PACIFIC FINANCIAL CORP
Form 10-Q
August 13, 2014

## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

FORM 10-Q

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

For the quarterly period ended June 30, 2014

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

Commission File Number: 000-29829

## PACIFIC FINANCIAL CORPORATION

(Exact name of registrant as specified in its charter)

## Washington

91-1815009
(State or other jurisdiction of (I.R.S. Employer incorporation or organization) Identification No.)

1101 S. Boone Street
Aberdeen, Washington 98520-5244
(Address of principal executive offices) (Zip Code)
(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes x No *

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T ( $\$ 232.405$ of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

Yes x No *

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

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

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

The number of shares outstanding of Registrant's common stock as of July 31, 2014 was 10,225,984.
Form 10-Q
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## PART I. FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS

## PACIFIC FINANCIAL CORPORATION

CONDENSED CONSOLIDATED BALANCE SHEETS
(Dollars in Thousands, except per share data)
(UNAUDITED)

|  | June 30, | December 31, |
| :--- | :---: | :--- |
| ASSETS | 2014 | 2013 |
| Cash and cash equivalents: |  |  |
| Cash and due from banks | $\$ 17,455$ | $\$ 12,214$ |
| Interest-bearing deposits in banks | 239 | 23,734 |
| Total cash and cash equivalents | 17,694 | 35,948 |
| Interest-bearing certificates of deposit (original maturities greater than 90 days) | 2,727 | 2,727 |
| Federal Home Loan Bank stock, at cost | 2,956 | 3,013 |
| Investment securities: | 88,712 | 96,144 |
| Investment securities available-for-sale, at fair market value | 1,871 | 2,132 |
| Investment securities held-to-maturity, at amortized cost (fair value of \$1,894, \$2,158, and | 90,583 | 98,276 |
| \$6,985) | 7,632 | 7,765 |
| Total investment securities | 547,283 | 504,666 |
| Loans held-for-sale | $(8,315$ | $(8,359$ |
| Loans, net of deferred loan fees | 538,968 | 496,307 |
| Allowance for loan losses | 16,660 | 16,790 |
| Loans, net | 991 | 2,771 |
| Premises and equipment, net of accumulated depreciation and amortization | 2,277 | 2,307 |
| Other real estate owned and foreclosed assets | 18,488 | 18,237 |
| Accrued interest receivable | 12,168 | 12,168 |
| Cash surrender value of life insurance | 1,460 | 1,481 |
| Goodwill | 6,868 | 7,249 |
| Other intangible assets | $\$ 719,472$ | $\$ 705,039$ |
| Other assets |  |  |
| TOTAL ASSETS |  |  |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |
| LIABILITIES |  |  |

Deposits:
Demand ..... \$156,954 \$ 145,028
Interest-bearing demand and savings ..... 342,816 336,260
Time deposits ..... 119,531 126,059
Total deposits ..... 619,301 607,347
Accrued interest payable ..... 151 ..... 167
Short-term borrowings340
Long-term borrowings10,000 10,000
Junior subordinated debentures ..... 13,403 13,403
Other liabilities ..... 5,417 ..... 6,985
Total liabilities ..... 648,612 ..... 637,902
COMMITMENTS AND CONTINGENCIES (Note 7) SHAREHOLDERS' EQUITY
Preferred Stock, par value none
5,000,000 shares authorized, none outstanding
Common Stock, par value $\$ 1$
$25,000,000$ shares authorized, $10,185,755$ shares issued and outstanding at 06/30/2014 and ..... $10,21310,182$
$10,182,083$ at $12 / 31 / 2013$
Additional paid-in-capital ..... 42,058 41,817
Retained earnings ..... 18,938 16,507
Accumulated other comprehensive income/(loss) ..... (349 ) (1,369
Total shareholders' equity ..... 70,860 67,137
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY ..... \$719,472 \$ 705,039

See accompanying notes.

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## PACIFIC FINANCIAL CORPORATION

## CONSOLIDATED STATEMENTS OF INCOME

(Dollars in Thousands, Except per Share Data)
(UNAUDITED)


| Total non-interest income | 2,176 | 3,175 | 3,784 | 5,801 |
| :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  |
| NON-INTEREST EXPENSE | 4,283 | 4,499 | 8,338 | 8,885 |
| Salaries and employee benefits | 504 | 452 | 1,010 | 865 |
| Occupancy | 263 | 195 | 515 | 386 |
| Equipment | 462 | 809 | 895 | 1,239 |
| Data processing | 201 | 236 | 386 | 498 |
| Professional services | 54 | 108 | 66 | 460 |
| Other real estate owned write-downs | 30 | 125 | 91 | 209 |
| Other real estate owned operating costs | 107 | 133 | 204 | 250 |
| State taxes | 129 | 130 | 263 | 266 |
| FDIC and state assessments | 1,033 | 1,185 | 2,128 | 2,233 |
| Other non-interest expense | 7,066 | 7,872 | 13,896 | 15,291 |
| Total non-interest expense | 1,806 | 1,705 | 3,139 | 2,494 |
| INCOME BEFORE PROVISION FOR INCOME |  |  |  |  |
| TAXES | 403 | 373 | 708 | 461 |
| PROVISION FOR INCOME TAXES | $\$ 1,403$ | $\$ 1,332$ | $\$ 2,431$ | 2,033 |
| NET INCOME APPLICABLE TO COMMON |  |  |  |  |
| SHAREHOLDERS | $\$ 0.14$ | $\$ 0.13$ | $\$ 0,24$ | 0.20 |
| EARNINGS PER COMMON SHARE: | $\$ 0.14$ | $\$ 0.13$ | $\$ 0.24$ | 0.20 |
| BASIC |  |  |  |  |
| DILUTED | $10,189,386$ | $10,121,853$ | $10,185,755$ | $10,121,853$ |
| WEIGHTED AVERAGE SHARES OUTANDING: | $10,275,628$ | $10,182,524$ | $10,273,994$ | $10,172,356$ |

See accompanying notes.

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## PACIFIC FINANCIAL CORPORATION

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

(Dollars in Thousands)
(UNAUDITED)

|  | For the Three Months Ended |  | For the Six Months Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { June } 30, \\ & 2014 \end{aligned}$ | $\begin{aligned} & \text { June 30, } \\ & 2013 \end{aligned}$ |  | $\begin{aligned} & \text { June } 30, \\ & 2014 \end{aligned}$ | $\begin{aligned} & \text { June } 30, \\ & 2013 \end{aligned}$ |
| NET INCOME | \$ 1,403 | \$ 1,332 |  | \$ 2,431 | \$ 2,033 |
| OTHER COMPREHENSIVE INCOME (LOSS), NET OF TAX: |  |  |  |  |  |
| Change in fair value of securities available-for-sale | 596 | (1,874 | ) | 962 | (2,003 |
| Defined benefit plan | 29 | 28 |  | 58 | 56 |
| Total other comprehensive income (loss), net of tax | 625 | (1,846 | ) | 1,020 | (1,947 |
| COMPREHENSIVE INCOME | \$ 2,028 | \$ (514 |  | \$ 3,451 | \$ 86 |

See accompanying notes.

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## PACIFIC FINANCIAL CORPORATION

## CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY

(Dollars in Thousands, Except Share Amounts)
(UNAUDITED)


See accompanying notes.

## PACIFIC FINANCIAL CORPORATION AND SUBSIDIARY

## CONSOLIDATED STATEMENTS OF CASH FLOWS

(Dollars in Thousands)
(UNAUDITED)

## CASH FLOWS FROM OPERATING ACTIVITIES

Net Income
Adjustments to reconcile net income to net cash from operating activities Provision for credit losses
Depreciation and amortization
Originations of loans held for sale
Proceeds from sales of loans held for sale
Net gains on sales of loans
Net gain (loss) on sales of securities available for sale
Net OTTI recognized in earnings
(Gain) loss on sales of other real estate owned
(Gain) loss on sale of premises and equipment
Earnings on bank owned life insurance
(Increase) decrease in accrued interest receivable
Increase (decrease) in accrued interest payable
Other real estate owned write-downs
(Increase) decrease in prepaid expenses
Other - net

Net cash provided by operating activities

CASH FLOWS FROM INVESTING ACTIVITIES
Net decrease in interest bearing balances with banks
Purchase of certificates of deposits held for investment, net
Activity in securities available for sale:
Sales
Maturities, prepayments and calls
Purchases
Activity in securities held to maturity:
Maturities, prepayments and calls
Purchases
(Increase) decrease in loans made to customers, net of principal collections
Purchases of premises and equipment
Proceeds from sales of other real estate owned
Proceeds from sales of premises and equipment26
For the Six Months Ended
June 30, June 30,
$2014 \quad 2013$
\$ 2,431 \$ 2,033
$\left.\begin{array}{lll}100 & (450 & ) \\ 1,297 & 1,176 & \\ (66,287 & ) & (155,116\end{array}\right)$
$4,218 \quad 7,540$

23,495 6,602

- 750

13,828 4,158
3,891 5,598
$(9,297) \quad(38,369)$
$261-3,928$
$(42,335) \quad(22,650)$
(533 ) (1,280 )

1,244 1,002
8

| Cash received in acquisition, net of cash paid | - | 31,941 |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Net cash provided by (used in) investing activities | (9,438 | ) | (8,320 | ) |
| CASH FLOWS FROM FINANCING ACTIVITIES |  |  |  |  |
| Net increase in deposits | 11,954 |  | 5,270 |  |
| Net decrease in short-term borrowings | 340 |  | (3,000 | ) |
| Proceeds from issuance of long-term debt | - |  | 2,500 |  |
| Stock options exercised | 203 |  | - |  |
| Cash dividends paid | (2,036 | ) | - |  |
| Net cash provided by financing activities | 10,461 |  | 4,770 |  |
| NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS | 5,241 |  | 3,990 |  |
| CASH AND DUE FROM BANKS - BEGINNING OF THE PERIOD | 12,214 |  | 14,168 |  |
| CASH AND DUE FROM BANKS - END OF THE PERIOD | \$ 17,455 |  | \$ 18,158 |  |
| SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION |  |  |  |  |
| Cash paid for interest | \$ 1,087 |  | \$ 1,365 |  |
| Cash paid for taxes | \$ - |  | \$ 130 |  |
| SUPPLEMENTAL SCHEDULE OF NON CASH INVESTING AND |  |  |  |  |
| FINANCING ACTIVITIES |  |  |  |  |
| Change in fair value of securities available-for-sale, net of tax | \$ 962 |  | \$ (2,003 | ) |
| Transfer of loans held for sale to loans held for investment | \$ - |  | \$ 64 |  |
| Other real estate owned acquired in settlement of loans | \$ (317 | ) | \$ (209 | ) |
| Financed sale of other real estate owned | \$ 694 |  | \$ - |  |

See accompanying notes.

## PACIFIC FINANCIAL CORPORATION

## Notes to Condensed Consolidated Financial Statements

As of and for the 6 months ended June 30, 2014
(Unaudited)
(Dollars in thousands, except per share amounts)

## NOTE 1 - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization - Pacific Financial Corporation (the "Company" or "Pacific") is a bank holding company headquartered in Aberdeen, Washington. The Company owns one bank, Bank of the Pacific (the "Bank"), which is also located in Washington. The Company was incorporated in the State of Washington in February, 1997, pursuant to a holding company reorganization of the Bank.

The Company conducts its banking business through the Bank, which operates 16 branches located in communities in Grays Harbor, Pacific, Whatcom, Skagit and Wahkiakum counties in the state of Washington and three in Clatsop County, Oregon. In addition, the Bank operates three loan production offices in Burlington, Dupont and Vancouver, Washington and has a residential real estate mortgage department. During second quarter 2013, the Bank completed the acquisition of three branches from Sterling Savings Bank. Total deposits assumed were $\$ 37.6$ million and loans acquired totaled $\$ 4.0$ million. Of the three branches purchased, two were consolidated into existing Pacific branches to maximize branch efficiencies resulting in one new branch in Astoria, Oregon. Separately, the Company opened a full-service branch in Warrenton, Oregon in October 2013 that further expands operations on the northern Oregon coast.

The accompanying unaudited condensed consolidated financial statements have been prepared by Pacific Financial Corporation ("Pacific" or the "Company") in accordance with accounting principles generally accepted in the United States of America ("GAAP") for interim financial information and with instructions to Form 10-Q. Accordingly, these financial statements do not include all of the information and footnotes required by GAAP for complete financial statements. In the opinion of Management, adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the six months ended June 30, 2014, are not necessarily indicative of the results anticipated for the year ending December 31, 2014. Certain information and footnote disclosures included in the Company's consolidated financial statements for the year ended December 31, 2013, have been condensed or omitted from this report. Accordingly, these statements should be read in conjunction with the financial statements and notes thereto included in the Company's Annual Report on Form 10-K for the year ended December 31, 2013 (the "2013 Annual Report").

Basis of presentation - The consolidated financial statements include the accounts of Bank of the Pacific and its wholly-owned subsidiary. All intercompany accounts and transactions have been eliminated in consolidation.

The interim consolidated financial statements are not audited, but include all adjustments that Management considers necessary for a fair presentation of consolidated financial condition and results of operations for the interim periods presented.

Method of accounting and use of estimates - The Company prepares its consolidated financial statements in conformity with accounting principles generally accepted in the United States of America and prevailing practices within the banking industry. This requires Management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of income and expenses during the reporting periods. Actual results could differ from those estimates. Significant estimates made by Management involve the calculation of the allowance for loan losses, impaired loans, the fair value of available-for-sale investment securities, deferred tax assets, and the value of other real estate owned and foreclosed assets.

The Company utilizes the accrual method of accounting, which recognizes income when earned and expenses when incurred.

In preparing these financial statements, the Company has evaluated events and transactions subsequent to June 30, 2014, for potential recognition or disclosure in the financial statements. In Management's opinion, all accounting adjustments necessary to accurately reflect the financial position and results of operations on the accompanying financial statements have been made. These adjustments include normal and recurring accruals considered necessary for a fair and accurate presentation.

Cash dividends - No cash dividends were declared in the quarter ended June 30, 2014.

## NOTE 2 - EARNINGS PER SHARE

The Company's basic earnings per common share is computed by dividing net income available to common shareholders (net income less dividends declared by the weighted average number of common shares outstanding during the period). The Company's diluted earnings per common share is computed similar to basic earnings per common share except that the numerator is equal to net income available to common shareholders and the denominator is increased to include the number of additional common shares that would have been outstanding if dilutive potential common shares had been issued. Included in the denominator are the dilutive effects of stock options computed under the treasury stock method and outstanding warrants as if converted to common stock.

The following table illustrates the computation of basic and diluted earnings per share.

|  | Three Months Ended <br> June 30, |  | Six Months Ended <br> June 30, |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | 2014 | 2013 | 2014 | 2013 |
| Basic: | $\$ 1,403$ | $\$ 1,332$ | $\$ 2,431$ | $\$ 2,033$ |
| Net income | $10,189,386$ | $10,121,853$ | $10,185,755$ | $10,121,853$ |
| Weighted average shares outstanding | $\$ 0.14$ | $\$ 0.13$ | $\$ 0.24$ | $\$ 0.20$ |
| Basic earnings per share |  |  |  |  |
|  |  |  |  |  |
| Diluted: | $\$ 1,403$ | $\$ 1,332$ | $\$ 2,431$ | $\$ 2,033$ |
| Net income | $10,189,386$ | $10,121,853$ | $10,185,755$ | $10,121,853$ |
| Weighted average shares outstanding | 86,242 | 60,671 | 88,239 | 50,503 |
| Effect of dilutive stock options | $10,275,628$ | $10,182,524$ | $10,273,994$ | $10,172,356$ |
| Weighted average shares outstanding assuming dilution |  |  |  |  |
| Diluted earnings per share | $\$ 0.14$ | $\$ 0.13$ | $\$ 0.24$ | $\$ 0.20$ |


|  | June 30, | June 30, 2013 |
| :--- | :---: | :---: |
| Shares subject to outstanding options | 2014 |  |
| Shares subject to outstanding warrants | 365,095 | 468,865 |
| 410,542 | 699,642 |  |

As of June 30, 2014 and 2013, the shares subject to outstanding options and the shares subject to outstanding warrants had exercise prices in excess of the current market value. All of these shares are not included in the table above, as exercise of these options and warrants would not be dilutive to shareholders.

## NOTE 3 - INVESTMENT SECURITIES

Investment securities consist principally of short and intermediate term debt instruments issued by the U.S. Treasury, other U.S. government agencies, state and local government units, other corporations, and mortgage backed securities (MBS).

Investment securit ies at June 30, 2014 and December 31, 2013 consisted of the following:
(Dollars in Thousands)

|  | June 30, 2014 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Gross | Gross |  |
|  | Amortized cost | dunrealized gains | unrealized losses | Fair value |
| Available-for-sale: |  |  |  |  |
| Collateralized mortgage obligations: agency issued | \$39,336 | \$ 221 | \$ 735 | \$38,822 |
| Collateralized mortgage obligations: non-agency | 614 | - | 10 | 604 |
| Mortgage-backed securities: agency issued | 11,980 | 57 | 118 | 11,919 |
| U.S. Government and agency securities | 8,674 | 80 | 33 | 8,721 |
| State and municipal securities | 28,043 | 826 | 223 | 28,646 |
| Corporate bonds | - | - | - | - |
| Total available-for-sale | \$88,647 | \$ 1,184 | \$ 1,119 | \$88,712 |
| Held-to-maturity: |  |  |  |  |
| Mortgage-backed securities: agency issued | \$140 | \$ 13 | \$ - | \$153 |
| State and municipal securities | 1,731 | 10 | - | 1,741 |
| Total held-to-maturity | \$1,871 | \$ 23 | \$ - | \$ 1,894 |

Available-for-sale:
Collateralized mortgage obligations: agency issued $\begin{array}{lllll}\$ 39,791 & \$ 246 & \$ 1,246 & \$ 38,791\end{array}$
Collateralized mortgage obligations: non agency $\begin{array}{lllll}2,251 & 3 & 243 & 2,011\end{array}$
$\begin{array}{lllll}\text { Mortgage-backed securities: agency issued } & 13,671 & 21 & 303 & 13,389\end{array}$
$\begin{array}{lllll}\text { U.S. Government agency securities } & 8,859 & 34 & 82 & 8,811\end{array}$
$\begin{array}{lllll}\text { State and municipal securities } & 31,973 & 774 & 587 & 32,160\end{array}$
$\begin{array}{lllll}\text { Corporate bonds } & 991 & - & 9 & 982\end{array}$

| Total available-for-sale | $\$ 97,536$ | $\$ 1,078$ | $\$ 2,470$ | $\$ 96,144$ |
| :--- | :---: | :---: | :---: | :---: |
| Held-to-maturity: |  |  |  |  |
| Mortgage-backed securities: agency issued <br> State and municipal securities | $\$ 159$ | $\$ 13$ | $\$-$ | $\$ 172$ |
| Total held-to-maturity | 1,973 | 13 | - | 1,986 |
|  | $\$ 2,132$ | $\$ 26$ | $\$-$ | $\$ 2,158$ |

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Unrealized losses and fair value, aggregated by investment category and length of time that individual securities have been in continuous unrealized loss position, as of June 30, 2014, and December 31, 2013, are summarized as follows:
(Dollars in Thousands)

At June 30, 2014
Available-for-sale:
Collateralized mortgage obligations: agency issued
Collateralized mortgage obligations: non agency
Mortgage-backed securities: agency issued
U.S. Government agency securities

State and municipal securities
Corporate bonds
Total

At December 31, 2013
Available-for-sale:
Collateralized mortgage obligations: agency issued
Collateralized mortgage obligations: non agency
Mortgage-backed securities: agency issued
U.S. Government agency securities

State and municipal securities
Corporate bonds
Total

| Less than 12 months |  | 12 months or more |  | Total | Unrealized |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Unrealized |  | Unrealized |  |  |
| Fair Value | Losses | Fair Value | Losses | Fair Value | Losses |
| \$ 13,594 | \$ 99 | \$ 15,987 | \$ 635 | \$29,581 | \$ 734 |
| - | - | 227 | 10 | 227 | 10 |
| 510 | 2 | 7,863 | 117 | 8,373 | 119 |
| - | - | 3,627 | 33 | 3,627 | 33 |
| 1,674 | 7 | 8,916 | 216 | 10,590 | 223 |
| - | - | - | - | - | - |
| \$ 15,778 | \$ 108 | \$36,620 | \$ 1,011 | \$52,398 | \$ 1,119 |

Less than 12 months 12 months or more Total

|  | Unrealized |  | Unrealized |  | Unrealized |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Fair <br> Value | Losses | Fair <br> Value | Losses | Fair <br> Value | Losses |
|  |  |  |  |  |  |
| $\$ 21,043$ | $\$ 778$ | $\$ 6,265$ | $\$ 468$ | $\$ 27,308$ | $\$ 1,246$ |
|  |  |  |  |  |  |
| 389 | 27 | 1,619 | 216 | 2,008 | 243 |
| 7,752 | 218 | 2,643 | 85 | 10,395 | 303 |
| 5,550 | 82 | - | - | 5,550 | 82 |
| 11,551 | 485 | 1,821 | 102 | 13,372 | 587 |
| 982 | 9 | - | - | 982 | 9 |
| $\$ 47,267$ | $\$ 1,599$ | $\$ 12,348$ | $\$ 871$ | $\$ 59,615$ | $\$ 2,470$ |

At June 30, 2014, there were 64 investment securities in an unrealized loss position, of which 47 were in a continuous loss position for 12 months or more. The unrealized losses on these securities were caused by changes in interest rates, widening pricing spreads and market illiquidity, leading to a decline in the fair value subsequent to their purchase. The Company has evaluated the securities shown above and anticipates full recovery of amortized cost with respect to these securities at maturity or sooner in the event of a more favorable market environment. Based on management's evaluation, and because the Company does not have the intent to sell these securities and it is not more likely than not that it will have to sell the securities before recovery of cost basis, the Company does not consider these investments to be other-than-temporarily impaired at June 30, 2014.

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For non-agency mortgage-backed securities (MBS) the Company estimates expected future cash flows of the underlying collateral, together with any credit enhancements. The expected future cash flows of the underlying collateral are determined using the remaining contractual cash flows adjusted for future expected credit losses (which considers current delinquencies, future expected default rates and collateral value by vintage) and prepayments. The expected cash flows of the security are then discounted to arrive at a present value amount. For the six months ended June 30, 2014, no non-agency MBS was determined to be other-than-temporarily-impaired. For the six months ended June 30, 2013, one non-agency MBS was determined to be other-than-temporarily-impaired. This security was sold in the current quarter, incurring a loss of $\$ 69,000$. The Company recorded $\$ 48,000$ and $\$ 34,000$ in impairments related to credit losses through earnings for the six months ended June 30, 2014 and 2013, respectively.

The following table presents the cash proceeds from the sales of securities and their associated gross realized gains and gross realized losses that are included in earnings for the six months ended June 30, 2014 and 2013:

Investment securities gross gains and losses
(Dollars in Thousands)

|  | $\begin{array}{l}\text { For the Three Months Ended }\end{array}$ |  | For the Six Months Ended |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | June 30, | June 30, 2013 | $\begin{array}{l}\text { June 30, } \\ 2014\end{array}$ | June 30, 2013 |  |
|  | 2014 | $\$ 329$ | $\$ 221$ | $\$ 387$ |  |
| Gross realized gain on sale of securities | $\$ 159$ | $\$(161$ | $)$ | - | $(171$ |$)$

The Company did not engage in originating subprime mortgage loans, and it does not believe that it has material exposure to subprime mortgage loans or subprime mortgage backed securities. Additionally, the Company does not own any sovereign debt of Eurozone nations or structured financial products, such as collateralized debt obligations or structured investment vehicles, which are known by the Company to have elevated risk characteristics.

