

Section 1: 10-Q (10-Q)

**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

For the quarterly period ended June 30, 2018

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 001-37416

PEOPLE'S UTAH BANCORP

(Exact name of registrant as specified in its charter)

UTAH
(State or other jurisdiction of
incorporation or organization)

87-0622021
(IRS Employer
Identification No.)

1 East Main Street, American Fork, Utah
(Address of principal executive offices)

84003
(Zip Code)

(801) 642-3998

Registrant's telephone number, including area code

Not Applicable

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

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 and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes No

Indicate by checkmark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, 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	<input type="checkbox"/>	Accelerated filer	<input checked="" type="checkbox"/>
Non-accelerated filer	<input type="checkbox"/> (Do not check if a smaller reporting company)	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 checkmark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes No

The number of shares of Registrant's common stock outstanding on July 31, 2018 was 18,705,736. No preferred shares are issued or outstanding.

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PEOPLE'S UTAH BANCORP AND SUBSIDIARIES
UNAUDITED CONSOLIDATED BALANCE SHEETS

<i>(Dollars in thousands, except share data)</i>	June 30, 2018	December 31, 2017
ASSETS		
Cash and cash equivalents:		
Cash and due from banks	\$ 33,484	\$ 36,235
Interest bearing deposits	17,930	13,158
Federal funds sold	908	1,634
Total cash and cash equivalents	<u>52,322</u>	<u>51,027</u>
Investment securities:		
Available-for-sale, at fair value	236,699	263,056
Held-to-maturity, at historical cost	67,922	74,654
Total investment securities	<u>304,621</u>	<u>337,710</u>
Non-marketable equity securities	6,151	3,706
Loans held for sale	11,058	10,871
Loans:		
Loans held for investment	1,691,959	1,627,444
Allowance for loan losses	(22,308)	(18,303)
Total loans held for investment, net	<u>1,669,651</u>	<u>1,609,141</u>
Premises and equipment, net	29,335	30,399
Goodwill	25,673	26,008
Bank-owned life insurance	26,120	23,566
Deferred income tax assets	10,764	8,827
Accrued interest receivable	7,658	7,594
Other intangibles	3,633	3,854
Other real estate owned	-	994
Other assets	14,784	9,832
Total assets	<u>\$ 2,161,770</u>	<u>\$ 2,123,529</u>
LIABILITIES AND SHAREHOLDERS' EQUITY		
Deposits:		
Non-interest bearing deposits	\$ 646,574	\$ 641,124
Interest bearing deposits	1,135,366	1,173,508
Total deposits	<u>1,781,940</u>	<u>1,814,632</u>
Short-term borrowings	90,000	40,000
Accrued interest payable	369	353
Other liabilities	17,862	11,126
Total liabilities	<u>1,890,171</u>	<u>1,866,111</u>
Shareholders' equity:		
Preferred shares, \$0.01 par value: 3,000,000 shares authorized, no shares issued	-	-
Common shares, \$0.01 par value: 30,000,000 shares authorized; 18,683,883 and 18,511,797 shares issued and outstanding as of June 30, 2018 and December 31, 2017, respectively	187	185
Additional paid-in capital	85,620	84,532
Retained earnings	190,735	174,804
Accumulated other comprehensive loss	(4,943)	(2,103)
Total shareholders' equity	<u>271,599</u>	<u>257,418</u>
Total liabilities and shareholders' equity	<u>\$ 2,161,770</u>	<u>\$ 2,123,529</u>

See accompanying notes to the unaudited consolidated financial statements.

PEOPLE'S UTAH BANCORP AND SUBSIDIARIES
UNAUDITED CONSOLIDATED STATEMENTS OF INCOME

<i>(Dollars in thousands, except share and per share data)</i>	Three Months Ended June 30,		Six Months Ended June 30,	
	2018	2017	2018	2017
Interest income				
Interest and fees on loans	\$ 27,073	\$ 17,923	\$ 52,856	\$ 34,767
Interest and dividends on investments	1,683	1,802	3,339	3,507
Total interest income	28,756	19,725	56,195	38,274
Interest expense	1,778	749	3,273	1,515
Net interest income	26,978	18,976	52,922	36,759
Provision for loan losses	1,475	900	3,525	1,100
Net interest income after provision for loan losses	25,503	18,076	49,397	35,659
Non-interest income				
Mortgage banking	1,505	1,960	3,143	3,939
Card processing	799	692	1,522	1,287
Service charges on deposit accounts	704	578	1,377	1,114
Net gain (loss) on sale of investment securities	333	1	335	(10)
Other operating	725	606	1,407	1,099
Total non-interest income	4,066	3,837	7,784	7,429
Non-interest expense				
Salaries and employee benefits	10,196	7,762	20,619	15,729
Occupancy, equipment and depreciation	1,411	1,088	2,954	2,205
Data processing	1,063	661	1,933	1,336
Marketing and advertising	321	349	767	611
FDIC premiums	299	130	628	256
Acquisition-related costs	1	175	350	175
Other	2,532	1,670	4,620	3,437
Total non-interest expense	15,823	11,835	31,871	23,749
Income before income tax expense	13,746	10,078	25,310	19,339
Income tax expense	3,279	3,584	5,839	6,324
Net income	<u>\$ 10,467</u>	<u>\$ 6,494</u>	<u>\$ 19,471</u>	<u>\$ 13,015</u>
Earnings per common share:				
Basic	<u>\$ 0.56</u>	<u>\$ 0.36</u>	<u>\$ 1.04</u>	<u>\$ 0.73</u>
Diluted	<u>\$ 0.55</u>	<u>\$ 0.35</u>	<u>\$ 1.03</u>	<u>\$ 0.71</u>
Weighted average common shares outstanding:				
Basic	<u>18,679,908</u>	<u>17,937,926</u>	<u>18,639,397</u>	<u>17,911,125</u>
Diluted	<u>18,989,176</u>	<u>18,351,531</u>	<u>18,963,549</u>	<u>18,334,028</u>

See accompanying notes to the unaudited consolidated financial statements.

PEOPLE'S UTAH BANCORP AND SUBSIDIARIES
UNAUDITED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

<i>(Dollars in thousands)</i>	Three Months Ended June 30,		Six Months Ended June 30,	
	2018	2017	2018	2017
Net income	\$ 10,467	\$ 6,494	\$ 19,471	\$ 13,015
Other comprehensive income				
Unrealized holding (losses)/gains on securities available-for-sale	(1,319)	375	(3,787)	438
Income tax benefit/(expense)	330	(143)	947	(168)
Unrealized holding (losses)/gains on securities available-for-sale, net of tax	(989)	232	(2,840)	270
Total comprehensive income	\$ 9,478	\$ 6,726	\$ 16,631	\$ 13,285

See accompanying notes to the unaudited consolidated financial statements.

PEOPLE'S UTAH BANCORP AND SUBSIDIARIES
UNAUDITED CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY

<i>(Dollars in thousands, except share and per share data)</i>	Common Shares	Amount	Additional Paid-in Capital	Retained Earnings	Accumulated Other Comprehensive Income (Loss)	Total
Balance as of January 1, 2017	17,819,538	\$ 178	\$ 68,657	\$ 160,692	\$ (1,010)	\$ 228,517
Comprehensive income	-	-	-	13,015	270	13,285
Cash dividends (\$0.16 per share)	-	-	-	(2,867)	-	(2,867)
Share-based compensation	-	-	218	-	-	218
Exercise of stock options	128,809	1	748	-	-	749
Balance as of June 30, 2017	<u>17,948,347</u>	<u>\$ 179</u>	<u>\$ 69,623</u>	<u>\$ 170,840</u>	<u>\$ (740)</u>	<u>\$ 239,902</u>
Balance as of January 1, 2018	18,511,797	\$ 185	\$ 84,532	\$ 174,804	\$ (2,103)	\$ 257,418
Comprehensive income	-	-	-	19,471	(2,840)	16,631
Cash dividends (\$0.19 per share)	-	-	-	(3,540)	-	(3,540)
Share-based compensation	-	-	370	-	-	370
Exercise of stock options	172,086	2	718	-	-	720
Balance as of June 30, 2018	<u>18,683,883</u>	<u>\$ 187</u>	<u>\$ 85,620</u>	<u>\$ 190,735</u>	<u>\$ (4,943)</u>	<u>\$ 271,599</u>

See accompanying notes to the unaudited consolidated financial statements.

PEOPLE'S UTAH BANCORP AND SUBSIDIARIES
UNAUDITED CONSOLIDATED STATEMENTS OF CASH FLOWS

<i>(Dollars in thousands)</i>	Six Months Ended	
	June 30,	
	2018	2017
Cash flows from operating activities:		
Net income	\$ 19,471	\$ 13,015
Adjustments to reconcile net income to net cash provided by operating activities:		
Provision for loan losses	3,525	1,100
Depreciation and amortization	1,538	1,267
Deferred income taxes	(990)	(214)
Net amortization of securities discounts and premiums	1,312	1,501
Increase in cash surrender value of bank owned life insurance	(304)	(256)
Share-based compensation	370	218
Gain on sale of loans held for sale	(2,047)	(2,838)
Originations of loans held for sale	(108,638)	(115,621)
Proceeds from sale of loans held for sale	110,498	131,630
Net changes in:		
Accrued interest receivable	(64)	(59)
Other assets	(4,611)	517
Accrued interest payable	16	(36)
Other liabilities	6,736	4,964
Net cash provided by operating activities	26,812	35,188
Cash flows from investing activities:		
Net change in loans held for investment	(63,290)	(82,558)
Purchase of available-for-sale securities	-	(24,599)
Purchase of held-to-maturity securities	-	(12,198)
Proceeds from maturities/sales of available-for-sale securities	21,645	34,350
Proceeds from maturities of held-to-maturity securities	6,345	7,939
Purchase of bank-owned life insurance	(2,250)	-
Purchase of premises and equipment	(448)	(2,758)
Proceeds from sale of other real estate owned, net of improvements	438	302
Net change of non-marketable equity securities	(2,445)	(132)
Net cash used in investing activities	(40,005)	(79,654)
Cash flows from financing activities:		
Net (decrease) increase in deposits	(32,692)	35,978
Proceeds related to exercise of stock options	720	749
Net change in short-term borrowings	50,000	103
Cash dividends paid	(3,540)	(2,867)
Net cash provided by financing activities	14,488	33,963
Net change in cash and cash equivalents	1,295	(10,503)
Cash and cash equivalents, beginning of period	51,027	67,938
Cash and cash equivalents, end of period	\$ 52,322	\$ 57,435
Supplemental disclosures of cash flow information:		
Cash paid for interest	\$ 3,257	\$ 1,551
Income taxes paid	\$ 6,869	\$ 6,217
Supplemental disclosures of non-cash investing transactions:		
Reclassifications from loans to other real estate owned	\$ -	\$ 468
Unrealized gains / (losses) on securities available-for-sale	\$ (3,787)	\$ 438
Measurement period adjustment to goodwill	\$ (335)	\$ -

See accompanying notes to the unaudited consolidated financial statements.

PEOPLE'S UTAH BANCORP AND SUBSIDIARIES
NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS

Note 1 — Basis of Presentation

Nature of Operations and basis of consolidation — People's Utah Bancorp, Inc. ("PUB" or the "Company") is a Utah corporation headquartered in American Fork, Utah. The Company operates all business activities through its wholly-owned banking subsidiary, People's Intermountain Bank ("PIB" or the "Bank"), which was organized in 1913. The Bank is a Utah State chartered bank. The Bank operates under the jurisdiction of the Utah Department of Financial Institutions, and its deposits are insured by the Federal Deposit Insurance Corporation ("FDIC"). The Bank is not a member of the Federal Reserve System; however, PUB is operated as a bank holding company under the Federal Bank Holding Company Act of 1956 and is the sole shareholder of the Bank. Both PUB and the Bank are subject to periodic examination by applicable federal and state regulatory agencies and file periodic reports and other information with the agencies.

PIB is a community bank that provides highly personalized retail and commercial banking products and services to small and medium sized businesses and individuals. Products and services are offered primarily through 26 retail branches located throughout Utah and southern Idaho. PIB has three banking divisions, Bank of American Fork, Lewiston State Bank, and People's Town & Country Bank; a leasing division, GrowthFunding Equipment Finance; and a mortgage division, People's Intermountain Bank Mortgage. The Bank offers a full range of short-term to long-term commercial, personal and mortgage loans. Commercial loans include both secured and unsecured loans for working capital (including inventory and accounts receivable), business expansion (including acquisition of real estate and improvements), and purchase of equipment and machinery. Consumer loans include secured and unsecured loans to finance automobiles, home improvements, education, and personal investments. The Bank also offers mortgage loans secured by personal residences. The Bank offers a full range of deposit services typically available in most financial institutions, including checking accounts, savings accounts, and time deposits. The Bank solicits these accounts from individuals, businesses, associations and organizations, and governmental entities.

The interim condensed consolidated financial statements include the accounts of the Company together with its subsidiary Bank. All intercompany transactions and balances have been eliminated.

The accompanying unaudited interim condensed consolidated financial statements have been prepared in accordance with U.S. generally accepted accounting principles ("GAAP") for interim financial information. Accordingly, they do not include all of the information and footnotes required by GAAP for complete financial information. In the opinion of management, the interim statements reflect all adjustments necessary for a fair presentation of the financial position, results of operations and cash flows of the Company on a consolidated basis and all such adjustments are of a normal recurring nature. These financial statements and the accompanying notes should be read in conjunction with the Company's audited financial statements for the year ended December 31, 2017, which are included in the Company's 2017 Form 10-K. Operating results for the three months and six months ended June 30, 2018 are not necessarily indicative of the results that may be expected for the year ending December 31, 2018, or any other period.

