$ 2.50$ par value; authorized 20,000,000 shares; issued: 2021 13,003,145 shares and 2020-12,985,708 shares; outstanding: 2021-12,976,693 shares and $2020-$ 12,942,004 |  | 95,863 |  | 94,964 |
| Unallocated common stock held by Employee Stock Ownership Plan - 2021-26,452 shares and 2020 43,704 shares |  | (285) |  | (472) |
| Retained earnings |  | 207,703 |  | 181,643 |
| Accumulated other comprehensive income |  | 5,088 |  | 5,445 |
| Total shareholders' equity |  | 323,289 |  | 281,580 |
| Total liabilities and shareholders' equity | \$ | 3,508,951 | \$ | 3,106,384 |

(*) - Derived from audited consolidated financial statements
See Notes to Consolidated Financial Statements

## Consolidated Statements of Income (unaudited)

|  | For the Three Months Ended September 30, |  |  |  | For the Nine Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Dollars in thousands, except per share amounts | 2021 |  | 2020 |  | 2021 |  | 2020 |  |
| Interest income |  |  |  |  |  |  |  |  |
| Interest and fees on loans |  |  |  |  |  |  |  |  |
| Taxable | \$ | 28,340 | \$ | 26,656 | \$ | 83,352 | \$ | 77,211 |
| Tax-exempt |  | 76 |  | 151 |  | 299 |  | 455 |
| Interest and dividends on securities |  |  |  |  |  |  |  |  |
| Taxable |  | 1,432 |  | 1,445 |  | 4,078 |  | 4,656 |
| Tax-exempt |  | 916 |  | 937 |  | 2,629 |  | 2,288 |
| Interest on interest bearing deposits with other banks |  | 118 |  | 57 |  | 240 |  | 216 |
| Total interest income |  | 30,882 |  | 29,246 |  | 90,598 |  | 84,826 |
| Interest expense |  |  |  |  |  |  |  |  |
| Interest on deposits |  | 1,832 |  | 3,552 |  | 6,464 |  | 13,088 |
| Interest on short-term borrowings |  | 470 |  | 734 |  | 1,404 |  | 1,863 |
| Interest on long-term borrowings and subordinated debentures |  | 543 |  | 194 |  | 1,631 |  | 600 |
| Total interest expense |  | 2,845 |  | 4,480 |  | 9,499 |  | 15,551 |
| Net interest income |  | 28,037 |  | 24,766 |  | 81,099 |  | 69,275 |
| Provision for credit losses |  | - |  | 3,250 |  | 2,500 |  | 11,500 |
| Net interest income after provision for credit losses |  | 28,037 |  | 21,516 |  | 78,599 |  | 57,775 |
| Noninterest income |  |  |  |  |  |  |  |  |
| Trust and wealth management fees |  | 718 |  | 622 |  | 2,039 |  | 1,870 |
| Mortgage origination revenue |  | 742 |  | 780 |  | 2,638 |  | 1,636 |
| Service charges on deposit accounts |  | 1,338 |  | 1,138 |  | 3,530 |  | 3,283 |
| Bank card revenue |  | 1,509 |  | 1,237 |  | 4,369 |  | 3,257 |
| Realized securities gains (losses), net |  | (68) |  | 1,522 |  | 534 |  | 2,560 |
| Bank owned life insurance and annuities income |  | 160 |  | 795 |  | 733 |  | 1,334 |
| Other |  | 168 |  | 113 |  | 413 |  | 367 |
| Total noninterest income |  | 4,567 |  | 6,207 |  | 14,256 |  | 14,307 |
| Noninterest expenses |  |  |  |  |  |  |  |  |
| Salaries, commissions and employee benefits |  | 8,745 |  | 8,108 |  | 25,410 |  | 23,709 |
| Net occupancy expense |  | 1,254 |  | 1,057 |  | 3,559 |  | 2,917 |
| Equipment expense |  | 1,908 |  | 1,474 |  | 5,088 |  | 4,263 |
| Professional fees |  | 374 |  | 364 |  | 1,140 |  | 1,168 |
| Advertising and public relations |  | 254 |  | 145 |  | 482 |  | 389 |
| Amortization of intangibles |  | 390 |  | 412 |  | 1,176 |  | 1,251 |
| FDIC premiums |  | 354 |  | 320 |  | 1,119 |  | 595 |
| Bank card expense |  | 705 |  | 589 |  | 1,964 |  | 1,652 |
| Foreclosed properties expense |  | 370 |  | 607 |  | 1,342 |  | 1,815 |
| Acquisition-related expenses |  | 273 |  | 28 |  | 1,167 |  | 1,453 |
| Other |  | 2,716 |  | 2,405 |  | 8,365 |  | 6,493 |
| Total noninterest expenses |  | 17,343 |  | 15,509 |  | 50,812 |  | 45,705 |
| Income before income tax expense |  | 15,261 |  | 12,214 |  | 42,043 |  | 26,377 |
| Income tax expense |  | 3,023 |  | 2,594 |  | 8,886 |  | 5,302 |
| Net income |  | 12,238 |  | 9,620 |  | 33,157 |  | 21,075 |
| Dividends on preferred shares |  | 225 |  | - |  | 364 |  | - |
| Net income applicable to common shares | \$ | 12,013 | \$ | 9,620 | \$ | 32,793 | \$ | 21,075 |
| Basic earnings per common share | \$ | 0.93 | \$ | 0.74 | \$ | 2.53 | \$ | 1.63 |
| Diluted earnings per common share | \$ | 0.92 | \$ | 0.74 | \$ | 2.52 | \$ | 1.62 |

See Notes to Consolidated Financial Statements

## Consolidated Statements of Comprehensive Income (unaudited)

| Dollars in thousands | For the Three Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2021 |  | 2020 |  |
| Net income | \$ | 12,238 | \$ | 9,620 |
| Other comprehensive (loss) income: |  |  |  |  |
| Net unrealized gain on cashflow hedge of: 2021-\$907, net of deferred taxes of \$218; 2020-\$555, net of deferred taxes of $\$ 133$ |  | 689 |  | 422 |
| Net unrealized (loss) gain on securities available for sale of: 2021-\$(3,555), net of deferred taxes of $\$(853)$ and reclassification adjustment for net realized losses included in net income of $\$(68)$, net of tax of $\$(16)$; $2020-\$ 587$, net of deferred taxes of $\$ 141$ and reclassification adjustment for net realized gains included in net income of \$1,522, net of tax of \$365 |  | $(2,702)$ |  | 446 |
| Total other comprehensive (loss) income |  | $(2,013)$ |  | 868 |
| Total comprehensive income | \$ | 10,225 | \$ | 10,488 |


| Dollars in thousands | For the Nine Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2021 |  | 2020 |  |
| Net income | \$ | 33,157 | \$ | 21,075 |
| Other comprehensive (loss) income: |  |  |  |  |
| Net unrealized gain (loss) on cashflow hedge of: 2021-\$5,242, net of deferred taxes of $\$ 1,258 ; 2020-\$ 1,943$, net of deferred taxes of $\$(466)$ |  | 3,984 |  | $(1,477)$ |
| Net unrealized (loss) gain on securities available for sale of: <br> 2021-\$(5,712), net of deferred taxes of $\$(1,371)$ and reclassification adjustment for net realized gains included in net income of $\$ 534$, net of tax of $\$ 128 ; 2020-\$ 4,121$, net of deferred taxes of $\$ 989$ and reclassification adjustment for net realized gains included in net income of $\$ 2,560$, net of tax of $\$ 614$ |  | $(4,341)$ |  | 3,132 |
| Total other comprehensive (loss) income |  | (357) |  | 1,655 |
| Total comprehensive income | \$ | 32,800 | \$ | 22,730 |

## Consolidated Statements of Shareholders' Equity (unaudited)

| Dollars in thousands, except per share amounts | Preferred <br> Stock and Related Surplus |  | Common Stock and Related Surplus |  | Unallocated <br> Common <br> Stock Held <br> by ESOP |  | Retained Earnings |  | Accumulated Other Comprehensive Income |  | Total Shareholders Equity |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance June 30, 2021 | \$ | 14,920 | \$ | 95,511 | \$ | (347) | \$ | 198,022 | \$ | 7,101 | \$ | 315,207 |
| Three Months Ended September 30, 2021 |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income |  | - |  | - |  | - |  | 12,238 |  | - |  | 12,238 |
| Other comprehensive loss |  | - |  | - |  | - |  | - |  | $(2,013)$ |  | $(2,013)$ |
| Exercise of stock options - 5,000 shares |  | - |  | 13 |  | - |  | - |  | - |  | 13 |
| Share-based compensation expense |  | - |  | 195 |  | - |  | - |  | - |  | 195 |
| Unallocated ESOP shares committed to be released - 5,751 shares |  | - |  | 72 |  | 62 |  | - |  | - |  | 134 |
| Common stock issuances from reinvested dividends - 2,885 shares |  | - |  | 72 |  | - |  | - |  | - |  | 72 |
| Preferred stock cash dividends declared |  | - |  | - |  | - |  | (225) |  | - |  | (225) |
| Common stock cash dividends declared (\$0.18 per share) |  | - |  | - |  | - |  | $(2,332)$ |  | - |  | $(2,332)$ |
| Balance, September 30, 2021 | \$ | 14,920 | \$ | 95,863 | \$ | (285) | \$ | 207,703 | \$ | 5,088 | \$ | 323,289 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance June 30, 2020 | \$ | - | \$ | 94,539 | \$ | (593) | \$ | 166,163 | \$ | 3,322 | \$ | 263,431 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Three Months Ended September 30, 2020 |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income |  | - |  | - |  | - |  | 9,620 |  | - |  | 9,620 |
| Other comprehensive income |  |  |  | - |  | - |  | - |  | 868 |  | 868 |
| Share-based compensation expense |  | - |  | 79 |  | - |  | - |  | - |  | 79 |
| Unallocated ESOP shares committed to be released - 5,599 shares |  | - |  | 27 |  | 61 |  | - |  | - |  | 88 |
| Common stock issuances from reinvested dividends $-4,771$ shares |  | - |  | 72 |  | - |  | - |  | - |  | 72 |
| Common stock cash dividends declared (\$0.17 per share) |  | - |  | - |  | - |  | $(2,195)$ |  | - |  | $(2,195)$ |
| Balance, September 30, 2020 | \$ | - | \$ | 94,717 | \$ | (532) | \$ | 173,588 | \$ | 4,190 | \$ | 271,963 |

## Consolidated Statements of Shareholders' Equity (unaudited)

| Dollars in thousands, except per share amounts | Preferred Stock and Related Surplus |  | Common <br> Stock and Related Surplus |  | Unallocated Common Stock Held by ESOP |  | Retained Earnings |  | Accumulated Other Comprehensive Income |  | Total <br> Shareholders Equity |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance December 31, 2020 | \$ | - | \$ | 94,964 | \$ | (472) | \$ | 181,643 | \$ | 5,445 | \$ | 281,580 |
| Nine Months Ended September 30, 2021 |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income |  | - |  | - |  | - |  | 33,157 |  | - |  | 33,157 |
| Other comprehensive loss |  | - |  | - |  | - |  | - |  | (357) |  | (357) |
| Exercise of stock options and SARs - 5,380 shares |  | - |  | 13 |  | - |  | - |  | - |  | 13 |
| Vesting of RSUs - 3,400 shares |  | - |  | - |  | - |  | - |  | - |  | - |
| Share-based compensation expense |  | - |  | 448 |  | - |  | - |  | - |  | 448 |
| Issuance of 1,500 shares of preferred stock, net of issuance costs |  | 14,920 |  | - |  | - |  | - |  | - |  | 14,920 |
| Unallocated ESOP shares committed to be released - 17,252 shares |  | - |  | 225 |  | 187 |  | - |  | - |  | 412 |
| Common stock issuances from reinvested dividends - 8,657 shares |  | - |  | 213 |  | - |  | - |  | - |  | 213 |
| Preferred stock cash dividends declared |  | - |  | - |  | - |  | (364) |  | - |  | (364) |
| Common stock cash dividends declared (\$0.52 per share) |  | - |  | - |  | - |  | $(6,733)$ |  | - |  | $(6,733)$ |
| Balance, September 30, 2021 | \$ | 14,920 | \$ | 95,863 | \$ | (285) | \$ | 207,703 | \$ | 5,088 | \$ | 323,289 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance December 31, 2019 | \$ | - | \$ | 80,084 | \$ | (714) | \$ | 165,859 | \$ | 2,535 | \$ | 247,764 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Nine Months Ended September 30, 2020 |  |  |  |  |  |  |  |  |  |  |  |  |
| Impact of adoption of ASC 326 |  | - |  | - |  | - |  | $(6,756)$ |  | - | \$ | $(6,756)$ |
| Net income |  | - |  | - |  | - |  | 21,075 |  | - |  | 21,075 |
| Other comprehensive income |  | - |  | - |  | - |  | - |  | 1,655 |  | 1,655 |
| Vesting of RSUs - 651 shares |  | - |  | - |  | - |  | - |  | - |  | - |
| Share-based compensation expense |  | - |  | 402 |  | - |  | - |  | - |  | 402 |
| Unallocated ESOP shares committed to be released - 16,797 shares |  | - |  | 128 |  | 182 |  | - |  | - |  | 310 |
| Retirement of 75,333 shares of common stock |  | - |  | $(1,444)$ |  | - |  | - |  | - |  | $(1,444)$ |
| Acquisition of Cornerstone Financial Services, Inc. - 570,000 shares, net of issuance costs |  | - |  | 15,354 |  | - |  | - |  | - |  | 15,354 |
| Common stock issuances from reinvested dividends - 11,758 shares |  | - |  | 193 |  | - |  | - |  | - |  | 193 |
| Common stock cash dividends declared (\$0.51 per share) |  | - |  | - |  | - |  | $(6,590)$ |  | - |  | $(6,590)$ |
| Balance, September 30, 2020 | \$ | - | \$ | 94,717 | \$ | (532) | \$ | 173,588 | \$ | 4,190 | \$ | 271,963 |

[^0]
## Consolidated Statements of Cash Flows (unaudited)

| Dollars in thousands | Nine Months Ended |  |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { September 30, } \\ 2021 \end{gathered}$ | $\begin{gathered} \hline \text { September 30, } \\ 2020 \end{gathered}$ |
| Cash Flows from Operating Activities |  |  |
| Net income | \$ 33,157 | 21,075 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |
| Depreciation | 2,650 | 2,359 |
| Provision for credit losses | 2,500 | 11,500 |
| Share-based compensation expense | 448 | 402 |
| Deferred income tax benefit | 44 | $(3,459)$ |
| Loans originated for sale | $(94,025)$ | $(64,279)$ |
| Proceeds from sale of loans | 96,519 | 64,195 |
| Gains on loans held for sale | $(1,890)$ | $(1,135)$ |
| Realized securities gains, net | (534) | $(2,560)$ |
| Loss (gain) on disposal of assets | 113 | (167) |
| Write-downs of foreclosed properties | 1,006 | 1,719 |
| Amortization of securities premiums, net | 3,163 | 2,135 |
| Accretion related to acquisitions, net | $(1,271)$ | $(1,133)$ |
| Amortization of intangibles | 1,176 | 1,251 |
| Earnings on bank owned life insurance and annuities | (803) | $(1,413)$ |
| Decrease (increase) in accrued interest receivable | 1,657 | $(1,617)$ |
| Increase in other assets | (207) | (48) |
| Increase (decrease) in other liabilities | 642 | $(1,225)$ |
| Net cash provided by operating activities | 44,345 | 27,600 |
| Cash Flows from Investing Activities |  |  |
| Proceeds from maturities and calls of debt securities available for sale | 6,455 | 2,810 |
| Proceeds from maturities and calls of held to maturity securities | - | 1,000 |
| Proceeds from sales of debt securities available for sale | 15,704 | 105,597 |
| Principal payments received on debt securities available for sale | 22,925 | 17,952 |
| Purchases of debt securities available for sale | $(190,653)$ | $(52,783)$ |
| Purchases of held to maturity securities | - | $(93,234)$ |
| Purchases of other investments | (343) | $(14,245)$ |
| Proceeds from redemptions of other investments | 3,139 | 16,461 |
| Net loan originations | $(90,086)$ | $(264,600)$ |
| Purchases of premises and equipment | $(3,683)$ | $(8,077)$ |
| Proceeds from disposal of premises and equipment | 59 | 9 |
| Improvements to property held for sale | 100 | $(1,249)$ |
| Proceeds from sales of repossessed assets \& property held for sale | 2,457 | 2,007 |
| Purchase of life insurance contracts and annuities | - | $(9,298)$ |
| Cash and cash equivalents from acquisitions, net of cash consideration paid 2021-\$9,807 2020\$27,215 | 95,699 | 183,688 |
| Net cash used in investing activities | $(138,227)$ | $(113,962)$ |
| Cash Flows from Financing Activities |  |  |
| Net increase in demand deposit, NOW and savings accounts | 275,730 | 307,957 |
| Net decrease in time deposits | $(78,560)$ | $(130,841)$ |
| Net decrease in short-term borrowings | - | $(59,199)$ |
| Repayment of long-term borrowings | (15) | (14) |
| Proceeds from subordinated debt, net of issuance costs | - | 29,336 |
| Purchase of interest rate cap | - | $(5,850)$ |
| Proceeds from issuance of common stock, net of issuance costs | 213 | 105 |
| Proceeds from issuance of preferred stock, net of issuance costs | 14,920 | - |
| Purchase and retirement of common stock | - | $(1,444)$ |
| Exercise of stock options | 13 | - |
| Dividends paid on common stock | $(6,733)$ | $(6,590)$ |
| Dividends paid on preferred stock | (364) | - |
| Net cash provided by financing activities | 205,204 | 133,460 |
| Increase in cash and cash equivalents | 111,322 | 47,098 |

[^1]
## See Notes to Consolidated Financial Statements

## Consolidated Statements of Cash Flows (unaudited) - continued

| Dollars in thousands | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { September 30, } \\ 2021 \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2020 \end{gathered}$ |  |
| Cash and cash equivalents: |  |  |  |  |
| Beginning |  | 99,787 |  | 61,888 |
| Ending | \$ | 211,109 | \$ | 108,986 |
|  |  |  |  |  |
| Supplemental Disclosures of Cash Flow Information |  |  |  |  |
| Cash payments for: |  |  |  |  |
| Interest | \$ | 9,671 | \$ | 15,887 |
| Income taxes | \$ | 9,017 | \$ | 9,145 |
|  |  |  |  |  |
| Supplemental Disclosures of Noncash Investing and Financing Activities |  |  |  |  |
| Real property and other assets acquired in settlement of loans | \$ | 532 | \$ | 902 |
| Right of use assets obtained in exchange for lease obligations | \$ | 1,950 | \$ | 3,293 |
|  |  |  |  |  |
| Supplemental Disclosures of Noncash Transactions Included in Acquisition |  |  |  |  |
| Assets acquired | \$ | 58,054 | \$ | 171,645 |
| Liabilities assumed | \$ | 164,085 | \$ | 365,379 |

## NOTE 1. BASIS OF PRESENTATION

We, Summit Financial Group, Inc. and subsidiaries, prepare our consolidated financial statements in accordance with accounting principles generally accepted in the United States of America for interim financial information and with instructions to Form 10-Q and Regulation S-X. Accordingly, they do not include all the information and footnotes required by accounting principles generally accepted in the United States of America for annual year end financial statements. In our opinion, all adjustments considered necessary for a fair presentation have been included and are of a normal recurring nature.

The presentation of financial statements in conformity with accounting principles generally accepted in the United States of America requires us to make estimates and assumptions that affect the reported amounts of assets and liabilities and 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 materially from these estimates. You should carefully consider each risk factor discussed in Part I, "Item 1A. Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2020.

Certain amounts in the prior financial statements have been reclassified to conform to the current year presentation. Such reclassifications were immaterial and had no impact on total shareholders' equity or net income for any period.

The results of operations for the three and nine months ended September 30, 2021 are not necessarily indicative of the results to be expected for the full year. The consolidated financial statements and notes included herein should be read in conjunction with our 2020 audited financial statements and Annual Report on Form 10-K.

## NOTE 2. SIGNIFICANT NEW AUTHORITATIVE ACCOUNTING GUIDANCE

## Recently Adopted

In December 2019, the FASB issued ASU 2019-12, Income Taxes (Topic 740) - Simplifying the Accounting for Income Taxes. The ASU is expected to reduce cost and complexity related to the accounting for income taxes by removing specific exceptions to general principles in Topic 740 (eliminating the need for an organization to analyze whether certain exceptions apply in a given period) and improving financial statement preparers' application of certain income tax-related guidance. This ASU is part of the FASB's simplification initiative to make narrow-scope simplifications and improvements to accounting standards through a series of short-term projects. For public business entities, the amendments are effective for fiscal years beginning after December 15, 2020. The adoption of ASU 2019-12 did not have a material impact on our consolidated financial statements.

In January 2020, the FASB issued ASU 2020-01, Investments - Equity Securities (Topic 321), Investments - Equity Method and Joint Ventures (Topic 323), and Derivatives and Hedging (Topic 815) - Clarifying the Interactions between Topic 321, Topic 323, and Topic 815. For public business entities, the amendments in the ASU are effective for fiscal years beginning after December 15, 2020. The adoption of ASU 2020-01 did not have a material impact on our consolidated financial statements.

In October 2020, the FASB issued ASU 2020-08 Codification Improvements to Subtopic 310-20, Receivables - Nonrefundable fees and Other Costs which clarifies that an entity should reevaluate whether a callable debt security is within the scope of ASC paragraph 310-20-35-33 for each reporting period. For public business entities, the ASU is effective for fiscal years beginning after December 15, 2021, and interim periods within those fiscal years. Early adoption is not permitted. All entities should apply ASU No. 2020-08 on a prospective basis as of the beginning of the period of adoption for existing or newly purchased callable debt securities. The adoption of ASU 2020-08 did not have a material impact on our consolidated financial statements.

## Pending Adoption

In March 2020, the Financial Accounting Standards Board (FASB) issued ASU 2020-04 Reference Rate Reform (Topic 848): Facilitation of the Effects of Reference Rate Reform on Financial Reporting which provides temporary optional guidance to ease the potential burden in accounting for reference rate reform. The ASU provides optional expedients and exceptions for applying generally accepted accounting principles to contract modifications and hedging relationships, subject to meeting certain criteria, that reference LIBOR or another reference rate expected to be discontinued. It is intended to help stakeholders during the global market-wide reference rate transition period. The guidance is effective for all entities as of March 12,2020 through December 31, 2022. At this time, we do not anticipate any material adverse impact to our business operation or financial results during the period of transition.

