

## Management's Discussion and Analysis for the Quarter Ended September 30, 2020

### Summary

Florida Capital Group, Inc. (the "Company") and its wholly owned bank subsidiary Florida Capital Bank, N.A. (the "Bank") reported net income of \$7.71 million for the quarter ended September 30, 2020 and \$8.71 million for the first nine months of 2020. These reported earnings reflect the impact of the current year booming mortgage market, and confirm management's decision not to exit this business line during the very difficult mortgage market of 2018. These results compare very favorably to 2019 reported amounts, and reflect the board and management's continuing commitment to improve operating results for shareholders. Compared to the first nine months of 2019, the \$8.71 million of earnings was \$3.62 million greater than the \$5.09 million reported for that period, and also significantly exceeded year-to-date 2020 budgeted earnings of \$3.24 million. The Company's tangible book value allocable to the common shares increased from \$39.8 million at year end 2019 to \$48.5 million at September 30, 2020, and on a per share basis increased from \$.0646 to \$.0787.

Current year operating results are historically unprecedented for the Company, and management attributes the performance primarily to its mortgage business, which has benefited from dramatically lower interest rates across the curve (see the section titled Mortgage Line of Business). This economic backdrop comes as the result of the global pandemic, which began in March 2020, and portends significant future economic uncertainty. As a result, the outlook for credit quality is unusually opaque, and is further complicated by federal legislation that provides subsidies for certain small business borrowers, and deferral opportunities for residential mortgage borrowers. Due to this evolving uncertainty, the Company charged earnings \$2.8 million to increase its allowance for credit losses to an unprecedented 2.39% of loans held for investment. In addition, and as a direct result of successful operations, the Company recorded deferred income tax expense of \$2.5 million for the nine months ended September 30, 2020. On a pre-tax, pre-credit provision basis, earnings were \$14.0 million for the current year compared to \$5.2 million in 2019, which represented an \$8.8 million or 169% improvement.

A few headline snippets and a chart from published market data provide context for assessing the strength of the current residential mortgage market:

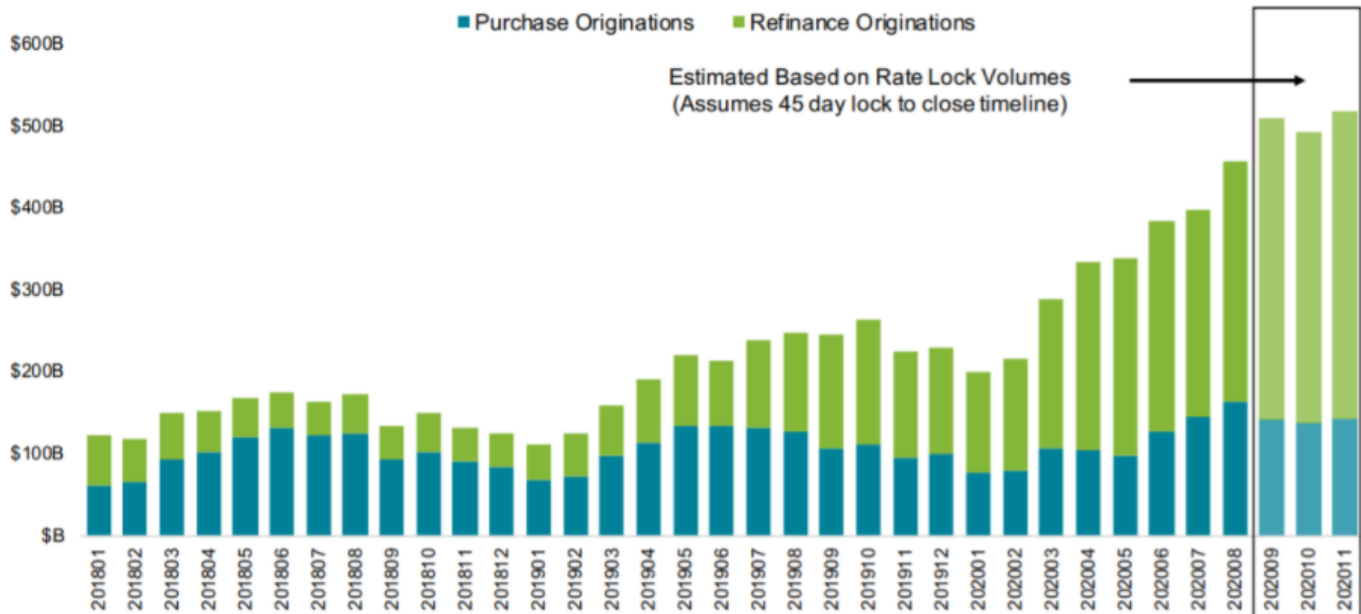
"Q2 2020 saw the largest quarterly origination volume on record with nearly \$1.1 trillion in first lien mortgages originated in the quarter." – Black Knight "Mortgage Monitor"

