

REFINITIV

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

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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

Accelerated filer

Non-accelerated filer

Smaller reporting company

Emerging growth company

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 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.

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CROSSFIRST BANKSHARES, INC.

INC.

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

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Part I. Financial Information

Item 1. Consolidated Financial Statements

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<p>3</p> <p>Forward-Looking Information</p> <p>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," "may," "might," "could," "predict," "potential," "potential," "believe," "expect," "expect," "continue," "will," "will," "anticipate," "anticipate," "seek," "seek," "estimate," "intend," "intend," "plan," "plan," "projection," "goal," "goal," "target," "outlook," "aim," "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. plans; and our anticipated future financial performance.</p> <p>Unless we state otherwise or the context otherwise requires, references in this Form 10-Q to "we," "our," "us," "us," and the</p>

"Company" "Company" refer to CrossFirst Bankshares, Inc., and its consolidated subsidiaries. References in this Form 10-Q to "CrossFirst Bank" and the "Bank" refer to CrossFirst Bank, our wholly owned consolidated bank subsidiary.

These forward-looking statements are not historical facts, and are based

on current expectations, estimates and projections about our industry, management's beliefs and belief, certain assumptions made by management, and financial trends that may affect our financial condition, results of operations, business strategy or financial needs, many of which, by their nature, are inherently uncertain and beyond our control. Our actual results could differ materially from those anticipated in such forward-looking statements. Accordingly, we caution you that any such forward-looking statements are not a guarantee guarantees of future performance and are subject to risks, assumptions, estimates and uncertainties that are difficult to predict. Although we believe that the expectations reflected in these forward-looking statements are reasonable as of the date made, actual results may prove to be materially different from the results expressed or implied by the forward-looking statements due to a number of factors, including, without limitation: impacts on us and our clients of a decline in general uncertain or unfavorable business and/or economic conditions and any regulatory responses thereto, including uncertainty and volatility in the financial markets, possible slowing or recessionary economic conditions and continuing or increasing inflation; geographic concentration of our markets; changes in market interest rate fluctuations; rates that affect the pricing of our products and our net interest income; our ability to effectively execute our growth strategy and manage our growth, including identifying, consummating and consummating integrating suitable mergers, and acquisitions or other business combinations, entering new lines of business or offering new or enhanced services or products; fluctuations in the fair value of our investments; our ability to successfully integrate Canyon; fluctuations manage our credit risk, particularly in fair value of our investments due to factors outside of our control; our ability to successfully manage credit risk commercial real estate, energy and commercial-based loan portfolios, and the sufficiency of our allowance;





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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
Non-Interest Expense

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	
Net Income Before Taxes	
21,425	
21,690	
61,820	
62,278	
Income tax expense	
\$	
4,562	
\$	
4,410	
\$	
12,802	
\$	
12,625	
Net Income	
\$	
16,863	
\$	
17,280	
\$	
49,018	
\$	
49,653	
Basic Earnings Per Common Share	
\$	
0.34	
\$	
0.35	
\$	
1.00	
\$	

1.00
Diluted Earnings Per Common Share
\$
0.34
\$
0.35
\$
0.99
\$
0.99

	Three Months Ended March 31,	
	2024	2023
Interest Income		
Loans, including fees	\$ 110,099	\$ 89,618
Available-for-sale securities - taxable	4,528	1,849
Available-for-sale securities - tax-exempt	2,553	3,794
Deposits with financial institutions	1,981	2,014
Dividends on bank stocks	78	262
Total interest income	119,239	97,537
Interest Expense		
Deposits	62,111	36,725
Fed funds purchased and repurchase agreements	—	46
Federal Home Loan Bank Advances	471	2,391
Other borrowings	63	154
Total interest expense	62,645	39,316
Net Interest Income	56,594	58,221
Provision for Credit Losses	1,655	4,421
Net Interest Income after Provision for Credit Losses	54,939	53,800

[Table of Contents](#)**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

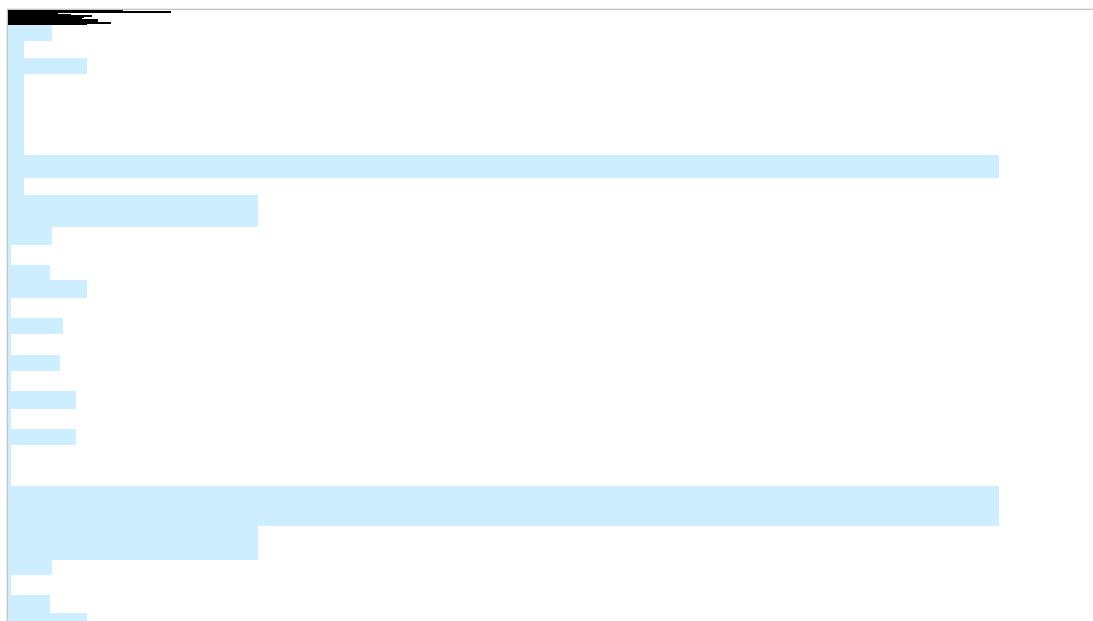
(32)