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reported period. Actual results could differ from those estimates. Material estimates that are particularly susceptible to significant change in the near term relate to the determination of the allowance for loan losses, the valuation of real estate acquired through foreclosure, deferred tax assets, and share-based compensation.

Earnings per share — Basic earnings per common share represents income available to common shareholders divided by the weighted-average number of common shares outstanding during the period. Diluted earnings per share reflect additional common shares that would have been outstanding if dilutive potential common shares had been issued. Potential common shares include shares that may be issued by the Company for outstanding stock options determined using the treasury stock method and for all outstanding restricted stock units ("RSU").

Note 1 — Basis of Presentation – Continued

Earnings per common share have been computed based on the following:

<i>(Dollars in thousands, except share and per share data)</i>	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2018	2017	2018	2017
<i>Numerator</i>				
Net income	\$ 10,467	\$ 6,494	\$ 19,471	\$ 13,015
<i>Denominator</i>				
Weighted-average number of common shares outstanding	18,679,908	17,937,926	18,639,397	17,911,125
Incremental shares assumed for stock options and RSUs	309,268	413,605	324,152	422,903
Weighted-average number of dilutive shares outstanding	18,989,176	18,351,531	18,963,549	18,334,028
Basic earnings per common share	\$ 0.56	\$ 0.36	\$ 1.04	\$ 0.73
Diluted earnings per common share	\$ 0.55	\$ 0.35	\$ 1.03	\$ 0.71

Reclassifications — Certain amounts in the prior period's financial statements have been reclassified to conform to the current period's presentation.

Impact of Recent Authoritative Accounting Guidance — The Accounting Standards Codification™ (“ASC”) is the Financial Accounting Standards Board’s (“FASB”) officially recognized source of authoritative GAAP applicable to all public and non-public non-governmental entities. Periodically, the FASB will issue Accounting Standard Updates (“ASU”) to its ASC. Rules and interpretive releases of the SEC under the authority of the federal securities laws are also sources of authoritative GAAP for us as an SEC registrant. All other accounting literature is non-authoritative.

In February 2018, the FASB issued ASU 2018-02, Reporting Comprehensive Income (Topic 220): Reclassification of Certain Tax Effects from Accumulated Other Comprehensive Income. This ASU gives businesses the option of reclassifying to retained earnings the so-called “stranded tax effects” left in accumulated other comprehensive income (“AOCI”) because of the reduction to the corporate income tax rate. The amendments are effective for all organizations for fiscal years beginning after December 15, 2018 and interim periods within those fiscal years. Early adoption is permitted. The FASB said that businesses and organizations should apply the amendments either in the period of adoption or retrospectively to each period in which the effect of the change in the tax rate is recognized. The Company early adopted this ASU on December 31, 2017.

In March 2017, FASB issued ASU 2017-08, "Receivables-Nonrefundable Fees and Other Costs (Subtopic 310-20): Premium Amortization on Purchased Callable Debt Securities." The ASU requires entities to amortize the premium on certain purchased callable debt securities to the earliest call date, which more closely aligns the amortization period of premiums and discounts to expectations incorporated in the market prices. Entities will no longer recognize a loss in earnings upon the debtor's exercise of a call on a purchased debt security held at a premium. The ASU does not require any accounting change for debt securities held at a discount; therefore the discount will continue to be amortized as an adjustment of yield over the contractual life of the investment. This ASU is effective for interim and annual reporting periods beginning after December 15, 2018. Early adoption is permitted for all entities. The adoption of ASU No. 2017-08 is not expected to have a material impact on the Company's Consolidated Financial Statements.

In January 2017, FASB issued ASU 2017-04, "Intangibles-Goodwill and Other (Topic 350): Simplifying the Test for Goodwill Impairment." The ASU removes the requirement to compare the implied fair value of goodwill with its carrying value as required in Step 2 of the goodwill impairment test. Under the ASU, registrants would perform their goodwill impairment test and recognize an impairment charge for any amount the carrying value exceeds the reporting unit's fair value, but limited by the amount of goodwill allocated to that reporting unit. This ASU is effective for interim and annual reporting periods beginning after December 15, 2019. Early adoption is permitted for all entities after January 1, 2017. The Company early adopted this ASU on December 31, 2017 and adoption did not have a material effect on the Company's Consolidated Financial Statements.

In January 2017, FASB issued ASU 2017-03, "Accounting Changes and Error Corrections (Topic 250) and Investments-Equity Method and Joint Ventures (Topic 323)." The ASU amends the Codification for SEC staff announcements made at recent Emerging Issues Task Force (EITF) meetings. The SEC guidance that specifically relates to our Consolidated Financial Statements was from the September 2016 meeting, where the SEC staff expressed their expectations about the extent of disclosures registrants should make about the effects of the new FASB guidance as well as any amendments issued prior to adoption, on revenue (ASU 2014-09), leases (ASU 2016-02) and credit losses on financial instruments (ASU 2016-13) in accordance with SAB Topic 11.M. Registrants are required to disclose the effect that recently issued accounting standards will have on their financial statements when adopted in a future period. In cases where a registrant cannot reasonably estimate the impact of the adoption, then additional qualitative disclosures should be considered. The ASU incorporates these SEC staff views into ASC 250 and adds references to that guidance in the transition paragraphs of each of the three new standards. The Company has adopted the amendments in this ASU and appropriate disclosures have been included in this Note for each recently issued accounting standard.

Note 1 — Basis of Presentation – Continued

In December 2016, FASB issued ASU No. 2016-19, "Technical Corrections and Improvements" and ASU 2016-20, "Technical Corrections and Improvements to Topic 606: Revenue from Contracts with Customers." On November 10, 2010, FASB added a standing project that will facilitate the FASB Accounting Standards Codification ("Codification") updates for technical corrections, clarifications, and improvements. These amendments are referred to as Technical Corrections and Improvements. Maintenance updates include non-substantive corrections to the Codification, such as editorial corrections, various link-related changes, and changes to source fragment information. These updates contain amendments that will affect a wide variety of Topics in the Codification. The amendments in these ASUs will apply to all reporting entities within the scope of the affected accounting guidance and generally fall into one of four categories: amendments related to differences between original guidance and the Codification, guidance clarification and reference corrections, simplification, and minor improvements. In summary, the amendments represent changes to clarify the Codification, correct unintended application of guidance, or make minor improvements to the Codification that are not expected to have a significant effect on current accounting practice. Transition guidance varies based on the amendments in the ASUs. The amendments that require transition guidance are effective for fiscal years and interim reporting periods after December 15, 2016. Early adoption is permitted including adoption in an interim period. All other amendments are effective upon the issuance of these ASUs. Neither ASU 2016-19 nor ASU 2016-20 had a material impact on the Company's Consolidated Financial Statements.

In August 2016, the FASB issued ASU No. 2016-15, "Statement of Cash Flows (Topic 230): Classification of Certain Cash Receipts and Cash Payments." The ASU amends the guidance on the classification of certain cash receipts and payments in the statement of cash flows and is intended to reduce the diversity in practice. This ASU is effective for interim and annual reporting periods beginning after December 15, 2017. Early adoption is permitted for all entities beginning after December 15, 2017, including interim periods within those fiscal years. The adoption of ASU 2016-15 on January 1, 2018 did not have a material impact on the Company's Consolidated Financial Statements.

In June 2016, the FASB issued ASU No. 2016-13, "Financial Instruments-Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments." The ASU significantly changes the impairment model for most financial assets that are measured at amortized cost and certain other instruments from an incurred loss model to an expected loss model. This ASU is effective for interim and annual reporting periods beginning after December 15, 2019. Early adoption is permitted for all entities beginning after December 15, 2018, including interim periods within those fiscal years. The Company is in the process of identifying required changes to the loan loss estimation models and processes and evaluating the impact of this new guidance. Once adopted, we expect our allowance for loan losses to increase, however, until our evaluation is complete the magnitude of the increase will be unknown.

In February 2016, the FASB issued ASU 2016-02, "Leases (ASC 842)." The guidance in this ASU requires most leases to be recognized on the balance sheet as a right-of-use asset and a lease liability. It will be critical to identify leases embedded in a contract to avoid misstating the lessee's balance sheet. For income statement purposes, the FASB retained a dual model, requiring leases to be classified as either operating or finance. Classification will be based on criteria that are largely similar to those applied in current lease accounting, but without explicit bright lines. This ASU is effective for interim and annual periods beginning after December 15, 2018. We are currently evaluating the impact of this guidance on our Consolidated Financial Statements and the timing of adoption. The Company will compile an inventory of all leased assets to determine the impact of ASU 2016-02 on its financial condition and results of operations. Once adopted, we expect to report higher assets and liabilities on our Consolidated Balance Sheets as a result of including right-of-use assets and lease liabilities related to certain banking offices and certain equipment under noncancelable operating lease agreements, which currently are not reflected in our Consolidated Balance Sheets. We do not expect the guidance to have a material impact on the Consolidated Statements of Income or the Consolidated Statements of Changes in Shareholders' Equity.

In January 2016, the FASB issued ASU 2016-01, "Financial Instruments-Overall (Subtopic 825-10): Recognition and Measurement of Financial Assets and Financial Liabilities." The ASU amends the guidance in GAAP on the classification and measurement of financial instruments. The ASU includes the following changes: (i) equity investments (except those accounted for under the equity method of accounting, or those that result in consolidation of the investee) to be measured at fair value with changes in fair value recognized in net income; (ii) requires the use of exit price notion when measuring the fair value of financial instruments for disclosure purposes; (iii) requires separate presentation of financial assets and financial liabilities by measurement category and form of financial asset (i.e. securities or loans and receivables) on the balance sheet or the accompanying notes to the financial statements; (iv) allows an equity investment that does not have readily determinable fair values, to be measured at cost minus impairment (if any), plus or minus changes resulting from observable price changes in orderly transactions for the identical or a similar investment of the same issuer; (v) eliminates the requirement to disclose the method(s) and significant assumptions used to estimate the fair value that is required to be disclosed for financial instruments measured at amortized cost on the balance sheet, and requires a reporting organization to present separately in other comprehensive income the portion of the total change in the fair value of a liability resulting from a change in the instrument-specific credit risk (also referred to as "own credit") when the organization has elected to measure the liability at fair value in accordance with the fair value option for financial instruments; (vi) requires separate presentation of financial assets and financial liabilities by measurement category and form of financial asset (i.e. securities or loans and receivables) on the balance sheet or in the accompanying notes to the financial statements; and (vii) clarifies that a valuation allowance on a deferred tax asset related to available-for-sale securities should be evaluated in combination with the organization's other deferred tax assets. This ASU is effective for interim and annual periods beginning after December 15, 2017. The Company adopted ASU No. 2016-01 effective January 1, 2018, and the adoption did not have a material impact on the Company's Consolidated Financial Statements.

Note 1 — Basis of Presentation – Continued

In August 2015, the FASB issued ASU No. 2015-14, “Revenue from Contracts with Customers (Topic 606)”, which defers the effective date of Accounting Standard Update ASU No. 2014-09 one year. ASU No. 2014-09 created Topic 606 and supersedes Topic 605, Revenue Recognition. The core principle of Topic 606 is that an entity recognizes revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. In general, the new guidance requires companies to use more judgment and make more estimates than under current guidance, including identifying performance obligations in the contract, estimating the amount of variable consideration to include in the transaction price and allocating the transaction price to each separate performance obligation. In May 2016, the FASB issued ASU No. 2016-12, Revenue from Contracts with Customers (Topic 606): Narrow-Scope Improvements and Practical Expedients, which provides clarifying guidance in certain narrow areas and adds some practical expedients, but does not change the core revenue recognition principle in Topic 606. ASU No. 2015-14 is effective for interim and annual periods beginning after December 15, 2017. For financial reporting purposes, the standard allows for either full retrospective adoption, meaning the standard is applied to all of the periods presented, or modified retrospective adoption, meaning the standard is applied only to the most current period presented in the financial statements with the cumulative effect of initially applying the standard recognized at the date of initial application. The Company adopted this standard on January 1, 2018 using the full retrospective method.

A significant amount of the Company’s revenues are derived from net interest income on financial assets and liabilities, which are excluded from the scope of the amended guidance. Revenue streams reported as deposit fees and other service charges, which include transaction based deposit fees, and interchange fees on credit and debit cards, are within the scope of Topic 606. The Company completed its assessment of revenue streams and associated incremental costs of contracts affected by the standard. The Company’s adoption of this standard did not change the timing or the amount of revenue recognized in prior periods, however the presentation of certain costs associated with card processing will now be offset against card processing revenue in non-interest income. The change in presentation resulted in \$1.2 million of expenses for the six months ended June 30, 2018 being netted against card processing income and reported in non-interest income instead of as payment and card processing expenses in non-interest expense. In addition, to conform to the current period presentation, \$1.0 million of card processing related expenses for the six months ended June 30, 2017, were reclassified from payment and card processing expense in non-interest expense to being netted against card processing revenue in non-interest income. The Company elected to apply the practical expedient and therefore does not disclose information about remaining performance obligations that have an original expected term of one year or less and allows the Company to expense costs related to obtaining a contract as incurred when the amortization period would have been one year or less.

