NATIONAL BANKSHARES INC
Form 10-Q
November 07, 2018

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## 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 September 30, 2018
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from $\qquad$ to $\qquad$
Commission File Number 0-15204

## NATIONAL BANKSHARES, INC.

(Exact name of registrant as specified in its charter)

Virginia
54-1375874
(State or other jurisdiction of incorporation or organization) (I.R.S. Employer Identification No.)

101 Hubbard Street
P. O. Box 90002

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Blacksburg, VA
24062-9002
(Address of principal executive offices) (Zip Code) (540) 951-6300
(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 $15(\mathrm{~d})$ 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. [x] Yes [ ] No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§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). [x] Yes [] No

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

Large accelerated filer [ ] Accelerated filer [x] Non-accelerated filer [ ] (Do not check if a smaller reporting company)

Smaller reporting company [ ] Emerging growth company [ ]

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange act.
[] Yes [x] No

Note: the text of Form 10-Q does not, and this amendment will not, appear in the Code of Federal Regulations.

Indicate by check mark whether the registrant is a shell company (as defined in Rule $12 \mathrm{~b}-2$ of the Exchange Act).
[] Yes [x] No

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Class Outstanding at November 6, 2018

Common Stock, \$1.25 Par Value 6,957,974
(This report contains 64 pages)

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## Part I

## Item 1. Financial Statements Financial Information

National Bankshares, Inc. and Subsidiaries
Consolidated Balance Sheets


| Retained earnings | $\mathbf{1 9 3 , 4 4 5}$ | 185,893 |
| :--- | :---: | :---: |
| Accumulated other comprehensive loss, net | $(\mathbf{1 3 , 9 8 6}$ | $(9,695$, |
| Total stockholders' equity | $\mathbf{1 8 8 , 1 5 7}$ | 184,896 |
| Total liabilities and stockholders' equity | $\mathbf{\$ 1 , 2 5 8 , 2 8 9}$ | $\$ 1,256,757$ |

See accompanying notes to consolidated financial statements.

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National Bankshares, Inc. and Subsidiaries
Consolidated Statements of Income
Three Months Ended September 30, 2018 and 2017
(Unaudited)

|  | September | September |
| :--- | :--- | :--- |
|  | $\mathbf{3 0}$ | $\mathbf{3 0}$ |
| (in thousands, except share and per share data) | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 7}$ |
| Interest Income |  |  |
| Interest and fees on loans | $\mathbf{8 , 0 0 5}$ | $\$ 7,473$ |
| Interest on interest-bearing deposits | $\mathbf{1 1 1}$ | 224 |
| Interest on securities - taxable | $\mathbf{1 , 7 7 1}$ | 1,426 |
| Interest on securities - nontaxable | $\mathbf{1 , 0 5 8}$ | 1,178 |
| Total interest income | $\mathbf{1 0 , 9 4 5}$ | 10,301 |
|  |  |  |
| Interest Expense | $\mathbf{1 0 7}$ | 130 |
| Interest on time deposits | $\mathbf{1 , 0 3 4}$ | 891 |
| Interest on other deposits | $\mathbf{1 0 4}$ | --- |
| Interest on borrowed funds | $\mathbf{1 , 2 4 5}$ | 1,021 |
| Total interest expense | $\mathbf{9 , 7 0 0}$ | 9,280 |
| Net interest income | $\mathbf{2 2 3}$ | 201 |
| Provision for loan losses | $\mathbf{9 , 4 7 7}$ | 9,079 |
| Net interest income after provision for loan losses |  |  |
|  | $\mathbf{6 7 3}$ | 710 |
| Noninterest Income | $\mathbf{2 0}$ | 42 |
| Service charges on deposit accounts | $\mathbf{3 6 2}$ | 315 |
| Other service charges and fees | $\mathbf{3 5 5}$ | 365 |
| Credit and debit card fees | $\mathbf{2 2 2}$ | 233 |
| Trust income | $\mathbf{2 8 2}$ | 215 |
| BOLI income | $\mathbf{- - 9}$ | 4 |
| Other income | $\mathbf{1 , 9 1 4}$ | 1,884 |
| Realized securities gain, net |  |  |
| Total noninterest income | $\mathbf{3 , 6 3 9}$ | 3,478 |
|  | $\mathbf{4 3 3}$ | 459 |
| Noninterest Expense | $\mathbf{6 8 4}$ | 565 |
| Salaries and employee benefits | $\mathbf{8 8}$ | 93 |
| Occupancy and furniture and fixtures | $\mathbf{1 2}$ | 13 |
| Data processing and ATM | $\mathbf{3 1 4}$ | 58 |
| FDIC assessment |  | 332 |
| Intangible assets amortization |  |  |
| Net costs of other real estate owned | Franchise taxes |  |

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| Other operating expenses | $\mathbf{1 , 0 1 9}$ | 1,033 |
| :--- | :--- | :--- |
| Total noninterest expense | $\mathbf{6 , 4 6 3}$ | 6,031 |
| Income before income taxes | $\mathbf{4 , 9 2 8}$ | 4,932 |
| Income tax expense | $\mathbf{6 7 7}$ | 1,147 |
| (continued) |  |  |

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| Net Income | $\mathbf{\$ 4 , 2 5 1}$ | $\$ 3,785$ |
| :--- | :--- | :--- |
| Basic net income per common share | $\mathbf{\$ 0 . 6 1}$ | $\$ 0.54$ |
| Fully diluted net income per common share | $\mathbf{\$ 0 . 6 1}$ | $\$ 0.54$ |
| Weighted average number of common shares outstanding - basic and diluted | $\mathbf{6 , 9 5 7 , 9 7 4}$ | $6,957,974$ |
| Dividends declared per common share | $\boldsymbol{- -}$ | --- |

See accompanying notes to consolidated financial statements.

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National Bankshares, Inc. and Subsidiaries
Consolidated Statements of Comprehensive Income
Three Months Ended September 30, 2018 and 2017
(Unaudited)


See accompanying notes to consolidated financial statements.

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National Bankshares, Inc. and Subsidiaries
Consolidated Statements of Income
Nine Months Ended September 30, 2018 and 2017
(Unaudited)

|  | September <br> $\mathbf{3 0}$ | 30, |
| :--- | :--- | :--- |
| (in thousands, except share and per share data) | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 7}$ |
| Interest Income |  |  |
| Interest and fees on loans | $\mathbf{\$ 2 3 , 1 5 9}$ | $\$ 22,379$ |
| Interest on interest-bearing deposits | $\mathbf{5 0 9}$ | 603 |
| Interest on securities - taxable | $\mathbf{5 , 1 2 5}$ | 4,225 |
| Interest on securities - nontaxable | $\mathbf{3 2 , 1 5 5}$ | 3,627 |
| Total interest income |  |  |
| Interest Expense | $\mathbf{3 4 4}$ | 410 |
| Interest on time deposits | $\mathbf{3 , 0 2 3}$ | 2,687 |
| Interest on other deposits | $\mathbf{1 0 4}$ | --- |
| Interest on borrowed funds | $\mathbf{3 , 4 7 1}$ | 3,097 |
| Total interest expense | $\mathbf{2 8 , 6 8 4}$ | 27,737 |
| Net interest income | $\mathbf{9 3}$ | 724 |
| Provision for loan losses | $\mathbf{2 8 , 5 9 1}$ | 27,013 |
| Net interest income after provision for loan losses |  |  |
| Noninterest Income | $\mathbf{2 , 0 3 7}$ | 2,067 |
| Service charges on deposit accounts | $\mathbf{8 7}$ | 152 |
| Other service charges and fees | $\mathbf{1 , 0 7 1}$ | 854 |
| Credit and debit card fees | $\mathbf{1 , 1 3 1}$ | 1,127 |
| Trust income | $\mathbf{6 7 8}$ | 522 |
| BOLI income | $\mathbf{8 0 1}$ | 735 |
| Other income | $\mathbf{- -}$ | 8 |
| Realized securities gain, net | $\mathbf{5 , 8 0 5}$ | 5,465 |
| Total noninterest income |  |  |
|  | $\mathbf{1 0 , 8 7 8}$ | 10,420 |
| Noninterest Expense | $\mathbf{1 , 3 9 6}$ | 1,366 |
| Salaries and employee benefits | $\mathbf{2 , 0 2 4}$ | 1,673 |
| Occupancy and furniture and fixtures | $\mathbf{3 7}$ | 279 |
| Data processing and ATM | $\mathbf{5 2 3}$ | 146 |
| FDIC assessment | $\mathbf{9 6 5}$ | 983 |
| Intangible assets amortization |  |  |

