# QUEENSTOWN BANCORP OF MARYLAND, INC. 



> 2015
> ANNUAL REPORT

## QUEENSTOWN BANCORP OF MARYLAND INC. AND SUBSIDIARY

 FINANCIAL PERFORMANCE SUMMARY \& RATIOS| In thousands, Except Per Share Data | 2015 |  | 2014 |  | 2013 |  | 2012 |  | 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PROFITABILITY |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 17,926 | \$ | 17,014 | \$ | 16,194 | \$ | 15,997 | \$ | 16,357 |
| Noninterest income |  | 1,214 |  | 1,211 |  | 1,299 |  | 1,303 |  | 1,313 |
| Securities gains |  | 22 |  | 476 |  | - |  | - |  | - |
| Noninterest expenses |  | 9,715 |  | 9,768 |  | 10,455 |  | 9,590 |  | 10,116 |
| Provisions for credit losses |  | 1,241 |  | 3,000 |  | 3,900 |  | 6,203 |  | 6,070 |
| Income before taxes |  | 8,185 |  | 5,933 |  | 3,138 |  | 1,507 |  | 1,484 |
| Income tax expense |  | 3,076 |  | 2,231 |  | 1,102 |  | 447 |  | 426 |
| Net income |  | 5,109 |  | 3,702 |  | 2,036 |  | 1,060 |  | 1,058 |
| Return on average assets |  | 1.15\% |  | 0.83\% |  | 0.45\% |  | 0.24\% |  | 0.23\% |
| Return on average equity |  | 10.09\% |  | 7.84\% |  | 4.54\% |  | 2.41\% |  | 2.42\% |
| Net interest margin |  | 4.29\% |  | 4.09\% |  | 3.90\% |  | 3.91\% |  | 3.99\% |
| *Efficiency ratio (excluding other real estate losses) | *Efficiency ratio |  |  |  |  | 53.69\% |  | 53.36\% |  | 52.07\% |
| Basic earnings per share | \$ | 4.06 | \$ | 2.94 | \$ | 1.62 | \$ | 0.84 | \$ | 0.84 |
| Dividends per share | \$ | 1.00 | \$ | 0.60 | \$ | 0.40 | \$ | 0.25 | \$ | 0.25 |
| BALANCE SHEET |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 393,672 | \$ | 383,135 | \$ | 376,462 | \$ | 372,210 | \$ | 383,485 |
| Allowance for loan losses |  | 5,908 |  | 6,035 |  | 5,647 |  | 4,684 |  | 4,974 |
| Loans, net of allowance for loan losses |  | 387,764 |  | 377,100 |  | 370,815 |  | 367,526 |  | 378,511 |
| Interest bearing deposits with banks |  | 29,906 |  | 24,366 |  | 32,708 |  | 36,727 |  | 25,810 |
| Total assets |  | 447,126 |  | 438,092 |  | 441,651 |  | 448,691 |  | 447,866 |
| Deposits |  | 393,525 |  | 388,213 |  | 395,131 |  | 403,476 |  | 401,364 |
| Borrowings |  | - |  | - |  | - |  | - |  | 2,000 |
| Stockholders' equity |  | 51,847 |  | 48,091 |  | 45,158 |  | 43,990 |  | 43,220 |
| Shares outstanding |  | 1,259,330 |  | 1,259,330 |  | 1,259,330 |  | 1,262,370 |  | 1,262,370 |
| Book value per share | \$ | 41.17 | \$ | 38.19 | \$ | 35.89 | \$ | 34.85 | \$ | 34.24 |
| Loans / Deposits |  | 100.04\% |  | 98.69\% |  | 95.28\% |  | 92.25\% |  | 95.55\% |
| Allowance for loan losses / Loans |  | 1.50\% |  | 1.58\% |  | 1.50\% |  | 1.26\% |  | 1.30\% |
| REGULATORY CAPITAL RATIOS |  |  |  |  |  |  |  |  |  |  |
| QUEENSTOWN BANK |  |  |  |  |  |  |  |  |  |  |
| Tier I leverage (avg. equity / avg. assets) ratio |  | 11.47\% |  | 10.77\% |  | 9.94\% |  | 9.65\% |  | 9.49\% |
| Common equity risk based |  | 14.89\% |  | 14.11\% |  | 13.43\% |  | 12.65\% |  | 12.02\% |
| Tier I risk-based capital ratio |  | 14.89\% |  | 14.11\% |  | 13.43\% |  | 12.65\% |  | 12.02\% |
| Total risk based capital ratio |  | 16.14\% |  | 15.37\% |  | 14.68\% |  | 13.90\% |  | 13.27\% |
| QUEENSTOWN BANCORP |  |  |  |  |  |  |  |  |  |  |
| Tier I leverage (avg. equity / avg. assets) ratio |  | 11.48\% |  | 10.78\% |  | 9.95\% |  | 9.66\% |  | 9.49\% |
| Common equity risk based |  | 14.89\% |  | 14.12\% |  | 13.44\% |  | 12.66\% |  | 12.03\% |
| Tier I risk based capital ratio |  | 14.89\% |  | 14.12\% |  | 13.44\% |  | 12.66\% |  | 12.03\% |
| Total risk based capital ratio |  | 16.15\% |  | 15.38\% |  | 14.69\% |  | 13.92\% |  | 13.28\% |

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# Queenstown Bancorp of Maryland, Inc. 