The following table presents the impact of adopting of the new revenue standard on our Statements of Income for the six months ended June 30, 2018 and 2017:

	Six Months Ended June 30, 2018			Six Months Ended June 30, 2017		
	As Reported	Balance without Adoption of ASC 606	Effect of Change	As Reported	Balance without Adoption of ASC 606	Effect of Change
<i>(Dollars in thousands, except share and per share data)</i>						
<i>Non-interest income</i>						
Card Processing	\$ 1,522	\$ 2,749	\$ (1,227)	\$ 1,287	\$ 2,332	\$ (1,045)
Service charges on deposit accounts	1,377	1,377	-	1,114	1,114	-
<i>Non-interest Expense</i>						
Card Processing	\$ -	\$ 1,227	\$ (1,227)	\$ -	\$ 1,045	\$ (1,045)

Note 2 — Investment Securities

Amortized cost and estimated fair value of investment securities available-for-sale are summarized as follows:

<i>(Dollars in thousands)</i>	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses		Fair Value
			Less Than 12 Months	12 Months or Longer	
As of June 30, 2018					
U.S. Government-sponsored securities	\$ 48,953	\$ -	\$ (327)	\$ (590)	\$ 48,036
Municipal securities	11,977	107	(65)	(27)	11,992
Mortgage-backed securities	177,360	27	(2,376)	(3,110)	171,901
Corporate securities	5,000	-	(12)	(218)	4,770
	<u>\$ 243,290</u>	<u>\$ 134</u>	<u>\$ (2,780)</u>	<u>\$ (3,945)</u>	<u>\$ 236,699</u>
As of December 31, 2017					
U.S. Government-sponsored securities	\$ 48,950	\$ 13	\$ (6)	\$ (453)	\$ 48,504
Municipal securities	13,310	184	(22)	(18)	13,454
Mortgage-backed securities	198,100	71	(1,145)	(1,764)	195,262
Corporate securities	5,500	573	-	(237)	5,836
	<u>\$ 265,860</u>	<u>\$ 841</u>	<u>\$ (1,173)</u>	<u>\$ (2,472)</u>	<u>\$ 263,056</u>

Amortized cost and estimated fair value of investment securities held-to-maturity are as follows:

<i>(Dollars in thousands)</i>	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses		Fair Value
			Less Than 12 Months	12 Months or Longer	
As of June 30, 2018					
Municipal securities	\$ 67,922	\$ 17	\$ (543)	\$ (337)	\$ 67,059
As of December 31, 2017					
Municipal securities	\$ 74,654	\$ 167	\$ (293)	\$ (227)	\$ 74,301

Note 2 — Investment Securities – continued

At June 30, 2018 and December 31, 2017, the gross unrealized losses and the fair value for securities available-for-sale and held-to-maturity was as follows:

<i>(Dollars in thousands)</i>	June 30, 2018					
	<u>Less Than 12 Months</u>		<u>12 Months or More</u>		<u>Total</u>	
	<u>Fair Value</u>	<u>Unrealized Losses</u>	<u>Fair Value</u>	<u>Unrealized Losses</u>	<u>Fair Value</u>	<u>Unrealized Losses</u>
Available-for-Sale						
U.S. Government-sponsored securities	\$ 14,628	\$ (327)	\$ 33,407	\$ (590)	\$ 48,035	\$ (917)
Municipal securities	4,783	(65)	810	(27)	5,593	(92)
Mortgage-backed securities	80,778	(2,376)	88,267	(3,110)	169,045	(5,486)
Corporate securities	1,987	(12)	2,783	(218)	4,770	(230)
	<u>\$ 102,176</u>	<u>\$ (2,780)</u>	<u>\$ 125,267</u>	<u>\$ (3,945)</u>	<u>\$ 227,443</u>	<u>\$ (6,725)</u>
Held-to Maturity						
Municipal securities	\$ 48,014	\$ (543)	\$ 9,196	\$ (337)	\$ 57,210	\$ (880)

<i>(Dollars in thousands)</i>	December 31, 2017					
	<u>Less Than 12 Months</u>		<u>12 Months or More</u>		<u>Total</u>	
	<u>Fair Value</u>	<u>Unrealized Losses</u>	<u>Fair Value</u>	<u>Unrealized Losses</u>	<u>Fair Value</u>	<u>Unrealized Losses</u>
Available-for-Sale						
U.S. Government-sponsored securities	\$ 5,087	\$ (6)	\$ 33,543	\$ (453)	\$ 38,630	\$ (459)
Municipal securities	3,523	(22)	830	(18)	4,353	(40)
Mortgage-backed securities	112,878	(1,145)	72,859	(1,764)	185,737	(2,909)
Corporate securities	-	-	4,763	(237)	4,763	(237)
	<u>\$ 121,488</u>	<u>\$ (1,173)</u>	<u>\$ 111,995</u>	<u>\$ (2,472)</u>	<u>\$ 233,483</u>	<u>\$ (3,645)</u>
Held-to Maturity						
Municipal securities	\$ 39,380	\$ (293)	\$ 10,389	\$ (227)	\$ 49,769	\$ (520)

The amortized cost and estimated fair value of investment securities that are available-for-sale and held-to-maturity at June 30, 2018, by contractual maturity, are as follows:

<i>(Dollars in thousands)</i>	<u>Available-For-Sale</u>		<u>Held-To-Maturity</u>	
	<u>Amortized Cost</u>	<u>Fair Value</u>	<u>Amortized Cost</u>	<u>Fair Value</u>
Securities maturing in:				
One year or less	\$ 2,528	\$ 2,545	\$ 8,388	\$ 8,370
After one year through five years	75,740	74,398	38,735	38,430
After five years through ten years	52,157	50,523	15,153	14,725
After ten years	112,865	109,233	5,646	5,534
	<u>\$ 243,290</u>	<u>\$ 236,699</u>	<u>\$ 67,922</u>	<u>\$ 67,059</u>

Actual maturities may differ from contractual maturities because issuers may have the right to call obligations with or without penalties and other securities may experience pre-payments.

As of June 30, 2018, the Company held 327 investment securities with fair value less than amortized cost compared to 304 at December 31, 2017. Management evaluated these investment securities and determined that the decline in value is temporary and related to the change in market interest rates since purchase. The decline in value is not related to any company or industry specific event. The Company anticipates full recovery of the amortized cost with respect to these securities at maturity, or sooner in the event of a more favorable market interest rate environment.

Note 2 — Investment Securities – continued

The Company had sales of available-for-sale securities totaling \$500,000 during the six months ended June 30, 2018, which resulted in a net gain of \$335,000. There were no sales of available-for-sale securities for the six months ended June 30, 2017. There were no available-for-sale securities in a nonaccrual status at June 30, 2018 or December 31, 2017.

The Company had no sales of held-to-maturity securities during the six months ended June 30, 2018, compared to \$204,000 during the six months ended June 30, 2017, which resulted in a net loss of \$13,000. The company had no held-to-maturity securities in a nonaccrual status at June 30, 2018 or December 31, 2017.

Note 3 — Loans and Allowance for Loan Losses

Loans are summarized as follows:

<i>(Dollars in thousands)</i>	June 30, 2018	December 31, 2017
Loans held for investment:		
Commercial real estate loans:		
Real estate term	\$ 842,352	\$ 784,148
Construction and land development	373,845	369,590
Total commercial real estate loans	1,216,197	1,153,738
Commercial and industrial loans	310,228	294,085
Consumer loans:		
Residential and home equity	153,084	158,591
Consumer and other	16,978	25,591
Total consumer loans	170,062	184,182
Total gross loans	1,696,487	1,632,005
Net deferred loan fees	(4,528)	(4,561)
Total loans held for investment	1,691,959	1,627,444
Allowance for loan losses	(22,308)	(18,303)
Total loans held for investment, net	<u>\$ 1,669,651</u>	<u>\$ 1,609,141</u>

Changes in the allowance for loan losses (“ALLL”) are as follows:

<i>(Dollars in thousands)</i>	Three Months Ended June 30, 2018					Total
	Real Estate Term	Construction and Land Development	Commercial and Industrial	Residential and Home Equity	Consumer and Other	
Balance at beginning of period	\$ 7,249	\$ 6,808	\$ 5,962	\$ 642	\$ 70	\$ 20,731
Additions: Provisions for loan losses	1,779	(65)	(258)	(37)	56	1,475
Deductions:						
Gross loan charge-offs	-	-	(97)	-	(107)	(204)
Recoveries	-	46	173	54	33	306
Net loan (charge-offs) / recoveries	-	46	76	54	(74)	102
Balance at end of period	<u>\$ 9,028</u>	<u>\$ 6,789</u>	<u>\$ 5,780</u>	<u>\$ 659</u>	<u>\$ 52</u>	<u>\$ 22,308</u>

Note 3 — Loans and Allowance for Loan Losses – Continued

	Three Months Ended June 30, 2017					
<i>(Dollars in thousands)</i>	Real Estate Term	Construction and Land Development	Commercial and Industrial	Residential and Home Equity	Consumer and Other	Total
Balance at beginning of period	\$ 7,149	\$ 4,683	\$ 4,222	\$ 529	\$ 61	\$ 16,644
Additions: Provisions for loan losses	181	394	342	(28)	11	900
Deductions:						
Gross loan charge-offs	(350)	-	(114)	-	(48)	(512)
Recoveries	177	-	39	2	21	239
Net loan (charge-offs) / recoveries	(173)	-	(75)	2	(27)	(273)
Balance at end of period	<u>\$ 7,157</u>	<u>\$ 5,077</u>	<u>\$ 4,489</u>	<u>\$ 503</u>	<u>\$ 45</u>	<u>\$ 17,271</u>

	Six Months Ended June 30, 2018					
<i>(Dollars in thousands)</i>	Real Estate Term	Construction and Land Development	Commercial and Industrial	Residential and Home Equity	Consumer and Other	Total
Balance at beginning of period	\$ 6,706	\$ 6,309	\$ 4,314	\$ 815	\$ 159	\$ 18,303
Additions: Provisions for loan losses	2,310	409	1,067	(237)	(24)	3,525
Deductions:						
Gross loan charge-offs	-	-	(290)	-	(172)	(462)
Recoveries	12	71	689	81	89	942
Net loan (charge-offs) / recoveries	12	71	399	81	(83)	480
Balance at end of period	<u>\$ 9,028</u>	<u>\$ 6,789</u>	<u>\$ 5,780</u>	<u>\$ 659</u>	<u>\$ 52</u>	<u>\$ 22,308</u>

	Six Months Ended June 30, 2017					
<i>(Dollars in thousands)</i>	Real Estate Term	Construction and Land Development	Commercial and Industrial	Residential and Home Equity	Consumer and Other	Total
Balance at beginning of period	\$ 6,770	\$ 5,449	\$ 3,718	\$ 617	\$ 161	\$ 16,715
Additions: Provisions for loan losses	556	(451)	966	84	(55)	1,100
Deductions:						
Gross loan charge-offs	(350)	-	(272)	(338)	(113)	(1,073)
Recoveries	181	79	77	140	52	529
Net loan (charge-offs) / recoveries	(169)	79	(195)	(198)	(61)	(544)
Balance at end of period	<u>\$ 7,157</u>	<u>\$ 5,077</u>	<u>\$ 4,489</u>	<u>\$ 503</u>	<u>\$ 45</u>	<u>\$ 17,271</u>

Note 3 — Loans and Allowance for Loan Losses – Continued

Non-accrual loans are summarized as follows:

<i>(Dollars in thousands)</i>	June 30, 2018	December 31, 2017
Non-accrual loans, not troubled debt restructured:		
Real estate term	\$ 1,580	\$ -
Construction and land development	320	-
Commercial and industrial	1,539	223
Residential and home equity	728	-
Consumer and other	39	-
Total non-accrual loans, not troubled debt restructured	4,206	223
Troubled debt restructured loans, non-accrual:		
Real estate term	1,556	-
Construction and land development	-	-
Commercial and industrial	195	-
Residential and home equity	-	-
Consumer and other	-	-
Total troubled debt restructured loans, non-accrual	1,751	-
Total non-accrual loans	\$ 5,957	\$ 223

Troubled debt restructured loans are summarized as follows:

<i>(Dollars in thousands)</i>	June 30, 2018	December 31, 2017
Accruing troubled debt restructured loans	\$ 2,495	\$ 3,307
Non-accrual troubled debt restructured loans	1,751	\$ 3,307

A restructured loan is considered a troubled debt restructured loan (“TDR”), if the Company, for economic or legal reasons related to the debtor’s financial difficulties, grants a concession in terms or a below-market interest rate to the debtor that it would not otherwise consider. Each TDR loan is separately negotiated with the borrower and includes terms and conditions that reflect the borrower’s prospective ability to service the debt as modified.

Loans totaling \$1.8 million were classified as TDR’s during the six months ended June 30, 2018. No new TDRs occurred during the six months ended June 30, 2017. In addition, there were no TDRs which incurred a payment default within twelve months of the restructure date during the six-month periods ended June 30, 2018 and 2017.