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| Write-down of insurance receivable | $\mathbf{2 , 0 1 0}$ | --- |
| :--- | :--- | :--- |
| Other operating expenses | $\mathbf{2 , 9 4 9}$ | 3,369 |
| Total noninterest expense | $\mathbf{2 1 , 0 5 1}$ | 18,288 |
| Income before income taxes | $\mathbf{1 3 , 3 4 5}$ | 14,190 |
| Income tax expense | $\mathbf{1 , 7 5 7}$ | 3,186 |
| (continued) |  |  |

(continued)

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| Net Income | $\mathbf{\$ 1 1 , 5 8 8}$ | $\$ 11,004$ |
| :--- | :--- | :--- |
| Basic net income per common share | $\mathbf{\$ 1 . 6 7}$ | $\$ 1.58$ |
| Fully diluted net income per common share | $\mathbf{\$ 1 . 6 7}$ | $\$ 1.58$ |
| Weighted average number of common shares outstanding - basic and diluted | $\mathbf{6 , 9 5 7 , 9 7 4}$ | $6,957,974$ |
| Dividends declared per common share | $\mathbf{\$ 0 . 5 8}$ | $\$ 0.56$ |

See accompanying notes to consolidated financial statements.

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National Bankshares, Inc. and Subsidiaries
Consolidated Statements of Comprehensive Income
Nine Months Ended September 30, 2018 and 2017
(Unaudited)

| (in thousands) | $\begin{aligned} & \text { September } \\ & \text { 30, } \\ & 2018 \end{aligned}$ | September <br> 30, <br> 2017 |
| :---: | :---: | :---: |
| Net Income | \$ 11,588 | \$ 11,004 |
| Other Comprehensive Income (Loss), Net of Tax |  |  |
| Unrealized holding gain (loss) on available for sale securities net of tax of $(\$ 1,378)$ and $\$ 1,235$ for the periods ended September 30, 2018 and 2017, respectively | (5,182 ) | ) 2,294 |
| Unrealized holding gain on securities transferred from held to maturity to available for sale, net of tax of $\$ 237$ for the period ended September 30, 2018 | 891 | --- |
| Reclassification adjustment for gain included in net income, net of tax of (\$1) for the period ended September 30, 2017. | --- | (3 |
| Other comprehensive income (loss), net of tax | (4,291 ) | ) 2,291 |
| Total Comprehensive Income | \$ 7,297 | \$ 13,295 |

See accompanying notes to consolidated financial statements.

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National Bankshares, Inc. and Subsidiaries
Consolidated Statements of Changes in Stockholders' Equity
(Unaudited)

Three Months Ended September 30, 2018 and 2017

| (in thousands) | Common | Retained | Accumulated |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Other | Total |
|  | Stock | Earnings | Comprehensive |  |
|  |  |  | Loss |  |
| Balances at June 30, 2017 | \$ 8,698 | \$181,546 | \$ (5,958 | ) \$ 184,286 |
| Net income | --- | 3,785 | --- | 3,785 |
| Other comprehensive loss, net of tax of (\$220) | --- | --- | (410 | ) $(410$ |
| Balances at September 30, 2017 | \$ 8,698 | 185,331 | (6,368 | ) 187,661 |
| Balances at June 30, 2018 | \$ 8,698 | \$189,194 | \$ (12,041 | ) $\$ 184,851$ |
| Net income | --- | 4,251 | --- | 4,251 |
| Other comprehensive loss, net of tax of (\$517) | --- | --- | (1,945 | ) (1,945 ) |
| Balances at September 30, 2018 | \$ 8,698 | \$ 193,445 | \$ (13,986 | ) \$188,157 |

See accompanying notes to consolidated financial statements.

Nine Months Ended September 30, 2018 and 2017

| (in thousands) | Accumulated |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Common | Retained | Other | Total |
|  | Stock | Earnings | Comprehensive |  |
|  |  |  | Loss |  |
| Balances at December 31, 2016 | \$ 8,698 | \$178,224 | \$ (8,659 | ) \$178,263 |
| Net income | --- | 11,004 | --- | 11,004 |
| Dividends \$0.56 per share | --- | (3,897 ) | --- | (3,897 |
| Other comprehensive income, net of tax of \$1,234 | --- | --- | 2,291 | 2,291 |

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Balances at September 30, 2017
Balances at December 31, 2017
Net income
Dividends $\$ 0.58$ per share
Other comprehensive loss, net of tax of $(\$ 1,141)$
Balances at September 30, 2018

| \$ 8,698 | 185,331 | (6,368 | 187,661 |
| :---: | :---: | :---: | :---: |
| \$ 8,698 | \$ 185,893 | \$ (9,695 | ) $\$ 184,896$ |
| --- | 11,588 | --- | 11,588 |
| --- | (4,036 ) | --- | (4,036 ) |
| --- | --- | (4,291 | ) (4,291 ) |
| \$ 8,698 | \$193,445 | \$ (13,986 | ) \$188,157 |

See accompanying notes to consolidated financial statements.

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National Bankshares, Inc. and Subsidiaries

Consolidated Statements of Cash Flows

Nine Months Ended September 30, 2018 and 2017
(Unaudited)

Recoveries on loans charged off
Proceeds from sale and purchases of premises and equipment, net
Net cash used in investing activities
(1,101 ) (207 (9,044 ) 2,419 (continued)

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| Cash Flows from Financing Activities |  |  |
| :--- | :---: | :---: |
| Net change in time deposits | $(\mathbf{1 8 , 7 1 7})$ | $(11,895)$ |
| Net change in other deposits | $\mathbf{( 1 8 , 8 4 1})$ | 426 |
| Cash dividends paid | $\mathbf{( 4 , 0 3 6})$ | $(3,897)$ |
| Borrowing advances | $\mathbf{3 5 , 0 0 0}$ | --- |
| Net cash used in financing activities | $\mathbf{( 6 , 5 9 4})$ | $(15,366)$ |
| Net change in cash and due from banks | $\mathbf{( 1 , 3 9 3})$ | $(1,908)$ |
| Cash and due from banks at beginning of period | $\mathbf{1 2 , 9 2 6}$ | 13,974 |
| Cash and due from banks at end of period | $\mathbf{\$ 1 1 , 5 3 3}$ | $\$ 12,066$ |
|  |  |  |
| Supplemental Disclosures of Cash Flow Information | $\mathbf{\$ 3 , 3 6 8}$ | $\$ 3,101$ |
| Interest paid on deposits and borrowed funds | $\mathbf{1 , 0 5 4}$ | 2,872 |
| Income taxes paid |  |  |
|  | $\mathbf{\$ 4 8 7}$ | $\$ 689$ |
| Supplemental Disclosure of Noncash Activities | $\mathbf{- -}$ | 97 |
| Loans charged against the allowance for loan losses | $\mathbf{( 6 , 5 6 0}$ | 3,525 |
| Loans transferred to other real estate owned | --- |  |
| Unrealized net gain (loss) on securities available for sale | $\mathbf{1 1 9 , 7 9 0}$ | -- |

See accompanying notes to consolidated financial statements.

