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# DELTA REPORT

## 10-Q

CFB - CROSSFIRST BANKSHARES, IN  
10-Q - MARCH 31, 2024 COMPARED TO 10-Q - SEPTEMBER 30, 2023

The following comparison report has been automatically generated

TOTAL DELTAS	13061
CHANGES	111
DELETIONS	10818
ADDITIONS	2132

UNITED STATES  
SECURITIES AND  
EXCHANGE COMMISSION  
  
WASHINGTON, D.C. 20549  
  
FORM  
  
10-Q



QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934



QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended

September 30, 2023

March 31, 2024

or



TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934



TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from  to

Commission file number

001-39028

CROSSFIRST BANKSHARES, INC.

(Exact Name of Registrant as Specified in its Charter)

Kansas

26-3212879

Kansas

(State or other jurisdiction of incorporation or organization)

26-3212879

(I.R.S. Employer Identification No.)

11440 Tomahawk Creek Parkway

Leawood, KS

(Address of principal executive offices)

66211

(Zip Code)

(State or other jurisdiction of incorporation or organization)

(I.R.S. Employer Identification No.913)

11440 Tomahawk Creek Parkway

Leawood

,

KS

66211

(Address of principal executive offices)

(Zip Code)

(

913

)

901-4516

(Registrant's telephone number,  
including area code)

N/A

(Former name, former address and former fiscal year, if changed since last report)

Securities registered pursuant to Section 12(b) of the Act:

Title of each class

Trading Symbol

Name of each exchange on which registered

Common Stock, par value \$0.01 per share

CFB

The Nasdaq Stock Market LLC

Title of each class	Trading Symbol	Name of each exchange on which registered
---------------------	----------------	---



Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes

☒

No

☐

Indicate by check mark whether the registrant has submitted electronically every Interactive

Data File required to be submitted pursuant to Rule 405 of Regulation S-T (Section 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files).

Yes

☒

No

☐

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of “large accelerated filer,” “accelerated filer,” “smaller reporting company,” and “emerging growth company” in Rule 12b-2 of the Exchange Act.

Large accelerated filer

☐

Accelerated filer

☒

Non-accelerated filer

☐

Smaller reporting company

☐

Emerging growth company

☒

Large accelerated filer	<input type="checkbox"/>	Accelerated filer	<input checked="" type="checkbox"/>
Non-accelerated filer	<input type="checkbox"/>	Smaller reporting company	<input type="checkbox"/>
		Emerging growth company	<input checked="" type="checkbox"/>

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

☐

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b

-2 12b-2 of the Exchange Act). Yes

☐

No

☒

As of October 28, 2023 April 26, 2024, the registrant had



49,296,927

49,292,977 shares of common stock, par value \$0.01, outstanding.

[Table of Contents](#)

2

CROSSFIRST BANKSHARES, INC.

INC.

Form 10-Q for the Quarter Ended September 30, 2023 March 31, 2024

Index

<a href="#">Part I. Financial Information</a>	
<a href="#">Item 1. Consolidated Financial Statements</a>	
<a href="#">Cautionary Note Regarding Forward-Looking Information</a>	3
<a href="#">Consolidated Statements of Financial Condition – Unaudited</a>	4
<a href="#">Consolidated Statements of Operations – Unaudited</a>	5
<a href="#">Consolidated Statements of Comprehensive Income – Unaudited</a>	6
<a href="#">Consolidated Statements of Stockholders' Equity – Unaudited</a>	7
<a href="#">Consolidated Statements of Cash Flows – Unaudited</a>	8
<a href="#">Notes to Consolidated Financial Statements – Unaudited</a>	9
<a href="#">Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations</a>	36
<a href="#">Item 3. Quantitative and Qualitative Disclosures about Market Risk</a>	52
<a href="#">Item 4. Controls and Procedures</a>	54
<a href="#">Part II. Other Information</a>	
<a href="#">Item 1. Legal Proceedings</a>	54
<a href="#">Item 1A. Risk Factors</a>	54
<a href="#">Item 2. Unregistered Sales of Equity Securities and Use of Proceeds</a>	54
<a href="#">Item 5. Other Information</a>	55
<a href="#">Item 6. Exhibit Index</a>	56
<a href="#">Signature</a>	57

Index

2

Part I. Financial Information

Item 1. Consolidated Financial Statements

[Table of Contents](#)

Cautionary Note Regarding Forward-Looking Information

[Consolidated Statements of Financial Condition – Unaudited](#)

4

[Consolidated Statements of Operations – Unaudited](#)

5

[Consolidated Statements of Comprehensive Income \(Loss\) – Unaudited](#)

6

[Consolidated Statements of Stockholders'](#)

[Equity – Unaudited](#)

7

[Consolidated Statements of Cash Flows – Unaudited](#)

9

[Notes to Consolidated Financial Statements – Unaudited](#)

10

[Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations](#)

53

[Item 3. Quantitative and Qualitative Disclosures about Market Risk](#)

72

[Item 4. Controls and Procedures](#)

73

Part II. Other Information

[Item 1. Legal Proceedings](#)

73

[Item 1A. Risk Factors](#)

73

[Item 2. Unregistered Sales of Equity Securities and Use of Proceeds](#)

74

[Item 5. Other Information](#)

74

[Item 6. Exhibit Index](#)

75

[Signature](#)

76

3

**Forward-Looking Information**

All statements contained in this quarterly report on Form 10-Q that do not directly and exclusively relate to historical facts constitute forward-looking statements. These statements are often, but not always, made through the use of words or phrases such as

"may," "might," "could," "predict," "potential," "believe," "expect," "continue," "will," "anticipate," "seek," "estimate," "intend,"

"plan," "projection," "goal," "target," "outlook," "aim," "would," "annualized," "position" and "outlook," or the negative of these words or other comparable words or phrases of a future or forward-looking nature. For example, our forward-looking statements include,

without limitation, statements regarding our business plans, expectations, or opportunities for growth; the impact of the acquisition of Canyon

Bancorporation, Inc. and Canyon Community Bank, N.A. (collectively "Canyon"); our expense management control initiatives and the results expected to be realized from those initiatives; our anticipated financial results, expenses, cash requirements and sources of liquidity; and our capital allocation strategies and plans; and our anticipated future financial performance.