## NOTE 3. FAIR VALUE MEASUREMENTS

The table below presents the recorded amount of assets and liabilities measured at fair value on a recurring basis.

|  |  | Balance at <br> Dollars in thousands |  | Fair Value Measurements Using: |
| :--- | :--- | :--- | :--- | :--- |
| September 30, 2021 |  |  |  |  |

We may be required, from time to time, to measure certain assets at fair value on a nonrecurring basis in accordance with U.S. generally accepted accounting principles. These include assets that are measured at the lower of cost or market that were recognized at fair value below cost at the end of the period. Assets measured at fair value on a nonrecurring basis are included in the table below.

| Dollars in thousands | Balance at September 30, 2021 |  | Fair Value Measurements Using: |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Level 1 |  | Level 2 |  | Level 3 |  |
| Residential mortgage loans held for sale | \$ | 1,393 | \$ | - | \$ | 1,393 | \$ | - |
|  |  |  |  |  |  |  |  |  |
| Collateral-dependent loans with an ACLL |  |  |  |  |  |  |  |  |
| Commercial real estate | \$ | 2,417 | \$ | - | \$ | 2,417 | \$ | - |
| Construction and development |  | 318 |  | - |  | 318 |  | - |
| Residential real estate |  | 526 |  | - |  | 304 |  | 222 |
| Total collateral-dependent loans with an ACLL | \$ | 3,261 | \$ | - | \$ | 3,039 | \$ | 222 |
|  |  |  |  |  |  |  |  |  |
| Property held for sale |  |  |  |  |  |  |  |  |
| Commercial real estate | \$ | 1,548 | \$ | - | \$ | 1,548 | \$ | - |
| Construction and development |  | 9,636 |  | - |  | 9,142 |  | 494 |
| Residential real estate |  | 27 |  | - |  | 27 |  | - |
| Total property held for sale | \$ | 11,211 | \$ | - | \$ | 10,717 | \$ | 494 |


| Dollars in thousands | Balance at <br> December 31, 2020 |  | Fair Value Measurements Using: |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Level 1 |  | Level 2 |  | Level 3 |  |
| Residential mortgage loans held for sale | \$ | 1,998 | \$ | - | \$ | 1,998 | \$ | - |
|  |  |  |  |  |  |  |  |  |
| Collateral-dependent impaired loans |  |  |  |  |  |  |  |  |
| Commercial | \$ | 8 | \$ | - | \$ | 8 | \$ | - |
| Commercial real estate |  | 9,914 |  | - |  | 9,914 |  | - |
| Construction and development |  | 1,576 |  | - |  | 1,576 |  | - |
| Residential real estate |  | 597 |  | - |  | 597 |  | - |
| Total collateral-dependent impaired loans | \$ | 12,095 | \$ | - | \$ | 12,095 | \$ | - |
|  |  |  |  |  |  |  |  |  |
| Property held for sale |  |  |  |  |  |  |  |  |
| Commercial real estate | \$ | 1,557 | \$ | - | \$ | 1,557 | \$ | - |
| Construction and development |  | 11,595 |  | - |  | 10,974 |  | 621 |
| Residential real estate |  | 476 |  | - |  | 476 |  | - |
| Total property held for sale | \$ | 13,628 | \$ | - | \$ | 13,007 | \$ | 621 |

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The carrying values and estimated fair values of our financial instruments are summarized below:

| Dollars in thousands | September 30, 2021 |  |  |  | Fair Value Measurements Using: |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Carrying Value |  | EstimatedFairValue |  | Level 1 |  | Level 2 |  | Level 3 |  |
| Financial assets |  |  |  |  |  |  |  |  |  |  |
| Cash and cash equivalents | \$ | 211,109 | \$ | 211,109 | \$ | - | \$ | 211,109 | \$ | - |
| Debt securities available for sale |  | 424,741 |  | 424,741 |  | - |  | 424,741 |  | - |
| Debt securities held to maturity |  | 98,528 |  | 100,793 |  | - |  | 100,793 |  | - |
| Other investments |  | 10,649 |  | 10,649 |  | - |  | 10,649 |  | - |
| Loans held for sale, net |  | 1,393 |  | 1,393 |  | - |  | 1,393 |  | - |
| Loans, net |  | 2,521,704 |  | 2,519,969 |  | - |  | 3,039 |  | 2,516,930 |
| Accrued interest receivable |  | 10,484 |  | 10,484 |  | - |  | 10,484 |  | - |
| Cash surrender value of life insurance policies and annuities |  | 60,241 |  | 60,241 |  | - |  | 60,241 |  | - |
| Derivative financial assets |  | 10,380 |  | 10,380 |  | - |  | 10,380 |  | - |
|  | \$ | 3,349,229 | \$ | 3,349,759 | \$ | - | \$ | 832,829 | \$ | 2,516,930 |
| Financial liabilities |  |  |  |  |  |  |  |  |  |  |
| Deposits | \$ | 2,955,940 | \$ | 2,956,162 | \$ | - | \$ | 2,956,162 | \$ | - |
| Short-term borrowings |  | 140,146 |  | 140,146 |  | - |  | 140,146 |  | - |
| Long-term borrowings |  | 684 |  | 820 |  | - |  | 820 |  | - |
| Subordinated debentures |  | 29,466 |  | 31,719 |  | - |  | - |  | 31,719 |
| Subordinated debentures owed to unconsolidated subsidiary trusts |  | 19,589 |  | 19,589 |  | - |  | 19,589 |  | - |
| Accrued interest payable |  | 557 |  | 557 |  | - |  | 557 |  | - |
| Derivative financial liabilities |  | 1,349 |  | 1,349 |  | - |  | 1,349 |  | - |
|  | \$ | 3,147,731 | \$ | 3,150,342 | \$ | - | \$ | 3,118,623 | \$ | 31,719 |


| Dollars in thousands | December 31, 2020 |  |  |  | Fair Value Measurements Using: |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Carrying Value |  | EstimatedFairValue |  | Level 1 |  | Level 2 |  | Level 3 |  |
| Financial assets |  |  |  |  |  |  |  |  |  |  |
| Cash and cash equivalents | \$ | 99,787 | \$ | 99,787 | \$ | - | \$ | 99,787 | \$ | - |
| Debt securities available for sale |  | 286,127 |  | 286,127 |  | - |  | 286,127 |  | - |
| Debt securities held to maturity |  | 99,914 |  | 103,157 |  | - |  | 103,157 |  | - |
| Other investments |  | 14,185 |  | 14,185 |  | - |  | 14,185 |  | - |
| Loans held for sale, net |  | 1,998 |  | 1,998 |  | - |  | 1,998 |  | - |
| Loans, net |  | 2,379,907 |  | 2,384,275 |  | - |  | 12,095 |  | 2,372,180 |
| Accrued interest receivable |  | 11,989 |  | 11,989 |  | - |  | 11,989 |  | - |
| Cash surrender value of life insurance policies and annuities |  | 59,438 |  | 59,438 |  | - |  | 59,438 |  | - |
| Derivative financial assets |  | 6,653 |  | 6,653 |  | - |  | 6,653 |  | - |
|  | \$ | 2,959,998 | \$ | 2,967,609 | \$ |  | \$ | 595,429 | \$ | 2,372,180 |
| Financial liabilities |  |  |  |  |  |  |  |  |  |  |
| Deposits | \$ | 2,595,651 | \$ | 2,597,326 | \$ | - | \$ | 2,597,326 | \$ | - |
| Short-term borrowings |  | 140,146 |  | 140,146 |  | - |  | 140,146 |  | - |
| Long-term borrowings |  | 699 |  | 866 |  | - |  | 866 |  | - |
| Subordinated debentures |  | 29,364 |  | 29,364 |  | - |  | 29,364 |  | - |
| Subordinated debentures owed to unconsolidated subsidiary trusts |  | 19,589 |  | 19,589 |  | - |  | 19,589 |  | - |
| Accrued interest payable |  | 745 |  | 745 |  | - |  | 745 |  | - |
| Derivative financial liabilities |  | 2,747 |  | 2,747 |  | - |  | 2,747 |  | - |
|  | \$ | 2,788,941 | \$ | 2,790,783 | \$ | - | \$ | 2,790,783 | \$ | - |

## NOTE 4. EARNINGS PER SHARE

The computations of basic and diluted earnings per share follow:

| Dollars in thousands,except per share amounts | For the Three Months Ended September 30, |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2021 |  |  |  |  | 2020 |  |  |  |  |
|  | Net Income (Numerator) |  | Common Shares (Denominator) | Per <br> Share |  | Net Income (Numerator) |  | Common Shares (Denominator) | Per <br> Share |  |
| Net income | \$ | 12,238 |  |  |  | \$ | 9,620 |  |  |  |
| Less preferred stock dividends |  | (225) |  |  |  |  | - |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Basic earnings per share | \$ | 12,013 | 12,964,575 | \$ | 0.93 | \$ | 9,620 | 12,922,158 | \$ | 0.74 |
|  |  |  |  |  |  |  |  |  |  |  |
| Effect of dilutive securities: |  |  |  |  |  |  |  |  |  |  |
| Stock options |  |  | 789 |  |  |  |  | 4,182 |  |  |
| Stock appreciation rights ("SARs") |  |  | 48,827 |  |  |  |  | 23,244 |  |  |
| Restricted stock units ("RSUs") |  |  | 4,481 |  |  |  |  | - |  |  |
| Diluted earnings per share | \$ | 12,013 | 13,018,672 | \$ | 0.92 | \$ | 9,620 | 12,949,584 | \$ | 0.74 |


| Dollars in thousands,except per share amounts | For the Nine Months Ended September 30, |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2021 |  |  |  |  | 2020 |  |  |  |  |
|  | Net Income (Numerator) |  | Common Shares (Denominator) | Per Share |  | Net Income (Numerator) |  | Common Shares (Denominator) | Per <br> Share |  |
| Net income | \$ | 33,157 |  |  |  | \$ | 21,075 |  |  |  |
| Less preferred stock dividends |  | (364) |  |  |  |  | - |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Basic earnings per share | \$ | 32,793 | 12,953,053 | \$ | 2.53 | \$ | 21,075 | 12,934,401 | \$ | 1.63 |
|  |  |  |  |  |  |  |  |  |  |  |
| Effect of dilutive securities: |  |  |  |  |  |  |  |  |  |  |
| Stock options |  |  | 3,278 |  |  |  |  | 4,308 |  |  |
| Stock appreciation rights ("SARs") |  |  | 49,951 |  |  |  |  | 33,082 |  |  |
| Restricted stock units ("RSUs") |  |  | 5,244 |  |  |  |  | 122 |  |  |
| Diluted earnings per share | \$ | 32,793 | 13,011,526 | \$ | 2.52 | \$ | 21,075 | 12,971,913 | \$ | 1.62 |

Stock option, SAR and RSU grants are disregarded in this computation if they are determined to be anti-dilutive. All stock options were dilutive for the three and nine months ended September 30, 2021 and the nine months ended September 30, 2020. Our anti-dilutive stock options for the quarter ended September 30, 2020 were 300 shares. Our anti-dilutive SARs for the three and nine months ended September 30, 2021 and September 30, 2020 were 222,740 . All RSUs were dilutive for the three and nine months ended September 30, 2021. Our anti-dilutive RSUs for the three and nine months ended September 30, 2020 were 15,082 and 13,780, respectively.

## NOTE 5. DEBT SECURITIES

## Debt Securities Available for Sale

The amortized cost, unrealized gains, unrealized losses and estimated fair values of debt securities available for sale at September 30, 2021 and December 31, 2020 are summarized as follows:

| Dollars in thousands | September 30, 2021 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amortized Cost |  | Unrealized |  |  |  | Estimated <br> Fair Value |  |
|  |  |  | Gains |  | Losses |  |  |  |
| Debt Securities Available for Sale Taxable debt securities |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. Government and agencies and corporations | \$ | 38,611 | \$ | 242 | \$ | 343 | \$ | 38,510 |
| Residential mortgage-backed securities: |  |  |  |  |  |  |  |  |
| Government-sponsored agencies |  | 62,313 |  | 1,482 |  | 467 |  | 63,328 |
| Nongovernment-sponsored entities |  | 20,061 |  | 67 |  | 222 |  | 19,906 |
| State and political subdivisions |  |  |  |  |  |  |  |  |
| General obligations |  | 81,480 |  | 431 |  | 1,497 |  | 80,414 |
| Water and sewer revenues |  | 15,958 |  | 360 |  | 64 |  | 16,254 |
| Lease revenues |  | 5,811 |  | 240 |  | 33 |  | 6,018 |
| Income tax revenues |  | 6,489 |  | 293 |  | 5 |  | 6,777 |
| Sales tax revenues |  | 7,337 |  | 22 |  | 128 |  | 7,231 |
| Other revenues |  | 29,988 |  | 835 |  | 328 |  | 30,495 |
| Corporate debt securities |  | 30,973 |  | 97 |  | 233 |  | 30,837 |
| Asset-backed securities |  | 46,291 |  | 286 |  | 85 |  | 46,492 |
| Total taxable debt securities |  | 345,312 |  | 4,355 |  | 3,405 |  | 346,262 |
| Tax-exempt debt securities |  |  |  |  |  |  |  |  |
| State and political subdivisions |  |  |  |  |  |  |  |  |
| General obligations |  | 48,494 |  | 1,479 |  | 632 |  | 49,341 |
| Water and sewer revenues |  | 7,474 |  | 488 |  | - |  | 7,962 |
| Lease revenues |  | 5,635 |  | 521 |  | - |  | 6,156 |
| Other revenues |  | 14,565 |  | 576 |  | 121 |  | 15,020 |
| Total tax-exempt debt securities |  | 76,168 |  | 3,064 |  | 753 |  | 78,479 |
| Total debt securities available for sale | \$ | 421,480 | \$ | 7,419 | \$ | 4,158 | \$ | 424,741 |


| Dollars in thousands | December 31, 2020 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amortized Cost |  | Unrealized |  |  |  | Estimated <br> Fair Value |  |
|  |  |  | Gains |  | Losses |  |  |  |
| Debt Securities Available for Sale Taxable debt securities |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. Government and agencies and corporations | \$ | 35,190 | \$ | 361 | \$ | 394 | \$ | 35,157 |
| Residential mortgage-backed securities: |  |  |  |  |  |  |  |  |
| Government-sponsored agencies |  | 57,399 |  | 1,996 |  | 349 |  | 59,046 |
| Nongovernment-sponsored entities |  | 16,799 |  | 132 |  | 244 |  | 16,687 |
| State and political subdivisions |  |  |  |  |  |  |  |  |
| General obligations |  | 15,065 |  | 804 |  | 4 |  | 15,865 |
| Water and sewer revenues |  | 10,176 |  | 620 |  | - |  | 10,796 |
| Lease revenues |  | 4,825 |  | 341 |  | - |  | 5,166 |
| College and university revenues |  | 3,022 |  | 315 |  | - |  | 3,337 |
| Income tax revenues |  | 5,052 |  | 376 |  | - |  | 5,428 |
| Other revenues |  | 9,406 |  | 907 |  | - |  | 10,313 |
| Corporate debt securities |  | 26,483 |  | 56 |  | 112 |  | 26,427 |
| Asset-backed securities |  | 46,579 |  | 172 |  | 625 |  | 46,126 |
| Total taxable debt securities |  | 229,996 |  | 6,080 |  | 1,728 |  | 234,348 |
| Tax-exempt debt securities |  |  |  |  |  |  |  |  |
| State and political subdivisions |  |  |  |  |  |  |  |  |
| General obligations |  | 22,213 |  | 2,416 |  | 9 |  | 24,620 |
| Water and sewer revenues |  | 8,266 |  | 709 |  | - |  | 8,975 |
| Lease revenues |  | 7,195 |  | 799 |  | - |  | 7,994 |
| Other revenues |  | 9,487 |  | 711 |  | 8 |  | 10,190 |
| Total tax-exempt debt securities |  | 47,161 |  | 4,635 |  | 17 |  | 51,779 |
| Total debt securities available for sale | \$ | 277,157 | \$ | 10,715 | \$ | 1,745 | \$ | 286,127 |

Accrued interest receivable on debt securities available for sale totaled $\$ 2.2$ million and $\$ 1.7$ million at September 30, 2021 and December 31, 2020 and is included in accrued interest and fees receivable in the accompanying consolidated balance sheets.

The below information is relative to the five states where issuers with the highest volume of state and political subdivision securities held in our available for sale portfolio are located. We own no such securities of any single issuer which we deem to be a concentration.


Management performs pre-purchase and ongoing analysis to confirm that all investment securities meet applicable credit quality standards.

The maturities, amortized cost and estimated fair values of debt securities available for sale at September 30, 2021, are summarized as follows:

| Dollars in thousands | Amortized Cost |  | Estimated Fair Value |  |
| :---: | :---: | :---: | :---: | :---: |
| Due in one year or less | \$ | 36,859 | \$ | 37,229 |
| Due from one to five years |  | 87,349 |  | 89,178 |
| Due from five to ten years |  | 84,030 |  | 84,348 |
| Due after ten years |  | 213,242 |  | 213,986 |
| Total | \$ | 421,480 | \$ | 424,741 |

The proceeds from sales, calls and maturities of debt securities available for sale, including principal payments received on mortgage-backed obligations, and the related gross gains and losses realized, for the nine months ended September 30, 2021 and 2020 are as follows:


Provided below is a summary of debt securities available for sale which were in an unrealized loss position at September 30, 2021 and December 31, 2020.

| Dollars in thousands | September 30, 2021 |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \# of securities in loss position | Less than 12 months |  |  |  | 12 months or more |  |  |  | Total |  |  |  |
|  |  | Estimated Fair Value |  | Unrealized Loss |  | Estimated Fair Value |  | Unrealized Loss |  | Estimated Fair Value |  | Unrealized Loss |  |
| Taxable debt securities |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. Government agencies and corporations | 39 | \$ | 4,979 | \$ | 13 | \$ | 22,296 | \$ | 330 | \$ | 27,275 | \$ | 343 |
| Residential mortgage-backed securities: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Government-sponsored agencies | 17 |  | 15,256 |  | 258 |  | 7,598 |  | 209 |  | 22,854 |  | 467 |
| Nongovernment-sponsored entities | 7 |  | 9,505 |  | 90 |  | 2,923 |  | 132 |  | 12,428 |  | 222 |
| State and political subdivisions: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| General obligations | 44 |  | 66,087 |  | 1,497 |  | - |  | - |  | 66,087 |  | 1,497 |
| Water and sewer revenues | 3 |  | 5,548 |  | 64 |  | - |  | - |  | 5,548 |  | 64 |
| Lease revenues | 2 |  | 1,460 |  | 33 |  | - |  | - |  | 1,460 |  | 33 |
| Income tax revenues | 1 |  | 720 |  | 5 |  | - |  | - |  | 720 |  | 5 |
| Sales tax revenues | 2 |  | 6,451 |  | 128 |  | - |  | - |  | 6,451 |  | 128 |
| Other revenues | 11 |  | 13,335 |  | 328 |  | - |  | - |  | 13,335 |  | 328 |
| Corporate debt securities | 10 |  | 10,631 |  | 220 |  | 986 |  | 13 |  | 11,617 |  | 233 |
| Asset-backed securities | 9 |  | 8,680 |  | 34 |  | 9,333 |  | 51 |  | 18,013 |  | 85 |
| Tax-exempt debt securities |  |  |  |  |  |  |  |  |  |  |  |  |  |
| State and political subdivisions: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| General obligations | 15 |  | 30,345 |  | 617 |  | 902 |  | 15 |  | 31,247 |  | 632 |
| Other revenues | 7 |  | 5,846 |  | 120 |  | 156 |  | 1 |  | 6,002 |  | 121 |
| Total | 167 | \$ | 178,843 | \$ | 3,407 | \$ | 44,194 | \$ | 751 | \$ | 223,037 | \$ | 4,158 |

December 31, 2020

| Dollars in thousands | Decenber 31, 2020 |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \# of securities in loss position | Less than 12 months |  |  |  | 12 months or more |  |  |  | Total |  |  |  |
|  |  | Estimated Fair Value |  | $\begin{gathered} \text { Unrealized } \\ \text { Loss } \\ \hline \end{gathered}$ |  | Estimated Fair Value |  | Unrealized Loss |  | Estimated Fair Value |  | Unrealized Loss |  |
| Taxable debt securities |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. Government agencies and corporations | 36 | \$ | 12,611 | \$ | 54 | \$ | 14,384 | \$ | 340 | \$ | 26,995 | \$ | 394 |
| Residential mortgage-backed securities: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Government-sponsored agencies | 10 |  | 3,127 |  | 34 |  | 8,593 |  | 315 |  | 11,720 |  | 349 |
| Nongovernment-sponsored entities | 6 |  | 6,770 |  | 35 |  | 2,751 |  | 209 |  | 9,521 |  | 244 |
| State and political subdivisions: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| General obligations | 1 |  | 362 |  | 4 |  | - |  | - |  | 362 |  | 4 |
| Corporate debt securities | 6 |  | 3,952 |  | 16 |  | 1,904 |  | 96 |  | 5,856 |  | 112 |
| Asset-backed securities | 16 |  | 2,010 |  | 2 |  | 31,862 |  | 623 |  | 33,872 |  | 625 |
| Tax-exempt debt securities |  |  |  |  |  |  |  |  |  |  |  |  |  |
| State and political subdivisions: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| General obligations | 1 |  | 924 |  | 9 |  | - |  | - |  | 924 |  | 9 |
| Other revenues | 2 |  | 415 |  | 1 |  | 151 |  | 7 |  | 566 |  | 8 |
| Total | 78 | \$ | 30,171 | \$ | 155 | \$ | 59,645 | \$ | 1,590 | \$ | 89,816 | \$ | 1,745 |

We do not intend to sell the above securities, and it is more likely than not that we will not be required to sell these securities before recovery of their amortized cost bases. We believe that this decline in value is primarily attributable to changes in market interest rates, and in some cases limited market liquidity and is not due to credit quality as none of these securities are in default and all carry above investment grade ratings. Accordingly, no allowance for credit losses has been recognized relative to these securities.

## Debt Securities Held to Maturity

The amortized cost, unrealized gains, unrealized losses and estimated fair values of debt securities held to maturity at September 30, 2021 and December 31, 2020 are summarized as follows:

| Dollars in thousands | September 30, 2021 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amortized Cost |  | Unrealized |  |  |  | Estimated <br> Fair Value |  |
|  |  |  | Gains |  | Losses |  |  |  |
| Debt Securities Held to Maturity |  |  |  |  |  |  |  |  |
| Tax-exempt debt securities |  |  |  |  |  |  |  |  |
| State and political subdivisions |  |  |  |  |  |  |  |  |
| General obligations | \$ | 72,154 | \$ | 1,928 | \$ | 15 | \$ | 74,067 |
| Water and sewer revenues |  | 8,238 |  | 135 |  | 7 |  | 8,366 |
| Lease revenues |  | 4,336 |  | 21 |  | - |  | 4,357 |
| Sales tax revenues |  | 4,599 |  | 68 |  | 19 |  | 4,648 |
| Other revenues |  | 9,201 |  | 184 |  | 30 |  | 9,355 |
| Total debt securities held to maturity | \$ | 98,528 | \$ | 2,336 | \$ | 71 | \$ | 100,793 |


| Dollars in thousands | December 31, 2020 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amortized Cost |  | Unrealized |  |  |  | Estimated <br> Fair Value |  |
|  |  |  | Gains |  | Losses |  |  |  |
| Debt Securities Held to Maturity |  |  |  |  |  |  |  |  |
| Tax-exempt debt securities |  |  |  |  |  |  |  |  |
| State and political subdivisions |  |  |  |  |  |  |  |  |
| General obligations | \$ | 73,179 | \$ | 2,524 | \$ | - | \$ | 75,703 |
| Water and sewer revenues |  | 8,375 |  | 256 |  | - |  | 8,631 |
| Lease revenues |  | 4,395 |  | 88 |  | - |  | 4,483 |
| Sales tax revenues |  | 4,649 |  | 94 |  | 3 |  | 4,740 |
| Other revenues |  | 9,316 |  | 309 |  | 25 |  | 9,600 |
| Total debt securities held to maturity | \$ | 99,914 | \$ | 3,271 | \$ | 28 | \$ | 103,157 |

Accrued interest receivable on debt securities held to maturity totaled $\$ 937,000$ and $\$ 1.2$ million at September 30, 2021 and December 31, 2020, respectively and is included in accrued interest and fees receivable in the accompanying consolidated balance sheets.

The below information is relative to the five states where issuers with the highest volume of state and political subdivision securities held in our held to maturity portfolio are located. We own no such securities of any single issuer which we deem to be a concentration.

| Dollars in thousands | September 30, 2021 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amortized Cost |  | Unrealized |  |  |  | Estimated Fair Value |  |
|  |  |  | Gains |  | Losses |  |  |  |
| Texas | \$ | 15,475 | \$ | 439 | \$ | 7 | \$ | 15,907 |
| California |  | 9,927 |  | 262 |  | 4 |  | 10,185 |
| Pennsylvania |  | 8,672 |  | 253 |  | - |  | 8,925 |
| Florida |  | 7,628 |  | 139 |  | - |  | 7,767 |
| Michigan |  | 7,065 |  | 130 |  | 24 |  | 7,171 |

The following table displays the amortized cost of held to maturity debt securities by credit rating at September 30, 2021 and December 31, 2020.


We owned no past due or nonaccrual held to maturity debt securities at September 30, 2021 or December 31, 2020.
The maturities, amortized cost and estimated fair values of held to maturity debt securities at September 30, 2021, are summarized as follows:

| Dollars in thousands | Amortized Cost |  | Estimated Fair Value |  |
| :---: | :---: | :---: | :---: | :---: |
| Due in one year or less | \$ | - | \$ | - |
| Due from one to five years |  | - |  | - |
| Due from five to ten years |  | 2,006 |  | 2,024 |
| Due after ten years |  | 96,522 |  | 98,769 |
| Total | \$ | 98,528 | \$ | 100,793 |

There were no proceeds from calls and maturities of debt securities held to maturity for the nine months ended September 30, 2021.
The proceeds from calls and maturities of debt securities held to maturity totaled $\$ 1.0$ million for the nine month ended September 30, 2020.
At September 30, 2021, no allowance for credit losses on debt securities held to maturity has been recognized.