"New rate lock data suggests 2020 will end with over \$4 trillion in mortgage origination volume ..." - Black Knight "Mortgage Monitor"

"**Fannie Mae**, the world's largest mortgage financier, said mortgage lending this year probably will reach an all-time high of \$3.9 trillion. The dollar-volume record will be boosted by \$2.4 trillion in refinancings, the highest level since 2003 and more than double the level seen in 2019, the mortgage giant said in a forecast on Tuesday." – housingwire.com

The following chart is from Black Knight's "Mortgage Monitor" Report.

## FIRST LIEN MORTGAGE ORIGINATIONS



Source: McDash, Compass Analytics

As discussed above, earnings were substantially bolstered by an improving mortgage market (see mortgage and warehouse lines of business sections); however, balance sheet assets have remained stable at around \$500 million during the current year. As a result, the organic earnings growth has dramatically improved the Bank's regulatory capital ratios, and provided the capital support for future growth if desired. Residential mortgage originations increased during 2020, while warehouse lending production has declined from its historical peak in 2019. Residential mortgage loans held for sale increased from \$101 million at September 30, 2019 to \$151 million at the end of the third quarter of 2020, while warehouse lending balances declined from \$151 million to \$106 million over the same period.

In spite of the rate environment, net interest income improved to \$11.2 million for the nine months ended September 30, 2020 compared to \$10.1 million for the comparable prior year period – a \$1.1 million or 11% increase. The earning asset growth was funded by continued growth in non-interest bearing deposits generated by the specialty banking line of business, and by dramatic growth in core retail/business deposits. At the same time, improved mortgage margins have resulted in increased mortgage banking income during 2020. Although non-interest expenses have increased in 2020 in tandem with mortgage production volume, the Bank continues to focus on the management of overhead expenses, specifically staffing levels and related expenses.

In contemplation of continued economic uncertainty, management has continued to enhance the Company's reserve for credit losses, and, as a result, for the first nine months of 2020 the provision for loan losses was \$2.8 million (compared to \$600 thousand for the comparable 2019 period), and the allowance for loan losses increased by \$1.7 million to \$4.4 million. Although credit quality has remained relatively stable during the current year, management has elected to build reserves to address economic uncertainty, including potential exposure in the Bank's Government Guaranteed Lending line of business. To date, deferral requests from borrowers experiencing financial difficulties have been modest; however, the future level of these requests is highly uncertain. From a regulatory capital perspective, the stable asset levels and higher earnings have resulted in significantly higher regulatory capital ratios at September 30, 2020 (tier 1 leverage ratio of 11.08% and total risk-based capital ratio of 16.24%) relative to December 31, 2019 (tier 1 leverage ratio of 8.09% and total risk-based capital ratio of 12.29%).

The Company is presently fully taxable for book purposes (deferred income tax expense), but continues to utilize Financial Crisis net operating loss carryforwards for income tax purposes resulting in no cash income tax payments. The Company's tax net operating loss carryforwards are likely to be fully utilized by the end of 2020. The rebooked net deferred tax asset (originally \$4.6 million at the end of 2018) has declined to approximately \$2.1 million at September 30, 2020. More importantly, the portion of the deferred tax asset not related to the Company's historical tax net operating loss carryforward (approximately \$1.5 million of the total \$2.1 million net deferred tax asset) is included in the Bank's tier 1 capital in accordance with regulatory capital rules.

As noted in the 2019 Letter to Shareholders, the Bank entered into a formal agreement with the Office of the Comptroller of the Currency during April 2020 to address certain regulatory criticisms noted during the October 2019 safety and soundness exam. The Board of Directors, the Compliance Committee of the board, and management have worked diligently this year to address and remediate these regulatory criticisms, and believe that substantial progress has been made toward full compliance with the agreement.