The amortized cost and estimated fair value of investment securities at June 30, 2014, by maturity are shown below. The amortized cost and fair value of collateralized mortgage obligations and mortgage-backed securities are presented by expected average life, rather than contractual maturity. Expected maturities may differ from contractual maturities because borrowers may have the right to prepay underlying loans without prepayment penalties.

At June 30, 2014
(Dollars in Thousands)

|  | Held-to-maturity <br> Amortized <br>  <br> Cost |  | Available-for-sale <br> Amortized |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  | Fair Value |
| Cost |  |  |  |  |  |$\quad$ Fair Value

At June 30, 2014, investment securities with an estimated fair value of $\$ 69.0$ million were pledged to secure public deposits, certain nonpublic deposits and borrowings.

As required of all members of the Federal Home Loan Bank ("FHLB") system, the Company maintains an investment in the capital stock of the FHLB in an amount equal to the greater of $\$ 500,000$ or $0.5 \%$ of home mortgage loans and pass-through securities plus $5.0 \%$ of the outstanding balance of mortgage home loans sold to FHLB under the Mortgage Purchase Program. The FHLB system, the largest government sponsored entity in the United States, is made up of 12 regional banks, including the FHLB of Seattle. Participating banks record the value of FHLB stock equal to its par value at $\$ 100$ per share. At June 30, 2014, the Company held approximately $\$ 3.0$ million in FHLB stock.

The Company is required to hold FHLB's stock in order to receive advances and views this investment as long-term. Thus, when evaluating it for impairment, the value is determined based on the recovery of the par value through redemption by the FHLB or from the sale to another member, rather than by recognizing temporary declines in value. The FHLB of Seattle disclosed that it reported net income for the three and six month periods ended June 30, 2014, at which time it declared a cash dividend. On November 22, 2013, the FHLB of Seattle entered into an amended Stipulation and Consent to the Issuance of a Consent Order with the Federal Housing Finance Agency ("Finance Agency"), modifying the previous order issued on October 25, 2010. The Finance Agency now deems the FHLB of Seattle to be "adequately capitalized" under the Finance Agency's Prompt Corrective Action rule. The Company has concluded that its investment in FHLB is not impaired as of June 30, 2014, and believes that it will ultimately recover the par value of its investment in this stock.

## NOTE 4 - LOANS AND ALLOWANCE FOR LOAN LOSSES AND CREDIT QUALITY

## Loans

Loans held in the portfolio at June 30, 2014 and December 31, 2013, are as follows:

Loans as of June 30, 2014 and December 31, 2013 consisted of the following:
(Dollars in Thousands)
June 30, 2014 December 31, 2013
Commercial and agricultural \$ 109,368 \$ 104,111
Real estate:
Construction and development
Residential 1-4 family
Multi-family
Commercial real estate - owner occupied
Commercial real estate - non owner occupied
Farmland
Consumer/Finance
Gross loans
Less: deferred fees
Portfolio Loans
\$ 547,283 \$ 504,666

## Allowance for losses and credit quality

The allowance for loan losses represents the Company's estimate as to the probable credit losses inherent in its loan portfolio. The allowance for loan losses is increased through periodic charges to earnings through provision for loan losses and represents the aggregate amount, net of loans charged-off and recoveries on previously charged-off loans, that is needed to establish an appropriate reserve for credit losses. The allowance is estimated based on a variety of factors and using a methodology as described below:
-The Company classifies loans into relatively homogeneous pools by loan type in accordance with regulatory guidelines for regulatory reporting purposes. The Company regularly reviews all loans within each loan category to establish risk ratings for them that include Pass, Watch, Special Mention, Substandard, Doubtful and Loss. Pursuant to "Accounting by Creditors for Impairment of a Loan", the impaired portion of collateral dependent loans is charged-off. Other risk-related loans not considered impaired have loss factors applied to the various loan pool
balances to establish loss potential for provisioning purposes.

Analyses are performed to establish the loss factors based on historical experience, as well as expected losses based on qualitative evaluations of such factors as the economic trends and conditions, industry conditions, levels and -trends in delinquencies and impaired loans, levels and trends in charge-offs and recoveries, among others. The loss factors are applied to loan category pools segregated by risk classification to estimate the loss inherent in the Company's loan portfolio pursuant to "Accounting for Contingencies."

Additionally, impaired loans are evaluated for loss potential on an individual basis in accordance with "Accounting by Creditors for Impairment of a Loan," and specific reserves are established based on thorough analysis of collateral - values where loss potential exists. When an impaired loan is collateral dependent and a deficiency exists in the fair value of collateral securing the loan in comparison to the associated loan balance, the deficiency is charged-off at that time or a specific reserve is established. Impaired loans are reviewed no less frequently than quarterly.

In the event that a current appraisal to support the fair value of the real estate collateral underlying an impaired loan has not yet been received, but the Company believes that the collateral value is insufficient to support the loan amount, an impairment reserve is recorded. In these instances, the receipt of a current appraisal triggers an updated review of the collateral support for the loan and any deficiency is charged-off or reserved at that time. In those instances where a current appraisal is not available in a timely manner in relation to a financial reporting cut-off date, the Company discounts the most recent third-party appraisal depending on a number of factors including, but not limited to, property location, local price volatility, local economic conditions, and recent comparable sales. In all cases, the costs to sell the subject property are deducted in arriving at the fair value of the collateral.

Changes in the allowance for credit losses for the three and six months ended June 30, 2014 and 2013 were as follows:

## Allowance for Credit Losses

Dollars in Thousands

| Commercial <br> Real <br> Estate <br> Commercial <br> $($ "CRE" $)$ | Residential |
| :---: | :--- |
| Real | Estate $\quad$ Consumer Unallocated Total |

For the three months ended June 30, 2014

| Beginning balance | \$ | 774 | \$ | 3,603 | \$ | 674 |  | \$ 774 |  | \$ 2,463 |  | \$8,288 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Charge-offs and concessions |  | (9 | ) | (389 | ) | (4 | ) | (29 | ) | - |  | (431 |
| Recoveries |  | 1 |  | 347 |  | 9 |  | 1 |  | - |  | 358 |
| Provision / (recapture) |  | 138 |  | 246 |  | 23 |  | 136 |  | (443 | ) | 100 |
| Ending balance |  | 904 |  | 3,807 |  | 702 |  | \$ 882 |  | \$ 2,020 |  | \$8,315 |

For the six months ended June 30, 2014

| Beginning balance | \$ | 775 | \$ | 3,506 | \$ | 675 |  | 744 | \$ 2,659 |  | \$8,359 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Charge-offs and concessions |  | (26 | ) | (396 | ) | (44 | ) | (47 | ) |  | (513) |
| Recoveries |  | 2 |  | 352 |  | 13 |  | 2 | - |  | 369 |
| Provision / (recapture) |  | 153 |  | 345 |  | 58 |  | 183 | (639 | ) | 100 |
| Ending balance | \$ | 904 | \$ | 3,807 | \$ | 702 |  | 882 | \$ 2,020 |  | \$8,315 |

## Allowance for Credit Losses

Dollars in Thousands

| $\quad$Commercial <br> Real <br> Real | Residential |
| ---: | :--- |
| Commercial | Real |
| ("CRE") | Estate $\quad$ Consumer Unallocated Total |

For the three months ended June 30, 2013

| Beginning balance | \$ 711 | \$ | 3,743 |  | 787 |  | \$ 542 | \$ 3,565 | \$9,348 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Charge-offs and concessions | - |  | (41 | ) | (56 | ) | (55 | ) | (152) |
| Recoveries | 5 |  | 210 |  | 1 |  |  | - | 216 |
| Provision / (recapture) | 93 |  | (498 | ) | 81 |  | 151 | (277 | (450) |
| Ending balance | \$ 809 | \$ | 3,414 |  | 813 |  | \$ 638 | \$ 3,288 | \$8,962 |

For the six months ended June 30, 2013

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| Charge-offs and concessions | - | $(46$ | $)$ | $(66$ | $)$ | $(66$ | $)$ | - | $(178)$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Recoveries | 15 |  | 215 |  | 1 | 1 | - | 232 |  |
| Provision / (recapture) | $(129$ | $)$ | $(853$ | $)$ | 49 | 172 | 311 | $(450)$ |  |
|  |  |  |  |  |  |  |  |  |  |
| Ending balance | $\$ 309$ | $\$ 314$ | $\$ 813$ | $\$ 638$ | $\$ 3,288$ | $\$ 8,962$ |  |  |  |

Recorded investment in loans as of June 30, 2014 and 2013 are as follows:

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Recorded Investment in Financing Receivables

Dollars in Thousands

As of June 30, 2014
Allowance for Credit Losses:
Ending balance: individually evaluated for impairment

| Ending balance: collectively evaluated <br> for impairment | $\$ 904$ | $\$ 3,807$ | $\$ 702$ | $\$ 882$ | $\$ 2,020$ | $\$ 8,315$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Loans: |  |  |  |  |  |  |
| Ending balance | $\$ 109,368$ | $\$ 298,103$ | $\$ 110,659$ | $\$ 30,241$ | $\$-$ | $\$ 548,371$ |
| Ending balance: individually evaluated <br> for impairment | $\$ 411$ | $\$ 7,785$ | $\$ 776$ | $\$ 53$ | $\$-$ | $\$ 9,025$ |
| Ending balance: collectively evaluated <br> for impairment | $\$ 108,957$ | $\$ 290,318$ | $\$ 109,883$ | $\$ 30,188$ | $\$-$ | $\$ 539,346$ |
| Less deferred fees |  |  |  |  | $\$(1,088)$ |  |
| Ending balance total loans |  |  |  | $\$ 547,283$ |  |  |

Recorded Investment in Financing Receivables

Dollars in Thousands

|  | Commercial |
| ---: | :--- |
| Real | Residential |
| Commercial |  |
| Estate | Real |
| ("CRE") | Estate |

Consumer UnallocatedTotal
As of December 31, 2013

Allowance for Credit Losses:
Ending balance: individually evaluated for impairment

Ending balance: collectively evaluated for impairment

Loans:
Ending balance
Ending balance: individually evaluated for impairment
Ending balance: collectively evaluated for impairment

- \$ $\begin{array}{llllll}\$ 775 & \$ 3,506 & \$ 675 & 744 & \$ 2,659 & \$ 8,359\end{array}$

| $\$ 104,111$ | $\$ 275,682$ | $\$ 105,282$ | $\$ 20,728$ | $\$-$ | $\$ 505,803$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
| $\$ 587$ | $\$ 8,656$ | $\$ 626$ | $\$ 53$ | $\$-$ | $\$ 9,922$ |
| $\$ 103,524$ | $\$ 267,026$ | $\$ 104,656$ | $\$ 20,675$ | $\$-$ | $\$ 495,881$ |


| Less deferred fees | $\$(1,137)$ |
| :--- | :---: |
| Ending balance total loans | $\$ 504,666$ |

## Credit Quality Indicators

Federal regulations require that the Bank periodically evaluate the risks inherent in its loan portfolios. In addition, the Washington Division of Banks and the Federal Deposit Insurance Corporation ("FDIC") have authority to identify problem loans and, if appropriate, require them to be reclassified. There are three classifications for problem loans: Substandard, Doubtful, and Loss. These terms are used as follows:
"Substandard" loans have one or more defined weaknesses and are characterized by the distinct possibility some loss will be sustained if the deficiencies are not corrected.
"Doubtful" loans have the weaknesses of loans classified as "Substandard," with additional characteristics that suggest the weaknesses make collection or recovery in full after liquidation of collateral questionable on the basis of currently existing facts, conditions, and values. There is a high possibility of loss in loans classified as "Doubtful."

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"Loss" loans are considered uncollectible and of such little value that continued classification of the credit as a loan is -not warranted. If a loan or a portion thereof is classified as "Loss," it must be charged-off; meaning the amount of the loss is charged against the allowance for credit losses, thereby reducing that reserve.

The Bank also classifies some loans as "Pass" or Other Loans Especially Mentioned ("OLEM"). Within the Pass classification certain loans are "Watch" rated because they have elements of risk that require more monitoring than other performing loans. Pass grade loans include a range of loans from very high credit quality to acceptable credit quality. These borrowers generally have strong to acceptable capital levels and consistent earnings and debt service capacity. Loans with higher grades within the Pass category may include borrowers who are experiencing unusual operating difficulties, but have acceptable payment performance to date. Overall, loans with a Pass grade show no immediate loss exposure. Loans classified as OLEM continue to perform but have shown deterioration in credit quality and require close monitoring.
(Dollars in Thousands)
Credit quality indicators as of June 30, 2014 and December 31, 2013 were as follows:

| June 30, 2014 | Pass | Other Loans <br> Especially <br> Mentioned | Substandard | Doubtful | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial and agricultural | \$ 101,018 | \$ 7,581 | \$ 769 | \$ - | \$ 109,368 |
| Real estate: |  |  |  |  |  |
| Construction and development | 30,748 | 50 | 1,273 | - | 32,071 |
| Residential 1-4 family | 87,049 | 759 | 2,741 | - | 90,549 |
| Multi-family | 19,839 | 271 | - | - | 20,110 |
| Commercial real estate - owner occupied | 109,489 | 3,885 | 3,829 | - | 117,203 |
| Commercial real estate - non owner occupied | 94,940 | 23,717 | 6,272 | - | 124,929 |
| Farmland | 20,474 | 2,422 | 1,004 | - | 23,900 |
| Total real estate | 362,539 | 31,104 | 15,119 | - | 408,762 |
| Consumer/Finance | 30,106 | 60 | 75 | - | 30,241 |
| Less deferred fees | - | - | - | - | (1,088 ) |
| Total loans | \$493,663 | \$ 38,745 | \$ 15,963 | \$ - | \$547,283 |
| December 31, 2013 |  | Other Loans |  |  |  |
|  |  | Especially |  |  |  |
|  | Pass | Mentioned | Substandard | Doubtful | Total |
| Commercial and agricultural | \$ 100,262 | \$ 2,858 | \$ 991 | \$ | \$ 104,111 |


| Real estate: |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Construction and development | 26,587 | 1,101 | 1,408 |  | 29,096 |
| Residential 1-4 family | 84,407 | 554 | 2,801 | - | 87,762 |
| Multi-family | 17,520 | 0 | 0 | - | 17,520 |
| Commercial real estate - owner occupied | 100,612 | 1,019 | 3,963 | - | 105,594 |
| Commercial real estate - non owner occupied | 98,044 | 16,752 | 2,498 | - | 117,294 |
| Farmland | 20,228 | 2,464 | 1,006 | - | 23,698 |
| Total real estate | 347,398 | 21,890 | 11,676 | - | 380,964 |
| Consumer/Finance | 20,570 | 62 | 96 | - | 20,728 |
|  |  |  |  |  |  |
| Less deferred fees | - | - | - | - | $(1,137)$ |
| Total loans | $\$ 468,230$ | $\$ 24,810$ | $\$ 12,763$ | $\$$ | - |

## Impaired Loans

Impaired loans by type as of June 30, 2014, and interest income recognized for the three and six months ended June 30,2014 , were as follows:

| (Dollars in Thousands) |  |  | 3 Month | 6 Month | 3 Month | 6 Month |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | Unpaid |  |  | Average | Average | Interest | Interest |
| Principal | Recorded | Related | Recorded | Recorded | Income | Income |  |
|  | Balance | Investment | Allowance | Investment | Investment | Recognized | Recognized |

June 30, 2014

With no Related Allowance:

| Commercial | $\$ 449$ | $\$ 411$ | $\$$ | - | $\$ 415$ | $\$ 472$ | $\$$ | 4 | $\$$ |
| :--- | :---: | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Consumer | 53 | 53 |  | - | 53 | 53 |  | - |  |
| Residential real estate | 1,042 | 776 |  | - | 774 | 724 |  | 14 |  |
| Commercial real estate: |  |  |  |  |  |  | 25 |  |  |
| CRE - owner occupied | 1,661 | 1,661 |  | - | 1,788 | 1,763 |  | - |  |
| CRE - non owner occupied | 4,267 | 3,896 |  | - | 4,229 | 4,346 |  | - |  |
| Farmland | 955 | 955 |  | - | 955 | 955 |  | 115 | 11 |
| Construction and development | 3,331 | 1,273 |  | - | 1,275 | 1,320 | 18 | 225 |  |
| Total | $\$ 11,758$ | $\$ 9,025$ | $\$$ | - | $\$ 9,489$ | $\$ 9,633$ | $\$$ | 154 | $\$$ |

With a Related Allowance:

| Consumer/Finance | \$ - | \$ - | \$ | - | \$ - | \$ - | \$ | - | \$ | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Residential real estate | - | - |  | - | - | - |  | - |  | - |
| Total | \$ - | \$ - | \$ | - | \$ - | \$ - | \$ | - | \$ | - |
| Total Impaired Loans: |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$449 | \$ 411 | \$ | - | \$ 415 | \$ 472 | \$ | 4 | \$ | 11 |
| Consumer | 53 | 53 |  | - | 53 | 53 |  | - |  | - |
| Residential real estate | 1,042 | 776 |  | - | 774 | 724 |  | 14 |  | 25 |
| Commercial real estate: |  |  |  |  |  |  |  |  |  |  |
| CRE - owner occupied | 1,661 | 1,661 |  | - | 1,788 | 1,763 |  | - |  | - |
| CRE - non owner occupied | 4,267 | 3,896 |  | - | 4,229 | 4,346 |  | 3 |  | 11 |
| Farmland | 955 | 955 |  | - | 955 | 955 |  | 115 |  | 225 |
| Construction and development | 3,331 | 1,273 |  | - | 1,275 | 1,320 |  | 18 |  | 33 |
| Total Impaired Loans | \$ 11,758 | \$ 9,025 | \$ | - | \$ 9,489 | \$ 9,633 | \$ | 154 | \$ | 305 |

Impaired loans by type as of June 30, 2013, and interest income recognized for the three and six months ended June 30, 2013, were as follows:

| (Dollars in Thousands) | Unpaid |  | Related |  | 3 Month | 6 Month | 3 Month 6 Mo |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Average | Average |  | rest |  | ter |
|  | Principal | Recorded |  |  | Recorded | Recorded |  | ome |  | com |
|  | Balance | Investment |  |  |  | owance | Investment | Investment |  | og |  | eco |
| June 30, 2013 |  |  |  |  |  |  |  |  |  |  |
| With no Related Allowance: |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ 1,199 | \$ 1,202 | \$ | - | \$ 1,388 | \$ 1,665 | \$ | 3 | \$ | 5 |
| Consumer | - | - |  | - | - | - |  | - |  |  |

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| Residential real estate | 1,865 | 1,595 |  | - | 1,430 | 1,243 |  | 6 |  | 10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial real estate: |  |  |  |  |  |  |  |  |  |  |
| CRE - owner occupied | 2,866 | 2,866 |  | - | 2,888 | 2,970 |  | 12 |  | 24 |
| CRE - non owner occupied | 6,773 | 4,576 |  | - | 5,505 | 5,601 |  | 6 |  | 23 |
| Farmland | 3,728 | 1,457 |  | - | 1,649 | 1,696 |  | 20 |  | 40 |
| Construction and development | 955 | 955 |  | - | 955 | 962 |  | - |  | - |
| Total | \$ 17,386 | \$ 12,651 | \$ | - | \$ 13,815 | \$ 14,137 | \$ | 47 | \$ | 102 |
| With a Related Allowance: |  |  |  |  |  |  |  |  |  |  |
| Consumer | \$9 | \$ 9 | \$ | 9 | \$ 5 | \$ 3 | \$ | - | \$ | - |
| Residential real estate | 199 | 199 |  | 57 | 100 | 66 |  | 1 |  | 1 |
| Total | \$208 | \$ 208 | \$ | 66 | \$ 105 | \$ 69 | \$ | 1 | \$ | 1 |
| Total Impaired Loans: |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$ 1,199 | \$ 1,202 | \$ | - | \$ 1,388 | \$ 1,665 | \$ | 3 | \$ | 5 |
| Consumer | 9 | 9 |  | 9 | 5 | 3 |  | - |  | - |
| Residential real estate | 2,064 | 1,794 |  | 57 | 1,530 | 1,309 |  | 7 |  | 11 |
| Commercial real estate: |  |  |  |  |  |  |  |  |  |  |
| CRE - owner occupied | 2,866 | 2,866 |  | - | 2,888 | 2,970 |  | 12 |  | 24 |
| CRE - non owner occupied | 6,773 | 4,576 |  | - | 5,505 | 5,601 |  | 6 |  | 23 |
| Farmland | 3,728 | 1,457 |  | - | 1,649 | 1,696 |  | 20 |  | 40 |
| Construction and development | 955 | 955 |  | - | 955 | 962 |  | - |  | - |
| Total Impaired Loans | \$ 17,594 | \$ 12,859 | \$ | 66 | \$ 13,920 | \$ 14,206 | \$ | 48 | \$ | 103 |

Aging Analysis

The following tables summarize the Company's loans past due, both accruing and nonaccruing, by type as of June 30, 2014 and December 31, 2013:
(Dollars in Thousands)

|  | 30-59 <br> Days <br> Past Due | $\begin{aligned} & 60-89 \\ & \text { Days } \end{aligned}$ |  | Greater |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Than <br> 90 <br> Days |  | Total <br> Past <br> Due | Non-accrual |  | Total Loans |
|  |  |  | Due |  |  | Loans | Current |  |
| June 30, 2014: |  |  |  |  |  |  |  |  |  |
| Commercial and agricultural | \$ 23 | \$ | - | \$ | - |  | \$ 23 | \$ 117 | \$109,228 | \$ 109,368 |
| Real estate: |  |  |  |  |  |  |  |  |  |
| Construction and development | - |  | - |  | - | - | 1,273 | 30,798 | 32,071 |
| Residential 1-4 family | 53 |  | - |  | - | 53 | 554 | 89,942 | 90,549 |
| Multi-family | - |  | - |  | - | - | - | 20,110 | 20,110 |
| Commercial real estate - owner occupied | - |  | - |  | - | - | 1,607 | 115,596 | 117,203 |
| Commercial real estate - non owner occupied | - |  | - |  | - | - | 1,829 | 123,100 | 124,929 |
| Farmland | - |  | - |  | - | - | 955 | 22,945 | 23,900 |
| Total real estate | 53 |  |  |  | - | 53 | 6,218 | 402,491 | 408,762 |
| Consumer/Finance | 63 |  | - |  | - | 63 | 53 | 30,125 | 30,241 |
| Less deferred fees | - |  | - |  | - | - | - | (1,088 ) | (1,088 |
| Total | \$ 139 | \$ |  | \$ | - | \$ 139 | \$ 6,388 | \$540,756 | \$547,283 |

December 31, 2013:
$\left.\begin{array}{lllllllll}\text { Commercial and agricultural } & \$ 14 & \$ & - & \$ & - & \$ 14 & \$ 286 & \$ 103,811\end{array}\right) \$ 104,111$

## Modifications

A modification of a loan constitutes a troubled debt restructuring ("TDR") when a borrower is experiencing financial difficulty and the modification constitutes a concession. There are various types of concessions when modifying a loan, however, forgiveness of principal is rarely granted by the Company. Commercial and industrial loans modified in a TDR may involve term extensions, below market interest rates and/or interest-only payments wherein the delay in the repayment of principal is determined to be significant when all elements of the loan and circumstances are considered. Additional collateral, a co-borrower, or a guarantor is often required. Commercial mortgage and construction loans modified in a TDR often involve reducing the interest rate for the remaining term of the loan, extending the maturity date at an interest rate lower than the current market rate for new debt with similar risk, or substituting or adding a new borrower or guarantor. Construction loans modified in a TDR may also involve extending the interest-only payment period. Residential mortgage loans modified in a TDR are primarily comprised of loans where monthly payments are lowered to accommodate the borrowers' financial needs. Land loans are typically structured as interest-only monthly payments with a balloon payment due at maturity. Land loans modified in a TDR typically involve extending the balloon payment by one to three years, and providing an interest rate concession. Home equity modifications are made infrequently and are uniquely designed to meet the specific needs of each borrower.