## NOTE 6. LOANS AND ALLOWANCE FOR CREDIT LOSSES ON LOANS

## Loans

The following table presents the amortized cost of loans held for investment:

| Dollars in thousands | $\begin{gathered} \text { September 30, } \\ 2021 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2020 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Commercial | \$ | 317,855 | \$ | 306,885 |
| Commercial real estate - owner occupied |  |  |  |  |
| Professional \& medical |  | 132,500 |  | 107,151 |
| Retail |  | 163,350 |  | 126,451 |
| Other |  | 143,352 |  | 118,258 |
| Commercial real estate - non-owner occupied |  |  |  |  |
| Hotels \& motels |  | 121,765 |  | 121,502 |
| Mini-storage |  | 56,992 |  | 60,550 |
| Multifamily |  | 233,401 |  | 175,988 |
| Retail |  | 154,120 |  | 135,405 |
| Other |  | 268,793 |  | 192,120 |
| Construction and development |  |  |  |  |
| Land \& land development |  | 99,718 |  | 107,342 |
| Construction |  | 127,432 |  | 91,100 |
| Residential 1-4 family real estate |  |  |  |  |
| Personal residence |  | 270,951 |  | 305,093 |
| Rental - small loan |  | 123,937 |  | 120,426 |
| Rental - large loan |  | 71,977 |  | 74,185 |
| Home equity |  | 71,496 |  | 81,588 |
| Mortgage warehouse lines |  | 161,628 |  | 251,810 |
| Consumer |  | 32,285 |  | 33,906 |
| Other |  |  |  |  |
| Credit cards |  | 1,783 |  | 1,855 |
| Overdrafts |  | 775 |  | 538 |
| Total loans, net of unearned fees |  | 2,554,110 |  | 2,412,153 |
| Less allowance for credit losses - loans |  | 32,406 |  | 32,246 |
| Loans, net | \$ | 2,521,704 | \$ | 2,379,907 |

Accrued interest and fees receivable on loans totaled $\$ 6.1$ million and $\$ 9.1$ million at September 30, 2021 and December 31, 2020, respectively and is included in accrued interest and fees receivable in the accompanying consolidated balance sheets.

COVID-19 Loan Deferments. In December 2020, the Consolidated Appropriates Act of 2021 ("CAA") was passed. Under Section 541 of the CAA, Congress extended or modified many of the relief programs first created by the CARES Act, including the PPP loan program and treatment of certain loan modifications related to the COVID-19 pandemic. Certain borrowers continue to be unable to meet their contractual payment obligations because of the adverse effects of COVID-19. To help mitigate these effects, loan customers may apply for a deferral of payments, or portions thereof, for up to 90 days. After 90 days, customers may apply for an additional deferral, and a small proportion of our customers have requested such an additional deferral. In the absence of other intervening factors, such short-term modifications made on a good faith basis are not categorized as troubled debt restructurings, nor are loans granted payment deferrals related to COVID-19 reported as past due or placed on non-accrual status (provided the loans were not past due or on nonaccrual status prior to the deferral). At September 30, 2021, we had 1 loan in COVID-19 related deferment with an aggregate outstanding balance of approximately $\$ 7.2$ million.

The following table presents the contractual aging of the amortized cost basis of past due loans by class as of September 30, 2021 and December 31, 2020.

| Dollars in thousands | At September 30, 2021 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Past Due |  |  |  |  |  |  |  | Current |  | 90 days or more and Accruing |  |
|  | 30-59 days |  | 60-89 days |  | $\begin{gathered} 90 \text { days or } \\ \text { more } \\ \hline \end{gathered}$ |  | Total |  |  |  |  |  |
| Commercial | \$ | 298 | \$ | 42 | \$ | 385 | \$ | 725 | \$ | 317,130 | \$ | - |
| Commercial real estate - owner occupied |  |  |  |  |  |  |  |  |  |  |  |  |
| Professional \& medical |  | - |  | - |  | - |  | - |  | 132,500 |  | - |
| Retail |  | - |  | - |  | 146 |  | 146 |  | 163,204 |  | - |
| Other |  | - |  | 124 |  | 150 |  | 274 |  | 143,078 |  | - |
| Commercial real estate - non-owner occupied |  |  |  |  |  |  |  |  |  |  |  |  |
| Hotels \& motels |  | - |  | - |  | - |  | - |  | 121,765 |  | - |
| Mini-storage |  | - |  | - |  | - |  | - |  | 56,992 |  | - |
| Multifamily |  | 101 |  | 56 |  | - |  | 157 |  | 233,244 |  | - |
| Retail |  | - |  | - |  | 337 |  | 337 |  | 153,783 |  | - |
| Other |  | - |  | - |  | - |  | - |  | 268,793 |  | - |
| Construction and development |  |  |  |  |  |  |  |  |  |  |  |  |
| Land \& land development |  | 1,215 |  | - |  | - |  | 1,215 |  | 98,503 |  | - |
| Construction |  | - |  | - |  | - |  | - |  | 127,432 |  | - |
| Residential 1-4 family real estate |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal residence |  | 2,086 |  | 979 |  | 843 |  | 3,908 |  | 267,043 |  | - |
| Rental - small loan |  | 197 |  | 228 |  | 1,270 |  | 1,695 |  | 122,242 |  | - |
| Rental - large loan |  | - |  | - |  | - |  | - |  | 71,977 |  | - |
| Home equity |  | 211 |  | 64 |  | 173 |  | 448 |  | 71,048 |  | - |
| Mortgage warehouse lines |  | - |  | - |  | - |  | - |  | 161,628 |  | - |
| Consumer |  | 110 |  | 89 |  | 40 |  | 239 |  | 32,046 |  | - |
| Other |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit cards |  | 1 |  | - |  | 2 |  | 3 |  | 1,780 |  | 2 |
| Overdrafts |  | - |  | - |  | - |  | - |  | 775 |  | - |
| Total | \$ | 4,219 | \$ | 1,582 | \$ | 3,346 | \$ | 9,147 | \$ | 2,544,963 | \$ | 2 |


| Dollars in thousands | At December 31, 2020 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Past Due |  |  |  |  |  |  |  | Current |  | 90 days or more and Accruing |  |
|  | 30-59 days |  | 60-89 days |  | $\begin{aligned} & 90 \text { days or } \\ & \text { more } \end{aligned}$ |  | Total |  |  |  |  |  |
| Commercial | \$ | 60 | \$ | - | \$ | 318 | \$ | 378 | \$ | 306,507 | \$ | - |
| Commercial real estate - owner occupied |  |  |  |  |  |  |  |  |  |  |  |  |
| Professional \& medical |  | 220 |  | - |  | 457 |  | 677 |  | 106,474 |  | - |
| Retail |  | 54 |  | - |  | 2,259 |  | 2,313 |  | 124,138 |  | - |
| Other |  | - |  | - |  | 150 |  | 150 |  | 118,108 |  | - |
| Commercial real estate - non-owner occupied |  |  |  |  |  |  |  |  |  |  |  |  |
| Hotels \& motels |  | - |  | - |  | - |  | - |  | 121,502 |  | - |
| Mini-storage |  | - |  | - |  | - |  | - |  | 60,550 |  | - |
| Multifamily |  | - |  | - |  | - |  | - |  | 175,988 |  | - |
| Retail |  | - |  | - |  | 657 |  | 657 |  | 134,748 |  | - |
| Other |  | - |  | - |  | 315 |  | 315 |  | 191,805 |  | - |
| Construction and development |  |  |  |  |  |  |  |  |  |  |  |  |
| Land \& land development |  | 47 |  | - |  | 70 |  | 117 |  | 107,225 |  | - |
| Construction |  | - |  | - |  | - |  | - |  | 91,100 |  | - |
| Residential 1-4 family real estate |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal residence |  | 3,750 |  | 1,071 |  | 1,656 |  | 6,477 |  | 298,616 |  | - |
| Rental - small loan |  | 1,129 |  | 487 |  | 719 |  | 2,335 |  | 118,091 |  | - |
| Rental - large loan |  | 769 |  | - |  | - |  | 769 |  | 73,416 |  | - |
| Home equity |  | 758 |  | - |  | 197 |  | 955 |  | 80,633 |  | - |
| Mortgage warehouse lines |  | - |  | - |  | - |  | - |  | 251,810 |  | - |
| Consumer |  | 190 |  | 44 |  | 72 |  | 306 |  | 33,600 |  | - |
| Other |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit cards |  | 5 |  | - |  | 2 |  | 7 |  | 1,848 |  | 2 |
| Overdrafts |  | - |  | - |  | - |  | - |  | 538 |  | - |
| Total | \$ | 6,982 | \$ | 1,602 | \$ | 6,872 | \$ | 15,456 | \$ | 2,396,697 | \$ | 2 |

The following table presents the nonaccrual loans included in the net balance of loans at September 30, 2021 and December 31, 2020.

|  |  | September 30, <br> 2021 |  |
| :--- | :--- | :--- | :--- | :--- |

At September 30, 2021, we had troubled debt restructurings ("TDRs") of $\$ 21.7$ million, of which $\$ 19.4$ million were current with respect to restructured contractual payments. At December 31, 2020, our TDRs totaled $\$ 24.5$ million, of which $\$ 20.5$ million were current with respect to restructured contractual payments. There were no commitments to lend additional funds under these restructurings at either balance sheet date.

The following table presents by class the TDRs that were restructured during the three and nine months ended September 30, 2021 and September 30, 2020. Generally, the modifications were extensions of term, modifying the payment terms from principal and interest to interest only for an extended period, or reduction in interest rate. TDRs are evaluated individually for allowance for credit loss purposes if the loan balance exceeds $\$ 500,000$, otherwise, smaller balance TDR loans are included in the pools to determine ACLL.

|  | For the Three Months Ended September 30, 2021 |  |  |  |  | For the Three Months Ended September 30, 2020 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Dollars in thousands | Number of Modifications | Premodification Recorded Investment |  | Postmodification Recorded Investment |  | Number of Modifications | Pre-modification <br> Recorded <br> Investment |  | Postmodification Recorded Investment |  |
| Residential 1-4 family real estate |  |  |  |  |  |  |  |  |  |  |
| Personal residence | - | \$ | - | \$ | - | 1 | \$ | 48 | \$ | 48 |
| Rental - small loan | - |  | - |  | - | 1 |  | 399 |  | 399 |
| Total | - | \$ | - | \$ | - | 2 | \$ | 447 | \$ | 447 |


|  | For the Nine Months Ended September 30, 2021 |  |  |  |  | For the Nine Months Ended September 30, 2020 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Dollars in thousands | Number of Modifications | Premodification Recorded Investment |  | Postmodification Recorded Investment |  | Number of Modifications | Premodification Recorded Investment |  | Postmodification Recorded Investment |  |
| Commercial real estate - owner occupied |  |  |  |  |  |  |  |  |  |  |
| Other | - | \$ | - | \$ | - | 1 | \$ | 361 | \$ | 361 |
| Residential 1-4 family real estate |  |  |  |  |  |  |  |  |  |  |
| Personal residence | - |  | - |  | - | 1 |  | 48 |  | 48 |
| Rental - small loan | - |  | - |  | - | 1 |  | 399 |  | 399 |
| Total | - | \$ | - | \$ | - | 3 | \$ | 808 | \$ | 808 |

The following tables present defaults during the stated period of TDRs that were restructured during the prior 12 months. For purposes of these tables, a default is considered as either the loan was past due 30 days or more at any time during the period, or the loan was fully or partially charged off during the period.

| Dollars in thousands | For the Three Months Ended September 30, 2021 |  |  |  |  | For the Three Months Ended September 30, 2020 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Recorded Investment at Default Date |  |  | Number of Defaults |  | Recorded Investment at Default Date |  |
| Commercial real estate - owner occupied |  |  |  |  |  |  |  |  |  |
| Other |  | - | \$ |  | - |  | 1 | \$ | 361 |
| Residential 1-4 family real estate |  |  |  |  |  |  |  |  |  |
| Personal residence |  | - |  |  | - |  | 1 |  | 49 |
| Total |  | - | \$ |  | - |  | 2 | \$ | 410 |


|  |  | For the Nine Months Ended |
| :--- | :--- | :--- | :--- | :--- |
| September 30, 2021 |  |  |

Credit Quality Indicators: We categorize loans into risk categories based on relevant information about the ability of borrowers to service their debt such as current financial information, historical payment experience, credit documentation, public information and current economic trends, among other factors. We analyze loans individually by classifying the loans as to credit risk. We internally grade all commercial loans at the time of loan origination. In addition, we perform an annual loan review on all non-homogenous commercial loan relationships with an aggregate exposure of $\$ 5.0$ million, at which time these loans are re-graded. We use the following definitions for our risk grades:

Pass: Loans graded as Pass are loans to borrowers of acceptable credit quality and risk. They are higher quality loans that do not fit any of the other categories described below.

Special Mention: Commercial loans categorized as Special Mention are potentially weak. The credit risk may be relatively minor yet represent a risk given certain specific circumstances. If the potential weaknesses are not monitored or mitigated, the asset may weaken or inadequately protect our position in the future.

Substandard: Commercial loans categorized as Substandard are inadequately protected by the borrower's ability to repay, equity and/or the collateral pledged to secure the loan. These loans have identified weaknesses that could hinder normal repayment or collection of the debt. These loans are characterized by the distinct possibility that we will sustain some loss if the identified weaknesses are not mitigated.

Doubtful: Commercial loans categorized as Doubtful have all the weaknesses inherent in those loans classified as Substandard, with the added elements that the full collection of the loan is improbable and the possibility of loss is high.

Loss: Loans classified as loss are considered to be non-collectible and of such little value that their continuance as a bankable asset is not warranted. This does not mean that the loan has absolutely no recovery value, but rather it is neither practical nor desirable to defer writing off the loan, even though partial recovery may be obtained in the future.

Management considers the guidance in ASC 310-20 when determining whether a modification, extension, or renewal of loan constitutes a current period origination. Generally, current period renewals of credit are reunderwritten at the point of renewal and considered current period originations for purposes of the table below. As of September 30, 2021 and December 31, 2020, based on the most recent analysis performed, the risk category of loans based on year of origination is as follows:

September 30, 2021


| Commercial Real Estate - Owner Occupied |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Professional \& medical | Pass | 37,987 | 26,127 | 7,293 | 4,747 | 23,338 | 23,806 | 2,779 | - | 126,077 |
|  | Special Mention | - | 1,153 | - | - | - | 4,980 | - | - | 6,133 |
|  | Substandard | - | 71 | - | - | 219 | - | - | - | 290 |
| Total Professional \& Medical |  | 37,987 | 27,351 | 7,293 | 4,747 | 23,557 | 28,786 | 2,779 | - | 132,500 |
| Retail | Pass | 44,833 | 30,499 | 34,141 | 9,207 | 9,517 | 29,277 | 2,471 | - | 159,945 |
|  | Special Mention | - | - | - | - | - | 740 | - | - | 740 |
|  | Substandard | - | - | 1,876 | - | 555 | 234 | - | - | 2,665 |
| Total Retail |  | 44,833 | 30,499 | 36,017 | 9,207 | 10,072 | 30,251 | 2,471 | - | 163,350 |
| Other | Pass | 30,324 | 31,332 | 14,335 | 16,870 | 7,631 | 39,879 | 1,946 | - | 142,317 |
|  | Special Mention | 60 | 45 | - | - | - | 590 | - | - | 695 |
|  | Substandard | - | - | - | - | - | 301 | 39 | - | 340 |
| Total Other |  | 30,384 | 31,377 | 14,335 | 16,870 | 7,631 | 40,770 | 1,985 | - | 143,352 |
|  |  |  |  |  |  |  |  |  |  |  |
| Total Commercial Real Estate Owner Occupied |  | 113,204 | 89,227 | 57,645 | 30,824 | 41,260 | 99,807 | 7,235 | - | 439,202 |


| Commercial Real Estate <br> - Non-Owner Occupied |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Hotels \& motels | Pass | 1,747 | 3,342 | 32,325 | 16,029 | 7,024 | 20,657 | 444 | - | 81,568 |
|  | Special Mention | - | - | 37,037 | - | - | - | - | - | 37,037 |
|  | Substandard | - | 2,896 | - | - | - | 264 | - | - | 3,160 |
| Total Hotels \& Motels |  | 1,747 | 6,238 | 69,362 | 16,029 | 7,024 | 20,921 | 444 | - | 121,765 |
| Mini-storage | Pass | 8,836 | 7,493 | 10,911 | 14,568 | 4,552 | 10,544 | 40 | - | 56,944 |
|  | Special Mention | - | - | - | - | - | 48 | - | - | 48 |
|  | Substandard | - | - | - | - | - | - | - | - | - |

Table of Contents

September 30, 2021

| Dollars in thousands |  | September 30, 2021 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Risk Rating | 2021 | 2020 | 2019 | 2018 | 2017 | Prior | Revolving | RevolvingTerm | Total |
|  | Total Mini-storage |  | 8,836 | 7,493 | 10,911 | 14,568 | 4,552 | 10,592 | 40 | - | 56,992 |
|  | Multifamily | Pass | 49,770 | 38,286 | 45,966 | 24,370 | 15,828 | 53,811 | 4,681 | - | 232,712 |
|  |  | Special Mention | - | 588 | - | - | - | 101 | - | - | 689 |
|  |  | Substandard | - | - | - | - | - | - | - | - | - |
|  | Total Multifamily |  | 49,770 | 38,874 | 45,966 | 24,370 | 15,828 | 53,912 | 4,681 | - | 233,401 |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  | Retail | Pass | 35,227 | 42,582 | 24,122 | 8,821 | 9,055 | 26,324 | 6,610 | - | 152,741 |
|  |  | Special Mention | - | - | - | - | - | 979 | - | - | 979 |
|  |  | Substandard | - | - | - | - | - | 400 | - | - | 400 |
|  | Total Retail |  | 35,227 | 42,582 | 24,122 | 8,821 | 9,055 | 27,703 | 6,610 | - | 154,120 |
|  | Other | Pass | 100,701 | 75,164 | 14,409 | 8,557 | 11,516 | 53,083 | 1,910 | - | 265,340 |
|  |  | Special Mention | - | - | - | 575 | - | - | - | - | 575 |
|  |  | Substandard | - | - | - | - | - | 2,878 | - | - | 2,878 |
|  | Total Other |  | 100,701 | 75,164 | 14,409 | 9,132 | 11,516 | 55,961 | 1,910 | - | 268,793 |


| Total Commercial Real Estate - <br> Non-Owner Occupied |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |

Residential 1-4 Family Real Estate

| Personal residence | Pass | 34,742 | 36,393 | 19,820 | 20,253 | 16,399 | 122,763 | - | - | 250,370 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Special Mention | - | - | 184 | 172 | 279 | 10,971 | - | - | 11,606 |
|  | Substandard | - | - | 487 | 750 | 455 | 7,283 | - | - | 8,975 |
| Total Personal Residence |  | 34,742 | 36,393 | 20,491 | 21,175 | 17,133 | 141,017 | - | - | 270,951 |
| Rental - small loan | Pass | 25,763 | 15,405 | 15,210 | 11,898 | 7,850 | 35,733 | 4,980 | - | 116,839 |
|  | Special Mention | - | 107 | 57 | 252 | 2 | 1,928 | - | - | 2,346 |
|  | Substandard | - | 370 | 140 | 380 | 513 | 3,112 | 237 | - | 4,752 |
| Total Rental - Small Loan |  | 25,763 | 15,882 | 15,407 | 12,530 | 8,365 | 40,773 | 5,217 | - | 123,937 |
| Rental - large loan | Pass | 23,163 | 14,161 | 5,071 | 6,430 | 3,954 | 14,127 | 1,456 | - | 68,362 |

September 30, 2021

| Dollars in thousands | 退 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Risk Rating | 2021 | 2020 | 2019 | 2018 | 2017 | Prior | Revolving | RevolvingTerm | Total |
|  | Special Mention | - | - | - | - | - | 30 | - | - | 30 |
|  | Substandard | - | - | - | - | - | 3,585 | - | - | 3,585 |
| Total Rental - Large Loan |  | 23,163 | 14,161 | 5,071 | 6,430 | 3,954 | 17,742 | 1,456 | - | 71,977 |
| Home equity | Pass | 142 | 115 | 12 | 23 | 19 | 1,333 | 67,557 | - | 69,201 |
|  | Special Mention | - | - | - | - | - | 94 | 1,541 | - | 1,635 |
|  | Substandard | - | - | - | - | - | 404 | 256 | - | 660 |
| Total Home Equity |  | 142 | 115 | 12 | 23 | 19 | 1,831 | 69,354 | - | 71,496 |


| Total Residential 1-4 Family Real <br> Estate |  | $\mathbf{8 3 , 8 1 0}$ | $\mathbf{6 6 , 5 5 1}$ | $\mathbf{4 0 , 9 8 1}$ | $\mathbf{4 0 , 1 5 8}$ | $\mathbf{2 9 , 4 7 1}$ | $\mathbf{2 0 1 , 3 6 3}$ | $\mathbf{7 6 , 0 2 7}$ | - |
| :--- | :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |  |  |  |  |
| Mortgage warehouse lines | Pass | - | - | - | - | - | - | 161,628 | - |
|  | Special Mention | - | - | - | - | - | - | - | - |

## Other

|  | Credit cards | Pass | 1,783 | - | - | - | - | - | - | - | 1,783 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Special Mention | - | - | - | - | - | - | - | - | - |
|  |  | Substandard | - | - | - | - | - | - | - | - | - |
|  | Total Credit Cards |  | 1,783 | - | - | - | - | - | - | - | 1,783 |
|  | Overdrafts | Pass | 775 | - | - | - | - | - | - | - | 775 |
|  |  | Special Mention | - | - | - | - | - | - | - | - | - |
|  |  | Substandard | - | - | - | - | - | - | - | - | - |
|  | Total Overdrafts |  | 775 | - | - | - | - | - | - | - | 775 |
| Total Other |  |  | 2,558 | - | - | - | - | - | - | - | 2,558 |

## Total

\$ 568,601 \$ 449,950 \$ 333,691 \$ 162,636 \$ 133,143 \$ 513,148 \$ 392,941 \$
\$ 2,554,110


| Dollars in thousands | December 31, 2020 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Risk Rating | 2020 | 2019 | 2018 | 2017 | 2016 | Prior | Revolving | RevolvingTerm | Total |
| Commercial Real Estate - Owner Occupied |  |  |  |  |  |  |  |  |  |  |
| Professional \& medical | Pass | 19,454 | 16,414 | 2,540 | 26,578 | 3,322 | 28,905 | 3,079 | - | 100,292 |
|  | Special Mention | 1,171 | - | - | - | - | 5,152 | - | - | 6,323 |
|  | Substandard | 79 | 321 | - | - | 136 | - | - | - | 536 |
| Total Professional \& Medical |  | 20,704 | 16,735 | 2,540 | 26,578 | 3,458 | 34,057 | 3,079 | - | 107,151 |
| Retail | Pass | 28,351 | 28,547 | 5,238 | 10,288 | 6,041 | 31,087 | 2,199 | - | 111,751 |
|  | Special Mention | - | - | - | 432 | 3 | 824 | - | - | 1,259 |
|  | Substandard | - | 10,524 | - | 157 | - | 2,360 | 400 | - | 13,441 |
| Total Retail |  | 28,351 | 39,071 | 5,238 | 10,877 | 6,044 | 34,271 | 2,599 | - | 126,451 |
| Other | Pass | 28,712 | 13,722 | 17,699 | 9,845 | 13,119 | 32,486 | 1,496 | - | 117,079 |
|  | Special Mention | - | - | - | - | - | 694 | - | - | 694 |
|  | Substandard | - | - | - | - | - | 444 | 41 | - | 485 |
| Total Other |  | 28,712 | 13,722 | 17,699 | 9,845 | 13,119 | 33,624 | 1,537 | - | 118,258 |
|  |  |  |  |  |  |  |  |  |  |  |
| Total Commercial Real Estate Owner Occupied |  | 77,767 | 69,528 | 25,477 | 47,300 | 22,621 | 101,952 | 7,215 | - | 351,860 |
|  |  |  |  |  |  |  |  |  |  |  |
| Commercial Real Estate <br> - Non-Owner Occupied |  |  |  |  |  |  |  |  |  |  |
| Hotels \& motels | Pass | 3,428 | 23,821 | 18,894 | 9,880 | 7,389 | 14,252 | 3,160 | - | 80,824 |
|  | Special Mention | 2,994 | 37,398 | - | - | - | 286 | - | - | 40,678 |
|  | Substandard | - | - | - | - | - | - | - | - | - |
| Total Hotels \& Motels |  | 6,422 | 61,219 | 18,894 | 9,880 | 7,389 | 14,538 | 3,160 | - | 121,502 |
| Mini-storage |  |  |  |  |  |  |  |  |  |  |
|  | Pass | 10,159 | 19,022 | 15,046 | 3,986 | 6,228 | 4,780 | 170 | - | 59,391 |
|  | Special Mention | - | - | - | - | - | 50 | - | - | 50 |
|  | Substandard | - | - | - | - | - | 1,109 | - | - | 1,109 |
| Total Mini-storage |  | 10,159 | 19,022 | 15,046 | 3,986 | 6,228 | 5,939 | 170 | - | 60,550 |
| Multifamily | Pass | 39,814 | 27,090 | 27,198 | 19,294 | 10,762 | 47,751 | 2,844 | - | 174,753 |
|  | Special Mention | , | 27,090 | 27,198 | 19,29 | 10,762 | 48 | 2,84 | - | 48 |
|  | Substandard | - | 1,187 | - | - | - | - | - | - | 1,187 |
| Total Multifamily |  | 39,814 | 28,277 | 27,198 | 19,294 | 10,762 | 47,799 | 2,844 | - | 175,988 |
|  |  |  |  |  |  |  |  |  |  |  |
| Retail | Pass | 44,359 | 27,357 | 11,169 | 9,361 | 4,414 | 30,381 | 6,502 | - | 133,543 |
|  | Special Mention | - | - | - | - | 446 | 540 | - | - | 986 |
|  | Substandard | - | - | - | 152 | - | 724 | - | - | 876 |
| Total Retail |  | 44,359 | 27,357 | 11,169 | 9,513 | 4,860 | 31,645 | 6,502 | - | 135,405 |
| Other | Pass | 75,272 | 20,483 | 24,663 | 10,626 | 26,989 | 28,293 | 1,794 | - | 188,120 |
|  | Special Mention | - | - | - | - | - | 142 | - | - | 142 |
|  | Substandard | - | - | - | - | - | - | - | - | - |
|  | Doubtful | - | - | 576 | - | - | 3,282 | - | - | 3,858 |
| Total Other |  | 75,272 | 20,483 | 25,239 | 10,626 | 26,989 | 31,717 | 1,794 | - | 192,120 |

