# **2015** SECOND QUARTER REPORT







Dear Shareholders,

Santa Cruz County Bank surpassed the \$500 million mark in total assets in the second quarter of 2015. This accomplishment and significant milestone in our history demonstrates our commitment to increase shareholder value through consistent growth in assets and earnings.

Our mission to be the community's bank of choice, is realized on a daily basis. We serve local individuals, business owners and not-for-profit organizations who view the Bank as a resource for lending and other financial services. Through the community's continual support and word of mouth referrals, the Bank's deposits grew by \$54 million or 14%, and loans grew by \$44 million or 15% to \$337 million comparing June 30, 2015 to June 30, 2014. Asset quality remains exceptional with zero nonperforming loans.

The financial data presented below provides a summary of key financial highlights for the six-months ended June 30, 2015 as compared to the six-months ended June 30, 2014:

Net income increased \$711.6 thousand or 38% to \$2.6 million Total deposits increased \$54.1 million or 14% to \$452.4 million Gross loans increased \$44.0 million or 15% to \$337.0 million

Total assets increased \$60.5 million or 14% to \$500.5 million

Basic earnings per share of \$1.21 for the first six-months of 2015 represents a \$0.32 or 36% increase over the same period in 2014. Improvement in net income and earnings per share resulted from an increase in net interest income and growth in non-interest income which more than offset the increase in non-interest expense.

Building shareholder value has remained a top priority since the Bank's inception. Shareholders' equity grew to \$41 million at June 30, 2015, a \$5.4 million or 15% increase over the prior year.

Rewarding shareholders on a quarterly basis through the payment of cash dividends commenced in July 2013. During the second quarter of 2015, we declared a ninth \$0.05 cash dividend to shareholders. The book value per share of Santa Cruz County Bank stock of \$19.18 at June 30, 2015 continued its upward trend, compared to

#### **SELECTED FINANCIAL DATA (UNAUDITED)**

	QUARTER		D ENDED		CHANGE				QUARTER		QUARTER		CHANGE		
		ENDED 6/30/15			\$		%		ENDED 6/30/15		ENDED 3/31/15		\$	%	
TOTAL ASSETS	\$	500,494,009	\$4	439,992,414	\$6	60,501,595	14%	5	\$500,494,009	\$4	174,535,002	\$	25,959,007	5%	
GROSS LOANS		336,999,353	2	293,033,660	4	3,965,693	15%	þ	336,999,353	3	29,220,953		7,778,400	2%	
ALLOWANCE FOR LOAN LOSSES		6,812,866		6,025,201		787,665	13%	5	6,812,866		6,560,060		252,806	4%	
NON-INTEREST BEARING DEPOSITS		193,775,744	1	181,035,204	1	L2,740,540	7%	5	193,775,744	1	73,573,733		20,202,011	12%	
TOTAL DEPOSITS		452,438,802	З	398,369,869	5	4,068,933	14%	5	452,438,802	4	28,119,862		24,318,940	6%	
SHAREHOLDERS' EQUITY		41,225,768		35,869,952		5,355,816	15%	ò	41,225,768		40,012,363		1,213,405	3%	
BOOK VALUE PER SHARE	\$	19.18	\$	16.79				:	\$ 19.18	\$	18.62				
									SIX-MONTHS	S	X-MONTHS		CHANG	iΕ	
INCOME STATEMENT									ENDED 6/30/15		ENDED 6/30/14		\$	%	
INTEREST INCOME	\$	5,047,939	¢	4,453,668	¢	594,271	13%		, ,	¢	8,666,941	\$		12%	
INTEREST EXPENSE	Ψ	114,424	Ψ	101,092	Ψ	13,332	13%		225,250	Ψ	201,666	Ψ	23,584		
NET INTEREST INCOME		4,933,515		4,352,576		580,939	13%	, )	9,529,361		8,465,275		1,064,086	13%	
PROVISION FOR LOAN LOSSES		187,500		187,500		_	0%		375,000		375,000		_	0%	
NON-INTEREST INCOME		1,050,029		779,301		270,728	35%		1,958,714		1,690,584		268,130		
NON-INTEREST EXPENSE		3,525,802		3,282,676		243,126	7%	5	6,816,183		6,715,072		101,111	2%	
NET INCOME BEFORE TAXES		2,270,242		1,661,701		608,541	37%	, )	4,296,892		3,065,787		1,231,105	40%	
INCOME TAX EXPENSE		919,618		641,013		278,605	43%	5	1,696,116		1,176,580		519,536	44%	
NET INCOME AFTER TAXES	\$	1,350,624	\$	1,020,688	\$	329,936	32%	5	\$ 2,600,776	\$	1,889,207	\$	711,569	38%	
BASIC EARNINGS PER SHARE	\$	\$0.63	\$	0.48				1	\$ 1.21	\$	0.89				
RATIOS															
NET INTEREST MARGIN		4.26%		4.31%											
TIER 1 LEVERAGE RATIO		8.61%		8.62%											
RETURN ON AVERAGE ASSETS		1.12%		0.97%											
RETURN ON AVERAGE EQUITY EFFICIENCY RATIO		13.22% 58.92%		11.48% 63.97%											
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\$16.79 the prior year. In the last twelve months, we have added \$2.39 in book value per share.

We appreciate your ongoing confidence and welcome your referrals which support our growth and your investment in Santa Cruz County Bank.



George Galla

George Gallucci Chairman of the Board



David Heald President & CEO

## WELCOME GEORGE HARRISON

George Harrison joined the Bank in June as Senior Vice President and Chief Credit Officer. Mr. Harrison has an extensive education and professional background in finance, lending, credit administration and credit review. For the past three years, he was Chief Credit Officer for Community Bank of the Bay. We are pleased to welcome him to our Management team and look forward to his contributions in the years ahead.



SCZC CASH DIVIDEND HISTORY							
Record Date	Payable Date						
June 28, 2013	July 10, 2013						
September 27, 2013	October 10, 2013						
December 27, 2013	January 10, 2014						
March 27, 2014	April 10, 2014						
June 25, 2014	July 10, 2014						
September 25, 2014	October 10, 2014						
December 30, 2014	January 12, 2015						
March 27, 2015	April 10, 2015						
July 1, 2015	July 14, 2015						
All \$0.05 cash dividends							

## **BOARD OF DIRECTORS**

Kenneth R. Chappell CPA, Partner-In-Charge, Hutchinson & Bloodgood, LLP George R. Gallucci Retired Banker and Registered Investment Advisor Thomas N. Griffin Director & President, Grunsky, Ebey, Farrar & Howell Tila Guerrero President & CEO, Mas Mac Inc., McDonald's Restaurants William J. Hansen 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 trades on OTCQX under the 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, Computershare Investor Services, at 800.962.4284 or www.computershare.com. For other assistance with stock related matters, shareholders may contact Mary Anne Carson, Shareholder Relations at 831.457.5000.

The Bank's quarterly reports, 2014 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)

sccountybank.com 831.457.5000