Current and past due loans held for investment (accruing and non-accruing) are summarized as follows:

<i>(Dollars in thousands)</i>	June 30, 2018						
	Current	30-89 Days Past Due	90+ Days Past Due	Non- accrual	Total Past Due	Purchased Credit Impaired	Total Loans
Commercial real estate:							
Real estate term	\$ 836,191	\$ 2,659	\$ -	\$ 3,136	\$ 5,795	\$ 366	\$ 842,352
Construction and land development	367,187	5,920	-	320	6,240	418	373,845
Total commercial real estate	1,203,378	8,579	-	3,456	12,035	784	1,216,197
Commercial and industrial	299,280	1,932	322	1,734	3,988	6,960	310,228
Consumer:							
Residential and home equity	151,450	906	-	728	1,634	-	153,084
Consumer and other	16,684	241	14	39	294	-	16,978
Total consumer	168,134	1,147	14	767	1,928	-	170,062
Total gross loans	\$ 1,670,792	\$ 11,658	\$ 336	\$ 5,957	\$ 17,951	\$ 7,744	\$ 1,696,487

Note 3 — Loans and Allowance for Loan Losses – Continued

	December 31, 2017						
<i>(Dollars in thousands)</i>	Current	30-89 Days Past Due	90+ Days Past Due	Non- accrual	Total Past Due	Purchased Credit Impaired	Total Loans
Commercial real estate:							
Real estate term	\$ 780,895	\$ 2,243	\$ -	\$ -	\$ 2,243	\$ 1,010	\$ 784,148
Construction and land development	361,845	7,095	-	-	7,095	650	369,590
Total commercial real estate	1,142,740	9,338	-	-	9,338	1,660	1,153,738
Commercial and industrial	282,638	4,210	-	223	4,433	7,014	294,085
Consumer:							
Residential and home equity	156,379	2,212	-	-	2,212	-	158,591
Consumer and other	25,307	283	1	-	284	-	25,591
Total consumer	181,686	2,495	1	-	2,496	-	184,182
Total gross loans	<u>\$ 1,607,064</u>	<u>\$ 16,043</u>	<u>\$ 1</u>	<u>\$ 223</u>	<u>\$ 16,267</u>	<u>\$ 8,674</u>	<u>\$ 1,632,005</u>

Credit Quality Indicators:

In addition to past due and non-accrual criteria, the Company also analyzes loans using a loan grading system. Performance-based grading follows the Company's definitions of Pass, Special Mention, Substandard and Doubtful, which are consistent with published definitions of regulatory risk classifications.

Definitions of Pass, Special Mention, Substandard, and Doubtful are summarized as follows:

Pass: A Pass asset is higher quality and does not fit any of the other categories described below. The likelihood of loss is considered remote.

Special Mention: A Special Mention asset has potential weaknesses that may be temporary or, if left uncorrected, may result in a loss. While concerns exist, the Company is currently protected and loss is considered unlikely and not imminent.

Substandard: A Substandard asset is inadequately protected by the current sound net worth and paying capacity of the obligor or of the collateral pledged, if any. Assets so classified have well defined weaknesses and are characterized by the distinct possibility that the Company may sustain some loss if deficiencies are not corrected.

Doubtful: A Doubtful asset has all the weaknesses inherent in a Substandard asset with the added characteristics that the weaknesses make collection or liquidation in full highly questionable.

For Consumer loans, the Company generally assigns internal risk grades similar to those described above based on payment performance.

Outstanding loan balances (accruing and non-accruing) categorized by these credit quality indicators are summarized as follows:

	June 30, 2018					
<i>(Dollars in thousands)</i>	Pass	Special Mention	Substandard	Doubtful	Total Loans	Total Allowance
Commercial real estate:						
Real estate term	\$ 813,802	\$ 18,401	\$ 10,149	\$ -	\$ 842,352	\$ 9,028
Construction and land development	370,273	1,614	1,958	-	373,845	6,789
Total commercial real estate	1,184,075	20,015	12,107	-	1,216,197	15,817
Commercial and industrial	287,284	5,707	17,237	-	310,228	5,780
Consumer loans:						
Residential and home equity	148,554	1,497	3,033	-	153,084	659
Consumer and other	16,863	46	57	12	16,978	52
Total consumer	165,417	1,543	3,090	12	170,062	711
Total	<u>\$ 1,636,776</u>	<u>\$ 27,265</u>	<u>\$ 32,434</u>	<u>\$ 12</u>	<u>\$ 1,696,487</u>	<u>\$ 22,308</u>

Note 3 — Loans and Allowance for Loan Losses – Continued

	December 31, 2017					
<i>(Dollars in thousands)</i>	Pass	Special Mention	Substandard	Doubtful	Total Loans	Total Allowance
Commercial real estate:						
Real estate term	\$ 758,575	\$ 13,055	\$ 12,518	\$ -	\$ 784,148	\$ 6,706
Construction and land development	358,766	7,227	3,597	-	369,590	6,309
Total commercial real estate	1,117,341	20,282	16,115	-	1,153,738	13,015
Commercial and industrial	274,535	13,464	6,086	-	294,085	4,314
Consumer loans:						
Residential and home equity	152,753	3,913	1,925	-	158,591	815
Consumer and other	25,461	45	72	13	25,591	159
Total consumer	178,214	3,958	1,997	13	184,182	974
Total	<u>\$ 1,570,090</u>	<u>\$ 37,704</u>	<u>\$ 24,198</u>	<u>\$ 13</u>	<u>\$ 1,632,005</u>	<u>\$ 18,303</u>

The ALLL and outstanding loan balances reviewed according to the Company's impairment method are summarized as follows:

	June 30, 2018					
<i>(Dollars in thousands)</i>	Real Estate Term	Construction and Land Development	Commercial and Industrial	Residential and Home Equity	Consumer and Other	Total
Allowance for loan losses:						
Individually evaluated for impairment	\$ 372	\$ -	\$ 877	\$ 3	\$ -	\$ 1,252
Collectively evaluated for impairment	8,656	6,789	4,551	656	52	20,704
Purchased credit-impaired loans	-	-	352	-	-	352
Total	<u>\$ 9,028</u>	<u>\$ 6,789</u>	<u>\$ 5,780</u>	<u>\$ 659</u>	<u>\$ 52</u>	<u>\$ 22,308</u>
Outstanding loan balances:						
Individually evaluated for impairment	\$ 8,750	\$ 1,549	\$ 9,453	\$ 2,638	\$ -	\$ 22,390
Collectively evaluated for impairment	833,236	371,878	293,815	150,446	16,978	1,666,353
Purchased credit-impaired loans	366	418	6,960	-	-	7,744
Total gross loans	<u>\$ 842,352</u>	<u>\$ 373,845</u>	<u>\$ 310,228</u>	<u>\$ 153,084</u>	<u>\$ 16,978</u>	<u>\$ 1,696,487</u>

	December 31, 2017					
<i>(Dollars in thousands)</i>	Real Estate Term	Construction and Land Development	Commercial and Industrial	Residential and Home Equity	Consumer and Other	Total
Allowance for loan losses:						
Individually evaluated for impairment	\$ -	\$ 3	\$ 41	\$ 101	\$ -	\$ 145
Collectively evaluated for impairment	6,706	6,306	4,273	714	159	18,158
Purchased credit-impaired loans	-	-	-	-	-	-
Total	<u>\$ 6,706</u>	<u>\$ 6,309</u>	<u>\$ 4,314</u>	<u>\$ 815</u>	<u>\$ 159</u>	<u>\$ 18,303</u>
Outstanding loan balances:						
Individually evaluated for impairment	\$ 6,191	\$ 2,568	\$ 2,044	\$ 1,150	\$ -	\$ 11,953
Collectively evaluated for impairment	776,947	366,372	285,027	157,441	25,591	1,611,378
Purchased credit-impaired loans	1,010	650	7,014	-	-	8,674
Total gross loans	<u>\$ 784,148</u>	<u>\$ 369,590</u>	<u>\$ 294,085</u>	<u>\$ 158,591</u>	<u>\$ 25,591</u>	<u>\$ 1,632,005</u>

Note 3 — Loans and Allowance for Loan Losses – Continued

Information on impaired loans, excluding Purchased Credit Impaired (“PCI”) loans, is summarized as follows:

<i>(Dollars in thousands)</i>	June 30, 2018				
	Unpaid Principal Balance	Recorded Investment		Total Recorded Investment	Related Allowance
		With No Allowance	With Allowance		
Commercial real estate:					
Real estate term	\$ 11,916	\$ 7,695	\$ 1,055	\$ 8,750	\$ 372
Construction and land development	2,191	1,549	-	1,549	-
Total commercial real estate	14,107	9,244	1,055	10,299	372
Commercial and industrial	10,887	3,208	6,245	9,453	877
Consumer loans:					
Residential and home equity	2,638	2,374	264	2,638	3
Consumer and other	-	-	-	-	-
Total consumer	2,638	2,374	264	2,638	3
Total	<u>\$ 27,632</u>	<u>\$ 14,826</u>	<u>\$ 7,564</u>	<u>\$ 22,390</u>	<u>\$ 1,252</u>

<i>(Dollars in thousands)</i>	December 31, 2017				
	Unpaid Principal Balance	Recorded Investment		Total Recorded Investment	Related Allowance
		With No Allowance	With Allowance		
Commercial real estate:					
Real estate term	\$ 7,090	\$ 6,191	\$ -	\$ 6,191	\$ -
Construction and land development	3,485	2,372	196	2,568	3
Total commercial real estate	10,575	8,563	196	8,759	3
Commercial and industrial	6,204	1,276	768	2,044	41
Consumer loans:					
Residential and home equity	1,150	229	921	1,150	101
Consumer and other	-	-	-	-	-
Total consumer	1,150	229	921	1,150	101
Total	<u>\$ 17,929</u>	<u>\$ 10,068</u>	<u>\$ 1,885</u>	<u>\$ 11,953</u>	<u>\$ 145</u>

The interest income recognized on impaired loans was as follows:

<i>(Dollars in thousands)</i>	Three Months Ended			
	June 30, 2018		June 30, 2017	
	Average Recorded Investment	Interest Income Recognition	Average Recorded Investment	Interest Income Recognition
Commercial real estate:				
Real estate term	\$ 6,312	\$ 43	\$ 4,734	\$ 6
Construction and land development	2,033	35	2,872	32
Total commercial real estate	8,345	78	7,606	38
Commercial and industrial	7,822	87	4,280	36
Consumer loans:				
Residential and home equity	2,086	22	850	10
Consumer and other	-	-	-	-
Total consumer	2,086	22	850	10
Total	<u>\$ 18,253</u>	<u>\$ 187</u>	<u>\$ 12,736</u>	<u>\$ 84</u>

Note 3 — Loans and Allowance for Loan Losses – Continued

	Six Months Ended			
	June 30, 2018		June 30, 2017	
	Average Recorded Investment	Interest Income Recognition	Average Recorded Investment	Interest Income Recognition
<i>(Dollars in thousands)</i>				
Commercial real estate:				
Real estate term	\$ 7,471	\$ 146	\$ 5,316	\$ 36
Construction and land development	2,058	74	2,660	63
Total commercial real estate	9,529	220	7,976	99
Commercial and industrial	5,749	128	4,365	90
Consumer loans:				
Residential and home equity	1,894	43	1,055	23
Consumer and other	-	-	-	-
Total consumer	1,894	43	1,055	23
Total	<u>\$ 17,172</u>	<u>\$ 391</u>	<u>\$ 13,396</u>	<u>\$ 212</u>

Purchased credit-impaired loans and purchased non-credit-impaired loans. Purchased loans, including loans acquired in business combinations, are recorded at their fair value at the acquisition date. Credit discounts are included in the determination of fair value; therefore, an allowance for loan and lease losses is not recorded at the acquisition date. Acquired loans are evaluated upon acquisition and classified as either purchased credit-impaired (PCI) or purchased non-credit-impaired. PCI loans reflect credit deterioration since origination such that it is probable at acquisition that the Company will be unable to collect all contractually required payments. The outstanding contractual unpaid principal balance of PCI loans, excluding acquisition accounting adjustments, was \$10.7 million at June 30, 2018 and \$12.4 million at December 31, 2017. The carrying balance of PCI loans was \$7.7 million at June 30, 2018 and \$8.7 million at December 31, 2017.

The following table presents the changes in the accretable yield for PCI loans for the six months ended June 30, 2018, and 2017:

	Six Months Ended	
	June 30,	
	2018	2017
<i>(Dollars in thousands)</i>		
Balance, beginning of period	\$ 8,536	\$ 573
Accretion to interest income	(1,943)	(18)
Reclassification from non-accretable discount	189	9
Balance, end of period	<u>\$ 6,782</u>	<u>\$ 564</u>

As of June 30, 2018 and December 31, 2017, the non-accretable difference between the contractually required payments and cash flows expected to be collected were \$3.0 million and \$3.7 million, respectively.

Loans and Deposits to affiliates — The Company has entered into loan transactions with certain directors, affiliated companies and executive committee members (“affiliates”). Such transactions were made in the ordinary course of business on substantially the same terms and conditions, including interest rates and collateral, as those prevailing at the same time for comparable transactions with other customers, and did not, in the opinion of management, involve more than normal credit risk or present other unfavorable features. Total outstanding loans with affiliates were approximately \$3.8 million and \$3.4 million as of June 30, 2018, and December 31, 2017, respectively. Available lines of credit for loans and credit cards to affiliates were approximately \$1.3 million and \$330,000 as of June 30, 2018, and December 31, 2017, respectively. Deposits from affiliates were \$8.2 million and \$7.1 million as of June 30, 2018 and December 31, 2017, respectively.

Note 4 — Commitments and Contingencies

Litigation contingencies — The Company is involved in various claims, legal actions and complaints which arise in the ordinary course of business. In the Company’s opinion, all such matters are adequately covered by insurance, are without merit or are of such kind, or involve such amounts, that unfavorable disposition would not have a material adverse effect on the financial condition or results of operations of the Company.

Commitments to extend credit — In the normal course of business, the Company has outstanding commitments and contingent liabilities, such as commitments to extend credit and unused credit card lines, which are not included in the accompanying consolidated financial statements. The Company’s exposure to credit loss in the event of non-performance by other parties to the financial instruments for commitments to extend credit and unused credit card lines is represented by the contractual or notional amount of those instruments. The Company uses the same credit policies in making such commitments as it does for instruments that are included in the consolidated balance sheets.