December 31, 2020

| Dollars in thousands |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Risk Rating | 2020 | 2019 | 2018 | 2017 | 2016 | Prior | Revolving | RevolvingTerm | Total |
| Total Commercial Real Estate -Non-Owner Occupied |  | 176,026 | 156,358 | 97,546 | 53,299 | 56,228 | 131,638 | 14,470 | - | 685,565 |
| Construction and Development |  |  |  |  |  |  |  |  |  |  |
| Land \& land development | Pass | 27,084 | 25,468 | 10,943 | 4,149 | 6,370 | 21,882 | 9,320 | - | 105,216 |
|  | Special Mention | - | 70 | 12 | - | - | 644 | - | - | 726 |
|  | Substandard | - | - | 6 | - | 11 | 1,383 | - | - | 1,400 |
| Total Land \& land development |  | 27,084 | 25,538 | 10,961 | 4,149 | 6,381 | 23,909 | 9,320 | - | 107,342 |
| Construction | Pass | 50,060 | 34,480 | 2,833 | 885 | - | - | 1,325 | - | 89,583 |
|  | Special Mention | - | - | - | - | - | - | - | - | - |
|  | Substandard | - | 1,352 | - | - | - | 165 | - | - | 1,517 |
| Total Construction |  | 50,060 | 35,832 | 2,833 | 885 | - | 165 | 1,325 | - | 91,100 |


| Total Construction and Development | 77,144 | 61,370 | 13,794 | 5,034 | 6,381 | 24,074 | 10,645 | - | 198,442 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |

## Residential 1-4 Family Real Estate

| Personal residence | Pass | 51,120 | 31,415 | 27,052 | 23,069 | 23,759 | 126,293 | - | - | 282,708 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Special Mention | - | 242 | 131 | 267 | 254 | 12,020 | - | - | 12,914 |
|  | Substandard | - | 46 | 849 | 540 | 126 | 7,910 | - | - | 9,471 |
| Total Personal Residence |  | 51,120 | 31,703 | 28,032 | 23,876 | 24,139 | 146,223 | - | - | 305,093 |
| Rental - small loan | Pass | 18,762 | 20,113 | 14,512 | 10,705 | 10,941 | 34,643 | 4,047 | - | 113,723 |
|  | Special Mention | 110 | 253 | 251 | 3 | 192 | 1,749 | 62 | - | 2,620 |
|  | Substandard | - | 1,163 | - | - | 46 | 2,874 | - | - | 4,083 |
| Total Rental - Small Loan |  | 18,872 | 21,529 | 14,763 | 10,708 | 11,179 | 39,266 | 4,109 | - | 120,426 |
| Rental - large loan | Pass | 16,926 | 5,484 | 9,456 | 5,323 | 9,133 | 20,515 | 2,188 | - | 69,025 |
|  | Special Mention | - | 1,430 | - | - | - | 32 | - | - | 1,462 |
|  | Substandard | - | - | - | - | - | 3,698 | - | - | 3,698 |
| Total Rental - Large Loan |  | 16,926 | 6,914 | 9,456 | 5,323 | 9,133 | 24,245 | 2,188 | - | 74,185 |
| Home equity | Pass | 429 | 565 | 347 | 502 | 89 | 2,174 | 74,974 | - | 79,080 |
|  | Special Mention | - | - | - | 40 | - | 96 | 1,596 | - | 1,732 |
|  | Substandard | - | - | 32 | 28 | - | 424 | 292 | - | 776 |
| Total Home Equity |  | 429 | 565 | 379 | 570 | 89 | 2,694 | 76,862 | - | 81,588 |


| Total Residential 1-4 Family Real Estate |  | 87,347 | 60,711 | 52,630 | 40,477 | 44,540 | 212,428 | 83,159 | - | 581,292 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Mortgage warehouse lines | Pass | - | - | - | - | - | - | 251,810 | - | 251,810 |
|  | Special Mention | - | - | - | - | - | - | - | - | - |
|  | Substandard | - | - | - | - | - | - | - | - | - |
| Total Mortgage Warehouse Lines |  | - | - | - | - | - | - | 251,810 | - | 251,810 |



## Allowance for Credit Losses - Loans

The following tables presents the activity in the ACLL by portfolio segment during the three and nine months ended September 30, 2021 and the twelve months ended December 31, 2020:


| Dollars in thousands | For the Nine Months Ended September 30, 2021 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Allowance for Credit Losses - Loans |  |  |  |  |  |  |  |  |  |  |
|  | Beginning Balance |  | Provision for Credit Losses Loans |  | Adjustment for PCD Acquired Loans |  | Charge-offs |  | Recoveries | Ending Balance |  |
| Commercial | \$ | 2,304 | \$ | 655 | \$ | - | \$ | (222) \$ | 22 | \$ | 2,759 |
| Commercial real estate - owner occupied |  |  |  |  |  |  |  |  |  |  |  |
| Professional \& medical |  | 954 |  | (11) |  | 71 |  | (3) | - |  | 1,011 |
| Retail |  | 3,173 |  | $(1,446)$ |  | - |  | - | 1 |  | 1,728 |
| Other |  | 610 |  | (8) |  | - |  | - | - |  | 602 |
| Commercial real estate - non-owner occupied |  |  |  |  |  |  |  |  |  |  |  |
| Hotels \& motels |  | 2,135 |  | 463 |  | - |  | - | - |  | 2,598 |
| Mini-storage |  | 337 |  | (161) |  | - |  | - | - |  | 176 |
| Multifamily |  | 1,547 |  | 544 |  | - |  | (233) | 7 |  | 1,865 |
| Retail |  | 981 |  | 597 |  | - |  | - | - |  | 1,578 |
| Other |  | 1,104 |  | 651 |  | - |  | - | - |  | 1,755 |
| Construction and development |  |  |  |  |  |  |  |  |  |  |  |
| Land \& land development |  | 4,084 |  | (552) |  | - |  | - | 9 |  | 3,541 |
| Construction |  | 4,648 |  | 1,328 |  | - |  | - | - |  | 5,976 |
| Residential 1-4 family real estate |  |  |  |  |  |  |  |  |  |  |  |
| Personal residence |  | 3,559 |  | (515) |  | - |  | (298) | 105 |  | 2,851 |
| Rental - small loan |  | 2,736 |  | 13 |  | 20 |  | (89) | 77 |  | 2,757 |
| Rental - large loan |  | 3,007 |  | (720) |  | - |  | - | - |  | 2,287 |
| Home equity |  | 713 |  | (161) |  | - |  | (26) | 13 |  | 539 |
| Mortgage warehouse lines |  | - |  | - |  | - |  | - | - |  | - |
| Consumer |  | 216 |  | (39) |  | - |  | (100) | 92 |  | 169 |
| Other |  |  |  |  |  |  |  |  |  |  |  |
| Credit cards |  | 17 |  | 11 |  | - |  | (16) | 5 |  | 17 |
| Overdrafts |  | 121 |  | 181 |  | - |  | (237) | 132 |  | 197 |
| Total | \$ | 32,246 | \$ | 830 | \$ | 91 | \$ | $(1,224)$ \$ | 463 | \$ | 32,406 |


| Dollars in thousands | For the Twelve Months Ended December 31, 2020 |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Allowance for Credit Losses - Loans |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Beginning Balance |  | Impact of Adoption of ASC 326 |  | Provision for Credit <br> Losses Loans |  | Adjustment for PCD Acquired Loans |  | $\begin{gathered} \text { Charge- } \\ \text { offs } \end{gathered}$ |  | Recoveries | Ending Balance |  |
| Commercial | \$ | 1,221 | \$ | 1,064 | \$ | 85 | \$ | - | \$ | (99) \$ | 33 | \$ | 2,304 |
| Commercial real estate - owner occupied |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Professional \& medical |  | 1,058 |  | (390) |  | 1,290 |  | 1 |  | $(1,005)$ | - |  | 954 |
| Retail |  | 820 |  | (272) |  | 2,311 |  | 152 |  | - | 162 |  | 3,173 |
| Other |  | 821 |  | (137) |  | (104) |  | 1 |  | - | 29 |  | 610 |
| Commercial real estate - non-owner occupied |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Hotels \& motels |  | 1,235 |  | (936) |  | 1,836 |  | - |  | - | - |  | 2,135 |
| Mini-storage |  | 485 |  | (311) |  | 48 |  | 115 |  | - | - |  | 337 |
| Multifamily |  | 1,534 |  | 8 |  | (155) |  | 122 |  | - | 38 |  | 1,547 |
| Retail |  | 964 |  | 279 |  | (22) |  | 101 |  | (343) | 2 |  | 981 |
| Other |  | 1,721 |  | $(1,394)$ |  | 700 |  | 58 |  | - | 19 |  | 1,104 |
| Construction and development |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Land \& land development |  | 600 |  | 2,136 |  | 1,202 |  | 111 |  | (7) | 42 |  | 4,084 |
| Construction |  | 242 |  | 996 |  | 3,159 |  | 251 |  | - | - |  | 4,648 |
| Residential 1-4 family real estate |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal residence |  | 1,275 |  | 1,282 |  | 980 |  | 182 |  | (252) | 92 |  | 3,559 |
| Rental - small loan |  | 532 |  | 1,453 |  | 657 |  | 96 |  | (140) | 138 |  | 2,736 |
| Rental - large loan |  | 49 |  | 2,884 |  | 58 |  | 16 |  | - | - |  | 3,007 |
| Home equity |  | 138 |  | 308 |  | 246 |  | - |  | (24) | 45 |  | 713 |
| Mortgage warehouse lines |  | - |  | - |  | - |  | - |  | - | - |  | - |
| Consumer |  | 379 |  | (238) |  | 166 |  | - |  | (239) | 148 |  | 216 |
| Other |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit cards |  | - |  | 12 |  | 35 |  | - |  | (40) | 10 |  | 17 |
| Overdrafts |  | - |  | 182 |  | 251 |  | - |  | (460) | 148 |  | 121 |
| Total | \$ | 13,074 | \$ | 6,926 | \$ | 12,743 | \$ | 1,206 | \$ | $(2,609)$ | 906 | \$ | 32,246 |

The following tables presents, as of September 30, 2021 and December 31, 2020 segregated by loan portfolio segment, details of the loan portfolio and the ACLL calculated in accordance with our credit loss accounting methodology for loans described above.

| Dollars in thousands | September 30, 2021 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Loan Balances |  |  |  |  |  | Allowance for Credit Losses - Loans |  |  |  |  |  |
|  | Loans Individually Evaluated |  | LoansCollectivelyEvaluated ${ }^{\text {(1) }}$ |  | Total |  | LoansIndividuallyEvaluated |  | LoansCollectivelyEvaluated |  | Total |  |
| Commercial | \$ | 180 | \$ | 317,675 | \$ | 317,855 | \$ | - | \$ | 2,759 | \$ | 2,759 |
| Commercial real estate - owner occupied |  |  |  |  |  |  |  |  |  |  |  |  |
| Professional \& medical |  | 2,100 |  | 130,400 |  | 132,500 |  | 207 |  | 804 |  | 1,011 |
| Retail |  | 6,290 |  | 157,060 |  | 163,350 |  | - |  | 1,728 |  | 1,728 |
| Other |  | - |  | 143,352 |  | 143,352 |  | - |  | 602 |  | 602 |
| Commercial real estate - non-owner occupied |  |  |  |  |  |  |  |  |  |  |  |  |
| Hotels \& motels |  | 3,160 |  | 118,605 |  | 121,765 |  | 743 |  | 1,855 |  | 2,598 |
| Mini-storage |  | 1,069 |  | 55,923 |  | 56,992 |  | - |  | 176 |  | 176 |
| Multifamily |  | - |  | 233,401 |  | 233,401 |  | - |  | 1,865 |  | 1,865 |
| Retail |  | 3,066 |  | 151,054 |  | 154,120 |  | - |  | 1,578 |  | 1,578 |
| Other |  | 5,676 |  | 263,117 |  | 268,793 |  | 68 |  | 1,687 |  | 1,755 |
| Construction and development |  |  |  |  |  |  |  |  |  |  |  |  |
| Land \& land development |  | 2,300 |  | 97,418 |  | 99,718 |  | 653 |  | 2,888 |  | 3,541 |
| Construction |  | - |  | 127,432 |  | 127,432 |  | - |  | 5,976 |  | 5,976 |
| Residential 1-4 family real estate |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal residence |  | - |  | 270,951 |  | 270,951 |  | - |  | 2,851 |  | 2,851 |
| Rental - small loan |  | 1,571 |  | 122,366 |  | 123,937 |  | 212 |  | 2,545 |  | 2,757 |
| Rental - large loan |  | 3,189 |  | 68,788 |  | 71,977 |  | - |  | 2,287 |  | 2,287 |
| Home equity |  | 523 |  | 70,973 |  | 71,496 |  | - |  | 539 |  | 539 |
| Mortgage warehouse lines |  | - |  | 161,628 |  | 161,628 |  | - |  | - |  | - |
| Consumer |  | - |  | 32,285 |  | 32,285 |  | - |  | 169 |  | 169 |
| Other |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit cards |  | - |  | 1,783 |  | 1,783 |  | - |  | 17 |  | 17 |
| Overdrafts |  | - |  | 775 |  | 775 |  | - |  | 197 |  | 197 |
| Total | \$ | 29,124 | \$ | 2,524,986 | \$ | 2,554,110 | \$ | 1,883 | \$ | 30,523 | \$ | 32,406 |

(1) Included in the loans collectively evaluated are $\$ 30.9$ million in fully guaranteed or cash secured loans, which are excluded from the pools collectively evaluated and carry no allowance.

| Dollars in thousands | December 31, 2020 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Loan Balances |  |  |  |  |  | Allowance for Credit Losses - Loans |  |  |  |  |  |
|  | LoansIndividuallyEvaluated |  | LoansCollectivelyEvaluated ${ }^{\text {(1) }}$ |  | Total |  | LoansIndividuallyEvaluated |  | LoansCollectivelyEvaluated |  | Total |  |
| Commercial | \$ | 4,851 | \$ | 302,034 | \$ | 306,885 | \$ | 8 | \$ | 2,296 | \$ | 2,304 |
| Commercial real estate - owner occupied |  |  |  |  |  |  |  |  |  |  |  |  |
| Professional \& medical |  | 2,171 |  | 104,980 |  | 107,151 |  | 223 |  | 731 |  | 954 |
| Retail |  | 17,458 |  | 108,993 |  | 126,451 |  | 2,258 |  | 915 |  | 3,173 |
| Other |  | - |  | 118,258 |  | 118,258 |  | - |  | 610 |  | 610 |
| Commercial real estate - non-owner occupied |  |  |  |  |  |  |  |  |  |  |  |  |
| Hotels \& motels |  | - |  | 121,502 |  | 121,502 |  | - |  | 2,135 |  | 2,135 |
| Mini-storage |  | 1,109 |  | 59,441 |  | 60,550 |  | 111 |  | 226 |  | 337 |
| Multifamily |  | 1,187 |  | 174,801 |  | 175,988 |  | 135 |  | 1,412 |  | 1,547 |
| Retail |  | 3,473 |  | 131,932 |  | 135,405 |  | - |  | 981 |  | 981 |
| Other |  | 5,857 |  | 186,263 |  | 192,120 |  | 129 |  | 975 |  | 1,104 |
| Construction and development |  |  |  |  |  |  |  |  |  |  |  |  |
| Land \& land development |  | 1,891 |  | 105,451 |  | 107,342 |  | 623 |  | 3,461 |  | 4,084 |
| Construction |  | 1,352 |  | 89,748 |  | 91,100 |  | 135 |  | 4,513 |  | 4,648 |
| Residential 1-4 family real estate |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal residence |  | - |  | 305,093 |  | 305,093 |  | - |  | 3,559 |  | 3,559 |
| Rental - small loan |  | 1,300 |  | 119,126 |  | 120,426 |  | 102 |  | 2,634 |  | 2,736 |
| Rental - large loan |  | 3,288 |  | 70,897 |  | 74,185 |  | - |  | 3,007 |  | 3,007 |
| Home equity |  | 523 |  | 81,065 |  | 81,588 |  | - |  | 713 |  | 713 |
| Consumer |  | - |  | 33,906 |  | 33,906 |  | - |  | 216 |  | 216 |
| Other |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit cards |  | - |  | 1,855 |  | 1,855 |  | - |  | 17 |  | 17 |
| Overdrafts |  | - |  | 538 |  | 538 |  | - |  | 121 |  | 121 |
| Mortgage warehouse lines |  | - |  | 251,810 |  | 251,810 |  | - |  | - |  | - |
| Total | \$ | 44,460 | \$ | 2,367,693 | \$ | 2,412,153 | \$ | 3,724 | \$ | 28,522 | \$ | 32,246 |

(1) Included in the loans collectively evaluated are $\$ 83.9$ million in fully guaranteed or cash secured loans, which are excluded from the pools collectively evaluated and carry no allowance.

The following table presents the amortized cost basis of collateral dependent loans, which are individually evaluated to determine expected credit losses, and the related ACLL allocated to those loans:

September 30, 2021

| Dollars in thousands | September 30, 2021 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Real Estate Secured Loans |  | Non-Real Estate Secured Loans |  | Total Loans |  | Allowance for Credit Losses - Loans |  |
| Commercial | \$ | - | \$ | 180 | \$ | 180 | \$ | - |
| Commercial real estate - owner occupied |  |  |  |  |  |  |  |  |
| Professional \& medical |  | 2,100 |  | - |  | 2,100 |  | 207 |
| Retail |  | 6,290 |  | - |  | 6,290 |  | - |
| Other |  | - |  | - |  | - |  | - |
| Commercial real estate - non-owner occupied |  |  |  |  |  |  |  |  |
| Hotels \& motels |  | 3,160 |  | - |  | 3,160 |  | 743 |
| Mini-storage |  | 1,069 |  | - |  | 1,069 |  | - |
| Multifamily |  | - |  | - |  | - |  | - |
| Retail |  | 3,066 |  | - |  | 3,066 |  | - |
| Other |  | 5,676 |  | - |  | 5,676 |  | 68 |
| Construction and development |  |  |  |  |  |  |  |  |
| Land \& land development |  | 2,300 |  | - |  | 2,300 |  | 653 |
| Construction |  | - |  | - |  | - |  | - |
| Residential 1-4 family real estate |  |  |  |  |  |  |  |  |
| Personal residence |  | - |  | - |  | - |  | - |
| Rental - small loan |  | 1,571 |  | - |  | 1,571 |  | 212 |
| Rental - large loan |  | 3,189 |  | - |  | 3,189 |  | - |
| Home equity |  | 523 |  | - |  | 523 |  | - |
| Consumer |  | - |  | - |  | - |  | - |
| Other |  |  |  |  |  |  |  |  |
| Credit cards |  | - |  | - |  | - |  | - |
| Overdrafts |  | - |  | - |  | - |  | - |
| Total | \$ | 28,944 | \$ | 180 | \$ | 29,124 | \$ | 1,883 |


| Dollars in thousands | December 31, 2020 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Real Estate Secured Loans |  | Non-Real Estate Secured Loans |  | Total Loans |  | Allowance for Credit Losses - Loans |  |
| Commercial | \$ | - | \$ | 4,851 | \$ | 4,851 | \$ | 8 |
| Commercial real estate - owner occupied |  |  |  |  |  |  |  |  |
| Professional \& medical |  | 2,171 |  | - |  | 2,171 |  | 223 |
| Retail |  | 17,458 |  | - |  | 17,458 |  | 2,258 |
| Other |  | - |  | - |  | - |  | - |
| Commercial real estate - non-owner occupied |  |  |  |  |  |  |  |  |
| Hotels \& motels |  | - |  | - |  | - |  | - |
| Mini-storage |  | 1,109 |  | - |  | 1,109 |  | 111 |
| Multifamily |  | 1,187 |  | - |  | 1,187 |  | 135 |
| Retail |  | 3,473 |  | - |  | 3,473 |  | - |
| Other |  | 5,857 |  | - |  | 5,857 |  | 129 |
| Construction and development |  |  |  |  |  |  |  |  |
| Land \& land development |  | 1,891 |  | - |  | 1,891 |  | 623 |
| Construction |  | 1,352 |  | - |  | 1,352 |  | 135 |
| Residential 1-4 family real estate |  |  |  |  |  |  |  |  |
| Personal residence |  | - |  | - |  | - |  | - |
| Rental - small loan |  | 1,300 |  | - |  | 1,300 |  | 102 |
| Rental - large loan |  | 3,288 |  | - |  | 3,288 |  | - |
| Home equity |  | 523 |  | - |  | 523 |  | - |
| Consumer |  | - |  | - |  | - |  | - |
| Other |  |  |  |  |  |  |  |  |
| Credit cards |  | - |  | - |  | - |  | - |
| Overdrafts |  | - |  | - |  | - |  | - |
| Total | \$ | 39,609 | \$ | 4,851 | \$ | 44,460 | \$ | 3,724 |

## NOTE 7. GOODWILL AND OTHER INTANGIBLE ASSETS

In accordance with ASU No. 2017-04, Intangibles - Goodwill and Other (Topic 350): Simplifying the Test for Goodwill Impairment, during third quarter 2021, we performed the qualitative assessment of goodwill and determined that the fair value was more likely than not greater than its carrying value. In performing the qualitative assessment, we considered certain events, and circumstances such as macroeconomic conditions, industry and market considerations, overall financial performance and cost factors when evaluating whether it is more likely than not that the fair value is less than the carrying value. No indicators of impairment were noted as of September 30, 2021.

