## CITIZENS BANCORP CITIZENS BANK <br> BANK OF CELINA • LIBERTY STATE BANK

 SMITH COUNTY BANK•TRADERS BANK AMERICAN BANK \& TRUST

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For most of 2020, we dealt with the challenges of protecting the bank and our employees, and of taking care of our customers, under the threat of the COVID-19 pandemic. Thankfully, the pandemic caused minimal economic impact to your Company. While we lost friends, customers, and one employee, the virus has not had the economic impact we feared. Most businesses suffered moderate economic decline, the credit quality of our loan portfolio deteriorated only modestly, and slower economic activity allowed for only minimal organic growth in our loan portfolio. Our approach of ensuring the health and safety of our customers and our employees, and of assisting those customers for whom COVID-19 had a negative financial impact, proved to be the proper response. We are thankful the impact of COVID-19 on your company wasn't worse.

For 2020, Citizens Bancorp Investment, Inc. recorded net income of $\$ 10.8$ million, a decrease of 3.5\% from 2019. Earnings declined in 2020 due primarily to higher expenses associated with the acquisition of American Bancshares Corporation on December 1, 2020. Lower net interest income at Citizens Bank due to the significant decline in interest rates in March 2020 was offset by the addition of American Bank's net interest income in December 2020. Net interest income before loan loss provision remained flat at $\$ 33.4$ million, non-interest income remained flat at $\$ 7.4$ million, non-interest expense increased $3.1 \%$ to $\$ 26.2$ million, and provision for loan losses increased $4.8 \%$ to $\$ 1.36$ million. Net loan charge-offs in 2020 were $0.07 \%$ of average loans outstanding, or relatively flat compared to 2019. Our return on average equity was $8.96 \%$ for 2020 and our return on average assets was $0.95 \%$. We ended the year 2020 with $\$ 126.8$ million in capital, or $9.48 \%$ of total assets. We also had a strong allowance for loan losses at $1.22 \%$ of loans.

On December 1, 2020, the Company completed the previously announced acquisition of American Bancshares Corporation and its subsidiary, American Bank \& Trust (AB\&T). AB\&T operates three offices in Cookeville and Livingston, Tennessee, and had assets of $\$ 285$ million, gross loans of $\$ 200$ million, and deposits of $\$ 259$ million at November 30, 2020. Subsequent to the acquisition, Citizens Bancorp had assets of $\$ 1.34$ billion at December 31, 2020, an increase of $41.8 \%$ from 2019. Loans increased $32.5 \%$ to $\$ 812$ million, and deposits increased $51.1 \%$ to $\$ 1.1$ billion. In addition to the acquisition, a flight to safety by our customers during 2020 increased deposits by almost $\$ 108$ million at Citizens Bank.

The Paycheck Protection Program (PPP) afforded the opportunity for loan growth as Citizens Bank originated almost $\$ 31$ million in PPP loans in 2020, yielding over $\$ 1.3$ million in future fee income (much of the fee income has been deferred until the loans are forgiven by the Small Business Administration). Under the latest round of PPP loans in 2021, the Bank has originated almost \$19 million in loans, yielding \$2.1 million in fee income as of mid-March 2021.

Your board and management have continued to move forward with our plan to help the market price of our stock reflect a realistic market value. After a pause in our plan during 2020 due to the COVID-19 pandemic and depressed prices for bank stocks, we have recently obtained approval for the "ticker" symbol CBTN for our stock, and we expect to start listing the stock with the OTCQX stock listing service soon after our shareholders meeting on May 13, 2021. This will allow holding of the stock in a brokerage account and make our stock easier to buy and sell. We will contact you as we complete these actions to help you take full advantage of these services.

Finally, we are sad to announce the passing of our good friend, director and former leader, Charlie Darnell, on March 1, 2021. Charlie retired as CEO of Citizens Bank and of the holding company in 2005; however, he remained actively involved on our board and loan committees. A former Chairman of the Tennessee Bankers Association, Charlie was well known in Tennessee banking circles, the American Bankers Association, and as a youth league baseball coach for 45 years. He was a legend in Tennessee banking, and we will miss him.

At our shareholders meeting on May 13, 2021, Mrs. Gail Srygley and Mr. Ransom Jones will retire from our board of directors after seventeen years each of exemplary service to the company. Longtime shareholders and supporters of the bank, Srygley and Jones provided sage advice and undying support to our company. We will be forever grateful for their service.

As the coronavirus vaccine is rolled out to the citizens of our country, management and your board are optimistic and confident your bank will continue to prosper. With our new, larger size and greater resolve, we are committed to moving this company forward to higher levels of growth and prosperity. We are excited you are on this journey with us!

We appreciate your investment in and support for our company. Please refer your family and friends to us for their banking needs.


Peter G. Williston
Chairman and Chief Executive Officer
Citizens Bancorp Investment, Inc.


Citizens Bank of Lafayette, Tennessee, opened for business in 1909 with $\$ 12,000$ in capital provided by local investors. The bank survived the Great Depression in the 1930s and was strong enough to acquire the Farmers and Merchants Bank in Lafayette in 1931.

Citizens Bank operated from a single location until 1974 when it opened its first branch. The bank opened additional branches in 1977, 1987, and 2016. We acquired the Bank of Celina, Tennessee, in 1987, two branches in Carthage, Tennessee, in 1993, and purchased a majority interest in Liberty State Bank in 1999. In 2009, Citizens Bank acquired another branch in Gainesboro, Tennessee, and in 2013, Citizens Bancorp merged Liberty into Citizens Bank. Finally, we acquired Traders Bank, in Tullahoma, Tennessee, in 2015, and American Bank \& Trust of the Cumberlands, in Livingston, Tennessee, in 2020.

Charles Darnell was named President and CEO in 1973, at which time the bank had assets of \$14 million. In 2005, Citizens Bancorp had assets of $\$ 380$ million when Charlie Darnell retired as CEO, Joe Carter was named President, and Peter Williston became CEO. Carter retired in 2019, and Tommy Anderton became President.

Recent efforts to transform our culture to create a great working environment for our employees, instill an attitude of service for our customers, and establish a community first culture have proven very successful in creating an even greater bank with over $\$ 1.3$ billion in assets!


## MEETING THE NEEDS OF OUR COMMUNITY



As of March 2021, Citizens Bank has loaned almost \$52 million, with 1,681 Payroll Protection Program Loans made to businesses across our footprint.

Not only were businesses affected by the recent pandemic, but a large portion of our customers found themselves out of work or without a regular source of income for a period of time. Citizens Bank once again stepped up in the community and offered COVID extensions on loans. This supported the immediate and ongoing needs of our customers during a time of uncertainty. Our loan extension program has helped
810 families over the last year.

The heart of all our communities is the local school system and its students. Schools across our nation were facing the reality of virtual learning and uncertain schedules. Citizens Bank's award-winning LiFE Program (Literacy in Financial Education) offered a web-based learning platform that brought critical financial concepts to life wherever the student received their education. This financial literacy program fit nicely as a go-to tool for teachers whose students were learning virtually or by an adaptive, on-campus classroom. In 2020, 1,186 students have completed $\mathbf{2 , 0 7 9}$ hours in our LiFE Program and showed a 30\% knowledge gain on financial topics. Our LiFE Program is setting up our future citizens with the tools they need to thrive and succeed!


## BOARD OF DIRECTORS

Thomas E. Anderton
President, Citizens Bancorp Investment Inc, and Citizens Bank, Shelbyville, TN

Joe M. Carter
Banker (retired), Lafayette, TN
W. Ransom Jones

Larco Medical Equipment, Lascassas, TN
Eugene R. London, Jr.
Systems Integration/Modeling \& Simulation, Inc.
Tullahoma, TN
Jon Alan Long
Dentist, Carthage, TN
F. Tom McCall
D.T. McCall \& Sons, Lafayette, TN

Cynthia A. McClard
Pharmacy Consultant/Store Owner, Brentwood, TN
Tony H. Polston
BD Polston Building Supply, Lafayette, TN
Michael W. Reese
Reese's Piggly Wiggly, Castalian Springs, TN
Gail L. Srygley
Educator (retired), Nashville, TN
Peter G. Williston
Chairman and CEO, Citizens Bancorp Investment Inc, and
Citizens Bank, Lafayette, TN

## ADVISORY BOARD MEMBERS

CLAY COUNTY
Michael K. Bailey Jay R. Cassetty Richard N. Denton
Mary Ann Hamilton
Linda S. Key
K. Michael Robbins

Allen W. West
Peter G. Williston

## JACKSON COUNTY

Jay R. Cassetty Wesley M. Cassetty Richard Z. Chaffin Jerry R. Driver Donnie G. Elkins Joe V. Halfacre James R. Montgomery K. Michael Robbins Peter G. Williston

## SMITH COUNTY

Jay R. Cassetty Kenneth R. Frye John E. McCall Patrick L. Nixon K. Michael Robbins Thomas A. White Peter G. Williston Kevin S. Young

TRADERS BANK
Thomas E. Anderton Russell K. Barrett Mary W. Beard Jeremy B. Bell William A. Bobo Robert M. Brainard MaxJ. Christopher Thomas H. Copeland Tommy Hodges David E. Johnson John D. McCord William J. Orr Stephen L. Philpot Benjamin J. Smith Donna M. Stone Peter G. Williston

## LAFAYETTE MAIN OFFICE

400 Highway 52 West
Lafayette, TN 37083
(615) 666-2195

LAFAYETTE PUBLIC SQUUARE BRANCH
201 West Locust Street
Lafayette, TN 37083
(615) 666-2196

LAFAYETTE SCOTTSVILLE RD BRANCH
1108 Scottsville Road
Lafayette, TN 37083
(615) 666-4677

RED BOILING SPRINGS BRANCH
32 Carthage Road
Red Boiling Springs, TN 37150
(615) 699-2205

## WESTMORELAND BRANCH

990 New Highway 52
Westmoreland, TN 37186
(615) 644-2119

GAINESBORO BRANCH
116 S Grundy Quarles Highway
Gainesboro, TN 38562
(931) 268-2141

## BANK OF CELINA

CELINA BRANCH
101 East Lake Avenue
Celina, TN 38551
(931) 243-3161

## SMITH COUNTY BANK

## CARTHAGE BRANCH

50 North Main Street
Carthage, TN 37030
(615) 735-2800

GORDONSVILLE BRANCH
411 Gordonsville Highway Gordonsville, TN 38563 (615) 683-1919

LIBERTY BRANCH
311 East Main Street
Liberty, TN 37095
(615) 536-5101

## ALEXANDRIA BRANCH

100 North Public Square
Alexandria, TN 37012
(615) 529-2375

## SMITHVILLE BRANCH

735 South Congress Boulevard
Smithville, TN 37166
(615) 597-2265

LEBANON N. CUMBERLAND BRANCH
214 North Cumberland Street
Lebanon, TN 37087
(615) 449-4441

LEBANON W. MAIN BRANCH
1035 West Main Street
Lebanon, TN 37087
(615) 444-4166

## TRADERS BANK

## TULLAHOMA MAIN OFFICE

120 North Jackson Street
Tullahoma, TN 37388
(931) 455-3426

## TULLAHOMA BRANCH

412 West Lincoln Street
Tullahoma, TN 37388
(931) 455-2391

MANCHESTER BRANCH
1207 Hillsboro Boulevard
Manchester, TN 37355
(931) 728-1474

## SHELBYVILLE BRANCH

1602 North Main Street Shelbyville, TN 37160 (931) 680-3500

WINCHESTER BRANCH
2695 Decherd Boulevard Winchester, TN 37398 (931) 967-3755

## BOARD OF DIRECTORS

Thomas E. Anderton
President, Citizens Bancorp Investment Inc,
Shelbyville, TN
John Kelly Coleman
Construction Company Owner, Livingston, TN
Kenneth Copeland
Retired County Mayor/Farmer, Livingston, TN
J. Steve Daniels

Attorney, Livingston, TN
Marty L. Maynord
Director and CEO, Livingston, TN
Buckie D. Parsons
Dentist, Livingston, TN
Ryan T. Smith
Director and President, Cookeville, TN
Peter G. Williston
Chairman and CEO, Citizens Bancorp Investment Inc,
Lafayette, TN

AMERICAN
Bank\&Trust
Of The Cumberlands

LIVINGSTON MAIN OFFICE
808 West Main Street
Livingston, TN 38570
(931) 823-2265

COOKEVILLE NEAL STREET BRANCH
1450 Neal Street
Cookeville, TN 38501
(931) 526-48009

COOKEVILLE WILLOW AVENUE BRANCH
123 North Willow Avenue
Cookeville, TN 38501
(931) 526-4800

Citizens Bancorp Investment, Inc. completed the acquisition of American Bancshares Corp., the parent company of American Bank \& Trust of the Cumberlands (AB\&T) on December 1, 2020. As of November 30, 2020, AB\&T had $\$ 285$ million in assets, $\$ 200$ million in gross loans and $\$ 259$ million in deposits.

In addition to its headquarters in Livingston, Tennessee, $A B \& T$ operates two branches in Cookeville, Tennessee, the commercial hub of the Upper Cumberland Region of Tennessee. From its three locations, AB\&T operates a robust mortgage lending operation, thereby enhancing Citizens Bancorp's product offerings and earnings. Further, the combination of the banks has expanded the bank's lending capacity, which will help growing and thriving businesses that want to remain with a community bank for a higher level of service. Once the merger of the banks occurs, the combination will create the largest bank headquartered in the Upper Cumberland Region of Tennessee and the 15th largest bank in the state of Tennessee.

Management expects AB\&T will merge with Citizens Bank in the third quarter of 2021. AB\&T's offices in Livingston and Cookeville will continue to operate under their current name for a period of time.

Marty Maynord, AB\&T CEO, and Ryan Smith, AB\&T President, will continue to serve in their current roles until the merger into Citizens Bank in late 2021. Following the merger of the banks, Maynord and Smith will each serve as Executive Vice Presidents of Citizens Bank.