To Fellow Stockholders:
At this time last year, we identified three key operating objectives to drive earnings for 2015 as: steady loan growth, stable funding costs and reductions in troubled assest and associated carrying costs. We are pleased to report that all of these objectives were achieved and resulted in strong financial performance for 2015. Our return on average assets of $1.15 \%$, combined with our return on average equity of $10.09 \%$ reflect the strong financial performance achieved in 2015. Also in 2015, we completed the relocation of our Church Hill office on Route 213 in Church Hill, Maryland. The new location, complete with an automated teller machine and drive through transaction services, was instrumental in producing loan growth in the surrounding area communities. Our strong earnings performance combined with improving credit conditions are the catalysts for producing better returns on our stockholders' investment.

## FINANCIAL PERFORMANCE

Net Income Increases 38\%:
Net income was $\$ 5.1$ million for 2015, compared to the $\$ 3.7$ million for 2014. Improved credit performance and conditions resulted in a decrease in provisions for credit losses from $\$ 3$ million in 2014, to $\$ 1.2$ million for 2015. Linked to improved credit performance, expenses and losses related to maintaining and liquidating foreclosed real estate were reduced from $\$ 724$ thousand in 2014, to \$526 thousand in 2015.

## Dividends Increase:

Stronger earnings in 2015 resulted in increasing our annual dividends by $67 \%$ to $\$ 1.00$ per share for 2015, from \$. 60 per share for 2014.

## Margin Improvement:

The net interest margin for the year 2015 was $4.29 \%$, compared to $4.09 \%$ for 2014. Loan growth combined with stable funding costs contributed to the improvement in the net interest margin. The improved net interest margin resulted in an increase in net interest income of $\$ 913$ thousand in 2015.

## Loan Growth and Funding:

Our loan portfolio grew from $\$ 383.1$ million at December 31, 2014 to $\$ 393.6$ million at December 31, 2015. Loan growth occurred primarily in two loan categories; residential first mortgages and commercial loans. Loan growth was funded from income from operations and growth of demand, non-maturity savings and money market deposits.
Our demand deposits grew $\$ 5.4$ million, while savings and money market deposits grew \$10.9
million. The growth of these low cost deposit balances was a significant factor in our improved net interest margin performance.

## Credit Quality:

Nonperforming loans have been reduced significantly from $\$ 9$ million at December 31, 2014, to $\$ 6.2$ million at December 31, 2015. Net loan losses have also improved, falling from $\$ 2.3$ million for December 31, 2014 to $\$ 1.3$ million for December 31, 2015. The allowance for loan losses represents $95 \%$ of nonperforming loans at December 31, 2015, compared to $67 \%$ at year end 2014.

## MOVING FORWARD

Since 1899, Queenstown Bank of Maryland has strived to maintain a strong relationship with the communities we serve. Throughout our history we have worked with our customers to provide a community based banking solution for their financial needs. This community based model has been challenged by the deluge of new regulations and rigid regulatory practices that community banks face in today's banking environment. Despite these challenges, Queenstown Bank of Maryland remains committed to delivering valued service to our present and future customers, stockholders and the Mid-Shore communities we serve.

## APPRECIATION

Your Board of Directors, management and employees sincerely appreciate the loyalty and patience of our stockholders as we progress towards restoring the value of your investment. Stock is available for purchase, please contact us if interested. Your referrals of business help us grow the value of your investment and are greatly appreciated.

We sincerely appreciate your continued support and encouragement.
Yours truly,



Patrick E. Thompson
Chairman of the Board

THIS STATEMENT HAS NOT BEEN REVIEWED OR CONFIRMED FOR ACCURACY OR RELEVANCE BY THE FEDERAL DEPOSIT INSURANCE CORPORATION.

IF YOU HAVE ANY QUESTIONS REGARDING INFORMATION PROVIDED IN THIS STATEMENT, PLEASE CONTACT:
J. Thomas Rhodes, Jr., President

410-827-8881
P.O. Box 120

Queenstown, Md 21658

## ANNUAL REPORT

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This financial report summarizes the most significant financial reports for our banking operation. The audited financial statements with all requisite footnotes are available on our website queenstownbank.com. If you do not have access to the internet and desire a copy of the audited financial statements please contact us at 410-827-8881.

## SUMMARY FINANCIAL RESULTS

For the year ended December 31, 2015 net income was $\$ 5.1$ million, compared to net income of $\$ 3.7$ million for the year ended December 31, 2014. Net income per common share increased from $\$ 2.94$ in 2014, to \$4.06 in 2015.