Unless we state otherwise or the context otherwise requires, references in this Form 10-Q

to "we," "our," "us," and the



Government	Percentage
Current government	85%
Previous government	15%

## Table of Contents

## CROSSFIRST BANKSHARES, INC.

Consolidated Statements of Operations -- Unaudited

Three Months Ended

**Nine Months Ended**

September 30,

September 30,

2023

2022

2023

2022

(Dollars in thousands except per share data)

## Interest Income

Loans, including fees

\$

103,631

\$

59,211

\$

292,231

\$

149,266

Available-for-sale securities - taxable

3,089

1,119

7,560

3,250

Available-for-sale securities - tax-exempt

3,365

3,905

10,730

11,442

Deposits with financial institutions

2,444

1,193

6,067



1,714
Dividends on bank stocks
127
122
753
478
Total interest income
112,656
65,550
317,341
166,150
Interest Expense
Deposits
56,297
14,909
141,685
23,152
Fed funds purchased and repurchase agreements
5
9
51
83
Federal Home Loan Bank Advances
1,003
898
7,128
3,302
Other borrowings
224
39
590
94
Total interest expense
57,529
15,855
149,454
26,631
Net Interest Income
55,127
49,695
167,887
139,519
Provision for Credit Losses
3,329
3,334
10,390
4,844
Net Interest Income after Provision for Credit Losses
51,798
46,361
157,497
134,675
Non-Interest Income
Service charges and fees on customer accounts
2,249
1,566
6,188

4,520
ATM and credit card interchange income
1,436
1,326
3,913
5,513
Gain on sale of loans
739
-
2,131
-
Income from bank-owned life insurance
437
405
1,266
1,200
Swap fees and credit valuation adjustments, net
57
(7)
231
123
Other non-interest income
1,063
490
2,452
1,566
Total non-interest income
5,981
3,780
16,181
12,922
<b>Non-Interest Expense</b>

Salaries and employee benefits
22,017
18,252
68,700
53,288
Occupancy
3,183
2,736
9,211
7,851
Professional fees
1,945
580
5,533
2,453
Deposit insurance premiums
1,947
903
5,359
2,355
Data processing
904
877
3,203
2,849

Advertising
593
796
1,994
2,247
Software and communication
1,898
1,222
5,204
3,689
Foreclosed assets, net
-
9
128
(30)
Other non-interest expense
2,945
3,057
9,980
10,559
Core deposit intangible amortization
922
19
2,546
58
Total non-interest expense
36,354
28,451
111,858
85,319
<b>Net Income Before Taxes</b>
21,425
21,690
61,820
62,278
Income tax expense
\$
4,562
\$
4,410
\$
12,802
\$
12,625
<b>Net Income</b>
\$
16,863
\$
17,280
\$
49,018
\$
49,653
<b>Basic Earnings Per Common Share</b>
\$
0.34
\$
0.35
\$
1.00
\$

0.99

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**CROSSFIRST BANKSHARES, INC.**

Consolidated Statements of Comprehensive Income (Loss) — Unaudited

**Three Months Ended**

**Nine Months Ended**

**September 30,**

**September 30,**

**2023**

**2022**

**2023**

**2022**

*(Dollars in thousands)*

**Net Income**

\$

16,863

\$

17,280

\$

49,018

\$

49,653

**Other Comprehensive Loss**

Unrealized loss on available-for-sale securities

(41,604)

(39,299)

(37,083)

(137,282)

Less: income tax benefit

(9,902)

(9,621)

(8,727)

(33,607)

Unrealized loss on available-for-sale securities

(31,702)

(29,678)

(28,356)

(103,675)

Reclassification adjustment for realized (loss) gain included in income

(60)

(4)

3

(43)

Less: income tax expense (benefit)

(14)

(1)

1

(11)

Less: reclassification adjustment for realized (losses) gains included in income, net of income tax

(46)

(3)

2

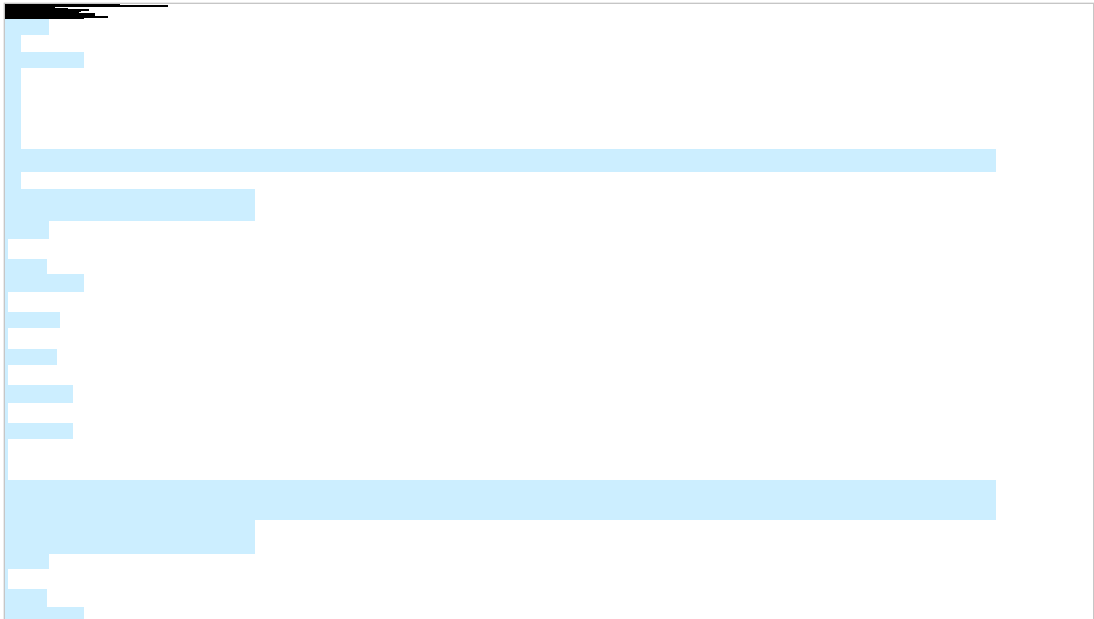
(32)