## SUMMARY FINANCIAL RESULTS

## - HISTORICAL PERFORMANCE

## 2020 TOTAL ASSETS <br> (MILIONS) \$1,337.4

2020 RETURN ON AVERAGE ASSETS

(PERCENTAGE) .95\%

2020 TOTAL DEPOSITS
(MILIONs) $\mathbf{\$ 1 , 1 4 8 . 0}$

## 2020 NET LOANS

2020 STOCKHOLDERS' EQUITY
(MILLIONS)

2020 RETURN ON AVERAGE EQUITY
(PERCENTAGE) 8.96\%

## FINANCIALS

## CITIZENS BANCORP INVESTMENT, INC.

 Lafayette, TennesseeConsolidated Financial Statements
December 31, 2020 and 2019
(With Independent Auditor's Report Thereon)

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Stephen M. Maggart, CPA, ABV, LFF<br>」. Mark Aller, LPA<br>Joshua K. Cundiff, CPA<br>Michael T. Holland, CFA, ABV, LFF<br>M. Todd Maggart, CPA, ABV, LFF<br>Michael F. Murphy, CPA<br>P. Jason Ricciardi CPA, CEMA<br>David B. von Dohlen, CPA<br>T. Keith Wilson, CPA, LITP



The Board of Directors Citizens Bancorp Investment, Inc.:

We have audited the accompanying consolidated financial statements of Citizens Bancorp Investment, Inc. and its Subsidiaries ("the Company"), which comprise the consolidated balance sheets, as of December 31, 2020 and 2019, and the related consolidated statements of earnings, comprehensive earnings, changes in stockholders' equity and cash flows for the years then ended, and the related notes to the consolidated financial statements.

## Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

## Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

The Board of Directors<br>Citizens Bancorp Investment, Inc.<br>Page Two

## Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Citizens Bancorp Investment, Inc. and Subsidiaries as of December 31, 2020 and 2019, and the results of its operations and its cash flows for the years then ended, in accordance with accounting principles generally accepted in the United States of America.

## Report on Consolidating Information

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating financial information presented in Schedules 1 and 2 are presented for purposes of additional analysis and are not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The consolidating information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the consolidating information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

$$
\text { Maggart } \frac{6}{4} \text { Associates, P.C. }
$$

April 13, 2021

## Consoliduted Balance Clheets <br> December 31, 2020 and 2019

| (In Thousands, except share data) | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |
| Loans, net of allowance for loan losses of \$9,852 and \$8,964, respectively ...................................................... | \$ | 799,314 | \$ | 603,707 |
| Loans held for sale ................................................................................................................................... |  | 2,786 |  | - |
| Debt securities, available-for-sale, at market (amortized cost \$254,554 and \$239,636, respectively).................... |  | 262,363 |  | 242,041 |
| Marketable equity securities, at market (cost \$39)......................................................................................... |  | 103 |  | 107 |
| Restricted equity securities ........................................................................................................................ |  | 4,124 |  | 3,717 |
| Federal funds sold ..................................................................................................................................... |  | 1,000 |  | 1,000 |
| Interest-bearing deposits in financial institutions............................................................................................ |  | 170,785 |  | 24,900 |
| Total earning assets................................................................................................... |  | 1,240,475 |  | 875,472 |
| Cash and due from banks ............................................................................................................................ |  | 22,079 |  | 18,037 |
| Premises and equipment, net.................................................................................................................. |  | 21,228 |  | 13,755 |
| Accrued interest receivable........................................................................................................................ |  | 5,915 |  | 4,989 |
| Cash surrender value of life insurance. |  | 20,344 |  | 16,216 |
| Annuity investment............................................................................................................................... |  | 3,596 |  | 3,644 |
| Refundable income taxes ............................................................................................................................ |  | 451 |  | 139 |
| Mortgage servicing rights |  | 1,134 |  | - |
| Other real estate ....................................................................................................................................... |  | 40 |  | 40 |
| Repossessed assets ................................................................................................................................... |  | - |  | 8 |
| Deferred income tax asset, net.................................................................................................................. |  | - |  | 1,249 |
| Other assets ............................................................................................................................................ |  | 2,368 |  | 1,728 |
| Goodwill and intangible assets ................................................................................................................... |  | 19,795 |  | 8,366 |
| Total assets ......... | \$ | 1,337,425 | \$ | 943,643 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |
| Deposits: |  |  |  |  |
| Non-interest-bearing demand deposits.................................................................................................. | \$ | 209,011 | \$ | 134,577 |
| Interest-bearing demand deposits............................................................................................................ |  | 288,368 |  | 169,222 |
| Money market accounts......................................................................................................................... |  | 58,630 |  | 28,685 |
| Savings accounts ............................................................................................................................... |  | 145,628 |  | 97,993 |
| Certificates of deposit............................................................................................................................ |  | 367,213 |  | 273,297 |
| Individual retirement accounts ................................................................................................................ |  | 79,186 |  | 56,007 |
| Total deposits............................................................................................................ |  | 1,148,036 |  | 759,781 |
| Notes payable........................................................................................................................................... |  | 16,106 |  | 3,840 |
| Advances from the Federal Home Loan Bank ............................................................................................... |  | 39,114 |  | 59,974 |
| Accrued interest payable........................................................................................................................... |  | 1,740 |  | 1,074 |
| Deferred income tax liability, net ................................................................................................................ |  | 125 |  | - |
| Other liabilities........................................................................................................................................... |  | 5,538 |  | 3,813 |
| Total liabilities......................................................................................................... |  | 1,210,659 |  | 828,482 |
| Stockholders' equity: |  |  |  |  |
| Common stock, Class A, par value $\$ 0.05$ per share, authorized $12,000,000$ shares, $5,872,200$ issued |  |  |  |  |
| Common stock, Class B, no par value, authorized 1,000 shares, no shares issued.......................................... |  | - |  | - |
| Additional paid-in capital................................................................................................................... |  | 7,722 |  | 7,658 |
| Retained earnings ............................................................................................................................... |  | 112,982 |  | 105,432 |
| Accumulated other comprehensive earnings, net of taxes of \$2,041 and \$628, respectively............................ |  | 5,768 |  | 1,777 |
| Total stockholders' equity ........................................................................................... |  | 126,766 |  | 115,161 |
| COMMITMENTS AND CONTINGENCIES |  |  |  |  |
| Total liabilities and stockholders' equity ..................................................................... | \$ | 1,337,425 | \$ | 943,643 |

See accompanying notes to consolidated financial statements.


Years Ended December 31, 2020 and 2019

| (In Thousands) | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: |
| Interest income: |  |  |  |  |
| Interest and fees on loans. | \$ | 35,512 | \$ | 35,731 |
| Interest and dividends on debt securities: |  |  |  |  |
| Taxable debt securities. |  | 2,627 |  | 2,977 |
| Exempt from Federal income taxes..................................................... |  | 2,781 |  | 2,830 |
| Interest and dividends on marketable equity securities ............................. |  | 4 |  | 4 |
| Interest and dividends on restricted equity securities ................................ |  | 78 |  | 174 |
| Interest on federal funds sold............ |  | 3 |  | 18 |
| Interest on interest-bearing deposits in financial institutions ...................... |  | 129 |  | 366 |
| Total interest income................................................................... |  | 41,134 |  | 42,100 |
| Interest expense: |  |  |  |  |
| Interest on interest bearing demand deposit accounts |  | 554 |  | 501 |
| Interest on money market accounts and savings accounts |  | 329 |  | 480 |
| Interest on certificates of deposit.. |  | 4,542 |  | 4,972 |
| Interest on individual retirement accounts.............................................. |  | 1,044 |  | 1,003 |
| Interest on federal funds purchased....................................................... |  | - |  | 3 |
| Interest on Federal Home Loan Bank borrowings.................................... |  | 1,064 |  | 1,563 |
| Interest on notes payable ...................................................................... |  | 228 |  | 196 |
| Total interest expense.................................................................. |  | 7,761 |  | 8,718 |
| Net interest income before provision for loan losses.................................... |  | 33,373 |  | 33,382 |
|  |  | 1,358 |  | 1,296 |
| Net interest income after provision for loan losses..................................... |  | 32,015 |  | 32,086 |
| Non-interest income. |  | 7,383 |  | 7,374 |
| Net gain on sale of available-for-sale debt securities .................................. |  | 28 |  | 94 |
| Non-interest expense .............................................................................. |  | $(26,226)$ |  | $(25,446)$ |
| Earnings before income taxes and unrealized holding gain (loss) on marketable equity securities. $\qquad$ |  | 13,200 |  | 14,108 |
| Unrealized holding gain (loss) on marketable equity securities ..................... |  | (4) |  | 13 |
| Income taxes .......................................................................................... |  | 2,358 |  | 2,891 |
| Net earnings............................................................................. | \$ | 10,838 | \$ | 11,230 |

Years Ended December 31, 2020 and 2019


## Bonsolidated ©lutements of Changes in Cluchholders' ©Epuity Years Ended December 31, 2020 and 2019

| (In Thousands, Except Per Share Amounts) | Class A <br> Common <br> Stock |  | Class B <br> Common Stock |  | Additional <br> Paid-In <br> Capital |  | Retained <br> Earnings |  | Net <br> Unrealized Gain (Loss) on Available-For-SaleDebt Securities |  | Stockholders' Equity |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance, January 1, 2019.............................. | \$ | 294 | \$ | - | \$ | 7,479 | \$ | 97,215 | \$ | $(2,592)$ | \$ | 102,396 |
| Reclassification of accumulated other comprehensive income due to change in accounting principle $\qquad$ |  | - |  | - |  | - |  | 41 |  | (41) |  | - |
| Net earnings for year .................................... |  | - |  | - |  | - |  | 11,230 |  | - |  | 11,230 |
| Stock option compensation ........................... |  | - |  | - |  | 179 |  | - |  | - |  | 179 |
| Net change in fair value of available-for-sale debt securities during the year, net of taxes of $\$ 1,545$ $\qquad$ |  | - |  | - |  | - |  | - |  | 4,410 |  | 4,410 |
| Cash dividends declared on 29,361 shares <br> at $\$ 52$ and $5,872,200$ shares at $\$ 0.26$ <br> per share $\qquad$ |  | - |  | - |  | - |  | $(3,054)$ |  | - |  | $(3,054)$ |
| Balance, December 31, 2019......................... |  | 294 |  | - |  | 7,658 |  | 105,432 |  | 1,777 |  | 115,161 |
| Net earnings for year .................................... |  | - |  | - |  | - |  | 10,838 |  | - |  | 10,838 |
| Stock option compensation ........................... |  | - |  | - |  | 64 |  | - |  | - |  | 64 |
| Net change in fair value of available-for-sale debt securities during the year, net of taxes of \$1,413 $\qquad$ |  | - |  | - |  | - |  | - |  | 3,991 |  | 3,991 |
| Cash dividends declared on 5,872,200 shares at $\$ 0.56$ $\qquad$ |  | - |  | - |  | - |  | $(3,288)$ |  | - |  | $(3,288)$ |
| Balance, December 31, 2020 ........................ | \$ | 294 | \$ | - | \$ | 7,722 | \$ | 112,982 | \$ | 5,768 | \$ | 126,766 |

Years Ended December 31, 2020 and 2019
Increase (Decrease) in Cash and Cash Equivalents

| (In Thousands) | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: |
| Cash flows from operating activities: |  |  |  |  |
| Interest received | \$ | 42,674 | \$ | 43,776 |
| Proceeds from sale of loans held for sale |  | 14,261 |  | - |
| Origination of loans held for sale |  | $(9,934)$ |  | - |
| Fees and other income |  | 6,553 |  | 6,893 |
| Interest paid |  | $(8,500)$ |  | $(8,443)$ |
| Cash paid to suppliers and employees |  | $(24,364)$ |  | $(23,895)$ |
| Income taxes paid.............................................................................. |  | $(2,884)$ |  | $(3,382)$ |
| Net cash provided by operating activities....................................... |  | 17,806 |  | 14,949 |
| Cash flows from investing activities: |  |  |  |  |
| Loans made to customer, net of repayments |  | $(5,009)$ |  | 1,405 |
| Proceeds from sale of available-for-sale debt securities |  | 7,229 |  | 9,763 |
| Proceeds from calls/maturities of available-for-sale debt securities |  | 25,277 |  | 24,135 |
| Proceeds from paydowns of available-for-sale debt securities |  | 44,787 |  | 22,659 |
| Purchase of available-for-sale debt securities |  | $(90,819)$ |  | $(58,028)$ |
| Purchase of restricted equity securities |  | - |  | (385) |
| Cash received from acquisition, net of consideration |  | 36,786 |  | - |
| Proceeds from sale of premises and equipment and software |  | 6 |  | 1 |
| Purchase of premises and equipment and software |  | $(1,249)$ |  | $(3,530)$ |
| Proceeds from life insurance. |  | - |  | 238 |
| Proceeds from annuity investment |  | 42 |  | 68 |
| Proceeds from sale of other real estate |  | 89 |  | 322 |
| Proceeds from sale of repossessed assets ................................................. |  | 9 |  | 6 |
| Net cash provided by (used in ) investing activities.......................... |  | 17,148 |  | $(3,346)$ |
| Cash flows from financing activities: |  |  |  |  |
| Net increase in interest-bearing and non-interest-bearing demand, money market and savings deposit accounts |  | 144,424 |  | 7,056 |
| Net increase (decrease) in time deposits |  | $(17,569)$ |  | 31,724 |
| Proceeds from advance of notes payable |  | 13,000 |  | - |
| Principal payments on notes payable |  | (734) |  | $(1,068)$ |
| Repayment of advances from Federal Home Loan Bank. |  | $(20,860)$ |  | $(29,718)$ |
| Dividends paid .................................................................................... |  | $(3,288)$ |  | $(3,054)$ |
| Net cash provided by financing activities ....................................... |  | 114,973 |  | 4,940 |
| Net increase in cash and cash equivalents................................................. |  | 149,927 |  | 16,543 |
| Cash and cash equivalents at beginning of year ............................................ |  | 43,937 |  | 27,394 |
| Cash and cash equivalents at end of year ................................................... | \$ | 193,864 | \$ | 43,937 |

## Consalidated Ctutoments of ©ash EPTours, Cantinued

Years Ended December 31, 2020 and 2019
Increase (Decrease) in Cash and Cash Equivalents

| (In Thousands) | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: |
| Reconciliation of net earnings to net cash provided by operating activities: |  |  |  |  |
| Net earnings . | \$ | 10,838 | \$ | 11,230 |
| Adjustments to reconcile net earnings to net cash provided by operating activities: |  |  |  |  |
| Depreciation of premises and equipment and amortization of software |  | 1,080 |  | 882 |
| Provision for loan losses |  | 1,358 |  | 1,296 |
| Amortization and accretion of available-for-sale debt securities, net... |  | 1,867 |  | 1,238 |
| Purchase accounting accretion and amortization, net ......................... |  | (16) |  | 239 |
| Stock option compensation expense .............................................. |  | 64 |  | 179 |
| Net gain on sale of available-for-sale debt securities......................... |  | (28) |  | (94) |
| Net loss on disposal of premises and equipment ............................... |  | 17 |  | 5 |
| Net loss (gain) on sale of other real estate owned............................. |  | 29 |  | (39) |
| Net loss on sale of repossessed assets............................................. |  | 1 |  | - |
| Provision for deferred income taxes .............................................. |  | (54) |  | (263) |
| Unrealized holding loss (gain) on marketable equity securities .......... |  | 4 |  | (13) |
| Decrease in loans held for sales, net ............................................... |  | 3,964 |  | - |
| Decrease (increase) in accrued interest receivable............................ |  | (236) |  | 438 |
| Increase in cash surrender value of life insurance, net ....................... |  | (336) |  | (452) |
| Decrease in annuity investment, net ............................................... |  | 2 |  | 10 |
| Increase in refundable income taxes ............................................... |  | (472) |  | (228) |
| Increase in mortgage servicing asset, net........................................ |  | (79) |  | - |
| Decrease (increase) in other assets ................................................ |  | (499) |  | 299 |
| Increase (decrease) in accrued interest payable ................................ |  | (571) |  | 275 |
| Increase (decrease) in accrued expenses and other liabilities .............. |  | 873 |  | (53) |
| Total adjustments................................................................ |  | 6,968 |  | 3,719 |
| Net cash provided by operating activities.................................. | \$ | 17,806 | \$ | 14,949 |
| Supplemental Schedule of Non-Cash Activities: |  |  |  |  |
| Change in unrealized gain on available-for-sale debt securities, net of taxes of $\$ 1,413$ and $\$ 1,545$, respectively | \$ | 3,991 | \$ | 4,410 |
| Reclassification of unrealized holding gain on marketable equity securities due to change in accounting principle, net of taxes of $\$ 14 \ldots .$. | \$ | - | \$ | 41 |
| Loans transferred to other real estate .................................................... | \$ | 164 | \$ | 214 |
| Loans transferred to repossessed assets ................................................. | \$ | 2 | \$ | 14 |
| Other real estate transferred to loans ..................................................... | \$ | 28 | \$ | 306 |

December 31, 2020 and 2019

## (1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accounting and reporting policies of Citizens Bancorp Investment, Inc. and Subsidiaries ("the Company") are in accordance with accounting principles generally accepted in the United States of America ("U.S. GAAP") and conform to general practices within the banking industry. The following is a brief summary of the more significant policies.