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# National Bankshares, Inc. and Subsidiaries 

Notes to Consolidated Financial Statements

September 30, 2018

## (Unaudited)

## \$ in thousands, except per share data

## Note 1: General

The consolidated financial statements of National Bankshares, Inc. ("NBI") and its wholly-owned subsidiaries, The National Bank of Blacksburg ("NBB") and National Bankshares Financial Services, Inc. ("NBFS") (collectively, the "Company"), conform to accounting principles generally accepted in the United States of America and to general practices within the banking industry. The accompanying interim period consolidated financial statements are unaudited; however, in the opinion of management, all adjustments consisting of normal recurring adjustments, which are necessary for a fair presentation of the consolidated financial statements, have been included. The results of operations for the nine month period ended September 30, 2018 are not necessarily indicative of results of operations for the full year or any other interim period. The interim period consolidated financial statements and financial information included in this Form 10-Q should be read in conjunction with the notes to consolidated financial statements included in the Company's 2017 Form 10-K. The Company posts all reports required to be filed under the Securities and Exchange Act of 1934 on its web site at www.nationalbankshares.com.

Accounting Standards Adopted in 2018

ASU No. 2014-09, "Revenue from Contracts with Customers"
In May 2014, the FASB issued ASU No. 2014-09, "Revenue from Contracts with Customers." The standard's core principle is that a company will recognize revenue when it transfers promised goods or services to customers in an amount that reflects the consideration to which the company expects to be entitled in exchange for those goods or services. In doing so, companies generally will be required to use more judgment and make more estimates than under current guidance. These may include identifying performance obligations in the contract, estimating the amount of variable consideration to include in the transaction price and allocating the transaction price to each separate performance obligation. Subsequent to the issuance of ASU 2014-09, the FASB issued targeted updates to clarify specific implementation issues including ASU No. 2016-08, "Principal versus Agent Considerations (Reporting Revenue Gross versus Net)," ASU No. 2016-10, "Identifying Performance Obligations and Licensing," ASU No.

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2016-12, "Narrow-Scope Improvements and Practical Expedients," and ASU No. 2016-20 "Technical Corrections and Improvements to Topic 606, Revenue from Contracts with Customers." For financial reporting purposes, the standard allows for either full retrospective adoption, meaning the standard is applied to all of the periods presented, or modified retrospective adoption, meaning the standard is applied only to the most current period presented in the financial statements with the cumulative effect of initially applying the standard recognized at the date of initial application.

Since the guidance does not apply to revenue associated with financial instruments, including loans and securities that are accounted for under other GAAP, the new guidance did not have a material impact on revenue most closely associated with financial instruments, including interest income and expense. The Company completed its overall assessment of revenue streams and review of related contracts potentially affected by the ASU, including trust and asset management fees, deposit related fees, interchange fees, merchant income, bank-financed sales of other real estate owned and annuity and insurance commissions. Based on this assessment, the Company concluded that ASU 2014-09 did not materially change the method in which the Company currently recognizes revenue for these revenue streams. The Company also completed its evaluation of certain costs related to these revenue streams to determine whether such costs should be presented as expenses or contra-revenue (i.e., gross vs. net). Based on its evaluation, the Company determined that the classification of certain debit and credit card related costs should change (i.e., cost previously recorded as expense is now recorded as contra-revenue). The Company identified $\$ 2,093$ previously presented as credit card processing expense for the nine months ended September 30, 2017 and $\$ 715$ for the three months ended September 30, 2017, and reclassified it to net against credit card fee income. The Company adopted ASU 2014-09 and its related amendments on its required effective date of January 1, 2018 utilizing the full retrospective approach. There was no impact to net income. Consistent with the full retrospective approach, the Company adjusted prior period amounts for the debit and credit card costs reclassifications noted above.

ASU No. 2016-01, "Recognition and Measurement of Financial Assets and Financial Liabilities"
In January 2016, the FASB issued ASU No. 2016-01, "Recognition and Measurement of Financial Assets and Financial Liabilities." This ASU addresses certain aspects of recognition, measurement, presentation, and disclosure of financial instruments by making targeted improvements to GAAP. The provisions of the ASU that apply to the Company are as follows: (1) require equity investments (except those accounted for under the equity method of accounting or those that result in consolidation of the investee) to be measured at fair value with changes in fair value recognized in net income. However, an entity may choose to measure equity investments that do not have readily determinable fair values at cost minus impairment, if any, plus or minus changes resulting from observable price changes in orderly transactions for the identical or a similar investment of the same issuer; (2) simplify the impairment assessment of equity investments without readily determinable fair values by requiring a qualitative assessment to identify impairment. When a qualitative assessment indicates that impairment exists, an entity is required to measure the investment at fair value; (3) eliminate the requirement to disclose the method(s) and significant assumptions used to estimate the fair value that is required to be disclosed for financial instruments measured at amortized cost on the balance sheet; (4) require use of the exit price notion when measuring the fair value of financial instruments for disclosure purposes; (5) require separate presentation of financial assets and financial liabilities by measurement category and form of financial asset (that is, securities or loans and receivables) on the balance sheet or the accompanying notes to the financial statements; and (6) clarify that an entity should evaluate the need for a valuation allowance on a deferred tax asset related to available-for-sale securities in combination with the entity's other deferred tax assets. The adoption of ASU No. 2016-01 on January 1, 2018 did not have a material impact on the Company's Consolidated Financial Statements. In accordance with (4) above, the Company measured the fair value of its loan portfolio and time deposit portfolio as of September 30, 2018 using an exit price notion (see Note 14 Fair Value of Assets and Liabilities).

ASU No. 2017-07, "Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost"

In March 2017, the FASB issued ASU No. 2017-07, "Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost." Under the new guidance, employers are required to present the service cost component of the net periodic benefit cost in the same income statement line item (e.g., Salaries and Employee Benefits) as other employee compensation costs arising from services rendered during the period. In addition, only the service cost component will be eligible for capitalization in assets. Employers will present the other components of net periodic benefit cost separately (e.g., Other Noninterest Expense) from the line item that includes the service cost. ASU No. 2017-07 is effective for interim and annual reporting periods beginning after December 15, 2017. Employers will apply the guidance on the presentation of the components of net periodic benefit cost in the income statement retrospectively. The guidance limiting the capitalization of net periodic benefit cost in assets to the service cost component will be applied prospectively. The Company adopted ASU No. 2017-07 on January 1, 2018 and utilized the ASU's practical expedient allowing entities to estimate amounts for comparative periods using the information previously disclosed in their pension and other postretirement benefit plan footnote and re-classified non-servicing components of net periodic pension cost from compensation expense to other noninterest expense. ASU No. 2017-07 did not have a material impact on the Company's Consolidated Financial Statements.