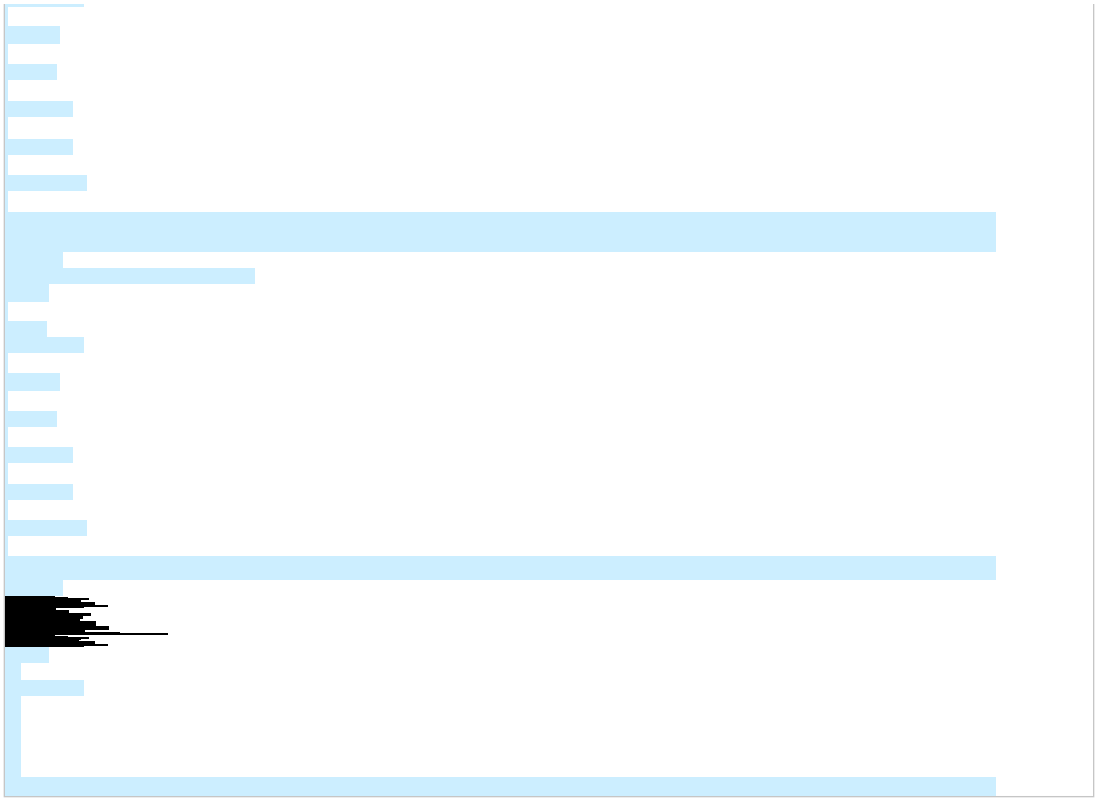
Unrealized loss on cash flow hedges

(2,289)

(7,076)

(4,381)
(3,036)
Less: income tax benefit
(545)
(1,731)
(1,041)
(741)
Unrealized loss on cash flow hedges, net of income tax
(1,744)
(5,345)
(3,340)
(2,295)
Reclassification adjustment for interest income included in income
93
-
102
-
Less: income tax expense
22
-
24
-
Less: reclassification adjustment for interest income included in income, net of income tax
71
-
78
-
Other comprehensive loss
(33,471)
(35,020)
(31,776)
(105,938)
Comprehensive (Loss) Income
\$
(16,608)
(17,740)
17,242
(56,285)





[Table of Contents](#)

CROSSFIRST BANKSHARES, INC.

Consolidated Statements of Stockholders'

Equity	Unaudited
Preferred Stock	
Common Stock	
Treasury	
Stock	
Additional	
Paid-in	
Capital	
Retained	
Earnings	
Accumulated	
Other	
Comprehensive	
Loss	
Total	
Shares	
Amount	
Shares	
Amount	
(Dollars in thousands)	
Balance at June 30, 2022	
\$	
\$	
49,535,949	
\$	
529	
\$	
(48,501)	
\$	

528,548
\$
176,868
\$
(49,429)
\$
608,015
Net income
-
-
-
-
-
17,280
-
17,280
Other comprehensive loss - available-for-
sale securities
-
-
-
-
(29,676)
(29,676)
Other comprehensive loss - cash flow hedges
-
-
-
-
(5,344)
(5,344)
Issuance of shares from equity-based awards
-
-
46,204
1
-
29
-
30
Open market common share repurchases
-
(794,457)
-
(10,827)
-
-
(10,827)
Stock-based compensation
-
-
-
1,069
-
1,069
Balance at September 30, 2022
-
\$
-
48,787,696
\$
530
\$
(59,328)
\$
529,646
\$
194,148
\$
(84,449)
\$
580,547
Preferred Stock