In addition to working diligently for the benefit of our shareholders, the board and management continue to focus on the customer experience. Our goals are to provide exceptional service, to attract and nurture relationships, and to provide needed financial solutions and services. To meet these objectives and to more align with our nationwide businesses, the Bank has rebranded itself as FLCBank, and has refreshed its website to emphasize the importance of our relationship-based approach to banking.

### **Mortgage Line of Business**

The vibrant mortgage market of 2020 has eclipsed all previous expectations of what would be possible this year. The relatively improved mortgage market of 2019 compared to the very weak 2018 market brought mortgage lenders back to the marketplace. However, as the pandemic unfolded and rates declined to historical lows, record levels of refinancing activity caught the industry unprepared for the onslaught of borrower requests. As a result, capacity was overwhelmed, pricing tightened and margins widened to historically unprecedented levels as lenders sought to manage capacity. Conventional mortgage rates have dropped into the 2%+ range, which is the lowest level in history. At September 30, 2020, the yield on the ten-year U.S. Treasury note closed at .69% compared to 1.88% as the year began, while the average thirty year conventional mortgage fixed rate has declined to 2.90% from 3.51% for the comparable time frame.

At the beginning of the year, 2020 mortgage originations were expected to be 8% lower than the 2020 level, and for the first quarter mortgage production seemed to follow this trend as production was \$253 million. However, as the pandemic began to unfold in mid-March and rates dropped precipitously, the Bank's locked pipeline of residential mortgages increased from about \$80 million to \$330 million in a period of a few weeks. At March 31, locked loans were \$330 million, which indicated substantial production during the second quarter as these "locks" were processed, closed and sold to secondary market investors. For the second quarter of 2020, mortgage production totaled \$375 million, and this figure increased to \$424 million during quarter three.

At the present time, locks are holding in the \$220 million range, and continued strong originations are expected during the final quarter of the year. Current mortgage market pundits are predicting a 25% decline in mortgage market originations in 2021. The nine-month production figure of \$1.05 billion significantly exceeded the Bank's year-to-date budgeted level of mortgage production (favorable variance of \$406 million or 63%). From a balance sheet perspective, mortgage held-for-sale balances were \$151 million at September 30, 2020 compared to a budgeted level of \$74 million, and exceeded the year-end 2019 balances of \$101 million. From a pricing perspective, the year-to-date margin of 2.28% significantly exceeds the budgeted margin of 1.54%. The combination of these volume and pricing variances combined to generate a year-to-date mortgage gain on sale of \$23.9 million, which was \$14.0 million or 141% ahead of budget year-to-date, and almost double the \$12.8 million reported at September 30, 2019.

From a cost perspective, management has added to staff where needed utilizing a combination of staffing strategies to manage the higher staffing levels required for the present production levels. These strategies include the use of overtime, part-time and temporary employees. Management is presently implementing a major outsourcing arrangement with a significant vendor to underwrite and process conventional, fixed rate mortgage loans. This approach converts fixed costs to variable costs, and allows management to better manage staffing levels. At the same time, management is acutely aware that mortgage production volumes can be volatile. As a result, management maintains action plans to rationalize mortgage costs and expenses in the event of a sudden decline in the market.

### **Warehouse Line of Business**

Warehouse lending production as of September 30, 2020 has declined from the record \$4.0 billion production level reported for 2019. For the nine months ended September 30, 2020 total warehouse production was \$2.5 billion, which compares favorably to the \$2.4 billion reported for the comparable period in 2019. However, fourth quarter 2020 production will not likely repeat the levels reported in the fourth quarter of 2019. Management has decided to allocate capital to support residential mortgage production in the current environment, and has established concentration limits for warehouse lending commitments and balances accordingly. From a balance sheet perspective, total outstanding warehouse balances were \$106 million at September 30, 2020, compared to a budgeted level of \$186 million and a balance of \$151 million at September 30, 2019. Total year-to-date interest income from warehouse lending was \$2.9 million, compared to budgeted interest income of \$4.8 million, which is a \$1.9 million or 39% unfavorable budget variance. However, from a line of business perspective, warehouse lending continues to make a substantial contribution to earnings reporting a net earnings contribution of \$2.6 million for the three quarters ended September 30, 2020 compared to \$3.1 million for the comparable period of 2019.