Loans modified in a TDR are typically already on non-accrual status and partial charge-offs have in some cases already been taken against the outstanding loan balance. Loans modified in a TDR for the Company may have the financial effect of increasing the specific allowance associated with the loan. An allowance for impaired loans that have been modified in a TDR is measured based on the present value of expected future cash flows discounted at the loan's effective interest rate, the loan's observable market price, or the estimated fair value of the collateral, less any selling costs, if the loan is collateral dependent. The Company's practice is to re-appraise collateral dependent loans every six to nine months. During the six months ended June 30, 2014, there was no impact on the allowance from TDRs during the period, as the loans classified as TDRs during the period did not have a specific reserve and were already considered impaired loans at the time of modification and no further impairment was required upon modification.

The Company closely monitors the performance of modified loans for delinquency, as delinquency is considered an early indicator of possible future default. The allowance may be increased, adjustments may be made in the allocation of the allowance, or partial charge-offs may be taken to further write-down the carrying value of the loan.

The following table presents TDRs for the six months ended June 30, 2014 and 2013, all of which were modified due to financial stress of the borrower.

Restructured loans by type current and subsequently defaulted
(Dollars in Thousands)

|  | June 30, 2014 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Current Restructured Loans |  |  | Subsequently Defaulted Restructured Loans |  |  |  |
|  | Pre-TDR <br> Nunemethtsfinding Loaßkecorded Investment |  | Post-TDR | Pre-TDR |  | Post-TDR |  |
|  |  |  | Outstanding |  | anding |  | nding |
|  |  |  | Recorded |  | ded |  |  |
|  |  |  | Investment |  | ment |  | ment |
| Commercial and agriculture | 1 | \$ 335 | \$ 293 | \$ | - | \$ | - |
| Construction and development | 2 | 2,764 | 1,273 | - | - |  | - |
| Residential real estate |  | 272 | 222 | - | - |  | - |
| CRE - owner occupied | 1 | 59 | 54 | - | - |  | - |
| CRE - non owner occupied | 1 | 2,180 | 2,067 | - | - |  | - |
| Total restructured loans (1) |  | \$ 5,610 | \$ 3,909 | \$ | - | \$ |  |


|  | June 30, 2013 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Current Restructured Loans |  |  | Subsequently Defaulted Restructured Loans |  |  |  |
|  |  | Pre-TDR | Post-TDR |  | Pre-TDR |  |  |
|  |  | nometistafnding | Outstanding |  | Outstanding |  | nding |
|  |  | akecorded | Recorded |  | Recorded |  |  |
|  |  | Investment | Investment |  | Investment |  | ment |
| Commercial and agriculture | 1 | \$ 335 | \$ 310 | - \$ | \$ | \$ | - |
| Construction and development | 3 | 2,972 | 1,415 | - | - |  | - |
| Residential real estate |  | 272 | 228 | - | - |  | - |
| CRE - owner occupied |  | 59 | 57 | - | - |  | - |
| CRE - non owner occupied | 1 | 2,180 | 2,124 | - | - |  | - |
| Total restructured loans (1) | 8 | \$ 5,818 | \$ 4,134 | \$ | \$ | \$ | - |

(1) The period end balances are inclusive of all partial paydowns and charge-offs since the modification date.

There were no loans modified as a TDR within the previous 12 months that subsequently defaulted during the three and six months ended June 30, 2014. Loans classified as TDRs are considered impaired loans. The Company had no commitments to lend additional funds for loans classified as TDRs at June 30, 2014.

The following tables summarize the Company's troubled debt restructured loans by type and geographic region as of June 30, 2014:

Restructured loans by type and geographic region
(Dollars in Thousands)

|  | June 30, 2014 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Rest <br> Cen <br> Was | Restructured Loans Number | Loans enstern gion | Northern <br> Washington | Oregon | Totals | Number of Loans |
| Commercial and agriculture | \$- | \$ | - | \$ 293 | \$ | \$293 | 1 |
| Construction and development |  |  |  | 841 | 432 | 1,273 | 2 |
| Residential real estate | - |  | - | - | 222 | 222 | 2 |
| CRE - owner occupied | 54 |  | - | - | - | 54 | 1 |
| CRE - non owner occupied | - |  |  | 2,067 | - | 2,067 | 1 |
| Total restructured loans | \$54 | \$ | - | \$ 3,201 | \$ 654 | \$3,909 | 7 |

The following table presents troubled debt restructurings by accrual or nonaccrual status as of June 30, 2014 and 2013:

Restructured loans by accrual or nonaccrual status
(Dollars in Thousands)

|  | June 30, 2014 |  |  |  |  |
| :--- | :--- | :--- | :--- | :---: | :---: |
|  | Restructured loans |  |  |  |  |
|  | Accrual | Non-accrual | Total |  |  |
|  | Status | Status | Modifications |  |  |
| Commercial and agriculture | $\$ 293$ | $\$-$ | $\$ 293$ |  |  |
| Construction and development | - | 1,273 | 1,273 |  |  |
| Residential real estate | 222 | - | 222 |  |  |
| CRE - owner occupied | 54 | - | 54 |  |  |
| CRE - non owner occupied | 2,067 | - | 2,067 |  |  |
| Total restructured loans | $\$ 2,636$ | $\$ 1,273$ | $\$ 3,909$ |  |  |

June 30, 2013
Restructured loans
Accrual Non-accrual Total
Status Status Modifications
$\begin{array}{lllll}\text { Commercial and agriculture } & \$ 310 & \$- & \$ 310 \\ \text { Construction and development } & - & 1,415 & & 1,415\end{array}$
Construction and development - $1,415 \quad 1,415$
$\begin{array}{lll}\text { Residential real estate } 228 & - & 228\end{array}$

| CRE - owner occupied | 57 | - | 57 |
| :--- | :---: | :--- | :--- |
| CRE - non owner occupied | 2,124 | - | 2,124 |
| Total restructured loans | $\$ 2,719$ | $\$ 1,415$ | $\$ 4,134$ |

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## NOTE 5 - ACCUMULATED OTHER COMPREHENSIVE INCOME/(LOSS)

The following table presents the changes in each component of accumulated other comprehensive income/(loss), net of tax, for the six months ended June 30, 2014 and 2013:
(Dollars in Thousands)

Balance, January 1, 2014
Other comprehensive gain before reclassifications net of tax Amounts reclassified from AOCI
Net Current period other comprehensive income (loss)
Balance, June 30, 2014


Other comprehensive gain before reclassifications net of tax Amounts reclassified from AOCI
Net Current period other comprehensive income (loss)
Balance, June 30, 2013

Net Unrealized
Gains and Losses

| On Investment | Defined Benefit |  |
| :--- | :--- | :--- |
| Securities | Plans | Total |

\$ (919 ) \$ (450 ) \$ $(1,369)$

| 963 |  | 58 | 1,021 |
| :--- | :--- | :--- | :--- |
| $(1$ | $)$ | - | $(1$ |
| 962 |  | 58 | 1,020 |

\$ 43 \$ (392 ) \$(349 )

Net Unrealized
Gains and Losses

| On Investment | Defined Benefit |  |
| :--- | :--- | :--- |
| Securities | Plans | Total |
| $\$ 956$ | $\$(535$ | $) \$ 421$ |


| $(1,770$ | $)$ | 56 | $(1,714)$ |
| :--- | :--- | :--- | :--- |
| $(233$ | $)$ | - | $(233)$ |
| $(2,003$ | $)$ | 56 | $(1,947)$ |
| $\$(1,047$ | $)$ | $(479$ | $) \$(1,526)$ |

The following table presents the amounts reclassified out of each component of accumulated other comprehensive income ("AOCI") for the three and six months ended June 30, 2014 and 2013:
(Dollars in Thousands)

Details about Accumulated Other Amounts Reclassified Comprehensive Income Components
from AOCI Three $\quad$ Six Months
Months

Ended June

Affected Line Item in the Statement Where Net Income is Presented

Ended
June
30, 201430,2014

| Net Unrealized Gains and Losses | $\$$ | 2 |  | $\$(50$ | $)$ |
| :--- | :---: | :--- | :--- | :---: | :--- | :--- |
| (Gain)/loss on sales of investments available for |  |  |  |  |  |
| sale |  |  |  |  |  |

(Dollars in Thousands)

| Details about Accumulated Other Comprehensive Income Components | Amounts Reclassified from AOCI |  | Affected Line Item in the Statement Where Net Income is Presented |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
|  | Three <br> Months | Six Months |  |
|  | Ended June | Ended June |  |
|  | 30, 2013 | 30, 2013 |  |
| Net Unrealized Gains and Losses on Investment Securities | \$ (329 ) | \$ (387 | ) (Gain) on sales of investments available for sale |
|  | 34 | 34 | Net OTTI losses |
|  | 100 | 120 | Income tax expense |
|  | \$ (195 | \$ (233 | Net of tax |

The following table presents the components of other comprehensive income (loss) for the three and six months ended June 30, 2014 and 2013:
(Dollars in Thousands)

Before Tax Tax Effect Net of Tax
Three months ended June 30, 2014
Net unrealized losses on investment securities:

| Net unrealized gains arising during the period | $\$ 898$ | $\$ 305$ | $\$ 593$ |
| :--- | :---: | :---: | :--- | :---: |
| Less: reclassification adjustments for net gains realized in net income | 5 | $\$ 2$ | 3 |
| Net unrealized losses on investment securities | $\$ 903$ | $\$ 307$ | $\$ 596$ |
|  |  |  |  |
| Net unrealized losses on investment securities: <br> Amortization of unrecognized prior service costs and net actuarial gains/losses$\$ 44$ | $\$ 15$ | $\$ 29$ |  |
| Other Comprehensive Income (Loss) | $\$ 947$ | $\$ 322$ | $\$ 625$ |

Six months ended June 30, 2014

Net unrealized losses on investment securities:
Net unrealized gains arising during the period
Less: reclassification adjustments for net gains realized in net income
Net unrealized losses on investment securities
$\left.\begin{array}{cccc}\$ 1,459 & \$ 496 & \$ 963 \\ (2 & ) & \$(1 & ) \\ \$ 1,457 & \$ 495 & \$ 962\end{array}\right)$

Net unrealized losses on investment securities:
Amortization of unrecognized prior service costs and net actuarial gains/losses $\$ 88 \quad \$ 30 \quad \$ 58$
Other Comprehensive Income (Loss)
\$ 1,545 \$ 525
\$ 1,020

Before Tax Tax Effect Net of Tax
Three months ended June 30, 2013
Net unrealized losses on investment securities:
Net unrealized losses arising during the period
Less: reclassification adjustments for net gains realized in net income

| $\$(2,544$ | $)$ | $\$(865$ | $)$ |
| :---: | :---: | :---: | :---: |
| $(295$ | $)$ | $\$(100$ | $)$ |
| $\$(2,839$ | $)$ | (1959 | $)$ |
| (965 | $)$ |  |  |

Net unrealized losses on investment securities:
Amortization of unrecognized prior service costs and net actuarial gains/losses \$42 \$ $14 \quad \$ 28$
Other Comprehensive Income (Loss)
\$ (2,797 ) \$ (951 ) \$ (1,846 )
Six months ended June 30, 2013
Net unrealized losses on investment securities:

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Net unrealized losses arising during the period
Less: reclassification adjustments for net gains realized in net income Net unrealized losses on investment securities

| $\$(2,682$ | $)$ | $\$(912$ | $) \$(1,770$ |
| :---: | :---: | :---: | :---: |
| $(353$ | $)$ | $(120$ | $)$ |
| $\$(2,035$ | $)$ | $\$(1,032$ | $)$ |

Net unrealized losses on investment securities:
Amortization of unrecognized prior service costs and net actuarial gains/losses \$85 \$ $29 \quad \$ 56$
Other Comprehensive Income (Loss) \$ (2,950 ) \$ (1,003 ) \$ (1,947 )

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## NOTE 6 - STOCK BASED COMPENSATION

The Company's 2011 Equity Incentive Plan, as amended (the "2011 Plan"), provides for the issuance of up to 900,000 shares in connection with incentive and nonqualified stock options, restricted stock, restricted stock units and other equity-based awards. Prior to adoption of the 2011 Plan, the Company made equity-based awards under the Company's 2000 Stock Incentive Plan, which expired January 1, 2011.

## Stock Options

The 2011 Plan authorizes the issuance of incentive and non-qualified stock options, as defined under current tax laws, to key personnel. Options granted under the 2011 Plan either become exercisable ratably over five years or in a single installment five years from the date of grant.

The Company uses the Black-Scholes option pricing model to calculate the fair value of stock option awards based on assumptions in the following table. Expected volatility is based on historical volatility of the Company's common stock. The expected term of stock options granted is based on the simplified method, which is the simple average between contractual term and vesting period. The risk-free rate is based on the expected term of stock options and the applicable U.S. Treasury yield in effect at the time of grant.

| Grant period ended | Expected Risk Free <br> Life | Expected <br> Interest Rate | Dividend <br> Volatility | Average <br> Yield | Fair Value |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  |  |  |  |  |
| June 30, 2014 | 6.5 years | 2.28 | $\%$ | 23.38 | $\%$ | 3.15 | $\%$ | $\$ 1.10$ |
| June 30, 2013 | 6.5 years | 1.35 | $\%$ | 23.04 | $\%$ | 4.15 | $\%$ | $\$ 0.57$ |

A summary of stock option activity as of June 30, 2014 and 2013, and changes during the six months then ended are presented below:

|  |  | Weighted |  |
| :--- | :--- | :--- | :--- |
| Shares | Weighted | Average <br> Average | Remaining |
|  |  |  |  |
|  | Exercise | Contractual | Intrinsic |
|  | Term | Value |  |
|  |  | (Years) |  |

June 30, 2014

| Outstanding beginning of period | 625,495 | $\$ 9.53$ |  |  |
| :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  |
| Granted | 2,500 | 6.35 |  |  |
| Exercised | - | - |  |  |
| Forfeited | $(70,400)$ | 15.17 |  |  |
| Expired |  |  |  |  |
| Outstanding end of period | 557,595 | $\$ 8.80$ | 5.3 | $\$ 226,100$ |
|  |  |  |  |  |
| Exercisable end of period | 294,795 | $\$ 11.45$ | 3.5 | $\$ 45,192$ |


| Shares | Weighted |  |  |
| :--- | :--- | :--- | :--- |
|  |  |  |  |
|  |  |  |  |
|  | Remaining | Aggregate |  |
| Exercise | Contractual | Intrinsic |  |
| Price | Term | Value |  |
|  |  | (Years) |  |

June 30, 2013
Outstanding beginning of period $537,107 \$ 11.28$
Granted $\quad 182,500 \quad 5.02$
Exercised
Forfeited (1,275 ) 7.92
Expired
$(51,467) \quad 10.98$
$\begin{array}{lllll}\text { Outstanding end of period } & 666,865 & \$ 9.60 & 5.3 & \$ 117,870\end{array}$
$\begin{array}{lllll}\text { Exercisable end of period } & 338,890 & \$ 13.26 & 2.7 & \$ 1,439\end{array}$

A summary of the status of the Company's non-vested options as of June 30, 2014 and 2013 and changes during the six months then ended, are presented below:
June 30, $2014 \quad$ June 30, 2013
Weighted Weighted

Shares Average Shares Average
Fair Value Fair Value
Non-vested beginning of period $296,650 \quad \$ 0.47 \quad 147,280 \quad \$ 0.31$
$\begin{array}{lllll}\text { Granted } & 2,500 & 1.10 & 182,500 & 0.57\end{array}$
Vested
$(36,350) \quad 0.58 \quad(1,050) \quad 0.26$
Forfeited

Non-vested end of period
262,800 \$ 0.46 327,975 \$ 0.45

The Company accounts for stock based compensation in accordance with GAAP, which requires measurement of compensation cost for all stock-based awards based on grant date fair value and recognition of compensation cost over the service period of each award.

Stock-based compensation expense
(Unaudited)
(Dollars in Thousands)

| Six months ended June 30, 2014 | Before Tax | Tax Effect | Net of Tax |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Recognized compensation expense | $\$$ | 20 | $\$$ | 7 | $\$$ | 13 |

The Company grants restricted stock units ("RSU") to employees qualifying for awards under the Company's Annual Incentive Compensation Plan. Recipients of RSUs will be issued a specified number of shares of common stock under the 2011 Plan upon the lapse of applicable restrictions. Outstanding RSUs are subject to forfeiture if the recipient's employment terminates prior to the expiration of three years from the date of grant.

The following table summarizes RSU activity during the six months ended June 30, 2014 and 2013:

June 30, 2014

| Shares | Weighted | Weighted |
| :--- | :--- | :--- |
|  |  |  |
|  | Average | Remaining |
|  | Contractual |  |
|  |  | terms (in years) |

Outstanding, January 1, 2014 50,024
$\begin{array}{llll}\text { Granted } & 11,444 & \$ 6.46 \\ \text { Forfeited } & (944 & \$ 5.27\end{array}$

Non-vested end of period $60,524 \quad 1.7$

June 30, 2013

| Shares | Weighted | Weighted <br> Average <br> Average <br> Grant Price |
| :---: | :--- | :--- |
| Remaining <br> Contractual |  |  |
|  |  | terms (in years) |

Outstanding, January 1, 2013 16,059
Granted $\quad 31,150$ \$ 4.84
Forfeited $(1,284) \$$ -
Non-vested end of period $45,925 \quad 2.4$

The following table summarizes RSU compensation expense during the six months ended June 30, 2014 and 2013:
RSU compensation expense
(Unaudited)
(Dollars in Thousands)
Six months ended June 30, 2014 Before Tax Tax Effect Net of Tax
RSU recognized compensation expense ..... \$ 49
\$ 17 \$ ..... \$ 32
Six months ended June 30, 2013 Before Tax ..... Net
Tax Effect ..... Tax
RSU recognized compensation expense ..... \$ 21 \$ 7 ..... \$ 14
June 30, June 30,20142013
Future compensation expense (1) \$ 193 ..... \$ 193
(1) related to non-vested RSU's24

## NOTE 7 - COMMITMENTS AND CONTINGENCIES

The Company's wholly owned subsidiary, the Bank of the Pacific (the "Bank"), is party to financial instruments with off-balance-sheet risk in the normal course of business to meet the financing needs of its customers. These financial instruments include commitments to extend credit and standby letters of credit, and involve, to varying degrees, elements of credit risk in excess of the amount recognized on the consolidated balance sheets.

The Bank's exposure to credit loss in the event of nonperformance by the other party to the financial instrument for commitments to extend credit and standby letters of credit is represented by the contractual amount of those instruments. The Bank uses the same credit policies in making commitments and conditional obligations as they do for on-balance-sheet instruments. A summary of the Bank's off-balance sheet commitments at June 30, 2014 and December 31, 2013 is as follows:
(Dollars in Thousands)

| June 30, | December 31, |
| :--- | :--- |
| 2014 | 2013 |

Commitments to extend credit \$99,656 \$ 106,017
Standby letters of credit $\$ 1,486 \quad \$ 1,733$

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. Many of the commitments expire without being drawn upon; therefore total commitment amounts do not necessarily represent future cash requirements. The Bank evaluates each customer's creditworthiness on a case-by-case basis. The amount of collateral obtained, if deemed necessary upon extension of credit, is based on management's credit evaluation of the customer. Collateral held varies, but may include accounts receivable, inventory, property and equipment, residential real estate, and income-producing commercial properties.

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

In connection with certain loans held for sale, the Bank typically makes representations and warranties that the underlying loans conform to specified guidelines. If the underlying loans do not conform to the specifications, the Bank may have an obligation to repurchase the loans or indemnify the purchaser against loss. The Bank believes that the potential for loss under these arrangements is remote. Accordingly, no contingent liability is recorded in the condensed consolidated financial statements.

The Company is currently not party to any material pending litigation. However, because of the nature of its activities, the Company may be subject to or threatened with legal actions in the ordinary course of business. In the opinion of management, liabilities arising from these claims, if any, will not have a material effect on the results of operations or financial condition of the Company.

## NOTE 8 - FAIR VALUE MEASUREMENTS

## Fair Value Hierarchy

The Company uses an established hierarchy for measuring fair value that is intended to maximize the use of observable inputs and minimize the use of unobservable inputs. This hierarchy uses three levels of inputs to measure the fair value of assets and liabilities as follows:

Level 1 - Valuations based on quoted prices in active exchange markets for identical assets or liabilities; also includes certain corporate debt securities actively traded in over-the-counter markets.

Level 2 - Valuations of assets and liabilities traded in less active dealer or broker markets. Valuations include quoted prices for similar assets and liabilities traded in the same market; quoted prices for identical or similar instruments in markets that are not active; and model-derived valuations whose inputs are observable or whose significant value drivers are observable. Valuations may be obtained from, or corroborated by, third-party pricing services. This category generally includes certain U.S. Government, agency and non-agency securities, state and municipal securities, mortgage-backed securities, corporate securities, and residential mortgage loans held for sale.

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Level 3 - Valuation based on unobservable inputs supported by little or no market activity for financial instruments whose value is determined using pricing models, discounted cash flow methodologies, yield curves and similar techniques, as well as instruments for which the determination of fair value requires significant management judgment or estimation. Level 3 valuations incorporate certain assumptions and projections in determining the fair value assigned to such assets or liabilities, but in all cases are corroborated by external data, which may include third-party pricing services.

## Investment Securities Available-for-Sale

The Company uses an independent pricing service to assist management in determining fair values of investment securities available-for-sale. This service provides pricing information by utilizing evaluated pricing models supported with market based information. Standard inputs include benchmark yields, reported trades, broker/dealer quotes, credit ratings, bids and offers, relative credit information and reference data from market research publications. Investment securities that are deemed to have been trading in illiquid or inactive markets may require the use of significant unobservable inputs.

The pricing service provides quoted market prices when available. Quoted prices are not always available due to bond market inactivity. For securities where quoted prices or market prices of similar securities are not available, fair values are calculated using discounted cash flows. Discounted cash flows are calculated using spread to swap and LIBOR curves that are updated to incorporate loss severities, volatility, credit spread and optionality. Additionally, the pricing service may obtain a broker quote when sufficient information is not available to produce a valuation. Valuations and broker quotes are non-binding and do not represent quotes on which one may execute the disposition of the assets.

The Company generally obtains one value from its primary external third-party pricing service. The Company's third-party pricing service has established processes for us to submit inquiries regarding quoted prices. The Company's third-party pricing service will review the inputs to the evaluation in light of any new market data presented by us. The Company's third-party pricing service may then affirm the original quoted price or may update the evaluation on a going forward basis.

On a quarterly basis, management reviews the pricing information received from the third party-pricing service through a combination of procedures that include an evaluation of methodologies used by the pricing service, analytical reviews and performance analyses of the prices against statistics and trends and maintenance of an investment watch list. Based on this review, management determines whether the current placement of the security in the fair value hierarchy is appropriate or whether transfers may be warranted. As necessary, the Company compares prices received from the pricing service to discounted cash flow models or through performing independent valuations of inputs and assumptions similar to those used by the pricing service in order to ensure prices represent a reasonable estimate of fair value. Although the Company does identify differences from time to time as a result of these validation procedures, the Company did not make any significant adjustments as of June 30, 2014 or December 31, 2013.