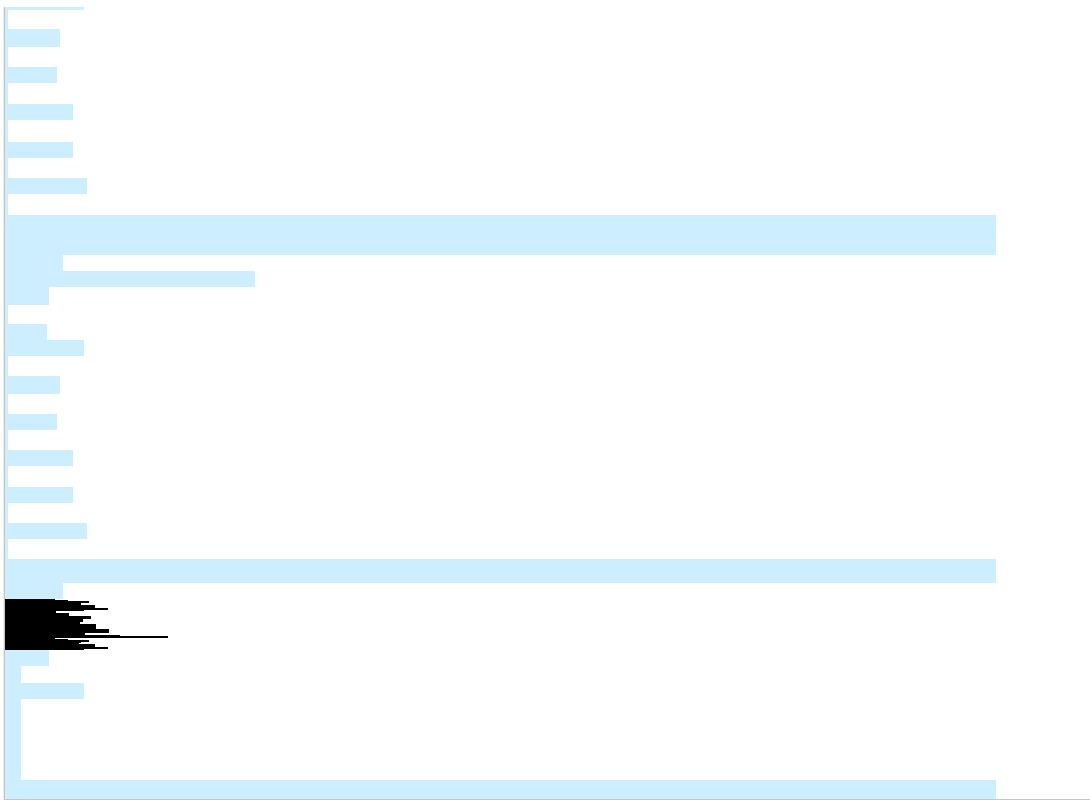
Unrealized loss on cash flow hedges

(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)





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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
(<i>Dollars in thousands</i>)
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



8

7

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, 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

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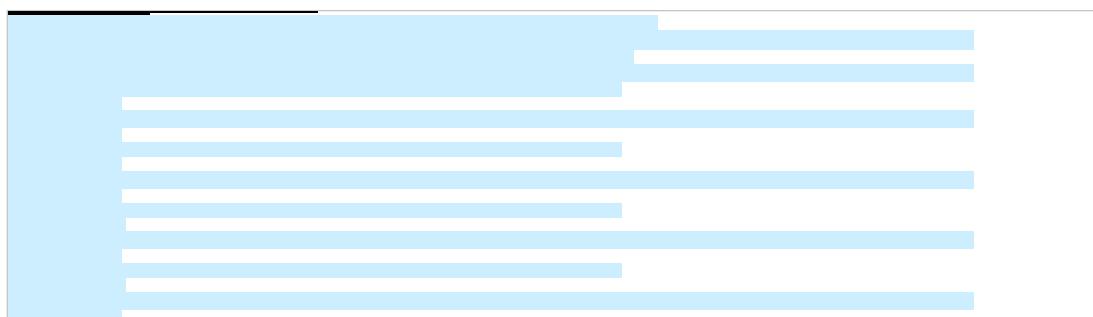
(258)
(258)
Issuance