## (a) Principles of Consolidation

The consolidated financial statements include the accounts of the Company and its $100 \%$ owned subsidiaries, Citizens Bank, American Bank \& Trust of the Cumberlands and Town \& Country Finance Company, Inc. The consolidated financial statements also include the accounts of Citizens Bank's 100\% owned subsidiary, Citizens Insurance Services, Inc. All significant intercompany accounts and transactions have been eliminated in consolidation.

On December 1, 2020, the Company acquired all assets of American Bancshares Corp. and its $100 \%$ subsidiary, American Bank \& Trust of the Cumberlands (see Note 20 to the consolidated financial statements for a description of the transaction). The Company merged with American Bancshares Corp. on the acquisition date and intends to merge American Bank \& Trust of the Cumberlands into Citizens Bank during 2021.

## (b) Nature of Operations

The Company's subsidiary banks operates under state bank charters and provide full banking services. As state banks, the subsidiary banks are subject to regulation of the Tennessee Department of Financial Institutions and the Federal Deposit Insurance Corporation. The areas served by the subsidiary bank include Bedford, Clay, Coffee, DeKalb, Franklin, Jackson, Macon, Overton, Putnam, Smith, Sumner, Wilson and surrounding counties in Middle Tennessee. Services are provided at twenty-two banking offices.

## (c) Estimates

In preparing consolidated financial statements in conformity with U.S. GAAP, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities as of the date of the balance sheet and reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. Material estimates that are particularly susceptible to significant change in the near term relate to determination of the allowance for loan losses, the valuation of deferred tax assets and liabilities, other-than-temporary impairment of securities and the fair value of financial instruments.


December 31, 2020 and 2019

## (d) Significant Group Concentrations of Credit Risk

Most of the Company's activities are with customers located within Middle Tennessee. The types of securities in which the Company invests are included in Note 3. The types of lending in which the Company engages are included in Note 2. The Company does not have any significant concentrations to any one industry or customer other than as disclosed in Note 2.

## (e) Loans

Loans are stated at the principal amount outstanding. Unearned discounts and the allowance for loan losses are shown as reductions of loans. Unearned discount represents the unamortized amount of finance charges, principally related to certain installment loans. Interest income on most loans is accrued based on the principal amount outstanding.

The Company follows the provisions of FASB ASC 310, Receivables in relation to impaired loans. These provisions apply to impaired loans except for large groups of smaller-balance homogeneous loans that are collectively evaluated for impairment including residential mortgage and consumer loans.

A loan is impaired when it is probable that the Company will be unable to collect the scheduled payments of principal and interest due under the contractual terms of the loan agreement. Impaired loans are measured at the present value of expected future cash flows discounted at the loan's effective interest rate, at the loan's observable market price, or the fair value of the collateral if the loan is collateral dependent. If the measure of the impaired loan is less than the recorded investment in the loan, the Company recognizes an impairment by creating a valuation allowance with a corresponding charge to the provision for loan losses or by adjusting an existing valuation allowance for the impaired loan with a corresponding charge or credit to the provision for loan losses.

The Company's residential real estate mortgage loans and consumer loans are divided into various groups of smaller-balance homogeneous loans that are collectively evaluated for impairment and, thus, are not subject to the provisions of FASB ASC 310. Substantially all other loans of the Company are evaluated for impairment under the provisions of FASB ASC 310.

The Company considers all loans subject to the provisions of FASB ASC 310 that are on nonaccrual status to be impaired. Loans are placed on nonaccrual status when doubt as to timely collection of principal or interest exists, or when principal or interest is past due 90 days or more unless such loans are well-secured and in the process of collection. Delays or shortfalls in loan payments are evaluated along with various other factors to determine if a loan is impaired. Generally, delinquencies under 90 days are considered insignificant unless certain other factors are present which indicate impairment is probable. The decision to place a loan on nonaccrual status is also based on an evaluation of the borrower's financial condition, collateral, liquidation value, and other factors that affect the borrower's ability to pay.

Generally, at the time a loan is placed on nonaccrual status, all interest accrued and uncollected on the loan in the current fiscal year is reversed from income, and all interest accrued and uncollected from the prior year is charged off against the allowance for loan losses. Thereafter, interest on nonaccrual loans is recognized as interest income only to the extent that cash is received and future collection of principal is not in doubt. If the collectibility of outstanding principal is doubtful, such cash received is applied as a reduction of principal. A nonaccrual loan may be restored to an accruing status when principal and interest are no longer past due and unpaid, and future collection of principal and interest on a timely basis is not in doubt.

December 31, 2020 and 2019

Loans not on nonaccrual status are classified as impaired in certain cases when there is inadequate protection by the current net worth and financial capacity of the borrower or of the collateral pledged, if any. In those cases, such loans have a well-defined weakness or weaknesses that jeopardize the liquidation of the debt, and if such deficiencies are not corrected, there is a probability that the Company will sustain some loss. In such cases, interest income continues to accrue as long as the loan does not meet the Company's criteria for nonaccrual status.

Generally, the Company also classifies as impaired any loans the terms of which have been modified in a troubled debt restructuring. Interest is generally accrued on such loans that continue to meet the modified terms of their loan agreements.

The Company's charge-off policy for impaired loans is similar to its charge-off policy for all loans in that loans are charged off in the month when they are considered uncollectible.

## (f) Allowance for Loan Losses

The provision for loan losses represents a charge to earnings necessary, after loan charge-offs and recoveries, to maintain the allowance for loan losses at an appropriate level which is adequate to absorb estimated losses inherent in the loan portfolio. Such estimated losses arise primarily from the loan portfolio but may also be derived from other sources, including commitments to extend credit and standby letters of credit. The level of the allowance is determined on a quarterly basis using procedures which include: (1) categorizing loans into risk categories to estimate loss probabilities based primarily on the historical loss experience of those risk categories and current economic conditions; (2) analyzing significant credits and calculating specific reserves as necessary; (3) assessing various homogeneous loan categories to estimate loss probabilities based primarily on historical loss experience; and (4) considering various other factors, such as changes in credit concentrations, loan mix, and economic conditions which may not be specifically quantified in the loan analysis process.

The allowance for loan losses consists of an allocated portion and an unallocated, or general portion. The allocated portion is maintained to cover estimated losses applicable to specific segments of the loan portfolio. The unallocated portion is maintained to absorb losses which probably exist as of the evaluation date but are not identified by the more objective processes used for the allocated portion of the allowance due to risk of errors or imprecision. While the total allowance consists of an allocated portion and an unallocated portion, these terms are primarily used to describe a process. Both portions of the allowance are available to provide for inherent loss in the entire portfolio.

The allowance for loan losses is increased by provisions for loan losses charged to expense and is reduced by loans charged off net of recoveries on loans previously charged off. The provision is based on management's determination of the amount of the allowance necessary to provide for estimated loan losses based on its evaluation of the loan portfolio. Determining the appropriate level of the allowance and the amount of the provision involves uncertainties and matters of judgment and therefore cannot be determined with precision.
(g) Loans Held-For-Sale

Mortgage loans held for sale are reported at the lower of cost or fair value, determined by outstanding commitments from investors at the balance sheet date. These loans are valued on an aggregate basis.

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## (h) <br> Debt and Equity Securities

The Company accounts for debt securities under the provisions of FASB ASC 320, "Investments - Debt Securities". Under these provisions debt securities are classified in three categories and accounted for as follows:

- Securities Held-to-Maturity

Debt securities that the enterprise has the positive intent and ability to hold to maturity are classified as held-to-maturity securities and reported at amortized cost. Amortization of premiums and accretion of discounts are recognized by the interest method. No debt securities have been classified as held-to-maturity.

## - Trading Securities

Debt securities that are bought and held principally for the purpose of selling them in the near term are classified as trading securities and reported at fair value, with unrealized gains and losses included in earnings.

- Securities Available-for-Sale

Debt securities not classified as either held-to-maturity securities or trading securities are classified as available-for-sale securities and reported at estimated fair value, with unrealized gains and losses excluded from earnings and reported in a separate component of stockholders' equity in accumulated other comprehensive income. Amortization of premiums and discounts are recognized by the straight line method. The Company has classified essentially all its debt securities as available-for-sale.

When the fair value of a debt security has declined below the amortized cost at the measurement date, if an entity intends to sell a security or is more likely than not to sell the security before the recovery of the security's cost basis, the entity must recognize an other-than-temporary impairment (OTTI) in earnings. For a debt security with a fair value below the amortized cost at the measurement date where it is more likely than not that an entity will not sell the security before the recovery of its cost basis, but an entity does not expect to recover the entire cost basis of the security, the security is classified as OTTI. The related OTTI loss on the debt security will be recognized in earnings to the extent of the credit losses, with the remaining impairment loss recognized in accumulated other comprehensive income. In estimating OTTI losses, management considers: the length of time and extent that fair value of the security has been less than the cost of the security, the financial condition and near term prospects of the issuer, cash flow, stress testing analysis on securities, when applicable, and the Company's ability and intent to hold the security for a period sufficient to allow for any anticipated recovery in fair value.

For equity securities, when the Company has decided to sell an impaired security and the entity does not expect the fair value of the security to fully recover before the expected time of sale, the security is deemed other-than-temporarily impaired in the period in which the decision to sell is made. The Company recognizes an impairment loss when the impairment is deemed other than temporary even if a decision to sell has not been made.

December 31, 2020 and 2019

Beginning on January 1, 2019, the Company accounts for equity securities under the provisions of FASB ASC 321, "Investments - Equity Securities". Under the provisions of the guidance, equity securities not using the equity method are carried at estimated fair value based on information provided by a third party pricing service with changes in fair value and realized gains or losses reported in earnings. If fair value is not readily determinable, the equity securities are carried at cost subject to adjustments for any observable market transactions on the same or similar instruments of the investee. All equity securities are evaluated at least annually for impairment. The Company's equity securities have readily determinable fair values. Because changes in fair value are recorded as they occur, there is no expectation of a gain or loss on the sale of equity securities.

Realized gains or losses from securities are determined on the specific-identification method. Purchase premiums and discounts are recognized in interest income using the straight line method over the terms of the securities.

## (i) Cash and Cash Equivalents

For purposes of the consolidated statements of cash flows, cash and cash equivalents include cash and balances due from banks, interest-bearing deposits in financial institutions and federal funds sold. Generally, federal funds sold are purchased and sold for one-day periods. The subsidiary banks maintain deposits with other financial institutions in excess of the federal insurance amounts. Management makes deposits only with financial institutions it considers to be financially sound.
(j) Interest-Bearing Deposits in Financial Institutions

Interest-bearing deposits in financial institutions typically mature within one year and are carried at cost.

## (k) Premises and Equipment

Premises and equipment are stated at cost less accumulated depreciation. Depreciation is computed primarily by the straight-line method over the estimated useful lives of the related assets. Gain or loss on items retired and otherwise disposed of is credited or charged to operations and cost and related accumulated depreciation are removed from the asset and accumulated depreciation accounts.

Expenditures for major renewals and improvements of premises and equipment are capitalized and those for maintenance and repairs are charged to earnings as incurred.

These assets are reviewed for impairment when events indicate their carrying value may not be recoverable from future undiscounted cash flows. If impaired, the assets are recorded at fair value.

## (l) Mortgage Servicing Rights

When mortgage loans are sold with servicing retained, servicing rights are initially recorded at fair value with the income statement effect recorded in gain on sale of loans. Fair value is based on market prices for comparable mortgage servicing contracts. All classes of servicing assets are subsequently measured using the amortization method which requires servicing rights to be amortized into non-interest expense in proportion to, and over the period of, the estimated future net servicing income of the underlying loans.

# CITIZENS BANCORP INVESTMENTS, INC. 



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Servicing assets are evaluated for impairment based upon the fair value of the rights as compared to carrying amount. Impairment is determined by stratifying rights into groupings based on predominant risk characteristics, such as interest rate, loan type and investor type. Impairment is recognized through a valuation allowance for an individual grouping, to the extent that fair value is less than the carrying amount. If the Company later determines that all or a portion of the impairment no longer exists for a particular grouping, a reduction of the allowance may be recorded as an increase to income. Changes in valuation allowances are reported with mortgage loan servicing fees within non-interest income on the income statement. The fair values of servicing rights are subject to significant fluctuations as a result of changes in estimated and actual prepayment speeds and default rates and losses.

Servicing fee income, which is reported within non-interest income on the income statement as mortgage loan servicing fees, is recorded for fees earned for servicing loans. The fees are based on a contractual percentage of the outstanding principal; or a fixed amount per loan and are recorded as income when earned. The amortization of mortgage servicing rights is reflected as a component of non-interest expense. Late fees and ancillary fees related to loan servicing are not material.

## (m) Foreclosed Assets

Assets acquired through or in lieu of loan foreclosure are held for sale and are initially recorded at fair value less cost to sell at the date of foreclosure, establishing a new cost basis. Subsequent to foreclosure, valuations are periodically performed by management and the assets are carried at the lower of carrying amount or fair value less cost to sell. Costs relating to the development and improvement of the property are capitalized, while holding costs of the property are charged to expense in the period incurred.

