



# **2013 SECOND QUARTER REPORT**



To Our Shareholders,

We are pleased to report continued strong earnings for the first six-months of 2013. During this period, the Bank's net income increased by 35%, to \$1.6 million. In addition, assets grew 7% to a record of \$380 million.

In May, we declared a \$0.05 cash dividend as a result of our financial strength and seven consecutive years of annual profits. We are pleased to be able to reward you, our shareholders, for your long term support of Santa Cruz County Bank!

Our outstanding financial performance continues to set us apart from other financial institutions. The Bank's three-year average return on equity for the years ended 2010, 2011 and 2012 earned us the rank of 103<sup>rd</sup> in American Banker Magazine's annual "Top 200 Community Banks and Thrifts". The rating took into consideration the performance of 851 banks and thrifts throughout the United States. Also, the Bank received the "Super Premier Performing Bank" rating by Findley Reports, Inc. for our 2012 performance and received a 4-Star "Excellent" rating by Bauer Financial, Inc. for the quarter ended March 31, 2013.

Presented below is a summary of key financial highlights for the second quarter ended June 30, 2013 as compared to the second quarter ended June 30, 2012.

Net income increased \$191.9 thousand, 30%, \$825.1 thousand Total deposits increased \$34.8 million, 11%, to \$344.9 million Gross loans increased \$34.4 million, 17%, to \$237.8 million Total assets increased \$39.8 million, 12%, to \$381.2 million

Basic earnings per share for the six-months ended June 30, 2013 were \$0.83 compared to \$0.63 for the six-months ended June 30, 2012. The book value per share of Santa Cruz County Bank's common stock at June 30, 2013 was \$15.61, compared to \$14.43 at June 30, 2012.

Shareholders' equity of \$30.7 million as of June 30, 2013 represented a \$3.0 million increase over June 30, 2012. Comparing the quarter ended June 30, 2013 to June 30, 2012; the Bank's non-interest bearing deposits grew by \$29.8 million, 24%, to \$153.6 million. Non-interest

	QUARTER ENDED	QUARTER ENDED			Change		QUARTER - ENDED		QUARTER ENDED		Change		
BALANCE SHEET	06/30/13	06/30/12		\$	%		06/30/13		3/31/13		\$	%	
TOTAL ASSETS \$	381,152,211	\$ 341,348,260	\$	39,803,951	12%	\$	381,152,211	\$	366,909,124	\$	14,243,087	4%	
GROSS LOANS	237,841,603	203,427,244		34,414,359	17%		237,841,603		230,510,408		7,331,195	3%	
ALLOWANCE FOR LOAN LOSSES	5,430,183	4,599,602		830,581	18%		5,430,183		5,292,101		138,082	3%	
NON-INTEREST BEARING DEPOSITS	153,643,037	123,890,923		29,752,114	<b>24%</b>		153,643,037		135,533,519		18,109,518	13%	
TOTAL DEPOSITS	344,930,572	310,083,603		34,846,969	11%		344,930,572		331,655,396		13,275,176	4%	
SHAREHOLDERS' EQUITY	30,724,547	27,769,566		2,954,981	11%		30,724,547		30,581,461		143,086	0%	
BOOK VALUE PER SHARE \$	15.61	\$ 14.43				\$	15.61	\$	15.55				
							SIX-MONTHS		SIX-MONTHS		Char	ige %	
INCOME STATEMENT							ENDED 06/30/13		ENDED 06/30/12		\$	%	
INTEREST INCOME \$	3,722,718	\$ 3,409,862		312,856	9%	\$	7,307,434	\$	6,776,978	\$	530,456	8%	
INTEREST EXPENSE	105,812	120,303		(14,491)	-12%		214,033		241,199		(27,166)	-11%	
NET INTEREST INCOME	3,616,906	3,289,559		327,347	10%		7,093,401		6,535,779		557,622	9%	
PROVISION FOR LOAN LOSSES	150,000	300,000		(150,000)	-50%		300,000		600,000		(300,000)	-50%	
NON-INTEREST INCOME	822,688	572,654		250,034	44%		1,643,928		1,099,523		544,405	50%	
NON-INTEREST EXPENSE	2,966,070	2,566,367		399,703	16%		5,826,550		5,127,850		698,700	14%	
NET INCOME BEFORE TAXES	1,323,524	995,846		327,678	33%		2,610,779		1,907,452		703,327	37%	
INCOME TAX EXPENSE	498,472	362,643		135,829	37%		986,659		700,765		285,894	41%	
NET INCOME AFTER TAXES \$	825,052	\$ 633,203		191,849	30%	\$	1,624,120	\$	1,206,687	\$	417,433	35%	
BASIC EARNINGS PER SHARE \$	0.42	\$ 0.33				\$	0.83	\$	0.63				
RATIOS													
NET INTEREST MARGIN	4.17%	4.28%											
TIER 1 LEVERAGE RATIO	8.57%	8.42%											

bearing deposits represented 45% of total deposits as of June 30, 2013 compared to 40% at June 30, 2012.

As always, we welcome your comments and referrals, and thank you for your ongoing support of Santa Cruz County Bank.



George Galla

George Gallucci Chairman of the Board





David Heald President & CEO

#### **SECOND QUARTER HIGHLIGHTS**

Santa Cruz County Bank was named a Super Premier Performing Bank by The Findley Reports, Inc., a well-regarded financial consulting firm, recognizing the performance of banking institutions in California for over forty years. Super Premier Performing is the highest rating.

Santa Cruz County Bank ranked 103<sup>rd</sup> in American Banker Magazine's "Top 200 Community Banks and Thrifts" based on three-year average return on equity.





Our Board of Directors pictured outside the Santa Cruz Office

## **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 Harvey J. Nickelson, Retired Bank CEO and Community Volunteer

# **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:

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

The Bank's quarterly reports, 2012 Annual Report and stock quotes are available at www.sccountybank.com in the Investor Relations section.

### **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)

MEMBER FDIC





www.sccountybank.com 831.457.5000