The following tables present our goodwill activity for the quarter ending September 30, 2021 and the balance of other intangible assets at September 30, 2021 and December 31, 2020.

| Dollars in thousands | Goodwill Activity |  |
| :--- | ---: | ---: |
| Balance, January 1, 2021 | $\$$ | 45,495 |
| Reclassifications from goodwill | $(479)$ |  |
| Acquired goodwill |  | 10,331 |
| Balance, September 30, 2021 | $\$$ | 55,347 |


|  | Other Intangible Assets |  |  |  |
| :--- | :---: | :---: | :---: | ---: |
| Dollars in thousands | September 30, 2021 | December 31, 2020 |  |  |
| Identifiable intangible assets |  |  |  |  |
| Gross carrying amount | $\$$ | 15,828 | $\$$ | 15,650 |
| Less: accumulated amortization | $\$$ | $(7,198)$ | $(6,022)$ |  |
| Net carrying amount | 8,630 | $\$$ | 9,628 |  |

We recorded amortization expense of $\$ 390,000$ and $\$ 1,176,000$ for the three and nine months ended September 30, 2021 and $\$ 412,000$ and $\$ 1,251,000$ for the three and nine months ended September 30, 2020, relative to our identifiable intangible assets.

Amortization relative to our identifiable intangible assets is expected to approximate the following during the next five years and thereafter:

| Dollars in thousands | Core Deposit <br> Intangible |  |
| :--- | ---: | ---: |
| Three month period ending December 31, 2021 | \$ | 388 |
| Year ending December 31, 2022 | 1,440 |  |
| Year ending December 31, 2023 | 1,299 |  |
| Year ending December 31, 2024 | 1,158 |  |
| Year ending December 31, 2025 | 1,019 |  |
| Thereafter | 3,256 |  |

## NOTE 8. DEPOSITS

The following is a summary of interest bearing deposits by type as of September 30, 2021 and December 31, 2020 :

|  |  | September 30, <br> $\mathbf{2 0 2 1}$ | December 31, <br> 2020 |  |
| :--- | :--- | ---: | ---: | ---: |
| Dollars in thousands | $\$$ | $1,121,028$ | $\$$ | 934,185 |
| Demand deposits, interest bearing |  | 693,686 | 621,168 |  |
| Savings deposits |  | 565,684 | 599,480 |  |
| Time deposits | Total | $\$$ | $2,380,398$ | $\$$ |
|  |  | $2,154,833$ |  |  |

Included in time deposits are deposits acquired through a third party ("brokered deposits") totaling $\$ 14.7$ million and $\$ 55.5$ million at September 30 , 2021 and December 31, 2020, respectively.

A summary of the scheduled maturities for all time deposits as of September 30, 2021 is as follows:

| Dollars in thousands |  |  |
| :--- | ---: | ---: |
| Three month period ending December 31, 2021 | 109,130 |  |
| Year ending December 31, 2022 |  | 330,840 |
| Year ending December 31, 2023 |  | 69,604 |
| Year ending December 31, 2024 |  | 22,645 |
| Year ending December 31, 2025 | 14,555 |  |
| Thereafter | Total | $\$$ |

The aggregate amount of time deposits in denominations that meet or exceed the FDIC insurance limit of $\$ 250,000$ totaled $\$ 104.1$ million at September 30, 2021 and $\$ 81.4$ million at December 31, 2020.

## NOTE 9. BORROWED FUNDS

Short-term borrowings: A summary of short-term borrowings is presented below:

| Dollars in thousands | Nine Months Ended September 30, |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2021 |  |  |  | 2020 |  |  |  |
|  | Short-term <br> FHLB <br> Advances |  | Federal Funds Purchased and Lines of Credit |  | Short-term FHLB Advances |  | Federal Funds Purchased and Lines of Credit |  |
| Balance at September 30 | \$ | 140,000 | \$ | 146 | \$ | 140,000 | \$ | 145 |
| Average balance outstanding for the period |  | 140,000 |  | 146 |  | 126,964 |  | 145 |
| Maximum balance outstanding at any month end during period |  | 140,000 |  | 146 |  | 215,700 |  | 145 |
| Weighted average interest rate for the period |  | 0.34 \% |  | 0.25 \% |  | 0.79 \% |  | 0.64 \% |
| Weighted average interest rate for balances outstanding at September 30 |  | 0.32 \% |  | 0.25 \% |  | 0.36 \% |  | 0.25 \% |


|  | Year Ended December 31, 2020 |  |
| :--- | :---: | :---: |

Long-term borrowings: Our long-term borrowings of $\$ 684,000$ and $\$ 699,000$ at September 30, 2021 and December 31, 2020, respectively, consisted of a $5.34 \%$ fixed rate advance from the Federal Home Loan Bank ("FHLB"), maturing in 2026. This FHLB advance is collateralized by a blanket lien of $\$ 1.48$ billion of residential mortgage loans, certain commercial loans, mortgage backed securities and securities of U.S. Government agencies and corporations.

Subordinated debentures: We issued $\$ 30$ million of subordinated debentures, net of $\$ 664,000$ debt issuance costs, during third quarter 2020 in a private placement transaction. The subordinated debt qualifies as Tier 2 capital under Federal Reserve Board guidelines, until the debt is within 5 years of its maturity; thereafter the amount qualifying as Tier 2 capital is reduced by 20 percent each year until maturity. This subordinated debt bears interest at a fixed rate of $5.00 \%$ per year, from and including September 22, 2020 to, but excluding, September 30, 2025, payable quarterly in arrears. From and including September 30, 2025 to, but excluding, the maturity date or earlier redemption date, the interest rate will reset quarterly at a variable rate equal to the then current three-month term Secured Overnight Financing Rate ("SOFR"), as published by the Federal Reserve Bank of New York, plus 487 basis points, payable quarterly in arrears. This debt has a 10 years term and generally, is not prepayable by us within the first five years.

Subordinated debentures owed to unconsolidated subsidiary trusts: We have three statutory business trusts that were formed for the purpose of issuing mandatorily redeemable securities (the "capital securities") for which we are obligated to third party investors and investing the proceeds from the sale of the capital securities in our junior subordinated debentures (the
"debentures"). The debentures held by the trusts are their sole assets. These subordinated debentures totaled $\$ 19.6$ million at September 30, 2021 and December 31, 2020.

The capital securities held by SFG Capital Trust I, SFG Capital Trust II, and SFG Capital Trust III qualify as Tier 1 capital under Federal Reserve Board guidelines. In accordance with these Guidelines, trust preferred securities generally are limited to $25 \%$ of Tier 1 capital elements, net of goodwill. The amount of trust preferred securities and certain other elements in excess of the limit can be included in Tier 2 capital.

A summary of the maturities of all long-term borrowings and subordinated debentures for the next five years and thereafter is as follows:
Subordinated


## NOTE 10. SHARE-BASED COMPENSATION

Under the 2014 Long-Term Incentive Plan ("2014 LTIP"), stock options, SARs and RSUs have generally been granted with an exercise price equal to the fair value of Summit's common stock on the grant date. We periodically grant employee stock options to individual employees.

The fair value of our employee stock options and SARs granted under the Plans is estimated at the date of grant using the Black-Scholes option-pricing model. This model requires the input of highly subjective assumptions, changes to which can materially affect the fair value estimate. Additionally, there may be other factors that would otherwise have a significant effect on the value of employee stock options and SARs granted but are not considered by the model. Because our employee stock options and SARs have characteristics significantly different from those of traded options and because changes in the subjective input assumptions can materially affect the fair value estimate, in management's opinion, the existing models do not necessarily provide a reliable single measure of the fair value of its employee stock options and SARs at the time of grant.

During third quarter 2021, we granted 54,947 SARs with a $\$ 8.97$ grant date fair value per SAR that become exercisable ratably over seven years (14.3\% per year) and expire ten years after the grant date. Also during 2021, we granted 122,542 SARs with an $\$ 8.40$ grant date fair value per SAR that become exercisable ratably over five years ( $20 \%$ per year) and expire ten years after the grant date. There were no grants of SARs or stock options during 2020 .

The fair value of our employee stock options and SARs granted under the Plans is estimated at the date of grant using the Black-Scholes option-pricing model. This model requires the input of highly subjective assumptions, changes to which can materially affect the fair value estimate. Additionally, there may be other factors that would otherwise have a significant effect on the value of employee stock options and SARs granted but are not considered by the model. Because our employee stock options and SARs have characteristics significantly different from those of traded options and because changes in the subjective input assumptions can materially affect the fair value estimate, in management's opinion, the existing models do not necessarily provide a reliable single measure of the fair value of its employee stock options and SARs at the time of grant. The assumptions used to value SARs granted in 2021 are as follows:

|  | 2021 grant with 7 year <br> expiration |  |
| :--- | ---: | ---: |
| 2021 grant with 5 year <br> expiration |  |  |
| Risk-free interest rate | $1.06 \%$ | $0.74 \%$ |
| Expected dividend yield | $3.00 \%$ | $3.00 \%$ |
| Expected common stock volatility | $55.59 \%$ | $55.59 \%$ |
| Expected life | 7 years | 5.5 years |

A summary of our SAR and stock option activity during the first nine months of 2021 and 2020 is as follows:

|  | For the Nine Months Ended September 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2021 |  |  |  |  |
|  | Options/SARs | Aggregate Intrinsic Value (in thousands) | $\begin{gathered} \hline \text { Remaining } \\ \text { Contractual } \\ \text { Term (Yrs.) } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Weighted- } \\ \text { Average } \\ \text { Exercise Price } \end{gathered}$ |  |
| Outstanding, January 1 | 329,203 |  |  | \$ | 20.47 |
| Granted | 177,489 |  |  |  | 21.85 |
| Exercised | $(5,800)$ |  |  |  | 3.85 |
| Forfeited | - |  |  |  | - |
| Expired | - |  |  |  | - |
| Outstanding, September 30 | 500,892 | 1,808 | 7.12 | \$ | 21.15 |
|  |  |  |  |  |  |
| Exercisable, September 30 | 213,216 | 1,287 | 5.00 | \$ | 18.90 |


|  | For the Nine Months Ended September 30, |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 2020 |  |  |  |  |

Grants of RSUs include time-based vesting conditions that generally vest ratably over a period of 3 to 5 years. During second quarter 2020, we granted 10,995 RSUs which will vest ratably over 4 years. During first quarter 2020, we granted 1,846 RSUs which will fully vest on the 2nd anniversary of the grant date.

|  | RSUs | Weighted Average <br> Grant Date Fair Value |  |
| :--- | ---: | ---: | ---: |
| Nonvested, December 31, 2020 | 15,686 | $\$$ | 20.40 |
| Granted | - | - |  |
| Forfeited | - | - |  |
| Vested | $(3,400)$ | 19.61 |  |
| Nonvested, September 30, 2021 | 12,286 | $\$$ | 20.62 |


|  | RSUs | Weighted Average <br> Grant Date Fair Value |  |
| :--- | ---: | ---: | ---: |
| Nonvested, December 31, 2019 | 2,892 | $\$$ | 25.93 |
| Granted | 12,841 | 18.19 |  |
| Forfeited | - | - |  |
| Vested | $(651)$ | 25.60 |  |
| Nonvested, September 30, 2020 | 15,082 | $\$$ | 20.45 |

We recognize compensation expense based on the estimated number of stock awards expected to actually vest, exclusive of the awards expected to be forfeited. During the first nine months of 2021 and 2020, total stock compensation expense for all share-based arrangements was $\$ 448,000$ and $\$ 402,000$ and the related deferred tax benefits were approximately $\$ 108,000$ and $\$ 96,000$. At September 30, 2021 our total unrecognized compensation expense related to all nonvested awards not yet recognized totaled $\$ 2.41$ million and is expected to be recognized over the next 2.46 years.

## NOTE 11. COMMITMENTS AND CONTINGENCIES

## Off-Balance Sheet Arrangements

We are a party to certain financial instruments with off-balance-sheet risk in the normal course of business to meet the financing needs of our customers. These instruments involve, to varying degrees, elements of credit and interest rate risk in excess of the amount recognized in the statement of financial position. The contract amounts of these instruments reflect the extent of involvement that we have in this class of financial instruments.

Many of our lending relationships contain both funded and unfunded elements. The funded portion is reflected on our balance sheet. The unfunded portion of these commitments is not recorded on our balance sheet until a draw is made under the loan facility. Since many of the commitments to extend credit may expire without being drawn upon, the total commitment amounts do not necessarily represent future cash flow requirements.

A summary of the total unfunded, or off-balance sheet, credit extension commitments follows:

|  | September 30, <br> 2021 |  |
| :--- | ---: | ---: |
| Dollars in thousands |  |  |
| Commitments to extend credit: | $\$$ | 95,601 |
| Revolving home equity and credit card lines |  | 398,224 |
| Construction loans |  | 25,025 |
| Other loans | Total | $\$$ |

Commitments to extend credit are agreements to lend to a customer as long as there is no violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. We evaluate each customer's credit worthiness on a case-by-case basis. The amount of collateral obtained, if we deem necessary upon extension of credit, is based on our credit evaluation. Collateral held varies but may include accounts receivable, inventory, equipment or real estate.

Standby letters of credit are conditional commitments issued to guarantee the performance of a customer to a third party. Standby letters of credit generally are contingent upon the failure of the customer to perform according to the terms of the underlying contract with the third party.

Our exposure to credit loss in the event of nonperformance by the other party to the financial instrument for commitments to extend credit is represented by the contractual amount of those instruments. We use the same credit policies in making commitments and conditional obligations as we do for on-balance sheet instruments.

## Allowance For Credit Losses - Off-Balance-Sheet Credit Exposures

The provision for credit losses on unfunded commitments was $\$ 1.67$ million and $\$ 1.09$ million for the nine months ended September 30 , 2021 and 2020 and $\$ 1.2$ million and $\$ 48,000$ for the three months ended September 30, 2021 and 2020. The

ACL on off-balance-sheet credit exposures totaled $\$ 5.86$ million at September 30, 2021 compared to $\$ 4.19$ million at December 31, 2020.

## Litigation

We are not a party to litigation except for matters that arise in the normal course of business. While it is impossible to ascertain the ultimate resolution or range of financial liability, if any, with respect to these contingent matters, in the opinion of management, after consultation with legal counsel, the outcome of these matters will not have a significant adverse effect on the consolidated financial statements.

## NOTE 12. PREFERRED STOCK

In April 2021, we sold through a private placement 1,500 shares or $\$ 15.0$ million of Series 2021 6\% Fixed-Rate Non-Cumulative Perpetual Preferred Stock, $\$ 1.00$ par value, with a liquidation preference of $\$ 10,000$ per share (the "Preferred Stock"). The Preferred Stock is non-convertible and will pay noncumulative dividends, if and when declared by the Summit board of directors, at a rate of $6.0 \%$ per annum. Dividends declared will be payable quarterly in arrears on the 15th day of March, June, September and December of each year.

## NOTE 13. REGULATORY MATTERS

Our bank subsidiary, Summit Community Bank, Inc. ("Summit Community"), is subject to various regulatory capital requirements administered by the banking regulatory agencies. Under the capital adequacy guidelines and the regulatory framework for prompt corrective action, Summit Community must meet specific capital guidelines that involve quantitative measures of its assets, liabilities and certain off-balance sheet items as calculated under regulatory accounting practices. Our bank subsidiary's capital amounts and classifications 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 Summit Community to maintain minimum amounts and ratios of Common Equity Tier 1("CET1"), Total capital and Tier I capital (as defined in the regulations) to risk-weighted assets (as defined), and of Tier I capital (as defined) to average assets (as defined). We believe, as of September 30, 2021, that our bank subsidiary met all capital adequacy requirements to which they were subject.

The most recent notifications from the banking regulatory agencies categorized Summit Community as well capitalized under the regulatory framework for prompt corrective action. To be categorized as well capitalized, Summit Community must maintain minimum CET1, Total risk-based, Tier I risk-based, and Tier I leverage ratios as set forth in the table below.

In December 2018, the federal bank regulatory agencies approved a final rule modifying their regulatory capital rules to provide an option to phase-in over a period of three years the day-one regulatory capital effects of the implementation of ASC 326. In March 2020, those agencies approved a final rule providing an option to delay the estimated impact on regulatory capital. We elected this optional phase-in period upon adoption of ASC 326 on January 1 , 2020 and elected to delay the estimated impact. The initial impact of adoption as well as $25 \%$ of the quarterly increases in the allowance for credit losses subsequent to adoption (collectively the "transition adjustments") will be delayed for two years. After two years, the cumulative amount of the transition adjustments will become fixed and will be phased out of the regulatory capital calculations evenly over a three year period, with $75 \%$ recognized in year three, $50 \%$ recognized in year four, and $25 \%$ recognized in year five. After five years, the temporary regulatory capital benefits will be fully reversed.

The following tables present Summit's, as well as Summit Community's, actual and required minimum regulatory capital amounts and ratios as of September 30, 2021 and December 31, 2020.

Capital levels required to be considered well capitalized are based upon prompt corrective action regulations, as amended.

| Dollars in thousands | Actual |  |  | Minimum Required Capital - Basel III |  | Minimum Required To Be Well Capitalized |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Amount | Ratio | Amount | Ratio | Amount | Ratio |
| As of September 30, 2021 |  |  |  |  |  |  |  |
| CET1 (to risk weighted assets) |  |  |  |  |  |  |  |
| Summit | \$ | 252,581 | 9.0 \% | N/A | N/A | N/A | N/A |
| Summit Community |  | 313,549 | 11.2 \% | 195,968 | 7.0 \% | 181,970 | 6.5 \% |
| Tier I Capital (to risk weighted assets) |  |  |  |  |  |  |  |
| Summit |  | 286,501 | 10.2 \% | N/A | N/A | N/A | N/A |
| Summit Community |  | 313,549 | 11.2 \% | 237,961 | 8.5 \% | 223,964 | 8.0 \% |
| Total Capital (to risk weighted assets) |  |  |  |  |  |  |  |
| Summit |  | 341,088 | 12.1 \% | N/A | N/A | N/A | N/A |
| Summit Community |  | 338,670 | 12.1 \% | 293,887 | 10.5 \% | 279,893 | 10.0 \% |
| Tier I Capital (to average assets) |  |  |  |  |  |  |  |
| Summit |  | 286,501 | 8.4 \% | N/A | N/A | N/A | N/A |
| Summit Community |  | 313,549 | 9.2 \% | 136,326 | 4.0 \% | 170,407 | 5.0 \% |


|  | Actual |  | Minimum Required Capital - Basel III |  | Minimum Required To Be Well Capitalized |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Dollars in thousands | Amount | Ratio | Amount | Ratio | Amount | Ratio |


| As of December 31, 2020 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CET1 (to risk weighted assets) |  |  |  |  |  |  |
| Summit | 233,768 | 9.3 \% | N/A | N/A | N/A | N/A |
| Summit Community | 279,540 | 11.1 \% | 176,286 | 7.0 \% | 163,695 | 6.5 \% |
| Tier I Capital (to risk weighted assets) |  |  |  |  |  |  |
| Summit | 252,768 | 10.0 \% | N/A | N/A | N/A | N/A |
| Summit Community | 279,540 | 11.1 \% | 214,062 | 8.5 \% | 201,470 | 8.0 \% |
| Total Capital (to risk weighted assets) |  |  |  |  |  |  |
| Summit | 305,309 | 12.1 \% | N/A | N/A | N/A | N/A |
| Summit Community | 302,716 | 12.0 \% | 264,877 | 10.5 \% | 252,263 | 10.0 \% |
| Tier I Capital (to average assets) |  |  |  |  |  |  |
| Summit | 252,768 | 8.6 \% | N/A | N/A | N/A | N/A |
| Summit Community | 279,540 | 9.5 \% | 117,701 | 4.0 \% | 147,126 | 5.0 \% |

## NOTE 14. DERIVATIVE FINANCIAL INSTRUMENTS

Cash flow hedges

We have entered into three pay-fixed/receive LIBOR interest rate swaps as follows:

- A $\$ 40$ million notional interest rate swap expiring on October 18, 2021, was designated as a cash flow hedge of $\$ 40$ million of variable rate Federal Home Loan Bank advances. Under the terms of this swap we will pay a fixed rate of $2.19 \%$ and receive a variable rate equal to three month LIBOR.
- A $\$ 20$ million notional interest rate swap with an effective date of October 18, 2021 and expiring on October 18, 2023, was designated as a cash flow hedge of $\$ 20$ million of forecasted variable rate Federal Home Loan Bank advances. Under the terms of this swap we will pay a fixed rate of 1.07\% and receive a variable rate equal to three month LIBOR.
- A $\$ 20$ million notional interest rate swap with an effective date of October 18, 2021 and expiring on October 18, 2024, was designated as a cash flow hedge of $\$ 20$ million of forecasted variable rate Federal Home Loan Bank advances. Under the terms of this swap we will pay a fixed rate of $1.1055 \%$ and receive a variable rate equal to three month LIBOR.

In addition, we have entered into two interest rate caps as follows:

- A $\$ 100$ million notional interest rate cap with an effective date of July 20, 2020 and expiring on April 18, 2030, was designated as a cash flow hedge of $\$ 100$ million of forecasted fixed rate Federal Home Loan Bank advances. Under the terms of this cap we will hedge the variability of cash flows when three month LIBOR is above .75\%.
- A $\$ 100$ million notional interest rate cap with an effective date of December 29, 2020 and expiring on December 18, 2025, was designated as a cash flow hedge of $\$ 100$ million of certain indexed interest bearing demand deposit accounts. Under the terms of this cap we will hedge the variability of cash flows when the indexed rate of SOFR is above $0.50 \%$.


## Fair value hedges

We have entered into two pay fixed/receive variable interest rate swaps to hedge fair value variability of two commercial fixed rate loans with the same principal, amortization, and maturity terms of the underlying loans, which are designated as fair value hedges with a total original notional amount of $\$ 21.3$ million.

A summary of our derivative financial instruments as of September 30, 2021 and December 31, 2020 follows:

| Dollars in thousands | September 30, 2021 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Notional <br> Amount |  | Derivative Fair Value |  |  |  |  |  | Net Ineffective Hedge Gains/(Losses) |  |
|  |  |  |  | Asset |  |  | Liability |  |  |  |
| CASH FLOW HEDGES |  |  |  |  |  |  |  |  |  |  |
| Pay-fixed/receive-variable interest rate swaps |  |  |  |  |  |  |  |  |  |  |
| Short term borrowings | \$ | 80,000 | \$ |  | - | \$ |  | 569 | \$ | - |
|  |  |  |  |  |  |  |  |  |  |  |
| Interest rate cap hedging: |  |  |  |  |  |  |  |  |  |  |
| Short term borrowings | \$ | 100,000 | \$ |  | 8,290 | \$ |  | - | \$ | - |
| Indexed interest bearing demand deposit accounts |  | 100,000 |  |  | 2,090 |  |  | - |  | - |
|  |  |  |  |  |  |  |  |  |  |  |
| FAIR VALUE HEDGES |  |  |  |  |  |  |  |  |  |  |
| Pay-fixed/receive-variable interest rate swaps |  |  |  |  |  |  |  |  |  |  |
| Commercial real estate loans | \$ | 17,712 | \$ |  | - | \$ |  | 780 | \$ | - |
|  | December 31, 2020 |  |  |  |  |  |  |  |  |  |
|  | Notional Amount |  | Derivative Fair Value |  |  |  |  |  | Net Ineffective <br> Hedge <br> Gains/(Losses) |  |
| Dollars in thousands |  |  |  | Asset |  |  | Liability |  |  |  |


|  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Pay-fixed/receive-variable interest rate swaps |  |  |  |  |  |  |  |  |
| Short term borrowings | \$ | 80,000 | \$ | - | \$ | 1,457 | \$ | - |
|  |  |  |  |  |  |  |  |  |
| Interest rate cap hedging: |  |  |  |  |  |  |  |  |
| Short term borrowings | \$ | 100,000 | \$ | 5,652 | \$ | - | \$ | - |
| Indexed interest bearing demand deposit accounts |  | 100,000 |  | 1,001 |  | - |  | - |
|  |  |  |  |  |  |  |  |  |
| FAIR VALUE HEDGES |  |  |  |  |  |  |  |  |
| Pay-fixed/receive-variable interest rate swaps |  |  |  |  |  |  |  |  |
| Commercial real estate loans | \$ | 18,192 | \$ | - | \$ | 1,290 | \$ | - |

Loan commitments: ASC Topic 815, Derivatives and Hedging, requires that commitments to make mortgage loans should be accounted for as derivatives if the loans are to be held for sale, because the commitment represents a written option and accordingly is recorded at the fair value of the option liability.

## NOTE 15. ACQUISITIONS

## MVB Bank Branches Acquisition

On July 10, 2021, SCB acquired four MVB Bank locations located in southern West Virginia: one in Kanawha County, one in Putnam County, and two in Cabell County. In addition, SCB acquired two MVB Bank drive-up banking locations in Cabell County. Summit assumed certain deposits and loans totaling approximately $\$ 164$ million and $\$ 54$ million, respectively.
The purchase price was $\$ 9.8$ million equaling the average daily closing balance of the deposits for the thirty (30) day period prior to the closing multiplied by $6.00 \%$.