## (n) Goodwill and Intangible Assets

FASB ASC 350, "Intangibles - Goodwill and Other", requires that management determine the allocation of intangible assets into identifiable groups at the date of acquisition and appropriate amortization periods be established. Under the provisions of FASB ASC 350, goodwill is not to be amortized rather it is to be monitored for impairment and written down to the impairment value at the time impairment occurs.

For details on the Goodwill and Intangible Assets see Note 7 to the consolidated financial statements.

## (o) Life Insurance Policies

The Company owns life insurance policies insuring the lives of certain officers and directors. Bankowned life insurance policies are initially recorded at the amount of premiums paid and are periodically adjusted to current cash surrender values. Changes in cash surrender values are recorded in non-interest income and are based on premiums paid less expenses plus accrued interest income.

## (p) Advertising Costs

Advertising costs are expensed as incurred and totaled $\$ 294,000$ and $\$ 559,000$ in 2020 and 2019, respectively.

December 31, 2020 and 2019

## Income Taxes

The Company accounts for income taxes in accordance with Income Tax Accounting Guidance ("FASB ASC 740 "). The Company has adopted the accounting guidance related to accounting for uncertainty in income taxes, which sets out a consistent framework to determine the appropriate level of tax reserves to maintain for uncertain tax positions.

The income tax accounting guidance results in two components of income tax expense: current and deferred. Current income tax expense reflects taxes to be paid or refunded for the current period by applying the provisions of the enacted tax law to the taxable income or excess of deductions over revenues. The Company determines deferred income taxes using the liability (or balance sheet) method. Under this method, the net deferred tax asset or liability is based on the tax effects of the differences between the book and tax bases of assets and liabilities, and enacted changes in tax rates and laws are recognized in the period in which they occur.

Deferred income tax expense results from changes in deferred tax assets and liabilities between periods. Deferred tax assets are recognized if it is "more-likely-than-not", based on the technical merits, that the tax position will be realized or sustained upon examination. The term "more-likely-than-not" means a likelihood of more than 50 percent; the terms examined and upon examination also include resolution of the related appeals or litigation processes, if any. A tax position that meets the "more-likely-than-not" recognition threshold is initially and subsequently measured as the largest amount of tax benefit that has a greater than 50 percent likelihood of being realized upon settlement with a taxing authority that has full knowledge of all relevant information. The determination of whether or not a tax position has met the "more-likely-than-not" recognition threshold considers the facts, circumstances, and information available at the reporting date and is subject to management's judgment. Deferred tax assets are reduced by a valuation allowance if, based on the weight of evidence available, it is "more-likely-than-not" that some portion or all of a deferred tax asset will not be realized.

It is the Company's policy to recognize interest and/or penalties related to income tax matters in income tax expense.

The Company and its subsidiaries file a consolidated Federal income tax return. Each member of the consolidated group provides for income taxes on a separate-return basis.

## (r) Equity-Based Incentives

Stock compensation accounting guidance (FASB ASC 718, Compensation - Stock Compensation") requires that the compensation cost relating to share-based payment transactions be recognized in financial statements. That cost will be measured based on the grant date fair value of the equity or liability instruments issued. The stock compensation accounting guidance covers a wide range of sharebased compensation arrangements including stock options, restricted share plans, performance-based awards, cash-settled stock appreciation rights (SARs), and employee share purchase plans.

The stock compensation accounting guidance requires that compensation cost for all stock awards be calculated and recognized over the employee's service period, generally defined as the vesting period. For awards with graded-vesting, compensation cost is recognized on a straight-line basis over the requisite service period for the entire award. The Company uses the Black-Scholes option pricing model to estimate the fair value of stock option and cash-settled SARs at the date of grant.

December 31, 2020 and 2019

## (s) Off-Balance-Sheet Financial Instruments

In the ordinary course of business the subsidiary banks have entered into off-balance-sheet financial instruments consisting of commitments to extend credit, commercial letters of credit and standby letters of credit. Such financial instruments are recorded in the financial statements when they are funded or related fees are incurred or received.
(t) Fair Value of Financial Instruments

Fair values of financial instruments are estimated using relevant market information and other assumptions, as more fully disclosed in Note 19 of the consolidated financial statements. Fair value estimates involve uncertainties and matters of significant judgment. Changes in assumptions or in market conditions could significantly affect the estimates.

## (u) Subsequent Events

The Company has adopted the provisions of FASB ASC 855, "Subsequent Event". FASB ASC 855 establishes general standards of accounting for and disclosure of events that occur after the balance sheet date but before financial statements are issued. The adoption of FASB ASC 855 did not impact the financial statements. The Company's management evaluated all events or transactions that occurred after December 31, 2020 through April 13, 2021, the date the consolidated financial statements were available to be issued.

On January 20, 2021, the Company declared a $\$ 0.15$ per share dividend for shareholders of record on January 27, 2021 payable February 3, 2021.

## (v) Reclassifications

Certain reclassifications have been made to the 2019 figures to conform to the presentation for 2020.
(w) Stock Split

The Company's Board of Directors declared a 200-for-1 stock split in the form of a stock dividend for stockholders of record as of June 20, 2019 payable July 1, 2019, solely in shares of Class A common stock. Each stockholder received one hundred and ninety-nine (199) additional shares of Class A common stock for each share owned. Stock options included in these financial statements have been restated to reflect the effect of the stock split.


December 31, 2020 and 2019

## (x) Accounting Standard Updates

On January 1, 2019, the Company adopted ASU 2014-09 Revenue from Contracts with Customers and all subsequent amendments to the ASU Collectively, ("ASC 606"), which is (i) creates a single framework for recognizing revenue from contracts that fall within its scope and (ii) revises when it is appropriate to recognize a gain (loss) from the transfer of nonfinancial assets, such as repossessed assets. The majority of the Company's revenues are derived from interest income and other sources related to financial assets such as loans and securities, that are outside the scope of the ASC 606. The Company's services that fall within the scope of ASC 606 are presented within Non-Interest Income and recognized as revenue as the Company satisfies its obligation to the customer. Services within the scope of ASC 606 include service charges on deposits, interchange income included in other fees and commissions, and sales of repossessed assets.

The Company adopted ASC 606 using the modified retrospective method applied to all contracts not completed as of January 1, 2019. Results for reporting periods beginning after January 1, 2019 are presented under ASC 606 while prior period amounts continue to be reported under legacy GAAP. The modified retrospective method requires that the Company record a net change, if any, in beginning retained earnings as of January 1, 2019 due to the cumulative effect of adopting ASC 606. The adoption of ASC 606 did not result in a change to the accounting for any of the in-scope revenue streams; as such, no cumulative effect adjustment was recorded by the Company.

On January 1, 2019, the Company adopted ASU 2016-01, Financial Instruments - Overall (Subtopic 825-10): Recognition and Measurement of Financial Assets and Financial Liabilities ("ASC 825 "). The guidance changes how entities account for equity investments that do not result in consolidation and are not accounted for under the equity method of accounting. The guidance also changes certain disclosure requirements and other aspects of current accounting principles. Adoption of ASU 2016-01, which was effective for the Company on January 1, 2019, required the Company to separately classify its equity securities with readily determinable fair values at fair value in accordance with FASB ASC 321, Investments - Equity Securities.

## (2) LOANS AND ALLOWANCE FOR LOAN LOSSES

The Company uses four loan categories for financial reporting a summary of which is as follows:
Commercial and Agricultural: These are generally loans to businesses and agricultural enterprises the proceeds of which are used for commercial, industrial, agricultural and professional purposes. Repayment of such loans is generally dependent on the successful operations of the business or agricultural enterprise.

Real Estate - Commercial, Farming, Residential and Multifamily: This category includes primarily loans secured by 1-4 family residential, commercial or agricultural property. Repayment is primarily dependent on the cash flow of the underlying individual or business, but could also be dependent upon the operation, refinance or sale of the underlying real estate.

Real Estate - Construction and Land Development: Loans in this category generally include land development, 1-4 family construction and commercial construction projects such as office and retail space, warehouses, apartments and land development loans. Repayment of these loans is dependent upon the successful operations or sale of the completed projects.

Consumer and Other: This category includes all loans issued to individuals not included in the real estate classification. These loans generally include vehicle, education and other consumer loans. Repayment is subject to the individual's underlying ability to service their loan payments.


Loans and allowance for loan losses at December 31, 2020 and 2019 are summarized as follows:

| (In Thousands) | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: |
| Commercial and agricultural.. | \$ | 92,053 | \$ | 58,170 |
| Real estate: |  |  |  |  |
| Commercial |  | 192,635 |  | 143,540 |
| Farming. |  | 70,885 |  | 72,426 |
| Residential |  | 281,210 |  | 203,390 |
| Construction and land development ............ |  | 82,199 |  | 61,686 |
| Multifamily... |  | 24,878 |  | 12,241 |
| Consumer and other............................................................... |  | 65,438 |  | 61,335 |
|  |  | 809,298 |  | 612,788 |
| Less unearned interest. <br> Less allowance for loan losses |  | (132) |  | (117) |
|  |  | $(9,852)$ |  | $(8,964)$ |
|  | \$ | 799,314 | \$ | 603,707 |

The Company's principal customers are primarily in the Middle Tennessee area with a concentration in Bedford, Clay, Coffee, DeKalb, Franklin, Jackson, Macon, Overton, Putnam, Smith, Sumner, Wilson and surrounding counties in Middle Tennessee. Credit is extended to businesses and individuals and is evidenced by promissory notes. The terms and conditions of the loans including collateral varies depending upon the purpose of the credit and the borrower's financial condition.

At December 31, 2020, variable rate and fixed rate loans totaled $\$ 290,943,000$ and $\$ 518,355,000$, respectively. At December 31, 2019, variable rate and fixed rate loans totaled $\$ 259,690,000$ and $\$ 353,098,000$, respectively.

In the normal course of business, the Company's subsidiaries have made loans at prevailing interest rates and terms to directors and executive officers of the Company and their affiliates. At December 31, 2020 and 2019, the aggregate amount of these loans was $\$ 1,876,000$ and $\$ 2,280,000$, respectively. None of these loans were restructured, charged-off or involved more than the normal risk of collectability or presented other unfavorable features.

An analysis of the activity with respect to such loans to related parties is as follows:

| (In Thousands) | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: |
| Balance, January 1. | \$ | 2,280 | \$ | 548 |
| New loans, advances, and renewals during the year. |  | 6,596 |  | 493 |
| Appointment of officer or director.. |  | - |  | 2,169 |
| Repayment (including loans paid by renewal) during the year ........... |  | $(7,000)$ |  | (930) |
|  | \$ | 1,876 | \$ | 2,280 |

The CARES Act provides for emergency economic relief to individuals and businesses impacted by the COVID19 pandemic. The CARES Act authorized the Small Business Administration ("SBA") to administer new loan programs including, but not limited to, the guarantee of loans under a new loan program called the Paycheck Protection Program ("PPP"). The Company originated 666 PPP loans totaling $\$ 31,093,000$ in 2020. At December 31, 2020, the Company had 472 PPP loans outstanding with principal balances totaling $\$ 17,713,000$ that are included in Commercial and Agricultural loans. PPP loans do not have a corresponding allowance as they are $100 \%$ guaranteed by the SBA and are expected to be fully forgiven by the SBA. Fees range from $1 \%$ to $5 \%$ and are amortized over the life of the loan. As PPP loans are forgiven, any deferred loan fee and cost is recognized related to each individual loan.

December 31, 2020 and 2019

Transactions in the allowance for loan losses for the years ended December 31, 2020 and 2019 are summarized as follows:

| (In Thousands) | Commercial <br> and <br> Agricultural |  | ommercial Real Estate |  | Farming <br> Real Estate |  | Residential <br> Real Estate |  | onstruction <br> and Land <br> evelopment |  | Multifamily <br> eal Estate |  | Consumer <br> and <br> Other |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| December 31, 2020: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning balance ............................. \$ | 795 | \$ | 1,477 | \$ | 1,814 | \$ | 2,452 | \$ | 659 | \$ | 126 | \$ | 1,641 | \$ | 8,964 |
| Provision...................................... | 122 |  | 809 |  | (254) |  | 604 |  | 173 |  | 92 |  | (188) |  | 1,358 |
| Charge-offs ................................... | (105) |  | (35) |  | - |  | (52) |  | - |  | - |  | (692) |  | (884) |
| Recoveries .................................... | 47 |  | 5 |  | - |  | 15 |  | - |  | - |  | 347 |  | 414 |
| Total ................................ \$ | 859 | \$ | 2,256 | \$ | 1,560 | \$ | 3,019 | \$ | 832 | \$ | 218 | \$ | 1,108 | \$ | 9,852 |
| Specific reserves: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Impaired loans ............................... \$ | 42 | \$ | - | \$ | 808 | \$ | - | \$ | - | \$ | - | \$ | - | \$ | 850 |
| Acquired with credit impairment ..... | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
| General reserves ............................ | 817 |  | 2,256 |  | 752 |  | 3,019 |  | 832 |  | 218 |  | 1,108 |  | 9,002 |
| Total ................................ \$ | 859 | \$ | 2,256 | \$ | 1,560 | \$ | 3,019 | \$ | 832 | \$ | 218 | \$ | 1,108 | \$ | 9,852 |
| Loans: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans individually evaluated for impairment. $\qquad$ | 1,747 | \$ | 6,567 | \$ | 17,457 | \$ | 4,316 | \$ | 343 | \$ | - | \$ | 34 | \$ | 30,464 |
| Acquired with credit impairment ..... | - |  | 49 |  | - |  | 70 |  | 165 |  | - |  | - |  | 284 |
| Loans collectively evaluated for impairment. | 90,306 |  | 186,019 |  | 53,428 |  | 276,824 |  | 81,691 |  | 24,878 |  | 65,404 |  | 778,550 |
| Total ................................ \$ | $\mathbf{9 2 , 0 5 3}$ | \$ | 192,635 | \$ | 70,885 | \$ | 281,210 | \$ | 82,199 | \$ | 24,878 | \$ | 65,438 | \$ | 809,298 |