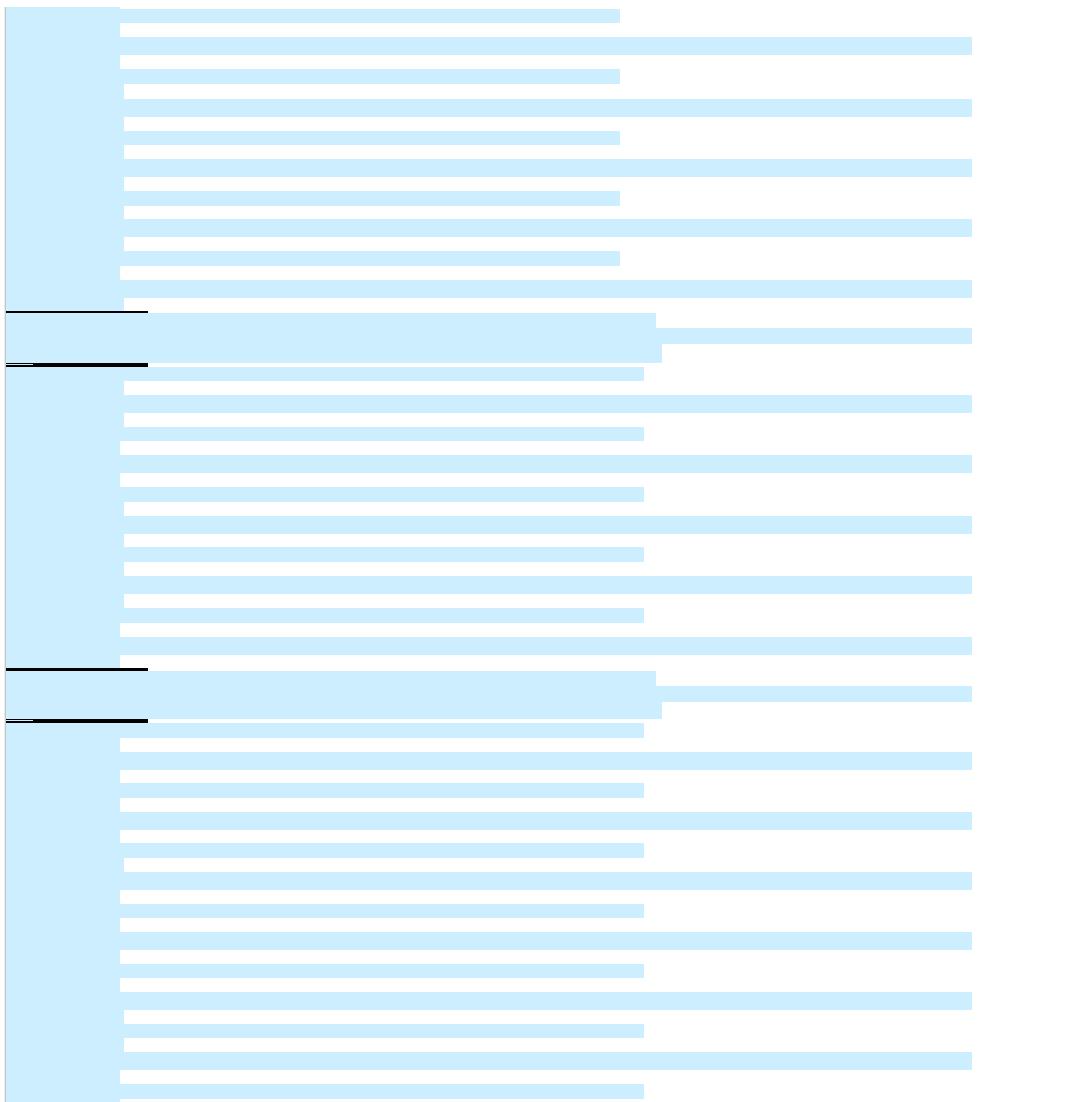
249,176
3
(535)
(532)
Warrants exercised, cash settled
(418)
(418)
Acquisition Cash Flows - purchase accounting

597,645
5,932
1,025
6,957
Stock-based compensation
3,711
3,711
Balance September 30, 2023
7,750
\$
49,295,036
\$
533
\$
(58,195)
\$
542,191
\$
254,855
\$
(96,333)
\$
643,051

CROSSFIRST BANKSHARES, INC.

Consolidated Statements of shares from equity-based awards





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CROSSFIRST BANKSHARES, INC.

Consolidated Statements of Cash Flows – Unaudited

Nine Months Ended
September 30,

2023

2022

(Dollars in thousands)

Operating Activities

Net income

\$

49,018

\$

49,653

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

Depreciation and amortization

7,041

3,716

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 under "Bank". 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 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 opinion. The loans and deposits were made in the ordinary course of business and made on similar terms as those prevailing at the time with other persons. Related party loans totaled \$ 10 million. These adjustments which are, in the opinion of management, necessary for a fair statement of the results 11 million. These adjustments are of a normal recurring nature. All significant intercompany balances and 12 transactions have been eliminated in consolidation. Certain reclassifications of prior years' amounts are made 13 necessary to conform to current period presentation. The results of operations for the interim period are not necessarily indicative of the results that may be

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12 Note 2: Acquisition Activities

The table below provides 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 \$ 1.3 million of cash consideration.

On August 1, 2023, the 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 a entities with which they merged by operation of law. The acquisition added one full-service branch interim presented at periods within Arizona to the Company's footprint thereby deepening our Arizona franchise.

Cash and cash Tucson 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 million and \$.

Loans, net 2.3

—The fair value million for the three- and nine-months ended September 30, 2023, puts and assumptions used in the fair value respectively, including a Day 1 CECL provision expense of \$g, credit and liquidity risk, and required equity return. The fair value of loans was calculated using a discounted cash flow analysis based on the remaining million. Acquisition-related costs in connection with the acquisition of future credit losses and the rate of prepayment Farmers & Stockmens Bank (the "Colorado/New Mexico acquisition") totaled \$ a risk-adjusted market rate f1.7 similar loans.

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

—The Comp2023. 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 attributable acquisition dates and reported in this quarterly report on Form 10-Q. The core deposit intangible will be amortized over its estimated useful life of approximately 10 years.

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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) can portfolio, were accounted for as PCD loans.

Unpaid principal balance provides a summary of PCD loans purchased as part of the Tucson acquisition as of the

Acquisition date:

28,159

PCD allowance for credit loss at acquisition

(329)

(Discount) premium on acquired loans

(1,809)

Purchase price of PCD loans

\$

26,021

14

Note 3: Securities

The amortized cost and approximate fair values, together with gross unrealized gains and losses, of period end available-for-sale securities consisted of the following:

dates indicated:

September 30, 2023

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

Issue

For AFS securities as of the Three Months Ended

For the Nine Months Ended

September 30, 2023

September 30, 2023

Gross

Realized

Gains

General agency obligations

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

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dates shown:

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

Gross 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 in an unrealized loss position:

Gains

	Fair Value			Unrealized Losses			Number of Securities			Fair Value			Unrealized Losses			Number of Securities		
Available-for-Sale securities																		
Federal agency																		
	50,300	340	12	102,340	23,289	31	100,200	23,014	33									
	e																	
	E																	
residential	47,106	610	9	7,863	528	17	54,969	1,138	26									
State and political subdivisions	28,063	282	20	300,783	46,398	203	328,846	46,680	223									

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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.

