## Annual Report of Holding Companies-FR Y-6

## Report at the close of business as of the end of fiscal year

This Report is required by law: Section 5(c)(1)(A) of the Bank Holding Company Act (12 U.S.C. § 1844(c)(1)(A)); sections 8(a) and 13(a) of the International Banking Act (12 U.S.C. §§ 3i06(a) and 3108(a)); sections 11(a)(1), 25, and 25A of the Federal Reserve Act (12 U.S.C. §§ 248(a)(1), 602, and 611a); and sections 113, 165, 312, 618, and 809 of the Dodd-Frank Act ( 12 U.S.C. §§5361, 5365,5412, 1850a(c)(1), and 5468(b)(1)). Return to the appropriate Federal Reserve Bank the original and the number of copies specified.

NOTE: The Annual Report of Holding Companies must be signed by one director of the top-tier holding company. This individual should also be a senior official of the top-tier holding company. In the event that the top-tier holding company does not have an individual who is a senior official and is also a director, the chairman of the board must sign the report. If the holding company is an ESOP/ESOT formed as a corporation or is an LLC, see the General Instructions for the authorized individual who must sign the report.
I, Kevin B. Cashen
Name of the Holding Company Director and Official
Chief Executive Officer
Title of the Holding Company Director and Official
attest that the Annual Report of Holding Companies (including the supporting attachments) for this report date has been prepared in, conformance with the instructions issued by the Federal Reserve System and are true and correct to the best of my knowledge and belief.
With respect to information regarding individuals contained in this report, the Reporter certifies that it has the authority to provide this information to the Federal Reserve. The Reporter also certifies that it has the authority, on behalf of each individual, to consent or object to public release of information regarding that individual. The Federal Reserve may assume, in the absence of a request for confidential treatment submitted in accordance with the Board's "Rules Regarding Availability of Information," 12 C.F.R. Part 261, that the Reporter and individual consent to public release of all details in the report concerniry that individual.


03/27/2018
Date of Signature
For holding companies not registered with the SECIndicate status of Annual Report to Shareholders:
$\boxed{\square}$ is included with the FR Y-6 report
$\square$ will be sent under separate cover
$\square$ is not prepared

## For Federal Reserve Bank Use Only <br>  <br> C.I.

$\frac{\text { Reconciliation and Verfication Steps }}{10}$
Recon the Ditn Action column of each branch row, enter one or more of the actions speccfied beiow
2. If required, enter the date in the Effective Date column
OK:If the branch information is correct, enter 'OK' In the Data Action column.
Change: If the branch informatlon sincorrect or incomplete, revise the data, enter 'Change' in the Data Action column and the date when this information first became valid in the Effective Date column
Close: If a branch listed was sold or closed, enter 'Close' in the Data Aation column and the sale or closure date in the Effective Date column.
Delete: If a branct Itsed was never owned by this depository institution, enter 'Deletet' In the Data Action column.
Add: If a reportable branch is missing Insert a row, add the branch data, and enter 'Add' In the Data Action colum
If printing this list, You may need to adjustyour pase setup in MS Exeel Try using landscape orlentation, page scaling, and/or legal sized paper.

## Submission Procedure

When you are finished, send a saved copy to your FRB contact See the detailed instructions on this site for more information
fyou are emailing this to your fRB contract, put your institution name, city and state in the subbject line of the e-mail.
Note:
Y Y 10 reporting requirements, you must also submit fa Y -10 Domestic Branch Schedules for each branch with a Dab Ation of Change, close, Delete or Add

*FDIC UNINUM, Office Number, and ID_RSSD columns are for reference only. Verification of these values is not required.

| Ontiantion | Effectime Date | Pranch Service Type | Gramhtionsso | Poopular Name | Street Adderm | Citir | State | [zip code | County | Country | fatcuninum. | Ofice Number* | Head Office | Head Office lic_RSSD* | Comments |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ок |  | Full Sevice (Heas Office) | 429021 | queenstown bank of mabylano | 7101 MAN STREET | Quekstown | MD | 21658 | Queen andes | UNTEDSTATES | Not Required | Not Required | Queenstown batik of mafiland | 429021 |  |
| ок |  | Full Service | 3283279 | centremule branch | 125 COURSEVALI DR | CEMREVMLE | MD | 21617 | ouien amins | UNTEDSTATES | Not Regaitred | Not Required | Queentown bank of marylano | 429021 |  |
| ok |  | full sericice | 250029 | chester branch | 1423 MAINST | CHESTER | Mo | 21619 | outenanizs | uniteo states | Not Required | Not Repuired | OUEENSTOWN BAIK OF MAARANO | 429021 |  |
| ok |  | full Service | 4306492 | CHURCH HIL BPANCH | 1005 SUPLERSVILE ROAD | CHURCH HILL | mo | 21623 | queen andes | uniteb states | Not Required | Not Resuited | Queknstown banik of maryand | 429021 |  |
| ок |  | Full Senice | 3283288 | Eston lranch | 274 N WASHINGTON STREET | EASTON | MD | 21601 | talsot | UNTIED STATES | Not Reguited | Not Required | Quekstown baik of maryland | 429021 |  |
| ok |  | full Serice | 307820 | grasomille branch | 3301 Mali 5 S | Grasomulie | MD | 21638 | Quleen annes | United states | Not Recquited | Not Reguired | Ques sfown bank of Mary ind | 429021 |  |
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| 2. FR Y-6 |  |
| :---: | :--- |
| Organizational Chart |  |
| Queenstown Bancorp of Maryland, Inc. | Queenstown Bancorp of Maryland Inc. owns 100\% of the |
| No LEI | outstanding common stock of Queenstown Bank of Maryland |
| Queenstown, MD |  |
| Incorporated in Maryland |  |
| Queenstown Bank of Maryland |  |
| 549300MPX7PJGFD8HA09 |  |
| Queenstown, MD |  |
| Incorporated in Maryland |  |
|  |  |
| 2b FR Y-6 |  |
| Submitted electronically on 3/27/2018 |  |
| 3.1 FR Y-6 |  |
| None |  |
| 3.2 FR Y-6 |  |
| None |  |


| QUEENSTOWN BANCORP OF MARYLAND, INC. |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Report Item 4: Directors and Officers | Principal Occupation | Title or position with Queenstown Bancorp | Title or position with Queenstown Bank | Other Entities \& Ownership Percentage | Bancorp Common Stock Shares Owned | Bancorp Common Stock Percent Owned or Controlled |
| Wheeler R. Baker | President, Baker's Liquors, Inc. | Director | Director | Baker's Liquors - 90\% | 27,498 | 2.18\% |
| Chester, MD |  |  |  | ABA Lands - 100\% |  |  |
|  |  |  |  | Madison Land LLC - 50\% |  |  |
|  |  |  |  |  |  |  |
| Kevin B. Cashen | Queenstown Bank of MD | President \& CEO | President \& CEO | None | 100 |  |
| Queenstown, MD | Queenstown Bancorp of MD |  |  |  |  |  |
|  |  |  |  |  |  |  |
| W. Thomas Davis , Jr. | Davis, Moore, Shearon \& | Director | Director | DMS Associates LLC - 40\% | 875 | 0.07\% |
| Centreville, MD | Associates, LLC |  |  | Centreville Land Holdings LLC - 33.3\% |  |  |
|  |  |  |  |  |  |  |
| James R. Friel, III | S.E.W. Friel | Director | Director | Friel Lumber Company LLC - 25\% | 5,232 | 0.41\% |
| Queenstown, MD | Vegetable Cannery Executive |  |  | S.E.W. Friel, LLC - 25\% |  |  |
|  |  |  |  | Steamboat Village LLC - 40\% |  |  |
|  |  |  |  |  |  |  |
| Chad Helfenbein | Fellows, Helfenbein, Newnam | Director | Director | Eastern Shore Exodus - 25\% | 120 |  |
| Stevensville, MD | Funeral Home |  |  | Western Shore Exodus - 25\% |  |  |
|  |  |  |  | Dogwood Caskets, LLC - 25\% |  |  |
|  |  |  |  |  |  |  |
| T. Douglas Pierson | President, Pierson Comfort | Vice Chairman of the Board | Vice Chairman of the | DRM LLC - 100\% | 100 | 0.01\% |
| Denton, MD | Group |  | Board | Pierson Comfort Group - 100\% |  |  |
|  |  |  |  |  |  |  |
| J. Thomas Rhodes, Jr. | Queenstown Bank of MD | Director | Director | Bennett's Outlet - $25 \%$ | 14,807 | 1.17\% |
| Queenstown, MD |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Tracy T, Schulz | Fisherman's Inn \& Crab Deck | Director | Director | Fisherman's Crab Deck - 27.5\% | 16,505 | 1.31\% |
| Chester, MD |  |  |  | Fisherman's Inn - 28\% |  |  |
|  |  |  |  | Lee Road LLC - 100\% |  |  |
|  |  |  |  | Schulz Development, LLC - 25\% |  |  |
|  |  |  |  | Sandy Meadow II LLC - 100\% |  |  |
|  |  |  |  | Dream Farm, LLC - 100\% |  |  |
|  |  |  |  |  |  |  |
| James P. Shaw | CFO | CFO | CFO | None | 2,248 | 0.18\% |
| Queenstown, MD | Queenstown Bancorp of MD \& |  |  |  |  |  |
|  | Queenstown Bank of MD |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Patrick E. Thompson | Attorney - Braden, Thompson \& | Chairman of the Board | Chairman of the | Braden, Thompson, Poltrack \& Mundy | 5,304 | 0.42\% |
| Queenstown, MD | Poltrack, LLP |  | Board | LLP - 28.3\% |  |  |
|  |  |  |  | St. Claire Suites, LLC - 25\% |  |  |
|  |  |  |  |  |  |  |
| * 4.4.B - N/A - Queensto | wn Bancorp of MD, Inc. owns 100 | \% of the outstanding common | stock of Queenstown | Bank of MD. |  |  |
| **All Directors \& Officers | live in the USA. |  |  |  |  |  |
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# QUEENSTOWN BANCORP OF MARYLAND, INC. 