Contractual amounts of off-balance sheet financial instruments were as follows:

<i>(Dollars in thousands)</i>	June 30, 2018	December 31, 2017
Commitments to extend credit, including unsecured commitments of \$16,481 and \$13,625 as of June 30, 2018 and December 31, 2017, respectively	\$ 587,699	\$ 637,029
Stand-by letters of credit and bond commitments, including unsecured commitments of \$455 and \$440 as of June 30, 2018 and December 31, 2017, respectively	28,892	27,943
Unused credit card lines, all unsecured	22,045	24,949

Commitments to extend credit are agreements to lend to a customer as long as there is no violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. The commitments to extend credit may expire without being drawn upon. Therefore, the total commitment amounts do not necessarily represent future cash requirements. The amount of collateral obtained, if it is deemed necessary by the Company, is based on management’s credit evaluation of the customer.

Unused credit card lines are commitments for possible future extensions of credit to existing customers. These lines of credit are uncollateralized and usually do not contain a specified maturity date and may not be drawn upon to the total extent to which the Company is committed.

Note 5 — Fair Value

The Company measures and discloses certain assets and liabilities at fair value. Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date (that is, not a forced liquidation or distressed sale). GAAP establishes a consistent framework for measuring fair value and disclosure requirements about fair value measurements. Among other things, the standard requires us to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. Observable inputs reflect market data obtained from independent sources, while unobservable inputs reflect the Company’s estimates for market assumptions. These two types of inputs create the following fair value hierarchy:

- Level 1 – Quoted prices in active markets for identical instruments. An active market is a market in which transactions occur with sufficient frequency and volume to provide pricing information on an ongoing basis. A quoted price in an active market provides the most reliable evidence of fair value and shall be used to measure fair value whenever available
- Level 2 – Observable inputs other than Level 1 including quoted prices in active markets for similar instruments, quoted prices in less active markets for identical or similar instruments, or other observable inputs that can be corroborated by observable market data.
- Level 3 – Unobservable inputs supported by little or no market activity for financial instruments whose value is determined using pricing models, discounted cash flow methodologies, or similar techniques, as well as instruments for which the determination of fair value requires significant management judgment or estimation; also includes observable inputs from non-binding single dealer quotes not corroborated by observable market data. In developing Level 3 measurements, management incorporates whatever market data might be available and uses discounted cash flow models where appropriate. These calculations include projections of future cash flows, including appropriate default and loss assumptions, and market based discount rates.

Note 5 — Fair Value - Continued

The estimated fair value amounts of financial instruments have been determined by the Company using available market information and appropriate valuation methodologies. However, considerable judgment is required to interpret data to develop the estimates of fair value. Accordingly, the estimates presented herein are not necessarily indicative of the amounts the Company could realize at a future date. The use of different market assumptions and/or estimation methodologies may have a material effect on the estimated fair value amounts. In addition, reasonable comparability between financial institutions may not be likely due to the wide range of permitted valuation techniques and numerous estimates that must be made given the absence of active secondary markets for many of the financial instruments. This lack of uniform valuation methodologies also introduces a greater degree of subjectivity to these estimated fair values. Transfers between levels of the fair value hierarchy are deemed to occur at the end of the reporting period.

The following methods were used to estimate the fair value of each class of financial instruments:

Cash and cash equivalents: The carrying amount of these items is a reasonable estimate of their fair value.

Securities: The estimated fair values of investment securities are priced using current active market quotes, if available, which are considered Level 1 measurements. For most of the portfolio, matrix pricing based on the securities' relationship to other benchmark quoted prices is used to establish the fair value. These measurements are considered Level 2.

Non-marketable securities: The fair value is based upon the redemption value of the stock, which equates to its carrying value.

Loans Held for Sale: The carrying amount of these items is a reasonable estimate of their fair value.

Loans held for investment: The fair value is estimated by discounting the future cash flows and estimated prepayments using the current rates at which similar loans would be made to borrowers with similar credit ratings and for the same remaining term. Some loan types were valued at carrying value because of their floating rate or expected maturity characteristics.

Bank-owned life insurance: The fair value of BOLI policies owned is based on the various insurance contracts' cash surrender value.

Deposits: The carrying amount of deposits with no stated maturity, such as savings and checking accounts, is a reasonable estimate of their fair value. The market value of certificates of deposit is based upon the discounted value of contractual cash flows. The discount rate is determined using the rates currently offered on comparable instruments.

Short-term borrowings: Short-term borrowing are overnight advances with the FHLB and their carrying amount is considered a reasonable approximation of their fair value.

The following table presents estimated fair values of the Company's financial instruments as of June 30, 2018 and December 31, 2017:

<i>(Dollars in thousands)</i>	Level	June 30, 2018		December 31, 2017	
		Carrying Value	Estimated Fair Value	Carrying Value	Estimated Fair Value
Financial Assets:					
Cash and cash equivalents	1	\$ 52,322	\$ 52,322	\$ 51,027	\$ 51,027
Securities - available-for-sale	2	236,699	236,699	263,056	263,056
Securities - held-to-maturity	2	67,922	67,059	74,654	74,301
Non-marketable securities	2	6,151	6,151	3,706	3,706
Loans held for sale	2	11,058	11,058	10,871	10,871
Loans held for investment	3	1,669,651	1,664,262	1,609,141	1,607,388
Bank-owned life insurance	1	26,120	26,120	23,566	23,566
Financial Liabilities:					
Total deposits	2	\$ 1,781,940	\$ 1,556,471	\$ 1,814,632	\$ 1,596,966
Short-term borrowings	2	90,000	90,000	40,000	40,000

Note 5 — Fair Value - Continued

Assets measured on a recurring and non-recurring basis are as follows:

<i>(Dollars in thousands)</i>	Level 1	Level 2	Level 3	Total
As of June 30, 2018				
<i>Fair valued on a recurring basis:</i>				
Investment securities available-for-sale	\$ -	\$ 236,699	\$ -	\$ 236,699
<i>Fair valued on a non-recurring basis:</i>				
Impaired loans	-	-	6,312	6,312
As of December 31, 2017				
<i>Fair valued on a recurring basis:</i>				
Investment securities available-for-sale	\$ -	\$ 263,056	\$ -	\$ 263,056
<i>Fair valued on a non-recurring basis:</i>				
Impaired loans	-	-	1,740	1,740

Note 6 — Income Taxes

Income tax expense was \$3.3 million and \$3.6 million for the three months ended June 30, 2018 and 2017, respectively. The Company's effective tax rate for the second quarter of 2018 was 23.9% compared with 35.6% in the second quarter of 2017. The tax rate in the second quarter of 2018 is lower than the same quarter in 2017 due primarily to the reduction in the federal corporate tax rate to a flat rate of 21%, the reduction of the Utah state corporate tax rate to 4.95% as well as tax benefits related to tax-deductible stock compensation expense.

Note 7 — Regulatory Capital Matters

The consolidated Tier 1 Leverage ratio increased from 11.46% at December 31, 2017 to 11.48% as of June 30, 2018. Federal Reserve Board Regulations require maintenance of certain minimum reserve balances based on certain average deposits which as of June 30, 2018 and December 31, 2017 were \$17.0 million and \$19.0 million, respectively. The Company's Board of Directors may declare a cash or stock dividend out of retained earnings provided the regulatory minimum capital ratios are met. The Company plans to maintain capital ratios that meet the well-capitalized standards per the regulations and, therefore, plans to limit dividends to amounts that are appropriate to maintain those well-capitalized regulatory capital ratios.

Note 8 — Incentive Share-Based Plan and Other Employee Benefits

In June 2014, the Board of Directors ("Board") and shareholders of the Company approved a share-based incentive plan ("the Plan"). The Plan provides for various share-based incentive awards including incentive share-based options, non-qualified share-based options, restricted shares, and stock appreciation rights to be granted to officers, directors and other key employees. The maximum aggregate number of shares that may be issued under the Plan is 800,000 common shares. The share-based awards are granted to participants under the Plan at a price not less than the fair value on the date of grant and for terms of up to ten years. The Plan also allows for granting of share-based awards to directors and consultants who are not employees of the Company.

During the six months ended June 30, 2018, the Company granted options for the purchase of 26,400 common shares, which have a weighted average exercise price of \$31.42 per share and a weighted average fair value as of the date of grant of \$3.3944 per share. Additionally, the Company granted 27,788 restricted stock units ("RSU") at a weighted-average fair value of \$30.30 per unit. The options and RSU's generally vest over periods from one to three years. The Company recorded share-based compensation expense of \$370,000 and \$218,000 for the six months ended June 30, 2018 and 2017, respectively.

Note 9 — Acquisition Related Measurement Period Adjustments

During the six months ended June 30, 2018, the Company made acquisition related measurement period adjustments of \$335,000. Changes to initially estimated fair values from a business combination are recognized as an adjustment to goodwill over the measurement period, which cannot exceed one year from the acquisition date. The adjustments to goodwill related to changes in the preliminary goodwill recorded for the acquisition of Town & Country Bank and were related to loan valuations.

Item 2. Management’s Discussion and Analysis of Financial Condition and Results of Operations

The following discussion is intended to provide a more comprehensive review of People’s Utah Bancorp’s operating results and financial condition than can be obtained from reading the Unaudited Condensed Consolidated Financial Statements alone. The discussion should be read in conjunction with the Unaudited Condensed Consolidated Financial Statements and the notes thereto included in “Part I. Item 1. Financial Statements.”

FORWARD-LOOKING STATEMENTS

This Quarterly Report on Form 10–Q may contain certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements reflect our current views and are not historical facts. These statements can generally be identified by use of phrases such as “believe,” “expect,” “will,” “seek,” “should,” “anticipate,” “estimate,” “intend,” “plan,” “target,” “project,” “commit” or other words of similar import. Similarly, statements that describe our future financial condition, results of operations, objectives, strategies, plans, goals or future performance and business are also forward-looking statements. Statements that project future financial conditions, results of operations and shareholder value are not guarantees of performance and many of the factors that will determine these results and values are beyond our ability to control or predict. For those statements, we claim the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. These are forward-looking statements and involve known and unknown risks, uncertainties and other factors, including, but not limited to, those described in the “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” sections in this report and our Annual Report on Form 10-K for the year ended December 31, 2017 (“Form 10-K”), and other parts of this report that could cause our actual results to differ materially from those anticipated in these forward-looking statements. The following is a non-exclusive list of factors which could cause our actual results to differ materially from our forward-looking statements in this prospectus:

- changes in general economic conditions, either nationally or in our local market;
- inflation, interest rates, securities market volatility and monetary fluctuations;
- increases in competitive pressures among financial institutions and businesses offering similar products and services;
- higher defaults on our loan portfolio than we expect;
- changes in management’s estimate of the adequacy of the allowance for loan losses;
- risks associated with our growth and expansion strategy and related costs;
- ability to raise liquidity, either with deposits or other funding sources, to support our growth in assets;
- risks associated with the integration of current and future acquisitions
- increased lending risks associated with our high concentration of real estate loans;
- ability to successfully grow our business in Utah and neighboring states;
- legislative or regulatory changes or changes in accounting principles, policies or guidelines;
- risks associated with cyber security
- technological changes;
- regulatory or judicial proceedings; and
- other factors and risks including those described under “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” in this report and our Annual Report on Form 10-K for the year ended December 31, 2017.

Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those anticipated, estimated, expected, projected, intended, committed or believed.

Please take into account that forward-looking statements speak only as of the date of this Form 10-Q. We do not undertake any obligation to release publicly our revisions to such forward-looking statements to reflect events or circumstances after the date of this Form 10-Q.

Overview

People’s Utah Bancorp (“PUB”) is the holding company for People’s Intermountain Bank. People’s Intermountain Bank (“Bank”, “PIB”) is a full-service community bank providing loans, deposit and cash management services to individuals and businesses. Our primary customers are small to medium sized businesses that require highly personalized commercial banking products and services. People’s Intermountain Bank has 26 branch locations in three banking divisions, Bank of American Fork,

Lewiston State Bank, and People's Town & Country Bank; a leasing division, GrowthFunding Equipment Finance; and a mortgage division, People's Intermountain Bank Mortgage. The Bank has been serving communities in Utah and southern Idaho for more than 100 years.

Our recent loan growth is the result of mergers and acquisitions as well as organic growth that we believe was generated by our seasoned relationship managers and supporting associates who provide outstanding service and quick responsiveness to our customers. The primary source of funding for our asset growth has been the generation of core deposits, which we raised through acquisitions as well as from our existing branch system.

Our results of operations are largely dependent on net interest income. Net interest income is the difference between interest income we earn on interest earning assets, which are comprised of loans, investment securities and short-term investments and the interest we pay on our interest bearing liabilities, which are primarily deposits, and, to a lesser extent, other borrowings. Management strives to match the re-pricing characteristics of the interest earning assets and interest bearing liabilities to protect net interest income from changes in market interest rates and changes in the shape of the yield curve.

We measure our performance by calculating our net interest margin, return on average assets, and return on average equity. Net interest margin is calculated by dividing net interest income, which is the difference between interest income on interest earning assets and interest expense on interest bearing liabilities, by average interest earning assets. Net interest income is our largest source of revenue. Interest rate fluctuations, as well as changes in the amount and type of earning assets and liabilities, combine to affect net interest income. We also measure our performance by our efficiency ratio, which is calculated by dividing non-interest expense by the sum of net interest income and non-interest income.