## Note 2: Loan Portfolio

The loan portfolio, excluding loans held for sale, was comprised of the following.

|  | September <br> $\mathbf{3 0 ,}$ | December <br> 31, |  |
| :--- | :--- | :--- | :--- |
|  |  | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 7}$ |
|  | $\mathbf{\$ 4 2 , 5 4 8}$ | $\$ 34,694$ |  |
| Real estate construction | $\mathbf{1 7 1 , 6 7 9}$ | 166,965 |  |
| Consumer real estate | $\mathbf{3 4 6 , 7 5 6}$ | 340,414 |  |
| Commercial real estate | $\mathbf{4 4 , 4 9 7}$ | 40,518 |  |
| Commercial non real estate | $\mathbf{5 9 , 3 6 9}$ | 51,443 |  |
| Public sector and IDA | $\mathbf{3 7 , 5 8 7}$ | 34,648 |  |
| Consumer non real estate | $\mathbf{7 0 2 , 4 3 6}$ | 668,682 |  |
| Gross loans | $\mathbf{( 6 0 2}$ | $(613$ |  |
| Less unearned income and deferred fees and costs | ) |  |  |
| Loans, net of unearned income and deferred fees and costs | $\mathbf{\$ 7 0 1 , 8 3 4}$ | $\$ 668,069$ |  |

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## Note 3: Allowance for Loan Losses, Nonperforming Assets and Impaired Loans

The allowance for loan losses methodology incorporates individual evaluation of impaired loans and collective evaluation of groups of non-impaired loans. The Company performs ongoing analysis of the loan portfolio to determine credit quality and to identify impaired loans. Credit quality is rated based on the loan's payment history, the borrower's current financial situation and value of the underlying collateral.

## Impaired Loans

Loans are designated as impaired when, in the judgment of management based on current information and events, it is probable that all amounts due will not be collected when due according to the contractual terms of the loan agreement. Impaired loans are those loans that have been modified in a troubled debt restructure ("TDR" or "restructure") and larger, non-homogeneous loans that are in nonaccrual or exhibit payment history or financial status that indicate that collection probably will not occur when due according to the loan's terms. Generally, impaired loans are given risk ratings that indicate higher risk, such as "classified" or "other assets especially mentioned." Impaired loans are individually evaluated to determine appropriate reserves and are measured at the lower of the invested amount or the fair value. Impaired loans that are not troubled debt restructures and for which fair value measurement indicates an impairment loss are designated nonaccrual. A restructured loan that maintains current status for at least six months may be in accrual status. Please refer to Note 1: Summary of Significant Accounting Policies for additional information on evaluation of impaired loans and associated specific reserves, and policies regarding nonaccruals, past due status and charge-offs.

Troubled debt restructurings impact the estimation of the appropriate level of the allowance for loan losses. If the restructuring included forgiveness of a portion of principal or accrued interest, the charge-off is included in the historical charge-off rates applied to the collective evaluation methodology. Restructured loans are individually evaluated for impairment, and the amount of a restructured loan's book value in excess of its fair value is accrued as a specific allocation in the allowance for loan losses. If a TDR loan payment exceeds 90 days past due, it is examined to determine whether the late payment indicates collateral dependency or cash flows below those that were used in the fair value measurement. TDRs, as well as all impaired loans, that are determined to be collateral dependent are charged down to fair value. Deficiencies indicated by impairment measurements for TDRs that are not collateral dependent may be accrued in the allowance for loan losses or charged off if deemed uncollectible.

## Collectively-Evaluated Loans

The Company evaluated characteristics in the loan portfolio and determined major segments and smaller classes within each segment. These characteristics include collateral type, repayment sources, and (if applicable) the borrower's business model. The methodology for calculating reserves for collectively-evaluated loans is applied at the class level.

## Portfolio Segments and Classes

The segments and classes used in determining the allowance for loan losses are as follows.

## Real Estate Construction

Construction, residential

| Construction, other | Commercial Non Real Estate |
| :--- | :--- |
| Commercial and industrial |  |

Consumer Real Estate
Equity lines
Public Sector and IDA
Residential closed-end first liens
Public sector and IDA
Residential closed-end junior liens
Investor-owned residential real estate
Consumer Non Real Estate
Credit cards
Commercial Real Estate
Automobile
Multifamily real estate
Other consumer loans
Commercial real estate, owner-occupied
Commercial real estate, other

## Historical Loss Rates

The Company's allowance methodology for collectively-evaluated loans applies historical loss rates by class to current class balances as part of the process of determining required reserves. Class loss rates are calculated as the net charge-offs for the class as a percentage of average class balance. The Company averages loss rates for the most recent 8 quarters to determine the historical loss rate for each class.

Two loss rates for each class are calculated: total net charge-offs for the class as a percentage of average class loan balance ("class loss rate"), and total net charge-offs for the class as a percentage of average classified loans in the class ("classified loss rate"). Classified loans are those with risk ratings of "substandard" or lower. Net charge-offs in both calculations include charge-offs and recoveries of classified and non-classified loans as well as those associated with impaired loans. Class historical loss rates are applied to non-classified loan balances at the reporting date, and classified historical loss rates are applied to classified balances at the reporting date.

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## Risk Factors

In addition to historical loss rates, risk factors pertinent to credit risk for each class are analyzed to estimate reserves for collectively-evaluated loans. Factors include changes in national and local economic and business conditions, the nature and volume of classes within the portfolio, loan quality, loan officers' experience, lending policies and the Company's loan review system.

The analysis of certain factors results in standard allocations to all segments and classes. These factors include the risk from changes in lending policies, loan officers' average years of experience, unemployment levels, bankruptcy rates, interest rate environment, and competition/legal/regulatory environments. Factors analyzed for each class, with resultant allocations based upon the level of risk assessed for each class, include the risk from changes in loan review, levels of past due loans, levels of nonaccrual loans, current class balance as a percentage of total loans, and the percentage of high risk loans within the class. Additionally, factors specific to each segment are analyzed and result in allocations to the segment. Please refer to Note 1: Summary of Significant Accounting Policies of Form 10-K for a discussion of risk factors pertinent to each class.

Real estate construction loans are subject to general risks from changing commercial building and housing market trends and economic conditions that may impact demand for completed properties and the costs of completion. These risks are measured by market-area unemployment rates, bankruptcy rates, building market trends, and interest rates.

The credit quality of consumer real estate is subject to risks associated with the borrower's repayment ability and collateral value, measured generally by analyzing local unemployment and bankruptcy trends, local housing market trends, and interest rates.

The commercial real estate segment includes loans secured by multifamily residential real estate, commercial real estate occupied by the owner/borrower, and commercial real estate leased to non-owners. Loans in the commercial real estate segment are impacted by economic risks from changing commercial real estate markets, rental markets for multi-family housing and commercial buildings, business bankruptcy rates, local unemployment and interest rate trends that would impact the businesses housed by the commercial real estate.

Commercial non real estate loans are secured by collateral other than real estate, or are unsecured. Credit risk for commercial non real estate loans is subject to economic conditions, generally monitored by local business bankruptcy trends, and interest rates.

Public sector and IDA loans are extended to municipalities and related entities. Credit risk is based upon the entity's ability to repay and interest rate trends.