Common Stock
Treasury
Stock
Additional
Paid-in
Capital
Retained
Earnings
Accumulated
Other
Comprehensive
Loss
Total
Shares
Amount
Shares
Amount
(Dollars in thousands)
Balance at June 30, 2023
7,750
\$
48,653,487
\$
532
\$
(64,127)
\$
539,793
\$
238,147
\$
(62,862)
\$
651,483
Net income
-
-
-
-
-
16,863
-
16,863
Other comprehensive loss - available-for-
sale securities
-
-
-
-
-
(31,656)
(31,656)
Other comprehensive loss - cash flow hedges
-
-
-
-
(1,815)
(1,815)
Preferred dividends \$
20.00
per share
-
-
-
-
(155)
-
(155)
Issuance of shares from equity-based awards
-
-
43,904
1
-
165
-
-

166
Acquisition - purchase accounting
-
-
597,645
-
5,932
1,025
-
-
6,957
Stock-based compensation
-
-
-
-
1,208
-
1,208
Balance September 30, 2023
7,750
\$
-
49,295,036
\$
533
\$
(58,195)
\$
542,191
\$
254,855
\$
(96,333)
\$
643,051
Preferred Stock
Common Stock
Treasury
Stock
Additional
Paid-in
Capital
Retained
Earnings
Accumulated
Other
Comprehensive
Loss
Total
Shares
Amount
Shares
Amount
(Dollars in thousands)
Balance at December 31, 2021
-
\$
-
50,450,045
\$
526
\$
(28,347)
\$
526,806
\$
147,099
\$
21,489
\$
667,573
Adoption of ASU 2016-13
-
-
-
-
-
(2,610)
-
(2,610)
Net income
-

49,653
49,653
Other comprehensive loss - available-for-sale securities
(103,643)
(103,643)
Other comprehensive loss - cash flow hedges
(2,295)
(2,295)
Issuance of shares from equity-based awards
428,433
4
(464)
(460)
Open market common share repurchases
(2,090,782)
(30,981)
(30,981)
Employee receivables from sale of stock
6
6
Stock-based compensation
3,304
3,304
Balance at September 30, 2022
\$
48,787,696
\$
530
\$
(59,328)
\$
529,646
\$
194,148
\$
(84,449)
\$
580,547



Treasury	
Stock	
Additional	
Paid-in	
Capital	
Retained	
Earnings	
Accumulated	
Other	
Comprehensive	
Loss	
Total	
Shares	
Amount	
Shares	
Amount	
(Dollars in thousands)	
Balance at December 31, 2022	
\$	
48,448,215	
\$	
530	
\$	
(64,127)	
\$	
530,658	
\$	
206,095	
\$	
(64,557)	
\$	
608,599	
Net income	
49,018	
49,018	
Other comprehensive loss - available-for-	
sale securities	
(28,358)	
(28,358)	
Other comprehensive loss - cash flow hedges	
(3,418)	
(3,418)	
Issuance of preferred shares	
7,750	
7,750	
7,750	
Preferred dividends \$	
33.33	

per share  
[Table of Contents](#)

Issuance

## CROSSFIRST BANKSHARES, INC.

## Consolidated Statements of shares from equity-based awards

(535)

Warrants exercised, cash settled

(418)

Acquisition Cash Flows - purchase accounting

1,025

Stock-based compensation

3,711

Balance September 30, 2023

7,750

\$

49,295,036

\$

533

\$

(58,3

\$

542,191

§

254,855

\$ (50,000)

(96,333)

\$642,051

## Table of Contents

## CROSSFIRST BANKSHARES, INC.

### Consolidated Statements of Cash Flows – Unaudited

**Nine Months Ended**

September 30,

2023

2022

(Dollars in thousands)

**Operating Activities**

## Net income

**S**

49,018

**S**

49,653

**Adjustments to reconcile net income to cash provided by operating activities:**

## Depreciation and amortization

7,041

3,716

3,710  
Provision for credit losses

10,390

4,844  
 Accretion of discounts on loans  
 (2,029)  
 :  
 Accretion of discounts and amortization of premiums on securities  
 2,378  
 3,259  
 Equity based compensation  
 3,711  
 3,304  
 Gain on disposal of fixed assets  
 (67)  
 :  
 Loss on sale of foreclosed assets and related impairments  
 80  
 :  
 Gain on sale of loans  
 (2,131)  
 :  
 Origination of loans held for sale  
 (36,972)  
 :  
 Proceeds from sales of loans held for sale  
 39,775  
 :  
 Deferred income taxes  
 (1,208)  
 1,713  
 Net increase in bank owned life insurance  
 (1,266)  
 (1,200)  
 Net realized (gains) losses on available-for-sale securities  
 (3)  
 43  
 Dividends on FHLB stock  
 (745)  
 (505)  
 Changes in:  
 Interest receivable  
 (5,612)  
 (4,530)  
 Other assets  
 2,132  
 4,568  
 Other liabilities  
 6,691  
 (2,989)  
 Net cash provided by operating activities  
 71,183  
 61,876  
 Investing Activities  
  
 Net change in loans  
 (470,706)  
 (425,494)  
 Purchases of available-for-sale securities  
 (152,158)  
 (82,305)  
 Proceeds from maturities of available-for-sale securities  
 18,890  
 29,587  
 Proceeds from sale of available-for-sale securities  
 67,230  
 :  
 Proceeds from the sale of foreclosed assets  
 1,050  
 237  
 Purchase of premises and equipment  
 (6,953)  
 (1,878)  
 Proceeds from the sale of premises and equipment and related insurance claims  
 67  
 :  
 Purchase of restricted equity securities  
 (10,290)  
 (6,957)  
 Proceeds from sale of restricted equity securities  
 21,006  
 10,111  
 Net cash activity from acquisition  
 19,279  
 :  
 Net cash used in investing activities  
 (512,585)  
 (476,699)  
 Financing Activities  
  
 Net (decrease) increase in demand deposits, savings, NOW and money market accounts  
 (264,944)  
 178,134  
 Net increase in time deposits  
 779,701  
 125,784  
 Net increase in fed funds purchased and repurchase agreements  
 505  
 :  
 Net decrease in federal funds sold  
 (20,000)