Mergers & Acquisitions

Utah Branches from Banner Bank — On October 6, 2017, we completed our acquisition of \$257 million in loans and seven Utah branch locations with \$160 million in low-cost core deposits from Banner Corporation's subsidiary Banner Bank. The Bank paid a deposit premium of \$13.8 million based on average deposits at closing. The seven branch locations in Utah include Salt Lake City, Provo, South Jordan, Woods Cross, Orem, Salem, and Springville. The Woods Cross and Orem branches were consolidated into our existing Bank of American Fork Bountiful and Orem branches, respectively. We are operating these acquired branches under the name of Bank of American Fork, a division of PIB.

Town & Country Bank — On November 13, 2017, we completed the merger of Town & Country Bank located in St. George, Utah, including the acquisition of \$117 million in loans and the assumption of \$124 million in deposits. We consolidated our existing St. George branch and Town & Country's branch into one branch. Under the terms of the merger, each outstanding Town & Country common share converted into the right to receive 0.2917 PUB common shares and \$4.23 per common share in cash, including \$2.0 million of cash held in escrow that is subject to indemnification claims. Town & Country shareholders also received an additional cash distribution of \$1.68 per common share in cash. A total of 466,546 PUB common shares were issued in this transaction. We operate this branch under the name of People's Town & Country Bank, a division of PIB.

Non-GAAP Financial Measures

In addition to financial results presented in accordance with generally accepted accounting principles ("GAAP"), this Management's Discussion & Analysis contains certain non-GAAP financial measures. We have presented these non-GAAP financial measures because we believe that they provide useful and comparative information to assess trends in our core operations and facilitates the comparison of our financial performance with the performance of our peers and the comparative years presented. We have excluded acquisition related costs, net gains and losses on the sale of certain securities, and the write-down of our deferred income tax assets due to the reduction in the Federal corporate income tax rate to derive non-GAAP financial information related to the company's core operations. The Company believes this non-GAAP financial information is useful in understanding the Company's core financial performance.

However, these non-GAAP financial measures are supplemental and are not a substitute for any analysis based on GAAP. Where applicable, we have also presented comparable earnings information using GAAP financial measures. For a reconciliation of these non-GAAP financial measures, see the tables below. Because not all companies use the same calculations, our presentation may not be comparable to other similarly titled non-GAAP measures as calculated by other companies.

(NG) Non-GAAP Financial Measures

In addition to financial results presented in accordance with GAAP, this schedule contains certain non-GAAP financial measures. Management has presented these non-GAAP financial measures because it believes that they provide useful and comparative information to assess trends in core operations and facilitate the comparison of our financial performance with the performance of our peers.

(Dollars in thousands)

	Three Months Ended			Six Months Ended	
	June 30, 2018	March 31, 2018	June 30, 2017	June 30, 2018	June 30, 2017
Revenue from Core Operations					
Net interest income (GAAP)	\$ 26,978	\$ 25,944	\$ 18,976	\$ 52,922	\$ 36,759
Total non-interest income	4,066	3,718	3,837	7,784	7,429
Total GAAP revenues	31,044	29,662	22,813	60,706	44,188
Exclude net (gain)/ loss on sale of investment securities	(333)	-	-	(333)	-
Revenue from core operations (non-GAAP)	<u>\$ 30,711</u>	<u>\$ 29,662</u>	<u>\$ 22,813</u>	<u>\$ 60,373</u>	<u>\$ 44,188</u>

	Three Months Ended			Six Months Ended	
	June 30, 2018	March 31, 2018	June 30, 2017	June 30, 2018	June 30, 2017
Non-interest Income from Core Operations					
Total non-interest income (GAAP)	\$ 4,066	\$ 3,718	\$ 3,837	\$ 7,784	\$ 7,429
Exclude net (gain)/ loss on sale of investment securities	(333)	-	-	(333)	-
Non-interest income from core operations (non-GAAP)	<u>\$ 3,733</u>	<u>\$ 3,718</u>	<u>\$ 3,837</u>	<u>\$ 7,451</u>	<u>\$ 7,429</u>

	Three Months Ended			Six Months Ended	
	June 30, 2018	March 31, 2018	June 30, 2017	June 30, 2018	June 30, 2017
Non-interest Expense from Core Operations					
Total non-interest expense (GAAP)	\$ 15,823	\$ 16,048	\$ 11,835	\$ 31,871	\$ 23,749
Exclude acquisition-related costs	(1)	(349)	(175)	(350)	(175)
Non-interest expense from core operations (non-GAAP)	<u>\$ 15,822</u>	<u>\$ 15,699</u>	<u>\$ 11,660</u>	<u>\$ 31,521</u>	<u>\$ 23,574</u>

	Three Months Ended			Six Months Ended	
	June 30, 2018	March 31, 2018	June 30, 2017	June 30, 2018	June 30, 2017
Net Income from Core Operations					
Net income (GAAP)	\$ 10,467	\$ 9,004	\$ 6,494	\$ 19,471	\$ 13,015
Exclude net (gain)/ loss on sale of investment securities	(333)	-	-	(333)	-
Exclude acquisition-related costs	1	349	175	350	175
Exclude tax related benefit	79	(77)	(62)	(4)	(57)
Write down of deferred income tax assets (DTA)	-	-	-	-	-
Net income (non-GAAP)	<u>\$ 10,214</u>	<u>\$ 9,276</u>	<u>\$ 6,607</u>	<u>\$ 19,484</u>	<u>\$ 13,133</u>

(NG) Non-GAAP Financial Measures

In addition to financial results presented in accordance with GAAP, this schedule contains certain non-GAAP financial measures. Management has presented these non-GAAP financial measures because it believes that they provide useful and comparative information to assess trends in core operations and facilitate the comparison of our financial performance with the performance of our peers.

(Dollars in thousands)

	Three Months Ended			Six Months Ended	
	June 30, 2018	March 31, 2018	June 30, 2017	June 30, 2018	June 30, 2017
Acquisition Accounting Impact on Net Interest Margin					
Net interest income (GAAP)	\$ 26,978	\$ 25,944	\$ 18,976	\$ 52,922	\$ 36,759
Exclude discount accretion (premium amortization) on purchased loans	(777)	(1,167)	(8)	(1,944)	(18)
Exclude premium amortization on acquired certificates of deposit ("CD")	(35)	(35)	(69)	(70)	(137)
Net interest income before acquisition accounting impact (Non-GAAP)	<u>\$ 26,166</u>	<u>\$ 24,742</u>	<u>\$ 18,899</u>	<u>\$ 50,908</u>	<u>\$ 36,604</u>
Average earning assets (GAAP)	\$ 2,058,125	\$ 2,017,090	\$ 1,614,867	\$ 2,037,721	\$ 1,600,171
Exclude average net loan discount on acquired loans	10,146	11,924	866	11,030	866
Average earning assets before acquired loan discount (Non-GAAP)	<u>\$ 2,068,271</u>	<u>\$ 2,029,014</u>	<u>\$ 1,615,733</u>	<u>\$ 2,048,751</u>	<u>\$ 1,601,037</u>
Net interest margin ("NIM") (GAAP)	5.26%	5.22%	4.71%	5.24%	4.63%
Exclude impact on NIM from discount accretion	-0.15%	-0.23%	0.00%	-0.19%	0.00%
Exclude impact on NIM from CD premium amortization	-0.01%	-0.01%	-0.02%	-0.01%	-0.02%
Net interest margin before acquisition accounting adjustments (Non-GAAP)	5.10%	4.98%	4.69%	5.04%	4.61%

(Dollars in thousands)

	Three Months Ended			Six Months Ended	
	June 30, 2018	March 31, 2018	June 30, 2017	June 30, 2018	June 30, 2017
Additional Non-GAAP Financial Information					
Diluted earnings per share (GAAP)	\$ 0.55	\$ 0.48	\$ 0.35	\$ 1.03	\$ 0.71
Diluted earnings per share (non-GAAP)	\$ 0.54	\$ 0.49	\$ 0.36	\$ 1.03	\$ 0.72
Efficiency ratio (GAAP)	50.97%	54.10%	51.88%	52.50%	53.75%
Efficiency ratio (non-GAAP)	51.52%	52.93%	51.11%	52.21%	53.35%
Non-interest income to average assets (GAAP)	0.75%	0.70%	0.91%	0.73%	0.89%
Non-interest income to average assets (non-GAAP)	0.69%	0.70%	0.91%	0.70%	0.89%
Non-interest expense to average assets (GAAP)	2.91%	3.04%	2.79%	2.97%	2.85%
Non-interest expense to average assets (non-GAAP)	2.91%	2.97%	2.75%	2.94%	2.83%
Return on average assets (GAAP)	1.93%	1.70%	1.53%	1.82%	1.56%
Return on average assets (non-GAAP)	1.88%	1.75%	1.56%	1.82%	1.58%
Return on average equity (GAAP)	15.60%	13.96%	10.91%	14.79%	11.17%
Return on average equity (non-GAAP)	15.22%	14.38%	11.10%	14.80%	11.27%

Selected Financial Information

You should read the selected financial information data set forth below in conjunction with our historical consolidated financial statements and related notes.

<i>(Dollars in thousands, except share data)</i>	June 30, 2018	March 31, 2018	December 31, 2017	June 30, 2017
Selected Balance Sheet Information:				
Book value per share	\$ 14.54	\$ 14.13	\$ 13.91	\$ 13.37
Tangible book value per share	\$ 12.97	\$ 12.57	\$ 12.29	\$ 13.34
Non-performing loans to total loans	0.51%	0.44%	0.18%	0.64%
Non-performing assets to total assets	0.40%	0.34%	0.18%	0.47%
Allowance for loan losses to loans held for investment	1.32%	1.23%	1.12%	1.44%
Loans to Deposits	94.32%	92.86%	89.27%	81.57%
Asset Quality Data:				
Non-performing loans	\$ 8,649	\$ 7,398	\$ 2,899	\$ 7,611
Non-performing assets	8,649	7,398	3,893	8,079
Capital Ratios:				
Tier 1 leverage capital ⁽¹⁾	11.48%	11.26%	11.46%	14.15%
Total risk-based capital ⁽¹⁾	15.22%	14.71%	14.67%	19.82%
Average equity to average assets	12.36%	12.20%	13.58%	14.06%
Tangible common equity to tangible assets ⁽³⁾	11.36%	11.00%	10.87%	13.93%

	Three Months Ended			Six Months Ended	
	June 30, 2018	March 31, 2018	June 30, 2017	June 30, 2018	June 30, 2018
Selected Financial Information:					
Basic earnings per share	\$ 0.56	\$ 0.48	\$ 0.36	\$ 1.04	\$ 0.73
Diluted earnings per share	\$ 0.55	\$ 0.48	\$ 0.35	\$ 1.03	\$ 0.71
Net interest margin ⁽²⁾	5.26%	5.22%	4.71%	5.24%	4.63%
Efficiency ratio	50.97%	54.10%	51.88%	52.50%	53.75%
Non-interest income to average assets	0.75%	0.70%	0.91%	0.73%	0.89%
Non-interest expense to average assets	2.91%	3.04%	2.79%	2.97%	2.85%
Return on average assets	1.93%	1.70%	1.53%	1.82%	1.56%
Return on average equity	15.60%	13.96%	10.91%	14.79%	11.14%
Net charge-offs / (recoveries)	(102)	(378)	273	(480)	544
Annualized net charge-offs / (recoveries) to average loans	-0.02%	-0.09%	0.09%	-0.06%	0.09%

(1) Tier 1 leverage capital and Total risk-based capital as of June 30, 2018 are estimates.

(2) Net interest margin is defined as net interest income divided by average earning assets.

(3) Represents the sum of total shareholders' equity less intangible assets all divided by the sum of total assets less intangible assets. Intangible assets were \$29,306,000, \$29,088,000, and \$533,000 at June 30, 2018, March 31, 2018, and June 30, 2017, respectively.

Results of Operations

Factors that determine the level of net income include the volume of earning assets and interest bearing liabilities, yields earned and rates paid, fee income, non-interest expense, the level of non-performing loans and other non-earning assets, and the amount of non-interest bearing liabilities supporting earning assets. Non-interest income primarily includes service charges and other fees on deposits, and mortgage banking income. Non-interest expense consists primarily of employee compensation and benefits, occupancy, equipment and depreciation expense, and other operating expenses.

Average Balance and Yields. The following tables set forth a summary of average balances with corresponding interest income and interest expense as well as average yield, cost and net interest margin information for the periods presented. Average balances are derived from daily balances. Average non-accrual loans are derived from quarterly balances and are included as non-interest earning assets for purposes of these tables.