2017<br>ANNUAL<br>REPORT

## QUEENSTOWN BANCORP OF MARYLAND INC. AND SUBSIDIARY <br> FINANCIAL PERFORMANCE SUMMARY \& RATIOS

| In thousands, Except Per Share Data |  | 2017 |  | 2016 |  | 2015 | 2014 | 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PROFITABILITY |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 18,122 | \$ | 17,959 | \$ | 17,927 | \$ 17,014 | \$ 16,194 |
| Noninterest income |  | 1.102 |  | 1,160 |  | 1,192 | 1,211 | 1,299 |
| Net gain (loss) on sales of other real estate owned |  | 167 |  | (38) |  | (136) | (300) | (997) |
| Securities gains |  | - |  | - |  | 22 | 476 | - |
| Noninterest expenses |  | 9,590 |  | 9,633 |  | '9,579 | 9,468 | 9,458 |
| Provisions for credit losses |  | 600 |  | 990 |  | ,1,241 | 3,000 | 3,900 |
| Income before taxes |  | 9,201 |  | 8,458 |  | 8,185 | 5,933 | 3,138 |
| Income tax expense before deferred tax writedown |  | 3,556 |  | 3,242 |  | 3,076 | 2,231 | 1,102 |
| Net income before deferred tax writedown |  | 5,645 |  | 5,216 |  | 5,109 | 3,702 | 2,036 |
| Deferred tax writedown |  | 400 |  | - |  | - | - | - |
| Net income |  | 5,245 |  | 5,216 |  | 5,109 | 3,702 | 2,036 |
| Return on average assets excluding deferred tax writedown |  | 1.18\% |  | 1.13\% |  | 1.15\% | 0.83\% | 0.45\% |
| Return on average equity excluding deferred tax writedown |  | 9.76\% |  | 9.58\% |  | 10.09\% | 7.84\% | 4.54\% |
| Return on average assets |  | 1.10\% |  | 1.13\% |  | 1.15\% | 0.83\% | 0.45\% |
| Return on average equity |  | 9.06\% |  | 9.58\% |  | 10.09\% | 7.84\% | 4.54\% |
| Net interest margin |  | 3.96\% |  | 4.08\% |  | 4.29\% | 4.09\% | 3.90\% |
| *Efficiency ratio (excluding other real estate gains( losses)) |  | 49.58\% |  | 49.95\% |  | 49.44\% | 51.95\% | 53.69\% |
| Basic earnings per share before deferred tax writedown | \$ | 4.52 | \$ | 4.14 | \$ | 4.06 | \$ 2.94 | \$ 1.62 |
| Basic earnings per share | \$ | 4.20 | \$ | 4.14 | \$ | 4.06 | \$ 2.94 | \$ 1.62 |
| Dividends per share | \$ | 1.25 | \$ | 1.15 |  | 1.00 | \$ 0.60 | \$ 0.40 |
| BALANCE SHEET |  |  |  |  |  |  |  |  |
| Loans |  | 377,627 |  | 386,044 |  | 393,672 | \$ 383,135 | \$ 376,462 |
| Allowance for loan losses |  | 5,297 |  | 5,910 |  | 5,908 | 6,035 | 5,647 |
| Loans, net of allowance for loan losses |  | 372,330 |  | 380,134 |  | 387,764 | 377,100 | 370,815 |
| Interest bearing deposits with banks |  | 59,088 |  | 49,134 |  | 29,906 | 24,366 | 32,708 |
| Total assets |  | 464,719 |  | 462,685 |  | 447,126 | 438,092 | 441,651 |
| Deposits |  | 404,552 |  | 405,341 |  | 393,525 | 388,213 | 395,131 |
| Stockholders' equity |  | 58,075 |  | 55,500 |  | 51,847 | 48,091 | 45,158 |
| Shares outstanding |  | 226,125 |  | ,259,330 |  | ,259,330 | 1,259,330 | 1,259,330 |
| Book value per share |  | 47.36 | \$ | 44.07 |  | 41.17 | \$ 38.19 | \$ 35.89 |
| Loans / Deposits |  | 93.34\% |  | 95.24\% |  | 100.04\% | 98.69\% | 95.28\% |
| Allowance for loan losses / Loans |  | 1.40\% |  | 1.53\% |  | 1.50\% | 1.58\% | 1.50\% |
| REGULATORY CAPITAL RATIOS |  |  |  |  |  |  |  |  |
| QUEENSTOWN BANK |  |  |  |  |  |  |  |  |
| Tier I leverage (avg. equity / avg. assets) ratio |  | 12.15\% |  | 11.76\% |  | 11.47\% | 10.77\% | 9.94\% |
| Common equity risk based |  | 17.45\% |  | 16.05\% |  | 14.89\% | 14.11\% | 13.43\% |
| Tier I risk-based capital ratio |  | 17.45\% |  | 16.05\% |  | 14.89\% | 14.11\% | 13.43\% |
| Total risk based capital ratio |  | 18.71\% |  | 17.30\% |  | 16.14\% | 15.37\% | 14.68\% |
| QUEENSTOWN BANCORP |  |  |  |  |  |  |  |  |
| Tier I leverage (avg. equity / avg. assets) ratio |  | 12.15\% |  | 11.77\% |  | 11.48\% | 10.78\% | 9.95\% |
| Common equity risk based |  | 17.46\% |  | 16.05\% |  | 14.89\% | 14.12\% | 13.44\% |
| Tier l risk based capital ratio |  | 17.46\% |  | 16.05\% |  | 14.89\% | 14.12\% | 13.44\% |
| Total risk based capital ratio |  | 18.71\% |  | 17.31\% |  | 16.15\% | 15.38\% | 14.69\% |

*Efficiency ratio: total noninterest expenses excluding other real estate gains (losses) divided by tax equivalent net interest income plus noninterest income


# Queenstown Bancorp of Maryland, Inc. 

To Fellow Stockholders:
"There is nothing wrong with change...if it is in the right direction."
Winston Churchill
"A year of change" - that is how we would describe Queenstown Bank in 2017. The Bank went through a number of changes in 2017 but we believe that these changes are taking the Bank in the right direction to ensure success in the future. The Bank saw the retirement of J. Thomas (Tommy) Rhodes, Jr., our longtime leader and fixture in the Queenstown community. Tommy spent 42 years with the Bank, the last 25 as the President and Chief Executive Officer. Tommy set the standard for how a community bank operates within its community and his daily presence will be missed. With Tommy's retirement, the Board enlisted the services of Kevin B. Cashen as the 14th President and CEO of the Bank. Kevin joins the bank with significant banking experience and brings a community focus to the job. In addition to Tommy's retirement, we saw the retirement of several other long- term associates including Stephanie Morris, John Ludwig and Judy Vera. All helped to build the Bank to where it is today and their contributions will be missed.

The Bank will continue to focus on serving the community and maintaining its outstanding reputation for customer service. At the same time, the Bank is preparing for the future with investments in the people, facilities and technologies to compete in the ever-changing banking market. 'In 2017, the Bank enhanced the on-line banking platform with the addition of Mobile Capture, an erhancement to our Mobiliti product. Planning has begun to replace our fleet of ATMs and to modernize our branch network. The Bank is very excited about 2018 and beyond.

Continued strong earnings enabled the Company to increase its dividend again in 2017 to a total of $\$ 1.25$ per share, an increase of $9 \%$ over 2016. Stockholders' equity increased $\$ 2.6$ million to $\$ 58.1$ million at December 31, 2017. The increase is comprised primarily of net income less cash dividends and share repurchases of $\$ 2.5$ million. For the year ended December 31, 2017, the Bank saw a slight increase in its net income at $\$ 5.25$ million. Net income per common share increased from $\$ 4.14$ in 2016 , to $\$ 4.20$ in 2017. Net income for 2017 included a one-time write-down of net deferred tax assets of $\$ 400$ thousand, as a result of the new tax law that reduced our 2018 and beyond federal corporate tax rate from $34 \%$ to $21 \%$. Excluding the deferred tax write-down, net income was $\$ 5.65$ million, an $8.24 \%$ increase over the net income of $\$ 5.22$ million for 2016.

The Bank continued to see improvement in its asset quality in 2017. Provisions for credit losses were $\$ 600$ thousand for 2017, down $\$ 330$ thousand from 2016. Criticized loans have been reduced from $\$ 18.8$ million at December 31, 2016 to $\$ 10.8$ million at December 31, 2017. The allowance for loan losses represents $49 \%$ of criticized loans at year end 2017, compared to $31 \%$ at year-end 2016. Total assets increased slightly, from $\$ 463$ million at year end 2016, to $\$ 465$ million at year end 2017. Competitive pressures for loan production and portfolio retention resulted in loan balances of $\$ 377.6$ million at December 31, 2017, compared to $\$ 386$ million at December 31, 2016. Despite three Federal Reserve rate hikes, our portfolio loan yield fell 2 basis points from $5.14 \%$ for 2016, to $5.12 \%$ for 2017. The lower balances and slightly lower yield resulted in a decrease in loan interest income of $\$ 371$ thousand for 2017 compared to 2016. The Federal Reserve rate hikes combined with core deposit growth produced an increase of $\$ 532$ thousand in interest income on interest bearing deposits with banks for 2017 compared to 2016.