:  
 Proceeds from Federal Home Loan Bank advances  
 22,414  
 50,000  
 Repayment of Federal Home Loan Bank advances  
 (77,295)  
 (149,000)  
 Net (repayments) proceeds of Federal Home Loan Bank line of credit  
 (72,468)  
 67,748  
 Proceeds from issuance of preferred shares, net of issuance cost  
 7,750  
 :  
 Issuance of common shares, net of issuance cost  
 3  
 171  
 Proceeds from employee stock purchase plan  
 402  
 364  
 Repurchase of common stock  
 :  
 (30,981)  
 Acquisition of common stock for tax withholding obligations  
 (937)  
 (995)  
 Settlement of warrants  
 (418)  
 :  
 Dividends paid on preferred stock  
 (258)  
 :  
 Net decrease in employee receivables  
 :  
 6  
 Net cash provided by financing activities  
 374,455  
 241,231  
 Decrease in Cash and Cash Equivalents  
 (66,947)  
 (173,592)  
 Cash and Cash Equivalents, Beginning of Period  
 300,138  
 482,727  
 Cash and Cash Equivalents, End of Period  
 \$  
 233,191  
 \$  
 309,135  
 Supplemental Cash Flows Information  
 Interest paid  
 \$  
 137,281  
 \$  
 25,648  
 Income taxes paid  
 \$  
 17,614  
 \$  
 10,545

10

CROSSFIRST BANKSHARES, INC.

Notes to Consolidated Financial Statements Unaudited

Note 1:

9

CrossFirst Bankshares, Inc. (the "Company" ("Bankshares") is a bank holding company

Mexico. In addition, the Bank has three

The accompanying interim unaudited consolidated financial statements serve to update the CrossFirst Bankshares, Inc. Annual Report on Form 10-K for the year ended December 31, 2022 December 31, 2023 and include the consolidated accounts of the Company, Bankshares, the Bank, CFI, CFBSA I, LLC and CFBSA II, LLC (together, referred to herein as the "Company"). The accompanying unaudited financial statements are prepared in accordance with the accounting principles generally accepted in the banking industry or guidelines prescribed by bank regulatory agencies. However, they may not include all information and notes necessary to constitute a complete set of financial statements under GAAP applicable to annual periods and accordingly should be read in conjunction with the financial information contained in the Company's most recent Annual Report on Form 10-K. The unaudited consolidated financial statements reflect those prevailing at the time with other persons. Related party loans totaled \$10 million and adjustments which are, in the opinion of management, necessary for a fair statement of the results of operations. All significant intercompany balances and adjustments are of a normal recurring nature. All significant intercompany balances and transactions have been eliminated in consolidation. Certain reclassifications of prior years' amounts are made to conform to current period presentation. The results of operations for the interim period are not necessarily indicative of the results that may be

11

## 12 Note 2: Acquisition Activities

The table below presents preliminary net assets acquired (at fair value) and consideration transferred in connection with the

### On August 1, 2023

Company's Series A Non-Cumulative Perpetual Preferred Stock, par value \$0.01 per share ("Series A Preferred Stock"), March 31, 2024.

### Recent Accounting Pronouncements

Accounting pronouncements not yet adopted by the Company completed its acquisition of Canyon Bancorporation, Inc. and Canyon Community Bank,

N.A.

(collectively, "Canyon") whereby Canyon Bancorporation, Inc. was ultimately merged with and into CrossFirst Bankshares, Inc. and

Canyon Community Bank, N.A. was merged with and into CrossFirst Bank (the "Tucson acquisition"). Pursuant to the merger agreement executed in April

In November 2023, the Company paid approximately \$

9.1

million of cash consideration Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") 2023-07, Segment Reporting (Topic 280): Improvements to Reportable Segment Disclosures, which requires enhanced disclosures on both an annual and issued

In connection with the Tucson acquisition, the Company recorded \$597,645 shares of

Company common stock, interim basis about significant segment expenses, including for companies with only one reportable segment. This ASU is effective on a retrospective basis for fiscal years beginning after December 15, 2023, and the Company and the Bank assumed all of the assets and liabilities of the Canyon

following is entities with which they merged by operation of law. The acquisition added one full-service branch presented at periods within Arizona to the Company's footprint thereby deepening our Arizona franchise.

Cash and cash equivalents acquisition-related costs totaled \$

—The carryover amount of these assets was deemed a reasonable estimate of fair value based on the short-term nature of the assets and the carrying amount.

Loans, net \$2.3

—The fair value for the three- and nine-months ended September 30, 2023, was determined using the same assumptions used in the fair value determination, including a Day 1 CECL provision expense of \$9, credit and liquidity risk, and required equity return of 10.9%. The fair value of loans was calculated using a discounted cash flow analysis based on the remaining contractual life. Acquisition-related costs in connection with the acquisition of future credit losses and the rate of prepayment of Farmers & Stockmens Bank (the "Colorado/New Mexico acquisition") totaled \$1.7, a risk-adjusted market rate for similar loans.

Core deposit \$1.1 million for the nine-months ended September 30,

—The Company's acquisition-related costs were included in the Company's consolidated statements of operations. The intangible assets of both acquisitions mentioned above are included in the results of the Company subsequent to the acquisition dates and reported in this quarterly report on Form 10-Q. The deposits and discounting those benefits back to present value. The core deposit intangible will be amortized over its estimated useful life of approximately

10 years.

13

Deposits

—By definition, the fair value of demand and saving deposits equals the amount payable. For time deposits acquired, the

Company utilized an income approach, discounting the contractual cash flows on the instruments over their remaining contractual lives at prevailing market rates.

