



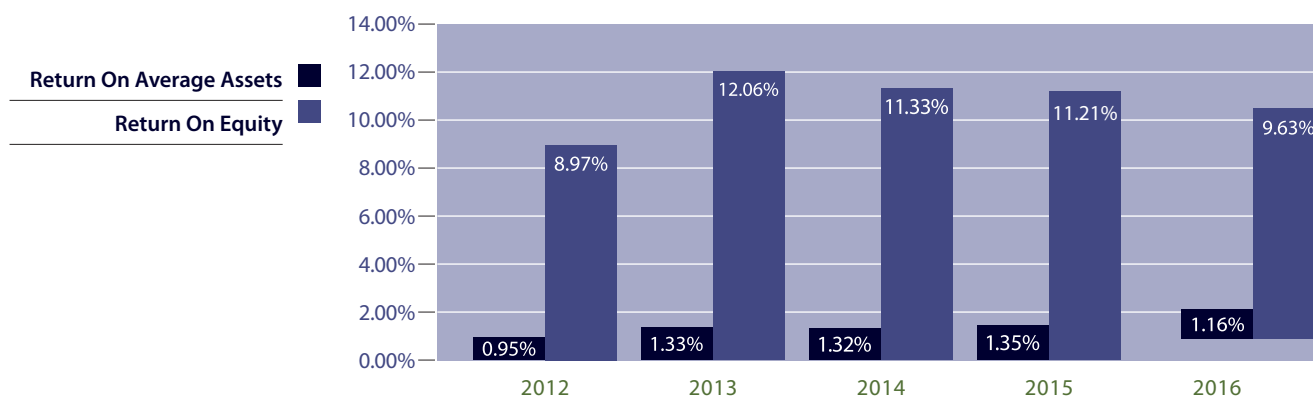
Cross Keys Bank  
*2016 Annual Reports*



# Comparative Statement of Condition

RESOURCES AT YEAR END	2012 <i>(Audited)</i>	2013 <i>(Audited)</i>	2014 <i>(Audited)</i>	2015 <i>(Audited)</i>	2016 <i>(Unaudited)</i>
Cash and Due from Banks	\$22,185,343	\$7,533,891	\$9,824,213	\$11,117,109	\$22,183,953
Investment Securities*	\$133,790,084	\$142,499,735	\$137,557,254	\$112,478,712	\$108,923,050
Loans	\$148,141,383	\$144,486,800	\$166,309,457	\$186,728,820	\$196,451,053
Provision For Loan Loss	(\$2,549,605)	(\$1,362,077)	(\$1,192,343)	(\$1,179,112)	(\$1,604,304)
Loans Net of Provisions For Loss	\$145,591,778	\$143,124,723	\$165,117,114	\$185,549,708	\$194,846,749
Fed Funds Sold	\$0	\$0	\$0	\$0	\$0
Bank Buildings/Equipment	\$5,436,975	\$5,160,052	\$5,366,833	\$5,359,314	\$5,049,604
Interest Earned — Not Collected	\$1,876,831	\$2,033,611	\$1,982,899	\$1,710,101	\$2,006,431
Other Assets	\$3,591,505	\$4,087,245	\$4,251,756	\$4,575,863	\$4,396,880
<b>Total Assets</b>	<b>\$312,472,516</b>	<b>\$304,439,259</b>	<b>\$324,100,069</b>	<b>\$320,790,807</b>	<b>\$337,406,667</b>
<b>LIABILITIES AT YEAR END</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>
Deposits	\$252,023,897	\$243,082,055	\$250,735,248	\$242,858,812	\$256,664,272
Repurchase Agreements	\$1,319,345	\$0	\$0	\$0	\$1,435,811
FHLB Borrowings	\$20,422,265	\$25,278,281	\$31,959,130	\$34,375,806	\$36,542,513
Other Liabilities	\$3,841,201	\$1,280,163	\$954,313	\$1,549,663	\$1,436,422
<b>Total Liabilities</b>	<b>\$277,606,708</b>	<b>\$269,640,499</b>	<b>\$283,648,691</b>	<b>\$278,784,281</b>	<b>\$296,079,018</b>
Capital	\$36,956,396	\$39,832,492	\$42,100,119	\$39,672,945	\$40,561,060
Treasury Stock	(\$4,324,855)	(\$4,390,595)	(\$4,269,059)	\$0	\$0
Number of Shares Treasury Stock	56,175	56,935	55,669	0	0
Unrealized Gain (Loss) on Sec	\$2,234,267	(\$653,137)	\$2,620,318	\$2,333,581	\$766,589
<b>Total Stockholders Equity</b>	<b>\$34,865,808</b>	<b>\$34,788,760</b>	<b>\$40,451,378</b>	<b>\$42,006,526</b>	<b>\$41,327,649</b>
<b>Total Liabilities and Capital</b>	<b>\$312,472,516</b>	<b>\$304,439,259</b>	<b>\$324,100,069</b>	<b>\$320,790,807</b>	<b>\$337,406,667</b>