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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

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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

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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.

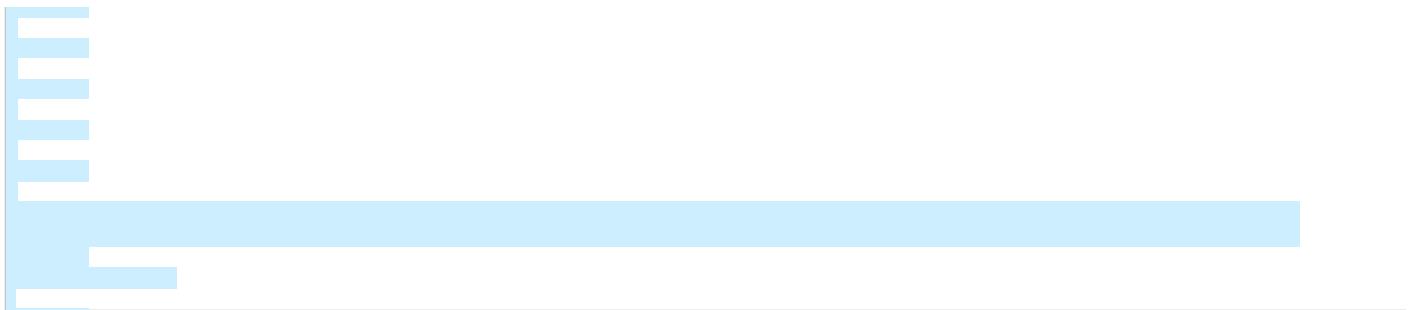
Internal Credit Risk Ratings

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

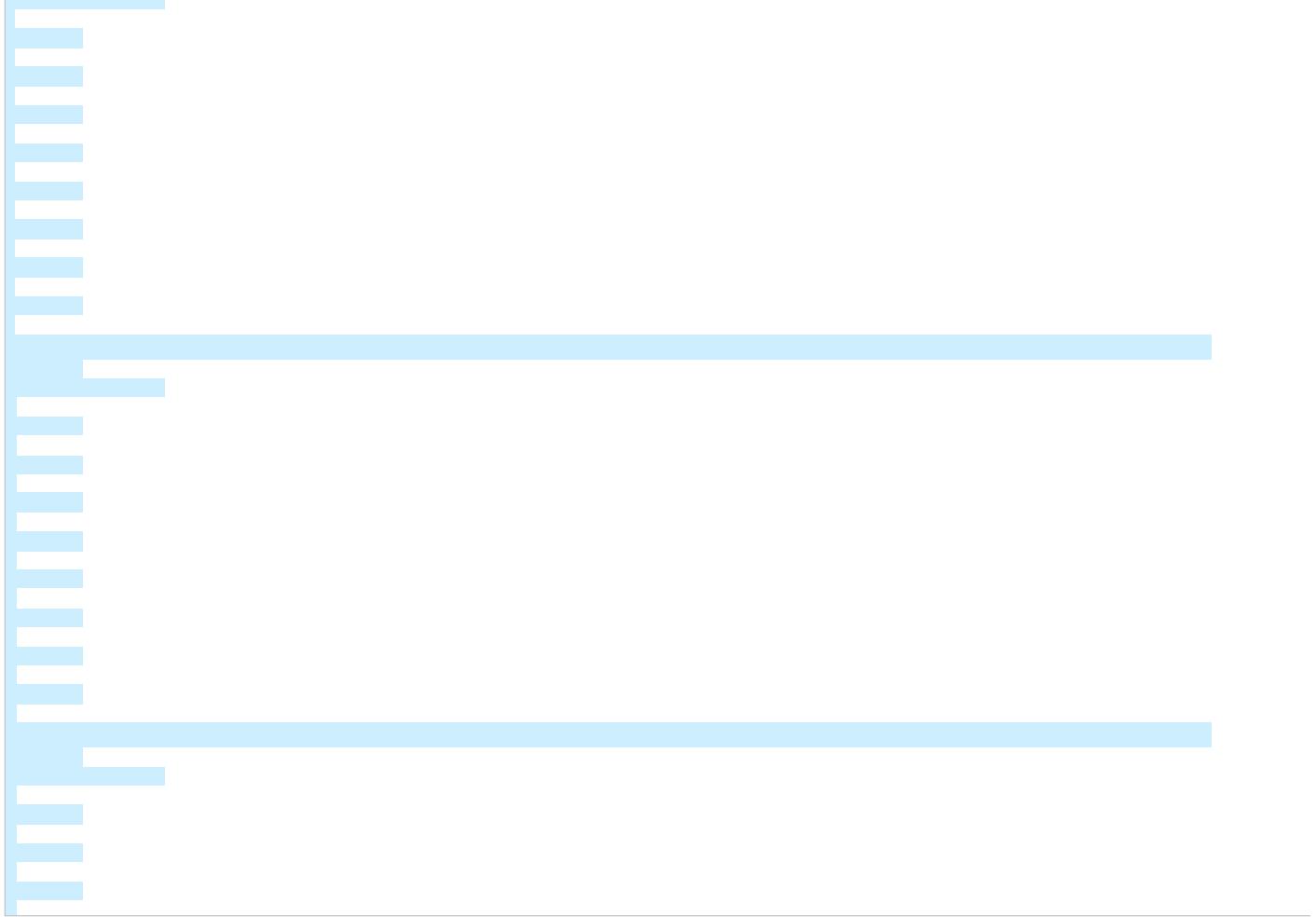
21

●

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.