The Bank's warehouse lending business generates loans that are not eligible collateral among traditional funds providers. As a result, the Bank typically taps wholesale sources of liquidity at market rates to fund these balances. These funding sources are predominately comprised of brokered and institutional certificates of deposit with short-term maturities that offset the interest rate risk exposure of the warehouse loans. However, steep growth in non-maturity retail/business core deposits (\$177 million at September 30, 2020 compared to \$100 million at September 30, 2019), and stable deposits in the Bank's specialty banking business line have altered these funding sources. Brokered and institutional deposits were \$78 million at September 30, 2020 compared to \$120 million for the comparable period of 2019. Although core deposit rates and market rates have converged in this very low rate environment, this strategic remix of liabilities has significant future positive earnings implications for the Bank as market-based funding rates diverge from core deposit rates in higher rate environments.

### **Government Guaranteed Lending (GGL)**

Management has made the strategic decision to fold this line of business into the Community Bank business line. This decision involved two considerations. The first consideration was that the market for government guaranteed loans is indistinguishable from the market for traditional community bank C&I and CRE lending. The primary difference is the size of the borrower and the related loan, and the credit quality of the borrower absent the guaranty. The second consideration was that late in 2019 management decided to exit all government guaranteed lending that involved third party referral agents, and to limit lending opportunities to well-established businesses where real estate was the primary source of collateral. These decisions were confirmed with the arrival of the global pandemic and the resulting economic uncertainty. As a result of these considerations, management has determined to reduce concentration exposures in this portfolio. At March 31, 2020, unguaranteed GGL exposures represented 50% of capital and surplus. At September 30, 2020, the Bank's GGL exposure was 26%.

Management anticipates heightened loss exposure in this portfolio, and has allocated a substantial portion of the allowance for loan losses to mitigate future losses. Recent charge-off activity has been centered in this portfolio and, in particular, in the small balance, non-real estate secured segment. The recently enacted CARES Act provided subsidies to many SBA borrowers for a six month period. While this legislation has provided much needed relief to borrowers suffering from the financial effects of the pandemic, the long-term impact has been to obscure visibility on past due and non-performing levels. Management believes as a result that higher levels of the allowance are appropriate, and to date in 2020 earnings have been charged \$2.8 million to boost credit reserves.

Management continues to believe that the Bank should seek to be a significant provider of credit to small businesses, but in the current environment is taking a “pause and see” prudential approach. The Bank will continue to focus on attractive origination opportunities involving SBA and USDA-guaranteed loan relationships to well-established businesses secured primarily by real property.

### **Specialty Banking**

Specialty banking as a strategic business line is comprised of fee-based ACH third party payment processing, health savings account relationships, and a deposit generating, corporate prepaid card program. Management of this business continuously explores other attractive opportunities to raise very low cost, long-term deposits, which include the Bank’s 2019 entry into the hemp banking market in Florida. The production, processing and retail distribution of hemp-based products has now been legal in the state of Florida for almost two years. The board and management view this agricultural commodity as an attractive banking market with opportunities to grow deposits and generate fee income. The compliance activities and responsibilities involving the hemp market are complex. As a result, management has added staff to ensure that the related compliance program is sound. Although these costs and expenses have reduced the earnings contribution of this business line, management believes that sound risk management practices represent a long-term competitive advantage in this business.

Specialty banking non-interest bearing deposits have remained stable over the past year at around \$100 million, although many current initiatives are expected to result in continued core deposit growth. Importantly, the volatility of deposit flows has stabilized, and management now has a better understanding of how to use these deposits as a significant funding source. The prepaid card program tends to be seasonal due to the manner in which the cards are loaded and eventually used by customers; however, the current clients exhibit little volatility, and hemp deposits are expected to act like customary deposit relationships. This business line continues to be a strategic source of very low cost funding for the Bank, and is expected to continue to grow as new markets are entered and new customer relationships are established.

The opportunities for this business line are boundless. The company is one of less than ten banks in the country to offer MastercardSend, a means for companies to send credits to consumers instantaneously. These credits can be sent by electronic funds transfer, by check, to debit cards and to virtual cards depending on the recipient’s choice. This offering is much desired by companies that want to reduce the number of checks they issue. Using MastercardSend reduces the cost by three quarters. As with all Specialty Banking products, the bank offers this product on a national level and deals with large corporations, including several Fortune 500 companies. Examples include pharmaceutical companies, settlement administrators and property managers, and the desire of different industries continues to grow as the demand for faster, less expensive payments increases.