## Net interest income

The net interest margin grew 20 basis points from $4.09 \%$ to $4.29 \%$ in 2015. Loan growth funded by low cost non-maturity interest bearing deposits was the primary driver of this improved performance. The improved net interest margin resulted in an increase in net interest income of \$913 thousand in 2015. (See Table 1: Average Balances and Net Interest Income Analysis)

## Provisions for credit losses and allowance for loan losses

Provisions for credit losses were $\$ 1.2$ million for 2015, compared to $\$ 3$ million for 2014. (See Table 3: Allowance for Loan Losses)

Nonperforming loans have been reduced significantly from $\$ 9$ million at December 31, 2014 to $\$ 6.1$ million at December 31, 2015. Net loan losses have also improved, falling from $\$ 2.3$ million for December 31, 2014 to $\$ 1.3$ million for December 31, 2015. The allowance for loan losses represents $95 \%$ of nonperforming loans at year end 2015, compared to 67\% at year end 2014. (See Table 4: Nonperforming Assets)

## Noninterest income

Noninterest income, excluding security gains, was $\$ 1.1$ million for 2015, compared to $\$ 1.2$ million for 2014. Service charges on deposit accounts declined \$20 thousand, from \$634 thousand in 2014 to $\$ 614$ thousand in 2015. Other income was \$578 thousand for 2015, compared to \$577 thousand for 2014.

## Noninterest expenses

Noninterest expenses, excluding other real estate owned losses and expenses, increased \$145 thousand for 2015, from $\$ 9,044$ thousand in 2014, to $\$ 9,189$ thousand for 2015. Other real estate owned losses on sales and carrying costs decreased $\$ 198$ thousand, from $\$ 724$ thousand for 2014, to $\$ 526$ thousand for 2015.

## Income taxes

Income tax provisions are primarily adjusted for non-taxable income before applying applicable federal and state income tax rates. Our effective tax rate was $37.6 \%$ for 2015 and 2014.

## FINANCIAL CONDITION

Total assets increased from $\$ 438$ million at year end 2014, to $\$ 447$ million at year end 2015. Asset growth almost entirely consisted of loan growth of $\$ 10.5$ million in 2015. (See Queenstown Bancorp of Maryland, Inc. and Subsidiary Consolidated Balance Sheets Page 1 and Table 1 Average Balances and Net Interest Income Analysis)

Funding this growth were significant increases in low cost non-maturity savings deposits and demand deposits. The growth of these funding sources allowed for a runoff of higher cost certificates of deposit balances.

Deposits
Total deposits at December 31, 2015 were $\$ 393.5$ million, an increase of $\$ 5.3$ million, from $\$ 388.2$ million at December 31, 2014. The mix of our deposits improved significantly, as non-maturity savings accounts grew $\$ 8.9$ million and interest bearing transaction accounts grew $\$ 2$ million. This core deposit growth combined with reductions of $\$ 10.9$ million in higher yielding time deposits produced improved costs of funds for 2015. The cost of total interest bearing deposits declined from $.90 \%$ for year end 2014, to $.74 \%$ for year end 2015. Non-maturity transaction and savings accounts comprised $38 \%$ of interest bearing deposit totals at December 31, 2015, compared to 34\% at December 31, 2014. Demand deposits grew $\$ 5.3$ million also contributing to the significant improvement in our funding mix. (See Table 6 : Deposits).

## Capital levels

Stockholders' equity increased $\$ 3.8$ million, from $\$ 48$ million at December 31, 2014, to $\$ 51.8$ million at December 31, 2015. The increase is comprised of net income less cash dividends to common shareholders of $\$ 3.8$ million. The Bank and Company's total qualifying capital ratios have increased over the 2014 year end ratios. For the Company, the Tier I ratio increased 77 basis points, from $14.12 \%$ to $14.89 \%$. The total capital ratio also improved 77 basis points, from $15.38 \%$ to $16.15 \%$. The common equity leverage ratio improved 70 basis points, from $10.78 \%$ to $11.48 \%$. (See Table 7: Stockholders’ Equity)

For the Bank, the Tier I ratio increased 78 basis points, from $14.11 \%$ to $14.89 \%$. The total capital ratio increased 77 basis points, from $15.37 \%$ to $16.14 \%$. The common equity leverage ratio increased 70 basis points, from $10.77 \%$ to $11.47 \%$. All Company and Bank capital ratios exceed the regulatory capital definition of well capitalized. (See Table 7: Stockholders’ Equity)

# QUEENSTOWN BANCORP OF MARYLAND, INC. AND SUBSIDIARY CONSOLIDATED BALANCE SHEETS 

(Dollars in thousands)

|  | December 31 |  |  |
| :---: | :---: | :---: | :---: |
|  | 2015 |  | 2014 |
| ASSETS |  |  |  |
| Cash and due from banks | \$ | 4,073 | 7,826 |
| Interest bearing deposits with banks |  | 29,906 | 24,366 |
| Total cash and cash equivalents |  | 33,979 | 32,192 |
| Securities available-for-sale (at fair value) |  | 9,513 | 10,638 |
| Federal Home Loan Bank Stock (at cost) |  | 408 | 411 |
| Loans |  | 393,672 | 383,135 |
| Less allowance for loan losses |  | $(5,908)$ | $(6,035)$ |
| Loans, net |  | 387,764 | 377,100 |
| Premises and equipment, net |  | 5,694 | 5,964 |
| Bank owned life insurance |  | 5,646 | 5,495 |
| Other real estate |  | 1,414 | 2,808 |
| Deferred income taxes |  | 996 | 952 |
| Accrued interest receivable |  | 1,257 | 1,322 |
| Prepaid expenses |  | 154 | 270 |
| Other assets |  | 301 | 940 |
| TOTAL ASSETS | \$ | 447,126 | 438,092 |