(Dollars in thousands, except footnotes)	Three Months Ended					
	June 30, 2018			June 30, 2017		
	Average Balance	Interest Income/Expense	Average Yield/Rate	Average Balance	Interest Income/Expense	Average Yield/Rate
ASSETS						
Interest earning deposits in other banks and federal funds sold	\$ 15,533	\$ 64	1.65%	\$ 21,594	\$ 56	1.04%
Securities: (1)						
Taxable securities	241,724	1,192	1.98%	319,878	1,309	1.64%
Non-taxable securities (2)	79,949	369	1.85%	93,686	432	1.85%
Total securities	321,673	1,561	1.95%	413,564	1,741	1.69%
Loans (3)						
Real estate term	903,637	12,860	5.71%	620,616	8,567	5.54%
Construction and land development	368,823	7,303	7.94%	238,412	4,659	7.84%
Commercial and industrial	317,629	5,281	6.67%	218,937	3,273	6.00%
Residential and home equity	105,219	1,380	5.26%	81,765	1,157	5.68%
Consumer and other	17,940	249	5.58%	17,672	267	6.05%
Total loans	1,713,248	27,073	6.34%	1,177,402	17,923	6.11%
Non-marketable equity securities	7,671	58	3.04%	2,307	5	0.78%
Total interest earning assets	2,058,125	28,756	5.60%	1,614,867	19,725	4.90%
Allowance for loan losses	(21,073)			(16,658)		
Non-interest earning assets	140,723			100,457		
Total average assets	\$ 2,177,775			\$ 1,698,666		
LIABILITIES AND SHAREHOLDERS' EQUITY						
Interest bearing deposits:						
Demand and savings accounts	\$ 733,223	\$ 492	0.27%	\$ 660,564	\$ 438	0.27%
Money market accounts	207,663	176	0.34%	168,021	73	0.17%
Certificates of deposit	185,936	468	1.01%	151,976	210	0.55%
Total interest bearing deposits	1,126,822	1,136	0.40%	980,561	721	0.29%
Short-term borrowings	128,288	642	2.01%	12,428	28	0.89%
Total interest bearing liabilities	1,255,110	1,778	0.57%	992,989	749	0.30%
Non-interest bearing deposits	642,063			454,235		
Total funding	1,897,173	1,778	0.38%	1,447,224	749	0.21%
Other non-interest bearing liabilities	11,433			12,677		
Shareholders' equity	269,169			238,765		
Total average liabilities and shareholders' equity	\$ 2,177,775			\$ 1,698,666		
Net interest income		\$ 26,978			\$ 18,976	
Interest rate spread			5.04%			4.60%
Net interest margin			5.26%			4.71%

(1) Excludes average unrealized losses of \$6.4 million and \$786,000 for the three months ended June 30, 2018 and 2017, respectively.

(2) Does not include tax effect on tax-exempt investment security income of \$123,000 and \$233,000 for the three months ended June 30, 2018 and 2017, respectively.

(3) Loan interest income includes loan fees of \$1.7 million and \$1.6 million for the three months ended June 30, 2018 and 2017.

(Dollars in thousands, except footnotes)	Six Months Ended					
	June 30, 2018			June 30, 2017		
	Average Balance	Interest Income/ Expense	Average Yield/ Rate	Average Balance	Interest Income/ Expense	Average Yield/ Rate
ASSETS						
Interest earning deposits in other banks and federal funds sold	\$ 14,501	\$ 109	1.51%	\$ 31,168	\$ 135	0.87%
Securities: (1)						
Taxable securities	247,078	2,406	1.96%	317,342	2,510	1.59%
Non-taxable securities (2)	81,226	751	1.86%	92,930	854	1.85%
Total securities	328,304	3,157	1.94%	410,272	3,364	
Loans (3)						
Real estate term	879,444	25,024	5.74%	604,327	16,575	5.53%
Construction and land development	367,787	14,178	7.77%	237,330	9,060	7.70%
Commercial and industrial	315,838	10,371	6.62%	214,774	6,489	6.09%
Residential and home equity	106,060	2,716	5.16%	82,481	2,131	5.21%
Consumer and other	18,893	567	6.05%	17,749	512	5.82%
Total loans	1,688,022	52,856	6.31%	1,156,661	34,767	6.06%
Non-marketable equity securities	6,894	73	2.15%	2,070	8	0.77%
Total interest earning assets	2,037,721	56,195	5.56%	1,600,171	38,274	4.82%
Allowance for loan losses	(19,901)			(16,713)		
Non-interest earning assets	142,940			99,498		
Total average assets	\$ 2,160,760			\$ 1,682,956		
LIABILITIES AND SHAREHOLDERS' EQUITY						
Interest bearing deposits:						
Demand and savings accounts	\$ 725,774	\$ 943	0.26%	\$ 660,026	\$ 876	0.27%
Money market accounts	215,946	333	0.31%	171,221	178	0.21%
Certificates of deposit	192,705	927	0.97%	154,131	432	0.56%
Total interest bearing deposits	1,134,425	2,203	0.39%	985,378	1,486	0.30%
Short-term borrowings	114,498	1,070	1.88%	7,856	29	0.74%
Total interest bearing liabilities	1,248,923	3,273	0.53%	993,234	1,515	0.31%
Non-interest bearing deposits	635,503			442,861		
Total funding	1,884,426	3,273	0.35%	1,436,095	1,515	0.21%
Other non-interest bearing liabilities	10,925			11,326		
Shareholders' equity	265,409			235,535		
Total average liabilities and shareholders' equity	\$ 2,160,760			\$ 1,682,956		
Net interest income		\$ 52,922			\$ 36,759	
Interest rate spread			5.03%			4.52%
Net interest margin			5.24%			4.63%

(1) Excludes average unrealized losses of \$5.3 million and \$1.2 million for the six months ended June 30, 2018 and 2017, respectively.

(2) Does not include tax effect on tax-exempt investment security income of \$250,000 and \$460,000 for the three months ended June 30, 2018 and 2017, respectively.

(3) Loan interest income includes loan fees of \$3.3 million and \$3.0 million for the three months ended June 30, 2018 and 2017.

Rate/Volume Analysis. The following table shows the change in interest income and interest expense and the amount of change attributable to variances in volume, rates and the combination of volume and rates based on the relative changes of volume and rates. For purposes of this table, the change in interest due to both volume and rate has been allocated to change due to volume and rate in proportion to the relationship of absolute dollar amounts of change in each.

(Dollars in thousands)	Three Months Ended June 30, 2018 vs. 2017			Six Months Ended June 30, 2018 vs. 2017		
	Increase (Decrease) Due to:			Increase (Decrease) Due to:		
	Volume	Rate	Net	Volume	Rate	Net
Interest income:						
Interest earning deposits in other banks and federal funds sold	\$ (19)	\$ 27	\$ 8	\$ (94)	\$ 68	\$ (26)
Taxable securities	(356)	239	(117)	(619)	515	(104)
Non-taxable securities	(63)	-	(63)	(108)	5	(103)
Total securities	(419)	239	(180)	(727)	520	(207)
Loans						
Real estate term	4,020	273	4,293	7,807	642	8,449
Construction and land development	2,582	62	2,644	5,028	90	5,118
Commercial and industrial	1,608	400	2,008	3,277	605	3,882
Residential and home equity	313	(90)	223	604	(19)	585
Consumer and other	3	(21)	(18)	34	21	55
Total Loans	8,526	624	9,150	16,750	1,339	18,089
Non-marketable equity securities	24	29	53	37	28	65
Total interest income	8,112	919	9,031	15,966	1,955	17,921
Interest expense:						
Demand and savings accounts	49	5	54	86	(19)	67
Money market accounts	20	83	103	54	101	155
Certificates of deposit	55	203	258	128	367	495
Short-term borrowings	541	73	614	935	106	1,041
Total interest expense	665	364	1,029	1,203	555	1,758
Net interest income	\$ 7,447	\$ 555	\$ 8,002	\$ 14,763	\$ 1,400	\$ 16,163

Net interest income increased \$8.0 million to \$27.0 million for the three months ended June 30, 2018 compared with \$19.0 million for the same period of 2017. The increase is primarily the result of average interest earning assets increasing \$443 million, and yields on interest earning assets increasing 70 basis points for the same comparable period to 5.60% for the three months ended June 30, 2018. The increase in average interest earning assets was the result of both organic growth and the acquisition of the seven Utah branches of Banner Bank and the merger of Town & Country Bank. Higher yields on interest earning assets was primarily the result of yields on loans increasing 23 basis points to 6.34% for the same comparable period and the percentage of average loans to total average interest earning assets increasing to 83.24% for the three months ended June 30, 2018 compared with 72.91% for the same period of 2017.

Total cost of interest-bearing liabilities increased 27 basis points to 0.57% for the second quarter of 2018 and is the result of a \$116 million increase in short-term borrowing at a borrowing rate of 2.01% during the second quarter of 2018, and the cost of interest-bearing deposits increasing 11 basis points to 0.40% for the second quarter of 2018 compared with the same period a year earlier. The Company expects the increase in cost of interest-bearing deposits to accelerate over the next several quarters as financial institutions increase their competitive deposit pricing.

Net interest margins increased 55 basis points to 5.26% for the second quarter of 2018 compared with the same period a year earlier. Acquisition accounting adjustments, including the accretion of loan discounts and amortization of certificate of deposits premiums, added 16 basis points to the net interest margin in the second quarter of 2018.

Net interest income increased \$16.2 million to \$52.9 million for the six months ended June 30, 2018 compared with \$36.8 million for the same period of 2017. The increase is primarily the result of average interest earning assets increasing \$438 million, and yields on interest earning assets increasing 74 basis points for the same comparable period to 5.56% for the six months ended June 30, 2018. The increase in average interest earning assets was the result of both organic growth and the acquisition of the seven Utah branches of Banner Bank and the merger of Town & Country Bank. Higher yields on interest earning assets was primarily the result

of yields on loans increasing 25 basis points to 6.31% for the same comparable period and the percentage of average loans to total average interest earning assets increasing to 82.84% for the six months ended June 30, 2018 compared with 72.28% for the same period of 2017.

Total cost of interest-bearing liabilities increased 22 basis points to 0.53% for the six months ended June 30, 2018, and is the result of a \$106.6 million increase in short-term borrowing at a borrowing rate of 1.88% during the six months ended June 30, 2018, and the cost of interest-bearing deposits increasing 9 basis points to 0.39% for the six months ended June 30, 2018, compared with the same period a year earlier. The Company expects the increase in cost of interest-bearing deposits to accelerate over the next several quarters as financial institutions increase their competitive deposit pricing.

Net interest margins increased 61 basis points to 5.24% for the six months ended June 30, 2018, compared with the same period a year earlier. Acquisition accounting adjustments, including the accretion of loan discounts and amortization of certificate of deposits premiums, added 20 basis points to the net interest margin in the six months ended June 30, 2018.

Financial Overview for the Three Months Ended June 30, 2018 and 2017

<i>(Dollars in thousands)</i>	Three Months Ended		\$ Better / (Worse)	% Better / (Worse)
	June 30, 2018	June 30, 2017		
Interest income	\$ 28,756	\$ 19,725	\$ 9,031	45.8%
Interest expense	1,778	749	(1,029)	-137.4%
Net interest income	26,978	18,976	8,002	42.2%
Provision for loan losses	1,475	900	(575)	-63.9%
Net interest income after provision for loan losses	25,503	18,076	7,427	41.1%
Non-interest income	4,066	3,837	229	6.0%
Non-interest expense	15,823	11,835	(3,988)	-33.7%
Income before income tax expense	13,746	10,078	3,668	36.4%
Income tax expense	3,279	3,584	305	8.5%
Net income	<u>\$ 10,467</u>	<u>\$ 6,494</u>	<u>\$ 3,973</u>	61.2%

Net Income. Net income increased \$4.0 million to \$10.5 million for the three months ended June 30, 2018, compared with \$6.5 million for the three months ended June 30, 2017. This was primarily attributable to an increase in net interest income of \$8.0 million, an increase in non-interest income of \$0.2 million, a decrease in income tax expense of \$0.3 million, offset by an increase in non-interest expense of \$4.0 million, and an increase in provision for loan losses of \$0.6 million.

Net Interest Income and Net Interest Margin. The increase in net interest income for the three months ended June 30, 2018 compared with the same quarter in 2017 was primarily driven by interest earned on a higher average loan volume attributable to both organic growth and our two acquisition transactions in 2017. Interest expense in the three months ended June 30, 2018 increased from the same period in 2017 due to an increase in average short-term borrowings and deposits outstanding, and an increase in the cost of short-term borrowings and deposits.

The yield on our average interest earning assets was 5.60% for the three months ended June 30, 2018 compared with 4.90% for the same period of 2017. The cost of total funding increased in the three months ended June 30, 2018 to 0.38% from 0.21% in the comparable quarter in 2017.

Provision for Loan Losses. The provision for loan losses in each period is a charge against earnings in that period. The provision is that amount required to maintain the allowance for loan losses at a level that, in management's judgment, is adequate to absorb loan losses inherent in the loan portfolio.

Provision for loan losses was \$1.5 million for the three months ended June 30, 2018 compared with \$0.9 million for the same period of 2017. The increase in provision for loan losses is due primarily to the increase in allowance for loan losses to loans held for investment, excluding specific reserves, and a \$0.3 million increase in specific reserves on classified loans. The Company incurred net recoveries of \$0.1 million in the second quarter of 2018 compared with net charge-offs of \$0.3 million in the second quarter of 2017.

Non-interest Income. The following table presents, for the periods indicated, the major categories of non-interest income:

<i>(Dollars in thousands)</i>	Three Months Ended		\$ Better / (Worse)	% Better / (Worse)
	June 30, 2018	June 30, 2017		
Mortgage banking	\$ 1,505	\$ 1,960	\$ (455)	-23.2%
Card processing	799	692	107	15.5%
Service charges on deposit accounts	704	578	126	21.8%
Net gain (loss) on sale of investment securities	333	1	332	33200.0%
Other operating	725	606	119	19.6%
Total non-interest income	<u>\$ 4,066</u>	<u>\$ 3,837</u>	<u>\$ 229</u>	6.0%

Noninterest income was \$4.1 million for the second quarter of 2018 compared with \$3.8 million the same period a year ago. The increase was primarily due to gain on sale of securities, an increase in card processing fees and service charges on deposit accounts, offset by lower mortgage banking income.