Consumer non real estate includes credit cards, automobile and other consumer loans. Credit cards and certain other consumer loans are unsecured, while collateral is obtained for automobile loans and other consumer loans. Credit risk stems primarily from the borrower's ability to repay, measured by average unemployment, average personal bankruptcy rates and interest rates.

Factor allocations applied to each class are increased for loans rated special mention and increased to a greater extent for loans rated classified. The Company allocates additional reserves for "high risk" loans. High risk loans include junior liens, interest only and high loan to value loans.

A detailed analysis showing the allowance roll-forward by portfolio segment and related loan balance by segment follows.

Activity in the Allowance for Loan Losses for the Nine Months Ended September 30, 2018

|  | Real Estat | Consumer |  | Commercial |  | Commercial |  | Public | Consumer |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | Non Real |  | Sector |  | UnallocatedTotal |  |  |
|  |  | Real |  | Real |  | Non Real |  |  | Real |  | Unallo | dotal |
|  |  |  |  |  |  | Estate |  | ID | Estate |  |  |  |
| Balance, December 31, 2017 | \$337 | \$ 2,027 |  | \$ 3,044 |  | \$ 1,072 |  | \$ 419 | \$ 707 |  | \$ 319 | \$7,925 |
| Charge-offs | --- | (36 | ) | --- |  | (107 | ) | --- | (344 | ) | --- | (487) |
| Recoveries | --- | 2 |  | 37 |  | 22 |  | --- | 121 |  | --- | 182 |
| Provision for (recovery of) loan losses | 137 | 185 |  | (42 | ) | (305 | ) | 151 | 240 |  | (273 | 93 |
| Balance, September 30, 2018 | \$474 | \$ 2,178 |  | \$ 3,039 |  | \$ 682 |  | \$ 570 | \$ 724 |  | \$ 46 | \$7,713 |

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|  | Activity in the Allowance for Loan Losses for the Nine Months Ended September 30, 2017 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Real Estat | Consumer <br> Real <br> Estate ruction |  | Commer <br> Real <br> Estate |  |  | Public <br> ${ }^{\text {al }}$ Sector <br> and | Consumer <br> Non |  | UnallocatedTotal |  |  |
|  |  |  |  | ialCommerci <br> Non Real <br> Estate |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  | Construction |  |  | Real |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  | IDA | Estate |  |  | \$8,300 |  |
| Balance, December 31, 2016 | \$438 | \$ 1,830 |  |  |  | \$ 3,738 |  | \$ 1,063 | \$330 | \$ 644 |  |  | \$ | 257 |
| Charge-offs | --- | (146 |  | (122 | ) | (73 | ) --- | (348 | ) | --- |  | (689) |
| Recoveries | --- | 1 |  | 44 |  | 14 | --- | 79 |  | --- |  | 138 |
| Provision for (recovery of) | (140) | 337 |  | 33 |  | 111 | 55 | 357 |  | (29 | ) | 724 |
| loan losses |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance, September 30, 2017 | \$298 | \$ 2,022 |  | \$ 3,693 |  | \$ 1,115 | \$385 | \$ 732 | \$ | 228 |  | \$8,473 |

Activity in the Allowance for Loan Losses for the Year Ended December 31, 2017


|  | Allowance for Loan Losses as of September 30, 2018 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Real Consumer Estate Real Constristatu |  | Commercial <br> Real <br> Estate |  | Non Real Estate | Public <br> ${ }^{\text {Sector }}$ and | Consumer |  |  |  |
|  |  |  | Non | UnallocatedTotal |  |  |
|  |  |  | Real |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  | IDA | Estate |  |  |  |
| Individually evaluated for impairment | \$--- | \$ 14 |  |  | \$ --- | \$ | 142 | \$ --- | \$ --- | \$ | --- | \$156 |
| Collectively evaluated for impairment | 474 | 2,164 | 3,039 |  |  | 540 | 570 | 724 |  | 46 | 7,557 |
| Total | \$474 | \$ 2,178 | \$ 3,039 | \$ | 682 | \$ 570 | \$ 724 |  | 46 | \$7,713 |


| Allowance for Loan Losses as of December 31, 2017 |  |  |  |
| :--- | :--- | :--- | :--- |
| Real Consumer CommercialCommercialPublic | Consumer UnallocatedTotal |  |  |
| Estate Real | Real | Non Real | Non |
| ConstrEistate | Estate | Estate | Real |

## Sector Estate and

IDA

| Individually evaluated for | $\$---$ | $\$ 16$ | $\$---$ | $\$ 160$ | $\$---$ | $\$ 1$ | $\$--$ | $\$ 177$ |  |
| :--- | ---: | :--- | :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| impairment |  |  |  |  |  |  |  |  |  |
| Collectively evaluated for | 337 | 2,011 | 3,044 | 912 | 419 | 706 | 319 | 7,748 |  |
| impairment | $\$ 337$ | $\$ 2,027$ | $\$ 3,044$ | $\$ 1,072$ | $\$ 419$ | $\$ 707$ | $\$ 319$ | $\$ 7,925$ |  |

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Loans as of September 30, 2018

|  | Real <br> Estate <br> Construc | Consumer <br> Real <br> Rishate | Commerci <br> Real <br> Estate | ICommercia <br> Non Real Estate | Public <br> ${ }_{\text {Sector }}$ <br> and | Consumer <br> Non |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  | Unallocateflotal |  |  |
|  |  |  |  |  |  | Real Estate |  |  |  |
|  |  |  |  |  | IDA |  |  |  |  |  |  |  |
| Individually evaluated for impairment | \$2,470 | \$1,688 | \$ 6,610 | \$ 1,149 | \$ --- | \$ 17 | \$ | - | \$11,934 |
| Collectively evaluated for impairment | 40,078 | 169,991 | 340,146 | 43,348 | 59,369 | 37,570 |  |  | 690,502 |
| Total | \$42,548 | \$ 171,679 | \$ 346,756 | \$ 44,497 | \$59,369 | \$ 37,587 |  | - | \$702,436 |

Loans as of December 31, 2017

|  | Real <br> Estate <br> Construc | Consumer <br> Real <br> cfistate | Commerci <br> Real <br> Estate |  Public <br> ICommercial  <br> Non Real Sector <br> Estate and |  | Consumer <br> Non |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  | RealUnallocatethotalEstate |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  | IDA |  |  |  |  |
| Individually evaluated for impairment | \$2,882 | \$ 1,267 | \$ 6,516 | \$ 1,229 | \$--- | \$ 30 | \$ | --- | \$11,924 |
| Collectively evaluated for impairment | 31,812 | 165,698 | 333,898 | 39,289 | 51,443 | 34,618 |  | --- | 656,758 |
| Total | \$34,694 | \$ 166,965 | \$ 340,414 | \$ 40,518 | \$51,443 | \$ 34,648 |  |  | \$668,682 |

A summary of ratios for the allowance for loan losses follows.

As of and for the

| Nine Months <br> Ended | Year <br> Ended |
| :--- | :--- |
| September, | December |
| 31, |  |
| $2018 \quad 2017$ | 2017 |

Ratio of allowance for loan losses to the end of period loans, net of unearned income and deferred fees and costs
Ratio of net charge-offs to average loans, net of unearned income and deferred fees and costs ${ }^{(1)}$
(1) Net charge-offs are on an annualized basis.