## LIABILITIES AND STOCKHOLDERS' EQUITY

Noninterest bearing deposits
Interest bearing deposits
Interest bearing deposits
Total deposits
Accrued expenses and other liabilities
Total liabilities

| $\$$ | 90,177 | 84,807 |
| ---: | ---: | ---: |
| 303,348 | 303,406 |  |
| 393,525 | 388,213 |  |
|  | 1,754 | 1,788 |
| 395,279 | 390,001 |  |

Common stock - \$10 par value; 10,000,000 shares authorized;
shares issued and outstanding 1,259,330
Surplus
Retained earnings
Accumulated other comprehensive income
Total stockholders' equity

| 12,593 | 12,593 |
| ---: | ---: |
| 139 | 139 |
| 39,079 | 35,229 |
| 36 | 130 |
| 51,847 | 48,091 |
| $\$ 447,126$ | 438,092 |

## QUEENSTOWN BANCORP OF MARYLAND, INC. AND SUBSIDIARY CONSOLIDATED STATEMENTS OF INCOME

(Dollars in thousands, except per share information)


## QUEENSTOWN BANCORP OF MARYLAND, INC. AND SUBSIDIARY CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

(Dollars in thousands)

|  | Years Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2015 |  | 2014 | 2013 |
| Net income | \$ | 5,109 | 3,702 | 2,036 |
| Other comprehensive income (loss), before tax: |  |  |  |  |
| Securities available for sale: |  |  |  |  |
| Unrealized holding gains (losses) arising during the period |  | (126) | 107 | (363) |
| Reclassification adjustment for gains included in net income |  | (30) | (194) | - |
| Other comprehensive income (loss), before tax |  | (156) | (87) | (363) |
| Income tax effect |  | 62 | 34 | 143 |
| Other comprehensive income (loss), net of tax |  | (94) | (53) | (220) |
| Total comprehensive income | \$ | 5,015 | 3,649 | 1,816 |

# QUEENSTOWN BANCORP OF MARYLAND, INC. AND SUBSIDIARY CONSOLIDATED STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY 

## For the Years Ended December 31, 2015, 2014 and 2013

(Dollars in thousands, except per share information)

|  | Common Stock |  |  |  Accumulated <br> Other  <br> Retained Comprehensive |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Shares | Par Value | Surplus | Earnings | Income (Loss) | Total |
| Balances at January 1, 2013 | 1,262,370 | 12,624 | 212 | 30,751 | 403 | 43,990 |
| Net Income |  | - | - | 2,036 | - | 2,036 |
| Other comprehensive income(loss), net of tax | - | - | - | - | (220) | (220) |
| Purchases of common stock | $(3,040)$ | (31) | (73) | - | - | (104) |
| Cash dividends (\$0.40 per share) | - | - | - | (504) | - | (504) |
| Balances at December 31, 2013 | 1,259,330 | 12,593 | 139 | 32,283 | 183 | 45,198 |
| Net Income | - | - | - | 3,702 | - | 3,702 |
| Other comprehensive income(loss), net of tax | - | - | - | - | (53) | (53) |
| Cash dividends (\$0.60 per share) | - | - | - | (756) | - | (756) |
| Balances at December 31, 2014 | 1,259,330 | 12,593 | 139 | 35,229 | 130 | 48,091 |
| Net Income | - | - | - | 5,109 | - | 5,109 |
| Other comprehensive income(loss), net of tax | - | - | - | - | (94) | (94) |
| Cash dividends (\$1.00 per share) | - | - | - | $(1,259)$ | - | $(1,259)$ |
| Balances at December 31, 2015 | 1,259,330 | 12,593 | 139 | 39,079 | 36 | 51,847 |