The following table presents the balances of assets measured at fair value on a recurring basis at June 30, 2014 and December 31, 2013.

| (Dollars in Thousands) | Fair Value Measurements At June 30, 2014 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Description | Fair <br> Value $06 / 30 / 201$ |  | rices in <br> or <br> evel 1) | Other Observable Inputs (Level 2) |  | Significant <br> Unobservable <br> Inputs <br> (Level 3) |  |
| Available-for-sale securities: |  |  |  |  |  |  |  |
| Collateralized mortgage obligations: agency issued | \$38,822 | \$ | - | \$ | 38,822 | \$ | - |
| Collateralized mortgage obligations: non agency | 604 |  | - |  | 604 |  | - |
| Mortgage-backed securities: agency issued | 11,919 |  | - |  | 11,919 |  | - |
| U.S. Government agency securities | 8,721 |  | - |  | 8,721 |  | - |
| State and municipal securities | 28,646 |  | - |  | 27,252 |  | 1,394 |
| Corporate bonds | - |  | - |  | - |  | - |
| Total assets measured at fair value | \$88,712 | \$ |  | \$ | 87,318 | \$ | 1,394 |
|  | Fair Value At Decemb |  | ments |  |  |  |  |
| Description | Fair <br> Value <br> 12/31/201 |  | ces in <br> vel 1) |  | her Observable uts <br> vel 2) |  | nificant <br> observable <br> uts <br> vel 3) |
| Available-for-sale securities: |  |  |  |  |  |  |  |
| Collateralized mortgage obligations: agency issued | \$38,791 | \$ | - | \$ | 38,791 | \$ | - |
| Collateralized mortgage obligations: non agency | 2,011 |  | - |  | 2,011 |  | - |
| Mortgage-backed securities: agency issued | 13,389 |  | - |  | 13,389 |  | - |
| U.S. Government agency securities | 8,811 |  | - |  | 8,811 |  | - |
| State and municipal securities | 32,160 |  | - |  | 30,741 |  | 1,419 |
| Corporate bonds | 982 |  | - |  | 982 |  | - |
| Total assets measured at fair value | \$96,144 | \$ |  | \$ | 94,725 | \$ | 1,419 |

As of June 30, 2014 and December 31, 2013, the Company had three investments classified as Level 3 investments which consist of local non-rated municipal bonds for which the Company is the sole owner of the entire bond issue. The valuation of these securities is supported by analysis prepared by an independent third party. Their approach to determining fair value involves using recently executed transactions and market quotations for similar securities. As these securities are not rated by the rating agencies and there is no trading volume, management determined that these
securities should be classified as Level 3 within the fair value hierarchy. Additionally, these securities are considered sensitive to changes in credit given the unobserved assumed credit ratings.

The following table presents a reconciliation of assets that are measured at fair value on a recurring basis using significant unobservable inputs (Level 3) during the three and six months ended June 30, 2014 and 2013, respectively. There were no transfers of assets into or out of Level 1, 2 or 3 for the three and six months ended June 30, 2014.

|  | Three months ended June 30, 20142013 |  |  |  |  | Six months ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance beginning of period | \$ 1,401 |  | \$ | 1,614 |  | 1,419 |  | \$ | 1,614 |
| Principal paydowns | (21 | ) |  | (20 | ) | (31 | ) |  | (29 |
| Change in FV (included in other comprehensive income) | 14 |  |  | (103 | ) | 6 |  |  | (94 |
| Balance end of period | \$ 1,394 |  |  | 1,491 |  | 1,394 |  |  | 1,491 |

Assets and Liabilities Measured at Fair Value on a Nonrecurring Basis

Certain assets and liabilities are measured at fair value on a nonrecurring basis after initial recognition such as loans measured for impairment and other real estate owned ("OREO"). The following methods were used to estimate the fair value of each such class of financial instrument:

Impaired loans - A loan is considered impaired when, based on current information and events, it is probable that the Company will be unable to collect all amounts due (both interest and principal) according to the contractual terms of the loan agreement. Impaired loans are classified as Level 3 in the fair value hierarchy and are measured based on the present value of expected future cash flows or by the net realizable value of the collateral if the loan is collateral dependent. In determining the net realizable value of the underlying collateral, we consider third party appraisals by qualified licensed appraisers, less estimated costs to sell. These appraisals may utilize a single valuation approach or a combination of approaches including comparable sales and the income approach.

Adjustments are routinely made in the appraisal process by the appraisers to adjust for differences between the comparable sales and income data available and include consideration for variations in location, size, and income production capacity of the property. The income approach commonly utilizes a discount or cap rate to determine the present value of expected future cash flows. Additionally, the appraisals are periodically further adjusted by the Company in consideration of charges that may be incurred in the event of foreclosure and are based on management's historical knowledge, changes in business factors and changes in market conditions. Such discounts are typically significant, and may range from $10 \%$ to $30 \%$.

Impaired loans are reviewed and evaluated quarterly for additional impairment and adjusted accordingly, based on the same factors identified above. Because of the high degree of judgment required in estimating the fair value of collateral underlying impaired loans and because of the relationship between fair value and general economic conditions, we consider the fair value of impaired loans to be highly sensitive to changes in market conditions.

Other real estate owned - OREO is initially recorded at the fair value of the property less estimated costs to sell. This amount becomes the property's new basis. Management considers third party appraisals in determining the fair value of particular properties. These appraisals may utilize a single valuation approach or a combination of approaches including comparable sales and the income approach.

Adjustments are routinely made in the appraisal process by the appraisers to adjust for differences between the comparable sales and income data available and include consideration for variations in location, size, and income production capacity of the property. Additionally, the appraisals are periodically further adjusted by the Company based on management's historical knowledge, changes in business factors and changes in market conditions. Such
discounts are typically significant, and may range from $10 \%$ to $25 \%$.

Any write-downs based on the property fair value less estimated costs to sell at the date of acquisition are charged to the allowance for credit losses. Management periodically reviews OREO to ensure the property is carried at the lower of its new basis or fair value, net of estimated costs to sell. Any additional write-downs based on re-evaluation of the property fair value are charged to non-interest expense. Because of the high degree of judgment required in estimating the fair value of OREO and because of the relationship between fair value and general economic conditions, we consider the fair value of OREO to be highly sensitive to changes in market conditions.

The following table presents the Company's assets that were held at the end of each period that were measured at fair value on a nonrecurring basis during the six months ended June 30, 2014 and year ended December 31, 2013:

| (Dollars in Thousands) | Fair V | lue Measurements une 30, 2014 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Description | Fair V <br> 06/30/ | Quoted Prices in lu\&ctive Markets 0ffirl Identical Assets (Level 1) | Other Observable Inputs (Level 2) |  | Significant Unobservable Inputs (Level 3) |
| Other real estate owned and foreclosed assets | \$ 252 | \$ | \$ |  | \$ 252 |
| Loans measured for impairment, net of specific reserves | 303 |  |  |  | 303 |
| Total impaired assets measured at fair value | \$ 555 | \$ | \$ |  | 555 |
|  | Fair Va <br> As of D | ue Measurements ecember 31, 2013 |  |  |  |
| Description | Fair V $12 / 31 / 2$ | Quoted Prices in uActive Markets $11 f$ or Identical Assets (Level 1) | Other Observable Inputs (Level 2) |  | Significant Unobservable nputs (Level 3) |
| Other real estate owned and foreclosed assets | \$ 1,960 | \$ | \$ |  | 1,960 |
| Loans measured for impairment, net of specific reserves | 162 |  |  |  | 162 |
| Total impaired assets measured at fair value | \$2,122 | \$ | \$ |  | 2,122 |

Other real estate owned with a pre-foreclosure loan balance of $\$ 317,000$ was acquired during the six months ended June 30, 2014. Upon foreclosure, these assets did not have write downs charged to the allowance for credit losses during the period.

The following table presents quantitative information about Level 3 inputs for financial instruments measured at fair value on a nonrecurring basis at June 30, 2014:
(Dollars in Thousands)

| Description | Fair Value 06/30/2014 | Valuation <br> Technique | Significant Unobservable Inputs | Range (Weighted Average) |
| :---: | :---: | :---: | :---: | :---: |
| Other real estate owned and foreclosed assets | \$ 252 | Appraised value | Adjustment for market conditions | $\begin{aligned} & 0-10 \% \\ & (0.5 \%) \end{aligned}$ |


| Loans measured for impairment, net of <br> specific reserves | $\$ 303$ | Appraised <br> value | Adjustment for market <br> conditions |
| :--- | :--- | :--- | :--- | | $0-20 \%$ |
| :--- |
| $(1.1 \%)$ |

Fair Value of Financial Instruments

The following methods and assumptions were used by the Company in estimating the fair values of financial instruments disclosed in these consolidated financial statements:

Cash and due from banks, Interest bearing deposits in banks, and Certificates held for investment
The carrying amounts of cash, interest bearing deposits at other financial institutions approximate their fair value.

## Investment Securities Available-for-Sale and Held-to-Maturity

The fair value of all investment securities are based upon the assumptions market participants would use in pricing the security. Such assumptions include observable and unobservable inputs such as quoted market prices, dealer quotes and analysis of discounted cash flows.

## Federal Home Loan Bank Stock

FHLB stock is carried at cost which approximates fair value and equals its par value because the shares can only be redeemed with the FHLB at par.

## Loans, net and Loans held for sale

The fair value of loans is estimated based on comparable market statistics for loans with similar credit ratings. An additional liquidity discount is also incorporated to more closely align the fair value with observed market prices. Fair values of loans held for sale are based on a discounted cash flow calculation using interest rates currently available on similar loans. The fair value was based on an aggregate loan basis.

## Deposits

The fair value of deposits with no stated maturity date is included at the amount payable on demand. Fair values for fixed rate certificates of deposit are estimated using a discounted cash flow calculation based on interest rates currently offered on similar certificates.

## Short-term borrowings

The fair values of the Company's short-term borrowings are estimated using discounted cash flow analysis based on the Company's incremental borrowing rates for similar types of borrowing arrangements.

## Long-term borrowings

The fair values of the Company's long-term borrowings is estimated using discounted cash flow analysis based on the Company's incremental borrowing rates for similar types of borrowing arrangements.

## Junior subordinated debentures

The fair value of the junior subordinated debentures and trust preferred securities is estimated using discounted cash flow analysis based on interest rates currently available for junior subordinated debentures.

## Off-Balance-Sheet Instruments

The fair value of commitments to extend credit and standby letters of credit was estimated using the rates currently charged to enter into similar agreements, taking into account the remaining terms of the agreements and the present creditworthiness of the customers. Since the majority of the Company's off-balance-sheet instruments consist of non-fee producing, variable-rate commitments, the Company has determined they do not have a material fair value.

The estimated fair value of the Company's financial instruments at June 30, 2014 and December 31, 2013 is as follows:
(Dollars in Thousands)
As of June 30, 2014
Quoted Prices

|  | in | Other | Significant |  |
| :--- | :--- | :--- | :--- | :--- |
| Carrying | Active | Observable | Unobservable | Total Fair |
| Value | Markets | for Identical | Inputs (Level | Inputs (Level | Value

1) 

Financial assets:

| Cash and cash equivalents | $\$ 17,694$ | $\$ 17,694$ | $\$-$ | $\$-$ | $\$ 17,694$ |
| :--- | :--- | :--- | :--- | :--- | :---: |
| Interest-bearing certificates of deposit (original | 2,727 | 2,727 | - | - | 2,727 |
| maturities greater than 90 days) | 88,712 | - | 87,318 | 1,394 | 88,712 |
| Investment securities available-for-sale | 1,871 | - | 1,894 | - | 1,894 |
| Investment securities held-to-maturity | 2,956 | - | 2,956 | - | 2,956 |
| Federal Home Loan Bank stock | 7,632 | - | 7,632 | - | 7,632 |
| Loans held-for-sale | 538,968 | - | - | 512,233 | 512,233 |
| Loans |  |  |  |  |  |
|  |  |  |  |  |  |
| Financial liabilities: | $\$ 619,301$ | $\$$ | - | - | $\$ 620,909$ |
| Deposits | - | - | - | - |  |
| Short-term borrowings | 10,000 | - | 10,172 | - | 10,172 |
| Long-term borrowings | 13,403 | - | - | 7,683 | 7,683 |

As of December 31, 2013
Quoted Prices

|  | in |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| Carrying | Active | Other | Significant |  |
| Value | Markets | Observable | Unobservable | Total Fair |
|  | for Identical | Inputs (Level | Inputs (Level | Value |
|  | Assets (Level |  | 3) |  |

1) 

Financial assets:

| Cash and cash equivalents | $\$ 35,948$ | $\$ 35,948$ | $\$-$ | $\$-$ | $\$ 35,948$ |
| :--- | :--- | :--- | :--- | :---: | :---: |
| Interest-bearing certificates of deposit | 2,727 | 2,727 | - | - | 2,727 |
| (original maturities greater than 90 days) | 96,144 | - | 94,725 | 1,419 | 96,144 |
| Investment securities available-for-sale | 2,132 | - | 2,158 | - | 2,158 |
| Investment securities held-to-maturity | 3,013 | - | 3,013 | - | 3,013 |


| Loans held-for-sale | 7,765 | - | 7,765 | - | 7,765 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Loans | 496,307 | - | - | 473,224 | 473,224 |

Financial liabilities:
Deposits
Short-term borrowings
Long-term borrowings
Junior subordinated debentures
$\$ 607,347$
-
10,000
13,403

| $\$ 606,654$ | $\$-$ | $\$ 606,654$ |
| :---: | :--- | :--- |
| - | - | - |
| 10,195 | - | 10,195 |
| - | 7,646 | 7,646 |

## NOTE 9 - JUNIOR SUBORDINATED DEBENTURES

At June 30, 2014, two wholly-owned subsidiary grantor trusts established by the Company had outstanding $\$ 13.0$ million of Trust Preferred Securities ("trust preferred securities"). Trust preferred securities accrue and pay distributions periodically at specified annual rates as provided in the indentures. The trusts used the net proceeds from the offering of trust preferred securities to purchase a like amount of Junior Subordinated Debentures (the "Debentures") of the Company. The Debentures are the sole assets of the trusts. The Company's obligations under the Debentures and the related documents, taken together, constitute a full and unconditional guarantee by the Company of the obligations of the trusts. The trust preferred securities are mandatorily redeemable upon the maturity of the Debentures, or upon earlier redemption as provided in the indentures. The Company has the right to redeem the Debentures in whole or in part, at a redemption price specified in the indentures plus any accrued but unpaid interest to the redemption date.

The Debentures issued by the Company to the grantor trusts totaling $\$ 13.0$ million are reflected in the consolidated balance sheet in the liabilities section under the caption "junior subordinated debentures." The Company records interest expense on the corresponding junior subordinated debentures in the consolidated statements of income. The Company recorded $\$ 403,000$ in the consolidated balance sheet at June 30, 2014 for the common capital securities issued by the issuer trusts.

As of June 30, 2014, regular accrued interest on junior subordinated debentures totaled $\$ 39,000$ and is included in accrued interest payable on the balance sheet.

Following are the terms of the junior subordinated debentures as of June 30, 2014.
(Dollars in Thousands)

|  |  | Issued |  | Maturity <br> Trust Name |
| :--- | :---: | :---: | :---: | :---: |
|  | Issue Date | Amount | Rate | Date |
| Pacific Financial Corporation Statutory Trust I | December 2005 | $\$ 5,000$ | LIBOR + 1.45\% (1) | March 2036 |
|  |  |  |  |  |
| Pacific Financial Corporation Statutory Trust II | June 2006 | 8,000 | LIBOR + 1.60\% (2) | July 2036 |

${ }^{(1)}$ Pacific Financial Corporation Statutory Trust I securities incurred interest at the fixed rate of $6.39 \%$ until mid March 2011, at which the rate changed to a variable rate of 3-month LIBOR $(0.231 \%$ at June 16,2014$)$ plus $1.45 \%$ or $1.68 \%$, adjusted quarterly, through the final maturity date in March 2036.
${ }^{(2)}$ Pacific Financial Corporation Statutory Trust II securities incur interest at a variable rate of 3-month LIBOR $(0.226 \%$ at April 14,2014$)$ plus $1.60 \%$ or $1.83 \%$, adjusted quarterly, through the final maturity date in July 2036.

## NOTE 10 - RECENTLY ISSUED ACCOUNTING STANDARDS

In May 2014, the FASB issued Accounting Standards Update No. 2014-09, Revenue from Contracts with Customers (ASU 2014-09), which supersedes nearly all existing revenue recognition guidance under U.S. GAAP. The core principle of ASU 2014-09 is to recognize revenues when promised goods or services are transferred to customers in an amount that reflects the consideration to which an entity expects to be entitled for those goods or services. ASU 2014-09 defines a five step process to achieve this core principle and, in doing so, more judgment and estimates may be required within the revenue recognition process than are required under existing U.S. GAAP. The standard is effective for annual periods beginning after December 15, 2016, and interim periods therein, using either of the following transition methods: (i) a full retrospective approach reflecting the application of the standard in each prior reporting period with the option to elect certain practical expedients, or (ii) a retrospective approach with the cumulative effect of initially adopting ASU 2014-09 recognized at the date of adoption (which includes additional footnote disclosures). We are currently evaluating the impact of our pending adoption of ASU 2014-09 on our consolidated financial statements and have not yet determined the method by which we will adopt the standard in 2017.

In July 2013, FASB issued ASU No. 2013-11, "Presentation of an Unrecognized Tax Benefit When a Net Operating Loss Carryforward, a Similar Tax Loss, or a Tax Credit Carryforward Exists." The provisions of ASU No. 2013-11

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require an entity to present an unrecognized tax benefit, or portion thereof, in the statement of financial position as a reduction to a deferred tax asset for a net operating loss carryforward or a tax credit carryforward, with certain exceptions related to availability. ASU No. 2013-11 is effective for interim and annual reporting periods beginning after December 15, 2013. The adoption of ASU No. 2013-11 has not had a material impact on the Company's Consolidated Financial Statements.

## NOTE 11 - BUSINESS COMBINATION

On January 28, 2013, the Bank and Sterling Savings Bank, a Washington state-chartered bank ("Sterling"), entered into a Purchase and Assumption Agreement (the "Agreement") pursuant to which the Bank agreed to purchase from Sterling three branches located in Aberdeen, Washington; Astoria, Oregon; and Seaside, Oregon; including certain deposit liabilities, loans and other assets and liabilities associated with such branch locations. The actual amount of loans and deposits, the value of other assets and liabilities transferred to the Bank and the actual price paid were determined at the time of the closing of the transaction on June 1, 2013, in accordance with the terms of the Agreement. The purchase price was $\$ 976,000$ and exceeded the estimated fair value of tangible net assets acquired by approximately $\$ 1.1$ million, which was recorded as goodwill and intangible assets.

Cash flow information relative to the agreement is as follows (in thousands):

Fair value of tangible net assets acquired \$37,533
Cash paid for deposit premium
Liabilities assumed

$$
(37,684)
$$

Goodwill and intangible assets recorded $\quad \$ 1,127$

The primary purposes of the acquisition are to expand the Company's market share in the northern Oregon coast, to provide existing customers with added convenience and service, and to provide our new customers with the opportunity to enjoy the outstanding personalized service and commitment of our community-based bank.

Fair value adjustments and related goodwill were recorded in the statement of financial condition of the Company. The following is a condensed balance sheet disclosing the estimated fair value amounts of the acquired branches of Sterling assigned to the major consolidated asset and liability captions at the acquisition date (in thousands):

| Cash and cash equivalents | $\$ 31,941$ |
| :--- | :--- |
| Loans receivable | 3,989 |
| Premises and equipment | 604 |
| Goodwill and intangible assets | 1,127 |
| Other assets | 23 |
| Total assets | $\$ 37,684$ |
|  |  |
| Deposits and accrued interest payable $\$ 37,636$ <br> Deferred tax liability 47 <br> Other liabilities 1 <br> Equity -$\$ l$ |  |

Total liabilities and shareholders' equity $\$ 37,684$

The core deposit intangible asset that was recognized as part of the business combination was $\$ 242,000$ and will be amortized over its estimated useful life of approximately ten years utilizing an accelerated method. The goodwill of $\$ 885,000$ will not be amortized for financial statement purposes; instead, it will be reviewed annually for impairment.

The fair value of savings and transaction deposit accounts acquired from Sterling was assumed to approximate the carrying value as these accounts have no stated maturity and are payable on demand. Certificates of deposit were valued by comparing the contractual cost of the portfolio to an identical portfolio bearing current market rates. The projected cash flows from maturing certificates were calculated based on contractual rates. The fair value of certificates of deposit was calculated by discounting their contractual cash flows at a market rate for a certificate of deposit with a corresponding maturity.

Direct costs related to the Sterling acquisition were expensed as incurred in the year ended December 31, 2013. These acquisition and integration expenses included salaries and benefits, technology and communications, occupancy and

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equipment, professional services and other noninterest expenses. For the year ended December 31, 2013, the Company incurred $\$ 615,000$ of expenses related to acquisition costs.

## NOTE 12 - GOODWILL

The majority of goodwill and intangibles generally arise from business combinations accounted for under the purchase method. Goodwill and other intangibles deemed to have indefinite lives generated from purchase business combinations are not subject to amortization and are instead tested for impairment no less than annually.

During the second quarter of 2014, the Company initiated its annual goodwill impairment test to determine whether an impairment of its goodwill asset exists. The test was completed during the current quarter. The goodwill impairment test involves a two-step process. The first step is a comparison of the reporting unit's fair value to its carrying value. If the reporting unit's fair value is less than its carrying value, the Company is required to progress to the second step. In the second step the Company calculates the implied fair value of its reporting unit and, in accordance with applicable GAAP standards, compares the implied fair value of goodwill to the carrying amount of goodwill on the Company's balance sheet. If the carrying amount of the goodwill is greater than the implied fair value of that goodwill, an impairment loss must be recognized in an amount equal to that excess. The implied fair value of goodwill is determined in the same manner as goodwill recognized in a business combination. The estimated fair value of the Company is allocated to all of the Company's individual assets and liabilities, including any unrecognized identifiable intangible assets, as if the Company had been acquired in a business combination and the estimated fair value of the Company is the price paid to acquire it. The allocation process is performed only for purposes of determining whether a goodwill impairment exists and the amount of any such impairment. No assets or liabilities are written up or down, nor are any additional unrecognized identifiable intangible assets recorded as a part of this process.

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The Company estimates fair value using the best information available, including market information and a discounted cash flow analysis, which is also referred to as the income approach. The income approach uses a reporting unit's projection of estimated operating results and cash flows that is discounted using a rate that reflects current market conditions. The projection uses management's best estimates of economic and market conditions over the projected period including growth rates in loans and deposits, estimates of future expected changes in net interest margins and cash expenditures. The market approach estimates fair value by applying cash flow multiples to the reporting unit's operating performance. The multiples are derived from comparable publicly traded companies with similar operating and investment characteristics of the reporting unit. We validate our estimated fair value by comparing the fair value estimates using the income approach to the fair value estimates using the market approach.

As part of our process for performing the step one impairment test of goodwill, the Company estimated the fair value of the reporting unit utilizing the income approach and the market approach in order to derive an enterprise value of the Company. In determining the discount rate for the discounted cash flow model, the Company used a modified capital asset pricing model that develops a rate of return utilizing a risk-free rate and equity risk premium resulting in a discount rate of $12.0 \%$. This approach also includes adjustments for the industry the Company operates in and size of the Company. In addition, assumptions used by the Company in its discounted cash flow model (income approach) included an average annual revenue growth rate that approximated $23 \%$; an asset growth of $4.4 \%$ in years one through five; net interest margin ranging from $4.02 \%$ in the base year to $4.24 \%$ in year five; and a return on assets that ranged from $0.62 \%$ to $1.24 \%$.

