



# **2011 SECOND QUARTER REPORT** Local banking at its best.



#### TO OUR SHAREHOLDERS,

We are pleased to share with you the highlights of our second quarter of 2011. We reached milestones in our total assets and deposits for the quarter. Historically we experience an increase in second quarter desposits primarily due to the seasonality of our visitor serving businesses and over the last three years that growth has steadily increased.

Net income of \$534,966 for the second quarter of 2011 represents an increase of 45% over the second quarter of 2010. Basic earnings per share for the quarter ended June 30, 2011 were \$0.28 as compared to \$0.22 for the second quarter of 2010.

The financial data presented below provides a summary of key financial highlights for the second quarter ended June 30, 2011 as compared to March 31, 2011:

Total deposits increased \$18.7 million, 7%, to \$270.9 million Gross loans increased \$5.3 million, 3%, to \$172.3 million Total assets increased \$19.0 million, 7%, to \$299.1 million Net income increased \$81,429, 18%, to \$534,966

On a quarter to quarter basis, comparing June 30, 2011 to June 30, 2010 the Bank's deposits increased \$17.6 million, 7%; gross loans increased \$5.7 million, 3%; and assets increased \$18.8 million, 7%. Comparing the six-months ended June 30, 2011 to the six-months ended June 30, 2010, after tax income increased 55% to \$988,504.

Shareholders' equity for the quarter ended June 30, 2011 increased by \$834,269 over the prior quarter to \$25.0 million and increased \$4.5 million when compared to the period ended June 30, 2010.

Comparing the quarter ended June 30, 2011 to June 30, 2010; the Bank's non-interest bearing deposits grew by \$12.2 million to \$97.6 million. Non-interest bearing deposits represented 36% of total deposits as of June 30, 2011.

During the second quarter, we received our eleventh consecutive 4-Star "excellent" rating from Bauer Financial Inc. based upon our

#### SELECTED FINANCIAL DATA (UNAUDITED)

	QUARTER ENDED		QUARTER ENDED	Chan	Change		QUARTER ENDED		QUARTER ENDED		Change		
BALANCE SHEET	06/30/11		03/31/11		\$	%		06/30/11		06/30/10		\$	%
TOTAL ASSETS \$	299,105,147	\$	280,088,758	\$	19,016,389	7%	\$	299,105,147	\$	280,305,318	\$	18,799,829	7%
GROSS LOANS	172,349,451		167,010,330		5,339,121	3%		172,349,451		166,675,976		5,673,475	3%
ALLOWANCE FOR LOAN LOSSES	3,815,266		3,581,729		233,537	7%		3,815,266		3,296,516		518,750	16%
NON-INTEREST BEARING DEPOSITS	97,628,052		89,057,968		8,570,084	10%		97,628,052		85,476,928		12,151,124	14%
TOTAL DEPOSITS	270,885,162		252,172,712		18,712,450	7%		270,885,162		253,314,190		17,570,972	7%
SHAREHOLDERS' EQUITY	25,011,061		24,176,792		834,269	3%		25,011,061		20,464,265		4,546,796	22%
						SIX-MONTHS ENDED		SIX-MONTHS ENDED		Change			
INCOME STATEMENT								06/30/11		06/30/10		\$	%
INTEREST INCOME	3,227,189		3,172,337		54,852	2%	\$	6,399,526	\$	6,241,661	\$	157,865	3%
INTEREST EXPENSE	147,329		154,686		(7,357)	-5%		302,015		559,100		(257,085)	-46%
NET INTEREST INCOME	3,079,860		3,017,651		62,209	2%		6,097,511		5,682,561		414,950	7%
PROVISION FOR LOAN LOSSES	300.000		582,500		(282,500)	-48%		882,500		551.099		331.401	60%
NON-INTEREST INCOME	766,276		882.225		(115.949)			1,648,501		1.080.563		567.938	53%
NON-INTEREST EXPENSE	2,666,764		2,590,056		76,708	3%		5,256,819		5,112,087		144,732	3%
NET INCOME BEFORE TAXES	879,372		727,320		152,052	21%		1,606,693		1,099,938		506,755	46%
INCOME TAX EXPENSE	344,406		273,783		70,623	26%		618,189		462,809		155,380	34%
NET INCOME AFTER TAXES \$	534,966	\$	453,537		81,429	18%	\$	988,504	\$	637,129		351,375	55%
BASIC EARNINGS PER SHARE \$	0.28	\$	0.24				\$	0.52	\$	0.38			
BOOK VALUE PER SHARE \$	13.10	\$	12.67										
RATIOS													
NET INTEREST MARGIN	4.64%		4.65%					4.67%		4.55%			
EQUITY CAPITAL-TO-TOTAL ASSETS	8.4%		8.6%					8.3%		7.3%			