## RETURN ON AVERAGE ASSETS & RETURN ON EQUITY



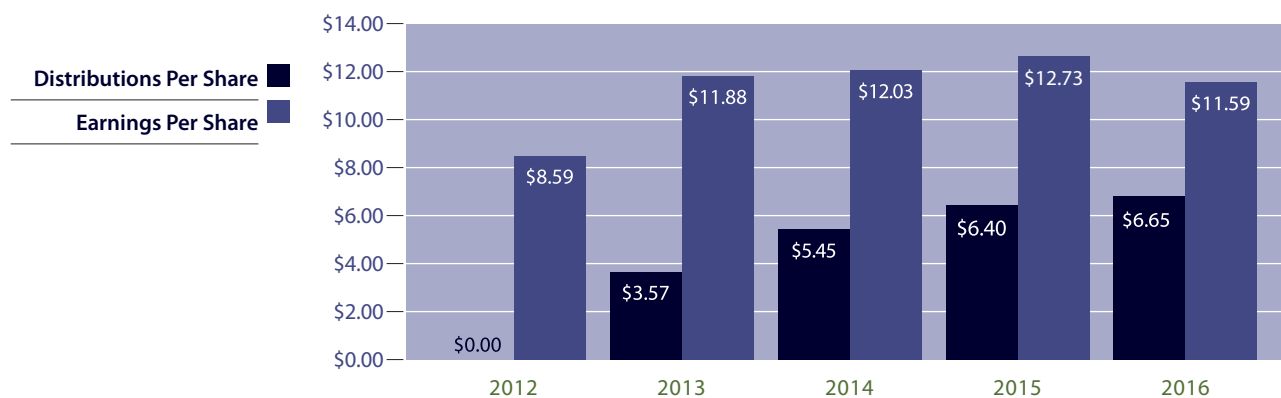
# Comparative Statement of Earnings

<b>OPERATING INCOME</b>	<b>2012</b> <i>(Audited)</i>	<b>2013</b> <i>(Audited)</i>	<b>2014</b> <i>(Audited)</i>	<b>2015</b> <i>(Audited)</i>	<b>2016</b> <i>(Unaudited)</i>
Interest Income	\$13,282,897	\$12,389,626	\$12,744,019	\$13,176,089	\$13,884,282
Interest Expense	\$2,159,692	\$1,651,203	\$1,439,376	\$1,474,608	\$1,613,739
Net Interest Margin	\$11,123,205	\$10,738,423	\$11,304,643	\$11,701,481	\$12,270,543
Other Income	\$4,667,867	\$2,997,645	\$3,121,254	\$3,531,281	\$3,459,936
Total Income	\$15,791,072	\$13,736,068	\$14,425,897	\$15,232,762	\$15,730,479
Operating Expenses	\$10,208,357	\$9,635,069	\$10,396,374	\$10,894,947	\$11,193,079
Provision For Bad Debts	\$1,508,506	\$23,687	(\$112,176)	\$0	\$670,117
Total Operating Expenses	\$11,716,863	\$9,658,756	\$10,284,198	\$10,894,947	\$11,863,196
Federal Income Taxes	\$1,121,872	\$0*	\$0*	\$0*	\$0*
Earnings After Taxes	\$2,952,337	\$4,077,312	\$4,141,699	\$4,337,815	\$3,867,283
Earnings Per Share (BSJ Bancshares, Inc.)	\$8.59	\$11.88	\$12.03	\$12.73	\$11.59
Shares Outstanding	343,825	343,065	344,331	340,835	333,630
Return on Average Assets	0.95%	1.33%	1.32%	1.35%	1.16%
Return on Equity	8.97%	12.06%	11.33%	11.21%	9.63%
Dividend Per Share	\$0.00**	\$3.57	\$5.45	\$6.40	\$6.65

\*No income tax due to 2012 Subchapter S conversion.

\*\*No dividend paid in 2012 due to Subchapter S conversion.

## DISTRIBUTIONS & EARNINGS PER SHARE



No dividend paid in 2012 as the bank elected to convert to Subchapter S status, then paid distributions beginning January 2013.