In applying the market approach method, the Company considered all banks that announced a sale between January 1, 2013 and June 30, 2014, with total assets under $\$ 5$ billion and a return on assets greater than zero. This resulted in selecting 24 institutions which fit these criteria. After selecting these institutions, the Company derived the fair value of the reporting unit by completing a comparative analysis of the relationship between their financial metrics listed above and their market values utilizing various market multiples. Focus was placed on the price to tangible book value of equity multiple as this multiple generally reflects returns on the capital employed within the industry and is generally correlated with the profitability of each individual company.

The Company concluded its reporting unit had a fair value of $\$ 8.50$ per share, or $\$ 86.6$ million, after giving similar consideration to the values derived from 1) the market approach of $\$ 8.20$ per share weighted at $80 \%$, and 2 ) the income approach of $\$ 9.67$ per share million weighted at $20 \%$. This estimate compares to a carrying value of its reporting unit of $\$ 70.9$ million. Accordingly, following step one of the Company's goodwill impairment test, the Company concluded that its reporting unit's fair value exceeded its carrying value and no goodwill impairment existed.

Even though the Company determined that there was no goodwill impairment, a future impairment charge may be necessary if our stock price declines, market values of others in the financial industry decrease, the Bank's revenue falls, or there are significant adverse changes in the operating environment for the financial industry. It is also possible that changes in circumstances existing now or in the future, or in the numerous estimates, judgments, and assumptions made by management in assessing the fair value of our goodwill, could result in a future goodwill impairment. If the Company records an impairment charge, its financial position and results of operations would be adversely affected;

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however, such an impairment charge would have no impact on liquidity, day-to-day operations or regulatory capital.

# ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS 

The following discussion should be read in conjunction with the audited consolidated financial statements and related notes to those statements of Pacific Financial Corporation ("Company") that appear under the heading "Financial Statements and Supplementary Data" in the Company's Annual Report on Form 10-K for the year ended December 31, 2013 ("2013 10-K"), as well as the unaudited consolidated financial statements for the current quarter found under Item 1 above.

## DISCLOSURE REGARDING FORWARD LOOKING STATEMENTS

This document contains forward-looking statements that are subject to risks and uncertainties. These statements are based on the present beliefs and assumptions of our management, and on information currently available to them. Forward-looking statements include the information concerning our possible future results of operations set forth under "Management's Discussion and Analysis of Financial Condition and Results of Operations" and statements preceded by, followed by or that include the words "believes," "will", "expects," "anticipates," "intends," "plans," "estimates" or similar expressions.

Any forward-looking statements in this document are subject to the risks of our business, including risk factors described in our 2013 10-K, as well as risks relating to, among other things, the following:
changing laws, regulations, standards, and government programs that may limit our revenue sources, significantly increase our costs, including compliance and insurance costs, limit our opportunities to generate noninterest income, and place additional burdens on our limited management resources;
economic or business conditions, nationally and in the regions in which we do business that may result in, among -other things, reduced demand for credit and other banking services, lower credit quality and additional workout and other real estate owned ("OREO") expenses;
decreases in real estate and other asset prices, whether or not due to economic conditions, that may reduce the value of the assets that serve as collateral for many of our loans;
competitive pressures among depository and other financial institutions that may impede our ability to attract and -retain depositors, borrowers and other customers, maintain and improve our net interest income and margin and non-interest income, such as fee income, and/or retain our key employees;
a lack of liquidity in the market for our common stock that may make it difficult or impossible for you to liquidate your investment in our stock or lead to distortions in the market price of our stock; and
integration of three bank branches and related assets acquired from Sterling that may cost more or be less beneficial to us than expected.

Our management believes the forward-looking statements in this report are reasonable; however, you should not place undue reliance on them. Forward-looking statements are not guarantees of performance. They involve risks, uncertainties and assumptions. Many of the factors that will determine our future results and share value are beyond our ability to control or predict. We undertake no obligation to update forward-looking statements.

Second Quarter 2014 Highlights (as of, or for the period ended June 30, 2014, except as noted):

Earnings per share (EPS) increased $40 \%$ to $\$ 0.14$, compared to $\$ 0.10$ in first quarter 2014, and grew $8 \%$ from $\$ 0.13$ in second quarter 2013. Year-to-date, EPS increased $20 \%$ to $\$ 0.24$, from $\$ 0.20$ for the first half of 2013.

Net interest income grew $\$ 241,000$, or $4 \%$, to $\$ 6.8$ million, compared to $\$ 6.6$ million in first quarter 2014, and grew $\$ 844,000$, or $14 \%$, from $\$ 6.0$ million in second quarter 2013. For the six months of 2014 , net interest income increased $\$ 1.8$ million, or $16 \%$, to $\$ 13.4$ million, from $\$ 11.5$ million for the like period in 2013.

Net interest margin (NIM) remained stable at $4.28 \%$, compared to $4.27 \%$ for the preceding quarter, and improved 19 basis points from $4.09 \%$ for second quarter 2013. Year-to-date, net interest margin expanded 22 basis points to $4.27 \%$, compared to $4.05 \%$ for the first half of 2013.

Gross loans increased 6\% to $\$ 547.3$ million, up from $\$ 518.6$ million at March 31, 2014, and grew $15 \%$ from $\$ 474.6$ million a year ago.

Nonperforming assets declined to $\$ 7.4$ million, or $1.03 \%$ of total assets, down from $\$ 9.7$ million, or $1.35 \%$ of total assets, at March 31, 2014 and $\$ 13.8$ million, or $2.01 \%$ of total assets a year ago.

Classified loans decreased to $\$ 16.0$ million, or $2.91 \%$ of gross loans, from $\$ 16.8$ million, or $3.23 \%$ of gross loans, at March 31, 2014, and dropped from $\$ 17.0$ million, or $3.59 \%$ of gross loans at June 30, 2013.

Net charge-offs totaled $\$ 73,000$, compared to $\$ 71,000$ in first quarter 2014 and $\$ 64,000$ in net recoveries for second quarter 2013. Year-to-date, net charge-offs were $\$ 144,000$, compared to net recoveries of $\$ 54,000$ for the first half of 2013.

Capital levels exceeded regulatory requirements for a well-capitalized financial institution, with a total risk-based capital ratio of $13.50 \%$ and a leverage ratio of $9.83 \%$, at quarter end.

## OPERATING RESULTS

## Net Interest Income

Net interest income for the quarter and six month ended June 30, 2014 increased from the quarter and six month ended June, 30, 2013. This increase was primarily due to the growth in earning assets. Changes in the balance sheet mix also contributed to increases in net interest income during these periods. Loan balances increased due to new loans generated predominately within the Company's primary market area of Western Washington. Investment securities and federal funds sold declined as a proportion of the balance sheet, due to the strong loan demand during the past several quarters. Funding costs remained low due to the shift in mix toward non-interest bearing and lower-cost deposits, and continued historically low interest rates. As a result, the net interest margin improved.

Net interest income for the current quarter increased from the quarter ended March 31, 2014 primarily for the same reasons noted above. However, funding costs were unchanged when comparing the periods. Given the lengthy period of very low interest rates over the past several years, additional reductions in funding costs are becoming more difficult to achieve. This is primarily because certificates of deposit renewing during the most recent quarters are receiving rates as low as those granted at previous renewals.

Certain reclassifications have been made to the March 31, 2014 and June 30, 2013 financial table presentations to conform to current year presentations. These reclassifications have no effect on previously reported net income per share.

## INCOME STATEMENT OVERVIEW

(Unaudited)
(Dollars in Thousands, Except for Income per Share Data)

| For the Three Months Ended | For the Three | \$ Change | Change | For the Three |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Months | \$ | \% |
| June 30, 2014 | March 31, 2014 |  |  | Ended | Change | Change |


| Interest and dividend income | \$7,337 | \$7,085 | \$252 | 4 | \% | \$ 6,600 |  | \$737 |  | 11 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest expense | 541 | 530 | 11 | 2 | \% | 648 |  | (107 | ) | -17 | \% |
| Net interest income | 6,796 | 6,555 | 241 | 4 | \% | 5,952 |  | 844 |  | 14 | \% |
| Loan loss provision | 100 | - | 100 | 100 | \% | (450 | ) | 550 |  | -122 | \% |
| Non-interest income | 2,176 | 1,608 | 568 | 35 | \% | 3,175 |  | (999 | ) | -31 | \% |
| Non-interest expense | 7,066 | 6,830 | 236 | 3 | \% | 7,872 |  | (806 | ) | -10 | \% |
| INCOME BEFORE |  |  |  |  |  |  |  |  |  |  |  |
| PROVISION FOR INCOME | 1,806 | 1,333 | 473 | 35 | \% | 1,705 |  | 101 |  | 6 | \% |
| TAXES PROVISION |  |  |  |  |  |  |  |  |  |  |  |
| FOR INCOME TAXES | 403 | 305 | 98 | 32 | \% | 373 |  | 30 |  | 8 | \% |
| NET INCOME | \$1,403 | \$1,028 | \$375 | 36 | \% | \$ 1,332 |  | \$71 |  | 5 | \% |

INCOME PER
COMMON
SHARE:

| BASIC $^{(1)}$ | $\$ 0.14$ | $\$ 0.10$ | $\$ 0.04$ | 40 | $\%$ | $\$ 0.13$ | $\$ 0.01$ | 8 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| DILUTED $^{(1)}$ | $\$ 0.14$ | $\$ 0.10$ | $\$ 0.04$ | 40 | $\%$ | $\$ 0.13$ | $\$ 0.01$ | 8 |

Average common shares outstanding basic ${ }^{(1)}$
$\begin{array}{llllllllll}\text { Average common } & 10,275,628 & 10,272,341 & 3,287.00 & 0 & \% & 10,182,524 & 93,104 & 1 & \%\end{array}$ shares outstanding -
diluted ${ }^{(1)}$

| For the Six | For the Six |  | \% |
| :--- | :--- | :--- | :--- |
| Months Ended | Months Ended | $\$$ | Change |
| June 30, 2014 | June 30, 2013 |  |  |


| Interest and dividend income | \$14,422 | 12,871 |  | 1,551 |  | 12 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest expense | 1,071 | 1,337 |  | (266 | ) | -20 | \% |
| Net interest income | 13,351 | 11,534 |  | 1,817 |  | 16 | \% |
| Loan loss provision | 100 | (450 | ) | 550 |  | 100 | \% |
| Non-interest income | 3,784 | 5,801 |  | (2,017 | ) | -35 | \% |
| Non-interest expense | 13,896 | 15,291 |  | (1,395 | ) | -9 | \% |

INCOME
BEFORE
$\begin{array}{llllll}\text { PROVISION } & 3,139 & 2,494 & 645 & 26 & \%\end{array}$
FOR INCOME
TAXES
PROVISION
FOR INCOME 708 461 247 54 \%
TAXES
NET INCOME \$ 2,431
2,033
$398 \quad 20$ \%
INCOME PER
COMMON
SHARE:

| BASIC $^{(1)}$ | $\$ 0.24$ | 0.20 | 0.04 | 20 | $\%$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
| DILUTED $^{(1)}$ | $\$ 0.24$ | 0.20 | 0.04 | 20 | $\%$ |

Average common
shares
outstanding -
basic (1)
Average common
shares
$\begin{array}{llllll}\text { outstanding - } & 10,273,994 & 10,172,356 & 101,638 & 1 & \%\end{array}$ diluted ${ }^{(1)}$

The following tables provide reconciliations of net income to pre-tax, pre-credit cost operating income and to tax equivalent pretax income (each non-GAAP financial measures) for the periods presented:

Reconciliation of Non-GAAP Measure:
Non-GAAP Operating Income
(Dollars in Thousands)

| For The Three Months Ended | $\begin{aligned} & \text { June 30, } \\ & 2014 \end{aligned}$ | $\begin{aligned} & \text { March 31, } \\ & 2014 \end{aligned}$ | \$ Change | \% <br> Change |  | $\begin{aligned} & \text { June } 30, \\ & 2013 \end{aligned}$ | \$ Change | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net income | \$ 1,403 | \$ 1,028 | \$ 375 | 36 | \% | \$ 1,332 | \$ 71 | 5 | \% |
| Provision for loan losses | 100 | - | 100 | 100 | \% | (450 ) | 550 | -122 | \% |
| Other real estate owned write-downs | 54 | 12 | 42 | 350 | \% | 108 | (54 | ) -50 | \% |
| Other real estate owned operating costs | 30 | 61 | (31 | -51 | \% | 125 | (95 | -76 | \% |
| Provision for income taxes | 403 | 305 | 98 | 32 | \% | 373 | 30 | 8 | \% |
| Pre-tax, pre-credit cost operating income* | \$ 1,990 | \$ 1,406 | \$ 584 | 42 | \% | \$ 1,488 | \$ 502 | 34 | \% |


|  | June | June | $\$$ | $\%$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
| For The Six Months Ended | 30, | 30, | $\$$ | $\%$ |
|  | 2014 | 2013 | Change | Change |

Reconciliation of Non-GAAP Measure:
Tax Equivalent Income
(Dollars in Thousands)

|  | June | March | $\$$ | $\%$ | June | $\$$ | $\%$ |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| For the Three Months ended | 30, | 31, | $\$$ | $\%$ | 30, | $\$$ |  |  |  |
|  | 2014 | 2014 | Change | Change | 2013 | Change | Change |  |  |
|  |  |  |  |  |  |  |  |  |  |
| Net interest income | $\$ 6,796$ | $\$ 6,555$ | $\$ 241$ | 4 | $\%$ | $\$ 5,952$ | $\$ 844$ | 14 | $\%$ |
|  | 46 | 46 | - | 0 | $\%$ | 60 | $(14$ | $)$ | -23 |

Tax equivalent adjustment for municipal loan interest

| Tax equivalent adjustment for municipal | 120 | 118 | 2 | 2 | $\%$ | 135 | $(15$ | $)$ | -11 | $\%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| bond interest | 6,962 | 6,719 | 243 | 4 | $\%$ | 6,147 | 815 | 13 | $\%$ |  |
| Tax equivalent net interest income | 100 | - | 100 | 100 | $\%$ | $(450$ | $)$ | 550 | -122 | $\%$ |
| Provision for loan losses | 2,176 | 1,608 | 568 | 35 | $\%$ | 3,175 | $(999$ | $)$ | -31 | $\%$ |
| Non-interest income | 7,066 | 6,830 | 236 | 3 | $\%$ | 7,872 | $(806$ | $)$ | -10 | $\%$ |
| Non-interest expense | 1,972 | 1,497 | 475 | 32 | $\%$ | 1,900 | 72 | 4 | $\%$ |  |
| Tax equivalent income before income taxes* | 403 | 305 | 98 | 32 | $\%$ | 373 | 30 | 8 | $\%$ |  |
| Provision for income taxes | $(166$ | $(164$ | $)$ | $(2$ | $)$ | 1 | $\%$ | $(195$ | $)$ | 29 |
| Accumulative tax adjustment | - | - | - | 0 | $\%$ | - | - | 0 | $\%$ |  |
| Common stock dividends | $\$ 1,403$ | $\$ 1,028$ | $\$ 375$ | 36 | $\%$ | $\$ 1,332$ | $\$ 71$ | 5 | $\%$ |  |
| Net income |  |  |  |  |  |  |  |  |  |  |

For the Six Months ended

Net interest income
Tax equivalent adjustment for municipal loan interest
Tax equivalent adjustment for municipal bond interest
Tax equivalent net interest income
Provision for loan losses
Non-interest income
Non-interest expense
Tax equivalent income before income taxes*
Provision for income taxes
Accumulative tax adjustment
Common stock dividends
Net income

| June 30, <br> 2014 | June 30, <br> 2013 | $\$$ Change |
| :--- | :--- | :--- | :--- | :--- | :--- | | $\%$ |
| :--- |
| \% Change |

*Pre-tax, pre-credit cost operating income and tax equivalent income before income taxes are non-GAAP financial measures. Non-GAAP financial measures have inherent limitations and are not required to be uniformly applied. Management believes that presentation of these non-GAAP financial measures provides useful information that is frequently used by shareholders and analysts in the evaluation of financial institutions. Non-GAAP financial measures have limitations as analytical tools and should not be considered in isolation or as a substitute for information reported in accordance with GAAP.

## Noninterest Income

Noninterest income for the second quarter 2014 was up compared to the first quarter 2014, but down significantly from second quarter 2013, driven primarily by changes in gains from sales of loans and securities available for sale, as described in further detail below. Service charges on deposit accounts grew during the current quarter due to an increase in new deposit relationships as a result of the acquisition of three branches from Sterling Savings Bank completed in the second quarter of 2013. Losses on sale of other real estate owned (OREO) were higher in the current period as compared to the most recent quarter and were in contrast to a small gain in second quarter in 2013. This was primarily due to a larger volume of sales in the current quarter as compared to the prior periods. A small OTTI impairment charge was taken in both first quarter 2014 and second quarter 2013 to reflect a reduction in fair value of a private-label CMO investment security.

Gains on sale of residential mortgage loans and related fee income rose in second quarter 2014 compared to first quarter 2014, but was below second quarter 2013. The recent rebound in home purchases throughout many of our markets is fueling new residential mortgage originations, but were not sufficient to offset the high volumes of both purchase and refinancing activity generated in 2013. In addition, net gains on sales of securities available for sale were taken in first quarter 2014 and second quarter 2013 for the purpose of adjusting the mix of securities to mitigate the impact of changes in market rates on the value of the portfolio.

Noninterest income for the six months ended June 30, 2014 was down as compared to the same period in 2013, impacted by the decline in gains on sale of residential mortgage loans and securities available for sale and increase in losses on sale of OREO, as noted above.

## Noninterest income

(Unaudited)
(Dollars in Thousands)

## For The Three Months Ended

| June 30, | March |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 2014 | 31, 2014 | \$ Change $\quad$ \% Change |  |  | June |  |
| :--- | :--- | :--- | :--- |
| 30, | \$ | \% |  |
| 2013 | Change | Change |  |


| Service charges on deposit accounts | \$474 |  | \$435 |  | \$39 |  | 9.0 | \% | \$ 431 | \$ 43 |  | 10 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net (loss) on sale of other real estate owned | (57 | ) | (36 | ) | (21 | ) | 58.3 | \% | 45 | (102 | ) | -227 | \% |
| Net gains from sales of loans | 968 |  | 627 |  | 341 |  | 54.4 | \% | 1,669 | (701 | ) | -42 | \% |

Net gains on sales of securities available for sale
$(2) \quad 52 \quad(54 \quad) \quad-103.8 \quad \% \quad 329 \quad(331)-101 \quad \%$
Net other-than-temporary
impairment (net of $\$ 0, \$ 15$, and \$3,
respectively recognized other

| comprehensive income before <br> taxes) | $(3$ | $)$ | $(45$ | $)$ | 42 | 100.0 | $\%$ | $(34$ | $)$ | 31 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

For The Six Months Ended

| June 30, June 30, |  |
| :--- | :--- |
| 2014 | 2013 |

$\left.\begin{array}{llllll}\begin{array}{l}\text { Service charges on deposit } \\ \text { accounts }\end{array} & \$ 909 & \$ 841 & \$ 68 & 8.1 & \% \\ \begin{array}{l}\text { Net (loss) on sale of other real } \\ \text { estate owned }\end{array} & (93 & ) & 25 & (118 & ) \\ \hline \begin{array}{l}\text { Net gains from sales of loans }\end{array} & 1,596 & 3,178 & (1,582 & ) & -49.8\end{array}\right) \%$ \%

## Noninterest Expense

Noninterest expense for the three months ended June 30, 2014 increased compared to the three months ended March 31, 2014. This was primarily due to increases in commissions expense associated with recent growth in real estate mortgage purchase lending activity and bonus accruals related to other incentive compensation plans. This increase was partially offset by decreases in OREO write-downs and expenses and professional service costs associated with the reduction of non-performing assets.

Noninterest expense for second quarter 2014 declined versus the quarter ended June 30, 2013. This was primarily due to a decrease of $\$ 471,000$ in personnel costs associated with the reduction in staff initiated in first quarter 2014 commensurate with the decline in residential mortgage loan refinance activity referred to above. Also, in second quarter 2013 the Bank incurred one-time expenses of $\$ 395,000$ in conversion costs associated with the acquisition of three branches from Sterling Savings Bank in June 2013. Total costs associated with OREO and related third-party loan expenses also decreased due to the decline in OREO balances and stabilization in real estate valuations. This was partially offset by an increase in occupancy and equipment expense primarily associated with the Sterling branch acquisitions and the opening of the Warrenton, OR branch in October 2013. Noninterest expense for the six months ended June 30, 2014 was down as compared to the same period in 2013, primarily related to lower residential real estate mortgage personnel costs, OREO write-downs and expenses and one-time costs associated with the Sterling branch acquisitions, as noted above.

## Noninterest expense

(Unaudited)
(Dollars in Thousands)

## For The Three Months Ended

|  | $\begin{aligned} & \text { June 30, } \\ & 2014 \end{aligned}$ | March 31, 2014 | \$ Change |  | \% Change |  | $\begin{aligned} & \text { June } \\ & 30, \\ & 2013 \end{aligned}$ | \$ Change | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Salaries and employee benefits | \$4,283 | \$4,055 | \$228 |  | 6 | \% | \$4,499 | \$ (216 ) | -5 | \% |
| Occupancy | 504 | 506 | (2 | ) | 0 | \% | 452 | 52 | 12 | \% |
| Equipment | 263 | 252 | 11 |  | 4 | \% | 195 | 68 | 35 | \% |
| Data processing | 462 | 433 | 29 |  | 7 | \% | 809 | (347 ) | -43 | \% |
| Professional services | 201 | 185 | 16 |  | 9 | \% | 236 | (35 ) | -15 | \% |
| Other real estate owned write-downs | 54 | 12 | 42 |  | 350 | \% | 108 | (54 ) | -50 | \% |
| Other real estate owned operating costs | 30 | 61 | (31 | ) | -51 | \% | 125 | (95 ) | -76 | \% |
| State taxes | 107 | 97 | 10 |  | 10 | \% | 133 | (26) | -20 | \% |
| FDIC and state assessments | 129 | 134 | (5 | ) | -4 | \% | 130 | (1) | -1 | \% |
| Other non-interest expense: |  |  |  |  |  |  |  |  |  |  |
| Director fees | 72 | 56 | 16 |  | 29 | \% | 70 | 2 | 3 | \% |
| Communication | 53 | 37 | 16 |  | 43 |  | 42 | 11 | 26 | \% |
| Advertising | 76 | 78 | (2 | ) | -3 | \% | 68 | 8 | 12 | \% |
| Professional liability insurance | 19 | 23 | (4 | ) | -17 |  |  | (4) | -17 | \% |
| Amortization | 98 | 95 | 3 |  | 3 |  |  | 0 | 0 | \% |
| Other non-interest expense | 715 | 806 | -91 |  | -11 | \% | 884 | (169 ) | -19 | \% |
| Total non-interest expense | \$7,066 | \$6,830 | \$236 |  | 3 | \% | \$7,872 | \$ (806 ) | -10 | \% |

For The Six Months Ended

|  | $\begin{aligned} & \text { June 30, } \\ & 2014 \end{aligned}$ | $\begin{aligned} & \text { June 30, } \\ & 2013 \end{aligned}$ | \$ Change |  | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Salaries and employee benefits | \$8,338 | \$8,885 | \$(547 | ) | -6 | \% |
| Occupancy | 1,010 | 865 | 145 |  | 17 | \% |
| Equipment | 515 | 386 | 129 |  | 33 | \% |
| Data processing | 895 | 1,239 | (344 | ) | -28 | \% |
| Professional services | 386 | 498 | (112 | ) | -22 | \% |
| Other real estate owned write-downs | 66 | 460 | (394 | ) | -86 | \% |
| Other real estate owned operating costs | 91 | 209 | (118 | ) | -56 | \% |
| State taxes | 204 | 250 | (46 | ) | -18 | \% |
| FDIC and state assessments | 263 | 266 | (3 | ) | -1 | \% |
| Other non-interest expense: |  |  |  |  |  |  |
| Director fees | 128 | 115 | 13 |  | 11 | \% |
| Communication | 90 | 88 | 2 |  | 2 | \% |
| Advertising | 154 | 146 | 8 |  | 5 | \% |
| Professional liability insurance | 41 | 46 | (5 | ) | -11 | \% |
| Amortization | 192 | 195 | (3 | ) | -2 | \% |
| Other non-interest expense | 1,523 | 1,643 | (120 | ) | -7 | \% |
| Total non-interest expense | \$13,896 | \$15,291 | \$(1,395 | ) | -9 | \% |

## Income Taxes

The Company recorded an income tax provision for the three months ended June 30, 2014, March 31, 2014 and June 30, 2013. The amount of the provision for each period was commensurate with the estimated tax liability associated with the net income earned during the period.