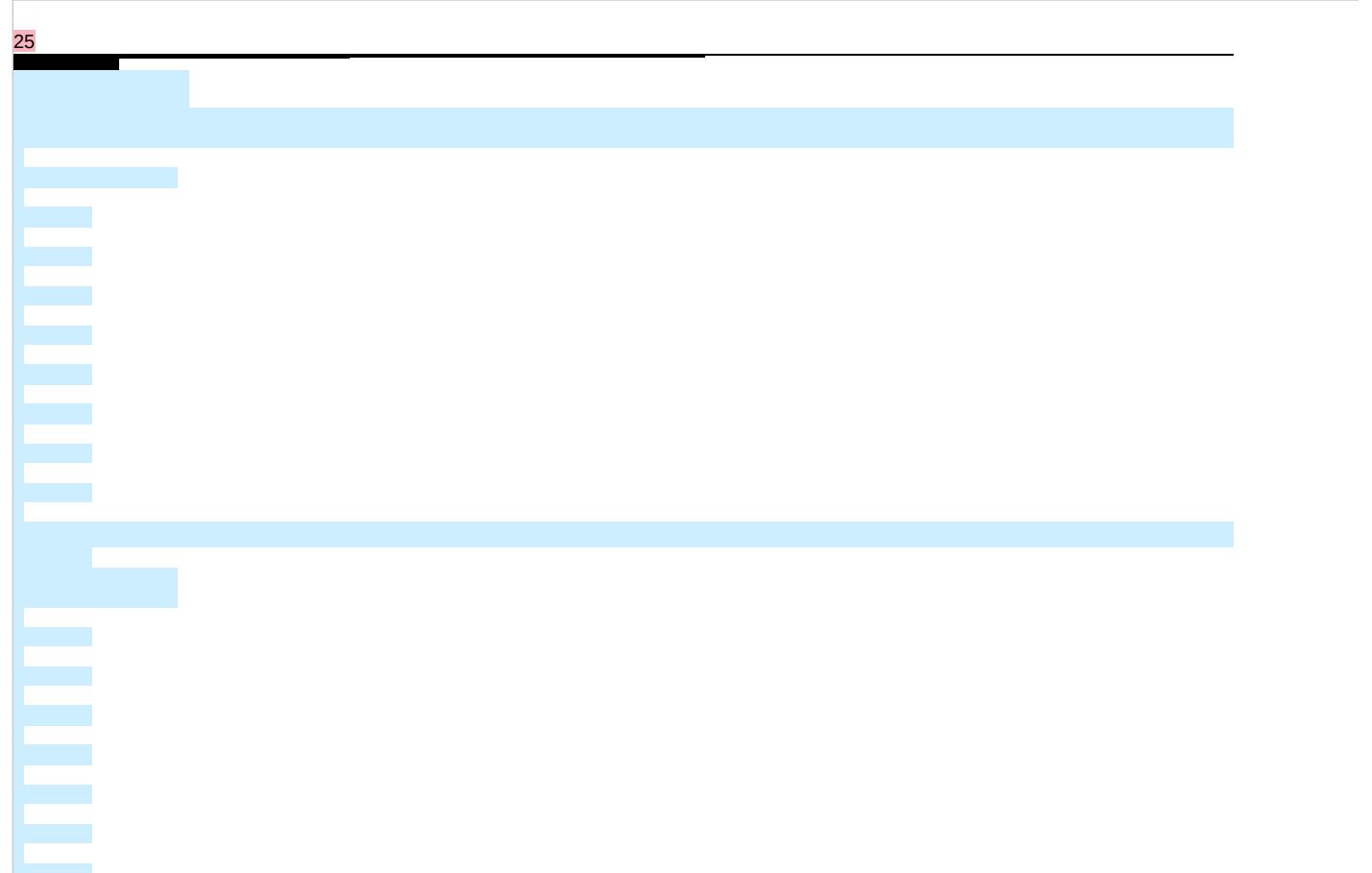


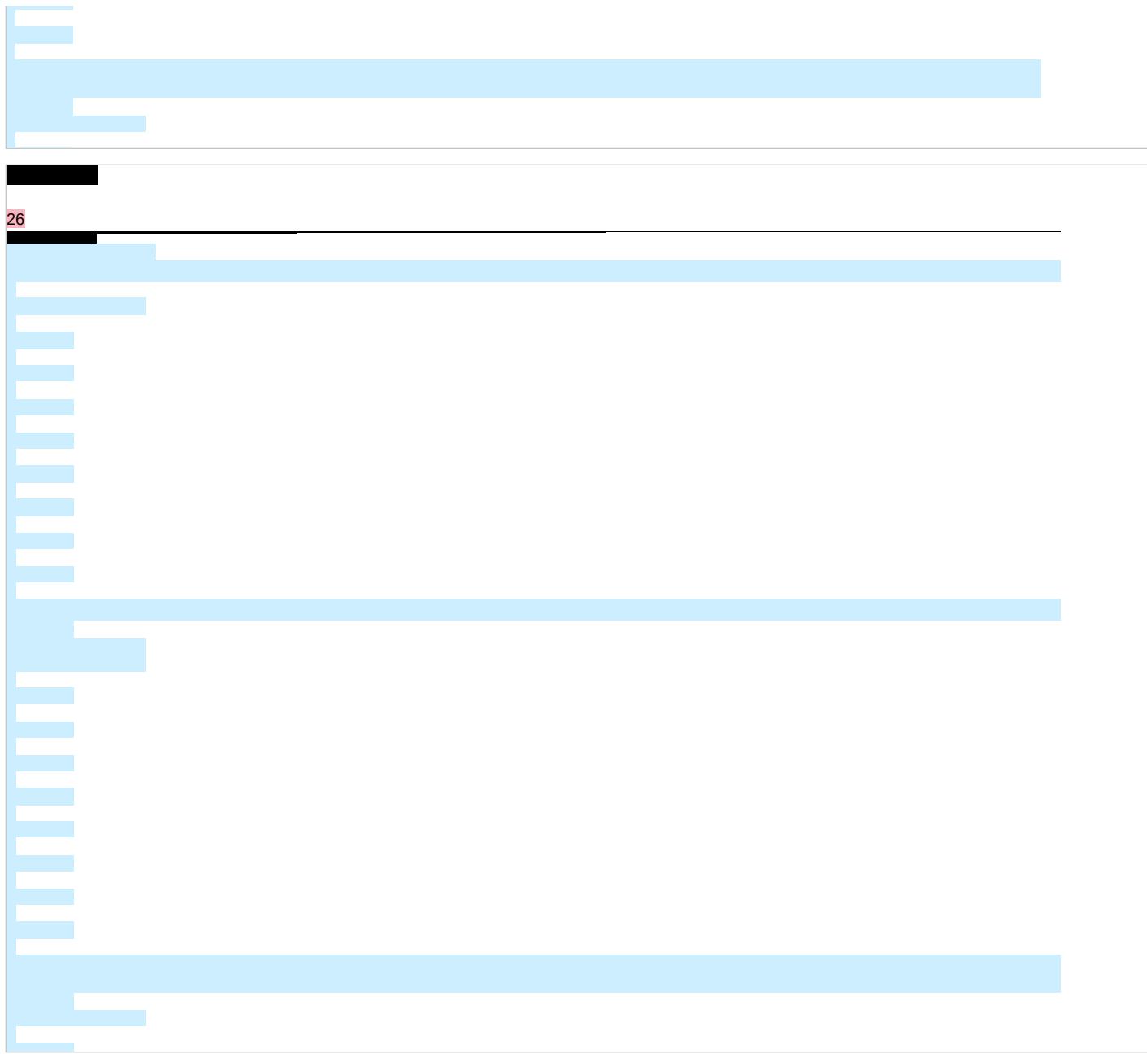
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24