This acquisition was determined to constitute a business combination in accordance with ASC 805, Business Combinations,and accordingly we accounted for the acquisition using the acquisition method of accounting, recording the assets and liabilities of MVB Bank at their acquisition date respective fair values. Determining the fair value of assets and liabilities, particularly related to the loan portfolio, is a complicated process involving significant judgment regarding methods and assumptions used to calculate the estimated fair values. The fair values are preliminary and subject to refinement for up to one year after the acquisition date as additional information relative to the acquisition date fair values becomes available. We recognized preliminary goodwill of $\$ 10.33$ million in connection with the acquisition (deductible for income tax purposes), which is not amortized for financial reporting purposes, but is subject to annual impairment testing. The core deposit intangible represents the value of long-term deposit relationships acquired in this transaction and will be amortized over an estimated weighted average life of 10 years using an accelerated method which approximates the estimated run-off of the acquired deposits. The following table details the total consideration paid on July 10, 2021 in connection with the acquisition of the MVB Bank branches, the fair values of the assets acquired and liabilities assumed and the resulting preliminary goodwill.

| (Dollars in thousands) | $\begin{gathered} \text { As Recorded by } \\ \text { MVB } \\ \hline \end{gathered}$ |  | Estimated Fair Value Adjustments |  | Estimated Fair Values as Recorded by Summit |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash consideration |  |  |  |  | \$ | 9,807 |
| Total consideration |  |  |  |  |  | 9,807 |
| Identifiable assets acquired: |  |  |  |  |  |  |
| Cash and cash equivalents | \$ | 946 | \$ | - | \$ | 946 |
| Loans |  |  |  |  |  |  |
| Purchased performing |  | 53,440 |  | 478 |  | 53,918 |
| Purchased credit deteriorated |  | 488 |  | (91) |  | 397 |
| Premises and equipment |  | 3,431 |  | (129) |  | 3,302 |
| Core deposit intangibles |  | - |  | 178 |  | 178 |
| Other assets |  | 260 |  | - |  | 260 |
| Total identifiable assets acquired | \$ | 58,565 | \$ | 436 | \$ | 59,001 |
|  |  |  |  |  |  |  |
| Identifiable liabilities assumed: |  |  |  |  |  |  |
| Deposits |  | 163,081 |  | 959 |  | 164,040 |
| Other liabilities |  | 45 |  | - |  | 45 |
| Total identifiable liabilities assumed | \$ | 163,126 | \$ | 959 | \$ | 164,085 |
|  |  |  |  |  |  |  |
| Net liabilities assumed | \$ | $(104,561)$ | \$ | (523) | \$ | $(105,084)$ |
|  |  |  |  |  |  |  |
| Net cash received from MVB |  |  |  |  |  | 94,753 |
| Preliminary goodwill resulting from acquisition |  |  |  |  | \$ | 10,331 |

## NOTE 16. ACCUMULATED OTHER COMPREHENSIVE INCOME (LOSS)

The following is changes in accumulated other comprehensive income (loss) by component, net of tax, for the three and nine months ending September 30, 2021 and 2020.

| Dollars in thousands | For the Three Months Ended September 30, 2021 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gains and Losses on Pension Plan |  | Gains and Losses on Other Post- <br> Retirement Benefits |  | Gains and Losses on Cash Flow Hedges |  | Unrealized <br> Gains/Losses on Debt Securities Available for Sale |  | Total |  |
| Beginning balance | \$ | (199) | \$ | (40) | \$ | 2,163 | \$ | 5,177 | \$ | 7,101 |
| Other comprehensive income (loss) before reclassification |  | - |  | - |  | 689 |  | $(2,754)$ |  | $(2,065)$ |
| Amounts reclassified from accumulated other comprehensive income, net of tax |  | - |  | - |  | - |  | 52 |  | 52 |
| Net current period other comprehensive income (loss) |  | - |  | - |  | 689 |  | $(2,702)$ |  | $(2,013)$ |
| Ending balance | \$ | (199) | \$ | (40) | \$ | 2,852 | \$ | 2,475 | \$ | 5,088 |

For the Three Months Ended September 30, 2020

| Dollars in thousands | For the Three Months Ended September 30, 2020 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gains and Losses on Pension Plan |  | Gains and Losses on Other Post- <br> Retirement Benefits |  | Gains and Losses on Cash Flow Hedges |  | UnrealizedGains/Losses on Debt <br> Securities Available <br> for Sale |  | Total |  |
| Beginning balance | \$ | (140) | \$ | 48 | \$ | $(2,417)$ | \$ | 5,831 | \$ | 3,322 |
| Other comprehensive income before reclassification |  | - |  | - |  | 422 |  | 1,603 |  | 2,025 |
| Amounts reclassified from accumulated other comprehensive income, net of tax |  | - |  | - |  | - |  | $(1,157)$ |  | $(1,157)$ |
| Net current period other comprehensive income |  | - |  | - |  | 422 |  | 446 |  | 868 |
| Ending balance | \$ | (140) | \$ | 48 | \$ | $(1,995)$ | \$ | 6,277 | \$ | 4,190 |


| Dollars in thousands | For the Nine Months Ended September 30, 2021 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Gains and } \\ \text { Losses on } \\ \text { Pension Plan } \end{gathered}$ |  | Gains and Losses on Other PostRetirement Benefits |  | Gains and Losses on Cash Flow Hedges |  | UnrealizedGains/Losses on Debt <br> Securities Available <br> for Sale |  | Total |  |
| Beginning balance | \$ | (199) | \$ | (40) | \$ | $(1,132)$ | \$ | 6,816 | \$ | 5,445 |
| Other comprehensive income (loss) before reclassification |  | - |  | - |  | 3,984 |  | $(3,935)$ |  | 49 |
| Amounts reclassified from accumulated other comprehensive income, net of tax |  | - |  | - |  | - |  | (406) |  | (406) |
| Net current period other comprehensive income (loss) |  | - |  | - |  | 3,984 |  | $(4,341)$ |  | (357) |
| Ending balance | \$ | (199) | \$ | (40) | \$ | 2,852 | \$ | 2,475 | \$ | 5,088 |


| Dollars in thousands | For the Nine Months Ended September 30, 2020 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Gains and } \\ \text { Losses on } \\ \text { Pension Plan } \end{gathered}$ |  | Gains and Losses on Other PostRetirement Benefits |  | Gains and Losses on Cash Flow Hedges |  | UnrealizedGains/Losses on Debt <br> Securities Available <br> for Sale |  | Total |  |
| Beginning balance | \$ | (140) | \$ | 48 | \$ | (518) | \$ | 3,145 | \$ | 2,535 |
| Other comprehensive income (loss) before reclassification |  | - |  | - |  | $(1,477)$ |  | 5,078 |  | 3,601 |
| Amounts reclassified from accumulated other comprehensive income, net of tax |  | - |  | - |  | - |  | $(1,946)$ |  | $(1,946)$ |
| Net current period other comprehensive income (loss) |  | - |  | - |  | $(1,477)$ |  | 3,132 |  | 1,655 |
| Ending balance | \$ | (140) | \$ | 48 | \$ | $(1,995)$ | \$ | 6,277 | \$ | 4,190 |

## NOTE 17. INCOME TAXES

Our income tax expense for the three and nine months ended September 30, 2021 and September 30, 2020 totaled $\$ 3.0$ million and $\$ 8.9$ million and $\$ 2.6$ million and $\$ 5.3$ million, respectively. Our effective tax rate (income tax expense as a percentage of income before taxes) for the three and nine months ended September 30, 2021 and 2020 was $19.8 \%$ and $21.1 \%$ and $21.2 \%$ and $20.1 \%$, respectively. A reconciliation between the statutory income tax rate and our effective income tax rate for the three and nine months ended September 30, 2021 and 2020 is as follows:

|  | For the Three Months Ended September 30, |  | For the Nine Months Ended September 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2021 | 2020 | 2021 | 2020 |
|  | Percent | Percent | Percent | Percent |
| Applicable statutory rate | 21.0 \% | 21.0 \% | 21.0 \% | 21.0 \% |
| Increase (decrease) in rate resulting from: |  |  |  |  |
| Tax-exempt interest and dividends, net | (1.3)\% | (1.9)\% | (1.4)\% | (2.2)\% |
| State income taxes, net of Federal income tax benefit | 2.08 \% | 1.9 \% | 2.12 \% | 1.6 \% |
| Low-income housing and rehabilitation tax credits | (0.1)\% | (0.1)\% | (0.2)\% | (0.6)\% |
| Other, net | (1.9)\% | 0.3 \% | (0.4)\% | 0.3 \% |
| Effective income tax rate | 19.8 \% | 21.2 \% | 21.1 \% | 20.1 \% |

The components of applicable income tax expense for the three and nine months ended September 30, 2021 and 2020 are as follows:


## NOTE 18. REVENUE FROM CONTRACTS WITH CUSTOMERS

Interest income, loan fees, realized securities gains and losses, bank owned life insurance income and mortgage banking revenue are not in the scope of ASC Topic 606, Revenue from Contracts with Customers. With the exception of gains or losses on sales of foreclosed properties, all of our revenue from contracts with customers in the scope of ASC 606 is recognized within Noninterest Income in the Consolidated Statements of Income. Incremental costs of obtaining a contract are expensed when incurred when the amortization period is one year or less.

The following table illustrates our total non-interest income segregated by revenues within the scope of ASC Topic 606 and those which are within the scope of other ASC Topics:

|  | Three Months Ended September 30, |  |  |  | Nine Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Dollars in thousands | 2021 |  | 2020 |  | 2021 |  | 2020 |  |
| Service fees on deposit accounts | \$ | 1,338 | \$ | 1,138 | \$ | 3,530 | \$ | 3,283 |
| Bank card revenue |  | 1,509 |  | 1,237 |  | 4,369 |  | 3,257 |
| Trust and wealth management fees |  | 718 |  | 622 |  | 2,039 |  | 1,870 |
| Other |  | 163 |  | 113 |  | 432 |  | 367 |
| Net revenue from contracts with customers |  | 3,728 |  | 3,110 |  | 10,370 |  | 8,777 |
| Non-interest income within the scope of other ASC topics |  | 839 |  | 3,097 |  | 3,886 |  | 5,530 |
| Total noninterest income | \$ | 4,567 | \$ | 6,207 | \$ | 14,256 | \$ | 14,307 |

## INTRODUCTION

The following discussion and analysis focuses on significant changes in our financial condition and results of operations of Summit Financial Group, Inc. ("Company" or "Summit") and its operating subsidiary, Summit Community Bank ("Summit Community"), for the periods indicated. This discussion and analysis should be read in conjunction with our 2020 audited consolidated financial statements and Annual Report on Form 10-K.

The Private Securities Litigation Act of 1995 indicates that the disclosure of forward-looking information is desirable for investors and encourages such disclosure by providing a safe harbor for forward-looking statements by us. This Quarterly Report on Form 10-Q contains comments or information that constitute forward-looking statements (within the meaning of the Private Securities Litigation Act of 1995) that are based on current expectations that involve a number of risks and uncertainties. Words such as "expects", "anticipates", "believes", "estimates" and other similar expressions or future or conditional verbs such as "will", "should", "would" and "could" are intended to identify such forward-looking statements.

Although we believe the expectations reflected in such forward-looking statements are reasonable, actual results may differ materially. Factors that might cause such a difference include: the effect of the COVID-19 crisis, including the negative impacts and disruptions on the communities we serve, and the domestic and global economy, which may have an adverse effect on our business; current and future economic and market conditions, including the effects of declines in housing prices, high unemployment rates, U.S. fiscal debt, budget and tax matters, geopolitical matters, and any slowdown in global economic growth; fiscal and monetary policies of the Federal Reserve; future provisions for credit losses on loans and debt securities; changes in nonperforming assets; changes in interest rates and interest rate relationships; demand for products and services; the degree of competition by traditional and non-traditional competitors; the successful integration of operations of our acquisitions; changes in banking laws and regulations; changes in tax laws; the impact of technological advances; the outcomes of contingencies; trends in customer behavior as well as their ability to repay loans; and changes in the national and local economies. We undertake no obligation to revise these statements following the date of this filing.

## OVERVIEW

On April 24, 2020, we acquired four MVB Bank ("MVB") branches in the eastern panhandle of West Virginia, on December 14, 2020, we acquired WinFirst Financial Corp. ("WinFirst") and its subsidiary WinFirst Bank, headquartered in Winchester, Kentucky and on July 12, 2021 we acquired four full-service MVB branch banking offices and two MVB drive-up banking locations in southern West Virginia. MVB's and WinFirst's results are included in our financial statements from the acquisition dates forward, impacting comparisons to the prior-year periods.

Our primary source of income is net interest income from loans and deposits. Business volumes tend to be influenced by the overall economic factors including market interest rates, business spending, and consumer confidence, as well as competitive conditions within the marketplace.

Primarily due to our recent acquisitions and organic loan growth, average interest earning assets increased by $21.5 \%$ for the first nine months in 2021 compared to the same period of 2020 while our net interest earnings on a tax equivalent basis increased $17.0 \%$. Our tax equivalent net interest margin decreased 13 basis points as our yield on interest earning assets decreased 54 basis points while our cost of interest bearing funds decreased 50 basis points.

## COVID-19 IMPACTS

## Overview

Our business has been, and continues to be, impacted by the ongoing COVID-19 pandemic. As further discussed in "Results of Operations," the current interest rate environment, borrower credit quality and market volatility, among other factors, continue to impact our performance. Although we are unable to estimate the magnitude, we expect the pandemic and the resulting economic environment will continue to affect our future operating results.

## Impact on our Operations

Summit continues to address the issues arising as a result of COVID-19 as we have implemented various plans, strategies and protocols to protect our employees, maintain services for clients, assure the functional continuity of our operating systems, controls and processes, and mitigate financial risks posed by changing market conditions. While governmental entities have generally eased temporary business closures and all of our offices are now open as normal without restriction and approved
vaccines are being administered throughout our footprint, it remains unknown when, or if, there will be a return to historical norms of economic and social activity.

## Impact on our Financial Position and Results of Operations

## Lending and Credit Risks

While we have not experienced any material charge-offs related to COVID-19, our allowance for credit losses ACL computation and resulting provision for credit losses are significantly impacted by the estimated potential future economic impact of the COVID-19 crisis. Refer to the Credit Experience section of this Management's Discussion and Analysis of Financial Condition and Results of Operations for further details regarding Q3 2021 provision for credit losses.
We took actions to identify and assess our COVID-19 related credit exposures by asset classes and borrower types. Depending on the demonstrated need of the client, in certain cases, we either modified to interest only or deferred the full loan payment. Accordingly, the following tables summarize the aggregate balances of loans the Company has modified as result of COVID-19 as of September 30, 2021 and December 31, 2020 classified by types of loans and impacted borrowers.

| Dollars in thousands | Total Loan Balance as of 9/30/2021 |  | Loan Balances Modified Due to COVID-19 as of September 30, 2021 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Interest Only Payments |  | \$ | Total Loans Modified |  | Percentage of Loans Modified |
| Hospitality industry | \$ | 121,765 | \$ | - |  | -\$ | - | - \% |
| Non-owner occupied retail stores |  | 154,120 |  | 7,223 |  | - | 7,223 | 4.7 \% |
| Owner-occupied retail stores |  | 163,350 |  | - |  | - | - | - \% |
| Restaurants |  | 12,200 |  | - |  | - | - | - \% |
| Oil \& gas industry |  | 18,657 |  | - |  | - | - | - \% |
| Other commercial |  | 1,349,187 |  | - |  | - | - | - \% |
| Total Commercial Loans |  | 1,819,279 |  | 7,223 |  | - | 7,223 | 0.4 \% |
| Residential 1-4 family personal |  | 270,951 |  | - |  | - | - | - \% |
| Residential 1-4 family rentals |  | 195,914 |  | - |  | - | - | - \% |
| Home equity |  | 71,496 |  | - |  | - | - | - \% |
| Total Residential Real Estate Loans |  | 538,361 |  | - |  | - | - | - \% |
| Consumer |  | 32,285 |  | - |  | - | - | - \% |
| Mortgage warehouse lines |  | 161,627 |  | - |  | - | - | 0.0 \% |
| Credit cards and overdrafts |  | 2,558 |  | - |  | - | - | 0.0 \% |
| Total Loans | \$ | 2,554,110 | \$ | 7,223 | \$ | - \$ | 7,223 | 0.3 \% |


| Dollars in thousands | Total Loan Balance as of 12/31/2020 |  | Loan Balances Modified Due to COVID-19 as of December 31, 2020 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Interest Only Payments |  | Payment Deferral |  | Total Loans Modified |  | Percentage of Loans Modified |
| Hospitality industry | \$ | 121,502 | \$ | 40,513 | \$ | 12,930 | \$ | 53,443 | 44.0 \% |
| Non-owner occupied retail stores |  | 135,405 |  | 7,223 |  | 447 |  | 7,670 | 5.7 \% |
| Owner-occupied retail stores |  | 126,451 |  | 2,317 |  | 1,246 |  | 3,563 | 2.8 \% |
| Restaurants |  | 7,481 |  | - |  | - |  | - | - \% |
| Oil \& gas industry |  | 17,152 |  | - |  | - |  | - | - \% |
| Other commercial |  | 1,134,759 |  | 12,006 |  | 286 |  | 12,292 | 1.1 \% |
| Total Commercial Loans |  | 1,542,750 |  | 62,059 |  | 14,909 |  | 76,968 | 5.0 \% |
| Residential 1-4 family personal |  | 305,093 |  | 159 |  | 1,754 |  | 1,913 | 0.6 \% |
| Residential 1-4 family rentals |  | 194,612 |  | 148 |  | 73 |  | 221 | 0.1 \% |
| Home equity |  | 81,588 |  | - |  | - |  | - | - \% |
| Total Residential Real Estate Loans |  | 581,293 |  | 307 |  | 1,827 |  | 2,134 | 0.4 \% |
| Consumer |  | 33,906 |  | 48 |  | 143 |  | 191 | 0.6 \% |
| Mortgage warehouse lines |  | 251,810 |  | - |  | - |  | - | 0.0 \% |
| Credit cards and overdrafts |  | 2,394 |  | - |  | - |  | - | 0.0 \% |
| Total Loans | \$ | 2,412,153 | \$ | 62,414 | \$ | 16,879 | \$ | 79,293 | 3.3 \% |

Modified loans with deferred payments continue to accrue interest during the deferral period unless otherwise classified as nonperforming. Consistent with bank regulatory guidance and Section 4013 of the CARES Act, as modified by the CAA, borrowers that were otherwise current on loan payments that were granted COVID-19 related financial hardship payment deferrals will continue to be reported as current loans throughout the agreed upon deferral periods. COVID-19 related loan modifications are also deemed to be insignificant borrower concessions, and therefore, such modified loans were not classified as troubled-debt restructured loans as of September 30, 2021.

## Capital and Liquidity

Our capital management activities, coupled with our historically strong earnings performance and prudent dividend practices, have allowed us to build and maintain strong capital reserves. At September 30, 2021, all of Summit's regulatory capital ratios significantly exceeded well-capitalized standards. More specifically, the Company bank subsidiary's Tier 1 Leverage Ratio, a common measure to evaluate a financial institutions capital strength, was $9.2 \%$ at September 30, 2021, which is well in excess of the well-capitalized regulatory minimum of $5.0 \%$.

In addition, management believes the Company's liquidity position is strong. The Company's bank subsidiary maintains a funding base largely comprised of core noninterest bearing demand deposit accounts and low cost interest-bearing transactional deposit accounts with clients that operate or reside within the footprint of its branch bank network. At September 30, 2021, the Company's cash and cash equivalent balances were $\$ 211.1$ million. In addition, Summit maintains an available-for-sale debt securities portfolio, comprised primarily of highly liquid U.S. agency securities, highly-rated municipal securities and U.S. agency-backed mortgage backed securities, which serves as a ready source of liquidity. At September 30, 2021, the Company's available-for-sale debt securities portfolio totaled $\$ 424.7$ million, $\$ 307.9$ million of which was unpledged as collateral. The Company bank subsidiary's unused borrowing capacity at the Federal Home Loan Bank of Pittsburgh at September 30, 2021 was $\$ 893.2$ million, and it maintained $\$ 258.1$ million of borrowing availability at the Federal Reserve Bank of Richmond’s discount window.

The COVID-19 crisis is expected to continue to impact our financial results, as well as demand for our services and products during the remainder of 2021 and potentially beyond. The short and long-term implications of the COVID-19 crisis, and related monetary and fiscal stimulus measures, on our future revenues, earnings results, allowance for credit losses, capital reserves and liquidity are unknown at present.

## CRITICAL ACCOUNTING POLICIES

Our consolidated financial statements are prepared in accordance with accounting principles generally accepted in the United States of America and follow general practices within the financial services industry. Application of these principles requires us to make estimates, assumptions and judgments that affect the amounts reported in our financial statements and accompanying notes. These estimates, assumptions and judgments are based on information available as of the date of the
financial statements; accordingly, as this information changes, the financial statements could reflect different estimates, assumptions and judgments. Certain policies inherently have a greater reliance on the use of estimates, assumptions and judgments and as such have a greater possibility of producing results that could be materially different than originally reported.

Our most significant accounting policies are presented in the notes to the consolidated financial statements of our 2020 Annual Report on Form 10K. These policies, along with the other disclosures presented in the financial statement notes and in this financial review, provide information on how significant assets and liabilities are valued in the financial statements and how those values are determined.

Based on the valuation techniques used and the sensitivity of financial statement amounts to the methods, assumptions and estimates underlying those amounts, we have identified the determination of ACL, fair value measurements and accounting for acquired loans to be the accounting areas that require the most subjective or complex judgments and as such could be most subject to revision as new information becomes available. Refer to Note 7 of the Notes to the Consolidated Financial Statements in the 2020 Form 10-K for a discussion of the methodology we employ regarding the ACL.

For additional information regarding critical accounting policies, refer to Critical Accounting Policies section in Management’s Discussion and Analysis of Financial Condition and Results of Operations included in the 2020 Form 10-K. There have been no significant changes in our application of critical accounting policies since December 31, 2020.

## RESULTS OF OPERATIONS

## Earnings Summary

Net income applicable to common shares for the three months ended September 30, 2021 was $\$ 12.2$ million, or $\$ 0.92$ per diluted share, compared to $\$ 9.6$ million, or $\$ 0.74$ per diluted share for the same period of 2020. Net income applicable to common shares for the nine months ended September 30, 2021 was $\$ 32.8$ million or $\$ 2.52$ per diluted share compared to $\$ 21.1$ million or $\$ 1.62$ per diluted share for the same period of 2020. The increased earnings for the three months ended September 30, 2021 were primarily attributable to increased net interest income due to our growth and decreased provision for credit losses partially offset by higher salaries, commissions and employee benefits. The increased earnings for the nine months ended September 30, 2021 were primarily attributable to increased net interest income due to our growth, higher bank card revenue and decreased provision for credit losses partially offset by higher salaries, commissions and employee benefits, decreased realized securities gains and higher other operating expenses. Returns on average equity and assets for the first nine months of 2021 were $14.51 \%$ and $1.34 \%$, respectively, compared with $10.72 \%$ and $1.04 \%$ for the same period of 2020.

MVB's and WinFirst's results of operations are included in our consolidated results of operations from the date of acquisition, and therefore our 2021 results reflect increased levels of average balances, income and expense as compared to the same periods of 2020 results. At consummation (prior to fair value acquisition adjustments), the MVB eastern panhandle branch transaction consisted primarily of $\$ 33.9$ million loans acquired and $\$ 188.7$ million deposits assumed; WinFirst had total assets of $\$ 143.4$ million, $\$ 122.8$ million net loans and deposits of $\$ 104.7$ million; and MVB southern West Virginia branch transaction consisted primarily of $\$ 54.4$ million loans acquired and $\$ 164.0$ million deposits assumed.

## Net Interest Income

Net interest income is the principal component of our earnings and represents the difference between interest and fee income generated from earning assets and the interest expense paid on deposits and borrowed funds. Fluctuations in interest rates as well as changes in the volume and mix of earning assets and interest bearing liabilities can materially impact net interest income.