Non-interest Expense. The following table presents, for the periods indicated, the major categories of non-interest expense:

<i>(Dollars in thousands)</i>	Three Months Ended		\$ Better / (Worse)	% Better / (Worse)
	June 30, 2018	June 30, 2017		
Salaries and employee benefits	\$ 10,196	\$ 7,762	\$ (2,434)	-31.4%
Occupancy, equipment and depreciation	1,411	1,088	(323)	-29.7%
Data processing	1,063	661	(402)	-60.8%
Marketing and advertising	321	349	28	8.0%
FDIC premiums	299	130	(169)	-130.0%
Acquisition-related costs	1	175	174	99.4%
Other	2,532	1,670	(862)	-51.6%
Total non-interest expense	<u>\$ 15,823</u>	<u>\$ 11,835</u>	<u>\$ (3,988)</u>	-33.7%

Non-interest expense was \$15.8 million for the three months ended June 30, 2018 compared with \$11.8 million for the same period of 2017. Non-interest expense for the three months ended June 30, 2018 increased as a result of \$2.4 million of higher salaries and employee benefits primarily from the addition of employees retained from the acquisition of the seven Utah branches of Banner Bank and the merger of Town & Country Bank, and \$0.3 million of higher occupancy, equipment and depreciation costs associated with the net increase of five branches from these transactions, and \$0.4 million in higher data processing costs associated with an increase in total accounts from both organic growth and acquisition transactions. The Company's efficiency ratio was 50.97% for the three months ended June 30, 2018 compared with 51.88% for the same period of 2017.

Income Tax Expense. We recorded income tax expense of \$3.3 million for the three months ended June 30, 2018 compared with \$3.6 million for the same period in 2017. The effective tax rate for the three months ended June 30, 2018 was 23.9% compared with 35.6% in the corresponding three months of 2017. The tax rate for the three months ended June 30, 2018 is lower than the same quarter in 2017 as a result of the reduction in the federal corporate tax rate to a flat rate of 21%, the reduction of the Utah state corporate tax rate to 4.95% as well as tax benefits related to tax-deductible stock compensation expense.

Financial Overview for the Six Months Ended June 30, 2018 and 2017

<i>(Dollars in thousands)</i>	Six Months Ended		\$ Better / (Worse)	% Better / (Worse)
	June 30, 2018	June 30, 2017		
Interest income	\$ 56,195	\$ 38,274	\$ 17,921	46.8%
Interest expense	3,273	1,515	(1,758)	-116.0%
Net interest income	52,922	36,759	16,163	44.0%
Provision for loan losses	3,525	1,100	(2,425)	-220.5%
Net interest income after provision for loan losses	49,397	35,659	13,738	38.5%
Non-interest income	7,784	7,429	355	4.8%
Non-interest expense	31,871	23,749	(8,122)	-34.2%
Income before income tax expense	25,310	19,339	5,971	30.9%
Income tax expense	5,839	6,324	485	7.7%
Net income	<u>\$ 19,471</u>	<u>\$ 13,015</u>	<u>\$ 6,456</u>	49.6%

Net Income. Net income increased \$6.5 million to \$19.5 million for the six months ended June 30, 2018, compared with \$13.0 million for the six months ended June 30, 2017. This was primarily attributable to an increase in net interest income of \$16.2 million, an increase in non-interest income of \$0.4 million, a decrease in income tax expense of \$0.5 million, offset by an increase in non-interest expense of \$8.1 million and an increase in provision for loan losses of \$2.4 million.

Net Interest Income and Net Interest Margin. The increase in net interest income for the six months ended June 30, 2018 compared with the same period in 2017 was primarily driven by interest earned on a higher average loan volume attributable to both organic growth and our two acquisition transactions in 2017. Interest expense in the six months ended June 30, 2018 increased from the same period in 2017 due to an increase in average short-term borrowings and deposits outstanding, and an increase in the cost of short-term borrowings and deposits.

The yield on our average interest earning assets was 5.56% for the six months ended June 30, 2018 compared with 4.82% for the same period of 2017. The cost of total funding increased in the six months ended June 30, 2018 to 0.35% from 0.21% in the comparable period in 2017.

Provision for Loan Losses. The provision for loan losses in each period is a charge against earnings in that period. The provision is that amount required to maintain the allowance for loan losses at a level that, in management's judgment, is adequate to absorb loan losses inherent in the loan portfolio.

Provision for loan losses was \$3.5 million for the six months ended June 30, 2018 compared with \$1.1 million for the same period of 2017. The increase in provision for loan losses is due primarily to the increase in allowance for loan losses to loans held for investment, excluding specific reserves, and a \$1.5 million increase in specific reserves on classified loans. The Company incurred net recoveries of \$0.5 million in the six months ended June 30, 2018 compared with net charge-offs of \$0.5 million in the comparable period in 2017.

Non-interest Income. The following table presents, for the periods indicated, the major categories of non-interest income:

<i>(Dollars in thousands)</i>	Six Months Ended		\$ Better / (Worse)	% Better / (Worse)
	June 30, 2018	June 30, 2017		
Mortgage banking	\$ 3,143	\$ 3,939	\$ (796)	-20.2%
Card processing	1,522	1,287	235	18.3%
Service charges on deposit accounts	1,377	1,114	263	23.6%
Net gain (loss) on sale of investment securities	335	(10)	345	3450.0%
Other operating	1,407	1,099	308	28.0%
Total non-interest income	<u>\$ 7,784</u>	<u>\$ 7,429</u>	<u>\$ 355</u>	4.8%

Noninterest income was \$7.8 million for the six months ended June 30, 2018 compared with \$7.4 million the same period a year ago. The increase was primarily due to gain on sale of securities, an increase in card processing fees and service charges on deposit accounts, offset by lower mortgage banking income.

Non-interest Expense. The following table presents, for the periods indicated, the major categories of non-interest expense:

<i>(Dollars in thousands)</i>	Six Months Ended		\$ Better / (Worse)	% Better / (Worse)
	June 30, 2018	June 30, 2017		
Salaries and employee benefits	\$ 20,619	\$ 15,729	\$ (4,890)	-31.1%
Occupancy, equipment and depreciation	2,954	2,205	(749)	-34.0%
Data processing	1,933	1,336	(597)	-44.7%
Marketing and advertising	767	611	(156)	-25.5%
FDIC premiums	628	256	(372)	-145.3%
Acquisition-related costs	350	175	(175)	-100.0%
Other	4,620	3,437	(1,183)	-34.4%
Total non-interest expense	<u>\$ 31,871</u>	<u>\$ 23,749</u>	<u>\$ (8,122)</u>	-34.2%

Non-interest expense was \$31.9 million for the six months ended June 30, 2018 compared with \$23.7 million for the same period of 2017. Non-interest expense for the six months ended June 30, 2018 increased as a result of \$4.9 million of higher salaries and employee benefits primarily from the addition of employees retained from the acquisition of the seven Utah branches of Banner Bank and the merger of Town & Country Bank, and \$0.7 million of higher occupancy, equipment and depreciation costs associated with the net increase of five branches from these transactions, and \$0.6 million in higher data processing costs associated with an increase in total accounts from both organic growth and acquisition transactions. The Company's efficiency ratio was 52.50% for the six months ended June 30, 2018 compared with 53.75% for the same period of 2017.

Income Tax Expense. We recorded an income tax expense of \$5.8 million for the six months ended June 30, 2018 compared with \$6.3 million for the same period in 2017. The effective tax rate for the six months ended June 30, 2018 was 23.1% compared with 32.7% in the corresponding three months of 2017. The tax rate for the six months ended June 30, 2018 is lower than the same period in 2017 as a result of the reduction in the federal corporate tax rate to a flat rate of 21%, the reduction of the Utah state corporate tax rate to 4.95% as well as tax benefits related to tax-deductible stock compensation expense.

Financial Condition

Total assets were \$2.16 billion at June 30, 2018, a 1.8% increase compared with December 31, 2017. Total loans held for investment were \$1.69 billion at June 30, 2018, an increase of 4.0% from December 31, 2017. Total deposits were \$1.78 billion at June 30, 2018, a decrease of 1.8% compared with December 31, 2017.

Loans

The following table sets forth information regarding the composition of the loan portfolio at the end of each of the periods presented.

(Dollars in thousands)	June 30, 2018	December 31, 2017
Loans held for sale	\$ 11,058	\$ 10,871
Loans held for investment:		
Commercial real estate loans:		
Real estate term	\$ 842,352	\$ 784,148
Construction and land development	373,845	369,590
Total commercial real estate loans	1,216,197	1,153,738
Commercial and industrial loans	310,228	294,085
Consumer loans:		
Residential and home equity	153,084	158,591
Consumer and other	16,978	25,591
Total consumer loans	170,062	184,182
Total gross loans	1,696,487	1,632,005
Net deferred loan fees	(4,528)	(4,561)
Total loans held for investment	1,691,959	1,627,444
Allowance for loan losses	(22,308)	(18,303)
Total loans held for investment, net	\$ 1,669,651	\$ 1,609,141
(Percentage of total loans held for investment)	June 30, 2018	December 31, 2017
Loans held for investment:		
Commercial real estate loans:		
Real estate term	49.7%	48.1%
Construction and land development	22.0%	22.6%
Total commercial real estate loans	71.7%	70.7%
Commercial and industrial loans	18.3%	18.0%
Consumer loans:		
Residential and home equity	9.0%	9.7%
Consumer and other	1.0%	1.6%
Total consumer loans	10.0%	11.3%
Total loans held for investment	100.0%	100.0%

We originate certain residential mortgage loans for sale to investors that are carried at cost. Due to the short period held, generally less than 90 days, we consider the carrying value of these loans held for sale to be the approximate fair value.

The following table shows the amounts of outstanding loans, which, based on remaining scheduled repayments of principal, were due in one year or less, more than one year through five years, and more than five years. Lines of credit or other loans having no stated maturity and no stated schedule of repayments are reported as due in one year or less. In the table below, loans are classified as real estate related if they are collateralized by real estate. The tables also present, for loans with maturities over one year, an analysis with respect to fixed interest rate loans and adjustable interest rate loans.

Contractual maturities at June 30, 2018 were as follows:

(Dollars in thousands)	Maturity				Rate Structure for Loans Maturing Over One Year	
	One Year or Less	One through Five Years	After Five Years	Total	Fixed Rate	Adjustable Rate
Loans held for investment:						
Commercial real estate loans:						
Real estate term	\$ 118,894	\$ 198,520	\$ 524,938	\$ 842,352	\$ 117,637	\$ 605,821
Construction and land development	294,087	47,292	32,466	373,845	24,062	55,696
Total commercial real estate loans	412,981	245,812	557,404	1,216,197	141,699	661,517
Commercial and industrial loans	121,232	141,357	47,639	310,228	104,144	84,852
Consumer loans:						
Residential and home equity	18,734	34,124	100,226	153,084	17,434	116,916
Consumer and other	6,961	7,898	2,119	16,978	9,459	558
Total consumer loans	25,695	42,022	102,345	170,062	26,893	117,474
Total gross loans held for investment	\$ 559,908	⁽¹⁾ \$ 429,191	\$ 707,388	\$ 1,696,487	\$ 272,736	\$ 863,843 ⁽¹⁾

⁽¹⁾ The sum of adjustable rate loans maturing after one year and total loans maturing within one year is \$1.4 billion or 83.9% of total loans at June 30, 2018.

Concentrations. As of June 30, 2018, in management's judgment, a concentration of loans existed in real estate related loans. At that date, real estate related loans comprised 80.7% of total loans held for investment, of which 49.7% are real estate term loans, 22.0% are construction and land development loans, and 9.0% are residential and home equity loans. We require collateral on real estate lending arrangements and typically maintain loan-to-value ratios of up to 80%, except for some residential construction loans of up to 95% loan-to-value provided the loan includes pre-approved long-term financing. Our concentration in commercial and industrial loans has increased to 18.3% at June 30, 2018 from 18.0% at December 31, 2017.

Non-Performing Assets. Loans are placed on non-accrual status when they become 90 days or more past due or at such earlier time as management determines timely recognition of interest to be in doubt. Accrual of interest is discontinued on a loan when management believes, after considering economic and business conditions, collection efforts, and the borrower's financial condition, that the borrower will be unable to make payments as they become due. When interest accrual is discontinued, all unpaid accrued interest is reversed. Interest income is subsequently recognized only to the extent cash payments are received, or payment is considered certain. Loans may be returned to accrual status when all delinquent interest and principal amounts contractually due are brought current and future payments are reasonably assured.

The following non-performing assets table summarizes the loans for which the accrual of interest has been discontinued and loans more than 90 days past due and still accruing interest, including those non-accrual loans that are troubled-debt restructured loans, and OREO:

(Dollars in thousands)	June 30, 2018	December 31, 2017
Non-accrual loans, not troubled-debt restructured		
Real estate term	\$ 1,580	\$ -
Construction and land development	320	-
Commercial and industrial	1,539	223
Residential and home equity	728	-
Consumer and other	39	-
Total non-accrual, not troubled-debt restructured loans	<u>4,206</u>	<u>223</u>
Troubled-debt restructured loans non-accrual		
Real estate term	1,556	-
Construction and land development	-	-
Commercial and industrial	195	-
Residential and home equity	-	-
Consumer and other	-	-
Total troubled-debt restructured, non-accrual loans	<u>1,751</u>	<u>-</u>
Total non-accrual loans ⁽¹⁾	<u>5,957</u>	<u>223</u>
Accruing loans past due 90 days or more	<u>336</u>	<u>1</u>
Total non-performing loans (NPL)	6,293	