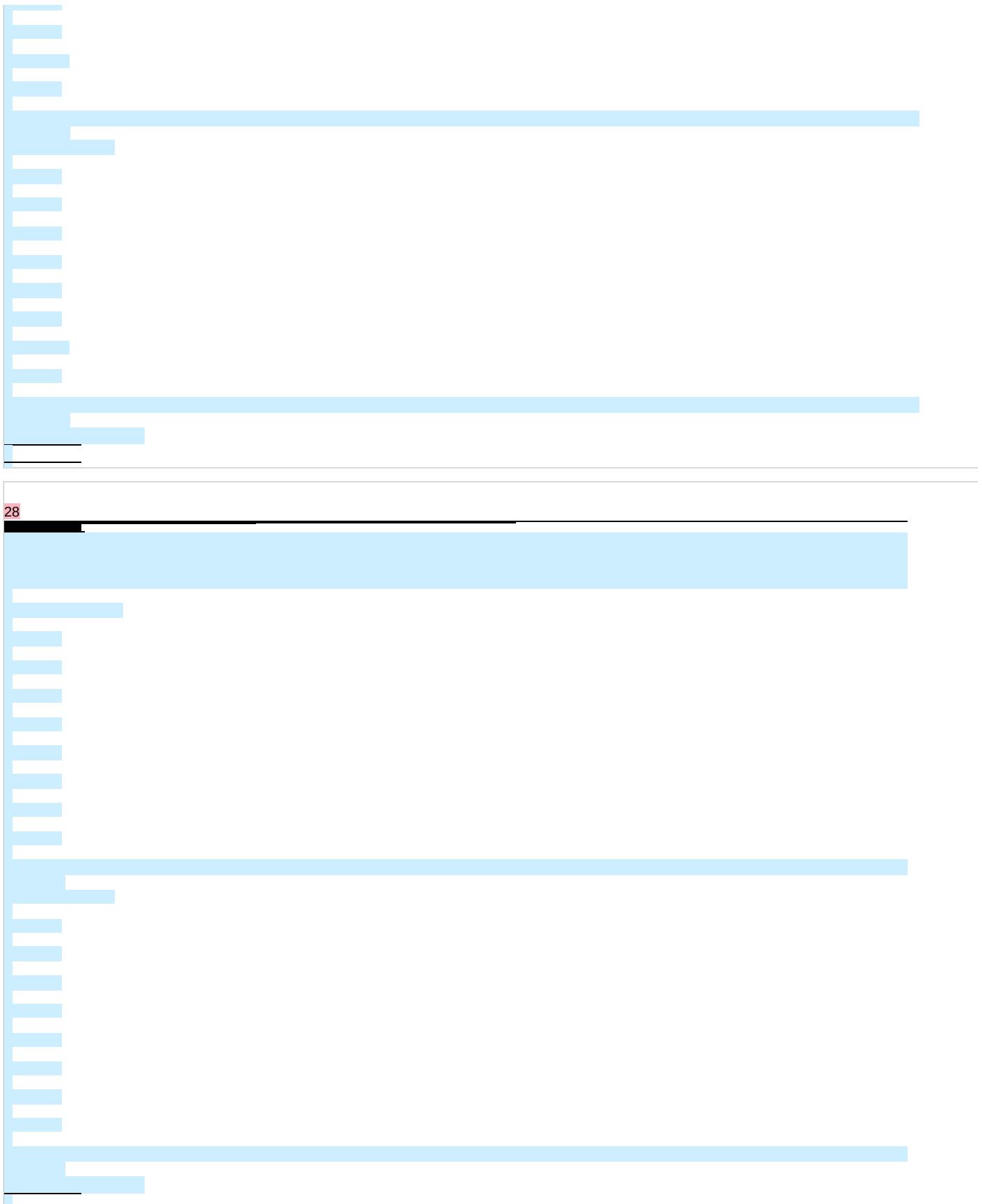


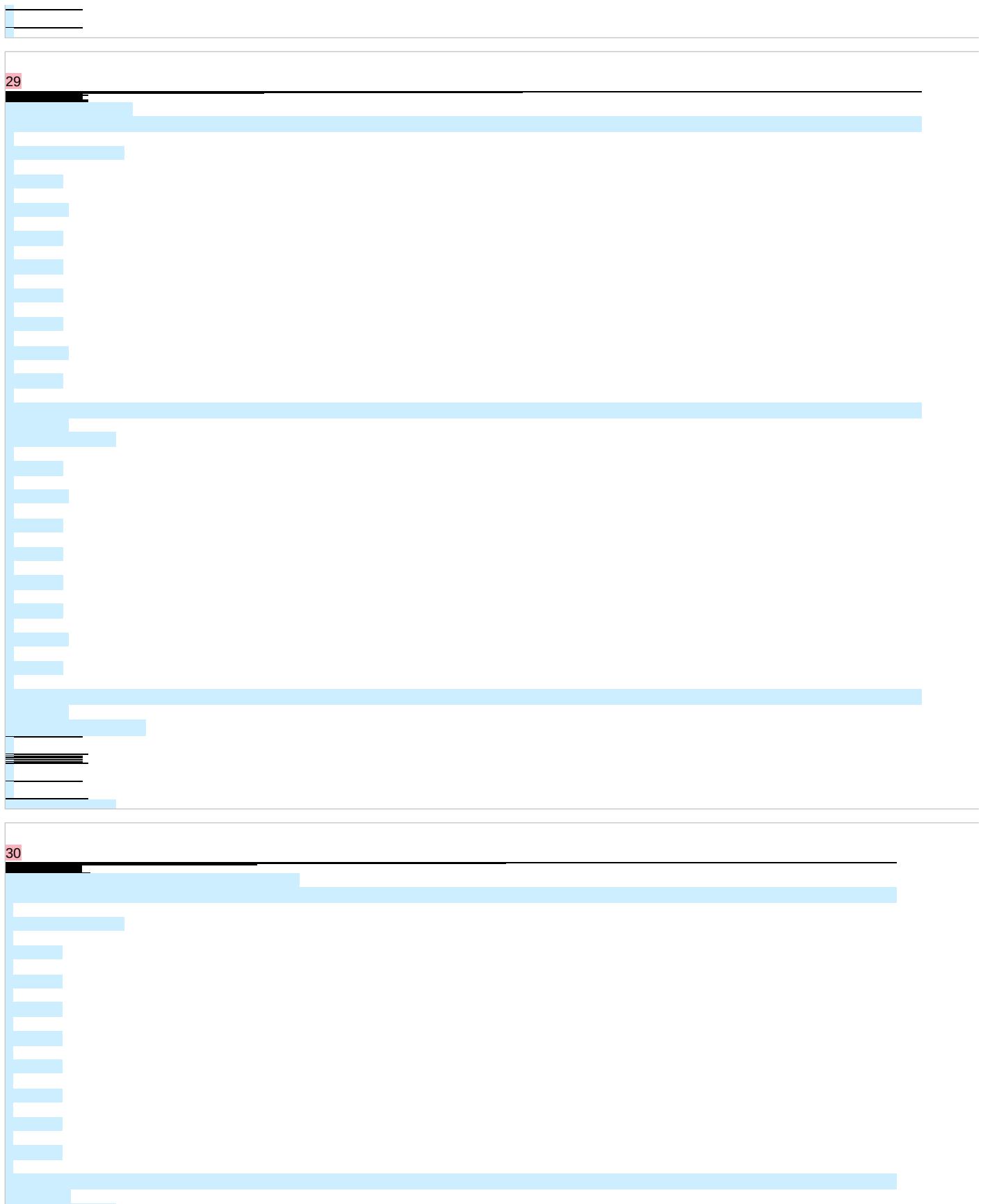


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Loan Portfolio Aging Analysis

The following tables present the Company's loan portfolio aging analysis as of September 30, 2023 and December 31, 2022.









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We recognized no

interest income on non-accrual loans during the three- and nine-months ended September 30, 2023. For the three-and nine-months ended September 30, 2022, the interest income recognized on non-accrual loans was \$

0.9

million and \$

13

million, respectively.

35

Allowance for Credit Losses

The following table presents the activity in the allowance for credit losses and allowance

0, 2023 March 31, 2024:

For the Three Months Ended March 31, 2024																
	Commercial			Commercial												
	Commercial		Real Estate	Real Estate												
	and Industrial		Owner-Occupied	Non-owner-Occupied		Residential										
	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									

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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.

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March 31, 2024

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As of March 31, 2024

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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, 2022 December 31, 2023:

23



40
The estimate is calculated for each loan segment and includes consideration of the likelihood that funding will occur and an estimate of the expected credit losses on commitments expected to be funded over its estimated life. For each pool of contractual obligations expected to be funded, the Company uses the reserve rate established for the related loan pools. The \$

6 million \$5 million and \$9 million \$6 million allowance for credit losses on off-balance sheet credit exposures at September 30, 2023 March 31, 2024 and December 31, 2022 December 31, 2023, respectively, are included in "interest, "interest payable and other liabilities" on the statements of financial condition.

The following categories of off-balance sheet credit exposures have been identified:

- **Loan commitments** – include revolving lines of credit, non-revolving lines of credit, and loans approved that are not yet funded. Risks inherent to revolving lines of credit often are related to the susceptibility of an individual or business experiencing unpredictable cash flow or financial troubles, thus leading to payment default. The primary risk associated with non-revolving lines of credit is the diversion of funds for other expenditures.