The fair value of the acquired assets and liabilities noted in the table may change during the provisional period, which may last up to twelve months subsequent to the acquisition date. The Company may obtain additional information to refine the valuation of the acquired assets and liabilities and adjust the recorded fair value.

Accounting for acquired loans

Loans acquired are recorded at fair value with no carryover of the related allowance for credit losses.

Purchased-credit deteriorated loans ("PCD") are loans that have experienced more than insignificant credit deterioration since origination and are recorded at the purchase price. Management determined that past due loans, adversely risk rated, on non-accrual or considered a troubled-debt restructured loan constituted insignificant credit deterioration. The sum of the loan's purchase price and the allowance for credit losses becomes its initial amortized cost basis. The difference between the initial amortized cost basis and the par value of the loan is a noncredit discount or premium, which is amortized into interest income over the life of the loan.

Non-PCD loans have not experienced a more than insignificant deterioration in credit quality since origination.

The difference between the fair value and outstanding balance of the non-PCD loans is recognized as an adjustment to interest income over the lives of the loan.

A Day 1 CECL allowance for credit losses on the non-PCD loans was recorded through provision for credit loss expense within the consolidated statements of operations. At the date of acquisition, of the \$

105.7

Total

(Dollars in thousands)

Unpaid principal balance: \$28,159

PCD allowance for credit loss at acquisition (329)

(Discount) premium on acquired loans (1,809)

Purchase price of PCD loans \$

26,021

### Note 3: Securities

[illegible]

September 30, 2023

		March 31, 2024		
		Gross	Gross	
		Unrealized	Unrealized	Approximate
	Amortized Cost	Gains	Losses	Fair Value
		(Dollars in thousands)		
Federal agency obligations	\$ 9,989	\$ 42	\$ —	\$ 10,031
Government-backed - GSE residential	251,994	280	23,614	228,660
Government-backed - GSE non-residential	71,105	301	1,138	70,268
State and political subdivisions	394,166	297	46,680	347,783
Federal Reserve Bank of New York Business Administration loan pools	123,224	325	2,256	121,293
State and local government bonds	9,731	—	1,163	8,568
Total available-for-sale securities	\$ 860,209	\$ 1,245	\$ 74,851	\$ 786,603

For the Nine Months Ended

September 30, 2023

Realized

## Gains

December 31, 2023				
		Gross	Gross	
		Unrealized	Unrealized	Approximate
Amortized Cost		Gains	Losses	Fair Value
(Dollars in thousands)				
\$ 9,988	\$ 84	\$ —		\$ 10,072

15

dates shown:

	March 31, 2024		
	Gross Realized Gains	Gross Realized Losses	Net Realized Gain
	(Dollars in thousands)		
Available-for-sale securities	\$ 2	\$ —	\$ 2
<b>Realized</b>			
	For the Three Months Ended		
	March 31, 2023		
	(Dollars in thousands)		
Available-for-sale securities	\$ 193	\$ (130)	\$ 63

The following table shows available-for-sale tables summarize AFS securities gross unrealized losses, as of the number dates shown, along with the length of securities that are time in an unrealized loss position:

	Fair Value	Unrealized Losses	Number of Securities	Fair Value	Unrealized Losses	Number of Securities	Fair Value	Unrealized Losses	Number of Securities
	(Dollars in thousands)								
Available-for-Sale securities									
Federal agency	35,935	345	12	132,340	23,209	31	100,203	23,014	33
State and political subdivisions	47,106	610	9	7,863	528	17	54,969	1,138	26
residential	28,063	282	20	300,783	46,398	203	328,846	46,680	223

16

Based on the Company's evaluation at each respective period end, we recorded no credit loss impairment during the nine-months ended September 30, 2023 or the year ended December 31, 2022 March 31, 2024. The unrealized losses in the Company's investment portfolio were primarily caused by interest rate changes. As of September 30, 2023 the The Company does not intend to sell the investments, in loss positions, and it is not more likely than not the Company will be required to sell the investments before recovery of their amortized cost basis. The Company did not record any credit losses on AFS securities during the three months ended March 31, 2024 or the year ended December 31, 2023.

12

[Table of Contents](#)

The amortized cost, fair value, and weighted average yield of available-for-sale AFS securities at September 30, 2023, by contractual maturity, are shown below:

	March 31, 2024									
	Within	After One to	After Five to	After						
	One Year	Five Years	Ten Years	Ten Years	Total					
	(Dollars in thousands)									
Available-for-sale securities										
Federal agency obligations(1)										
Amortized cost	\$	—	\$	—	\$	9,989	\$	9,989		
Estimated fair value	\$	—	\$	—	\$	10,031	\$	10,031		
Weighted average yield(2)		— %		— %		6.38 %		6.38 %		
Mortgage-backed - GSE residential(1)										
Amortized cost	\$	—	\$	—	\$	852	\$	251,142	\$	251,994
Estimated fair value	\$	—	\$	—	\$	778	\$	227,882	\$	228,660
Weighted average yield(2)		— %		— %		2.24 %		3.39 %		3.39 %
Collateralized mortgage obligations - GSE residential(1)										
Amortized cost	\$	—	\$	2,190	\$	—	\$	68,915	\$	71,105
Estimated fair value	\$	—	\$	2,093	\$	—	\$	68,175	\$	70,268
Weighted average yield(2)		— %		2.78 %		— %		5.44 %		5.36 %
State and political subdivisions(1)										
Amortized cost	\$	519	\$	3,597	\$	57,443	\$	332,607	\$	394,166
Estimated fair value	\$	527	\$	3,576	\$	56,560	\$	287,120	\$	347,783

19

Additionally, the category includes construction and land development loans

that are based upon estimates of costs and estimated value of the completed project.

Independent appraisals and a financial analysis of the developers and property owners are completed. Sources of repayment include secondary market permanent loans, sales of developed property or an interim loan commitment from the Company until permanent financing is obtained. These loans are higher risk than other real estate loans due to their ultimate repayment being sensitive to interest rate changes, general economic conditions, and the availability of long-term financing.