### **Community Bank**

Banking office deposits have increased significantly during 2020, and this growth coincides with the evolution of the global pandemic. Although banking office hours have been reduced to accommodate the safety and comfort of employees, alternative delivery channels have grown dramatically to protect the safety of customers. The Bank’s treasury management unit in conjunction with deposit operations is successfully navigating the opportunities

between traditional branch deposit sales efforts, and the many treasury-related opportunities presently in demand by depositors and prospects regardless of the size or sophistication of the customer.

At September 30, 2020 the Bank's non-maturity deposits (demand, NOW and money market; and excluding specialty banking deposits) totaled \$177 million, which exceeds budget by \$59 million or 50%, and is \$77 million higher than the \$100 million reported at September 30, 2019. Transaction activity levels have accelerated during 2020 as customers, and particularly business customers, have sought alternative approaches to traditional banking products and hours. In addition, the Bank's participation in the CARES Act Paycheck Protection Program brought new or refreshed customer relationships to the Bank, and allowed banking associates to use that product to prospect for additional deposit relationships.

Traditional community bank commercial lending – primarily real estate focused, and deposit relationship-based - continues in the Bank's target markets. Current strategic efforts focus on the retention of quality, legacy loans, as well as sales efforts to attract new borrowers and depositors. During 2020, the Bank provided approximately \$28 million of Paycheck Protection Loans to a wide variety of customers and prospects, large and small, in order to assist the broader borrowing community with access to credit during the pandemic.

### **Balance Sheet**

Total assets of \$530 million at September 30, 2020 were \$7 million or 1% less than the \$537 million reported at September 30, 2019, and exceeded the \$495 million reported at the end of 2019. For the September comparative periods, the loan portfolio was essentially unchanged - \$436 million at September 30, 2020 and \$439 million at September 30, 2019. However, as noted above the mix of lending was different as warehouse loans declined, and residential mortgage loans held for sale increased. Compared to year end 2019, the loan portfolio increased from \$410 million to \$436 million. All of the growth occurred in the residential loans held for sale caption. For the first nine months of 2020, loans held for investment balances (excluding warehouse balances) declined from \$190 million to \$183 million.

Deposit growth has been stronger than anticipated during 2020. At September 30, 2020, total core deposits (excludes brokered and institutional deposits) were \$300 million, which represented a \$46 million or 18% increase compared to year end 2019, and a \$79 million or 36% increase relative to September 30, 2019. The majority of this growth occurred in lower cost, non-maturity deposits, which increased \$77 million during the period September 30, 2019 to September 30, 2020.

Other borrowings were \$91 million at September 30, 2020 compared to \$64 million at the end of 2019 and \$148M at September 30, 2019. This funding shift is predominately the result of the core deposit growth experienced during 2020 combined with stability in specialty banking deposits over the same period. FHLB borrowings are expected to track closely with residential mortgage production and held for sale balances going forward. Both brokered and institutional deposits have declined during the current year, and the Bank is now actively rolling over maturing wholesale deposits at significantly lower rates. On a final funding note, the Bank has a structured advance from the FHLB that matures in July 2021. At this time, the Bank anticipates a \$500 thousand annual reduction in interest expense as a result of this maturity. The Bank's liquidity management practices remain robust, capital levels have increased substantially as the result of earnings retention, while asset quality trends are less certain in the current environment.

### **Income Statement**

For the third quarter of 2020, net interest income was \$4.0 million, which was a \$200 thousand or 5% improvement compared to the third quarter 2019 reported amount of \$3.8 million. For the first nine months of 2020, net interest income was \$11.2 million, which was identical to the budgeted amount, and \$1.1 million greater than the 2019

comparable period level. Year-to-date 2020 total interest income of \$14.6 million was identical to the level reported for 2019, and \$600 thousand or 4% less than budget. For the same period, interest expense was \$3.4 million or \$600 thousand less than budget and \$1.1 million or 24% less than the amount reported at September 30, 2019. Non-interest income was \$30.3 million at September 30, 2020 compared to \$18.6 million at September 30, 2019 representing an \$11.6 million or 63% improvement representing the higher volume and margins for residential loan production. For the same period, non-interest expenses were \$27.4 million compared to \$23.1 million reflecting the additional resources required to satisfy higher mortgage production levels.