financial performance for the first quarter of 2011.

As always, we welcome your questions and appreciate your ongoing support and confidence in Santa Cruz County Bank. We enjoyed seeing many of you at our Annual Meeting in May.



Acong hall

George Gallucci Chairman of the Board





David Heald President & CEO

#### SANTA CRUZ COUNTY BANK STOCK: SCZC



What's the best way to look up our stock? Santa Cruz County Bank stock, ticker SCZC, is listed on the Over the Counter Bulletin Board.

For the most accurate reporting and current trading prices, we recommend you bookmark this url to look up our stock: http://www.otcmarkets.com/stock/SCZC/quote



# **COMPANY INFORMATION**



Santa Cruz Office, 720 Front Street

# **BOARD OF DIRECTORS**

Kenneth R. Chappell, CPA, Partner-In-Charge, Hutchinson & Bloodgood, LLP George R. Gallucci, (Chairman), Director of Client Relations, Scharf Investments Thomas N. Griffin, Director & President, Grunsky, Ebey, Farrar & Howell Tila Guerrero, President & CEO, Mas Mac Inc., McDonald's Restaurants William J. Hansen, (Vice-Chairman), President & CEO, Hansen Insurance Co. David V. Heald, President & CEO, Santa Cruz County Bank Steven G. John, President, Ocean Speedway Gary A. Reece, President, The Development Group

# **STOCK LISTING**

Santa Cruz County Bank's common stock is listed on the Over the Counter Bulletin Board under the ticker symbol SCZC.

# SHAREHOLDER INFORMATION

Shareholders with questions regarding their stockholder account, stock transfer and registration, lost certificates or change of address should contact their broker, or if held directly, contact the Bank's stock transfer agent listed below:

Computershare Investor Services 350 Indiana Street, Suite 800 Golden, C0 80401 800.962.4284 www.computershare.com

For other assistance with stock related matters, shareholders may contact the bank:

Mary Anne Carson, Shareholder Relations Santa Cruz County Bank 740 Front Street, Suite 220 Santa Cruz, CA 95060 831.457.5000

Detailed information on the Bank's quarterly reports, 2010 Annual Report, Bank stock quotes and recent press releases are available at www.sccountybank.com. Put your money where your life is.

# **BANKING OFFICES:**

#### APTOS

7775 Soquel Drive Aptos, CA 95003

#### CAPITOLA

819 Bay Avenue, Suite D Capitola, CA 95010

# SANTA CRUZ

720 Front Street Santa Cruz, CA 95060

## **SCOTTS VALLEY**

4604 Scotts Valley Drive Scotts Valley, CA 95066

#### WATSONVILLE

595 Auto Center Drive Watsonville, CA 95076

# ATM & NIGHT DEPOSITORY LOCATIONS:

# SANTA CRUZ

1555 Soquel Drive Santa Cruz, CA 95062 (At Dominican Hospital Campus)

#### **APTOS**

783-25 Rio Del Mar Blvd. Aptos, CA 95003 (At Deluxe Foods of Aptos)

# www.sccountybank.com 831.457.5000



All Locations are Green Business Certified