December 31, 2020 and 2019

Impaired loans and related allowance for loan loss allocation amounts at December 31, 2020 and 2019 were as follows:

| (In Thousands) | Impaired Loans With Allowance |  |  |  |  |  | Impaired Loans With No Allowance |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Principal Balance |  | Recorded Investment |  | Allocated Allowance for Loan Losses |  | Principal <br> Balance |  | Recorded <br> Investment |  |
| December 31, 2020 |  |  |  |  |  |  |  |  |  |  |
| Commercial and agriculture ............... | \$ | 498 | \$ | 511 | \$ | 42 | \$ | 1,249 | \$ | 1,292 |
| Real estate: |  |  |  |  |  |  |  |  |  |  |
| Commercial ................................ |  | - |  | - |  | - |  | 6,567 |  | 6,591 |
| Farming...................................... |  | 2,297 |  | 2,297 |  | 808 |  | 15,160 |  | 15,401 |
| Residential.................................. |  | - |  | - |  | - |  | 4,316 |  | 4,352 |
| Construction and land development. |  | - |  | - |  | - |  | 343 |  | 345 |
| Multifamily................................. |  | - |  | - |  | - |  | - |  | - |
| Consumer and other .......................... |  | - |  | - |  | - |  | 34 |  | 35 |
| Total | \$ | 2,795 | \$ | 2,808 | \$ | 850 | \$ | 27,669 | \$ | 28,016 |


| (In Thousands) | Impaired Loans With Allowance |  |  |  |  |  | Impaired Loans With No Allowance |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Principal Balance |  | Recorded <br> Investment |  | Allocated Allowance for Loan Losses |  | Principal Balance |  | Recorded <br> Investment |  |
| December 31, 2019 |  |  |  |  |  |  |  |  |  |  |
| Commercial and agriculture ............... | \$ | 659 | \$ | 664 | \$ | 68 | \$ | 1,506 | \$ | 1,521 |
| Real estate: |  |  |  |  |  |  |  |  |  |  |
| Commercial ................................. |  | - |  | - |  | - |  | 6,876 |  | 6,881 |
| Farming...................................... |  | 2,553 |  | 2,553 |  | 1,064 |  | 11,195 |  | 11,313 |
| Residential .................................. |  | 235 |  | 235 |  | 28 |  | 4,166 |  | 4,170 |
| Construction and land development. |  | - |  | - |  |  |  | 2,308 |  | 2,314 |
| Multifamily................................. |  | - |  | - |  | - |  | - |  | - |
| Consumer and other ......................... |  | 17 |  | 17 |  | 2 |  | 24 |  | 26 |
| Total ................................ | \$ | 3,464 | \$ | 3,469 | \$ | 1,162 | \$ | 26,075 | \$ | 26,225 |

The average recorded investment in impaired loans for the years ended December 31, 2020 and 2019 was $\$ 30,258,000$ and $\$ 29,498,000$, respectively. The related total amount of interest income recognized for the period that such loans were impaired was $\$ 1,344,000$ and $\$ 972,000$ for 2020 and 2019 , respectively.

The Company's loan portfolio includes certain loans that have been modified in a troubled debt restructuring (TDR), where economic concessions have been granted to borrowers who have experienced or are expected to experience financial difficulties. These concessions typically result from the Company's loss mitigation activities and could include reductions in the interest rate, payment extensions, forgiveness of principal, forbearance or other actions. Certain TDRs are classified as nonperforming at the time of restructure and may only be returned to performing status after considering the borrower's sustained repayment performance for a reasonable period, generally six months.

December 31, 2020 and 2019

The following table summarizes the carrying balances of TDRs at December 31, 2020 and 2019:


| 2020 |  |
| :--- | ---: |
|  |  |
| $\$$ | $\mathbf{6 3 3}$ |
|  | 3,636 |
| $\$$ | 4,269 |


| 2019 |  |
| ---: | ---: |
| $\$$ | 1,851 |
|  | 294 |
| $\$$ | 2,145 |

The following table outlines the amount of each troubled debt restructuring categorized by loan classification during the years ended 2020 and 2019 (dollars in thousands):

|  | December 31, 2020 |  |  |  |  | December 31, 2019 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number of Contracts | PreModificationOutstandingRecordedInvestment |  | Post <br> Modification Outstanding <br> Recorded Investment, Net of Related Allowance |  | Number of Contracts | Pre <br> Modification <br> Outstanding <br> Recorded <br> Investment |  | Post <br> Modification <br> Outstanding <br> Recorded <br> Investments <br> Net of Related <br> Allowance |  |
| Commercial and agricultural......... | - | \$ | - | \$ | - | 1 | \$ | 8 | \$ | 8 |
| Real estate: |  |  |  |  |  |  |  |  |  |  |
| Commercial............................. | 1 |  | 4,251 |  | 3,560 | - |  | - |  | - |
| Farming ................................... | - |  | - |  | - | - |  | - |  | - |
| Residential............................... | 3 |  | 17 |  | 16 | - |  | - |  | - |
| Construction and land development $\qquad$ | 1 |  | 5 |  | 5 | - |  | - |  | - |
| Multifamily ............................. | - |  | - |  | - | - |  | - |  | - |
| Consumer and other ..................... | 6 |  | 32 |  | 30 | 4 |  | 43 |  | 43 |
| Total........................... | 11 | \$ | 4,305 | \$ | 3,611 | 5 | \$ | 51 | \$ | 51 |

During the years ended 2020 and 2019, there were no loans modified as a troubled debt restructuring that had default payments for the 12 months following the loan being modified.

The Company is working with borrowers impacted by COVID-19 and providing modifications to include interest only deferrals or full principal and interest payment deferrals. The majority of those modifications were for a period of up to three months. These modifications are excluded from troubled debt restructuring classification under Section 4013 of the CARES Act or under applicable interagency guidance of the federal banking regulations. At December 31, 2020, the Company had 633 loans with outstanding principal balances totaling $\$ 97,900,000$ making payments according to modified payment terms as a result of the COVID-19 pandemic.

## Credit Quality Indicators

The Company categorizes loans into risk categories based on relevant information about the ability of borrowers to service their debt such as: current financial information, historical payment experience, credit documentation, public information, and current economic trends, among other factors. The Company analyzes loans individually by classifying the loans as to credit risk. Loans greater than $\$ 250,000$ classified as substandard are reviewed regularly by the Company to determine if appropriately classified and to determine if the loan is impaired. The Company's loan portfolio is reviewed for credit quality on a quarterly basis, with samples being selected based on loan size, credit grades, etc. to ensure that the Company's management is properly applying credit risk management processes.

December 31, 2020 and 2019

Loans excluded from the scope of the annual review process are generally classified as pass credits until: (a) they become past due; (b) management becomes aware of deterioration in the creditworthiness of the borrower; or (c) the customer contacts the Company for a modification. In these circumstances, the customer relationship is specifically evaluated for potential classification as to special mention, substandard or doubtful, or could even be considered for charge-off. The Company uses the following definitions for risk ratings at December 31, 2020 and 2019:

- Special Mention - The loan does not currently expose the Bank to a sufficient degree of risk to warrant an adverse classification. These loans are considered sound with no apparent loss anticipated. Further deterioration of the loan may expose the Company to increased risk of loss and applicable downgrade in classification.

Examples of loans may include:
a) Financial condition remains adequate but shows signs of being strained.
b) Serious documentation deficiencies or any other deviation from prudent lending practices.
c) Marginal net worth or cash flow problems.
d) Collateral under-margined or has limited marketability.
e) Loans with major loan policy inconsistencies.
f) Loans classified special mention in the latest regulatory report of examination.

- Substandard - Some weakness is evident where more than normal risk is prevalent and requires immediate management attention. Includes loans to borrowers with erratic earnings and unstable financial condition, loans where the primary source of repayment has not been adhered to and alternate sources of repayment must be considered and loans where financial information is inadequate. Includes all loans which are on non-accrual status and all assets carried on Bank's books as other real estate or other assets. Includes loans classified Substandard at latest regulatory examination. Minor losses may occur on some of these loans.
- Doubtful - Loans inaccurately supported by current sound net worth and/or collateral. Workout situation exists, or may occur, requiring detailed servicing and the closest attention. Reliance on alternative source of repayment is likely and immediate steps should be taken to strengthen our positon. Includes loans classified doubtful at latest regulatory examination. The possibility of loss exists.
- Loss - Loans graded "Loss" may be considered uncollectible either for the short-term or at all and of such little value that their continuance as a bookable asset is no longer warranted. The amount of loss is to be clearly identifiable and will be charged to the Allowance for Loan and Lease Losses. Although collateral securing this loan may retain some liquidation value, the amount and timing of any recovery is highly uncertain. Loans so rated could include borrowers, endorsers, and guarantors that exhibit an unwillingness to liquidate the debt. Losses are to be taken in the period in which they surface as uncollectible.


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## December 31, 2020 and 2019

The following tables break down the Company's credit quality indicators by type of loan as of December 31, 2020 and 2019:


The following tables provide an aging analysis of the Company's past due loans as of December 31, 2020 and 2019:

| (In Thousands) |  | $\begin{gathered} 30-59 \\ \text { Days } \\ \text { ast Due } \\ \hline \end{gathered}$ | 60-89 <br> Days <br> Past Due |  | Greater Than $90 \text { Days }$ <br> or <br> Non-Accrual |  | Total <br> Past Due and Non-Accrual $\qquad$ Loans |  | Total <br> Current <br> Loans |  | Total <br> Loans |  | Recorded <br> Investment <br> Past Due <br> $>90$ Days and <br> Still Accruing |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| December 31, 2020 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and agricultural ..................... | \$ | 572 | \$ | 10 | \$ | 305 | \$ | 887 |  | 91,166 | \$ | 92,053 | \$ | 12 |
| Real estate: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial ........................................ |  | 689 |  | 60 |  | 3,681 |  | 4,430 |  | 188,205 |  | 192,635 |  | - |
| Farming.............................................. |  | 718 |  | - |  | 4,208 |  | 4,926 |  | 65,959 |  | 70,885 |  | - |
| Residential. |  | 2,254 |  | 673 |  | 2,280 |  | 5,207 |  | 276,003 |  | 281,210 |  | 85 |
| Construction and land development........ |  | 707 |  | - |  | 534 |  | 1,241 |  | 80,958 |  | 82,199 |  | - |
| Multifamily........................................ |  | 75 |  | - |  | - |  | 75 |  | 24,803 |  | 24,878 |  | - |
| Consumer and other................................. |  | 1,153 |  | 639 |  | 846 |  | 2,638 |  | 62,800 |  | 65,438 |  | 514 |
| Total ...................................... | \$ | 6,168 | \$ | 1,382 | \$ | 11,854 | \$ | 19,404 |  | 789,894 | \$ | 809,298 | \$ | 611 |

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## December 31, 2020 and 2019

| (In Thousands) | $\begin{gathered} 30-59 \\ \text { Days } \\ \text { Past Due } \\ \hline \end{gathered}$ |  | $60-89$ <br> Days <br> Past Due |  | Greater Than <br> 90 Days <br> or <br> Non-Accrual |  | Total <br> Past Due and <br> Non-Accrual Loans |  | Total Current Loans |  | Total <br> Loans |  | Recorded <br> Investment <br> Past Due <br> $>90$ Days and <br> Still Accruing |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| December 31, 2019 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial and agricultural ..................... | \$ | 240 | \$ | 160 | \$ | 298 | \$ | 698 | \$ | 57,472 | \$ | 58,170 | \$ | - |
| Real estate: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial ......................................... |  | 108 |  | - |  | 4,709 |  | 4,817 |  | 138,723 |  | 143,540 |  | 394 |
| Farming.. |  | 390 |  | 149 |  | 4,627 |  | 5,166 |  | 67,260 |  | 72,426 |  |  |
| Residential ......................................... |  | 2,627 |  | 1,287 |  | 2,979 |  | 6,893 |  | 196,497 |  | 203,390 |  | 643 |
| Construction and land development........ |  | 21 |  | 70 |  | 605 |  | 696 |  | 60,990 |  | 61,686 |  | 15 |
| Multifamily ........................................ |  | - |  | - |  | - |  | - |  | 12,241 |  | 12,241 |  | - |
| Consumer and other................................. |  | 2,170 |  | 565 |  | 1,676 |  | 4,411 |  | 56,924 |  | 61,335 |  | 1,240 |
| Total ...................................... | \$ | 5,556 | \$ | 2,231 | \$ | 14,894 | \$ | 22,681 | \$ | 590,107 | \$ | 612,788 |  | 2,292 |

Nonaccrual loans by type of loan as of December 31, 2020 and 2019:

| (In Thousands) | $\begin{gathered} \text { December 31, } \\ 2020 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2019 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Commercial and agricultural............................................................... | \$ | 293 | \$ | 298 |
| Real estate: |  |  |  |  |
| Commercial |  | 3,681 |  | 4,329 |
| Farming. |  | 4,208 |  | 4,627 |
| Residential.. |  | 2,197 |  | 2,340 |
| Construction and land development.. |  | 534 |  | 589 |
| Multifamily ... |  | - |  | - |
| Consumer and other ............................................................................. |  | 349 |  | 437 |
| Total. | \$ | 11,262 | \$ | 12,620 |

Had interest income been recognized on nonaccrual loans in 2020 and 2019, net earnings would have increased by approximately $\$ 551,000$ and $\$ 432,000$, respectively.

The category of "Greater than 90 Days or Nonaccrual" loans of $\$ 11,854,000$ includes $\$ 463,000$ of student loans purchased which are guaranteed approximately at $98 \%$. The Company typically continues recognizing interest on such loans due to the guarantees.