## QUEENSTOWN BANCORP OF MARYLAND, INC. AND SUBSIDIARY CONSOLIDATED STATEMENTS OF CASH FLOWS

## (Dollars in thousands)

|  | Years Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2015 | 2014 | 2013 |
| OPERATING ACTIVITIES: |  |  |  |  |
| Net Income | \$ | 5,109 | 3,702 | 2,036 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Premium amortization on securities |  | 50 | 41 | 16 |
| Depreciation and amortization |  | 362 | 362 | 399 |
| Gains on sales of securities |  | (22) | (476) | - |
| Losses on other real estate |  | 136 | 300 | 997 |
| Provision for loan losses and other credit losses |  | 1,241 | 3,000 | 3,900 |
| Deferred tax expense |  | 17 | 367 | 398 |
| Net changes in: |  |  |  |  |
| Accrued interest receivable |  | 64 | 70 | 156 |
| Accrued expenses and other liabilities |  | (34) | 216 | 97 |
| Prepaid expenses |  | 116 | 88 | 325 |
| Other operating activities |  | 731 | (524) | 1,262 |
| Net cash provided by operating activities |  | 7,770 | 7,146 | 9,586 |
| INVESTING ACTIVITES: |  |  |  |  |
| Purchases of securities available-for-sale |  | $(1,154)$ | $(3,696)$ | $(1,675)$ |
| Proceeds from sales of securites availible-for-sale |  | 824 | 532 | - |
| Proceeds from calls and maturities of securities held-to-maturity |  | - | - | 500 |
| Proceeds from calls and maturities of securities available-for-sale |  | 50 | 1,701 | 1,786 |
| Prinicipal payments received on securities available-for-sale |  | 1,224 | 1,008 | 1,806 |
| Net (increase) decrease in loans |  | $(13,096)$ | $(12,953)$ | $(10,452)$ |
| Purchases of FHLB stock |  | - | - | (13) |
| Proceeds from redemption of FHLB stock |  | 3 | 141 | 133 |
| Purchases of premises and equipment |  | (92) | $(1,355)$ | (258) |
| Purchases and improvements of other real estate owned |  | - | (5) | (200) |
| Proceeds from sales of other real estate |  | 2,204 | 2,456 | 4,736 |
| Net cash (used) by investing activities |  | $(10,037)$ | $(12,161)$ | $(3,637)$ |
| FINANCING ACTIVITIES: |  |  |  |  |
| Net increase (decrease) in deposits |  | 5,313 | $(6,918)$ | $(8,345)$ |
| Purchases of common stock |  | - | - | (104) |
| Dividends paid |  | $(1,259)$ | (756) | (504) |
| Net cash provided (used) by financing activities |  | 4,054 | $(7,674)$ | $(8,953)$ |
| Net increase (decrease) in cash and due from banks |  | 1,787 | $(12,689)$ | $(3,004)$ |
| Cash and cash equivalents at beginning of year |  | 32,192 | 44,881 | 47,885 |
| Cash and cash equivalents at end of year | \$ | 33,979 | 32,192 | 44,881 |
| Supplemental disclosures: |  |  |  |  |
| Interest payments | \$ | 2,294 | 2,852 | 3,547 |
| Income tax payments |  | 3,029 | 1,892 | 707 |
| Noncash investing and financing activities: |  |  |  |  |
| Loan charge-offs |  | 1,614 | 2,800 | 3,184 |
| Transfers to other real estate owned |  | 945 | 3,556 | 3,073 |

## TABLE 1: AVERAGE BALANCES AND NET INTEREST INCOME ANALYSIS

| Taxable Equivalent Basis - In Thousands (1) | Years Ended December 31 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2015 |  |  |  | 2014 |  |  |  | 2013 |  |  |  |
|  |  | Average <br> Balance | Interest <br> Income/ <br> Expense | Average <br> Yield/ <br> Rate |  | Average <br> Balance | Interest <br> Income/ <br> Expense | Average <br> Yield/ <br> Rate |  | Average <br> Balance | Interest <br> Income/ <br> Expense | Average <br> Yield/ <br> Rate |
| EARNING ASSETS |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans (2) | \$ | 385,322 | 19,931 | 5.17\% | \$ | 368,913 | 19,439 | 5.27\% | \$ | 359,886 | 19,152 | 5.32\% |
| Securities - taxable (3) |  | 10,023 | 302 | 3.01\% |  | 10,519 | 347 | 3.30\% |  | 9,640 | 383 | 3.97\% |
| Securities - tax exempt (3) |  | - | - | - |  | - | - | - |  | 1,120 | 81 | 7.23\% |
| Interest bearing deposits with banks and federal funds sold |  | 26,612 | 99 | 0.37\% |  | 39,294 | 119 | 0.30\% |  | 48,119 | 132 | 0.27\% |
| Total earning assets |  | 421,957 | 20,332 | 4.82\% |  | 418,726 | 19,905 | 4.75\% |  | 418,745 | 19,748 | 4.72\% |
| NON-EARNING ASSETS |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and due from banks | \$ | 2,662 |  |  | \$ | 6,758 |  |  | \$ | 7,815 |  |  |
| Premises and equipment, net |  | 5,845 |  |  |  | 4,889 |  |  |  | 5,035 |  |  |
| All other assets, net |  | 18,169 |  |  |  | 23,138 |  |  |  | 24,900 |  |  |
| Less: allowance for loan losses |  | $(6,037)$ |  |  |  | $(5,977)$ |  |  |  | $(5,631)$ |  |  |
| Total assets |  | 442,596 |  |  |  | 447,534 |  |  |  | 450,864 |  |  |
| INTEREST-BEARING LIABILITIES |  |  |  |  |  |  |  |  |  |  |  |  |
| Savings and time deposits | \$ | 301,955 | 2,234 | 0.74\% | \$ | 310,971 | 2,789 | 0.90\% | \$ | 319,072 | 3,430 | 1.07\% |
| OTHER LIABILITIES AND |  |  |  |  |  |  |  |  |  |  |  |  |
| STOCKHOLDERS' EQUITY |  |  |  |  |  |  |  |  |  |  |  |  |
| Demand deposits | \$ | 88,174 |  |  | \$ | 87,994 |  |  | \$ | 85,646 |  |  |
| Other liabilities |  | 1,854 |  |  |  | 1,394 |  |  |  | 1,263 |  |  |
| Stockholders' equity |  | 50,613 |  |  |  | 47,175 |  |  |  | 44,883 |  |  |
| Total liabilities and stockholders’ equity |  | 442,596 |  |  |  | 447,534 |  |  |  | 450,864 |  |  |
| Net interest income and net interest margin (4) | Net interest income and |  |  | 4.29\% |  |  | 17,116 | 4.09\% |  |  | 16,318 | 3.90\% |
| Interest rate spread (5) |  |  |  | 4.08\% |  |  |  | 3.85\% |  |  |  | 3.65\% |

(1) The taxable equivalent basis is computed using $34 \%$ federal and applicable state tax rates.
(2) The average loan balances exclude nonaccrual loans.
(3) The average balances for debt and equity securities exclude the effect of their mark-to-market adjustment, if any.
(4) Net interest margin is computed by dividing net interest income by total earning assets.
(5) Interest rate spread equals the earning asset yield minus the interest-bearing liability rate.