Total deposits at December 31, 2017 were $\$ 404.5$ million, a decrease of $\$ 800$ thousand, from $\$ 405.3$ million at December 31, 2016. The mix of our deposits improved significantly, as demand and nonmaturity interest bearing balances grew $\$ 13.5$ million. This significant core deposit growth produced a lower cost of funds for interest bearing deposits. The cost of total interest bearing deposits decreased from $.67 \%$ for year-end 2016, to $.66 \%$ for year-end 2017. Non-maturity transaction and savings accounts comprised $43.3 \%$ of interest bearing deposit totals at December 31, 2017, compared to $40 \%$ at December 31, 2016. The Bank continues to maintain very strong capital ratios. All Bank capital ratios exceed the regulatory capital definition of "well capitalized". For the Bank, the Tier I ratio increased 140 basis points, from $16.05 \%$ to $17.45 \%$ and the total capital ratio increased 141 basis points, from $17.30 \%$ to $18.71 \%$. For the Company, the Tier I ratio increased 141 basis points, from $16.05 \%$ to $17.46 \%$ and the total capital ratio increased 140 basis points, from $17.31 \%$ to $18.71 \%$.

The Bank is very well positioned for continued improvement in the coming years. We believe that the market will remain strong through 2018, although we will see a rise in interest rates as the Federal Reserve continues to raise rates. The Bank is committed to continuing to serve the mid-shore community with the products and services that have contributed to its success in the past. The Bank is also committed to its investment in the future to maintain its competitive edge and deliver the required products and services necessary in today's banking market. Our continued success is built on the commitment of our dedicated employees, the experience of our relationship managers, our commitment to outstanding customer service, our committed Board of Directors and most of all, you, the stockholders, customers and committed neighbors.

We appreciate your support and welcome your referrals as we deepen our contribution to the community. Please feel free to contact us at 410-827-8881 should you have any comments or questions.

Yours truly,


Kevin B. Chasten
President \& (CEO


Patrick E. Thompson
Chairman of the Board

## 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, 2017 net income was $\$ 5.25$ million, compared to net income of $\$ 5.22$ million for the year ended December 31, 2016. Net income per common share increased from $\$ 4.14$ in 2016, to $\$ 4.20$ in 2017 . Net income for 2017 included a one time writedown of net deferred tax assets of $\$ 400$ thousand, as a result of the new tax law that reduced our 2018 and beyond federal corporate tax rate from $34 \%$ to $21 \%$. Excluding the deferred tax writedown, net income was $\$ 5.65$ million, an $8.24 \%$ iucrease over the net income of $\$ 5.22$ million for 2016.

## Net interest income

Net interest income increased from $\$ 17.96$ million for 2016 , to $\$ 18.12$ million for 2017 . Growth of nonmaturity core deposits produced lower funding costs on interest bearing deposits. Funding costs on interest bearing deposits were reduced from $.67 \%$ for 2016 , to $.66 \%$ for 2017.

Competitive pressures for loan production and portfolio retention resulted in loan balances of $\$ 377.6$ million at December 31, 2017, compared to $\$ 386$ million at December 31, 2016. Despite three Federal Reserve rate hikes, our portfolio loan yield fell 2 basis points from $5.14 \%$ for 2016 , to $5.12 \%$ for 2017 . The lower balances and slightly lower yield resulted in a decrease in loan interest income of $\$ 371$ thousand for 2017 compared to 2016. The Federal Reserve rate hikes combined with core deposit growth produced an increase of $\$ 532$ thousand in interest income on interest bearing deposits with banks for 2017 compared to 2016.

## Provisions for credit losses and allowance for loan losses

Provisions for credit losses were $\$ 600$ thousand for 2017, compared to $\$ 990$ thousand for 2016. (See Table 3: Allowance for Loan Losses)

Criticized loans have been reduced from $\$ 18.8$ million at December 31, 2016 to $\$ 10.8$ million at December 31, 2017. The allowance for loan losses represents $49 \%$ of criticized loans at year end 2017, compared to $31 \%$ at year end 2016. (See Table 5: Criticized Loans)

## Noninterest income

Noninterest income, excluding other real estate owned gains (losses), was $\$ 1.1$ million for 2017 and 2016. Service charges on deposit accounts increased $\$ 42$ thousand, from $\$ 579$ thousand in 2016, to $\$ 621$ thousand in 2017. Other income was $\$ 481$ thousand for 2017 , compared to $\$ 581$ thousand for 2016.

## Noninterest expenses

Noninterest expenses decreased $\$ 43$ thousand for 2017 , from $\$ 9,633$ thousand in 2016, to $\$ 9,590$ thousand for 2017. FDIC insurance premiums were reduced from $\$ 502$ thousand for 2016, to $\$ 189$ thousand for 2017. Other real estate carrying costs were reduced from $\$ 246$ thousand for 2016 , to $\$ 126$ thousand for 2017.

## Income taxes

Income tax provisions are primarily adjusted for non-taxable income before applying applicable federal and state income tax rates. Included in income tax expense for 2017 was a $\$ 400$ writedown of our net deferred tax assets, resulting from the passage of the new tax law in late December of 2017. The new tax law reduced the federal corporate tax rate from $34 \%$ to $21 \%$, thereby reducing the benefits of future deferred tax deductions. Exclusive of the deferred tax writedown, our effective tax rate was $38.7 \%$ for 2017 and $38.3 \%$ for 2016 .

## FINANCIAL CONDITION

Total assets increased slightly, from $\$ 463$ million at year end 2016 , to $\$ 465$ million at year end 2017. The loan portfolio decreased from $\$ 386$ million at December 31, 2016, to $\$ 377.6$ million at December 31, 2017. Increases in short term interest bearing deposits with banks will provide for future loan growth as prudent opportunities arise. (See Queenstown Bancorp of Maryland, Inc. and Subsidiary Consolidated Balance Sheets Page 1 and Table 1 Average Balances and Net Interest Income Analysis)

## Deposits

'Total deposits at December 31, 2017 were $\$ 404.5$ million, an decrease of $\$ .8$ million, from $\$ 405.3$ million at December 31, 2015. The mix of our deposits improved significantly, as demand and non-maturity interest bearing balances grew $\$ 13.5$ million. This significant core deposit growth produced a lower cost of funds for interest bearing deposits. The cost of total interest bearing deposits decreased from $.67 \%$ for year end 2016 , to $.66 \%$ for year end 2017. Non-maturity transaction and savings accounts comprised $43.3 \%$ of interest bearing deposit totals at December 31, 2017, compared to 40\% at December 31, 2016. (See Table 6: Deposits).

## Capital levels

Stockholders' equity increased $\$ 2.6$ million, from $\$ 55.5$ million at December 31,2016 , to $\$ 58.1$ million at December 31, 2017. The increase is comprised primarily of net income less cash dividends and share repurchases of $\$ 2.5$ million. The Bank and Company's total qualifying capital ratios have increased over the 2016 year end ratios. For the Company, the Tier I ratio increased 141 basis points, from $16.05 \%$ to $17.46 \%$. The total capital ratio increased 140 basis points, from $17.31 \%$ to $18.71 \%$. The common equity leverage ratio increased 38 basis points, from $11.77 \%$ to $12.15 \%$. (See Table 7: Stockholders' Equity)

For the Bank, the Tier I ratio increased 140 basis points, from $16.05 \%$ to $17.45 \%$. The total capital ratio increased 141 basis points, from $17.30 \%$ to $18.71 \%$. The common equity leverage ratio increased 39 basis points, from $11.76 \%$ to $12.15 \%$. All 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 |  |
| ---: | ---: |
|  | $\mathbf{2 0 1 7}$ |
|  | $\mathbf{2 0 1 6}$ |
| $\mathbf{4 , 7 0 3}$ | 6,103 |
| 59,088 | 49,134 |
| 63,791 | 55,237 |
| 12,356 | 10,521 |
| 430 | 416 |
| 377,627 | 386,044 |
| $(5,297)$ | $(5,910)$ |
| 372,330 | 380,134 |
| 5,360 | 5,556 |
| 5,964 | 5,825 |
| 1,287 | 1,308 |
| 964 | 1,443 |
| 1,497 | 1,449 |
| 316 | 322 |
| 424 | 474 |
| $\$ 454,719$ | 462,685 |

## LIABILITIES AND STOCKHOLDERS' EQUITY

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

| $\$ 94,405$ | 88,021 |
| ---: | ---: |
| 310,147 | 317,320 |
| 404,552 | 405,341 |
| 2,092 | 1,844 |
| 406,644 | 407,185 |

Common stock - $\$ 10$ par value; $10,000,000$ shares authorized;
$1,226,125$ shares issued at December 31, 2017; 1,259,330 shares

| issued at December 31, 2016 | 12,261 | 12,593 |
| :--- | ---: | ---: |
| Surplus | 154 | 139 |
| Retained earnings | 45,727 | 42,846 |
| Accumulated other comprehensive loss | $(67)$ | $(78)$ |
| Total stockholders' equity | 58,075 | 55,500 |

TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY
\$464,719 462,685

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

(Dollars in thousands, except per share information)


## NONINTEREST EXPENSES:

Salaries and employee benefits
FDIC insurance premiums
Other real estate expenses

| 6,051 | 5,831 | 5,658 |  |
| ---: | ---: | ---: | ---: |
|  | 189 | 502 | 571 |
|  | 126 | 246 | 390 |
|  | 602 | 617 | 598 |
|  | 628 | 610 | 647 |
|  | 347 | 322 | 313 |
|  | 1,647 | 1,505 | 1,402 |
|  | 9,590 | 9,633 | 9,579 |
|  | 9,201 | 8,458 | 8,185 |
|  | 3,956 | 3,242 | 3,076 |
| $\$$ | 5,245 | 5,216 | 5,109 |

Basic and diluted net income per share
Basic weighted average shares outstanding
Diluted weighted average shares outstanding

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

(Dollars in thousands)

|  | Years Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2017 | 2016 | 2015 |
| Net income | \$ | 5,245 | 5,216 | 5,109 |
| Other comprehensive income (loss), before tax: |  |  |  |  |
| Securities available for sale: |  |  |  |  |
| Unrealized holding gains (losses) arising during the period |  | 36 | (188) | (126) |
| Reclassification adjustment for gains (losses) included in net income |  | - | - | (30) |
| Other comprehensive income (loss), before tax |  | 36 | (188) | (156) |
| Income tax effect |  | (14) | 74 | 62 |
| Other comprehensive (loss), net of tax |  | 22 | (114) | (94) |
| Total comprehensive income | \$ | 5,267 | 5,102 | 5,015 |