## OHales la Cansalidated ©rinancial Clatements. Connimued

## December 31, 2020 and 2019

The Company has acquired loans for which there was, at acquisition, evidence of deterioration of credit quality since origination and it was probable, at acquisition, that all contractually required payments would not be collected. The outstanding balances and carrying amounts of the loans were as follows at December 31, 2020 and 2019:

| (In Thousands) | $\begin{gathered} \hline \text { December 31, } \\ 2020 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2019 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Commercial and agricultural................................................................ | \$ | - | \$ | 80 |
| Real estate: |  |  |  |  |
| Construction and land development..................................................... |  | 214 |  | 234 |
| Commercial real estate ..................................................................... |  | 65 |  | 86 |
| Residential real estate ........................................................................ |  | 89 |  | 320 |
| Total outstanding balance ....................................................... |  | 368 |  | 720 |
| Less remaining purchase discount ....................................................... |  | 84 |  | 163 |
|  |  | 284 |  | 557 |
| Allowance for loan losses ........................................................................ |  | - |  | - |
| Carrying amount, net of allowance ........................................... | \$ | 284 | \$ | 557 |

Activity related to the accretable portion of the purchase discount on loans acquired with deteriorated credit quality were as follows for the years ended December 31, 2020 and 2019:

| (In Thousands) | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: |
| Balance as of January 1, | \$ | 84 | \$ | 34 |
| New loans acquired. |  | - |  | - |
| Accretion income |  | (65) |  | (11) |
| Reclassification from nonaccretable |  | 49 |  | 61 |
| Balance at December 31,.............................................................. | \$ | 68 | \$ | 84 |

## (3) SECURITIES

Debt securities have been classified in the balance sheet according to management's intent. The amortized cost and the estimated market values of debt securities at December 31, 2020 were as follows:

|  | Available-for-Sale$2020$ |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (In Thousands) | Amortized Cost |  | Gross Unrealized Gains |  | Gross Unrealized Losses |  | Estimated <br> Market <br> Value |  |
| U.S. Treasury and other U.S. government agencies and corporations.. | \$ | 45,200 | \$ | 732 | \$ | 161 | \$ | 45,771 |
| Obligations of state and political subdivisions. |  | 119,368 |  | 4,158 |  | 16 |  | 123,510 |
| Residential mortgage-backed securities ...... |  | 86,627 |  | 2,884 |  | 2 |  | 89,509 |
| Commercial mortgage-backed securities .... |  | 3,108 |  | 212 |  | - |  | 3,320 |
| Corporate and other securities.................... |  | 251 |  | 2 |  | - |  | 253 |
|  | \$ | 254,554 | \$ | 7,988 | \$ | 179 | \$ | 262,363 |

## QYales lo Consolidated ©rinancial Clatements, Cantimued

## December 31, 2020 and 2019

The amortized cost and the estimated market values of debt securities at December 31, 2019 were as follows:

|  | Available-for-Sale 2019 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (In Thousands) | Amortized Cost |  | Gross Unrealized Gains |  | Gross Unrealized Losses |  | Estimated Market Value |  |
| U.S. Treasury and other U.S. government agencies and corporations. | \$ | 36,537 | \$ | 161 | \$ | 146 | \$ | 36,552 |
| Obligations of state and political subdivisions. |  | 107,944 |  | 1,973 |  | 89 |  | 109,828 |
| Residential mortgage-backed securities ...... |  | 91,467 |  | 582 |  | 121 |  | 91,928 |
| Commercial mortgage-backed securities .... |  | 3,180 |  | 53 |  | 11 |  | 3,222 |
| Corporate and other securities................... |  | 508 |  | 3 |  | - |  | 511 |
|  | \$ | 239,636 | \$ | 2,772 | \$ | 367 | \$ | 242,041 |

The amortized cost and estimated market value of debt securities at December 31, 2020 by contractual maturity are shown below. Expected maturities will differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

| (In Thousands) | 2020 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Debt Securities Available-for-Sale | Amortized Cost |  | Estimated Market Value |  |
| Due in one year or less. | \$ | 12,750 | \$ | 12,876 |
| Due after one year through five years. |  | 40,384 |  | 41,586 |
| Due after five years through ten years |  | 67,596 |  | 69,403 |
| Due after ten years....................................................................................... |  | 44,089 |  | 45,669 |
| Residential and commercial mortgage-backed securities ......................................... |  | 89,735 |  | 92,829 |
|  | \$ | 254,554 | \$ | 262,363 |

In 2019, the Company reclassified at fair value $\$ 107,000$ (amortized cost of $\$ 39,000$ ) of equity securities from the available-for-sale portfolio to marketable equity securities. The related unrealized gain of $\$ 41,000$, net of tax of $\$ 14,000$, was reclassified from accumulated other comprehensive earnings at January 1, 2019 to retained earnings at December 31, 2019.

The results of sales of available-for-sale debt securities are as follows:

| (In Thousands) | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: |
| Gross proceeds.. | \$ | 7,229 | \$ | 9,763 |
| Gross gains ............................................................................................... | \$ | 32 | \$ | 113 |
| Gross losses. |  | (4) |  | (19) |
| Net gain ......................................................................................................... | \$ | 28 | \$ | 94 |

There were no sales of marketable equity securities during 2020 or 2019.

## QYales la Cansalidated ©rinancial Clatements. Bannimued

December 31, 2020 and 2019

Investment securities carried in the balance sheet at $\$ 83,459,000$ and $\$ 74,957,000$, respectively (amortized cost $\$ 80,642,000$ and $\$ 73,972,000$ ), as of December 31, 2020 and 2019, respectively, were pledged to secure public and trust deposits and for other purposes as required or permitted by law.

The following tables shows the Company's investments' gross unrealized losses and fair value, aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position, at December 31, 2020 and 2019:

| December 31, 2020 |  | Fair <br> Value |  | $\begin{aligned} & \text { ealized } \\ & \text { osses } \end{aligned}$ | Securities <br> Included |  | Fair <br> Value |  | $\begin{aligned} & \text { lized } \\ & \text { ses } \end{aligned}$ | Securities <br> Included |  | Fair <br> Value |  | $\begin{aligned} & \text { alized } \\ & \text { sses } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| U.S. Treasury and other U.S. Government agencies and corporations. $\qquad$ |  | 10,956 | \$ | 133 | 8 |  | 2,560 | \$ | 28 | 7 | \$ | 13,516 | \$ | 161 |
| Obligations of states and political subdivisions...... |  | 1,016 |  | 10 | 1 |  | 346 |  | 6 | 1 |  | 1,362 |  | 16 |
| Residential mortgage-backed securities $\qquad$ |  | - |  | - | - |  | 521 |  | 2 | 2 |  | 521 |  | 2 |
| Commercial mortgagebacked securities $\qquad$ |  | - |  | - | - |  | - |  | - | - |  | - |  | - |
| Corporate and other securities $\qquad$ |  | - |  | - | - |  | - |  | - | - |  | - |  | - |
| Total temporarily impaired securities $\qquad$ |  | \$ 11,972 | \$ | 143 | 9 | \$ | 3,427 | \$ | 36 | 10 | \$ | 15,399 | \$ | 179 |
|  | In Thousands, Except Number of Securities |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Less than 12 Months |  |  |  |  | 12 Months or More |  |  |  |  | Total |  |  |  |
| December 31, 2019 |  | Fair <br> Value | Unrealized Losses |  | Number of Securities Included |  | Fair <br> Value | Unrealized Losses |  | Number of Securities Included | Fair <br> Value |  | Unrealized Losses |  |
| U.S. Treasury and other U.S. Government agencies and corporations. |  | \$ 14,059 | \$ | 104 | 14 | \$ | 4,245 | \$ | 42 | 7 | \$ | 18,304 | \$ 146 |  |
| Obligations of states and political subdivisions...... |  | 6,045 |  | 23 | 14 |  | 3,653 |  | 66 | 9 | 9,698 |  | 89 |  |
| Residential mortgage-backed securities $\qquad$ |  | 37,239 |  | 95 | 22 |  | 4,162 |  | 26 | 6 |  | 41,401 |  | 121 |
| Commercial mortgagebacked securities $\qquad$ |  | 1,380 |  | 11 | 1 | - |  |  | - | - |  | 1,380 | 11 |  |
| Corporate and other securities. $\qquad$ |  | - |  | - | - |  |  |  | - | - | - |  | - |  |
| Total temporarily impaired securities $\qquad$ |  | \$ 58,723 | \$ | 233 | 51 |  | 12,060 | \$ | 134 | 22 | \$ | 70,783 | \$ | 367 |

December 31, 2020 and 2019

The impaired securities are considered high quality investments in line with normal industry investing practices. The unrealized losses are primarily the result of changes in the interest rate and sector environments consistent with the classification as available-for-sale. The Company intends and has the ability to hold the above securities until the value is realized.

The Company may sell the above or other securities in the ordinary course of business in response to unexpected and significant changes in liquidity needs, unexpected and significant increases in interest rates and/or sector spreads that significantly extend the security's holding period, or conducting a small volume of security transactions.

## (4) RESTRICTED EQUITY SECURITIES

Restricted equity securities consist of stock of the Federal Home Loan Bank and Westport Life Insurance. The FHLB stock totaled $\$ 4,119,000$ and $\$ 3,712,000$ at December 31, 2020 and 2019, respectively. In 2019, the Company purchased an initial investment of $\$ 5,000$ of Westport Life Insurance stock. Both stocks can be sold back only at par or a value as determined by the issuing entity and only to the respective entity or to another member entity. These securities are recorded at cost.

## (5) PREMISES AND EQUIPMENT

The detail of premises and equipment at December 31, 2020 and 2019 is as follows:

| (In Thousands) | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: |
| Land. | \$ | 3,415 | \$ | 2,266 |
| Buildings. |  | 23,740 |  | 11,225 |
| Furniture and equipment.............................................................. |  | 13,226 |  | 10,466 |
| Autos. |  | 355 |  | 285 |
| Construction in progress ............................................................... |  | - |  | 4,308 |
| Less accumulated depreciation ...................................................... |  | $\begin{gathered} 40,736 \\ (19,508) \end{gathered}$ |  | $\begin{gathered} 28,550 \\ (14,795) \\ \hline \end{gathered}$ |
|  | \$ | 21,228 | \$ | 13,755 |

Depreciation expense totaled $\$ 974,000$ and $\$ 739,000$ for the years ended December 31, 2020 and 2019, respectively.

Construction in progress at December 31, 2019 represents costs incurred related to an addition to and renovation of the Company's main office. The total cost of the project was approximately $\$ 5,000,000$ and was completed during Spring 2020.

## 

December 31, 2020 and 2019

## (6) MORTGAGE SERVICING RIGHTS

Mortgage loans serviced for others are not reported as assets. The principal balance of these loans was \$208,067,000 at December 31, 2020.

The related mortgage servicing rights activity for the year ending December 31, 2020 is as follows:

| (In Thousands) | 2020 |  |
| :---: | :---: | :---: |
| Mortgage servicing rights: |  |  |
| Acquired December 1, 2020 .............................................................................. | \$ | 1,278 |
| Additions (disposals), net................................................................................... |  | 133 |
| Amortized to expense...................................................................................... |  | (54) |
| Change in valuation allowance .......................................................................... |  | (223) |
| End of year....................................................................................................... | \$ | 1,134 |
| Valuation allowance: |  |  |
| Acquired December 1, 2020 .............................................................................. | \$ | - |
| Additions expensed......................................................................................... |  | - |
| Reductions credited to operations ....................................................................... |  | - |
| Direct write-downs.......................................................................................... |  | (223) |
| End of year..................................................................................................... | \$ | (223) |

The fair value of servicing rights was estimated to be $\$ 1,134,000$ at December 31, 2020. Fair value at December 31, 2020 was determined by using weighted average discount rates ranging from $4.21 \%$ and $7.75 \%$ and prepayment speeds ranging from $9.80 \%$ and $44.15 \%$, depending on the stratification of the specific right.

## (7) GOODWILL AND INTANGIBLE ASSETS

The change in goodwill during the years ended December 31, 2020 and 2019 is as follows:

| (In Thousands) | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: |
| Goodwill: |  |  |  |  |
| Balance at January 1, | \$ | 6,820 | \$ | 6,820 |
| Goodwill acquired during the year |  | 10,850 |  | - |
| Impairment loss........................................................................ |  | - |  | - |
| Balance at December 31, ............................................................. | \$ | 17,670 | \$ | 6,820 |

Amortizable intangible assets at December 31, 2020 and 2019 are as follows:

| (In Thousands) | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: |
| Core deposit intangibles... | \$ | 4,402 | \$ | 3,580 |
| Accumulated amortization ....................................................... |  | $(2,277)$ |  | $(2,034)$ |
|  | \$ | 2,125 | \$ | 1,546 |
| Amortization expense | \$ | 243 | \$ | 239 |

## Olates lo Consolidated ®rinancial Clutements, Cantinued

December 31, 2020 and 2019

Core deposit intangible assets are amortized on a straight-line basis over the estimated useful life. As of December 31, 2020, estimated future amortization expense is as follows:


## (8) DEPOSITS

Principal maturities of certificates of deposit and individual retirement accounts at December 31, 2020 are as follows:

| Maturity | (In Thousands) |  |
| :---: | :---: | :---: |
| 2021 | \$ | 281,628 |
| 2022 |  | 96,877 |
| 2023 |  | 35,154 |
| 2024 |  | 21,616 |
| 2025 |  | 11,124 |
| Thereafter.............................................................................................................. |  | - |
|  | \$ | 446,399 |

At December 31, 2020 and 2019, certificates of deposit and individual retirement accounts in denominations of $\$ 250,000$ or more amounted to $\$ 106,400,000$ and $\$ 83,127,000$, respectively.

The aggregate amount of overdrafts reclassified as loans receivable was $\$ 396,000$ and $\$ 661,000$ at December 31, 2020 and 2019, respectively.

The subsidiary banks may be required to maintain cash balances or balances with the Federal Reserve Bank or other correspondent banks based on certain percentages of deposit types. No amounts were required at December 31, 2020 or 2019.

## Olales to Consoliduted ©rinancial Clutements. Comtinned <br> December 31, 2020 and 2019

## (9) NOTES PAYABLE

To supplement capital needs, the Company will issue debt at the Citizens Bancorp Investment, Inc. level. Notes payable at December 31, 2020 and 2019 consist of the following:

| (In Thousands) | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: |
| $4.00 \%$ note due in quarterly installments of principal and interest of $\$ 152,000$ with a maturity date of March 5, 2020. | \$ | - | \$ | 2,888 |
| Variable rate note ( 90 day LIBOR plus 2.70\%) with interest payable quarterly and principal due at maturity, March 5, 2020. |  | - |  | 952 |
| 4.10\% note due in quarterly installments of principal and interest totaling \$213,000 with a maturity date of March 5, 2025. |  | 3,106 |  | - |
| $4.00 \%$ note due in quarterly installments of $\$ 112,500$ plus interest with a maturity date of December 1, 2025. |  | 4,500 |  | - |
| Variable rate note (The Wall Street Journal prime rate plus 0.50\%) with interest payable quarterly and principal due at maturity, December 1, 2021. |  | 4,000 |  | - |
| Variable rate note (The Wall Street Journal prime rate plus 0.50\%) due in quarterly installments of $\$ 112,500$ plus interest and a maturity date of December 1, 2025. |  | 4,500 |  | - |
|  | \$ | 16,106 | \$ | 3,840 |

Estimated principal maturities of the notes payable are as follows:

| (In Thousands) |  |  |
| :---: | :---: | :---: |
| 2021. | \$ | 5,637 |
| 2022. |  | 1,668 |
| 2023. |  | 1,700 |
| 2024. |  | 1,701 |
| 2025.................................................................................... |  | 5,400 |
| Thereafter ............................................................................. |  | - |
|  | \$ | 16,106 |

## December 31, 2020 and 2019

All notes payable are secured by 21,930 shares of common stock of the Company's subsidiary bank, Citizens Bank. This constitutes $51 \%$ of the issued and outstanding common stock shares of Citizens Bank.

Under the terms of the loan agreement, the lender has right of set-off against funds deposited with the lender's institution. The loan agreement also contains various financial and non-financial covenants. Among other items outlined in the loan agreement, the covenants place limits on the subsidiary bank's borrowing, limits on pledging securities, and the maintenance of certain regulatory capital and other ratios. As of the date of this report, the Company was in compliance with all covenants.