#### IN MEMORIAM

On a solemn note, we mourn the passing of President & Chief Executive Officer Malcolm Jones. His leadership skills, strategic insights, and dogged perseverance were critical to the Company's successful navigation of the Financial Crisis. We profited from his counsel, treasured our time with him, and hoped to learn all that he would share. His shock of white hair, broad smile, and contagious enthusiasm leave an indelible imprint on each of us. We are saddened that he will not participate in what will certainly be a historically unprecedented level of Company earnings reported in 2020. He would be proud of this Company's achievements, and would attribute this success solely to the dedicated, experienced and team-focused employees of this Company.



W. Andrew Krusen, Jr.  
Chairman of the Board



Mark F. Johnson  
President and Chief Executive Officer

Florida Capital Group, Inc. and Subsidiary  
Consolidated Statements of Financial Condition  
(Unaudited September 30, 2020 and September 30, 2019 - Audited December 31, 2019)

	Unaudited September 30, 2020	Unaudited September 30, 2019	Audited December 31, 2019
<b>Assets:</b>			
Cash and due from banks	\$ 10,267,049	\$ 6,841,902	\$ 10,919,751
Interest-bearing deposits in banks	35,895,034	38,194,698	27,163,645
Cash and cash equivalents	46,162,083	45,036,600	38,083,396
Securities available for sale	17,479,205	21,045,310	20,001,602
Restricted equity securities, at cost	5,351,906	6,902,224	4,331,813
Loans receivable, net of allowance for loan losses of \$4,399,094 at Sept 30, 2020; \$2,302,457 at Sept 30, 2019; and \$2,670,108 at Dec 31, 2019	285,171,042	338,314,931	316,631,347
Loans held for sale	150,648,894	100,864,871	93,192,928
Accrued interest receivable	1,349,702	1,286,780	1,452,750
Foreclosed real estate	216,395	1,885,500	715,895
Premises and equipment, net	318,203	520,215	485,921
Cash surrender value of life insurance	10,258,614	10,745,787	10,086,421
Loan servicing rights	2,140,306	1,646,268	1,519,296
Deferred tax asset, net	2,087,413	4,600,170	4,600,170
Other assets	8,583,328	3,895,963	3,823,482
<b>Total Assets</b>	<b>\$ 529,767,091</b>	<b>\$ 536,744,618</b>	<b>\$ 494,925,021</b>
<b>Liabilities:</b>			
Noninterest-bearing demand deposits	\$ 145,193,318	\$ 109,139,872	\$ 149,605,388
Interest-bearing demand deposits	49,325,119	32,677,786	22,602,721
Money market and savings deposits	71,916,624	48,594,856	53,130,721
Time deposits	111,500,071	150,785,131	157,120,582
<b>Total Deposits</b>	<b>377,935,132</b>	<b>341,197,644</b>	<b>382,459,412</b>
Federal Home Loan Bank advances	91,257,131	147,899,900	64,300,000
Notes payable	150,000	150,000	150,000
Accrued interest payable	204,961	491,172	453,017
Accrued expense and other liabilities	6,771,187	4,776,386	3,455,831
<b>Total Liabilities</b>	<b>476,318,411</b>	<b>494,515,103</b>	<b>450,818,260</b>
<b>Commitments and contingencies</b>	-	-	-
<b>Stockholders' Equity:</b>			
Preferred stock Series A, 1,000,000 shares authorized; liquidation preference of \$20 per share; 139,553 shares issued	2,791,060	2,791,060	2,791,060
Common stock, \$.01 par value; 617,113,408 shares authorized, and 616,141,725 issued in 2020 and 617,030,226 in 2019	6,170,303	6,170,303	6,170,303
Additional paid-in capital	170,053,745	170,053,745	170,053,745
Accumulated deficit	(126,012,851)	(136,749,220)	(134,720,236)
Treasury stock, 433,630 and 375,763 shares at cost in 2020 and 2019, respectively	(3,769)	(1,809)	(3,769)
Accumulated other comprehensive loss	450,192	(34,563)	(184,342)
<b>Total Stockholders' Equity</b>	<b>53,448,680</b>	<b>42,229,516</b>	<b>44,106,761</b>
<b>Total Liabilities &amp; Stockholders' Equity</b>	<b>\$ 529,767,091</b>	<b>\$ 536,744,618</b>	<b>\$ 494,925,021</b>

In the opinion of management, the September 30, 2020 and 2019 unaudited condensed financial statements have been prepared on the same basis as the audited financial statements for the year ended December 31, 2019, and include all adjustments, consisting of normal recurring adjustments, necessary for a fair presentation of the Company's financial position at September 30, 2020 and 2019, and statements of operations for the nine months ended September 30, 2020 and 2019. Certain amounts have not been reclassified to conform to the presentation format of the audited financial statements; however, in the opinion of management these reclassifications are not material to the fair presentation of the financial statements.