A summary of nonperforming assets follows.

|  | September 30, |  | $\begin{aligned} & \text { December } \\ & \text { 31, } \\ & 2017 \end{aligned}$ |
| :---: | :---: | :---: | :---: |
|  | 2018 | 2017 |  |
| Nonperforming assets: |  |  |  |
| Nonaccrual loans | \$220 | \$7 | \$ 6 |
| Restructured loans in nonaccrual | 2,856 | 3,149 | 2,763 |
| Total nonperforming loans | 3,076 | 3,156 | 2,769 |
| Other real estate owned, net | 2,214 | 2,923 | 2,817 |
| Total nonperforming assets | \$5,290 | \$6,079 | \$ 5,586 |
| Ratio of nonperforming assets to loans, net of unearned income and deferred fees and costs, plus other real estate owned | 0.75 | 0.92 | 0.83 |
| Ratio of allowance for loan losses to nonperforming loans ${ }^{(1)}$ | 250.75 | 268.4 | 286.20 |

The Company defines nonperforming loans as nonaccrual loans and restructured loans that are nonaccrual.
(1) Nonperforming loans do not include loans 90 days past due and still accruing or accruing restructured loans.

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A summary of loans past due 90 days or more and impaired loans follows.

(1) Recorded investment is net of charge-offs and interest paid while a loan is in nonaccrual status.

Nonaccrual loan relationships that meet the Company's balance threshold of $\$ 250$ and all TDRs are designated as impaired. The Company also designates as impaired other loan relationships that meet the Company's balance threshold of $\$ 250$ and for which the Company does not expect to collect according to the note's contractual terms. No interest income was recognized on nonaccrual loans for the nine months ended September 30, 2018 or September 30, 2017 or for the year ended December 31, 2017.

A detailed analysis of investment in impaired loans, associated reserves and interest income recognized, segregated by loan class follows.

Impaired Loans as of September 30, 2018
Principal Total Recorded Recorded Related
Balance Recorded Investment ${ }^{(1)}$ for Investment ${ }^{(1)}$ Allowance

Investment ${ }^{(1)}$ Which There is
No Which
There is a

(1) Recorded investment is net of charge-offs and interest paid while a loan is in nonaccrual status.
(2) Only classes with impaired loans are shown.

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## Real Estate Construction ${ }^{(2)}$

| Construction 1-4 family residential | \$2,882 | \$ 2,882 | \$ 2,882 | \$ --- | \$ | --- |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer Real Estate ${ }^{(2)}$ |  |  |  |  |  |  |
| Residential closed-end first liens | 807 | 768 | 590 | 178 |  | 10 |
| Residential closed-end junior liens | 174 | 174 | --- | 174 |  | 6 |
| Investor-owned residential real estate | 347 | 325 | 325 | --- |  | --- |
| Commercial Real Estate ${ }^{(2)}$ |  |  |  |  |  |  |
| Multifamily real estate | 303 | 303 | 303 | --- |  | --- |
| Commercial real estate, owner occupied | 3,619 | 3,611 | 3,611 | --- |  | --- |
| Commercial real estate, other | 2,921 | 2,602 | 2,602 | --- |  | --- |
| Commercial Non Real Estate ${ }^{(2)}$ |  |  |  |  |  |  |
| Commercial and industrial | 1,236 | 1,229 | 126 | 1,103 |  | 160 |
| Consumer Non Real Estate ${ }^{(2)}$ |  |  |  |  |  |  |
| Automobile | 30 | 30 | 5 | 25 |  | 1 |
| Total | \$ 12,319 | \$ 11,924 | \$ 10,444 | \$ 1,480 | \$ | 177 |

${ }^{(1)}$ Recorded investment is net of charge-offs and interest paid while a loan is in nonaccrual status.
${ }^{(2)}$ Only classes with impaired loans are shown.

The following tables show the average recorded investment and interest income recognized for impaired loans.

|  | For the Nine Months <br> Ended |
| :--- | :--- |
|  | September 30, 2018 <br> Average Interest |
|  | RecordedIncome |

For the Nine Months
Ended
September 30, 2018
Average Interest
RecordedIncome
InvestmerRédognized
Construction 1-4 family residential \$2,697 \$ 108
Consumer Real Estate ${ }^{(\mathbf{2})}$

| Residential closed-end first liens | 891 | 40 |
| :---: | :---: | :---: |
| Residential closed-end junior liens | 162 | 7 |
| Investor-owned residential real estate | 661 | 18 |
| Commercial Real Estate ${ }^{(2)}$ |  |  |
| Multifamily real estate | 298 | 12 |
| Commercial real estate, owner occupied | 3,934 | 145 |
| Commercial real estate, other | 2,829 | 55 |
| Commercial Non Real Estate ${ }^{(2)}$ |  |  |
| Commercial and industrial | 1,188 | 28 |
| Consumer Non Real Estate ${ }^{(2)}$ |  |  |
| Automobile | 24 | 1 |
| Total | \$12,684 | 414 |

(1) Recorded investment is net of charge-offs and interest paid while a loan is in nonaccrual status.
(2) Only classes with impaired loans are shown.

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Real Estate Construction ${ }^{(2)}$
Construction 1-4 family residential $\quad \$ 3,323 \quad \$ 133$
Consumer Real Estate ${ }^{(\mathbf{2})}$
Residential closed-end first liens 1,107 30
Residential closed-end junior liens $188 \quad 8$
Investor-owned residential real estate 33312
Commercial Real Estate ${ }^{(2)}$
Multifamily real estate $310 \quad 12$
Commercial real estate, owner occupied $\quad 3,420 \quad 140$
Commercial real estate, other $\quad 2,658 \quad 45$
Commercial Non Real Estate ${ }^{(2)}$
Commercial and industrial $1,187 \quad 6$
Consumer Non Real Estate
Automobile 151
Total
\$12,541 \$ 387
(1) Recorded investment is net of charge-offs and interest paid while a loan is in nonaccrual status.
(2) Only classes with impaired loans are shown.

For the Year Ended
December 31, 2017
Average Interest

## RecordedIncome

Investmerkedognized

## Real Estate Construction ${ }^{(2)}$

Construction 1-4 family residential \$3,298 \$ 177
Consumer Real Estate ${ }^{(\mathbf{2})}$
Residential closed-end first liens $781 \quad 57$
Residential closed-end junior liens 185
Investor-owned residential real estate 329 1
Commercial Real Estate ${ }^{(2)}$
Multifamily real estate
748
16

Commercial real estate, owner occupied 4,047 200
Commercial real estate, other 2,638
Commercial Non Real Estate ${ }^{(2)}$
Commercial and industrial 1,282 64
Consumer Non Real Estate ${ }^{(2)}$
Automobile $36 \quad 2$
Total \$13,344 \$ 528
(1) Recorded investment is net of charge-offs and interest paid while a loan is in nonaccrual status.
(2) Only classes with impaired loans are shown.

The Company reviews nonaccrual loans on an individual loan basis to determine whether future payments are reasonably assured. To satisfy this criteria, the Company's evaluation must determine that the underlying cause of the original delinquency or weakness that indicated nonaccrual status has been resolved, such as receipt of new guarantees, increased cash flows that cover the debt service or other resolution. Nonaccrual loans that demonstrate reasonable assurance of future payments and that have made at least six consecutive payments in accordance with repayment terms and timeframes may be returned to accrual status.

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An analysis of past due and nonaccrual loans follows.