As of June 30, 2014, the Company maintained a deferred tax asset balance of $\$ 4.1$ million. The Company believes it will be fully utilized in the normal course of business, thus no valuation allowance is maintained against this asset.

## SUMMARY BALANCE SHEET OVERVIEW

(Unaudited)
(Dollars in Thousands)

|  | June 30, | March <br> 31, | \% |  |  | June 30, |  | \% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 | 2014 | \$ <br> Change | Change |  | 2013 | \$ <br> Change | Change |  |
| Assets: |  |  |  |  |  |  |  |  |  |
| Cash and cash equivalents | \$17,694 | \$35,619 | \$(17,925) | -50 | \% | \$54,243 | \$ 36,549$)$ | -67 | \% |
| Interest-bearing certificates of deposit | 2,727 | 2,727 | 0 | 0 | \% | 2,235 | 492 | 22 | \% |
| Federal Home Loan Bank stock, at cost | 2,956 | 2,985 | (29 | -1 | \% | 3,069 | (113 | -4 | \% |
| Investment securities | 90,583 | 97,239 | (6,656 ) | -7 | \% | 89,551 | 1,032 | 1 | \% |
| Loans held-for-sale | 7,632 | 7,997 | (365 | -5 | \% | 10,855 | (3,223 ) | -30 | \% |
| Gross loans, net of deferred fees | 547,283 | 518,552 | 28,731 | 6 | \% | 474,580 | 72,703 | 15 | \% |
| Allowance for loan losses | (8,315 ) | (8,288 ) | (27 | 0 | \% | (8,962 ) | 647 | -7 | \% |
| Net loans | 538,968 | 510,264 | 28,704 | 6 | \% | 465,618 | 73,350 | 16 | \% |
| Other assets | 58,912 | 60,609 | (1,697 ) | -3 | \% | 60,763 | (1,851) | -3 | \% |
| Total assets | \$719,472 | \$717,440 | \$2,032 | 0 | \% | \$686,334 | \$33,138 | 5 | \% |
| Liabilities and shareholders' equity |  |  |  |  |  |  |  |  |  |
| Total deposits | \$619,301 | \$620,456 | \$(1,155 | 0 | \% | \$591,147 | \$28,154 | 5 | \% |
| Accrued interest payable | 151 | 166 | (15 | -9 | \% | 185 | (34 | -18 | \% |
| Borrowings | 23,743 | 23,403 | 340 | 1 | \% | 23,403 | 340 | 1 | \% |
| Other liabilities | 5,417 | 4,820 | 597 | 12 | \% | 4,750 | 667 | 14 | \% |
| Shareholders' equity | 70,860 | 68,595 | 2,265 | 3 | \% | 66,849 | 4,011 | 6 | \% |
| Total liabilities and shareholders' equity | \$719,472 | \$717,440 | \$2,032 | 0 | \% | \$686,334 | \$33,138 | 5 | \% |

## Cash and Cash Equivalents and Investment Securities

(Unaudited)
(Dollars in Thousands)

| June 30, | \% of | March | \% of | $\$$ | \% | June 30, | \% of | $\$$ | \% |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 2014 | Total | 31, | Total | Change | Change 2013 | Total | Change | Change |  |

 Cash equivalents:
Interest-bearing deposits
Interest-bearing $\begin{array}{lllllllllllllllll}\text { certificates of } & 2,727 & 2 & \% & 2,727 & 2 & \% & - & & 0 & \% & 2,235 & 1 & \% & 492 & 22 & \%\end{array}$ deposit
Total cash equivalents and certificate of deposits

Investment
securities:
Collateralized mortgage obligations: agency issued Collateralized mortgage
obligations:
non-agency
issued
Mortgage-backed securities: agency issued
U.S. Government and agency
securities
State and
$\begin{array}{llllllllllllllllllllll}\text { municipal } & 30,377 & 27 & \% & 34,688 & 25 & \% & (4,311 & -12 & \% & 33,635 & 23 & \% & (3,258 & -10 & \%\end{array}$
securities

| Corporate bonds | - | 0 | $\%$ | - | 0 | $\%$ | - | 0 | $\%$ | 2,570 | 2 | $\%$ | $(2,570$ | $)$ | -100 | $\%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| FHLB Stock | 2,956 | 3 | $\%$ | 2,985 | 2 | $\%$ | $(29$ | $)$ | -1 | $\%$ | 3,069 | 2 | $\%$ | $(113$ | $)$ | -4 |
| Total investment | 93,539 | 82 | $\%$ | 100,224 | 72 | $\%$ | $(6,685$ | $)$ | -7 | $\%$ | 92,620 | 62 | $\%$ | 919 |  | 1 |

Total cash
equivalents and investment
securities
Total cash equivalents and investment $16 \%$ 19 \% 22 \% securities as a \% of total assets

## Investment securities and interest-bearing certificates of deposit

(Unaudited)
(Dollars in Thousands)

| For the Three Months Ended | $\begin{aligned} & \text { June } 30, \\ & 2014 \end{aligned}$ | March 31, $2014$ | \$ Change | \% Change |  | $\begin{aligned} & \text { June } 30, \\ & 2013 \end{aligned}$ | \$ Change | \% Chang |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance beginning of period | \$ 102,951 | \$ 104,016 | \$ (1,065 ) | -1 | \% | \$82,624 | \$20,327 | 25 | \% |
| Principal purchases | 3,806 | 5,741 | $(1,935)$ | -34 | \% | 24,688 | $(20,882)$ | -85 | \% |
| Proceeds from sales | (8,979 ) | ) $(4,849$ | ) $(4,130)$ | 85 | \% | $(2,987)$ | (5,992 | 201 | \% |
| Principal paydowns, maturities, and calls | (2,144 ) | ) $(2,259$ | ) 115 | -5 | \% | (6,568) | 4,424 | -67 | \% |
| Gains on sales of securities | 159 | 62 | 97 | 156 | \% | 329 | (170 | -52 | \% |
| Losses on sales of securities | (161 | ) (10 | (151 ) | 1510 | \% |  | (161 | 100 | \% |
| OTTI loss writedown | (3 | ) (45 | 42 | -93 | \% | (51 | 48 | -94 | \% |
| Change in unrealized gains (loss) before tax | 903 | 555 | 348 | 63 | \% | $(2,840)$ | 3,743 | -132 | \% |
| Amortization and accretion of discounts and premiums | (266 | (260 | (6 | 2 | \% | (340 | 74 | -22 |  |
| Total investment portfolio | \$96,266 | \$ 102,951 | \$ (6,685 ) | -6 | \% | \$94,855 | \$ 1,411 | 1 | \% |

Liquidity remains strong based on the current level of combined cash equivalents and investment securities. We also have unsecured lines of credit totaling $\$ 16.0$ million with correspondent banks, all of which is currently available. In addition, we have a secured borrowing facility with the Federal Home Loan Bank of Seattle of $\$ 143.4$ million, of which $\$ 10.3$ million is currently outstanding. In an effort to enhance our net interest income and margin, we reduced our cash equivalents and investment securities portfolio to fund loan growth. The expected modified duration (adjusted for calls, consensus pre-payment speeds and rate adjustment dates) of the investment portfolio was 4.5 years at June 30, 2014, 4.2 years at March 31, 2014 and 4.4 years at June 30, 2013.

## LOANS

Loan portfolio growth continues to be well diversified, with higher balances in all lending categories. The recent loan growth was generated predominately within our Washington and Oregon markets. The portfolio includes $\$ 37.5$ million in purchased government-guaranteed commercial and commercial real estate loans. In addition, the portfolio contains $\$ 20.7$ million in indirect consumer loans to individuals with high credit scores to finance luxury and classic cars as a part of a strategy to diversify the loan portfolio.

Our ability to continue loan growth will be dependent on many factors, including the effects of competition, economic conditions in our markets, retention of key personnel and valued customers, and our ability to close loans in the pipeline. The Company manages new loan origination volume using concentration limits that establish maximum exposure levels by designated industry segment, real estate product types, geography, and single borrower limits.

Loans by category
$\begin{array}{llllllll}\text { (Unaudited) } & \text { June 30, } & \text { \% of } & \text { March 31, } & \text { \% of } & \$ & \text { June 30, } & \% \text { of } \\ \text { (Dollars in Thousands) } & 2014 & \text { Gross Lban4 } & \text { Gross LGdnasnge } & \% \text { Changer } 3 & \text { Gross LGdnange } & \% \text { Change }\end{array}$

| Commercial and agricultural | \$ 109,368 | 20 | \% | \$ 101,971 | 20 | \% | \$7,397 | 7 | \% | \$89,894 | 19 |  | \$ 19,474 | 22 \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Real estate: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Construction and development | 32,071 | 6 | \% | 30,765 | 6 | \% | 1,306 | 4 | \% | 25,804 | 6 | \% | 6,267 | $24 \%$ |
| Residential 1-4 family | 90,549 | 17 | \% | 89,244 | 17 | \% | 1,305 | 1 | \% | 83,896 | 18 | \% | 6,653 | 8 \% |
| Multi-family | 20,110 | 4 | \% | 18,982 | 4 | \% | 1,128 | 6 | \% | 13,978 | 3 | \% | 6,132 | $44 \%$ |
| Commercial real estate owner occupied | 117,203 | 22 | \% | 112,771 | 22 | \% | 4,432 | 4 | \% | 112,148 | 24 | \% | 5,055 | 5 \% |
| Commercial real estate non owner occupied | 124,929 | 23 | \% | 119,803 | 23 | \% | 5,126 | 4 | \% | 109,323 | 23 | \% | 15,606 | 14 \% |
| Farmland | 23,900 | 4 | \% | 22,940 | 4 | \% | 960 | 4 | \% | 24,717 | 5 | \% | (817 ) | -3 \% |
| Consumer | 30,241 | 6 | \% | 23,156 | 5 | \% | 7,085 | 31 | \% | 15,841 | 3 | \% | 14,400 | $91 \%$ |
| Gross loans | 548,371 |  |  | 519,632 |  |  | 28,739 | 6 | \% | 475,601 |  |  | 72,770 | $15 \%$ |
| Less: allowance for loan losses | (8,315 ) | -2 | \% | (8,288 ) | -2 | \% | (27 | 0 | \% | (8,962 ) | -2 | \% | 647 | -7 \% |
| Less: deferred fees | (1,088 ) | 0 | \% | (1,080 ) | 0 | \% | (8) | 1 | \% | (1,021 ) | 0 | \% | (67 | 7 \% |
| Loans, net | \$538,968 |  |  | \$510,264 |  |  | \$28,704 | 6 | \% | \$465,618 |  |  | \$73,350 | $16 \%$ |

The table provided below summarizes the Bank's level of concentrations in commercial real estate as of June 30, 2014, December 31, 2013 and June 30, 2013, respectively, as defined in the Interagency Guidelines for Real Estate Lending and the Commercial Real Estate Lending Joint Guidance policy. The results displayed support the Company's efforts to manage CRE concentrations in the loan portfolio.

Commercial Real Estate ("CRE")
Portfolio Policy Concentrations

|  | June 30, |  | Decem |  | June 3 |  | Guide |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Regulatory CRE ${ }^{1}$ | 230 | \% | 231 | \% | 203 | \% | 300 | \% |
| Construction \& Land Development CRE ${ }^{2}$ | 42 | \% | 44 | \% | 35 | \% | 100 | \% |

As a percent of total risk based capital ("TRBC")
${ }^{1}$ Consists of CRE Const, CRE Residential SFR 1-4 Const, CRE Land Dev \& Other Land, CRE NOO Term, C\&I Loans not RE Secured to Finance CRE Activities
${ }^{2}$ Consists of CRE Const, CRE Residential SFR 1-4 Const, CRE Land Dev \& Other Land
Commercial real estate markets continue to be vulnerable to financial and valuation pressures that may limit refinance options and negatively impact borrowers' ability to perform under existing loan agreements. Declining values of commercial real estate or higher market interest rates may have a further adverse impact on the ability of borrowers with maturing loans to satisfy loan to value ratios required to renew such loans.

At June 30, 2014, the Bank had outstanding loan advances of $\$ 3.7$ million to persons serving as directors, executive officers, principal stockholders and their related interests. This compares to $\$ 66,000$ and $\$ 298,000$ at December 31, 2013 and June 30, 2013, respectively. These loans were made in the ordinary course of business on substantially the same terms, including interest rates, maturities and collateral, as comparable loans made to customers not related to the Bank. None of these loans were on nonaccrual, past due or restructured as of June 30, 2014.

## DEPOSITS

Total deposits were virtually unchanged at June 30, 2014 versus first quarter of this year and up $5 \%$ from the second quarter a year ago. Non-interest bearing, interest bearing demand and money market deposits continued to grow. This growth is due to recent success in acquiring business deposit relationships in conjunction with the growth in lending achieved over the past year and the deposits obtained in the Sterling branch acquisition last year. Time deposits continued to decline as a percentage of total deposits. The combination of our efforts to reduce higher-cost time deposits through lowering interest rates paid and offering non-insured deposit products, when appropriate, reduced the average rate paid on total deposits in second quarter 2014 from second quarter in 2013.

Total brokered deposits were $\$ 22.9$ million at June 30,2014 , which included $\$ 2.9$ million via reciprocal deposit arrangements. This compares to $\$ 24.2$ million and $\$ 24.6$ million at March 31, 2014 and June 30, 2013, respectively. In addition, the Company's funding structure contains $\$ 10.0$ million in borrowings from the Federal Home Loan Bank. We view the prudent use of brokered deposits and borrowings to be an appropriate funding tool to support interest rate risk mitigation strategies.

Deposits
(Unaudited)

|  |  |  | Percent | March | Percent | \$ | June 30, | Percent |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| (Dollars in Thousands) | June 30, | of | 31, | of | Change | 2013 | of | \$ Change |


| Interest-bearing demand | $\$ 268,480$ | 43.4 | $\%$ | $\$ 263,953$ | 42.5 | $\%$ | $\$ 4,527$ | $\$ 259,956$ | 44.0 | $\%$ | $\$ 8,524$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| and money market | 74,336 | 12.0 | $\%$ | 78,055 | 12.6 | $\%$ | $(3,719)$ | 64,360 | 10.9 | $\%$ | 9,976 |
| Savings | 119,531 | 19.3 | $\%$ | 125,532 | 20.2 | $\%$ | $(6,001)$ | 141,246 | 23.9 | $\%$ | $(21,715)$ |
| Time deposits | 462,347 | 74.7 | $\%$ | 467,540 | 75.4 | $\%$ | $(5,193)$ | 465,562 | 78.8 | $\%$ | $(3,215)$ |
| Total interest-bearing <br> deposits | 156,954 | 25.3 | $\%$ | 152,916 | 24.6 | $\%$ | 4,038 | 125,585 | 21.2 | $\%$ | 31,369 |
| Non-interest bearing <br> demand | $\$ 619,301$ | 100.0 | $\%$ | $\$ 620,456$ | 100.0 | $\%$ | $\$(1,155)$ | $\$ 591,147$ | 100.0 | $\%$ | $\$ 28,154$ |

## Deposits and Borrowings

The following table summarizes the quarterly average dollar amount in each of the deposit and borrowing categories during the three months ended June 30, 2014, March 31, 2013 and June 30, 2013 as well as the six months ended June 30, 2014 and 2013:

## AVERAGE DEPOSITS AND BORROWINGS

(Unaudited)
(Dollars in Thousands)

| Averages for the Three Months Ended | $\begin{aligned} & \text { June 30, } \\ & 2014 \end{aligned}$ | \% of <br> Total |  | March 31, <br> 2014 | \% of <br> Total |  | \$ Change |  | \% Change |  | $\begin{aligned} & \text { June } 30, \\ & 2013 \end{aligned}$ | $\begin{aligned} & \% \text { of } \\ & \text { Tota } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-interest bearing demand deposits | \$150,776 | 24 | \% | \$ 140,980 | 22 | \% | \$9,796 |  | 2 | \% | \$119,499 | 20 |
| Interest bearing demand | 270,702 | 42 | \% | 261,473 | 42 | \% | 9,229 |  | 0 | \% | 244,907 | 41 |
| Savings | 74,414 | 12 | \% | 74,728 | 12 | \% | (314 | ) | 0 | \% | 67,552 | 11 |
| Time deposits | 122,134 | 19 | \% | 126,841 | 20 | \% | (4,707 | ) | -1 | \% | 135,107 | 23 |
| Total average interest bearing deposits | 467,250 | 73 | \% | 463,042 | 74 | \% | 4,208 |  | -1 | \% | 447,566 | 76 |
| Total average deposits | \$618,026 |  |  | \$604,022 |  |  | \$14,004 |  |  |  | \$567,065 |  |

Average rate on total average deposits

| Federal Home Loan Bank borrowings | $\$ 10,000$ | 2 | $\%$ | $\$ 10,000$ | 2 | $\%$ | $\$-$ | 0 | $\%$ | $\$ 10,000$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |


| Averages for the Six Months Ended | June 30, <br> 2014 | $\%$ of <br> Total | June 30, <br> 2013 | $\%$ of <br> Total | \$ Change |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | | $\%$ |
| :--- |
| Change |

Total average deposits \$611,063 \$558,435 \$52,628

Average rate on total average deposits

| Federal Home Loan Bank borrowings | $\$ 10,000$ | 2 | $\%$ | $\$ 10,099$ | 2 | $\%$ | $\$(99$ | $)$ | 0 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3 | 0 | $\%$ | - | 0 | $\%$ | 3 | 0 | $\%$ |
| Short term borrowings | 13,403 | 2 | $\%$ | 13,403 | 2 | $\%$ | - | 0 | $\%$ |
| Junior subordinated debentures | $\$ 23,406$ | 4 | $\%$ | $\$ 23,502$ | 4 | $\%$ | $\$(96$ | $)$ |  |


| Total average interest-bearing | $\$ 488,564$ |  |  | $\$ 465,697$ |  | $\$ 22,867$ |
| :--- | ---: | :--- | ---: | ---: | ---: | ---: | ---: |
| liabilities |  |  |  |  |  |  |

Two wholly-owned subsidiary grantor trusts established by the Company had issued and outstanding $\$ 13.4$ million of trust preferred securities. For additional information regarding these securities see the discussion under the subheadings "Junior Subordinated Debentures" included in Note 10 of the Company's audited financial statements as presented in its 2013 Form10-K.

## CAPITAL

Pacific Financial Corporation, and its subsidiary Bank of the Pacific, met the thresholds to be considered "Well-Capitalized" under published regulatory standards for total risk-based capital, Tier 1 risk-based capital and Tier 1 leverage capital at June 30, 2014. Capital ratios decreased slightly as compared to the linked quarter and the second quarter of 2013, primarily due to the successful execution of the Company's growth strategy and shift in the balance sheet mix to higher risk-weighted loan assets.

The Board of Governors of the Federal Reserve System ("Federal Reserve") and the FDIC have established minimum requirements for capital adequacy for bank holding companies and state non-member banks. For more information on these topics, see the discussions under the subheading "Capital Adequacy" in the section "Business" included in Item 1, of the Company's 2013 Form 10-K. The following table summarizes the capital measures of the Company and the Bank, respectively, at the dates listed below.

The total risk based capital ratios of the Company include $\$ 13.4$ million of junior subordinated debentures, all of which qualified as Tier 1 capital at June 30, 2014, under guidance issued by the Federal Reserve. As provided in the Dodd-Frank Act, the Company expects to continue to rely on these junior subordinated debentures as part of its regulatory capital.

Pacific Financial
Corporation
Total risk-based capital ratio
Tier 1 risk-based capital ratio
Leverage ratio
Tangible common
equity ratio


Bank of the Pacific
Total risk-based capital ratio
Tier 1 risk-based capital ratio

| 13.76 | $\%$ | 14.03 | $\%$ | $(0.27)$ | 15.24 | $\%$ | $(1.48)$ | 8 | $\%$ | $n / a$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 12.51 | $\%$ | 12.77 | $\%$ | $(0.26$ | 13.98 | $\%$ | $(1.47)$ | 4 | $\%$ | $n / a$ |
| 10.04 | $\%$ | 10.03 | $\%$ | 0.01 | 10.44 | $\%$ | $(0.40)$ | 4 | $\%$ | $n / a$ |
| 8.11 | $\%$ | 7.81 | $\%$ | 0.30 | 7.90 | $\%$ | 0.21 | $\mathrm{n} / \mathrm{a}$ |  | $\mathrm{n} / \mathrm{a}$ | $\begin{array}{lllllllllllll}\text { Leverage ratio } & 10.01 & \% & 9.99 & \% & 0.02 & 10.42 & \% & (0.41) & 4 & \% & 5 & \%\end{array}$

## FINANCIAL PERFORMANCE OVERVIEW

(Unaudited)
(Dollars in Thousands, Except per Share Data)

For The Three Months Ended

|  | June 30, <br> 2014 | March 31, <br> 2014 | Change | June 30, <br> 2013 | Change |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Selective quarterly performance ratios |  |  |  |  |  |  |  |  |  |
| Return on average assets, annualized | 0.79 | $\%$ | 0.59 | $\%$ | 0.20 | 0.81 | $\%$ | $(0.02$ | ) |
| Return on average equity, annualized | 8.04 | $\%$ | 6.12 | $\%$ | 1.92 | 7.83 | $\%$ | 0.21 |  |
| Efficiency ratio ${ }^{(1)}$ | 78.76 | $\%$ | 83.67 | $\%$ | $(4.91$ | $)$ | 86.25 | $\%$ | $(7.49)$ |

Share and per share information

| Average common shares outstanding - basic | $10,189,386$ | $10,182,083$ | 7,303 | $10,121,853$ | 67,533 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Average common shares outstanding - diluted | $10,275,628$ | $10,272,341$ | 3,287 | $10,182,524$ | 93,104 |
| Basic income per common share | 0.14 | 0.10 | 0.04 | 0.13 | 0.01 |
| Diluted income per common share | 0.14 | 0.10 | 0.04 | 0.13 | 0.01 |
| Book value per common share $^{(2)}$ | 6.95 | 6.74 | 0.21 | 6.60 | 0.35 |
| Tangible book value per common share ${ }^{(3)}$ | 5.65 | 5.45 | 0.20 | 5.40 | 0.25 |

For The Six Months Ended
June 30, June 30,

|  |  |  |  | Change |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 2014 |  | 2013 |  |  |  |
|  |  |  |  |  |  |
| 0.69 | $\%$ | 0.63 | $\%$ | 0.06 |  |
| 7.10 | $\%$ | 6.05 | $\%$ | 1.05 |  |
| 81.10 | $\%$ | 88.21 | $\%$ | $(7.11$ |  |

Share and per share information
Average common shares outstanding - basic $\quad 10,185,755 \quad 10,121,853 \quad 63,902$
Average common shares outstanding - diluted $\quad 10,273,994 \quad 10,172,356 \quad 101,638$
$\begin{array}{llll}\text { Basic income per common share } & 0.24 & 0.20 & 0.04\end{array}$
$\begin{array}{llll}\text { Diluted income per common share } & 0.24 & 0.20 & 0.04\end{array}$
$\begin{array}{llll}\text { Book value per common share }{ }^{(2)} & 6.96 & 6.60 & 0.36\end{array}$
$\begin{array}{llll}\text { Tangible book value per common share }{ }^{(3)} & 5.65 & 5.40 & 0.25\end{array}$
${ }^{(1)}$ Non-interest expense divided by net interest income plus non-interest income.
${ }_{(2)}$ Book value is calculated as the total common equity divided by the period ending number of common shares outstanding.
Tangible book value is calculated as the total common equity less total intangible assets and liabilities divided by the period ending number of common shares outstanding.