## Q3 2021 compared to Q2 2021

For the quarter ended September 30, 2021, our net interest income on a fully taxable-equivalent basis increased $\$ 1.2$ million to $\$ 28.3$ million compared to $\$ 27.1$ million for the quarter end June 30, 2021. Our taxable-equivalent earnings on interest earning assets increased $\$ 935,000$, while the cost of interest bearing liabilities decreased $\$ 299,000$ (see Tables I and II).

For the three months ended September 30, 2021 average interest earning assets increased to $\$ 3.23$ billion compared to $\$ 3.05$ billion for the three months ended June 30, 2021, while average interest bearing liabilities increased to $\$ 2.55$ billion for the three months ended September 30, 2021 from $\$ 2.41$ billion for the three months ended June 30, 2021.

For the quarter ended September 30, 2021, our net interest margin decreased to $3.47 \%$, compared to $3.55 \%$ for the linked quarter, as the yields on earning assets declined 15 basis points and the cost of our interest bearing funds decreased by 8 basis points.

Excluding the impact of accretion and amortization of fair value acquisition accounting adjustments related to the interest earning assets and interest bearing liabilities acquired by merger, Summit's net interest margin was $3.41 \%$ and $3.50 \%$ for the three months ended September 30, 2021 and June 30, 2021.

## Q3 2021 compared to Q3 2020

For the quarter ended September 30, 2021, our net interest income on a fully taxable-equivalent basis increased $\$ 3.2$ million to $\$ 28.3$ million compared to $\$ 25.1$ million for the quarter end September 30, 2020. Our taxable-equivalent earnings on interest earning assets increased $\$ 1.6$ million, while the cost of interest bearing liabilities decreased $\$ 1.6$ million (see Tables I and II).

For the three months ended September 30, 2021 average interest earning assets increased $18.0 \%$ to $\$ 3.23$ billion compared to $\$ 2.74$ billion for the three months ended September 30, 2020, while average interest bearing liabilities increased $15.0 \%$ from $\$ 2.21$ billion for the three months ended September 30, 2020 to $\$ 2.55$ billion for the three months ended September 30, 2021.

For the quarter ended September 30, 2021, our net interest margin decreased to $3.47 \%$, compared to $3.64 \%$ for the same period of 2020, as the yields on earning assets decreased 47 basis points, while the cost of our interest bearing funds decreased by 37 basis points.

Excluding the impact of accretion and amortization of fair value acquisition accounting adjustments related to the interest earning assets and interest bearing liabilities acquired by merger, Summit's net interest margin was $3.59 \%$ for the three months ended September 30, 2020.

## Table I - Average Balance Sheet and Net Interest Income Analysis

| Dollars in thousands | For the Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2021 |  |  |  |  | June 30, 2021 |  |  |  |  | September 30, 2020 |  |  |  |  |
|  | Average Balance |  | $\begin{gathered} \hline \text { Earnings/ } \\ \text { Expense } \\ \hline \end{gathered}$ |  | Yield/ Rate | Average Balance |  | Earnings/ Expense |  | $\begin{aligned} & \hline \text { Yield/ } \\ & \text { Rate } \end{aligned}$ | Average <br> Balance |  | Earnings/ Expense |  | $\begin{aligned} & \text { Yield/ } \\ & \text { Rate } \end{aligned}$ |
| Interest earning assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans, net of unearned fees (1) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Taxable | \$ | 2,495,880 | \$ | 28,340 | 4.50 \% | \$ | 2,455,757 | \$ | 27,593 | 4.51 \% | \$ | 2,251,722 | \$ | 26,656 | 4.71 \% |
| Tax-exempt (2) |  | 7,871 |  | 96 | 4.84 \% |  | 11,370 |  | 132 | 4.66 \% |  | 16,245 |  | 191 | 4.68 \% |
| Securities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Taxable |  | 315,082 |  | 1,432 | 1.80 \% |  | 285,092 |  | 1,351 | 1.90 \% |  | 261,231 |  | 1,445 | 2.20 \% |
| Tax-exempt (2) |  | 166,285 |  | 1,159 | 2.77 \% |  | 147,703 |  | 1,078 | 2.93 \% |  | 150,350 |  | 1,186 | 3.17 \% |
| Federal funds sold and interest bearing deposits with other banks |  | 248,315 |  | 118 | 0.19 \% |  | 154,677 |  | 56 | 0.15 \% |  | 60,639 |  | 57 | 0.37 \% |
| Total interest earning assets |  | 3,233,433 |  | 31,145 | 3.82 \% |  | 3,054,599 |  | 30,210 | 3.97 \% |  | 2,740,187 |  | 29,535 | 4.29 \% |
| Noninterest earning assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash \& due from banks |  | 20,077 |  |  |  |  | 19,095 |  |  |  |  | 16,603 |  |  |  |
| Premises and equipment |  | 55,908 |  |  |  |  | 53,210 |  |  |  |  | 52,329 |  |  |  |
| Property held for sale |  | 12,727 |  |  |  |  | 13,631 |  |  |  |  | 17,801 |  |  |  |
| Other assets |  | 163,248 |  |  |  |  | 156,839 |  |  |  |  | 136,777 |  |  |  |
| Allowance for loan losses |  | $(33,911)$ |  |  |  |  | $(34,674)$ |  |  |  |  | $(28,144)$ |  |  |  |
| Total assets | \$ | 3,451,482 |  |  |  | \$ | 3,262,700 |  |  |  | \$ | 2,935,553 |  |  |  |
| Interest bearing liabilities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest bearing demand deposits | \$ | 1,092,392 | \$ | 325 | 0.12 \% | \$ | 995,673 | \$ | 371 | 0.15 \% | \$ | 850,281 | S | 380 | 0.18 \% |
| Savings deposits |  | 691,411 |  | 602 | 0.35 \% |  | 665,735 |  | 634 | 0.38 \% |  | 588,085 |  | 925 | 0.63 \% |
| Time deposits |  | 571,445 |  | 905 | 0.63 \% |  | 562,605 |  | 1,131 | 0.81 \% |  | 585,092 |  | 2,247 | 1.53 \% |
| Short-term borrowings |  | 140,146 |  | 470 | 1.33 \% |  | 140,146 |  | 464 | 1.33 \% |  | 165,555 |  | 734 | 1.76 \% |
| Long-term borrowings and capital trust securities |  | 49,724 |  | 543 | 4.33 \% |  | 49,694 |  | 544 | 4.39 \% |  | 23,230 |  | 194 | 3.32 \% |
| Total interest bearing liabilities |  | 2,545,118 |  | 2,845 | 0.44 \% |  | 2,413,853 |  | 3,144 | 0.52 \% |  | 2,212,243 |  | 4,480 | 0.81 \% |
| Noninterest bearing liabilities and shareholders' equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Demand deposits |  | 547,627 |  |  |  |  | 503,116 |  |  |  |  | 421,741 |  |  |  |
| Other liabilities |  | 38,789 |  |  |  |  | 36,842 |  |  |  |  | 33,978 |  |  |  |
| Total liabilities |  | 3,131,534 |  |  |  |  | 2,953,811 |  |  |  |  | 2,667,962 |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Shareholders' equity - preferred |  | 14,920 |  |  |  |  | 11,254 |  |  |  |  | - |  |  |  |
| Shareholders' equity - common |  | 305,028 |  |  |  |  | 297,635 |  |  |  |  | 267,591 |  |  |  |
| Total liabilities and shareholders' equity | \$ | 3,451,482 |  |  |  | \$ | 3,262,700 |  |  |  | \$ | 2,935,553 |  |  |  |
| Net interest earnings |  |  | \$ | 28,300 |  |  |  | \$ | 27,066 |  |  |  | \$ | 25,055 |  |
| Net yield on interest earning assets |  |  |  |  | 3.47 \% |  |  |  |  | 3.55 \% |  |  |  |  | 3.64 \% |

(1) - For purposes of this table, nonaccrual loans are included in average loan balances.
(2) - Interest income on tax-exempt securities and loans has been adjusted assuming a Federal tax rate of $21 \%$ for all periods presented. The tax equivalent adjustment resulted in an increase in interest income of $\$ 263,000$, $\$ 255,000$, and $\$ 289,000$ for the three months ended September 30, 2021, June 30, 2021, and September 30, 2020, respectively.

Table II - Changes in Net Interest Income Attributable to Rate and Volume


Table III - Average Balance Sheet and Net Interest Income Analysis

| Dollars in thousands | For the Nine Months Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2021 |  |  |  |  | September 30, 2020 |  |  |  |  |
|  | Average Balance |  | $\begin{gathered} \text { Earnings/ } \\ \text { Expense } \end{gathered}$ |  | Yield/ Rate | Average Balance |  | Earnings/ <br> Expense |  | Yield/ Rate |
| Interest earning assets |  |  |  |  |  |  |  |  |  |  |
| Loans, net of unearned fees (1) |  |  |  |  |  |  |  |  |  |  |
| Taxable | \$ | 2,436,295 | \$ | 83,352 | 4.57 \% | \$ | 2,102,331 | \$ | 77,211 | 4.91 \% |
| Tax-exempt (2) |  | 10,622 |  | 377 | 4.75 \% |  | 16,121 |  | 576 | 4.77 \% |
| Securities |  |  |  |  |  |  |  |  |  |  |
| Taxable |  | 288,999 |  | 4,079 | 1.89 \% |  | 256,322 |  | 4,657 | 2.43 \% |
| Tax-exempt (2) |  | 153,035 |  | 3,328 | 2.91 \% |  | 113,793 |  | 2,897 | 3.4 \% |
| Federal funds sold and interest bearing deposits with other banks |  | 190,154 |  | 241 | 0.17 \% |  | 46,074 |  | 215 | 0.62 \% |
| Total interest earning assets |  | 3,079,105 |  | 91,377 | 3.97 \% |  | 2,534,641 |  | 85,556 | 4.51 \% |
| Noninterest earning assets |  |  |  |  |  |  |  |  |  |  |
| Cash \& due from banks |  | 19,093 |  |  |  |  | 15,901 |  |  |  |
| Premises and equipment |  | 54,154 |  |  |  |  | 49,655 |  |  |  |
| Property held for sale |  | 13,731 |  |  |  |  | 18,423 |  |  |  |
| Other assets |  | 157,137 |  |  |  |  | 120,228 |  |  |  |
| Allowance for loan losses |  | $(33,765)$ |  |  |  |  | $(25,618)$ |  |  |  |
| Total assets | \$ | 3,289,455 |  |  |  | \$ | 2,713,230 |  |  |  |
| Interest bearing liabilities |  |  |  |  |  |  |  |  |  |  |
| Interest bearing demand deposits | \$ | 1,016,569 | \$ | 1,090 | 0.14 \% | \$ | 753,384 | \$ | 1,830 | 0.32 \% |
| Savings deposits |  | 666,642 |  | 1,881 | 0.38 \% |  | 516,841 |  | 3,462 | 0.89 \% |
| Time deposits |  | 572,547 |  | 3,493 | 0.82 \% |  | 608,551 |  | 7,796 | 1.71 \% |
| Short-term borrowings |  | 140,146 |  | 1,403 | 1.34 \% |  | 127,109 |  | 1,863 | 1.96 \% |
| Long-term borrowings and capital trust securities |  | 49,694 |  | 1,632 | 4.39 \% |  | 21,284 |  | 600 | 3.77 \% |
| Total interest bearing liabilities |  | 2,445,598 |  | 9,499 | 0.52 \% |  | 2,027,169 |  | 15,551 | 1.02 \% |
| Noninterest bearing liabilities and shareholders' equity |  |  |  |  |  |  |  |  |  |  |
| Demand deposits |  | 501,309 |  |  |  |  | 393,128 |  |  |  |
| Other liabilities |  | 37,856 |  |  |  |  | 30,741 |  |  |  |
| Total liabilities |  | 2,984,763 |  |  |  |  | 2,451,038 |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Shareholders' equity - preferred |  | 8,780 |  |  |  |  | - |  |  |  |
| Shareholders' equity - common |  | 295,912 |  |  |  |  | 262,192 |  |  |  |
| Total liabilities and shareholders' equity | \$ | 3,289,455 |  |  |  | \$ | 2,713,230 |  |  |  |
| Net interest earnings |  |  | \$ | 81,878 |  |  |  | \$ | 70,005 |  |
| Net yield on interest earning assets |  |  |  |  | 3.56 \% |  |  |  |  | 3.69 \% |

(1) - For purposes of this table, nonaccrual loans are included in average loan balances.
(2) - Interest income on tax-exempt securities and loans has been adjusted assuming a Federal tax rate of $21 \%$. The tax equivalent adjustment resulted in an increase in interest income of $\$ 779,000$ and $\$ 730,000$ for the nine months ended September 30, 2021 and 2020, respectively.

Table IV - Changes in Net Interest Income Attributable to Rate and Volume

| Dollars in thousands | For the Nine Months Ended <br> September 30, 2021 versus September 30, 2020 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Increase (Decrease) Due to Change in: |  |  |  |  |  |
|  | Volume |  | Rate |  | Net |  |
| Interest earned on: |  |  |  |  |  |  |
| Loans |  |  |  |  |  |  |
| Taxable | \$ | 11,623 | \$ | $(5,482)$ | \$ | 6,141 |
| Tax-exempt |  | (195) |  | (4) |  | (199) |
| Securities |  |  |  |  |  |  |
| Taxable |  | 543 |  | $(1,121)$ |  | (578) |
| Tax-exempt |  | 894 |  | (463) |  | 431 |
| Federal funds sold and interest bearing deposits with other banks |  | 275 |  | (249) |  | 26 |
| Total interest earned on interest earning assets |  | 13,140 |  | $(7,319)$ |  | 5,821 |
|  |  |  |  |  |  |  |
| Interest paid on: |  |  |  |  |  |  |
| Interest bearing demand deposits |  | 501 |  | $(1,241)$ |  | (740) |
| Savings deposits |  | 808 |  | $(2,389)$ |  | $(1,581)$ |
| Time deposits |  | (437) |  | $(3,866)$ |  | $(4,303)$ |
| Short-term borrowings |  | 176 |  | (636) |  | (460) |
| Long-term borrowings and capital trust securities |  | 918 |  | 114 |  | 1,032 |
| Total interest paid on interest bearing liabilities |  | 1,966 |  | $(8,018)$ |  | $(6,052)$ |
|  |  |  |  |  |  |  |
| Net interest income | \$ | 11,174 | \$ | 699 | \$ | 11,873 |

## Credit Experience

For purposes of this discussion, nonperforming assets include foreclosed properties, other repossessed assets, and nonperforming loans, which is comprised of loans 90 days or more past due and still accruing interest and nonaccrual loans. Performing TDRs are excluded from nonperforming loans.

The provision for credit losses represents charges to earnings necessary to maintain an adequate allowance to cover an estimate of the full amount of expected credit losses relative to loans. Our determination of the appropriate level of the allowance is based on an ongoing analysis of credit quality and loss potential in the loan portfolio, change in the composition and risk characteristics of the loan portfolio, and the anticipated influence of national and local economic conditions. The adequacy of the allowance for loan losses is reviewed quarterly and adjustments are made as considered necessary.

Our asset quality and mix of new loans required no provision for credit losses for the three months ended September 30, 2021 compared to $\$ 3.25$ million for the three months ended September 30, 2020. We recorded $\$ 2.50$ million and $\$ 11.50$ million provisions for credit losses (for both funded loans and unfunded commitments) for the first nine months of 2021 and 2020. The following tables summarizes the changes in the various factors that comprise the provisions for credit losses.

Table V - Provision for Credit Losses


Our reasonable and supportable economic forecasts at September 30, 2021 compared to September 30, 2020 improved markedly as our forecasts for unemployment and GDP now reflect 2021's strengthening economic recovery while early 2020 economic forecasts were extraordinarily negative as result of the COVID-19 pandemic.

At September 30, 2021 and December 31, 2020, our allowance for loan credit losses totaled $\$ 32.4$ million, or $1.27 \%$ of total loans and $\$ 32.2$ million, or $1.34 \%$ of total loans. The allowance for loan credit losses is considered adequate to cover an estimate of the full amount of expected credit losses relative to loans.

We incurred net loan charge-offs of $\$ 761,000$ in first nine months of 2021 ( 0.04 percent of average loans annualized), compared to $\$ 1.5$ million net loan charge-offs during first nine months of 2020. Net loan charge-offs totaled $\$ 370,000$ and $\$ 1.0$ million for the three months ended September 30, 2021 and 2020.

As illustrated in Table VI below, our non-performing assets have decreased since year end 2020.
Table VI - Summary of Non-Performing Assets

| Dollars in thousands | September 30, |  |  |  | $\begin{gathered} \text { December 31, } \\ 2020 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2021 |  | 2020 |  |  |  |
| Accruing loans past due 90 days or more | \$ | 2 | \$ | 2 | \$ | 2 |
| Nonaccrual loans |  |  |  |  |  |  |
| Commercial |  | 459 |  | 553 |  | 525 |
| Commercial real estate |  | 4,643 |  | 4,313 |  | 14,237 |
| Commercial construction and development |  | - |  | - |  | - |
| Residential construction and development |  | 448 |  | 2 |  | 235 |
| Residential real estate |  | 5,514 |  | 5,104 |  | 5,264 |
| Consumer |  | 47 |  | 29 |  | 72 |
| Other |  | - |  | - |  | - |
| Total nonaccrual loans |  | 11,111 |  | 10,001 |  | 20,333 |
| Foreclosed properties |  |  |  |  |  |  |
| Commercial |  | - |  | - |  | - |
| Commercial real estate |  | 2,192 |  | 2,499 |  | 2,581 |
| Commercial construction and development |  | 2,925 |  | 4,154 |  | 4,154 |
| Residential construction and development |  | 6,711 |  | 10,330 |  | 7,791 |
| Residential real estate |  | 622 |  | 847 |  | 1,062 |
| Total foreclosed properties |  | 12,450 |  | 17,830 |  | 15,588 |
| Repossessed assets |  | - |  | - |  | - |
| Total nonperforming assets | \$ | 23,563 | \$ | 27,833 | \$ | 35,923 |
| Total nonperforming loans as a percentage of total loans |  | 0.44 \% |  | 0.44 \% |  | 0.84 \% |
| Total nonperforming assets as a percentage of total assets |  | 0.67 \% |  | 0.94 \% |  | 1.16 \% |
| Allowance for credit losses-loans as a percentage of nonperforming loans |  | 291.64 \% |  | 293.45 \% |  | 158.57 \% |
| Allowance for credit losses-loans as a percentage of period end loans |  | 1.27 \% |  | 1.30 \% |  | 1.34 \% |

A commercial real estate loan relationship totaling $\$ 9.5$ million was impacted by the COVID-19 pandemic and on nonaccrual at year end 2020, was restored to full accrual status in third quarter 2021.

The following table details the activity regarding our foreclosed properties for the three and nine months ended September 30, 2021 and 2020.
Table VII - Foreclosed Property Activity

| Dollars in thousands | For the Three Months Ended September 30, |  |  |  | For the Nine Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2021 |  | 2020 |  | 2021 |  | 2020 |  |
| Beginning balance | \$ | 13,170 | \$ | 17,954 | \$ | 15,588 | \$ | 19,276 |
| Acquisitions |  | 190 |  | 725 |  | 532 |  | 888 |
| Improvements |  | - |  | 177 |  | - |  | 1,249 |
| Disposals |  | (645) |  | (470) |  | $(2,664)$ |  | $(1,863)$ |
| Writedowns to fair value |  | (265) |  | (555) |  | $(1,006)$ |  | $(1,719)$ |
| Balance March 31 | \$ | 12,450 | \$ | 17,831 | \$ | 12,450 | \$ | 17,831 |

Refer to Note 7 of the Notes to the Consolidated Financial Statements in the 2020 Form 10-K for a discussion of the methodology information regarding our past due loans, nonaccrual loans, troubled debt restructurings and information regarding our methodology we employ on a quarterly basis to evaluate the overall adequacy of our allowance for credit losses.

At September 30, 2021 and December 31, 2020 we had approximately $\$ 12.5$ million and $\$ 15.6$ million in foreclosed properties which were obtained as the result of foreclosure proceedings. Although foreclosed property is recorded at fair value less estimated costs to sell, the prices ultimately realized upon their sale may or may not result in us recognizing additional gains or losses.

## Noninterest Income

Total noninterest income for the three months and nine months ended September 30, 2021 decreased $26.4 \%$ and $0.4 \%$, respectively, compared to the same periods of 2020 principally due to fewer realized securities gains which more than offset the higher bank card revenue due to increased customer usage. We recorded higher mortgage origination revenue for the nine months ended September 30, 2021 compared to 2020 due to higher volumes of secondary market loans driven primarily by historically low interest rates; however, most recently, volumes are lower as mortgage refinance opportunities have become more limited. Further detail regarding noninterest income is reflected in the following table.

Table VIII - Noninterest Income

| Dollars in thousands | For the Quarter Ended September 30, |  |  |  | For the Nine Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2021 |  | 2020 |  | 2021 |  | 2020 |  |
| Trust and wealth management fees |  | 718 |  | 622 |  | 2,039 |  | 1,870 |
| Mortgage origination revenue |  | 742 |  | 780 |  | 2,638 |  | 1,636 |
| Service charges on deposit accounts |  | 1,338 |  | 1,138 |  | 3,530 |  | 3,283 |
| Bank card revenue |  | 1,509 |  | 1,237 |  | 4,369 |  | 3,257 |
| Realized securities gains |  | (68) |  | 1,522 |  | 534 |  | 2,560 |
| Bank owned life insurance income |  | 160 |  | 795 |  | 733 |  | 1,334 |
| Other |  | 168 |  | 113 |  | 413 |  | 367 |
| Total | \$ | 4,567 | \$ | 6,207 | \$ | 14,256 | \$ | 14,307 |

## Noninterest Expense

Total noninterest expense increased $11.8 \%$ for the three months ended September 30, 2021 compared to the same period of 2020 primarily due to higher salaries, commissions, and employee benefits and higher equipment expense. Total noninterest expense increased $11.2 \%$ for the nine months ended September 30, 2021 compared to the same period of 2020 primarily due to higher salaries, commissions, and employee benefits and other expenses that more than offset the lower foreclosed properties expense. Table IX below shows the breakdown of the changes.
Table IX- Noninterest Expense

| Dollars in thousands | For the Quarter Ended September 30, |  |  |  |  |  |  | For the Nine Months Ended September 30, |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2021 |  | Change |  |  | 2020 |  | 2021 |  | Change |  |  | 2020 |  |
|  |  |  |  | \$ | \% |  |  |  | \$ | \% |  |  |
| Salaries, commissions, and employee benefits | \$ | 8,745 | \$ | 637 | 7.9 \% | \$ | 8,108 |  |  | \$ | 25,410 | \$ | 1,701 | 7.2 \% | \$ | 23,709 |
| Net occupancy expense |  | 1,254 |  | 197 | 18.6 \% |  | 1,057 |  | 3,559 |  | 642 | 22.0 \% |  | 2,917 |
| Equipment expense |  | 1,908 |  | 434 | 29.4 \% |  | 1,474 |  | 5,088 |  | 825 | 19.4 \% |  | 4,263 |
| Professional fees |  | 374 |  | 10 | 2.7 \% |  | 364 |  | 1,140 |  | (28) | (2.4)\% |  | 1,168 |
| Advertising and public relations |  | 254 |  | 109 | 75.2 \% |  | 145 |  | 482 |  | 93 | 23.9 \% |  | 389 |
| Amortization of intangibles |  | 390 |  | (22) | (5.3)\% |  | 412 |  | 1,176 |  | (75) | (6.0)\% |  | 1,251 |
| FDIC premiums |  | 354 |  | 34 | 10.6 \% |  | 320 |  | 1,119 |  | 524 | 88.1 \% |  | 595 |
| Bank card expense |  | 705 |  | 116 | 19.7 \% |  | 589 |  | 1,964 |  | 312 | 18.9 \% |  | 1,652 |
| Foreclosed properties expense |  | 370 |  | (237) | (39.0)\% |  | 607 |  | 1,342 |  | (473) | (26.1)\% |  | 1,815 |
| Acquisition-related expenses |  | 273 |  | 245 | 875.0 \% |  | 28 |  | 1,167 |  | (286) | (19.7)\% |  | 1,453 |
| Other |  | 2,716 |  | 311 | 12.9 \% |  | 2,405 |  | 8,365 |  | 1,872 | 28.8 \% |  | 6,493 |
| Total | \$ | 17,343 | \$ | 1,834 | 11.8 \% | \$ | 15,509 | \$ | 50,812 | \$ | 5,107 | 11.2 \% | \$ | 45,705 |

Salaries, commissions, and employee benefits: The increases in these expenses for the three and nine months ended September 30, 2021 compared to the same periods of 2020 is primarily due to an increase in number of employees, resulting from the MVB branches and WinFirst acquisitions, and general merit raises.