4: Leases
bank branches located in Kansas City, Missouri; Tulsa, Oklahoma; Dallas, Texas; Frisco, Texas; • **Letters of credit** are primarily established to provide assurance to the beneficiary that the applicant will perform certain obligations arising out of a separate transaction between the beneficiary and applicant. If the obligation is not met, it gives the beneficiary the right to draw on the letter of credit. **one year**
two years to eighteen (18) years

two years to eighteen 16 years

Loan commitments – include revolving lines of credit, non-revolving lines of credit, and loans approved that are not yet funded. Risks inherent to revolving lines of credit often are related to the susceptibility of an individual or business reasonably experiencing unpredictable cash flow or financial troubles, thus leading to payment default. The primary risk associated with non-revolving lines of credit is the diversion of funds for other expenditures. Letters of credit – are primarily established to provide assurance to the beneficiary that the applicant will perform certain obligations arising out of a separate transaction between the beneficiary and applicant. If the

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

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

For the Three Months Ended
September 30,
For the Nine Months Ended

41
2023:

	Three Months Ended March 31,	
	(Dollars in thousands)	
Finance lease amortization of right of use asset	66	69
Pending 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		
In connection with the Tucson acquisition, the Company recorded goodwill of \$	10,750	7,705
1.3 Total lease payments	28,497	10,120
Less: interest	2,775	2,776
Total	\$ 25,722	\$ 7,344

2024 Goodwill is measured as the excess of the fair value of consideration paid over

3,289 Supplemental cash flow information –

2025 The fair value of net assets acquired. In accordance with GAAP, the Company performs annual tests to identify impairment of goodwill and more frequently if events or circumstances indicate a potential impairment may exist. Operating cash flows paid for operating lease amounts included in the

2026 See months ended March 31, 2024.

2027 and \$0.9 million, and \$

September 30, 2023.

2028 million respectively, for the nine-months three months ended September 30, 2023 March 31, 2024 and 2022,

2029 aid for finance lease amounts included in the measurement of lease liabilities was were \$

2030 \$7,619 million and \$

1 million for the nine-months ended September 30, 2023, March 31, 2024 and 2022, respectively. During the nine-months ended September 30, 2023, March 31, 2024, the Company did not record any impairment losses. The Company is amortizing the core deposit intangible ("CDI") over its estimated useful life of 4.5 years.

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	Gross Carrying Value	Accumulated Amortization	Net Carrying Value	Period		
				As of December 31, 2023	As of March 31, 2024	As of December 31, 2022
Goodwill	\$ 14,135	\$ —	\$ 14,135	\$ 14,135	\$ 14,135	\$ 14,135
Core deposit intangible	21,938	4,738	17,200			
(Dollars in thousands)						

The Company uses interest rate derivatives to add stability to interest income and expense

and to manage its exposure to interest rate movements. To accomplish this objective, the Company uses or may utilize interest rate swaps, including forwards, interest rate caps, floors, collars, corridors and collars swaptions as part of its interest rate risk management strategy. During the first quarter of 2024, the Company utilized interest rate swaps and a collar to hedge the variable cash flows associated with existing variable-rate debt and loan assets. Interest rate swaps designated as cash flow hedges involve the receipt of variable amounts from a counterparty in exchange for the Company making fixed-rate payments over the life of the agreements without exchange of the underlying notional amount. Interest rate collars designated as cash flow hedges involve payments of variable rate amounts if interest rates rise above the cap strike rate on the contract and the receipt

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

44

and

49

The Company had 46 swaps **had outstanding** with an aggregate notional amount of \$ 350 million \$323 million and \$ 421

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 table 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					
	Asset Derivatives			Statement of Financial Condition			Liability Derivatives			Statement of Financial Condition		
	Table of Contents	Financial Condition	March 31, 2024	December 31, 2023	Location	2024	2023	Location	2024	2023		
										(Dollars in thousands)		
Interest rate products:												
Derivatives instruments	Financial Condition	September 30, 2023	Interest receivable	\$ 101	Interest payable	\$ 8,083	\$ 5,992					
	Derivatives instruments	Designated as hedging instruments	Interest receivable	\$ 101	Interest payable	\$ 8,083	\$ 5,992					
		Statement of										

44

2023.

March 31, 2024									
Note 8:	Location of						Gain or	Gain or	
	7: Time Deposits and Borrowings			(Loss)			(Loss)	(Loss)	
The scheduled maturities, excluding interest, of the Company's borrowings at September 30, 2023 March 31, 2024 were as follows:									
	Recognized	Accumulated	Gain or	Gain or	Gain or	(Loss)	Reclassified	from	Reclassified
	from	from	from	from	from	from	from	from	from
	Other	(Loss)	Recognized	Recognized	from	from	OCI into	OCI into	
	As of March 31, 2024								
	Within One	One to Two	Two to Three	Three to	Four to Five	After Five		Excluded	
	Year	Years	Years	Four Years	Years	Years	Total	Component	
	(Dollars in thousands)								
Time deposits	\$1,662,674	\$170,867	\$ 1,305	\$ 1,500	\$ 790	\$ —	\$1,837,136		
FHLB borrowings	1,549	11,291	—	50,000	15,000	—	77,840		
SBA secured borrowing	—	—	—	—	—	7,778	7,778	\$ —	
Trust preferred securities ⁽¹⁾	—	—	—	—	—	1,133	1,133	\$ —	
Total	\$1,664,223	\$182,158	\$ 1,305	\$ 51,500	\$ 15,790	\$ 8,911	\$1,923,887		
(1) The contract value of the trust preferred securities is \$2.6 million and is currently being accreted to the maturity date of 2035.									
March 31, 2023									
	Location of						Gain or	Gain or	
	Gain or (Loss)			(Loss)			(Loss)	(Loss)	
	Recognized			Gain or			Reclassified	Reclassified	
	from	29	Gain or	Gain or	(Loss)	from	from		