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

For the Years Ended December 31, 2017, 2016 and 2015
(Dollars in thousands, except per share information)

|  | Common Stock |  | Surplus | Retained <br> Earnings | Accumulated Other Comprehensive |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Shares | Par Value |  |  | - Income (Loss) | Total |
| Balances at January 1, 2015 | 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 |
| Net Income | - | - | - | 5,216 | - | 5,216 |
| Other comprehensive (loss), net of tax | - - | - | - | 1 - | (114) | (114) |
| Cash dividends (\$1.15 per share) | - | - | - | $(1 ; 449)$ | - | $(1,449)$ |
| Balances at December 31, 2016 | 1,259,330 | 12,593 | 139 | 42,846 | (78) | 55,500 |
| Net Income | - | - | - | 5,245 | - | 5,245 |
| Other comprehensive (loss), net of tax | - | - | - | - | 22 | 22 |
| Reclassification of remaining tax effects on deferred tax assets on securities available for sale | - | - | - | 11 | (11) | - |
| Stock repurchases | $(33,205)$ | (332) |  | (830) | - | $(1,162)$ |
| Stock option compensation | - - | - | 15 | - | - | 15 |
| Cash dividends (\$1.25 per share) | - | - | - | $(1,545)$ | - | $(1,545)$ |
| Balances at December 31, 2017 | 1,226,125 | \$ 12,261 | 154 | 45,727 | (67) | 58,075 |

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

(Dollars in thousands)


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



(1) The taxable equivalent basis is computed using $34 \%$ federal and applicable state tax rates.
(2) The average loan balances exclude nonacerual 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, 2017 and 2016, loans were as follows:

|  | 2017 |  |
| :--- | ---: | ---: |
| Real estate: |  | 2016 |
| $\quad$ Construction and land development | $\$ 20,699$ | 32,918 |
| Secured by farmland | 38,491 | 37,582 |
| Commercial | 102,536 | 98,501 |
| Residential | 189,231 | 191,071 |
| Commercial and agricultural | 18,777 | 18,312 |
| Consumer | 7,893 | 7,660 |
| Total | $\$ 377,627$ | 386,044 |

A summary of current, past due, and nonaccrual loans as of December 31, 2017 and 2016 was as follows:

As of December 31, 2017
Real estate:
Construction and land development loans
Secured by farmland
Commercial
Residential
Commercial and agricultural
Consumer
Total
Percentage of loan portfolio

| $\$ 19,814$ | 77 | - | 808 | 20,699 |
| ---: | ---: | ---: | ---: | ---: |
| $\$ 38,206$ | 285 | - | - | 38,491 |
| $\$ 99,377$ | 1,445 | 1,212 | 502 | 102,536 |
| $\$ 182,479$ | 4,126 | 484 | 2,142 | 189,231 |
| $\$ 18,207$ | 508 | 62 | - | 18,777 |
| $\$ 3,760$ | 133 | - | - | 7,893 |
| $\$ 365,843$ | 6,574 | 1,758 | 3,452 | 377,627 |
| $96.9 \%$ | $1.7 \%$ | $0.5 \%$ | $0.9 \%$ | $100 \%$ |

As of December 31, 2016
Real estate:

| Construction and land development loans | $\$ 31,596$ | 52 | - | 1,270 | 32,918 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| $\quad$ Secured by farmland | 37,139 | - | 443 | - | 37,582 |
| Commercial | 94,961 | 2,973 | 88 | 479 | 98,501 |
| $\quad$ Residential | 184,314 | 3,689 | 262 | 2,806 | 191,071 |
| Commercial and agricultural | 18,224 | 85 | - | 3 | 18,312 |
| Consumer | 7,574 | 86 | - | - | 7,660 |
| Total | $\$ 373,808$ | 6,885 | 793 | 4,558 | 386,044 |
| Percentage of loan portfolio | $96,8 \%$ | $1.8 \%$ | $0.2 \%$ | $1.2 \%$ | $100 \%$ |

## TABLE 3: ALLOWANCE FOR LOAN LOSSES

Changes in the allowance for loan losses for the year ended December 31, 2017 and 2016 were as follows:

|  | Real estate construction |  | Real estate residential |  | Real estate farmland and commercial |  | Commercial and agriculture |  | Consumer |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| As of December 31, 2017 |  |  |  |  |  |  |  |  |  |  |  |
| Beginning Balance | \$ | 1,466 | \$ | 2,256 | \$ | 1,835 | \$ | 256 | \$ | 97 | 5,910 |
| Provision for loan losses |  |  |  |  |  | 600 |  |  |  |  | 600 |
| Net charge-offs: |  |  |  |  |  |  |  |  |  |  |  |
| Charge-offs |  | (28) |  | (242) |  | $(1,230)$ |  | - |  | (51) | $(1,551)$ |
| Recoveries |  | 136 |  | 104 |  | 3 |  | 49 |  | 46 | 338 |
| Net charge-offs |  | 108 |  | (138) |  | $(1,227)$ |  | 49 |  | (5) | $(1,213)$ |
| Ending balance | \$ | 1,574 |  | 2,118 |  | 1,208 |  | 305 |  | 92 | 5,297 |
| As of December 31, 2016 |  |  |  |  |  |  |  |  |  |  |  |
| Beginning Balance | \$ | 1,664 |  | 1,948 |  | 1,814 |  | 368 |  | 114 | 5,908 |
| Provision for loan losses |  | - |  | 754 |  | 236 |  | - |  | - | 990 |
| Net charge-offs: |  |  |  |  |  |  |  |  |  |  |  |
| Charge-offs |  | (264) |  | (489) |  | (223) |  | (120) |  | (59) | $(1,155)$ |
| Recoveries |  | 66 |  | 43 |  | 8 |  | 8 |  | 42 | 167 |
| Net charge-offs |  | (198) |  | (446) |  | (215) |  | (112) |  | (17) | (988) |
| Ending balance | \$ | 1,466 |  | 2,256 |  | 1,835 |  | 256 |  | 97 | 5,910 |

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 |  |  |
| :---: | :---: | :---: | :---: |
|  |  | 2017 | 2016 |
| Nonaccrual loans | \$ | 3,452 | 4,558 |
| Accruing mortgage loans 90 days or more past due |  | 1,758 | 793 |
| Total nonperforming loans |  | 5,210 | 5,351 |
| Other real estate acquired through loan foreclosures |  | 1,287 | 1,308 |
| Total nonperforming assets | \$ | 6,497 | 6,659 |
| Tier I capital | \$ | 58,113 | 55,538 |
| Percentage of nonperforming assets to Tier I capital |  | 11.18\% | 11.99\% |
| Allowance for loan losses | \$ | 5,297 | 5,910 |
| Allowance for loan losses to total nonperforming loans |  | 101.7\% | 110.4\% |

## 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, 2017 and 2016. 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.

|  | Real estate construction |  | Real estate residential | Real estate farmland and commercial | Commercial and agriculture |
| :---: | :---: | :---: | :---: | :---: | :---: |
| As of December 31, 2017 |  |  |  |  |  |
| Fass | \$ | 19,413 | 183,290 | 137,657 | 18,567 |
| Criticized accrual |  | 174 | 4,103 | 2,868 | 210 |
| Criticized nonaccrual |  | 1,112 | 1,838 | 502 | - |
| Total | \$ | 20,699 | 189,231 | 141,027 | 18,777 |
| As of December 31, 2016 |  |  |  |  |  |
| Pass | \$ | 30,789 | 183,193 | 127,484 | 18,140 |
| Criticized accrual |  | 859 | 5,072 | 8,120 | 169 |
| Criticized nonaccrual |  | 1,270 | 2,806 | 479 | 3 |
| Total | \$ | 32,918 | 191,071 | 136,083 | 18,312 |

Criticized accrual loans
Criticized nonaccrual loans
Total criticized loans

Allowance for loan losses
Tier I capital
Totals
Total criticized loans to the allowance for loan losses plus Tier I capital

|  | 2017 | 2016 |
| ---: | ---: | ---: |
| $\$$ | 7,355 | 14,220 |
|  | 3,452 | 4,558 |
| $\$$ | 10,807 | 18,778 |


| $\$$ | 5,297 | 5,910 |
| :---: | ---: | ---: |
|  | 58,113 | 55,538 |
| $\$$ | 63,410 | 61,448 |

$17.0 \% \quad 30.6 \%$

TABLE 6: DEPOSITS

A breakdown of interest bearing deposits at December 31, 2017 and 2016, by type of account were as follows:

|  | 2,017 | 2016 |
| :--- | ---: | ---: |
| Savings and money market accounts | $\$ 93,905$ | 89,173 |
| Interest bearing demand accounts | 40,344 | 38,022 |
| rime deposits of less than $\$ 100,000$ | 74,245 | 77,984 |
| Time deposits of $\$ 100,000$ through $\$ 250,000$ | 67,491 | 72,007 |
| Time deposits of more than $\$ 250,000$ | 34,162 | 40,134 |
| Total interest bearing deposits | $\$ 310,147$ | 317,320 |

At December 31, 2017, the scheduled maturities of time deposits were as follows:

| 2018 | $\$ 76,883$ |
| :--- | ---: |
| 2019 | 52,763 |
| 2020 | 19,552 |
| 2021 | 17,757 |
| 2022 | 8,943 |

Interest on deposits for the years ended December 31, 2017, 2016 and 2015 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

|  | 2017 | 2016 | 2015 |
| ---: | ---: | ---: | ---: |
| $\$$ | 153 | 151 | 142 |
|  | 69 | 49 | 28 |
|  | 1,289 | 1,300 | 1,388 |
|  | 647 | 637 | 677 |
| $\$$ | 2,158 | 2,137 | 2,235 |

## '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 may be required to pay certain 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, 2017, the capital levels of the Company and the Bank exceed all capital adequacy requirements to which they are subject.