## Net Interest Margin

Net interest margin remained virtually unchanged as compared to first quarter 2014, as improvement in investment securities yields offset slight declines in loan yields. Improvements in yields on investment securities were partially due to the decline in amortization expense associated with the decrease in prepayment speeds of mortgage-backed securities. Loan yield declines resulted from increased competition for high quality borrowing relationships in the marketplace. Net interest margin improved when compared to second quarter 2013, predominantly due to a shift in the mix of earning assets toward higher-yielding loans and the lower cost of interest bearing liabilities. The growth in the proportion of noninterest bearing deposits over the past several quarters has supported the improvement in net interest margin as well. In second quarter 2014, loan yields and net interest margin were enhanced by 9 and 7 basis points, respectively, due to the collection of $\$ 115,000$ in non-accrual interest during the current period. A similar enhancement to loan yields occurred in first quarter 2014 due to the collection of $\$ 108,000$ in non-accrual interest. There was no similar collection of non-accrual interest during the corresponding periods in 2013.

The improvement in yields on investment securities also enhanced net interest margin between the six months ending June 30, 2014 and the same period in 2013. This was partially due to the decline in amortization expense associated with the decrease in prepayment speeds of mortgage-backed securities between the two periods. In addition, we reduced the proportion of lower yielding cash-equivalent investments and increased the proportion of relatively higher-yielding federal government guaranteed and municipal securities.

## NET INTEREST MARGIN

(Annualized, tax-equivalent basis)
(Unaudited)
For The Three Months Ended

|  | $\begin{aligned} & \text { June 30, } \\ & 2014 \end{aligned}$ |  | $\begin{aligned} & \text { March 31, } \\ & 2014 \end{aligned}$ |  | Change |  | $\begin{aligned} & \text { June } 30, \\ & 2013 \end{aligned}$ |  | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selective quarterly performance ratios |  |  |  |  |  |  |  |  |  |
| Yield on average gross loans ${ }^{(1)}$ | 5.04 | \% | 5.13 | \% | (0.09 | ) | 5.17 | \% | (0.13 ) |
| Yield on average investment securities ${ }^{(1)}$ | 2.54 | \% | 2.37 | \% | 0.17 |  | 1.91 | \% | 0.63 |
| Cost of average interest bearing deposits | 0.37 | \% | 0.37 | \% | - |  | 0.48 | \% | (0.11 ) |
| Cost of average borrowings | 1.90 | \% | 1.96 | \% | (0.06 | ) | 1.99 | \% | (0.09 ) |
| Cost of average total deposits and borrowings | 0.34 | \% | 0.34 | \% | - |  | 0.44 | \% | (0.10 ) |
| Cost of average interest-bearing liabilities | 0.44 | \% | 0.44 | \% | - |  | 0.55 | \% | (0.11 ) |
| Yield on average interest-earning assets | 4.61 | \% | 4.61 | \% | - |  | 4.53 | \% | 0.08 |
| Cost of average interest-bearing liabilities | 0.44 | \% | 0.44 | \% | - |  | 0.55 | \% | (0.11) |
| Net interest spread | 4.17 | \% | 4.17 | \% | - |  | 3.98 | \% | 0.19 |
| Net interest margin ${ }^{(1)}$ | 4.28 | \% | 4.27 | \% | 0.01 |  | 4.09 | \% | 0.19 |

For The Six Months Ended
$\left.\begin{array}{lllllll} & \text { June 30, } & \text { June 30, } & & \\ & & 2014 & & 2013 & & \\ \text { Change }\end{array}\right)$
(1) Tax-exempt income has been adjusted to a tax equivalent basis at a $34 \%$ rate.

The following tables set forth information with regard to average balances of interest earning assets and interest bearing liabilities and the resultant yields or cost, net interest income, and the net interest margin on a tax equivalent basis. Loans held for sale and non-accrual loans are included in total loans.

Average Interest Earning Balances: For the Three Months Ended

June 30, 2014
Average
Balance

Interest Average Income of ields of Average Expense Rates

March 31, 2014
Interest Average Income orields or Expense Rates

June 30, 2013
Interest Average Income orields or Expense Rates
(Dollars in 000's)
ASSETS:

| Interest bearing certificate of deposit | \$2,727 | \$10 | 1.47\% | \$2,727 | \$10 | 1.49\% | \$2,235 | \$7 | 1.21\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest bearing deposits in banks | 12,552 | 9 | 0.29\% | 17,954 | 12 | 0.27\% | 29,544 | 17 | 0.23\% |
| Investments - taxable | 65,964 | 343 | 2.09\% | 67,695 | 339 | 2.03\% | 51,990 | 145 | 1.12\% |
| Investments - nontaxable | 31,607 | 352 | 4.47\% | 32,770 | 347 | 4.29\% | 34,857 | 397 | 4.57\% |
| Gross loans (1) | 532,490 | 6,718 | 5.06\% | 511,200 | 6,492 | 5.15\% | 474,403 | 6,149 | 5.20\% |
| Loans held for sale | 7,685 | 71 | 3.71\% | 5,436 | 49 | 3.66\% | 9,170 | 80 | 3.50\% |
| Total interest earning assets | 653,025 | 7,503 | 4.61\% | 637,782 | 7,249 | 4.61\% | 602,199 | 6,795 | 4.53\% |
| Cash and due from banks | 13,135 |  |  | 11,989 |  |  | 11,321 |  |  |
| Bank premises and equipment (net) | 16,703 |  |  | 16,806 |  |  | 15,499 |  |  |
| Other real estate owned | 2,088 |  |  | 2,565 |  |  | 3,776 |  |  |
| Deferred fees | (1,068 ) |  |  | (1,137 |  |  | (1,032 |  |  |
| Allowance for loan losses | (8,271 ) |  |  | (8,388 ) |  |  | (9,375 |  |  |
| Other assets | 40,705 |  |  | 41,129 |  |  | 40,666 |  |  |
| Total assets | \$716,317 |  |  | \$700,746 |  |  | \$663,054 |  |  |

## LIABILITIES AND

SHAREHOLDERS' EQUITY:

| Interest-bearing deposits | \$345,116 | 140 | 0.16\% | \$336,201 | 141 | 0.17\% | \$312,459 | 181 | 0.23\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Time deposits | 122,134 | 290 | 0.95\% | 126,841 | 276 | 0.88\% | 135,107 | 351 | 1.04\% |
| FHLB borrowings | 10,000 | 60 | 2.41\% | 10,000 | 53 | 2.15\% | 10,000 | 62 | 2.49\% |
| Short term borrowings | 6 | - | 0.00\% | - | - | 0.00\% | - | - | 0.00\% |
| Junior subordinated debentures | 13,403 | 51 | 1.53\% | 13,403 | 60 | 1.82\% | 13,403 | 54 | 1.62\% |
| Total interest bearing liabilities | 490,659 | 541 | 0.44\% | 486,445 | 530 | 0.44\% | 470,969 | 648 | 0.55\% |
| Non-interest-bearing deposits | 150,776 |  |  | 140,980 |  |  | 119,499 |  |  |
| Other liabilities | 4,928 |  |  | 5,196 |  |  | 4,316 |  |  |
| Equity | 69,954 |  |  | 68,125 |  |  | 68,270 |  |  |
| Total liabilities and shareholders' equity | \$716,317 |  |  | \$700,746 |  |  | \$663,054 |  |  |
| Net interest income (3) |  | \$6,962 |  |  | \$6,719 |  |  | \$6,147 |  |
| Net interest spread |  |  | 4.17\% |  | 243 | 4.17\% |  | 815 | 3.98\% |
| Average yield on earning assets (2) (3) |  |  | 4.61\% |  |  | 4.61\% |  |  | 4.53\% |
| Interest expense to earning assets |  |  | 0.19\% |  |  | 0.19\% |  |  | 0.24\% |
| Net interest income to earning assets (2) (3) |  |  | 4.28\% |  |  | 4.27\% |  |  | 4.09\% |

Reconciliation of Non-GAAP measure:
Tax Equivalent Net Interest
Income
Net interest income
\$6,796
\$6,555
\$5,952
Tax equivalent adjustment for municipal loan interest
Tax equivalent adjustment for municipal bond interest Tax equivalent net interest income
\$6,962

118
\$6,719

135
\$6,147

Non-GAAP financial measures have inherent limitations, are not required to be uniformly applied, and are not audited.

Management believes that presentation of this non-GAAP measure provides useful information frequently used by shareholders in the evaluation of a company.

Non-GAAP financial measures have limitations as analytical tools and should not be considered in isolation or as a substitute for analyses of results as reported under GAAP.
(1) Non-accrual loans of approximately $\$ 6.4$ million at $06 / 30 / 14$, $\$ 7.3$ million at $03 / 31 / 2014$, and $\$ 10.4$ million for $06 / 30 / 2013$ are included in the average loan balances.
(2) Loan interest income includes loan fee income of $\$ 180,000, \$ 149,000$, and $\$ 131,000$ for the three months ended $06 / 30 / 2014,03 / 31 / 2014$, and 06/30/2013, respectively.
(3) Tax-exempt income has been adjusted to a tax equivalent basis at a $34 \%$ effective rate. The amount of such adjustment was an addition to recorded pre-tax income of $\$ 166,000, \$ 164,000$, and $\$ 195,000$ for the three months ended June 30, 2014, March 31, 2014, and June 30, 2013, respectively.
(Dollars in 000's)
ASSETS:
Interest bearing certificate of deposit
Interest bearing deposits in banks
Investments - taxable
Investments - nontaxable
Gross loans
Loans held for sale
Total interest earning assets

For the Three Months Ended June 30, 2014 vs. March 31, 2014
Increase (Decrease) Due To Increase (Decrease) Due To


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LIABILITIES AND SHAREHOLDERS'
EQUITY:
$\left.\begin{array}{llclllllll}\text { Interest-bearing deposits } & \$ 4 & \$(5 & \text { ( } & \$(1 & ) & \$ 19 & \$(60 & ) & \$(41\end{array}\right)$

Average Interest Earning Balances:
(Dollars in 000's)
ASSETS:
Interest bearing certificate of deposit Interest bearing deposits in banks
Investments - taxable
Investments - nontaxable
Gross loans (1)
Loans held for sale
Total interest earning assets
Cash and due from banks
Bank premises and equipment (net)
Other real estate owned
Deferred fees
Allowance for loan losses
Other assets
Total assets

## LIABILITIES AND SHAREHOLDERS'

EQUITY:

For the Six Months Ended
June 30, 2014

| Average | Interest | Average |
| :--- | :--- | :--- |
| Balance | Income or | Yields or |
|  | Expense | Rates |

June 30, 2013

| Average | Interest | Average |
| :--- | :--- | :--- |
| Balance | Income or | Yields or |
|  | Expense | Rates |


| $\$ 2,727$ | $\$ 21$ | 1.55 | $\%$ | $\$ 2,536$ | $\$ 14$ | 1.11 | $\%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 15,238 | 19 | 0.25 | $\%$ | 32,629 | 37 | 0.23 | $\%$ |
| 66,825 | 682 | 2.06 | $\%$ | 46,747 | 250 | 1.08 | $\%$ |
| 32,185 | 700 | 4.39 | $\%$ | 34,319 | 800 | 4.70 | $\%$ |
| 521,904 | 13,210 | 5.10 | $\%$ | 465,727 | 11,982 | 5.19 | $\%$ |
| 6,567 | 120 | 3.68 | $\%$ | 11,268 | 177 | 3.17 | $\%$ |
| 645,446 | 14,752 | 4.61 | $\%$ | 593,226 | 13,260 | 4.51 | $\%$ |
| 12,565 |  |  |  | 11,028 |  |  |  |
| 16,755 |  |  |  | 15,231 |  |  |  |
| 2,325 |  |  | 4,095 |  |  |  |  |
| $(1,104)$ |  |  |  | $(989$ | $)$ |  |  |
| $(8,330)$ |  |  |  | $(9,371$ | $)$ |  |  |
| 40,917 |  |  | 40,910 |  |  |  |  |
| $\$ 708,574$ |  |  | $\$ 654,130$ |  |  |  |  |


| $\$ 340,683$ | 281 | 0.17 | $\%$ | $\$ 306,297$ | 381 | 0.25 | $\%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 124,475 | 566 | 0.92 | $\%$ | 135,898 | 718 | 1.07 | $\%$ |
| 10,000 | 120 | 2.42 | $\%$ | 10,099 | 124 | 2.48 | $\%$ |
| 3 | - | 0.00 | $\%$ | - | - | 0.00 | $\%$ |
| 13,403 | 104 | 1.56 | $\%$ | 13,403 | 114 | 1.72 | $\%$ |
| 488,564 | 1,071 | 0.44 | $\%$ | 465,697 | 1,337 | 0.58 | $\%$ |
| 145,905 |  |  |  | 116,240 |  |  |  |
| 5,060 |  |  |  | 4,413 |  |  |  |
| 69,045 |  |  |  | 67,780 |  |  |  |
| $\$ 708,574$ |  |  |  | $\$ 654,130$ |  |  |  |

Net interest income (3)
Net interest spread
Average yield on earning assets (2) (3)
Interest expense to earning assets
Net interest income to earning assets (2) (3)
\$ 13,681 \$ 11,923

| 4.17 | $\%$ | 1,758 | 3.93 | $\%$ |
| :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  |
| 4.61 | $\%$ |  | 4.51 | $\%$ |
| 0.33 | $\%$ |  | 0.45 | $\%$ |
| 4.27 | $\%$ |  | 4.05 | $\%$ |

Tax equivalent adjustment for municipal loan interest
Tax equivalent adjustment for municipal bond interest
Tax equivalent net interest income

238
\$ 13,681 \$ 11,923

Non-GAAP financial measures have inherent limitations, are not required to be uniformly applied, and are not audited.

Management believes that presentation of this non-GAAP measure provides useful information frequently used by shareholders in the evaluation of a company.

Non-GAAP financial measures have limitations as analytical tools and should not be considered in isolation or as a substitute for analyses of results as reported under GAAP.
(1) Non-accrual loans of approximately $\$ 6.4$ million at $06 / 30 / 14$ and $\$ 10.4$ million for $06 / 30 / 2013$ are included in the average loan balances.
(2) Loan interest income includes loan fee income of $\$ 330,000$ and $\$ 226,000$ for the six months ended 06/30/2014 and 06/30/2013, respectively.
(3) Tax-exempt income has been adjusted to a tax equivalent basis at a $34 \%$ effective rate. The amount of such adjustment was an addition to recorded pre-tax income of $\$ 330,000$ and $\$ 389,000$ for the six months ended June 30 , 2014 and June 30, 2013, respectively.

| (Dollars in 000's) | For the Six Months Ended June 30, 2014 vs. June 30, 2013 Increase (Decrease) Due To |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Net Change |  |  |
|  | Volume |  | Rate |  |  |  |
| ASSETS: |  |  |  |  |  |  |
| Interest bearing certificate of deposit | \$ 1 |  | \$ 6 |  | \$ 7 |  |
| Interest bearing deposits in banks | (20 | ) | 2 |  | (18 | ) |
| Investments - taxable | 108 |  | 324 |  | 432 |  |
| Investments - nontaxable | (50 | ) | (50 | ) | (100 | ) |
| Gross loans | 1,446 |  | (218 | ) | 1,228 |  |
| Loans held for sale | (74 | ) | 17 |  | (57 | ) |
| Total interest earning assets | \$ 1,411 |  | \$ 81 |  | \$ 1,492 |  |
| LIABILITIES AND SHAREHOLDERS' EQUITY: |  |  |  |  |  |  |
| Interest-bearing deposits | \$ 43 |  | \$ (143 | ) | \$ (100 | ) |
| Time deposits | (61 | ) | (91 | ) | (152 | ) |
| FHLB borrowings | (1 | ) | (3 | ) | (4 | ) |
| Short-term borrowings | - |  | - |  | - |  |
| Long-term borrowings | - |  |  | ) | (10 | ) |
| Total interest bearing liabilities | (19 | ) | (247 | ) | (266 | ) |

## SUMMARY AVERAGE BALANCE SHEETS

(Unaudited)
(Dollars in Thousands)


Liabilities:
Total deposits
Borrowings
Other liabilities
Total liabilities

| $\$ 618,026$ | $\$ 604,022$ | $\$ 14,004$ | 2 |  | $\%$ | $\$ 567,065$ | $\$ 50,961$ | 9 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $\%$ |  |  |  |  |  |  |  |  |
| 23,409 | 23,403 | 6 | 0 | $\%$ | 23,403 | 6 | 0 | $\%$ |
| 4,928 | 5,196 | $(268$ | $)$ | -5 | $\%$ | 4,316 | 612 | 14 |
| 646,363 | 632,621 | 13,742 | 2 | $\%$ | 594,784 | 51,579 | 9 | $\%$ |

Equity:

| Common equity | 69,954 | 68,125 | 1,829 | 3 | $\%$ | 68,270 | 1,684 | 2 | $\%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Total equity | 69,954 | 68,125 | 1,829 | 3 | $\%$ | 68,270 | 1,684 | 2 | $\%$ |
|  |  |  |  |  |  |  |  |  |  |
| Total liabilities and shareholders' | $\$ 716,317$ | $\$ 700,746$ | $\$ 15,571$ | 2 | $\%$ | $\$ 663,054$ | $\$ 53,263$ | 8 | $\%$ |

Averages for the Six Months Ended

Assets:
Cash and due from banks
Interest-bearing deposits in banks
Interest bearing certificate of deposit
Investment securities
Loans, net of deferred loan fees
Allowance for loan losses

| June 30, | June 30, |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| 2014 | 2013 | $\$$ <br> Change | $\%$ Change |  |
|  |  |  |  |  |
|  |  |  |  |  |
| $\$ 12,565$ | $\$ 11,028$ | $\$ 1,537$ | 14 | $\%$ |
| 15,238 | 32,629 | $(17,391)$ | -53 | $\%$ |
| 2,727 | 2,536 | 191 | 8 | $\%$ |
| 99,010 | 81,066 | 17,944 | 22 | $\%$ |
|  |  |  |  |  |
| 527,367 | 476,006 | 51,361 | 11 | $\%$ |
| $(8,330)$ | $(9,371$ | 1,041 | -11 | $\%$ |

Net loans

Other assets
Total assets
Liabilities:
Total deposits
Borrowings
Other liabilities
Total liabilities
Equity:
$\begin{array}{llllll}\text { Common equity } & 69,045 & 67,780 & 1,265 & 2 & \%\end{array}$
Total equity
Total liabilities and shareholders' equity
$519,037 \quad 466,635 \quad 52,402 \quad 11 \quad \%$
59,997 60,236 (239 ) 0 \%
$\begin{array}{llll}\$ 708,574 & \$ 654,130 & \$ 54,444 & 8\end{array}$

| $\$ 611,063$ | $\$ 558,435$ | $\$ 52,628$ | 9 | $\%$ |
| :--- | :--- | :--- | :--- | :--- |
| 23,406 | 23,502 | $(96$ | $)$ | 0 |
| 5,060 | 4,413 | 647 | 15 | $\%$ |
| 639,529 | 586,350 | 53,179 | 9 | $\%$ |


| 69,045 | 67,780 | 1,265 | 2 | $\%$ |
| :--- | :--- | :--- | :--- | :--- |
| 69,045 | 67,780 | 1,265 | 2 | $\%$ |

$\begin{array}{lllll}\$ 708,574 & \$ 654,130 & \$ 54,444 & 8 & \%\end{array}$

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## AVERAGE INTEREST EARNING ASSETS

| (Unaudited) |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in Thousands) | $\begin{aligned} & \text { June } 30, \\ & 2014 \end{aligned}$ | \% of |  |  | \% of <br> Total |  | \$ | \% |  | \% of |  |
| Averages for the Three Months Ended |  | Total |  | $\begin{aligned} & \text { March } \\ & 31,2014 \end{aligned}$ |  |  | Change | Chang | $\begin{aligned} & \text { June 30, } \\ & \text { ل2013 } \end{aligned}$ | Total | Change |
| Interest-bearing certificate of deposits | \$2,727 | 0 | \% | \$2,727 | 0 | \% | \$0 | $0 \%$ | \$2,235 |  | \$492 |
| Interest-bearing deposits in banks | 12,552 | 2 | \% | 17,954 | 3 | \% | (5,402 | -1\% | 29,544 | 5 \% | (16,9 |
| Investments | 97,571 | 15 | \% | 100,465 | 16 | \% | (2,894 | -1\% | 86,847 | 14 \% | 10,72 |
| Gross loans | 532,490 | 82 | \% | 511,200 | 80 | \% | 21,290 | $2 \%$ | 474,403 | 79 \% | 58,08 |
| Loans held for sale | 7,685 | 1 | \% | 5,436 | 1 | \% | 2,249 | 0 \% | 9,170 | 2 \% | (1,48 |
| Total average interest-earning assets | \$653,025 | 100 | \% | \$637,782 | 100 | \% | \$15,243 |  | \$602,199 | 100\% | \$50,82 |
|  |  | \% of |  |  | \% of |  | \$ | \% |  |  |  |
| Averages for the Six Months Ended | $\begin{aligned} & \text { June } 30, \\ & 2014 \end{aligned}$ | Total |  | $\begin{aligned} & \text { June } 30, \\ & 2013 \end{aligned}$ | Total |  | Change | Chang |  |  |  |
| Interest-bearing certificate of deposits | \$2,727 | 0 | \% | \$2,536 | 0 | \% | \$ 191 | $0 \%$ |  |  |  |
| Interest-bearing deposits in banks | 15,238 | 2 | \% | 32,629 | 6 | \% | $(17,391)$ | -4\% |  |  |  |
| Investments | 99,010 | 15 | \% | 81,066 | 14 | \% | 17,944 | 1 \% |  |  |  |
| Gross loans | 521,904 | 81 | \% | 465,727 | 79 | \% | 56,177 | $2 \%$ |  |  |  |
| Loans held for sale | 6,567 | 1 | \% | 11,268 | 2 | \% | (4,701 ) | -1\% |  |  |  |
| Total average interest-earning assets | \$645,446 | 100 | \% | \$593,226 | 100 | \% | \$52,220 |  |  |  |  |

## ASSET OUALITY

At June 30, 2014, total classified loans declined in dollars and as a percentage of total loans as compared to March 31, 2014, and June 30, 2013. Nonperforming loans consist primarily of commercial real estate loans. Total loans on accruing status 30-89 days past due also continue to remain below $0.50 \%$ of gross loans, mirroring the improvement in overall credit quality noted previously. We monitor delinquencies, defined as loans on accruing status 30-89 days past due, as an indicator of future adversely classified loans.