Equipment expense: Equipment expenses have increased primarily due to depreciation and amortization related to various technological upgrades, both hardware and software, including interactive teller machine upgrades and recent acquisitions.

FDIC premiums: For the 2021 periods, FDIC premiums increased primarily due to a higher assessment base resulting from our balance sheet growth.
Foreclosed properties expense: The decrease in foreclosed properties expense, net of gains/losses, for the three and nine months ended September 30, 2021 is primarily due to lower writedowns of foreclosed properties to their estimated fair value.

Acquisition-related expenses: Acquisition-related expenses during 2021 are related to WinFirst and the MVB Bank branches (southern West Virginia) and related to the Cornerstone and MVB branch (Eastern Panhandle West Virginia) acquisitions during 2020.

Other: The increase in other expenses for the nine months ended September 30, 2021 compared to the same period of 2020 is largely due to the following:

- Deferred director compensation plan expense of $\$ 498,000$ in 2021 compared to $\$ 190,000$ in the comparable period of 2020 as a result of the stock market's overall positive performance during Q1 2021. Under the plan, the directors optionally defer their director fees into a "phantom" investment plan whereby the company recognizes expense or benefit relative to the phantom returns or losses of such investments
- During the first nine months of 2021, we incurred $\$ 289,000$ in fraud/counterfeit losses compared to $\$ 99,000$ during same period of 2020
- Secondary loan underwriting expenses were $\$ 130,000$ higher during first nine months of 2021 due to higher volumes of secondary market loans driven primarily by historically low interest rates
- Debit card expense increased $\$ 207,000$ for the nine months ended September 30, 2021 compared to the same period of 2020 due to increased card usage by customers
- Internet banking expense increased $\$ 216,000$ due to increased internet banking activity by clients


## Income Taxes

Our income tax expense for the three months ended September 30, 2021 and September 30, 2020 totaled $\$ 3.0$ million and $\$ 2.6$ million, respectively. For the nine months ended September 30, 2021 and September 30, 2020 our income tax expense totaled $\$ 8.9$ million and $\$ 5.3$ million, respectively. Our effective tax rate (income tax expense as a percentage of income before taxes) for the quarters ended September 30, 2021 and 2020 was $19.8 \%$ and $21.2 \%$, respectively and for the nine months ended September 30, 2021 and 2020 was $21.1 \%$ and $20.1 \%$, respectively. Refer to Note 17 of the accompanying financial statements for further information regarding our income taxes.

## FINANCIAL CONDITION

Our total assets were $\$ 3.51$ billion at September 30, 2021 and $\$ 3.11$ billion at December 31, 2020. Table X below is a summary of significant changes in our financial position between December 31, 2020 and September 30, 2021.

## Table X - Summary of Significant Changes in Financial Position

| Dollars in thousands | $\begin{gathered} \text { Balance at } \\ \text { December 31, } 2020 \\ \hline \end{gathered}$ |  | Impact of MVB Branches Acquisition |  | Increase (Decrease) |  | Balance at September 30, 2021 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |  |  |
| Cash and cash equivalents | \$ | 99,787 |  | 95,699 | \$ | 15,623 | \$ | 211,109 |
| Debt securities available for sale |  | 286,127 |  | - |  | 138,614 |  | 424,741 |
| Debt securities held to maturity |  | 99,914 |  | - |  | $(1,386)$ |  | 98,528 |
| Other investments |  | 14,185 |  | - |  | $(3,536)$ |  | 10,649 |
| Loans, net |  | 2,379,907 |  | 54,315 |  | 87,482 |  | 2,521,704 |
| Property held for sale |  | 15,588 |  | - |  | $(3,138)$ |  | 12,450 |
| Premises and equipment |  | 52,537 |  | 3,302 |  | 979 |  | 56,818 |
| Goodwill and other intangibles |  | 55,123 |  | 10,509 |  | $(1,655)$ |  | 63,977 |
| Cash surrender value of life insurance policies and annuities |  | 59,438 |  | - |  | 803 |  | 60,241 |
| Other assets |  | 43,778 |  | 260 |  | 4,696 |  | 48,734 |
| Total assets | \$ | 3,106,384 | \$ | 164,085 | \$ | 238,482 | \$ | 3,508,951 |
|  |  |  |  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |  |  |  |
| Deposits | \$ | 2,595,651 |  | 164,040 | \$ | 196,249 | \$ | 2,955,940 |
| Short-term borrowings |  | 140,146 |  | - |  | - |  | 140,146 |
| Long-term borrowings |  | 699 |  | - |  | (15) |  | 684 |
| Subordinated debentures |  | 29,364 |  | - |  | 102 |  | 29,466 |
| Subordinated debentures owed to unconsolidated subsidiary trusts |  | 19,589 |  | - |  | - |  | 19,589 |
| Other liabilities |  | 39,355 |  | 45 |  | 437 |  | 39,837 |
|  |  |  |  |  |  |  |  |  |
| Shareholders' Equity - preferred |  | - |  |  |  | 14,920 |  | 14,920 |
| Shareholders' Equity - common |  | 281,580 |  | - |  | 26,789 |  | 308,369 |
|  |  |  |  |  |  |  |  |  |
| Total liabilities and shareholders' equity | \$ | 3,106,384 |  | 164,085 | \$ | 238,482 | \$ | 3,508,951 |

The following is a discussion of the significant changes in our financial position during the first nine months of 2021:
Cash and cash equivalents: Net increase of $\$ 15.6$ million is primarily attributable to increased customer deposits.

Debt securities available for sale: The net increase of $\$ 138.6$ million in debt securities available for sale is principally a result of purchases of taxable municipal securities and tax-exempt municipal securities.

Loans: Mortgage warehouse lines of credit declined $\$ 90.2$ million during the first nine months of 2021 due to a reduction in size of our participation arrangement with a regional bank to fund residential mortgage warehouse lines of medium- and large-sized mortgage originators located throughout the United States. Excluding mortgage warehouse lines of credit, loan growth was $\$ 232.1$ million during the first nine months of 2021, which included $\$ 54$ million acquired loans and net PPP loans declining $\$ 52.2$ million.

Deposits: During the first nine months of 2021, noninterest bearing checking deposits increased $\$ 134.7$ million (which includes $\$ 39.7$ million acquired deposits), interest bearing checking deposits grew $\$ 186.8$ million (which includes $\$ 62.5$ million acquired deposits), and savings deposits grew $\$ 72.5$ million (which includes $\$ 16.1$ million acquired deposits), while brokered CDs declined $\$ 40.8$ million, retail CDs increased $\$ 6.6$ million, net of $\$ 44.7$ million acquired time deposits and Direct CDs decreased $\$ 0.4$ million as we increased new commercial account relationships and also consumers received two Economic Incentive Payments during early 2021.

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Shareholders' equity - preferred: In April 2021, we sold through private placement 1,500 shares of 6\% Fixed-Rate Non-Cumulative Perpetual Preferred Stock, Series 2021, $\$ 1.00$ par value, with a liquidation preference of $\$ 10,000$ per share for net proceeds of $\$ 14.9$ million.

Shareholders' equity - common: Changes in common shareholders' equity are a result of net income, other comprehensive income and common dividends.

Refer to Notes 5, 6, 8, and 9 of the notes to the accompanying consolidated financial statements for additional information with regard to changes in the composition of our securities, loans, deposits and borrowings between September 30, 2021 and December 31, 2020.

## LIQUIDITY AND CAPITAL RESOURCES

Liquidity reflects our ability to ensure the availability of adequate funds to meet loan commitments and deposit withdrawals, as well as provide for other transactional requirements. Liquidity is provided primarily by funds invested in cash and due from banks (net of float and reserves), Federal funds sold, non-pledged securities, and available lines of credit with the Federal Home Loan Bank of Pittsburgh ("FHLB") and Federal Reserve Bank of Richmond, which totaled approximately $\$ 1.6$ billion or 45.95\% of total consolidated assets at September 30, 2021.

Our liquidity strategy is to fund loan growth with deposits and other borrowed funds while maintaining an adequate level of short- and medium-term investments to meet normal daily loan and deposit activity. As a member of the FHLB, we have access to approximately $\$ 1.03$ billion. As of September 30, 2021 and December 31, 2020, these advances totaled approximately $\$ 141$ million. At September 30, 2021, we had additional borrowing capacity of $\$ 893$ million through FHLB programs. We have established a line with the Federal Reserve Bank to be used as a contingency liquidity vehicle. The amount available on this line at September 30, 2021 was approximately $\$ 259$ million, which is secured by a pledge of certain consumer and our commercial and industrial loan portfolios. We have a $\$ 6$ million unsecured line of credit with a correspondent bank. Also, we have a $\$ 425$ million portfolio of available for sale debt securities which can be liquidated to meet liquidity needs.

Liquidity risk represents the risk of loss due to the possibility that funds may not be available to satisfy current or future commitments based on external market issues, customer or creditor perception of financial strength, and events unrelated to Summit such as war, terrorism, pandemic or financial institution market specific issues. The Asset/Liability Management Committee ("ALCO"), comprised of members of senior management and certain members of the Board of Directors, oversees our liquidity risk management process. The ALCO develops and recommends policies and limits governing our liquidity to the Board of Directors for approval with the objective of ensuring that we can obtain cost-effective funding to meet current and future obligations, as well as maintain sufficient levels of on-hand liquidity, under both normal and "stressed" circumstances.

We continuously monitor our liquidity position to ensure that day-to-day as well as anticipated funding needs are met. We are not aware of any trends, commitments, events or uncertainties that have resulted in or are reasonably likely to result in a material change to our liquidity.

One of our continuous goals is maintenance of a strong capital position. Through management of our capital resources, we seek to provide an attractive financial return to our shareholders while retaining sufficient capital to support future growth. Shareholders' equity at September 30, 2021 totaled $\$ 323.3$ million compared to $\$ 281.6$ million at December 31, 2020.

In April 2021, we sold through a private placement 1,500 shares or $\$ 15.0$ million of Series $20216 \%$ Fixed-Rate Non-Cumulative Perpetual Preferred Stock, $\$ 1.00$ par value, with a liquidation preference of $\$ 10,000$ per share (the "Preferred Stock"). The Preferred Stock is non-convertible and will pay noncumulative dividends, if and when declared by the Summit board of directors, at a rate of $6.0 \%$ per annum. Dividends declared will be payable quarterly in arrears on the 15th day of March, June, September and December of each year. Summit contributed the proceeds of this issuance to the capital of SCB to support its lending, investing and other financial activities.

Refer to Note 13 of the notes to the accompanying consolidated financial statements for additional information regarding regulatory restrictions on our capital as well as our subsidiaries' capital.

## CONTRACTUAL CASH OBLIGATIONS

During our normal course of business, we incur contractual cash obligations. The following table summarizes our contractual cash obligations at September 30, 2021.

Table XI - Contractual Cash Obligations

| Dollars in thousands |  | Long <br> Term <br> Debt |  | Subordinated <br> Debentures | Capital <br> Trust <br> Securities | Operating <br> Leases |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 2021 | $\$$ | 5 | $\$$ | - | $\$$ | - | $\$$ |
| 2022 | 21 | - | - | 240 |  |  |  |
| 2023 | 22 | - | - | 967 |  |  |  |
| 2024 | 23 | - | - | 769 |  |  |  |
| Total | 2025 | 589 | - | - | 719 |  |  |
|  | Thereafter | $\$$ | 684 | $\$$ | 30,000 | 19,589 | 645 |

## OFF-BALANCE SHEET ARRANGEMENTS

We are involved with some off-balance sheet arrangements that have or are reasonably likely to have an effect on our financial condition, liquidity, or capital. These arrangements at September 30, 2021 are presented in the following table.

| Table XII - Off-Balance Sheet Arrangements | September 30, <br> 2021 |  |
| :--- | ---: | ---: |
| ollars in thousands |  |  |
| Commitments to extend credit: | $\mathbf{9 5 , 6 0 1}$ |  |
| Revolving home equity and credit card lines | 198,224 |  |
| Construction loans | 333,636 |  |
| Other loans |  | 25,025 |
| Standby letters of credit |  | 652,486 |

## Item 3. Quantitative and Qualitative Disclosures about Market Risk

## Market Risk Management

Market risk is the risk of loss arising from adverse changes in the fair value of financial instruments due to changes in interest rates, exchange rates and equity prices. Interest rate risk is our primary market risk and results from timing differences in the repricing of assets, liabilities and off-balance sheet instruments, changes in relationships between rate indices and the potential exercise of imbedded options. The principal objective of asset/liability management is to minimize interest rate risk and our actions in this regard are taken under the guidance of our Asset/Liability Management Committee ("ALCO"), which is comprised of members of senior management and members of the Board of Directors. The ALCO actively formulates the economic assumptions that we use in our financial planning and budgeting process and establishes policies which control and monitor our sources, uses and prices of funds.

Some amount of interest rate risk is inherent and appropriate to the banking business. Our net income is affected by changes in the absolute level of interest rates. Our interest rate risk position is asset sensitive. That is, absent any changes in the volumes of our interest earning assets or interest bearing liabilities, assets are likely to reprice faster than liabilities, resulting in an increase in net income in a rising rate environment. Net income would decrease in a falling interest rate environment. Net income is also subject to changes in the shape of the yield curve. In general, a flattening yield curve would decrease our earnings due to the compression of earning asset yields and funding rates, while a steepening would increase earnings as margins widen.

Several techniques are available to monitor and control the level of interest rate risk. We control interest rate risk principally by matching the maturities of our interest earning assets with similar maturing interest bearing liabilities and by hedging adverse risk exposures with derivative financial instruments such as interest rate swaps and caps. We primarily use earnings simulations modeling to monitor interest rate risk. The earnings simulation model forecasts the effects on net interest income under a variety of interest rate scenarios that incorporate changes in the absolute level of interest rates and changes in the shape of the yield curve. Each increase or decrease in interest rates is assumed to gradually take place over either the next 12 months or the next 24 months (as footnoted in table below), and then remain stable. Assumptions used to project yields and rates for new loans and deposits are derived from historical analysis. Securities portfolio maturities and prepayments are reinvested in like instruments. Mortgage loan prepayment assumptions are developed from industry estimates of prepayment speeds. Noncontractual deposit repricings are modeled on historical patterns.

The following table presents the estimated sensitivity of our net interest income to changes in interest rates, as measured by our earnings simulation model as of September 30, 2021. The sensitivity is measured as a percentage change in net interest income given the stated changes in interest rates (change over 12 months, stable thereafter or change over 24 months, stable thereafter, see footnotes below) compared to net interest income with rates unchanged in the same period. The estimated changes set forth below are dependent on the assumptions discussed above.

|  | Estimated \% Change in <br> Net Interest Income over: |  |
| :--- | ---: | ---: | ---: |
| Change in | $\mathbf{0 - 1 2}$ Months | $\mathbf{1 3 - \mathbf { 2 4 } \text { Months }}$ |
| Interest Rates | Actual | Actual |
| Down 100 basis points (1) | $-0.9 \%$ | $-5.7 \%$ |
| Up 200 basis points (1) | $0.4 \%$ | $4.2 \%$ |
| Up 200 basis points (2) | $0.3 \%$ | $1.8 \%$ |

(1) assumes a parallel shift in the yield curve over 12 months, with no change thereafter
(2) assumes a parallel shift in the yield curve over 24 months, with no change thereafter

## Item 4. Controls and Procedures

Our management, including the Chief Executive Officer and Chief Financial Officer, has conducted as of September 30, 2021, an evaluation of the effectiveness of disclosure controls and procedures as defined in Exchange Act Rule 13a-15(e). Based on that evaluation, the Chief Executive Officer and Chief Financial Officer concluded that the disclosure controls and procedures as of September 30, 2021 were effective. There were no changes in our internal control over financial reporting that occurred during the quarter ended September 30, 2021, that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

## Item 1. Legal Proceedings

Refer to Note 11 of the Notes to the Consolidated Financial Statements in Part I, Item 1 for information regarding legal proceedings not reportable under this Item.

## Item 1A. Risk Factors

In addition to the other information set forth in this report, you should carefully consider the factors discussed in Part I, "Item 1A. Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2020.

## Item 2. Unregistered Sales of Equity Securities and Use of Proceeds

In February 2020, the Board of Directors authorized the open market repurchase of up to 750,000 shares of the issued and outstanding shares of Summit's common stock ("February 2020 Repurchase Plan"). The timing and quantity of purchases under this stock repurchase plan are at the discretion of management. The plan may be discontinued, suspended, or restarted at any time at the Company's discretion.

The following table sets forth certain information regarding Summit's purchases of its common stock under the Repurchase Plan and for the benefit of Summits Employee Stock Ownership Plan for the quarter ended September 30, 2021.
$\left.\begin{array}{lrrrr} & \begin{array}{c}\text { Total Number of } \\ \text { Shares Purchased } \\ \text { (a) }\end{array} & \begin{array}{c}\text { Average Price } \\ \text { Paid per Share }\end{array} & \begin{array}{c}\text { Total Number of } \\ \text { Shares Purchased as } \\ \text { Part of Publicly }\end{array} & \begin{array}{c}\text { Maximum Number of } \\ \text { Shares that May Yet } \\ \text { be Purchased Under } \\ \text { Programs }\end{array} \\ \text { the Plans or Programs }\end{array}\right\}$
(a) All shares purchased for the benefit of Summit's Employee Stock Ownership Plan

## Item 6. Exhibits

| Exhibit 2.1 | Purchase and Assumption Agreement dated April 22, 2021, by and between MVB Bank, Inc. and Summit Community Bank, Inc. |
| :---: | :---: |
| Exhibit 3.i | Amended and Restated Articles of Incorporation of Summit Financial Group, Inc. |
| Exhibit 3.ii | Articles of Amendment 2009 |
| Exhibit 3.iii | Articles of Amendment 2011 |
| Exhibit 3.iv | Amended and Restated Articles of Amendment 2021 |
| Exhibit 3.v | Amended and Restated By-Laws of Summit Financial Group, Inc. |
| Exhibit 11 | Statement re: Computation of Earnings per Share - Information contained in Note 4 to the Consolidated Financial Statements on page 13 of this Quarterly Report is incorporated herein by reference. |
| Exhibit 31.1 | Sarbanes-Oxley Act Section 302 Certification of Chief Executive Officer |
| Exhibit 31.2 | Sarbanes-Oxley Act Section 302 Certification of Chief Financial Officer |
| Exhibit 32.1 | Sarbanes-Oxley Act Section 906 Certification of Chief Executive Officer |
| Exhibit 32.2 | Sarbanes-Oxley Act Section 906 Certification of Chief Financial Officer |
| Exhibit 101 | Interactive Data File (Inline XBRL) |
| Exhibit 104 | Cover Page Interactive Data File (embedded within the Inline XBRL document and contained in Exhibit 101) |

## EXHIBIT INDEX

| Exhibit No. | Description | Page Number |
| :---: | :---: | :---: |
| 2.1 | Purchase and Assumption Agreement dated April 22, 2021, by and between MVB Bank, Inc. and Summit Community (a) Bank, Inc. |  |
| (3) | Articles of Incorporation and By-laws: |  |
|  | (i) Amended and Restated Articles of Incorporation of Summit Financial Group, Inc. | (b) |
|  | (ii) Articles of Amendment 2009 | (c) |
|  | (iii) Articles of Amendment 2011 | (d) |
|  | (iv) Amended and Restated Articles of Amendment 2021 | (e) |
|  | (v) Amended and Restated By-laws of Summit Financial Group, Inc. | (f) |
| 11 | Statement re: Computation of Earnings per Share | 14 |
| 31.1 | Sarbanes-Oxley_Act Section 302 Certification of Chief Executive Officer |  |
| 31.2 | Sarbanes-Oxley Act Section 302 Certification of Chief Financial Officer |  |
| 32.1* | Sarbanes-Oxley_Act Section 906 Certification of Chief Executive Officer |  |
| 32.2* | Sarbanes-Oxley Act Section 906 Certification of Chief Financial Officer |  |
| 101** | Interactive data file (Inline XBRL) |  |
| 104 | Cover Page Interactive Data File (embedded within the Inline XBRL document and contained in Exhibi |  |

*Furnished, not filed.
** As provided in Rule 406T of Regulation S-T, this information is furnished and not filed for purposes of Sections 11 and 12 of the Securities Act of 1933 and Section 18 of the Securities Exchange Act of 1934.
(a) Incorporated by reference to Exhibit 2.1 of Summit Financial Group, Inc.'s filing on Form 8-K dated April 23, 2021.
(b) Incorporated by reference to Exhibit 3.2 of Summit Financial Group, Inc.'s filing on Form 8-K dated April 30, 2021.
(c) Incorporated by reference to Exhibit 3.1 of Summit Financial Group, Inc.'s filing on Form 8-K dated September 30, 2009.
(d) Incorporated by reference to Exhibit 3.1 of Summit Financial Group, Inc.'s filing on Form 8-K dated November 3, 2011.
(e) Incorporated by reference to Exhibit 3.1 of Summit Financial Group, Inc.'s filing on Form 8-K dated April 30, 2021.
(f) Incorporated by reference to Exhibit 3.1 of Summit Financial Group, Inc.'s filing on Form 10-Q dated March 26, 2020.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

SUMMIT FINANCIAL GROUP, INC.<br>(registrant)

By: /s/ H. Charles Maddy, III
H. Charles Maddy, III,

President and Chief Executive Officer

By: /s/ Robert S. Tissue
Robert S. Tissue,
Executive Vice President and Chief Financial Officer
$\begin{aligned} \text { By: } & \text { /s/ Julie R. Markwood } \\ & \text { Julie R. Markwood, } \\ & \text { Senior Vice President and Chief Accounting Officer }\end{aligned}$

Date: November 4, 2021

## SARBANES-OXLEY ACT SECTION 302 CERTIFICATION OF CHIEF EXECUTIVE OFFICER

I, H. Charles Maddy, III, certify that:

1. I have reviewed this quarterly report on Form $10-\mathrm{Q}$ of Summit Financial Group, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d15(f)) for the registrant and have:
a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent functions):
a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
b) Any fraud, whether or not material, that involves management or other employees who have a significant role in registrant's internal control over financial reporting.

/s/ H. Charles Maddy, III<br>H. Charles Maddy, III,<br>President and Chief Executive Officer

## SARBANES-OXLEY ACT SECTION 302 CERTIFICATION OF CHIEF FINANCIAL OFFICER

I, Robert S. Tissue, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Summit Financial Group, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d15(f)) for the registrant and have:
a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent functions):
a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
b) Any fraud, whether or not material, that involves management or other employees who have a significant role in registrant's internal control over financial reporting.

Robert S. Tissue
Executive Vice President and Chief Financial Officer

Date: November 4, 2021

## SARBANES-OXLEY ACT SECTION 906 CERTIFICATION OF CHIEF EXECUTIVE OFFICER

In connection with this Quarterly Report of Summit Financial Group, Inc. ("Summit ") on Form 10-Q for the period ending September 30, 2021 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, H. Charles Maddy, III, President and Chief Executive Officer of Summit, certify pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, that:
(1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
(2) The information contained in the Report fairly presents, in all material respects, the financial condition and result of operations of Summit.

| /s/ H. Charles Maddy, III |
| :--- |
| H. Charles Maddy, III, |
| President and Chief Executive Officer |

Date: November 4, 2021

The foregoing certification is being furnished solely pursuant to 18 U.S.C. § 1350 and is not being filed as part of the Report or as a separate disclosure document.

## SARBANES-OXLEY ACT SECTION 906 CERTIFICATION OF CHIEF FINANCIAL OFFICER

In connection with this Quarterly Report of Summit Financial Group, Inc. ("Summit ") on Form 10-Q for the period ending September 30, 2021 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Robert S. Tissue, Executive Vice President and Chief Financial Officer of Summit, certify pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, that:
(1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
(2) The information contained in the Report fairly presents, in all material respects, the financial condition and result of operations of Summit.
/s/ Robert S. Tissue
Robert S. Tissue,
Executive Vice President and Chief Financial Officer

Date: November 4, 2021

The foregoing certification is being furnished solely pursuant to 18 U.S.C. § 1350 and is not being filed as part of the Report or as a separate disclosure document.


[^0]:    See Notes to Consolidated Financial Statements

[^1]:    continued