## (10) ADVANCES FROM FEDERAL HOME LOAN BANK

The Bank maintains a line of credit with the Federal Home Loan Bank in the amount of $\$ 136,014,000$. As of December 31, 2020 and 2019, advances under this line of credit consist of the following:

|  | 2020 |  |  |
| :---: | :---: | :---: | :---: |
| (In Thousands) |  | Amount | Weighted Average Rate |
| Fixed rate advances | \$ | 39,114 | 2.19\% |
| Variable rate advances................... | \$ | - | -\% |


| 2019 |  |
| :---: | :---: |
| Amount | Weighted Average Rate |
| \$ 59,974 | 2.16\% |
| S | -\% |

Required future principal payments on FHLB advances are as follows:

| (In Thousands) | Amount |  |
| :---: | :---: | :---: |
| 2021 .. | \$ | 12,915 |
| 2022. |  | 7,046 |
| 2023. |  | 3,900 |
| 2024. |  | 4,593 |
| 2025. |  | 2,523 |
| Thereafter ........................................................................... |  | 8,137 |
|  | \$ | 39,114 |

First and junior mortgage residential real estate loans, HELOC, commercial real estate loans, multifamily loans and loans secured by farmland totaling $\$ 516,217,000$ are pledged to the FHLB as collateral for these advances at December 31, 2020.

December 31, 2020 and 2019

## (11) NON-INTEREST INCOME AND NON-INTEREST EXPENSE

The significant components of non-interest income and non-interest expense for the years ended December 31, 2020 and 2019 are presented below:

| (In Thousands) | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: |
| Non-interest income: |  |  |  |  |
| Service charges and overdraft fees on deposits. | \$ | 2,978 | \$ | 3,644 |
| Debit and ATM card income. |  | 2,811 |  | 2,597 |
| Other fees and commissions... |  | 632 |  | 560 |
| Gain on sale of loans held for sale......................................... |  | 363 |  | - |
| Earnings on bank owned life insurance and annuity contracts.... |  | 334 |  | 442 |
| Mortgage servicing income. |  | 177 |  |  |
| Brokers fee income. |  | 88 |  | 92 |
| Net gain on sale of other real estate.......................................... |  | - |  | 39 |
|  |  | 7,383 | \$ | 7,374 |
| Non-interest expense: |  |  |  |  |
| Employee salaries and benefits.............................................. | \$ | 15,030 | \$ | 15,400 |
| Professional fees.. |  | 1,681 |  | 894 |
| Occupancy expenses. |  | 1,479 |  | 1,274 |
| Debit card and ATM expense. |  | 1,268 |  | 1,228 |
| Data processing.... |  | 1,221 |  | 1,028 |
| Furniture and equipment expenses |  | 1,118 |  | 1,096 |
| Telephone and communications ... |  | 466 |  | 518 |
| FDIC insurance and state banking fees. |  | 420 |  | 198 |
| Director and Committee fees ... |  | 418 |  | 328 |
| Supplies ..... |  | 383 |  | 381 |
| Advertising |  | 294 |  | 559 |
| Amortization of core deposit intangibles.. |  | 243 |  | 239 |
| Postage..... |  | 240 |  | 287 |
| Amortization of mortgage servicing asset .................................. |  | 54 |  | - |
| Net loss on sale of other real estate ........................................ |  | 29 |  | - |
| Net loss on sale of premises and equipment. |  | 17 |  | 5 |
| Other real estate expense... |  | 4 |  | 6 |
| Net loss on sale of repossessed assets.. |  | 1 |  | - |
| Other operating expenses....................................................... |  | 1,860 |  | 2,005 |
|  | \$ | 26,226 | \$ | 25,446 |

## Ololes lo Consolidated ©rinancial Clatements, Continued

December 31, 2020 and 2019

## (12) INCOME TAXES

The components of the net deferred tax asset (liability) at December 31, 2020 and 2019 are as follows:

| (In Thousands) | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: |
| Deferred tax asset: |  |  |  |  |
| Federal. | \$ | 3,153 | \$ | 2,043 |
| State.............. |  | 953 |  | 587 |
|  |  | 4,106 |  | 2,630 |
| Deferred tax liability: |  |  |  |  |
| Federal... |  | $(3,240)$ |  | $(1,068)$ |
| State |  | (991) |  | (313) |
|  |  | $(4,231)$ |  | $(1,381)$ |
| expense not recognized for |  |  |  |  |
| Net deferred tax asset (liability). | \$ | (125) | \$ | 1,249 |

The tax effects of each type of significant item that gave rise to deferred taxes at December 31, 2020 and 2019 are as follows:

| (In Thousands) | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: |
| Financial statement allowance for loan losses in excess of tax allowance $\qquad$ | \$ | 2,509 | \$ | 2,277 |
| Financial statement deduction for deferred compensation in excess of deduction for tax purposes. |  | 556 |  | 265 |
| Stock options compensation expense not recognized for tax purposes |  | 69 |  | 46 |
| Excess of depreciation deducted for tax purposes over amounts deducted in the financial statements...... |  | (477) |  | (344) |
| Income on FHLB stock dividends not recognized for tax purposes. $\qquad$ |  | (83) |  | (15) |
| Amortization of core deposit intangibles. |  | (180) |  | 42 |
| Purchased asset step-up not recognized for tax purposes. |  | (625) |  | - |
| Income on mortgage servicing rights not recognized for tax purposes |  | (355) | - |  |
| Acquisition fair value adjustments not recognized for tax purposes. |  | 972 |  | - |
| Purchased goodwill amortized for tax purposes |  | (453) |  | (375) |
| Unrealized gain on debt securities available-for-sale .... |  | $(2,041)$ |  | (629) |
| Unrealized gain on marketable equity securities |  | (17) |  | (18) |
|  | \$ | (125) | \$ | 1,249 |

December 31, 2020 and 2019

The components of income tax expense (benefit) for the years ended December 31, 2020 and 2019 are summarized as follows:

| (In Thousands) | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: |
| Current: |  |  |  |  |
| Federal ................................................................................... | \$ | 2,210 | \$ | 2,360 |
| State ..................................................................................... |  | 202 |  | 793 |
|  |  | 2,412 |  | 3,153 |
| Deferred: |  |  |  |  |
| Federal |  | (12) |  | (195) |
| State ..................................................................................... |  | (42) |  | (67) |
|  |  | (54) |  | (262) |
|  | \$ | 2,358 | \$ | 2,891 |

A reconciliation of actual income taxes in the consolidated statements of earnings with the "expected" tax expense (computed by applying the statutory federal income tax of $21 \%$ to earnings before income taxes) is as follows:

| (In Thousands) | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: |
| Computed "expected" federal tax expense. | \$ | 2,771 | \$ | 2,965 |
| State income taxes, net of benefit of state tax deduction for federal tax purposes $\qquad$ |  | 136 |  | 586 |
| Benefit of tax exempt interest, net of interest expense exclusion |  | (584) |  | (578) |
| Tax benefit of earnings on cash surrender value of officers life insurance not taxable |  | (71) |  | (95) |
| Merger related expenses not deductible for tax purposes |  | 91 |  | - |
| Other........................................................................................ |  | 15 |  | 13 |
|  | \$ | 2,358 | \$ | 2,891 |

As of December 31, 2020 and 2019, the Company has not accrued or recognized interest or penalties related to uncertain tax positions. It is the Company's policy to recognize interest and/or penalties related to income tax matters in income tax expense.

The Company does not expect that unrecognized tax benefits will significantly increase or decrease within the next 12 months. Included in the balance at December 31, 2020 were approximately $\$ 4,106,000$ of tax positions (deferred tax assets) for which the ultimate deductibility is highly certain but for which there is uncertainty about the timing of such deductibility. Because of the impact of deferred tax accounting, other than interest, the disallowance of the shorter deductibility period would not affect the annual effective tax rate but would accelerate the payment of cash to the taxing authority to an earlier period.

The Company and its subsidiaries file income tax returns in the United States ("U.S."), as well as in the State of Tennessee. The Company is no longer subject to U.S. federal or state income tax examinations by tax authorities for years before 2016 which would include audits of acquired entities. The Company's Federal tax returns have not been audited for several years and there have been no changes in the returns in prior audits.

December 31, 2020 and 2019

## (13) COMMITMENTS AND CONTINGENCIES

The Company is party to litigation and claims arising in the normal course of business. Management, after consultation with legal counsel, believes that the liabilities, if any, arising from such litigation and claims will not be material to the consolidated financial position.

The values of the Company's assets as reported in the consolidated financial statements are subject to the volatility in the financial markets; and accordingly, the ultimate realization may be subject to the condition of the U.S. economy and banking system in general.

The Company's subsidiary banks have lines of credit with other financial institutions. The lines of credit with other financial institutions totaled $\$ 60,600,000$ and $\$ 55,000,000$ at December 31, 2020 and 2019, respectively. At December 31, 2020 and 2019, there were no amounts outstanding under these lines of credit.

The Company leases office space in Smith County, Tennessee, under two non-cancelable operating leases that are renewed through 2023. The Company also leases various office equipment under non-cancelable operating leases with various expiration dates through 2025.

As of December 31, 2020, the minimum future rental commitments under all non-cancelable operating leases were as follows:


Total office rental expense incurred for the years ended December 31, 2020 and 2019 totaled $\$ 11,000$ and $\$ 10,000$, respectively. Total office equipment lease expense incurred for the year ended December 31, 2020 and 2019 totaled $\$ 34,000$ and $\$ 26,000$, respectively.

The Company entered into a three year profit enhancing program in December, 2016 at a cost of $\$ 125,000$ per year. During December, 2019, the contract automatically renewed through April, 2021 at a cost of $\$ 115,000$ and $\$ 41,000$ for 2020 and 2021, respectively.

The Company intends to merge its wholly-owned subsidiary, American Bank \& Trust of the Cumberlands, with its wholly-owned subsidiary, Citizens Bank, effective June 30, 2021. The merger will be accounted for as a reorganization and, as such, the subsidiary will utilize pooling accounting. Under the provisions of pooling accounting the assets and liabilities will be merged at recorded values and not marked to market as a result of the merger.

In conjunction with the merger, on January 25, 2021 the Company entered into an agreement with its core processor to complete a system conversion. The base cost is approximately $\$ 308,000$ plus additional hourly and per item charges. As a result of this process, American Bank \& Trust of the Cumberlands will cancel its contract with its current core processor and, as a result, are anticipating deconversion and severance fees of approximately $\$ 1,000,000$.

December 31, 2020 and 2019

## FINANCIAL INSTRUMENTS WITH OFF-BALANCE-SHEET RISK

The Company 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 consist primarily of commitments to extend credit. These instruments involve, to varying degrees, elements of credit risk in excess of the amount recognized in the consolidated balance sheet. The contract or notional amounts of those instruments reflect the extent of involvement the Company has in particular classes of financial instruments.

The Company's exposure to credit loss in the event of nonperformance by the other party to the financial instrument for commitments to extend credit is represented by the contractual notional amount of those instruments. The Company uses the same credit policies in making commitments and conditional obligations as it does for on-balance-sheet instruments.

| (In Thousands) |
| :---: |
| Financial instruments whose contract amounts represent credit risk: |
| Unused commitments to extend credit. |
| Standby letters of credit. |
| Total.. |



Commitments to extend credit are agreements to lend to a customer as long as there is no violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. Since many of the commitments are expected to be drawn upon, the total commitment amounts generally represent future cash requirements. The Company evaluates each customer's credit-worthiness on a case-by-case basis. The amount of collateral, if deemed necessary by the Company upon extension of credit, is based on management's credit evaluation of the counterparty. Collateral normally consists of real property.

Standby letters of credit are conditional commitments issued by the Company to guarantee the performance of a customer to a third party. Those guarantees are primarily issued to support public and private borrowing arrangements, including commercial paper, bond financing, and similar transactions. Most guarantees extend from one to two years. The credit risk involved in issuing letters of credit is essentially the same as that involved in extending loan facilities to customers. The maximum potential amount of future payments that the Company could be required to make under the guarantees totaled $\$ 6,514,000$ and $\$ 2,074,000$ at December 31, 2020 and 2019, respectively.

## (15) <br> CONCENTRATION OF CREDIT RISK

Substantially all of the Company's loans, commitments, and commercial and standby letters of credit have been granted to customers in the Company's market area. Virtually all such customers are depositors of the subsidiary banks. Investment in state and municipal securities also include governmental entities within the Company's market area. Additional information regarding concentrations in securities are included in Note 3 to the consolidated financial statements. The concentrations of credit by type of loan are set forth in Note 2 to the consolidated financial statements.

December 31, 2020 and 2019

At December 31, 2020 and 2019, the Company's cash and due from banks included commercial bank deposit accounts aggregating $\$ 10,648,000$ and $\$ 8,399,000$, respectively, in excess of the Federal Deposit Insurance Corporation limit of $\$ 250,000$ per institution. Interest bearing deposits in financial institutions at December 31, 2020 and 2019 consist of the following:

| (In Thousands) | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: |
| Federal Reserve Bank | \$ | 156,177 | \$ | 22,402 |
| Federal Home Loan Bank |  | 13,363 |  | 2,498 |
| Certificates of deposit with other banks .......................................... |  | 1,245 |  | - |
| Total | \$ | 170,785 | \$ | 24,900 |

Deposits held at the Federal Reserve Bank and Federal Home Loan Bank are not insured by the Federal Deposit Insurance Corporation. All holdings of certificates of deposit with other banks are insured by the Federal Deposit Insurance Corporation up to the limit of $\$ 250,000$ per institution.

## (16) <br> REGULATORY MATTERS AND RESTRICTIONS ON DIVIDENDS

The Company and its bank subsidiaries are subject to regulatory capital requirements administered by the federal banking agencies. Failure to meet minimum capital requirements can initiate certain mandatory and possible additional discretionary actions by regulators that, if undertaken, could have a direct material effect on the Company's financial statements. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, the Company must meet specific capital guidelines that involve quantitative measures of their assets, liabilities and certain off-balance-sheet items as calculated under regulatory accounting practices. The capital amounts and classification are also subject to qualitative judgments by the regulators about components, risk weightings, and other factors. Prompt corrective action provisions are not applicable to bank holding companies. Quantitative measures established by regulation to ensure capital adequacy require the Company and its bank subsidiaries to maintain minimum amounts and ratios of total common equity Tier 1 and Tier 1 capital (as defined in the regulations) to risk-weighted assets (as defined) and of Tier 1 capital (as defined) to average assets (as defined).