## TABLE 2: LOANS

At December 31, 2015 and 2014, loans are as follows:

|  | 2015 |  | 2014 |
| :--- | ---: | ---: | ---: |
| Real estate: |  |  |  |
| Construction and land development | $\$$ | 33,301 | 30,589 |
| Secured by farmland |  | 37,794 | 37,232 |
| Commercial |  | 94,062 | 101,713 |
| Residential | 195,026 | 185,050 |  |
| Commercial and agricultural |  | 25,696 | 19,401 |
| Consumer | $\$$ | 393,673 | 9,150 |
| Total | $\$ 383,135$ |  |  |

A summary of current, past due, and nonaccrual loans as of December 31, 2015 and 2014 was as follows:

As of December 31, 2015
Real estate:

| Construction and land development loans | \$ | 29,956 | 484 | - | 2,861 | 33,301 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Secured by farmland |  | 37,794 | - | - | - | 37,794 |
| Commercial |  | 91,652 | 1,990 | - | 420 | 94,062 |
| Residential |  | 190,503 | 1,607 | 173 | 2,743 | 195,026 |
| Commercial and agricultural |  | 25,624 | 72 | - | - | 25,696 |
| Consumer |  | 7,710 | 75 | - | 8 | 7,793 |
| Total | \$ | 383,239 | 4,228 | 173 | 6,032 | 393,672 |
| Percentage of loan portfolio |  | 97.3\% | 1.1\% | .1\% | 1.5\% | 100\% |
| As of December 31, 2014 |  |  |  |  |  |  |
| Real estate: |  |  |  |  |  |  |
| Construction and land development loans | \$ | 26,273 | 84 | 28 | 4,204 | 30,589 |
| Secured by farmland |  | 36,854 | 378 | - | - | 37,232 |
| Commercial |  | 100,131 | 1,329 | - | 253 | 101,713 |
| Residential |  | 176,891 | 3,623 | 734 | 3,802 | 185,050 |
| Commercial and agricultural |  | 19,315 | 86 | - | - | 19,401 |
| Consumer |  | 9,017 | 133 | - | - | 9,150 |
| Total | \$ | 368,481 | 5,633 | 762 | 8,259 | 383,135 |
| Percentage of loan portfolio |  | 96.2\% | 1.5\% | .2\% | 2.1\% | 100\% |

## TABLE 3: ALLOWANCE FOR LOAN LOSSES

Changes in the allowance for loan losses for the year ended December 31, 2015 and 2014 were as follows:

|  | Real estate construction |  | Real estate residential | Real estate farmland and commercial | Commercial and agriculture | Consumer | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| As of December 31, 2015 |  |  |  |  |  |  |  |
| Beginning Balance | \$ | 1,748 | 1,958 | 1,814 | 407 | 108 | 6,035 |
| Provision for loan losses |  | 500 | 250 | 250 | 216 | 25 | 1,241 |
| Net charge-offs: |  |  |  |  |  |  |  |
| Charge-offs |  | (602) | (415) | (250) | (272) | (75) | $(1,614)$ |
| Recoveries |  | 18 | 155 | - | 17 | 56 | 246 |
| Net charge-offs |  | (584) | (260) | (250) | (255) | (19) | $(1,368)$ |
| Ending balance | \$ | 1,664 | 1,948 | 1,814 | 368 | 114 | 5,908 |
| As of December 31, 2014 |  |  |  |  |  |  |  |
| Beginning Balance | \$ | 1,745 | 1,848 | 1,613 | 374 | 67 | 5,647 |
| Provision for loan losses |  | 785 | 1,090 | 775 | 50 | 50 | 2,750 |
| Net charge-offs: |  |  |  |  |  |  |  |
| Charge-offs |  | (784) | $(1,088)$ | (774) | (47) | (107) | $(2,800)$ |
| Recoveries |  | 2 | 108 | 200 | 30 | 98 | 438 |
| Net charge-offs |  | (782) | (980) | (574) | (17) | (9) | $(2,362)$ |
| Ending balance | \$ | 1,748 | 1,958 | 1,814 | 407 | 108 | 6,035 |

Although the above allocation is performed, the allowance for loan losses is general in nature and is available to absorb losses from any loan type.

## TABLE 4 NONPERFORMING ASSETS

| In Thousands |  | As of December 31 |  |
| :---: | :---: | :---: | :---: |
|  |  | 2015 | 2014 |
| Nonaccrual loans | \$ | 6,032 | 8,259 |
| Accruing mortgage loans 90 days or more past due |  | 173 | 762 |
| Total nonperforming loans |  | 6,205 | 9,021 |
| Other real estate acquired through loan foreclosures |  | 1,414 | 2,808 |
| Total nonperforming assets | \$ | 7,619 | 11,829 |
| Tier I capital | \$ | 51,771 | 47,922 |
| Percentage of nonperforming assets to |  |  |  |
| Tier I capital |  | 14.72\% | 24.68\% |
| Allowance for loan losses | \$ | 5,908 | 6,035 |
| Allowance for loan losses to total nonperforming |  |  |  |
| loans |  | 95.2\% | 66.9\% |