September 30, 2018

|  | $\begin{aligned} & 30-89 \\ & \text { Days } \end{aligned}$ | 90 or <br> More | 90 or <br> More <br> Days |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Past Due and | $\begin{aligned} & \text { Days } \\ & \text { Past } \end{aligned}$ | Past Due and | Nonaccruals ${ }^{(2)}$ |
|  | Accruing | Due | Accruing |  |
| Consumer Real Estate ${ }^{(1)}$ |  |  |  |  |
| Equity lines | 70 | --- | --- | --- |
| Residential closed-end first liens | 1,388 | 63 | 38 | 163 |
| Residential closed-end junior liens | 12 | --- | --- | --- |
| Investor-owned residential real estate | 54 | --- | --- | 200 |
| Commercial Real Estate ${ }^{(1)}$ |  |  |  |  |
| Multifamily real estate | 294 | 195 | --- | 195 |
| Commercial real estate, owner-occupied | 379 | --- | --- | --- |
| Commercial real estate, other | --- | 2,510 | --- | 2,510 |
| Commercial Non Real Estate ${ }^{(1)}$ |  |  |  |  |
| Commercial and industrial | 196 | --- | --- | 8 |
| Consumer Non Real Estate ${ }^{(1)}$ |  |  |  |  |
| Credit cards | 7 | 5 | 5 | --- |
| Automobile | 322 | 10 | 10 | --- |
| Other consumer loans | 46 | 10 | 10 | --- |
| Total | \$ 2,768 | \$2,793 | \$ 63 | \$ 3,076 |

${ }^{(1)}$ Only classes with past-due or nonaccrual loans are shown.
(2) Includes current and past due loans in nonaccrual status. Includes impaired loans in nonaccrual status.

December 31, 2017

| - | $\begin{aligned} & 30-89 \\ & \text { Days } \end{aligned}$ | 90 or More | 90 or <br> More |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Past Due and | Days <br> Past | Days Past <br> Due | Nonaccruals ${ }^{(2)}$ |
|  | Accruing | Due | and Accruing |  |
| Consumer Real Estate ${ }^{(1)}$ |  |  |  |  |
| Residential closed-end first liens | \$ 637 | \$16 | \$ 11 | \$ 145 |


(1) Only classes with past-due or nonaccrual loans are shown.
(2) Includes current and past due loans in nonaccrual status. Includes impaired loans in nonaccrual status.

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The estimate of credit risk for non-impaired loans is obtained by applying allocations for internal and external factors. The allocations are increased for loans that exhibit greater credit quality risk.

Credit quality indicators, which the Company terms risk grades, are assigned through the Company's credit review function for larger loans and selective review of loans that fall below credit review thresholds. Loans that do not indicate heightened risk are graded as "pass." Loans that appear to have elevated credit risk because of frequent or persistent past due status, which is less than 75 days, or that show weakness in the borrower's financial condition are risk graded "special mention." Loans with frequent or persistent delinquency exceeding 75 days or that have a higher level of weakness in the borrower's financial condition are graded "classified." Classified loans have regulatory risk ratings of "substandard" and "doubtful." Allocations are increased by $50 \%$ and by $100 \%$ for loans with grades of "special mention" and "classified," respectively.

Determination of risk grades was completed for the portfolio as of September 30, 2018 and December 31, 2017.

The following displays collectively-evaluated loans by credit quality indicator.

September 30, 2018

|  | Pass ${ }^{(1)}$ | Special |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
|  |  | Mention ${ }^{(1)}$ | Classified ${ }^{(1)}$ |  |
| Real Estate Construction |  |  |  |  |
| Construction, 1-4 family residential | \$9,281 | \$ --- | \$ | --- |
| Construction, other | 30,776 | 21 |  | --- |
| Consumer Real Estate |  |  |  |  |
| Equity lines | 16,653 | 296 |  | --- |
| Closed-end first liens | 87,835 | 916 |  | 590 |
| Closed-end junior liens | 4,059 | --- |  | --- |
| Investor-owned residential real estate | 59,642 | --- |  | --- |
| Commercial Real Estate |  |  |  |  |
| Multifamily residential real estate | 93,296 | --- |  | 195 |
| Commercial real estate owner-occupied | 122,589 | 74 |  | 32 |
| Commercial real estate, other | 123,960 | --- |  | --- |
| Commercial Non Real Estate |  |  |  |  |
| Commercial and industrial | 43,176 | 167 |  | 5 |
| Public Sector and IDA |  |  |  |  |
| States and political subdivisions | 59,369 | --- |  | --- |
| Consumer Non Real Estate |  |  |  |  |
| Credit cards | 5,564 | --- |  | --- |
| Automobile | 15,912 | 78 |  | 49 |
| Other consumer | 15,934 | 24 |  | 9 |
| Total | \$688,046 | \$ 1,576 | \$ | 880 |

(1) Excludes impaired, if any.

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The following displays collectively-evaluated loans by credit quality indicator.

December 31, 2017


## Sales. Purchases and Reclassification of Loans

The Company finances mortgages under "best efforts" contracts with mortgage purchasers. The mortgages are designated as held for sale upon initiation. There have been no major reclassifications from portfolio loans to held for sale. Occasionally, the Company purchases or sells participations in loans. All participation loans purchased met the Company's normal underwriting standards at the time the participation was entered. Participation loans are included in the appropriate portfolio balances to which the allowance methodology is applied.

## Troubled Debt Restructurings

From time to time the Company modifies loans in troubled debt restructurings. Total troubled debt restructurings amounted to $\$ 10,700$ at September 30, 2018, $\$ 7,897$ at December 31, 2017, and $\$ 7,964$ at September 30, 2017.

The following table presents restructurings by class that occurred during the three month period ended September 30, 2018.

## Restructurings That Occurred During the Three Months

## Ended September 30, 2018

Pre-Modification
Number
of Outstanding
Outstanding

## ConPrintspal

Balance
Principal Balance
Residential Real Estate

| Investor owned real estate | $\mathbf{2}$ | $\mathbf{\$}$ | $\mathbf{3 3 8}$ | $\mathbf{\$}$ | $\mathbf{3 3 8}$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Total | $\mathbf{2}$ | $\mathbf{\$}$ | $\mathbf{3 3 8}$ | $\mathbf{\$}$ | $\mathbf{3 3 8}$ |

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The restructurings completed during the three-month period ended September 30, 2018 provided payment relief to the borrowers without forgiving principal or interest. One loan was restructured to provide for a 12 -month interest-only period, after which the loan will be re-evaluated. The impairment measurement was based on the fair value of collateral and did not result in a specific allocation. The second restructure consolidated debt at a longer term, provided a rate reduction for certain of the loans consolidated but increased the interest rate on certain other loans consolidated, and capitalized interest. The impairment measurement was based upon the present value of cash flows and did not result in a specific allocation.