The category also includes loans that are secured by multifamily properties.

Repayment of these loans is primarily dependent on occupancy rates and rental income.

Credit risk for non-owner occupied non-owner-occupied commercial real estate loans may be impacted

by the creditworthiness of a borrower, property values and the local economies in the borrower's market areas.

**Residential Real Estate**

- The category includes loans that are generally secured by owner-occupied 1-4 family residences.

- **Residential Real Estate**- The category includes loans that are generally secured by owner-occupied 1-4 family residences. Repayment of these loans is primarily dependent on the personal income and credit rating of the borrowers. We also offer open- and closed-ended home equity loans, which are loans generally secured by second lien positions on residential real estate. Credit risk in these loans can be impacted by economic conditions within or outside the borrower's market areas that might impact either property values or a borrower's personal income.
- **Consumer** - The category includes personal lines of credit and various term loans such as automobile loans and loans for other personal purposes. Repayment is primarily dependent on the personal income and credit rating of the borrowers. Credit risk is driven by consumer economic factors (such as unemployment and general economic conditions in the borrower's market area) and the creditworthiness of a borrower.

#### Risk Ratings

The Company uses a series of grades which reflect its assessment of the credit quality of loans based on an analysis of the borrower's financial condition, liquidity and ability to meet contractual debt service requirements. Risk ratings are established for loans at origination and are monitored on an ongoing basis. The rating assigned to a loan reflects the risks posed by the borrower's expected performance and the transaction's structure. Performance metrics used to determine a risk rating include, but are not limited to, cash flow adequacy, liquidity, and collateral. A description of the loan risk ratings follows:

- **Pass** - The category includes loans that are considered satisfactory. The category includes borrowers that generally maintain good liquidity and financial

20

#### Qualitative

– The Company uses qualitative factors to adjust the historical loss factors for current conditions. The Company primarily uses the following qualitative factors:

- The nature and volume of changes in risk ratings;
- The volume and severity of past due loans;
- The volume of non-accrual loans;
- The nature and volume of the loan portfolio, including the existence, growth, and effect of any concentrations of credit;
- Changes in the Institute of Supply Management's Purchasing Manager Indices ("PMI") for services and manufacturing;
- Changes in collateral values;
- Changes in lending policies, procedures, and quality of loan reviews;
- Changes in lending staff; and
- Changes in competition, legal and regulatory environments

The nature and volume of changes in risk ratings;

The volume and severity of past due loans;

The volume of non-accrual loans;

The nature and volume of the loan portfolio, including the existence, growth, and effect of any concentrations of credit;

Changes in the Institute of Supply Management's Purchasing Manager Indices ("PMI") for services and manufacturing;

Changes in collateral values;

Changes in lending policies, procedures, and quality of loan reviews;

Changes in lending staff; and

Changes in competition, legal and regulatory environments

In addition to the current condition qualitative adjustments, the Company uses the Federal Reserve's unemployment forecast to adjust the ACL based on forward looking forward-looking guidance. The Federal Reserve's unemployment forecast extends three-years three years and is eventually reverted to the mean of six percent by year 10.

#### Internal Credit Risk Ratings

The Company uses a weighted average risk rating factor to adjust the historical loss factors for current events. Risk ratings incorporate the criteria

21

The following tables present the credit risk profile of the Company's loan portfolio based on internal rating categories and loan segments as of September 30, 2023 and red uncollectible or of such little value that their continuance as a bankable asset is not warranted





[REDACTED]

[REDACTED]

23

[REDACTED]

24

[REDACTED]









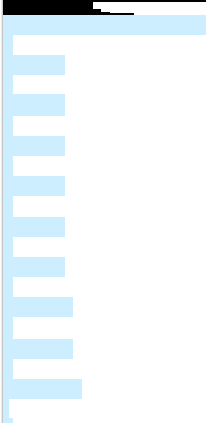




33

Non-accrual Loan Analysis

Non-accrual loans are loans for which the Company does not record interest income. The accrual of interest on loans is discontinued at the time the loan is 90 days past due unless the credit is well secured and in process of collection. Past due status is based on contractual terms of the loan. In all cases, loans are placed on non-accrual or charged off at an earlier date, if collection of principal or interest is considered doubtful. Loans are returned to accrual status when all the principal and interest amounts contractually due are brought current and future payments are reasonably assured. The following tables present the Company's non-accrual loans by loan segments at September 30, 2023 and December







0, 2023 March 31, 2024:

	For the Three Months Ended March 31, 2024						
			Commercial	Commercial			
			Real Estate	Real Estate			
	Commercial		Owner-	Non-owner-	Residential		
	and Industrial	Energy	Occupied	Occupied	Real Estate	Consumer	Total
	(Dollars in thousands)						
Allowance for Credit Losses:							
Beginning balance	\$ 32,244	\$ 3,143	\$ 6,445	\$ 28,130	\$ 3,456	\$ 44	\$ 73,462
Charge-offs	(786)	—	—	(848)	—	—	(1,634)
Recoveries	55	118	—	—	—	—	173
Provision (release)	2,308	(92)	(60)	707	10	(18)	2,855
Ending balance	\$ 33,821	\$ 3,169	\$ 6,385	\$ 27,989	\$ 3,466	\$ 26	\$ 74,856

36

The ACL increased \$

9.8

million during the nine-months ended September 30, 2023 and included provision of \$

12.1

\$2.9million due to loan growth changes in credit quality,

22

economic factors and an increase in specific reserves. Net charge-offs were \$

3.5

1.5million, primarily due to four charge-offs on two commercial and industrial loans. The year-to-date increase also included increases of \$

0.3

million for reserves on PCD loans, two commercial real estate – non-owner-occupied loans and \$

0.9

million one credit card account. One of Day 1 CECL provision expense as noted above. the charge-offs on commercial real estate – non-owner-occupied loans was a partial charge-off of a commercial construction non-accrual credit that moved to foreclosed assets held for sale during the quarter. The reserve on unfunded commitments decreased

\$

2.6

1.2 million due to a decrease in unfunded commitments.