## TABLE 5: CRITICIZED LOANS

The following table summarizes the loan risk ratings applied to the Company's real estate mortgages and commercial loans as of December 31, 2015 and 2014. Criticized loans are considered inadequately protected by the current paying capacity of the borrower or of the collateral pledged, if any. These loans have weaknesses that may jeopardize the liquidation of the debt. Loans not meeting the definition of criticized are considered pass rated loans.

| As of December 31, 2015 | Real estate construction |  |  | Real estate residential | Real estate farmland and commercial |  | Commercial and agriculture |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
| Pass | \$ | 29,497 |  | 185,078 |  | 125,774 | 25,416 |
| Criticized accrual |  | 943 |  | 7,205 |  | 5,662 | 272 |
| Criticized nonaccrual |  | 2,861 |  | 2,743 |  | 420 | 8 |
| Total | \$ | 33,301 |  | 195,026 |  | 131,856 | 25,696 |
| As of December 31, 2014 |  |  |  |  |  |  |  |
| Pass | \$ | 25,575 |  | 173,226 |  | 135,483 | 19,288 |
| Criticized accrual |  | 810 |  | 8,022 |  | 3,209 | 113 |
| Criticized nonaccrual |  | 4,204 |  | 3,802 |  | 253 | - |
| Total | \$ | 30,589 |  | 185,050 |  | 138,945 | 19,401 |
|  |  |  |  | 2015 |  | 2014 |  |
| Criticized accrual loans |  |  | \$ | 14,082 | \$ | 12,154 |  |
| Criticized nonaccrual loans |  |  |  | 6,032 |  | 8,259 |  |
| Total criticized loans |  |  | \$ | 20,114 | \$ | 20,413 |  |
| Allowance for loan losses |  |  | \$ | 5,908 | \$ | 6,035 |  |
| Tier I capital |  |  |  | 51,771 |  | 47,922 |  |
| Totals |  |  | \$ | 57,679 | \$ | 53,957 |  |
| Total criticized loans to the loan losses plus Tier I capita |  |  |  | 34.9\% |  | 37.8\% |  |

Criticized nonaccrual loans have been reduced by $\$ 2.2$ million, these are the nonperforming criticized loans. At December 31, 2015, the performing criticized loans comprise $70 \%$ of the total criticized loans, compared to $60 \%$ at December 31, 2014.

## TABLE 6: DEPOSITS

A breakdown of interest bearing deposits at December 31, 2015 and 2014, by type of account is as follows:

Savings and money market accounts

|  | 2015 | 2014 |
| ---: | ---: | ---: |
| $\$$ | 86,176 | 77,280 |
|  | 29,246 | 27,287 |
|  | 109,787 | 114,499 |
|  | 78,138 | 84,340 |
| $\$$ | 303,347 | 303,406 |

At December 31, 2015, the scheduled maturities of certificates of deposit are as follows:

| 2016 | $\$$ | 84,520 |
| :--- | :--- | :--- |
| 2017 |  | 46,539 |
| 2018 |  | 25,379 |
| 2019 |  | 14,173 |
| 2020 |  | 16,635 |

Interest on deposits for the years ended December 31, 2015, 2014 and 2013 consisted of the following:

Savings and money market
Interest bearing demand accounts
Time deposits of $\$ 100,000$ or more
Other time deposits
Total interest on deposits

|  | 2015 | 2014 | 2013 |
| :--- | ---: | ---: | ---: |
| $\$$ | 142 | 131 | 133 |
|  | 28 | 22 | 22 |
|  | 1,388 | 1,753 | 2,018 |
|  | 677 | 883 | 1,257 |
| $\$$ | 2,235 | 2,789 | 3,430 |

## TABLE 7: STOCKHOLDERS' EQUITY

The Company and the Bank are subject to various regulatory capital requirements. Failure to meet minimum capital requirements can initiate certain mandatory - and possibly additional discretionary - actions by regulators that, if undertaken, could have a direct material effect on the Company's and the Bank's financial statements. Regulatory non-objection is required to pay dividends. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, the Company and the Bank must meet specific capital guidelines that involve quantitative measures of the Company's assets, liabilities, and certain off-balance sheet items as calculated under regulatory capital practices. The Company's capital amounts and classification are also subject to qualitative judgments by the regulators about components, risk weightings, and other factors.

Quantitative measures established by regulation to ensure capital adequacy require the Company and the Bank to maintain amounts and ratios (as set forth in the following table ) of total and Tier 1 Capital (as defined in the regulations) to riskweighted assets (as defined). As of December 31, 2015, the capital levels of the Company and the Bank exceed all capital adequacy requirements to which they are subject.