As of December 31, 2017, 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.

|  | Actu |  | For Capital | To Be Well Capitalized <br> Under Prompt Corrective |
| :---: | :---: | :---: | :---: | :---: |
| , - | Amount | Ratio | Adequacy Purposes | Action Provisions |
| As of December 31, 2017 |  |  | , | - |
| Total capital (to risk weighted assets): |  |  |  | . |
| Company (consolidated) | \$ 62,320 | 18.71\% | 8\% |  |
| Bank | 62,291 | 18.71\% | 8\% | 10\% |
| 1. Tier I capital (to risk weighted assets): |  |  |  |  |
| - Company (consolidated) | 58,142 | 17.46\% | 6\% |  |
| Bank | 58,113 | 17.45\% | 6\% | 8\% |
| Common equity tier I |  |  |  |  |
| Company (consolidated) | 58,142 | 17.46\% | 4.50\% |  |
| Bank | 58,113 | 17.45\% | 4.50\% | 6.50\% |
| Tier I capital (to average assets): |  |  |  |  |
| Company (consolidated) | 58,142 | 12.15\% | 4\% |  |
| Bank | 58,113 | 12.15\% | 4\% | 5\% |
| As of December 31, 2016 |  |  |  | ${ }_{5}$ |
| Total capital (to risk weighted assets): |  |  |  |  |
| Company (consolidated) | \$59,926 | 17.31\% | 8\% |  |
| Bank | 59,886 | 17.30\% | ) $8 \%$ | 10\% |
| Tier I capital (to risk weighted assets): |  |  |  | - |
| Company (consolidated) | 55,578 | 16.05\% | 6\% |  |
| Bank | 55,538 | 16.05\% | 6\% | 8\% |
| Common equity tier I |  |  |  | . ${ }^{\text {. }}$ |
| Company (consolidated) | 55,578 | 16.05\% | 4.50\% | - |
| Bank | 55,538 | 16.05\% | 4.50\% | 6.50\% |
| Tier I capital (to average assets): |  |  |  |  |
| Company (consolidated) | 55,578 | 11.77\% | 4\% |  |
| Bank | 55,538 | 11.76\% | 4\% | 5\% |

NOTES

NOTES

## Queenstown Bank of Maryland Officers

| Patrick E. Thompson | Chairman of the Board |
| :--- | ---: |
| T. Douglas Pierson | Vice Chairman of the Board |
| Kevin B. Cashen | President/CEO |
| James P. Shaw | Senior Vice President/CFO |
| Peggy E. Lewis | Senior Vice President/CCBIA |
| C. Franklin Russum | Senior Vice President |
| Tracy Whitby-Fairall | Senior Vice President/COO |
| Christina Wilkins | Senior Vice President |
| Brooke Horney | Senior Vice President |
| Jamie Dulin | Senior Vice President |
| JoEllen Calloway | Vice President |
| Karen Dean | Vice President |
| Patricia Tarr | Vice President |
| Katie Anderson | Vice President |
| Heather Jarrell | Vice President |
| Michael Lucas | Vice President |
| Rose Kleckner | Vice President |
| Kathryn Clark | Vice President |
| Diane Xander | Assistant Vice President |
| Karen Clough | Assistant Vice President |
| Tammy Taylor | Assistant Vice President |
| Heather Dodd | Assistant Vice President |
| Patricia Murchake | Assistant Vice President |
| Kathleen Kendall | Assistant Vice President |
| Thomas Tucker | Assistant Vice President |

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

Wheeler R. Baker<br>Kevin B. Cashen<br>W. Thomas Davis, Jr.

James R. Friel, III

Chad M. Helfenbein
T. Douglas Pierson
J. Thomas Rhodes, Jr.

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
Fax: 410-604-0883
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

# QUEENSTOWN BANCORP OF MARYLAND, INC. 



> 2017
> ANNUAL REPORT

## QUEENSTOWN BANCORP OF MARYLAND INC. AND SUBSIDIARY, FINANCIAL PERFORMANCE SUMMARY \& RATIOS

| In thousands, Except Per Share Data | - 2017 | 2016 | 2015: | 2014 | 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| PROFITABILITY |  |  |  | : ${ }^{\text {, }}$ |  |
| Net interest income | \$ 18,122 | \$ 17,959 | \$ 17,927, | \$ 17,014 | \$ 16,194 |
| Noninterest income | 1,102 | 1,160 | 1,192 | 1,211 | 1,299 |
| Net gain (loss) on sales of other real estate owned | '167 | (38) | (136) | , (300) | (997) |
| Securities gains | - - | - | 22 | 476 | - |
| Noninterest expenses | 9,590 | 9,633 | 9,579 | 9,468 | 9,458 |
| Provisions for credit losses | 600 | 990 | 1,241 | 3,000 | 3,900 |
| Income before taxes | 9,201 | 8,458 | 8,185 | 5,933 | 3,138 |
| Income tax expense before deferred tax writedown | 3,556 | 3,242 | 3,076 | 2,231 | 1,102 |
| Net income before deferred tax writedown | 5,645 | 5,216 | 5,109 | 3,702 | 2,036 |
| Deferred tax writedown | 400 | - | - | - | - |
| Net incone | 5,245 | 5,216 | 5,109 | 3,702 | 2,036 |
| Return on average assets excluding deferred tax writedown | 1,18\% | 1.13\% | 1.15\% | 0.83\% | 0.45\% |
| Return on average equity excluding deferred tax writedown | 9.76\% | 9.58\% | 10.09\% | 7.84\% | 4.54\% |
| Return on average assets | 1.10\% | 1.13\% | 1.15\% | 0.83\% | 0.45\% |
| Return on average equity | 9.06\% | 9.58\% | 10.09\% | 7.84\% | 4.54\% |
| Net interest margin | 3 $96 \%$ | 4.08\% | 4.29\% | 4.09\% | 3.90\% |
| *Efficiency ratio (excluding other real estate gains( losses)) | 49.58\% | 49.95\% | 49.44\% | 51.95\% | 53.69\% |
| Basic earnings per share before deferred tax writedown | \$ : 4.52 | \$ 4.14 | \$ 4.06 | \$ 2.94 | \$ 1.62 |
| Basic earnings per share | \$ 4.20 | \$ 4.14 | \$ 4.06 | \$ 2.94 | \$ 1.62 |
| Dividends per share | \$ . 1.25 | \$ 1.15 | \$ : 1.00 | \$ 0.60 | \$ 0.40 |
| BALANCE SHEET |  |  |  |  |  |
| Loans | \$ 377,627 | \$ 386,044 | \$ 393,672 | \$ 383,135 | \$ 376,462 |
| Allowance for loan losses | 5;297 | 5,910 | 5,908 | 6,035 | 5,647 |
| Loans, net of allowance for loan losses | 372,330 | 380,134 | 387,764: | 377,100 | 370,815 |
| Interest bearing deposits with banks | 59,088 | 49,134 | 29,906 | 24,366 | 32,708 |
| Total assets | 464,719 | 462,685 | 447,126 | '438,092 | 441,651 |
| Deposits | 404,552 | 405,341 | 393,525 | 388,213 | 395,131 |
| Stockholders' equity | 58,075 | 55,500 | 51,347 | 48,091 | 45,158 |
| Shares outstanding | 1,226,125 | ,1,259,330 | 1,259,330 | 1,259,330 | 1,259,330 |
| Book value per share | \$ 47.36 | \$ 44.07 | \$ 41. 17 | \$ 38.19 | \$ 35.89 |
| Loans 1 , Deposits | 93.34\% | 95.24\% | 100.04\% | 98.69\% | 95.28\% |
| Allowance for loan losses / Loans | . 1.40\% | 1.53\% | 1.50\% | 1.58\% | 1.50\% |
| REGUIATORY CAPITAL RATIOS |  |  |  |  |  |
| QUEENSTOWN BANK |  |  |  |  |  |
| Tier I leverage (avg. equity / avg. assets) ratio | 12.15\% | 11.76\% | 11.47\% | 10.77\% | 9.94\% |
| Common equity risk based | 17.45\% | 16.05\% | 14.89\% | 14.11\% | 13.43\% |
| Tier I risk-based capital ratio | . $17.45 \%$ | 16.05\% | 14.89\% | 14.11\% | 13.43\% |
| Total risk based capital ratio | 18.71\% | 17.30\% | 16.14\% | 15.37\% | 14.68\% |
| QUEENSTOWN BANCORP |  |  |  |  |  |
| Tier I leverage (avg. equity / avg. assets) ratio | 12:15\% | 11.77\% | 11.48\% | 10.78\% | 9.95\% |
| Common equity risk based | 17.46\% | 16.05\% | 14.89\% | 14.12\% | 13.44\% |
| Tier I risk based capital ratio | 17.46\% | 16.05\% | 14.89\% | 14.12\% | 13.44\% |
| Total risk based capital ratio | 18.71\% | - $17.31 \%$ | 16.15\% | 15.38\% | 14.69\% |

*Efficiency ratio: total noninterest expenses excluding other real estate gains (losses) divided by tax equivalent net interest income plus noninterest income


# Queenstown Bancorp of Maryland, Inc. 

To Fellow Stockholders:
"There is nothing wrong with change...if it is in the right direction."
Winston Churchill
"A year of change" - that is how we would describe Queenstown Bank in 2017. The Bank went through a number of changes in 2017 but we believe that these changes are taking the Bank in the right direction to ensure success in the future. The Bank saw the retirement of J. Thomas (Tommy) Rhodes, Jr., our longtime leader and fixture in the Queenstown community. Tommy spent 42 years with the Bank, the last 25 as the President and Chief Executive Officer. Tommy set the standard for how a community bank operates within its community and his daily presence will be missed. With Tommy's retirement, the Board enlisted the services of Kevin B. Cashen as the 14th President and CEO of the Bank, Kevin joins the bank with significant banking experience and brings a community focus to the job. In'addition to Tommy's retirement, we saw the retirement of several other long- term associates including Stephanie Morris, John Ludwig and Judy Vera. All helped to build the Bank to where it is today and their contributions will be missed.