██████████

38

March 31, 2024:

[Table of Contents](#)

37

As of March 31, 2024

Collateral dependent loans are loans for which the repayment is expected to be provided substantially through the operation or sale of the collateral and the borrower is experiencing financial difficulty. The following table presents tables present the amortized cost balance of loans considered collateral dependent by loan segment and collateral type as of September 30, 2023, March 31, 2024 and December 31, 2023:

	2024	2023	2022	2021	2020	2019 and Prior	Revolving loans	to term loans	Charge-offs
	As of March 31, 2024								
	(Dollars in thousands)								
Commercial and industrial	\$ —	\$ —	\$ —	\$ —	\$ 24	\$ —	\$ 584	\$ —	Amortized Cost of 178 \$ 786
Energy	—	—	—	—	—	—	—	—	Collateral
Commercial real estate - owner-occupied	—	—	—	—	—	—	—	—	Dependent Loans
Loan Segment and Collateral Description	Collateral					for		with no related	
Commercial real estate - non-owner-occupied	Dependent Loans					Credit Losses		Allowance	
Commercial and industrial	—	—	163	—	—	(Dollars in thousands)		685	848
Residential real estate	—	—	—	—	—	—	—	—	—
All business assets	—	—	—	—	\$ 10,822	\$ —	2,926	\$ —	5,688
Consumer	—	—	—	—	—	—	—	—	—
Energy	\$ —	\$ —	\$ 163	\$ —	\$ 24	\$ —	\$ 584	\$ 863	\$ 1,634
Total	—	—	—	—	198	—	—	—	198
Oil and natural gas properties	—	—	—	—	—	—	—	—	—
Commercial real estate - owner-occupied	—	—	—	—	—	—	—	—	—
Collateral Dependent Loans:	—	—	—	—	—	—	—	—	—
Commercial real estate properties	—	—	—	—	336	—	—	—	336
Commercial real estate - non-owner-occupied	—	—	—	—	—	—	—	—	—
Commercial real estate properties	—	—	—	—	550	—	16	—	—
Residential real estate	—	—	—	—	—	—	—	—	—
Residential real estate properties	—	—	—	—	176	—	—	—	176
	\$ 12,082	\$ 2,942	\$ 6,398						





obligations is not met, it gives the beneficiary the right to draw on the letter of credit.

25

Table of Contents

AS of September 30, 2023 March 31, 2024, the Company recognized one finance lease and the  
were classified as operating leases

The ROU asset is included in "other" "Other assets" on the consolidated statements of  
For the Three Months Ended  
September 30,  
For the Nine Months Ended, 2023

41  
2023:

	Three Months Ended March 31,	
	2023	2024
	(Dollars in thousands)	
finance lease amortization of right of use asset	\$ 70	\$ 70
	66	69
operating lease expense	339	393
short-term lease expense	6	5
	Operating Leases	Finance Leases
	(Dollars in thousands)	
2024	\$ 2,815	\$ 367
2025	3,806	490
2026	3,852	490
Note 6:	3,847	528
2027	3,427	540
25: Goodwill and Core Deposit Intangible	10,750	7,705
In connection with the Tucson acquisition, the Company recorded goodwill of \$	28,497	10,120
1.3 total lease payments	2,775	2,776
million during the three-months ended	\$ 25,722	\$ 7,344
Less: imputed interest		
September 30, 2023.		
Total		

Goodwill is measured as the excess of the fair value of consideration paid over  
3,289  
Supplemental cash flow information –  
the fair value of net assets acquired. In accordance with GAAP, the Company performs annual tests to identify  
2025  
impairment of goodwill and more frequently if events or circumstances indicate a potential impairment may  
3,309  
exist. Operating cash flows paid for operating lease amounts leases included in the

the months ended March 31, 2024.  
and \$0.9million, and \$  
September 30, 2023.  
million respectively, for the nine-months three months ended September 30, 2023 March 31, 2024 and 2022,  
aid for finance lease amounts included in the measurement of lease liabilities was were \$  
17,619  
million and \$



Swap fees earned upon origination and credit valuation adjustments that represent

the risk of a counterparty's default are reported on the consolidated statements of operations as swap fee income, net. The effect of the Company's derivative financial instruments gain (loss) is reported on the consolidated statements of cash flows within "other assets" and "other liabilities".

These

and

The Company had 46 swaps had outstanding with an aggregate notional amount of \$

million \$323 million and \$

million \$307 million at September 30, 2023 March 31, 2024 and

December 31, 2022, December 31, 2023, respectively.

Fair Values of Derivative Instruments on the Consolidated Statements of Financial Condition

The tables below presents the effect of cash flow hedge accounting on Accumulated Other Comprehensive Income (Loss)

The table below presents the fair value of the Company's derivative financial instruments and their classification on the consolidated statements of financial condition as of September 30, 2023 March 31, 2024 and December 31, 2022 December 31, 2023:

		Asset Derivatives			Liability Derivatives		
		Statement of Financial Condition			Statement of Financial Condition		
		March 31, 2024	December 31, 2023		March 31, 2024	December 31, 2023	

**Note 8:**

The scheduled maturities, excluding interest, of the Company's borrowings at September 30, 2023 March 31, 2024 were as follows:

(1) The contract value of the trust preferred securities is \$2.6 million and is currently being accreted to the maturity date of 2035.									
Location of					Gain or				
Gain or (Loss)					(Loss)				
Recognized					Gain or				
					Reclassified				
from 29					from				
Gain or					(Loss)				
Gain or					(Loss)				
(Loss)					(Loss)				