Florida Capital Group, Inc. and Subsidiary  
Consolidated Statements of Income  
(Unaudited September 30, 2020 and September 30, 2019 - Audited December 31, 2019)

	Unaudited For Period Ended September 30, 2020	Unaudited For Period Ended September 30, 2019	Audited For Year Ended December 31, 2019
<b>INTEREST INCOME:</b>			
Loans receivable and fees on loans	\$ 13,990,531	\$ 13,557,816	\$ 18,906,494
Investment securities	265,415	459,263	563,906
Interest-bearing deposits in banks	326,481	569,305	772,811
<b>Total interest income</b>	<b>14,582,427</b>	<b>14,586,384</b>	<b>20,243,211</b>
<b>INTEREST EXPENSE:</b>			
Deposits	2,602,783	2,513,001	3,647,871
Other	782,620	1,947,269	2,601,818
<b>Total interest expense</b>	<b>3,385,403</b>	<b>4,460,270</b>	<b>6,249,689</b>
<b>NET INTEREST INCOME</b>	<b>11,197,024</b>	<b>10,126,114</b>	<b>13,993,522</b>
<b>PROVISION FOR LOAN LOSSES</b>	<b>2,802,000</b>	<b>600,000</b>	<b>950,000</b>
<b>NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES</b>	<b>8,395,024</b>	<b>9,526,114</b>	<b>13,043,522</b>
<b>NONINTEREST INCOME:</b>			
Service charges on deposit accounts	364,279	176,474	795,404
Mortgage banking income	Incl in Other Income	Incl in Other Income	22,383,256
Gain on sale of SBA Loans	Incl in Other Income	Incl in Other Income	142,526
Other income	29,908,640	18,452,418	2,747,687
<b>Total noninterest income</b>	<b>30,272,919</b>	<b>18,628,892</b>	<b>26,068,873</b>
<b>NONINTEREST EXPENSE:</b>			
Salaries and employee benefits	18,896,745	15,607,185	21,764,502
Occupancy and equipment expense	1,027,394	1,159,746	1,560,980
Data processing, communications and telephone	1,513,626	1,442,810	2,420,486
Loan related expense	Incl in Other Expense	Incl in Other Expense	91,811
Foreclosed real estate expense	Incl in Other Expense	Incl in Other Expense	223,091
Mortgage banking related expense	Incl in Other Expense	Incl in Other Expense	1,857,509
Regulatory fees	619,147	190,007	321,899
Professional fees	Incl in Other Expense	Incl in Other Expense	997,021
Marketing expense	Incl in Other Expense	Incl in Other Expense	1,085,893
Other expenses	5,382,411	4,654,241	1,670,899
<b>Total noninterest expense</b>	<b>27,439,323</b>	<b>23,053,989</b>	<b>31,994,091</b>
<b>Income Before Income Taxes</b>	<b>11,228,620</b>	<b>5,101,017</b>	<b>7,118,304</b>
<b>Income Tax Expense</b>	<b>2,521,236</b>	<b>10,202</b>	<b>-</b>
<b>Net Income</b>	<b>\$ 8,707,384</b>	<b>\$ 5,090,815</b>	<b>\$ 7,118,304</b>

In the opinion of management, the September 30, 2020 and 2019 unaudited condensed financial statements have been prepared on the same basis as the audited financial statements for the year ended December 31, 2019, and include all adjustments, consisting of normal recurring adjustments, necessary for a fair presentation of the Company's financial position at September 30, 2020 and 2019, and statements of operations for the nine months ended September 30, 2020 and 2019. Certain amounts have not been reclassified to conform to the presentation format of the audited financial statements; however, in the opinion of management these reclassifications are not material to the fair presentation of the financial statements.