The Bank will continue to focus on serving the community and maintaining its outstanding reputation for customer service. At the same time, the Bank is preparing for the future with investments in the people, facilities and technologies to compete in the ever-changing banking market. In 2017, the Bank enhanced the on-line banking platform with the addition of Mobile Capture, an enhancement to our Mobiliti product. Planning has begun to replace our fleet of ATMs and to modernize our branch network. The Bank is very excited about 2018 and beyond.

Continued strong earnings enabled the Company to increase its dividend again in 2017 to a total of $\$ 1.25$ per share, an increase of $9 \%$ over 2016. Stockholders' equity increased $\$ 2.6$ million to $\$ 58.1$ million at December 31, 2017. The increase is comprised primarily of net income less cash dividends and share repurchases of $\$ 2.5$ million. For the year ended December 31, 2017, the Bank saw a slight increase in its net income at $\$ 5.25$ million. Net income per common share increased from $\$ 4.14$ in 2016 , to $\$ 4.20$ in 2017. Net income for 2017 included a one-time write-down of net deferred tax assets of $\$ 400$ thousand, as a result of the new tax law that reduced our 2018 and beyond federal corporate tax rate from $34 \%$ to $21 \%$. Excluding the deferred tax write-down, net income was $\$ 5.65$ million, an $8: 24 \%$ increase over the net income of $\$ 5.22$ million for 2016.

The Bank continued to see improvement in its asset quality in 2017. Provisions for credit losses were $\$ 600$ thousand for 2017, down $\$ 330$ thousand from 2016. Criticized loans have been reduced from $\$ 18.8$ million at December 31, 2016 to $\$ 10.8$ million at December 31, 2017. The allowance for loan losses represents $49 \%$ of criticized loans at year end 2017, compared to $31 \%$ at year-end 2016. Total assets increased slightly, from $\$ 463$ million at year end 2016, to $\$ 465$ million at year end 2017. Competitive pressures for loan production and portfolio retention resulted in loan balances of $\$ 377.6$ million at December 31, 2017, compared to $\$ 386$ million at December 31, 2016. Despite three Federal Reserve rate hikes, our portfolio loan yield fell 2 basis points from $5.14 \%$ for 2016 , to $5.12 \%$ for 2017 . The lower balances and slightly lower yield resulted in a decrease in loan interest income of \$371 thousand for 2017 compared to 2016. The Federal Reserve rate hikes combined with core deposit growth produced an increase of $\$ 532$ thousand in interest income on interest bearing deposits with banks for 2017 compared to 2016.

Total deposits at December 31, 2017 were $\$ 404.5$ million, a decrease of $\$ 800$ thousand, from $\$ 405.3$ million at December 31, 2016. The mix of our deposits improved significantly; as dernand and nonmaturity interest bearing balances grew $\$ 13.5$ million. This significant core deposit growth produced a lower cost of funds for interest bearing deposits. The cost of total interest bearing deposits decreased from $.67 \%$ for year-end 2016, to $.66 \%$ for year-end 2017. Non-maturity transačtion and savings accounts comprised $43.3 \%$ of interest bearing deposit totals at December 31, 2017, compared to $40 \%$ at December 31, 2016. The Bank continues to maintain very strong capital ratios. All Bank capital ratios exceed the regulatory capital definition of "well capitalized". For the Bank, the Tier I ratio increased 140 basis points, from $16.05 \%$ to $17.45 \%$ and the total capital ratio increased 141 basis points, from $17.30 \%$ to $18.71 \%$. For the Company, the Tier I ratio increased 141 basis points, from $16.05 \%$ to $17.46 \%$ and the total capital ratio increased 140 basis points, from $17.31 \%$ to $18.71 \%$.

The Bank is very well positioned for continued improvement in the coming years. We believe that the market will remain strong through 2018, although we will see a rise in interest rates as the Federal Reserve continues to raise rates. The Bank is committed to continuing to serve the mid-shore community with the products and services that have contributed to its success in the past. The Bank is also committed to its investment in the future to maintain its competitive edge and deliver the required products and services necessary in today's banking market. Our continued success is built on the commitment of our dedicated employees, the experience of our relationship managers, our commitment to outstanding customer service, our committed Board of Directors and most of all, you, the stockholders, customers and committed neighbors.

We appreciate your support and welcome your referrals as we deepen our contribution to the community. Please feel free to contact us at 410-827-8881 should you have any comments or questions.


Kevin B. Cashen President, \& (EO)


Patrick E. Thompson
Chairman of the Board

## 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, 2017 net income was $\$ 5.25$ million, compared to net income of $\$ 5.22$ million for the year ended December 31, 2016. Net income per common share increased from $\$ 4.14$ in 2016, to $\$ 4.20$ in 2017. Net income for 2017 included a one time writedown of net deferred tax assets of $\$ 400$ thousand, as a result of the new tax law that reduced our 2018 and beyond federal corporate tax rate from $34 \%$ to $21 \%$. Excluding the deferred tax writedown, net income was $\$ 5.65$ million, an $8.24 \%$ increase over the net income of $\$ 5.22$ million for 2016.

## Net interest income

Net interest income increased from $\$ 17.96$ million for 2016, to $\$ 18.12$ million for 2017. Growth of nonmaturity core deposits produced lower funding costs on interest bearing deposits. Funding costs on interest bearing deposits were reduced from $.67 \%$ for 2016 , to $.66 \%$ for 2017 .

Competitive pressures for loan production and portfolio retention resulted in loan balances of $\$ 377.6$ million at December 31, 2017, compared to $\$ 386$ million at December 31, 2016. Despite three Federal Reserve rate hikes, our portfolio loan yield fell 2 basis points from $5.14 \%$ for 2016 , to $5.12 \%$ for 2017. The lower balances and slightly lower yield resulted in a decrease in loan interest income of $\$ 371$ thousand for 2017 compared to 2016. The Federal Reserve rate hikes combined with core deposit growth produced an increase of $\$ 532$ thousand in interest income on interest bearing deposits with banks for 2017 compared to 2016.

## Provisions for credit losses and allowance for loan losses

Provisions for credit losses were $\$ 600$ thousand for 2017, compared to $\$ 990$ thousand for 2016. (See Table 3: Allowance for Loan Losses)

Criticized loans have been reduced from $\$ 18.8$ million at December 31,2016 to $\$ 10.8$ million at December 31,2017 . The allowance for loan losses represents $49 \%$ of criticized loans at year end 2017 , compared to $31 \%$ at year end 2016. (See Table 5: Criticized Loans)

## Noninterest income

Noninterest income, excluding other real estate owned gains (losses), was $\$ 1.1$ million for 2017 and 2016. Service charges on deposit accounts increased $\$ 42$ thousand, from $\$ 579$ thousand in 2016, to $\$ 621$ thousand in 2017. Other income was $\$ 481$ thousand for 2017, compared to $\$ 581$ thousand for 2016.

## Noninterest expenses

Noninterest expenses decreased $\$ 43$ thousand for 2017, from $\$ 9,633$ thousand in 2016, to $\$ 9,590$ thousand for 2017. FDIC insurance premiums were reduced from $\$ 502$ thousand for 2016 , to $\$ 189$ thousand for 2017 . Other real estate carrying costs were reduced from $\$ 246$ thousand for 2016, to $\$ 126$ thousand for 2017.

Income taxes
Income tax provisions are primarily adjusted for non-taxable income before applying applicable federal and state income tax rates. Included in income tax expense for 2017 was a $\$ 400$ writedown of our net deferred tax assets, resulting from the passage of the new tax law in late December of 2017. The new tax law reduced the federal corporate tax rate from $34 \%$ to $21 \%$, thereby reducing the benefits of future deferred tax deductions. Exclusive of the deferred tax writedown, our effective tax rate was $38.7 \%$ for 2017 and $38.3 \%$ for 2016.

## FINANCIAL CONDITION

Total assets increased slightly, from $\$ 463$ million at year end 2016 , to $\$ 465$ million at year end 2017. The loan portfolio decreased from $\$ 386$ million at December 31,2016 , to $\$ 377.6$ million at December 31, 2017. Increases in short term interest bearing deposits with banks will provide for future loan growth as prudent opportunities arise. (See Queenstown Bancorp of Maryland, Inc. and Subsidiary Consolidated Balance Sheets Page 1 and Table 1 Average Balances and Net Interest Income Analysis)

## Deposits

Total deposits at December 31, 2017 were $\$ 404.5$ million, an decrease of $\$ .8$ million, from $\$ 405.3$ million at December 31, 2015. The mix of our deposits improved significantly, as demand and non-maturity interest bearing balances grew $\$ 13.5$ million. This significant core deposit growth produced a lower cost of funds for interest bearing deposits. The cost of total interest bearing deposits decreased from $.67 \%$ for year end 2016 , to $.66 \%$ for year end 2017. Non-maturity transaction and savings accounts comprised $43.3 \%$ of interest bearing deposit totals at December 31, 2017, compared to 40\% at December 31, 2016. (See Table 6: Deposits).