At June 30, 2014, total nonperforming loans were also down compared to March 31, 2014 and June 30, 2013. Nonperforming assets also declined during this period in terms of total outstanding loans and as a percentage of total assets. This was primarily due to the payoff of a $\$ 1.8$ million non-accrual commercial real estate loan during the current quarter, which was partially offset by the placement on non-accrual of a $\$ 1.2$ million commercial real estate loan relationship. Reductions in nonperforming assets were also achieved through sales of OREO, as write-downs were minimal during the current period.

Adversely classified loans
(Unaudited)
(Dollars in Thousands)

| June 30, | March 31, | \$ | \% | June 30, | \$ | \% |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 2014 | 2014 | Change | Change | 2013 | Change | Change |


| Rated substandard or worse, but not | $\$ 6,938$ | $\$ 6,842$ | $\$ 96$ |  | 1 | $\%$ | $\$ 4,113$ | $\$ 2,825$ | 69 | $\%$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| impaired | 9,025 | 9,952 | $(927$ | $)$ | -9 | $\%$ | 12,859 | $(3,834)$ | -30 | $\%$ |
| Impaired |  |  |  |  |  |  |  |  |  |  |

[^0]30-89 Days Past Due by type (Unaudited)
(Dollars in Thousands)


Real estate:

| Construction and development | - | 0.0 | \% | - | 0.0 | \% | - | 0 \% | - | 0.0 | \% | - | 0 \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Residential 1-4 family | 53 | 38.1 | \% | 180 | 23.1 | \% | (127) | -71 \% | 517 | 17.2 | \% | (464 ) | -90 \% |
| Multi-family | - | 0.0 | \% | - | 0.0 | \% | - | 0 \% | - | 0.0 | \% |  | 0 \% |
| Commercial real estate owner occupied | - | 0.0 | \% | 309 | 39.6 | \% | (309) | -100\% | 314 | 10.4 | \% | (314 ) | -100\% |
| Commercial real estate - non owner occupied | - | 0.0 | \% | 251 | 32.2 | \% | (251) | -100\% | 1,745 | 58.1 | \% | $(1,745)$ | -100\% |
| Farmland | - |  |  | - | 0.0 | \% | - | 0 \% | 55 | 1.8 | \% | (55 ) | -100\% |
| Total real estate | \$ 53 |  |  | \$ 740 |  |  | \$(687) | -93 \% | \$2,631 |  |  | \$ $(2,578)$ |  |

$\begin{array}{lllllllllllllll}\text { Consumer } & 63 & 45.3 & \% & 8 & 1.0 & \% & 55 & 688 & \% & 20 & 0.7 & \% & 43 & 215\end{array}$
Total loans 30-89 days past due, not in nonaccrual status
\$ $139 \quad 100.0 \%$ \$ 780
$100.0 \%$ \$(641) -82 \% \$3,006
$100.0 \%$ \$(2,867) -95 \%

Delinquent loans to total loans, not in nonaccrual
$0.03 \%$
$0.15 \%$
0.66 \% status

Non-performing assets
(Unaudited)
(Dollars in Thousands)
Loans on nonaccrual status
$\begin{array}{ll}\text { June 30, March 31, } \\ 2014 & 2014\end{array}$ \$ Change \% Change June 30, \$ Change \% Change
$\$ 6,388 \quad \$ 7,296 \quad \$(908) \quad-12 \quad \% \quad \$ 10,368 \quad \$(3,980)-38 \quad \%$
Loans past due greater than 90 days
but not on nonaccrual status
Total non-performing loans
Other real estate owned and foreclosed assets
Total nonperforming assets
Percentage of nonperforming assets to total assets

$$
1.03 \% \quad 1.35 \% \% 2.01 \%
$$

OREO declined during the second quarter 2014, and year-over year. Additional real estate properties taken into the OREO portfolio during the quarter was modest. OREO properties sold with a larger book value in the quarter compared to prior periods. OREO valuation adjustments continued to be minimal. At June 30, 2014, the OREO
portfolio consisted of 10 properties, down in number and balance from both the first quarter 2014 and second quarter 2013. The largest balances in the OREO portfolio at the end of the quarter were attributable to commercial properties, followed by residential properties, all of which are located within our market area.

Other real estate owned and foreclosed assets
(Unaudited)
(Dollars in Thousands)

| For the Three Months Ended | $\begin{aligned} & \text { June } \\ & 30, \\ & 2014 \end{aligned}$ | \% of Category |  | March 31, 2014 |  | \% of Category |  | \$ Change | \% Change |  | $\begin{aligned} & \text { June } \\ & 30, \\ & 2013 \end{aligned}$ | \% of Category |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other real estate owned, beginning of period | \$2,386 | 240.8 | \% | \$2,771 |  | 116.1 | \% | \$(385 | -14 |  | \$4,148 | 120.2\% |
| Transfers from outstanding loans | 206 | 20.8 | \% | 111 |  | 4.7 | \% | 95 | 86 | \% | - | 0.0 \% |
| Improvements and other additions | - | 0.0 | \% |  |  | 0.0 | \% | - | 0 | \% | - | 0.0 \% |
| Proceeds from sales | $(1,490)$ | -150.4 | \% | (448 |  | -18.8 | \% | $(1,042)$ | 233 | \% | (634) | -18.4 \% |
| Net gain (loss) on sales | (57 | -5.8 | \% | (36 |  | -1.5 | \% | (21 | 58 | \% | 45 | 1.3 \% |
| Impairment charges | (54 | -5.4 | \% | (12 | ) | -0.5 | \% | (42 | 350 | \% | (108) | -3.1 \% |
| Total other real estate owned | \$991 | 100.0 |  | \$2,386 |  | 100.0 |  | \$(1,395) | -58 |  | \$3,451 | 100.0\% |


| For the Six Months Ended | $\begin{aligned} & \text { June } \\ & 30, \\ & 2014 \end{aligned}$ | \% of Category |  | $\begin{aligned} & \text { June } 30, \\ & 2013 \end{aligned}$ | $\%$ of Category |  | \$ Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other real estate owned, beginning of period | \$2,771 | 279.6 |  | \$4,678 | 135.6 | \% | \$(1,907) | -41 | \% |
| Transfers from outstanding loans | 317 | 32.0 | \% | 209 | 6.1 | \% | 108 | 52 | \% |
| Improvements and other additions | - | 0.0 | \% | - | 0.0 | \% | - | 0 | \% |
| Proceeds from sales | $(1,938)$ | -195.6 | \% | (1,001 | ) -29.0 | \% | (937 | 94 | \% |
| Net gain (loss) on sales | (93 | -9.4 | \% | 25 | 0.7 | \% | (118 | -472 | \% |
| Impairment charges | (66 | -6.7 | \% | (460 | ) -13.3 | \% | 394 | -86 | \% |
| Total other real estate owned | \$991 | 100.0 |  | \$3,451 | 100.0 |  | \$ $(2,460)$ | -71 | \% |

Other real estate owned and foreclosed assets by type
(Unaudited)
(Dollars in Thousands)

June 30, \# of March 31, \# of $\quad$ Change \% Change June 30, \# of 2014 Propertie. 014 Properties $\$$ Change $\%$ Change ${ }_{2013}^{\text {June } 30, ~ \# ~ o f ~} \begin{aligned} & \text { Properties }\end{aligned} \$$ Change $\%$ Change

Construction, Land Dev \& Other Land
$\begin{array}{lllllllllllll}\$ 46 & 2 & \$ 0 & 3 & \$(14 & ) & -23 & \% & \$ 1,041 & 8 & \$(995 & ) & -96\end{array}$
1-4 Family Residential
Properties
$\begin{array}{llllllllllllll}317 & 4 & 789 & 7 & (472 & -60 & \% & 570 & 4 & (253 & ) & -44 & \%\end{array}$

| Nonfarm Nonresidential | 628 | 4 | 1,537 | 8 | $(909$ | $)$ | -59 | $\%$ | 1,840 | 11 | $(1,212)$ | -66 | $\%$ |
| :--- | :---: | :---: | ---: | :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Properties | $\$ 991$ | 10 | $\$ 2,386$ | 18 | $\$(1,395)$ | -58 | $\%$ | $\$ 3,451$ | 23 | $\$(2,460)$ | -71 | $\%$ |  |

## ALLOWANCE FOR LOAN LOSSES

The allowance for loan losses continues to decline in relation to total loans in concert with the general trend of reduced levels of classified loans, loan delinquencies and other relevant credit metrics. With the reduction in delinquencies, changes in the loan portfolio composition over the past several years and overall improvement in credit quality, loss factors used in estimates to establish reserve levels have declined commensurately. A provision was made to the allowance for loan losses in second quarter 2014 corresponding to recent growth in the loan portfolio, as compared to no provision in the linked quarter and a reverse provision in second quarter 2013.

For the quarter ended June 30, 2014, total net loan charge-offs were unchanged compared to the quarter ended March 31, 2014, but up versus the quarter ended June 30, 2013. The charge-offs incurred in the second quarter 2014 were primarily centered in one commercial real estate loan, which was written down $\$ 371,000$ due to an impairment of the collateral securing the loan. This was partially offset by a $\$ 337,000$ recovery resulting from the payoff of a $\$ 1.8$ million commercial real estate loan. The ratio of net loan charge-offs to average gross loans (annualized) for the current quarter was unchanged compared to the linked quarter, but up slightly compared to the second quarter one year ago.

The overall risk profile of the loan portfolio continues to improve, as stated above. However, the trend of future provision for loan losses will depend primarily on economic conditions, growth in the loan portfolio, level of adversely-classified assets, and changes in collateral values.

Allowance for Loan Losses
(Unaudited)
(Dollars in Thousands)
For the Three Months Ended

| June 30, | March 31, | \$ | \% | June 30, | \$ Change | \% |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| 2014 | 2014 | Change | Change | 2013 |  | Change |


| Gross loans outstanding at end of period | \$548,371 |  | \$519,632 |  | \$28,739 |  | 6 |  | \$475,601 |  | \$ 72,770 |  | 15 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average loans outstanding, gross | \$532,490 |  | \$511,200 |  | \$21,290 |  | 4 | \% | \$474,403 |  | \$58,087 |  | 12 | \% |
| Allowance for loan losses, beginning of period | \$8,288 |  | \$8,359 |  | \$(71 | ) | -1 | \% | \$9,348 |  | \$ (1,060 |  | -11 | \% |
| Commercial | (9 | ) | (17 |  | 8 |  | -47 | \% |  |  | (9 |  | -100 | \% |
| Commercial Real Estate | (389 |  | (7 | ) | (382 | ) | 5457 | \% | (42 |  | (347 |  | 826 | \% |
| Residential Real Estate | (4 | ) | (40 | ) | 36 |  | -90 | \% | (61 |  | 57 |  | -93 | \% |
| Consumer | (29 |  | (18 |  | (11 | ) | 61 | \% | (49 |  | 20 |  | -41 | \% |
| Total charge-offs | (431 |  | (82 | ) | (349 | ) | 426 | \% | (152 |  | (279 |  | 184 | \% |
| Commercial | 1 |  | 1 |  | 0 |  | 0 | \% | 5 |  | (4 | ) | -80 | \% |
| Commercial Real Estate | 347 |  | 5 |  | 342 |  | 6840 | \% | 209 |  | 138 |  | 66 | \% |
| Residential Real Estate | 9 |  | 4 |  | 5 |  | 125 | \% | 2 |  | 7 |  | 350 | \% |
| Consumer | 1 |  | 1 |  | - |  | 0 | \% |  |  | 1 |  | 100 | \% |
| Total recoveries | 358 |  | 11 |  | 347 |  | 3155 | \% | 216 |  | 142 |  | 66 | \% |
| Net charge-offs | (73 | ) | (71 | ) | (2 | ) | 3 | \% | 64 |  | (137 | ) | -214 | \% |
| Provision charged to income | 100 |  | - |  | 100 |  | 100 | \% | (450 | ) | 550 |  | -122 |  |
| Allowance for loan losses, end of period | \$8,315 |  | \$8,288 |  | \$27 |  | 0 | \% | \$8,962 |  | \$(647 |  | -7 | \% |
| Ratio of net loans charged-off to average gross loans outstanding, annualized | 0.05 | \% | 0.06 | \% | -0.01 | \% | -17 | \% | -0.05 | \% | 0.10 | \% | -200 | \% |
| Ratio of allowance for loan <br> losses to gross loans | 1.52 | \% | 1.59 | \% | -0.07 | \% | -4 | \% | 1.88 |  | -0.36 | \% | -19 | \% | outstanding

For the Six Months Ended
June 30, June 30, \$ \%

|  | 2014 | 2013 | Change | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gross loans outstanding at end of period | \$519,632 | \$472,186 | \$47,446 | 10 | \% |
| Average loans outstanding, gross | \$511,200 | \$456,954 | \$54,246 | 12 | \% |
| Allowance for loan losses, beginning of period | \$8,359 | \$9,358 | \$(999 | -11 |  |
| Commercial | (26 | - | (26 | -100 | \% |
| Commercial Real Estate | (396 | (47 | (349 | 743 | \% |
| Residential Real Estate | (44 | (71 | 27 | -38 | \% |
| Consumer | (47 | (60 | 13 | -22 |  |
| Total charge-offs | (513 | (178 | (335 | 188 | \% |


| Commercial | 2 | 15 |  | $(13$ | $)$ | -87 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Commercial Real Estate | 352 | 214 | 138 | 64 | $\%$ |  |
| Residential Real Estate | 13 | 2 | 11 | 550 | $\%$ |  |
| Consumer | 2 | 1 | 1 | 100 | $\%$ |  |
| Total recoveries | 369 | 232 | 137 | 59 | $\%$ |  |
| Net charge-offs | $(144$ | $)$ | 54 | $(198$ | $)$ | -367 |
| Provision charged to income | 100 | $(450$ | $)$ | 550 |  | 100 |
| Allowance for loan losses, end <br> of period | $\$ 8,315$ | $\$ 8,962$ |  | $\$(647$ | $)$ | -7 |
| Ratio of net loans charged-off <br> to average gross loans |  |  |  |  |  |  |
| outstanding, annualized <br> Ratio of allowance for loan <br> losses to gross loans | 0.06 | $\%$ | -0.02 | $\%$ | 0.08 | $\%$ | outstanding

An allowance for loan losses has been established based on management's best estimate, as of the balance sheet date, of probable losses inherent in the loan portfolio. For more information regarding the Company's allowance for loan losses and net loan charge-offs, see the discussion under the subheadings "Loans Receivable" and "Allowance for Credit Losses" included in Note 1 - Summary of Significant Accounting Policies and "Loans" included in Note 4 of the Company's interim financials as presented in this Form 10-Q and audited financial statements as presented in its 2013 10-K.

Overall, we believe that the allowance for loan losses is adequate to absorb probable losses in the loan portfolio at June 30, 2014, although there can be no assurance that future loan losses will not exceed our current estimates. The process for determining the adequacy of the allowance for loan losses is critical to our financial results. Please refer to Item 1A "Risk Factors" in our 2013 Form 10-K for further information.

## Liquidity and Sources of Funds

The Bank's sources of funds include core deposits, loan repayments, advances from the FHLB or the Federal Reserve Bank discount window, brokered deposits, maturities of investment securities, sales of "Available-for-Sale" securities, loan and OREO sales, net income and the use of Federal Funds markets. Stated maturities of investment securities, loan repayments from maturities and core deposits are a relatively stable source of funds, while brokered deposit inflows, unscheduled loan prepayments, and loan and OREO sales are not. Deposit inflows, sales of securities, loan and OREO properties, and unscheduled loan prepayments may, amongst other factors, be influenced by general interest rate levels, interest rates available on other investments, competition, pricing consideration, and general economic conditions.

Deposits are our primary source of funds. Our loan to deposit ratio has increased as a result of loan demand due to the improvement of economic conditions in our region and customer dissatisfaction at other financial institutions from recent merger activity. The increase in loan balances has resulted in increased demands on our liquidity. As such, our current approach to managing our liquidity is directed toward increasing non-interest bearing core deposits from businesses and consumers. We continued to reduce higher cost time deposits during the most recent quarter.

The following table summarizes the primary (on-balance sheet) liquidity, short-term funds availability, net non-core funding dependency, and loan to deposit ratios of the Bank. The primary liquidity ratio represents the sum of net interest-bearing cash/federal funds sold, short-term and readily marketable assets divided by total assets. The short-term funds availability ratio consists of the sum of net interest-bearing cash/federal funds sold, short-term and readily marketable assets and available capacity under borrowing facilities divided by assets. The net non-core funding dependency ratio is non-core liabilities less short-term investments divided by long-term assets. Despite the increase in the loan to deposit ratio due to the loan growth, as previously discussed, the Bank's primary liquidity, short-term funds availability, and net non-core funding dependency ratios remained strong at quarter end.

|  | June | December | June |  |
| :--- | :--- | :--- | :--- | :--- |
| 30, | 31, | 30, |  |  |
|  | 2014 | 2013 | 2013 |  |
|  |  |  |  |  |
|  | 9.7 | $\%$ | 16.3 | $\%$ |
|  | 19.7 | $\%$ |  |  |
| Primary liquidity | 23.5 | $\%$ | 29.4 | $\%$ |
| 28.7 | $\%$ |  |  |  |
| Short term funds availability |  |  |  |  |
| Net non-core funding dependency | 6.83 | $\%$ | 3.20 | $\%$ |
| 10.10 | 10 |  |  |  |

```
Gross loans to deposits 88.55% 80.70 % 80.00%
```

An analysis of liquidity should encompass a review of the changes that appear in the consolidated statements of cash flow for the six months ended June 30, 2014 and 2013. The statement of cash flows includes operating, investing, and financing categories.

At June 30, 2014, the Bank had $\$ 10.0$ million in outstanding borrowings against its $\$ 120.6$ million in established borrowing capacity with the FHLB. The Bank had the same amount outstanding in borrowings at December 31, 2013 and June 30, 2013. The borrowing capacity at the FHLB was $\$ 143.1$ million and $\$ 128.7$ million at December 31,2013 and June 30, 2013, respectively. The Bank's borrowing facility with the FHLB is subject to collateral and stock ownership requirements. The Bank also had an available discount window primary credit line with the Federal Reserve Bank of San Francisco of approximately $\$ 61.5$ million, subject to collateral requirements, and $\$ 16.0$ million from correspondent banks with no balance outstanding on any of these facilities.

## Off-Balance Sheet Arrangements

At June 30, 2014, the Bank had commitments to extend credit and standby letters related to extensions of credit of $\$ 101.1$ million compared to $\$ 107.6$ million at December 31, 2013 and $\$ 91.3$ million at June 30, 2013. Such commitments represented $18.7 \%, 21.3 \%$ and $19.6 \%$ of total net loans as of June 30, 2014, December 31, 2013 and June 30, 2013, respectively. Please refer to Note 7 - "Commitments and Contingencies" in the accompanying financial statements for further information.

## Critical Accounting Policies

Management has identified the calculation of our allowance for credit losses, goodwill, investment valuation and Other-Than-Temporary-Impairment (OTTI), valuation of OREO, and estimates relating to income taxes as critical accounting policies. Each of these policies are discussed in our 2013 10-K under the heading "Management's Discussion and Analysis of Financial Condition and Results of Operation - Critical Accounting Policies."

## ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

Market risk is the risk of loss from adverse changes in market prices and rates. The Company's market risk arises principally from interest rate risk in its lending, deposit and borrowing activities. Management actively monitors and manages its interest rate risk exposure. Although the Company manages other risks, such as credit quality and liquidity risk, in the normal course of business, Management considers interest rate risk to be a significant market risk, which could have a material effect on the Company's financial condition and results of operations. Other types of market risks, such as foreign currency exchange rate risk and commodity price risk, do not arise in the normal course of the Company's business activities. The Company did not experience a significant change in market risk at June 30, 2014, as compared to December 31, 2013.

The Company attempts to monitor interest rate risk from the perspective of changes in the economic value of equity, also referred to as net portfolio value (NPV), and changes in net interest income. Changes to the NPV and net interest income are simulated using instant and permanent rates up and down shocks of various increments. It is the Company's policy to manage interest rate risk to maximize long-term profitability under the range of likely interest-rate scenarios. For additional information, refer to "Management's Discussion and Analysis of Financial Condition and Results of Operations - Asset and Liability Management" in the Company's 2013 10-K.

## ITEM 4. CONTROLS AND PROCEDURES

## EVALUATION OF DISCLOSURE CONTROLS AND PROCEDURES

As of the end of the period covered by this report, Pacific Financial Corporation's Management, with the participation of our Chief Executive Officer and Chief Financial Officer, carried out an evaluation of the effectiveness of our disclosure controls and procedures (as defined in Rule 13a-15(e) under the Securities Exchange Act of 1934). Based upon that evaluation, Management, including our President \& Chief Executive Officer and Chief Financial Officer, has concluded that our disclosure controls and procedures were effective, including in timely alerting them to
information relating to us that is required to be included in our periodic SEC filings.

## CHANGES IN INTERNAL CONTROL OVER FINANCIAL REPORTING

There have not been any changes in our internal control over financial reporting (as defined in Rule 13a-15(f) under the Securities Exchange Act of 1934) during our most recent quarter ended June 30, 2014, that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

## PART II - OTHER INFORMATION

## ITEM 1. LEGAL PROCEEDINGS

From time to time, in the normal course of business, Pacific Financial may become party to various legal actions. Management is unaware of any existing legal actions against the Company or its subsidiaries that Management believes will have a materially adverse impact on our business, financial condition or results of operations.

## ITEM 1A. RISK FACTORS

There were no material changes in the risk factors presented in the Company's 2013 10-K.

## ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

(a) Between April 3, 2014 and August 4, 2014, the Company sold 45,901 shares of common stock at a price of $\$ 6.50$ per share upon exercise of certain warrants originally issued in a private placement transaction completed in 2009. Of this amount, 27,095 shares were acquired by current officers and directors of the Company. Total proceeds from the exercise of warrants were $\$ 298,356.50$, all of which will be used for general working capital purposes. The Company completed the sales pursuant to the exemption from the registration requirements of the Securities Act of 1933, as amended, provided by Section 4(a)(2) of the Securities Act.
(b) [Not applicable.]
(c) None.

## ITEM 3. DEFAULTS UPON SENIOR SECURITIES

(a) [Not applicable.]
(b) [Not applicable.]

## ITEM 4. MINE SAFETY DISCLOSURES

(a) [Not applicable.]

## ITEM 5. OTHER INFORMATION

[None.]

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## ITEM 6. EXHIBITS

## EXHIBIT NO. EXHIBIT

31.1 Certification of CEO under Rule 13a - 14(a) of the Exchange Act.
31.2 Certification of CFO under Rule 13a - 14(a) of the Exchange Act.
$32.1 \quad$ Certification of CEO under 18 U.S.C. Section 1350.
$32.2 \quad$ Certification of CFO under 18 U.S.C. Section 1350.
101. INS XBRL Instance Document
101. SCH XBRL Taxonomy Extension Schema Document
101. CAL XBRL Taxonomy Extension Calculation Linkbase Document
101. DEF XBRL Taxonomy Extension Definition Linkbase Document
101. LAB XBRL Taxonomy Extension Label Linkbase Document
101. PRE XBRL Taxonomy Extension Presentation Linkbase Document

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.

DATED: August 13, 2014

Pacific Financial Corporation
/s/ Dennis A. Long
Dennis A. Long, President and Chief Executive Officer
/s/ Douglas N. Biddle
Douglas N. Biddle, Executive Vice President and Chief Financial Officer


[^0]:    * Adversely classified loans are defined as loans having a well-defined weakness or weaknesses related to the borrower's financial capacity or to pledged collateral that may jeopardize the repayment of the debt. They are characterized by the possibility that the Bank may sustain some loss if the deficiencies giving rise to the substandard classification are not corrected. Note that any loans internally rated worse than substandard are included in the impaired loan totals.