The following table presents restructurings by class that occurred during the nine month period ended September 30, 2018.

| Real Estate Construction <br> Construction, other | $\mathbf{2}$ | $\mathbf{\$}$ | $\mathbf{2 , 8 8 2}$ | $\mathbf{\$}$ |
| :--- | :--- | :--- | :--- | :--- |
| Residential Real Estate | $\mathbf{2}$ | $\mathbf{3 3 8}$ |  |  |
| Investor owned real estate <br> Commercial Real Estate |  |  | $\mathbf{3 3 8}$ |  |
| Commercial real estate owner-occupied | $\mathbf{2}$ | $\mathbf{7 1 5}$ |  | $\mathbf{7 1 5}$ |
| Total | $\mathbf{6}$ | $\mathbf{\$ 3 , 9 3 5}$ | $\mathbf{\$}$ | $\mathbf{3 , 9 3 5}$ |

Restructurings That Occurred During the Nine Months

Ended September 30, 2018
Pre-Modification
Number of Outstanding

Outstanding
ConiPrintspal
Balance
Construction, other
Residential Real Estate
Investor owned real estate
Commercial Real Estate
Commercial real estate owner-occupied
Total
6 \$ 3,935
\$ 3,935

The Company restructured six loans during the nine month period ended September 30, 2018. Each of the construction loans were restructured to extend the maturity and interest only period. Impairment measurements were based on the fair value of the collateral and did not result in a specific allocation.

One of the investor owned real estate loans was restructured to provide for a 12-month interest-only period, after which the loan will be reevaluated. The impairment measurement was based on the fair value of collateral and did not result in a specific allocation. The second investor owned residential real estate loan consolidated debt at a longer term, provided a rate reduction for certain of the loans consolidated but increased the interest rate on certain other loans consolidated, and capitalized interest. The impairment measurement was based upon the present value of cash flows and did not result in a specific allocation.

Two commercial real estate loans were restructured to provide a 12 -month interest-only period. When the interest-only period expires, the commercial real estate loans will be re-amortized for a longer term. The impairment measurements were based upon the present value of cash flows and did not result in a specific allocation for either
loan.

The following table present restructurings by class that occurred during the three month period ended September 30, 2017.

## Restructurings That Occurred During the Three Months

Ended September 30, 2017

## Pre-Modification

Number
of Outstanding
Outstanding
Conliprintspal
Balance
Commercial Non Real Estate
Commercial and industrial
Consumer Non Real Estate Automobile

2 \$ 1,116 Principal Balance

Total
$2 \quad 14$
14
4 \$ 1,130
\$ 1,130

Each of the restructurings completed during the three-month period ended September 30, 2017 provided payment relief to the borrowers without forgiving principal or interest. The two commercial non-real estate loans were restructured to reduce monthly debt service by increasing the amortization period and reducing the rate. Impairment measurement, based on the present value of cash flows, indicated a specific reserve for each of the commercial non-real estate loans. The two automobile loans were restructured pursuant to Chapter 13 bankruptcy requirements, reducing the interest rate and re-amortizing over a longer term to provide monthly debt service relief. Impairment measurement was based on the present value of cash flows method and resulted in specific allocations for each loan.

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The following table presents restructurings by class that occurred during the nine month period ending September 30, 2017.

|  | Restructurings That Occurred During <br> the Nine Months |  |
| :--- | :--- | :--- | :--- |
|  | Ended September 30, 2017 <br> Pre-Modification | Post-Modification |
|  | Number <br> of | Outstanding |$\quad$ Outstanding

Each of the restructurings completed during the nine-month period ended September 30, 2017 provided payment relief to the borrowers without forgiving principal or interest. The commercial real estate loan was restructured to reduce monthly debt service by lowering the interest rate and changing the interest method from variable to fixed. Interest was capitalized and the loan was re-amortized over a longer term. Impairment measurement, based on the present value of cash flows, did not result in a specific allocation. The loan is in nonaccrual status and all payments made during the nonaccrual period are credited fully to principal, reducing the book balance below the present value of cash flows. The four commercial non-real estate loans were restructured to reduce monthly debt service by increasing the amortization period. Three of the commercial non-real estate loans received rate reductions, and the interest method on one commercial non-real estate loan was changed from variable to fixed. Impairment measurement, based on the present value of cash flows, indicated a specific reserve for two of the commercial non-real estate loans. The two automobile loans were restructured pursuant to Chapter 13 bankruptcy requirements, reducing the interest rate and re-amortizing over a longer term to provide monthly debt service relief. Impairment measurement was based on the present value of cash flows method and resulted in specific allocations for each loan.

The Company analyzed its TDR portfolio for loans that defaulted during the three and nine month periods ended September 30, 2018 and September 30, 2017, and that were modified within 12 months prior to default. For these purposes, the Company defines default as one or more payments that occur more than 90 days past the due date, charge-offs, or foreclosure after the date of restructuring. Of the restructured loans that defaulted during the three and nine month periods ended September 30, 2018 and September 30, 2017, none were modified within 12 months prior to default.

## Note 4: Securities

The amortized costs, gross unrealized gains, gross unrealized losses and fair values for securities available for sale by major security type are as follows.

|  | September 30, 2018 <br> Gross Gross |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amortized |  |  | Fair |
|  |  | Unrealized | Unrealized |  |
|  | Costs |  |  | Values |
|  |  | Gains | Losses |  |
| Available for Sale: |  |  |  |  |
| U.S. Government agencies and corporations | \$329,455 | \$ 267 | \$ 9,751 | \$319,971 |
| States and political subdivisions | 121,515 | 1,272 | 1,704 | 121,083 |
| Mortgage-backed securities | 632 | 47 | --- | 679 |
| Corporate debt securities | 7,003 | 14 | 265 | 6,752 |
| Total securities available for sale | \$458,605 | \$ 1,600 | \$ 11,720 | \$448,485 |

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|  | December 31, 2017 <br> Gross |  | Gross |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | Amortized |  | Fnrealized | Unrealized |  |
|  | Costs |  | Fair |  | Values |
|  |  | Gains | Losses |  |  |
| Available for Sale: |  |  |  |  |  |
| U.S. Government agencies and corporations | $\$ 312,604$ | $\$$ | 609 | $\$ 5,494$ | $\$ 307,719$ |
| States and political subdivisions | 16,853 | 100 | 119 | 16,834 |  |
| Mortgage-backed securities | 602 | 57 | --- | 659 |  |
| Corporate debt securities | 6,016 | 188 | 29 | 6,175 |  |
| Total securities available for sale | $\$ 336,075$ | $\$$ | 954 | $\$ 5,642$ | $\$ 331,387$ |

The amortized cost and fair value of single maturity securities available for sale at September 30, 2018, by contractual maturity, are shown below. Expected maturities may differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties. Mortgage-backed securities included in these totals are categorized by final maturity.

## Available for Sale:

Due in one year or less
Due after one year through five years
Due after five years through ten years Due after ten years
Total securities available for sale

September 30, 2018
AmortizedFair
Cost Value
\$81,642 \$81,455
184,604 179,518
97,187 94,744
95,172 92,768
\$458,605 \$448,485

Prior to the second quarter of 2018, the Company designated securities in its portfolio as either available for sale or held to maturity. During the second quarter of 2018, the Company re-designated all of its held to maturity securities to available for sale. The securities were re-designated to provide opportunities to maximize asset utilization. At the time of transfer, the securities had a fair value of $\$ 119,790$ and an amortized cost of $\$ 118,662$, resulting in an unrealized gain of $\$ 1,128$ which was added to accumulated other comprehensive income.

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The amortized costs, gross unrealized gains, gross unrealized losses and fair values for securities held to maturity as of December 31, 2017 by major security type are as follows.


Information pertaining to securities with gross unrealized losses aggregated by investment category and length of time that individual securities have been in a continuous loss position, follows.

| September 30, |  |
| :--- | :--- |
| 2018 |  |
| Less | $\mathbf{1 2}$ |
| Than | Months |
| $\mathbf{1 2}$ |  |
| Months | or More |
| Fair |  |
| Value |  |
|  |  |