## Capital levels

Stockholders' equity increased $\$ 2.6$ million, from $\$ 55.5$ million at December 31,2016 , to $\$ 58.1$ million at December 31, 2017. The increase is comprised primarily of net income less cash dividends and share repurchases of $\$ 2.5$ million. The Bank and Company's total qualifying capital ratios have increased over the 2016 year end ratios. For the Company, the Tier I ratio increased 141 basis points, from $16.05 \%$ to $17.46 \%$. The total capital ratio increased 140 basis points, from $17.31 \%$ to $18.71 \%$. The common equity leverage ratio increased 38 basis points, from $11.77 \%$ to $12.15 \%$. (See Table 7: Stockholders' Equity)

For the Bank, the Tier I ratio increased 140 basis points, from $16.05 \%$ to $17.45 \%$. The total capital ratio increased 141 basis points, from $17.30 \%$ to $18.71 \%$. The common equity leverage ratio increased 39 basis points, from $11.76 \%$ to $12.15 \%$. All 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)


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

(Dollars in thousands, except per share information)

|  | Years Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2017 | 2016 | 2015 |
| INTEREST INCOME: |  |  |  |  |
| Interest and fees on loans | \$ | 19,227 | 19,598 | 19,771 |
| Interest and dividends on investment securities |  | 252 | 229 | 292 |
| Other interest income |  | 801 | 269 | 99 |
| Total interest income |  | 20,280 | 20,096 | 20,162 |
| INTEREST EXPENSE: |  |  |  |  |
| Interest on deposits |  | 2,158 | 2,137 | 2,235 |
| Net interest income |  | 18,122 | 17,959 | 17,927 |
| Provisions for loan losses |  | 600 | 990 | 1,241 |
| Net interest income after provisions for loan losses |  | 17,522 | 16,969 | 16,686 |
| NONINTEREST INCOME: |  |  |  |  |
| Service charges on deposit accounts |  | 621 | 579 | 614 |
| Other income |  | 481 | 581 | 578 |
| Net gain (loss) on sales of other real estate |  | 167 | (38) | (136) |
| Securities gains |  | - | - | 22 |
| Total noninterest income |  | 1,269 | 1,122 | 1,078 |
| NONINTEREST EXPENSES: |  |  |  |  |
| Salaries and employee benefits |  | 6,051 | 5,831 | 5,658 |
| FDIC insurance premiums |  | 189 | 502 | 571 |
| Other real estate expenses |  | 126 | 246 | 390 |
| Data processing expenses |  | 602 | 617 | 598 |
| Occupancy expense of bank premises |  | 628 | 610 | 647 |
| Equipment expenses |  | 347 | 322 | 313 |
| Other expenses |  | 1,647 | 1,505 | 1,402 |
| Total noninterest expenses |  | 9,590 | 9,633 | 9,579 |
| Income before income taxes |  | 9,201 | 8,458 | 8,185 |
| Income tax expense |  | 3,956 | 3,242 | 3,076 |
| Net income | \$ | 5,245 | 5,216 | 5,109 |
| Basic and diluted net income per share | \$ | 4.20 | 4.14 | 4.06 |
| Basic weighted average shares outstanding |  | 1,249,663 | 1,259,330 | 1,259,330 |
| Diluted weighted average shares outstanding |  | 1,249,852 | 1,259,330 | 1,259,330 |

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

(Dollars in thousands)

|  | Years Ended |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  |  | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 5}$ |

## QUEENSTOWN BANCORP OF MARYLAND, INC. AND SUBSIDIARY CONSOLIDATED STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY For the Years Ended December 31, 2017, 2016 and 2015 (Dollars in thousands, except per share information)

|  | Common Stock |  | Accumulated Other <br> Retained Comprehensive |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Shares | Par Value | Surplus | Earnings | Income (Loss) | Total |
| Balances at January 1, 2015 | 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) | - | - | - | $(1,259)$ | - | $(1,259)$ |
| Ealances at December 31, 2015 | 1,259,330 | 12,593 | 139 | 39,079 | 36 | 51,847 |
| Net Income | - | - | - | 5,216 | - | 5,216 |
| Other comprehensive (loss), net of tax | - | - | - | - | (114) | (114) |
| Cash dividends (\$1.15 per share) | - | - | - | $(1,449)$ | - | $(1,449)$ |
| Balances at December 31, 2016 | 1,259,330 | 12,593 | 139 | 42,846 | (78) | 55,500 |
| Net Income | - | $\bullet$ | - | 5,245 | - | 5,245 |
| Other comprehensive (loss), net of tax | - | - | - | - | 22 | 22 |
| Reclassification of remaining tax effects on deferred tax assets on securities available for sale | - | - | - | 11 | (11) | - |
| Stock repurchases | $(33,205)$ | (332) |  | (830) | - | $(1,162)$ |
| Stock option compensation | - | - | 15 | - | - | 15 |
| Cash dividends (\$1.25 per share) | - | - | - | $(1,545)$ | - | $(1,545)$ |
| Balances at December 31, 2017 | 1,226,125 | \$ 12,261 | 154 | 45,727 | (67) | 58,075 |

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

## (Dollars in thousands)

|  | Years Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2017 | 2016 | 2015 |
| OPERATING ACTIVITIES: |  |  |  |  |
| Net Income | \$ | 5,245 | 5,216 | 5,109 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Premium amortization on securities |  | 90 | 75 | 50 |
| Depreciation and amortization |  | 376 | 364 | 362 |
| Gains on sales of securities |  | - | - | (22) |
| Net (gain) loss on sales of other real estate |  | (167) | 38 | 136 |
| Provision for loan losses |  | 600 | 990 | 1,241 |
| Deferred tax (benefit) expense |  | 459 | (373) | 17 |
| Stock option compenstion |  | 15 | - | - |
| Net changes in: |  | f |  |  |
| Accrued interest receivable |  | (48) | (192) | 64 |
| Accrued expenses and other liabilities |  | 248 | 90 | (34) |
| Prepaid expenses |  | 6 | (168) | 116 |
| Other operating activities |  | 107 | (186) | 731 |
| Net cash provided by operating activities |  | 6,931 | 5,854 | 7,770 |
| INVESTING ACTIVITES: |  |  |  |  |
| Purchases of securities available-for-sale |  | $(4,830)$ | $(3,479)$ | $(1,154)$ |
| Proceeds from sales of securities available-for-sale |  | - | - | 824 |
| Proceeds from calls and maturities of securities available-for-sale |  | 500 | 795 | 50 |
| Prinicipal payments received on securities available-for-sale |  | 2,444 | 1,414 | 1,224 |
| Net decrease (increase) in loans |  | 5,689 | 5,172 | $(13,096)$ |
| Purchases of FHLB stock |  | (14) | (8) | - |
| Proceeds from redemption of FHLB stock |  | - | - | 3 |
| Purchases of premises and equipment |  | (180) | (226) | (92) |
| Purchases and improvements of other real estate |  | (32) | - | - |
| Proceeds from sales of other real estate |  | 1,531 | 1,369 | 2,204 |
| Net cash provided (used) by investing activities |  | 5,108 | 5,037 | $(10,037)$ |
| FINANCING ACTIVITIES: |  |  |  |  |
| Net(decrease) increase in deposits |  | (789) | 11,816 | 5,313 |
| Purchases of common stock |  | $(1,151)$ | - | - |
| Dividends paid |  | $(1,545)$ | $(1,449)$ | $(1,259)$ |
| Net cash (used) provided by financing activities |  | $(3,485)$ | 10,367 | 4,054 |
| Net increase in cash and cash equivalents |  | 8,554 | 21,258 | 1,787 |
| Cash and cash equivalents at beginning of year |  | 55,237 | 33,979 | 32,192 |
| Cash and cash equivalents at end of year | \$ | 63,791 | 55,237 | 33,979 |
| Supplemental disclosures: |  |  |  |  |
| Interest payments | \$ | 2,185 | 2,141 | 2,294 |
| Income tax payments |  | 3,497 | 3,695 | 3,029 |
| Noncash investing and financing activities: |  |  |  |  |
| Loan charge-offs |  | 1,553 | 1,155 | 1,614 |
| Transfers to other real estate |  | 1,311 | 1,301 | 945 |

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


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

TABLE 2: LOANS
At December 31, 2017 and 2016, loans were as follows:

|  | 2017 |  |
| :--- | ---: | ---: |
| Real estate: |  | 2016 |
| $\quad$ Construction and land development | $\$ 20,699$ | 32,918 |
| Secured by farmland | 38,491 | 37,582 |
| Commercial | 102,536 | 98,501 |
| $\quad$ Residential | 189,231 | 191,071 |
| Commercial and agricultural | 18,777 | 18,312 |
| Consumer | 7,893 | 7,660 |
|  | $\$ 377,627$ | 386,044 |

A summary of current, past due, and nonaccrual loans as of December 31, 2017 and 2016 was as follows:

As of December 31, 2017
Real estate:
Construction and land development loans
Secured by farmland
Commercial
Residential
Commercial and agricultural
Consumer
Total
Percentage of loan portfolio

| $\$ 19,814$ | 77 | - | 808 | 20,699 |
| ---: | ---: | ---: | ---: | ---: |
| $\$ 38,206$ | 285 | - | - | 38,491 |
| $\$ 99,377$ | 1,445 | 1,212 | 502 | 102,536 |
| $\$ 182,479$ | 4,126 | 484 | 2,142 | 189,231 |
| $\$ 18,207$ | 508 | 62 | - | 18,777 |
| $\$ 8,760$ | 133 | - | - | 7,893 |
| $\$ 365,843$ | 6,574 | 1,758 | 3,452 | 377,627 |
| $96.9 \%$ | $1.7 \%$ | $0.5 \%$ | $0.9 \%$ | $100 \%$ |

As of December 31, 2016
Real estate:
Constriction and land development loans
Secured by farmland
Commercial
Residential
Commercial and agricultural
Consumer
Total
Percentage of loan portfolio

| $\$ 31,596$ | 52 |  | 1,270 | 32,918 |
| ---: | ---: | ---: | ---: | ---: |
| 37,139 | - | 443 | - | 37,582 |
| 94,961 | 2,973 | 88 | 479 | 98,501 |
| 184,314 | 3,689 | 262 | 2,806 | 191,071 |
| 18,224 | 85 | - | 3 | 18,312 |
| 7,574 | 86 | - | - | 7,660 |
| $\$ 373,808$ | 6,885 | 793 | 4,558 | 386,044 |
| $96.8 \%$ | $1.8 \%$ | $0.2 \%$ | $1.2 \%$ | $100 \%$ |