As of December 31, 2015, the most recent notification from the Bank's primary regulators categorized the Bank as well capitalized under the prompt corrective action regulations. To be categorized as well capitalized, a bank must maintain a minimum total risk-based, Tier I risk-based and Tier I leverage ratios as set forth in the following tables. There are no conditions or events since the last notifications that management believes have changed the Bank's category. Actual capital amounts and ratios are presented in the following table for the Company and the Bank.

|  | Actual |  | For Capital <br> Adequacy Purposes | To Be Well Capitalized Under Prompt Corrective Action Provisions |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | Ratio |  |  |
| As of December 31, 2015 |  |  |  |  |
| Total capital (to risk weighted assets): |  |  |  |  |
| Company (consolidated) | 56,181 | 16.15\% | 8\% |  |
| Bank | 56,141 | 16.14\% | 8\% | 10\% |
| Tier I capital (to risk weighted assets): |  |  |  |  |
| Company (consolidated) | 51,811 | 14.89\% | 6\% |  |
| Bank | 51,771 | 14.89\% | 6\% | 8\% |
| Common equity tier I |  |  |  |  |
| Company (consolidated) | 51,811 | 14.89\% | 4.5\% |  |
| Bank | 51,771 | 14.89\% | 4.5\% | 6.5\% |
| Tier I capital (to average assets): |  |  |  |  |
| Company (consolidated) | 51,811 | 11.48\% | 4\% |  |
| Bank | 51,771 | 11.47\% | 4\% | 5\% |
| As of December 31, 2014 |  |  |  |  |
| Total capital (to risk weighted assets): |  |  |  |  |
| Company (consolidated) | 52,232 | 15.38\% | 8\% |  |
| Bank | 52,191 | 15.37\% | 8\% | 10\% |
| Tier I capital (to risk weighted assets): |  |  |  |  |
| Company (consolidated) | 47,962 | 14.12\% | 4\% |  |
| Bank | 47,922 | 14.11\% | 4\% | 6\% |
| Tier I capital (to average assets): |  |  |  |  |
| Company (consolidated) | 47,962 | 10.78\% | 4\% |  |
| Bank | 47,922 | 10.77\% | 4\% | 5\% |

NOTES

NOTES

## Queenstown Bank of Maryland Officers

| Patrick E. Thompson | Chairman of the Board |
| :--- | ---: |
| T. Douglas Pierson | Vice Chairman of the Board |
| J. Thomas Rhodes, Jr. | President/CEO |
| James P. Shaw | Senior Vice President/CFO |
| Teresa A. Hammer | Senior Vice President |
| Peggy E. Lewis | Senior Vice President/CCBIA |
| Stephanie V. Morris | Senior Vice President |
| C. Franklin Russum | Senior Vice President |
| Tracy Whitby-Fairall | Senior Vice President/COO |
| Christina Wilkins | Senior Vice President |
| Brooke Horney | Vice President |
| JoEllen Calloway | Vice President |
| Karen Dean | Vice President |
| Patricia Tarr | Vice President |
| Judy Vera | Vice President |
| John Ludwig | Vice President |
| Jamie Dulin | Vice President |
| Helen Aytch | Assistant Vice President |
| Heather Jarrell | Assistant Vice President |
| Diane Xander | Assistant Vice President |
| Karen Clough | Assistant Vice President |
| Lauren Pfisterer | Assistant Vice President |
| Katie Anderson | Assistant Vice President |
| Tammy Taylor | Assistant Vice President |
| Heather Dodd | Assistant Vice President |

## Directors

Queenstown Bancorp of Maryland, Inc.
\&
Queenstown Bank of Maryland

Wheeler R. Baker<br>W. Thomas Davis, Jr.<br>James R. Friel, III<br>Chad M. Helfenbein<br>T. Douglas Pierson<br>J. Thomas Rhodes, Jr.<br>Tracy T. Schulz

Patrick E. Thompson

## Queenstown Bank

# Sure Banking on the Shore 

## Branch Information

Main Office - Queenstown
7101 Main Street
P.O. Box 120

Queenstown, MD 21658
Phone: 410-827-8881
Fax: 410-827-8190
Branch Manager: JoEllen Calloway
Chester Branch - Chester
1423 Main Street
P.O. Box 239

Chester, MD 21619
Phone: 410-643-2258
Fax: 410-643-7694
Branch Manager: Kathy Kendall
Centreville Branch - Centreville
115 Coursevall Drive
P.O. Box 177

Centreville, MD 21617
Phone: 410-758-8747
Fax: 410-758-8767
Branch Manager: Karen Dean
Ridgely Branch - Ridgely
204 A East $6^{\text {th }}$ Street
P.O. Box 1098

Ridgely, MD 21660
Phone: 410-634-2071
Fax: 410-634-2459
Branch Manager: Cynthia Alt

Grasonville Branch - Grasonville

3701 Main Street
P.O. Box 138

Grasonville, MD 21638
Phone: 410-827-6101
Fax: 410-827-4916
Branch Manager: Patricia Murchake

Benton's Crossing Branch - Stevensville
101 Main Street
P.O. Box 1035

Stevensville, MD 21666
Phone: 410-604-0881
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Branch Manager: Diane Xander

## Easton Branch - Easton

274 North Washington Street
P.O. Box 1899

Easton, MD 21601
Phone: 410-819-8686
Fax: 410-819-5813
Branch Manager: Heather Dodd
Church Hill Branch - Church Hill
1005 Sudlersville Rd
P.O. Box 269

Church Hill, MD 21623
Phone: 410-556-6417
Fax: 410-556-6479
Branch Manager: Karen Clough

# Queenstown Bank Of Maryland 

## ESTABLISHED 1899

Member Federal Deposit Insurance Corporation


[^0]:    *Efficiency ratio: total noninterest expenses excluding other real estate losses divided by tax equivalent net interest income plus noninterest income