Management believes, as of December 31, 2020 and 2019, that the Company and the bank subsidiaries meet all capital adequacy requirements to which they are subject. The actual ratios of the Company and the bank subsidiaries are as follows:

| (In Thousands) | 2020 | 2019 | Minimum <br> Requirement |
| :---: | :---: | :---: | :---: |
| Citizens Bancorp Investment, Inc.: |  |  |  |
| Common Equity Tier 1 ratio ............... | 11.52\% | 16.26\% | 7.0\% |
| Tier 1 ratio ...................................... | 11.52\% | 16.26\% | 8.5\% |
| Total capital ratio ............................. | 12.77\% | 17.51\% | 10.5\% |
| Leverage ratio .................................. | 8.80\% | 11.29\% | 4.0\% |
| Citizens Bank: |  |  |  |
| Common Equity Tier 1 ratio ............... | 13.97\% | 16.79\% | 7.0\% |
| Tier 1 ratio ....................................... | 13.97\% | 16.79\% | 8.5\% |
| Total capital ratio .............................. | 15.22\% | 18.04\% | 10.5\% |
| Leverage ratio .................................. | 9.07\% | 11.73\% | 4.0\% |

December 31, 2020 and 2019

| (In Thousands) | 2020 | 2019 | Minimum <br> Requirement |
| :---: | :---: | :---: | :---: |
| American Bank \& Trust of the |  |  |  |
| Cumberlands: |  |  |  |
| Common Equity Tier 1 ratio............ | 18.81\% | Not Applicable | 7.0\% |
| Tier 1 ratio .................................... | 18.81\% | Not Applicable | 8.5\% |
| Total capital ratio........................... | 18.81\% | Not Applicable | 10.5\% |
| Leverage ratio............................... | 10.81\% | Not Applicable | 4.0\% |

As of December 31, 2020, the most recent notification from the banking regulators categorized the Company and its bank subsidiaries as "well capitalized" under the regulatory framework for prompt corrective action. There are no conditions or events since the notification that management believes have changed the Company's category.

The dividends paid by the Company are generally funded by dividends received by the Company from its bank subsidiaries. The Company and its bank subsidiaries are limited by law, regulation and prudence as to the amount of dividends it can pay. At December 31, 2020, under the most restrictive of these regulatory limitations, the Company may pay additional cash dividends of $\$ 25,158,000$ without prior approval of the applicable regulatory agencies. Actual dividends paid could be further limited by restrictions at the bank subsidiary level and by required debt service payments on notes payable as described in Note 9.

## BANK OWNED LIFE INSURANCE AND DEFERRED COMPENSATION PLAN

The Company maintains bank-owned life insurance policies on the lives of several key employees for the purposes of financing the cost of employee benefits. The Company has committed a portion of the policy death benefits to be paid to the estate of each participant upon their death. The cash surrender value of the these policies as of December 31, 2020 and 2019 was $\$ 20,344,000$ and $\$ 16,216,000$, respectively. The net non-cash income of which is included in the above asset values was $\$ 343,000$ and $\$ 351,000$, respectively.

The Company has established various deferred compensation plans, which provide death and disability benefits for member of the Company's Board of Directors and select members of the Company's management team. Terms of the benefits vary based on the underlying agreements. The plans are not qualified under Section 401 of the Internal Revenue Code. At December 31, 2020 and 2019, deferred compensation liabilities related to these plans totaled $\$ 2,130,000$ and $\$ 1,016,000$, respectively, and are included in other liabilities on the consolidated balance sheets. Related expenses for the years ended December 31, 2020 and 2019 totaled $\$ 385,000$ and $\$ 253,000$, respectively. Total amount of benefits paid related to the plans totaled $\$ 64,000$ for each of the years ended December 31, 2020 and 2019.

The Company has purchased various deferred annuity investment contracts to fund the benefits under certain deferred compensation plan agreements. At December 31, 2020 and 2019, the outstanding investments in the annuity contracts totaled $\$ 3,596,000$ and $\$ 3,644,000$, respectively.


December 31, 2020 and 2019

## (18)

## EQUITY INCENTIVE PLAN

In February, 2018, the Board of Directors of the Company approved the Citizens Bancorp Investment, Inc. 2018 Incentive Plan (the "Plan"). The Plan provided for the granting of stock options, and authorized the issuance of common stock upon the exercise of such options, for up to 500,000 shares of common stock to employees, officers, directors and consultants of the Company and its affiliates. The primary purpose of the Plan is to promote the success, and enhance the value, of the Company by linking the personal interests of employees, officers, directors and consultants of the company or any affiliate to those of Company shareholders and by providing such persons with an incentive for outstanding performance. The Plan is further intended to provide flexibility to the Company in its ability to motivate, attract and retain the services of employees, officers, directors and consultants upon whose judgment, interest and special effort the successful conduct of the Company's operation is largely dependent.

Under the Plan, the stock option awards may be granted in the form of nonstatutory stock options, stock appreciation rights, restricted stock units, deferred stock units, performance awards and other stock-based awards. The stock option awards are exercisable for up to ten years following the date such option awards are granted. Exercise prices of stock option awards must be equal to or greater than the fair market value of the common stock on the grant date. As of December 31, 2020, the Company had 284,000 shares remaining available for issuance under the Plan.

A summary of the stock option activity for 2020 and 2019 is as follows:

|  | 2020 |  |  | 2019 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Shares | Weighted Average Exercise Price |  | Shares | Weighted <br> Average <br> Exercise <br> Price |  |
| Outstanding at beginning of year .............. | 226,000 | \$ | 18.75 | 226,000 | \$ | 18.75 |
| Granted .................................................. | - |  | - | - |  | - |
| Exercised .............................................. | - |  | - | - |  | - |
| Forfeited or expired ................................. | $(10,000)$ |  | 18.75 | - |  | - |
| Outstanding at end of year | 216,000 | \$ | 18.75 | 226,000 | \$ | 18.75 |
| Options exercisable at year end................. | 87,400 | \$ | 18.75 | 40,400 | \$ | 18.75 |

The following tables summarize information about stock options for the year ended December 31, 2020:


December 31, 2020 and 2019

No options were granted during 2020 and 2019.

Stock based compensation expense for the years ended December 31, 2020 and 2019 totaled $\$ 64,000$ and $\$ 179,000$, respectively. As of December 31, 2020, there was $\$ 199,000$ of total unrecognized cost related to nonvested share-based compensation agreements granted under the Company's stock option plans. The cost is expected to be recognized over a weighted-average period of 2.12 years.

## (19) DISCLOSURES ABOUT FAIR VALUE OF FINANCIAL INSTRUMENTS

## Fair Value of Financial Instruments

FASB ASC 820, Fair Value Measurements and Disclosures, which defines fair value, establishes a framework for measuring fair value in U.S. GAAP and expands disclosures about fair value measurements. The definition of fair value focuses on the exit price, i.e., the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date, not the entry price, i.e., the price that would be paid to acquire the asset or received to assume the liability at the measurement date. The statement emphasizes that fair value is a market-based measurement; not an entityspecific measurement. Therefore, the fair value measurement should be determined based on the assumptions that market participants would use in pricing the asset or liability.

## Valuation Hierarchy

FASB ASC 820 establishes a three-level valuation hierarchy for disclosure of fair value measurements. The valuation hierarchy is based upon the transparency of inputs to the valuation of an asset or liability as of the measurement date. The three levels are defined as follows:

- Level 1 - inputs to the valuation methodology are quoted prices (unadjusted) for identical assets or liabilities in active markets.
- Level 2 - inputs to the valuation methodology include quoted prices for similar assets and liabilities in active markets, and inputs that are observable for the asset or liability, either directly or indirectly, for substantially the full term of the financial instrument.
- Level 3 - inputs to the valuation methodology are unobservable and significant to the fair value measurement.

A financial instrument's categorization within the valuation hierarchy is based upon the lowest level of input that is significant to the fair value measurement. Following is a description of the valuation methodologies used for assets and liabilities measured at fair value, as well as the general classification of such assets and liabilities pursuant to the valuation hierarchy.

## Assets

Securities available-for-sale and marketable equity securities - Where quoted prices are available for identical securities in an active market, securities are classified within Level 1 of the valuation hierarchy. Level 1 securities include highly liquid government securities and certain other financial products. If quoted market prices are not available, then fair values are estimated by using pricing models that use observable inputs or quoted prices of securities with similar characteristics and are classified within Level 2 of the valuation hierarchy. In certain cases where there is limited activity or less transparency around inputs to the valuation and more complex pricing models or discounted cash flows are used, securities are classified within Level 3 of the valuation hierarchy.

December 31, 2020 and 2019

Impaired loans - A loan is considered to be impaired when it is probable the Company will be unable to collect all principal and interest payments due in accordance with the contractual terms of the loan agreement. Impaired loans are measured based on the present value of expected payments using the loan's original effective rate as the discount rate, the loan's observable market price, or the fair value of the collateral less selling costs if the loan is collateral dependent. If the recorded investment in the impaired loan exceeds the measure of fair value, a valuation allowance may be established as a component of the allowance for loan losses or the expense is recognized as a charge-off. Impaired loans are classified within Level 3 of the hierarchy due to the unobservable inputs used in determining their fair value such as collateral values and the borrower's underlying financial condition.

Mortgage servicing rights - On a quarterly basis, mortgage servicing rights are evaluated for impairment based upon the fair value of the rights as compared to the carrying amount. If the carrying amount of an individual tranche exceeds fair value, impairment is recorded on that tranche so that the servicing asset is carried at fair value. Fair value is determined at a tranche level based on a market prices for comparable mortgage servicing contracts (Level 2), when available, or alternatively based on a valuation model that calculates the present value of estimated future net servicing income. The valuation model utilizes interest rate, prepayment speeds, discount rate assumptions, cost to service, float earnings and ancillary income and late fees that market participants would use in estimating future net servicing income and can be validated against available market data.

Other real estate owned - Other real estate owned "OREO" represents real estate foreclosed upon by the Company through loan defaults by customers or acquired in lieu of foreclosure. Substantially all of these amounts relate to lots, homes and development projects that are either completed or are in various stages of construction for which the Company believes it has adequate collateral. Upon foreclosure, the property is recorded at the lower of cost or fair value, based on appraised value, less selling costs estimated as of the date acquired with any loss recognized as a charge-off through the allowance for loan losses. Additional OREO losses for subsequent valuation downward adjustments are determined on a specific property basis and are included as a component of noninterest expense along with holding costs. Any gains or losses realized at the time of disposal are also reflected in noninterest expense, as applicable. OREO is included in Level 3 of the valuation hierarchy due to the lack of observable market inputs into the determination of fair value. Appraisal values are property-specific and sensitive to the changes in the overall economic environment.

The following tables present the financial instruments carried at fair value as of December 31, 2020 and 2019, by caption on the consolidated balance sheets and by FASB ASC 820 valuation hierarchy (as described above) (in thousands):

( ${ }^{1}$ ) Amount is net of a valuation allowance of $\$ 223,000$ at December 31, 2020 as required by ASC $860-50$ "Servicing Assets and Liabilities".

December 31, 2020 and 2019

${ }^{1}$ ) Amount is net of a valuation allowance of \$850,000 at December 31, 2020 and \$1,162,000 at December 31, 2019 as required by ASC-310-10, "Accounting by Creditors for Impairment of a Loan."

In the case of the bond portfolio, the Company monitors the valuation technique utilized by various pricing agencies to ascertain when transfers between levels have been affected. The nature of the remaining assets and liabilities is such that transfers in and out of any level are expected to be rare. For the twelve months ended December 31, 2020, there were no transfers between Levels 1, 2 or 3.

The following methods and assumptions were used by the Company in estimating its fair value disclosures for financial instruments that are not measured at fair value. In cases where quoted market prices are not available, fair values are based on estimates using discounted cash flow models. Those models are significantly affected by the assumptions used, including the discount rates, estimates of future cash flows and borrower creditworthiness. The fair value estimates presented herein are based on pertinent information available to management as of December 31, 2020 and 2019. Such amounts have not been revalued for purposes of these consolidated financial statements since those dates and, therefore, current estimates of fair value may differ significantly from the amounts presented herein.

Loans - The fair value of our loan portfolio includes a credit risk factor in the determination of the fair value of our loans. This credit risk assumption is intended to approximate the fair value that a market participant would realize in a hypothetical orderly transaction. Our loan portfolio is initially fair valued using a segmented approach. We divide our loan portfolio into the following categories: variable rate loans, impaired loans and all other loans. The results are then adjusted to account for credit risk.

## Olates lo Bonsolidated ©rinancial Clutements, Continued

December 31, 2020 and 2019

## (20) BUSINESS COMBINATION

On December 1, 2020, the Company acquired all of the outstanding stock of American Bancshares Corp. and its wholly-owned subsidiary, American Bank \& Trust of the Cumberlands, for cash consideration of approximately $\$ 36,000,000$. This business combination results in an expanded and more diversified market area for the Company. The consideration for the stock acquisition was funded partially with cash on hand and with long-term financing obtained in the amount of $\$ 13,000,000$.

The following table details the financial impact of the merger, including the calculation of the purchase price, the allocation of the purchase price to the fair value of net assets acquired and goodwill recognized:


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December 31, 2020 and 2019

As part of the purchase accounting, loans and deposits were marked to fair market value with the resulting discount/premium being accreted to income over time. The following table summarizes the loan discount and deposit premium adjustments and their respective weighted average remaining accretion periods at December 31, 2020:


Accretion of the loan discount is reported as an increase in interest income and accretion of the deposit premium is reported as a decrease in interest expense in the consolidated statements of earnings.



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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |

 Consolidating Balance Sheet








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In Memory - Charles Darnell
On March 1, 2021, Citizens Bancorp lost its former Chairman, CEO, mentor and friend, Charles E. Darnell.

Darnell became President and CEO of Citizens Bank in Lafayette, Tennessee, in 1973, when the bank had $\$ 14$ million in total assets. At his retirement as CEO in 2005, Citizens Bancorp had grown to $\$ 380$ million in assets and operated 14 locations across the Upper Cumberland region of Tennessee.

A graduate of the University of Tennessee, Darnell began his career as a salesman for Cargill Feed Company in Tennessee and Kentucky. He started his banking career as a cashier at a community bank in Franklin, Tennessee, where he worked for five years before joining Citizens Bank.

Darnell was very active in his community, having served as a youth baseball coach for over 45 years, on the Macon Community Hospital Board for over 35 years, on the Alumni Board of the University of Tennessee, as an advisor to the 4-H Alumni Foundation, and as past President of the Tennessee Bankers Association.

Citizens Bank will always remember his humanitarian spirit, honesty, humility and kindness; and we will continue to live by his legacy and values.

## CORPORATE INFORMATION

## Stock Listing

OTCQX - Coming Soon
Ticker Symbol: CBTN

## Stock Registrar \& Transfer Agent Broadridge Corporate Issuer Solutions 1155 Long Island Avenue <br> Edgewood, NY 11717-8309

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