## TABLE 3: ALLOWANCE FOR LOAN LOSSES

Changes in the allowance for loan losses for the year ended December 31, 2017 and 2016 were as follows:

|  | Real estate construction |  | Real estate residential |  | Real estate farmland and commercial |  | Commercial and agriculture |  | Consumer |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| As of December 31, 2017 |  |  |  |  |  |  |  |  |  |  |  |
| Beginning Balance | \$ | 1,466 | \$ | 2,256 | \$ | 1,835 | \$ | 256 | \$ | 97 | 5,910 |
| Provision for loan losses |  |  |  |  |  | 600 |  |  |  |  | 600 |
| Net charge-offs: |  |  |  |  |  |  |  |  |  |  |  |
| Charge-offs |  | (28) |  | (242) |  | $(1,230)$ |  | - |  | (51) | $(1,551)$ |
| Recoveries |  | 136 |  | 104 |  |  |  | 49 |  | 46 | 338 |
| Net charge-offs |  | 108 |  | (138) |  | $(1,227)$ |  | 49 |  | (5) | $(1,213)$ |
| Ending balance | \$ | 1,574 |  | 2,118 |  | 1,208 |  | 305 |  | 92 | 5,297 |
| As of December 31, 2016 |  |  |  |  |  |  |  |  |  |  |  |
| Beginning Balance | \$ | 1,664 |  | 1,948 |  | 1,814 |  | 368 |  | 114 | 5,908 |
| Provision for loan losses |  | - |  | 754 |  | 236 |  | - |  | - | 990 |
| Net charge-offs: |  |  |  |  |  |  |  |  |  |  |  |
| Charge-offs |  | (264) |  | (489) |  | (223) |  | (120) |  | (59) | $(1,155)$ |
| Recoveries |  | 66 |  | 43 |  | 8 |  | 8 |  | 42 | 167 |
| Net charge-offs |  | (198) |  | (446) |  | (215) |  | (112) |  | (17) | (988) |
| Ending balance | \$ | 1,466 |  | 2,256 |  | 1,835 |  | 256 |  | 97 | 5,910 |

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 |  |  |
| :---: | :---: | :---: | :---: |
|  |  | 2017 | 2016 |
| Nonaccrual loans | \$ | 3,452 | 4,558 |
| Accruing mortgage loans 90 days or more past due |  | 1,758 | 793 |
| Total nonperforming loans |  | 5,210 | 5,351 |
| Other real estate acquired through loan foreclosures |  | 1,287 | 1,308 |
| Total nonperforming assets | \$ | 6,497 | 6,659 |
| Tier I capital | \$ | 58,113 | 55,538 |
| Percentage of nonperforming assets to Tier I capital |  | 11.18\% | 11.99\% |
| Allowance for loan losses | \$ | 5,297 | 5,910 |
| Allowance for loan losses to total nonperforming loans |  | 101.7\% | 110.4\% |

## 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, 2017 and 2016. 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.

|  | Real estate construction |  | Real estate residential | Real estate farmland and commercial | Commercial and agriculture |
| :---: | :---: | :---: | :---: | :---: | :---: |
| As of December 31, 2017 |  |  |  |  |  |
| Pass | \$ | 19,413 | 183,290 | 137,657 | 18,567 |
| Criticized accrual |  | 174 | 4,103 | 2,868 | 210 |
| Criticized nonaccrual |  | 1,112 | 1,838 | 502 | - |
| Total | \$ | 20,699 | 189,231 | 141,027 | 18,777 |
|  |  | , |  | $\because$ |  |
| As of December 31, 2016 |  |  |  |  |  |
| Pass | \$ | 30,789 | 183,193 | 127,484 | 18,140 |
| Criticized accrual |  | 859 | 5,072 | 8,120 | 169 |
| Criticized nonaccrual |  | 1,270 | 2,806 | 479 | 3 |
| Total | \$ | 32,918 | 191,071 | 136,083 | 18,312 |

Criticized accrual loans
Criticized nonaccrual loans
Total criticized loans

Allowance for loan losses
Tier I capital
Totals
Total criticized loans to the allowance for loan losses plus Tier I capital

|  | 2017 | 2016 |
| ---: | ---: | ---: |
| $\$$ | 7,355 | 14,220 |
|  | 3,452 | 4,558 |
| $\$$ | 10,807 | 18,778 |


| $\$$ | 5,297 | 5,910 |
| :---: | ---: | ---: |
|  | 58,113 | 55,538 |
| $\$$ | 63,410 | 61,448 |

$17.0 \% \quad 30.6 \%$

## TABLE 6: DEPOSITS

A breakdown of interest bearing deposits at December 31, 2017 and 2016, by type of account were as follows:

|  | 2017 | 2016 |
| :--- | ---: | ---: |
| Savings and money market accounts | $\$ 93,905$ | 89,173 |
| Interest bearing demand accounts | 40,344 | 38,022 |
| Time deposits of less than $\$ 100,000$ | 74,245 | 77,984 |
| Time deposits of $\$ 100,000$ through $\$ 250,000$ | 67,491 | 72,007 |
| Time deposits of more than $\$ 250,000$ | 34,162 | 40,134 |
| Total interest bearing deposits | $\$ 310,147$ | 317,320 |

At December 31, 2017, the scheduled maturities of time deposits were as follows:

| 2018 | $\$ 76,883$ |
| :--- | ---: |
| 2019 | 52,763 |
| 2020 | 19,552 |
| 2021 | 17,757 |
| 2022 | 8,943 |

Interest on deposits for the years ended December 31, 2017,2016 and 2015 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

|  | 2017 | 2016 | 2015 |
| ---: | ---: | ---: | ---: |
| $\$$ | 153 | 151 | 142 |
|  | 69 | 49 | 28 |
|  | 1,289 | 1,300 | 1,388 |
|  | 647 | 637 | 677 |
| $\$$ | 2,158 | 2,137 | 2,235 |

## 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 may be required to pay certain 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, 2017, the capital levels of the Company and the Bank exceed all capital adequacy requirements to which they are subject.

As of December 31, 2017, 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 Adequacy Purposes | To Be Well Capitalized <br> Under Prompt Corrective <br> Action Provisions |
| :---: | :---: | :---: | :---: | :---: |
| As of December 31, 2017 |  |  |  |  |
| Total capital (to risk weighted assets): |  |  |  |  |
| Company (consolidated) | \$ 62,320 | 18.71\% | 8\% |  |
| Bank | 62,291 | 18.71\% | 8\% | 10\% |
| Tier I capital (to risk weighted assets): |  |  |  |  |
| Company (consolidated) | 58,142 | 17.46\% | 6\% |  |
| - Bank | 58,113 | 17.45\% | 6\% | - $8 \%$ |
| Common equity tier I |  |  |  |  |
| Company (consolidated) | 58,142 | 17.46\% | 4.50\% |  |
| Bank | 58,113 | 17.45\% | 4.50\% | 6.50\% |
| Tier I capital (to average assets): |  |  |  |  |
| Company (consolidated) | 58,142 | 12.15\% | 4\% | 1. |
| Bank | 58,113 | 12.15\% | 4\% | 5\% |
| As of December 31, 2016 |  |  |  |  |
| Totai capital (to risk weighted assets): |  |  |  |  |
| Company (consolidated) | \$ 59,926 | 17.31\% | 8\% |  |
| Bank | 59,886 | 17.30\% | 8\% | 10\% |
| Tier I capital (to risk weighted assets): |  |  |  |  |
| Company (consolidated) | 55,578 | 16.05\% | 6\% |  |
| Bank | 55,538 | 16.05\% | 6\% | 8\% |
| Common equity tier I |  |  |  |  |
| Company (consolidated) | 55,578 | 16.05\% | 4.50\% |  |
| Bank | 55,538 | 16.05\% | 4.50\% | 6.50\% |
| Tier I capital (to average assets): |  |  |  |  |
| Company (consolidated) | 55,578 | 11.77\% | 4\% |  |
| Bank | 55,538 | 11.76\% | 4\% | 5\% |

NOTES

## NOTES

Queenstown Bank of Maryland Officers

| Patrick E. Thompson | Chairman of the Board |
| :--- | ---: | ---: |
| T. Douglas Pierson | Vice Chairman of the Board |
| Kevin B. Cashen | President/CEO |
| James P. Shaw | Senior Vice President/CFO |
| Peggy E. Lewis | Senior Vice President/CCBIA |
| C. Franklin Russum | Senior Vice President |
| Tracy Whitby-Fairall | Senior Vice President/COO |
| Christina Wilkins | Senior Vice President |
| Brooke Horney | Senior Vice President |
| Jamie Dulin | Senior Vice President |
| JoEllen Calloway | Vice President |
| Karen Dean | Vice President |
| Patricia Tarr | Vice President |
| Katie Anderson | Viee President |
| Heather Jarrell | Vice President |
| Michael Lucas | Vice President |
| Rose Kleckner | Vice President |
| Kathryn Clark | Vice President |
| Diane Xander | Assistant Vice President |
| Karen Clough | Assistant Vice President |
| Tammy Taylor | Assistant Vice President |
| Heather Dodd | Assistant Vice President |
| Patricia Murchake | Assistant Vice President |
| Kathleen Kendall | Assistant Vice President |
| Thomas Tucker | Assistant Vice President |

# Directors <br> Queenstown Bancorp of Maryland, Inc. \& <br> Queenstown Bank of Maryland 

Wheeler R. Baker<br>Kevin B. Cashen<br>W. Thomas Davis, Jr.<br>James R. Friel, III<br>Chad M: Helfenbein<br>T. Douglas Pierson<br>J. Thomas Rhodes, Jr.

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
Fax: 410-604-0883
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

