

**BEO Bancorp and Subsidiary**

**Consolidated Financial Statements**

**With Independent Auditor's Report**

Years Ended December 31, 2016 and 2015



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**The Federal Deposit Insurance Corporation  
has not reviewed the financial data and  
related data in this statement for accuracy or relevance.**

# BEO BANCORP

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## Message to our stockholders

I am pleased to present to you the financial statements and operating results of BEO Bancorp and Bank of Eastern Oregon for 2016.

In 2016 your Bank posted the strongest net income in the history of the Bank. Consolidated after tax net income for BEO Bancorp was \$3,388,921; up 12.3% from 2015. The primary driver for this increased profitability was provision for possible loan losses dropping 51.7% from 2015 levels. Return on Average Assets (ROAA) for 2016 was 0.92% compared to 0.86% in 2015. Return on Average Equity is at 11.77% compared to 11.43% in 2015. Net earnings per share were \$2.80 in 2016 compared to \$2.46 in 2015. The ROAA represents an 6.6% increase year over year, while ROE is a 3.0% increase, and earnings per share increased an impressive 13.8%.

Your Bank continues to experience managed growth. Stockholders' equity grew from \$27.85 million in 2015 to \$29.74 million in 2016; an increase of 7.0%. Total assets were also up 7.0% year over year at \$382.2 million; deposits set another all-time high of \$340.1 million up 7.0% from 2015. Net loans increased 6.6% to \$302.3 million also a high point for your Bank. All of these metrics indicate strong, steady performance; none of which can happen without continued support from our customers and shareholders. Thank you for that support. I also have the privilege to work with a great team of innovative and experienced bankers that strive every day to provide the best service possible to our customers. Our employees are our most valuable asset. I thank them for their efforts.

I cordially invite you to attend our annual meeting of shareholders. We will provide a recap of 2016, elect directors, and offer a glimpse at what we expect in 2017. We will meet **Tuesday, April 25, 2017 at 7:00 pm** at the Ione American Legion Hall at 325 W. Second Street in Ione, OR. I hope to see you there.

Sincerely,

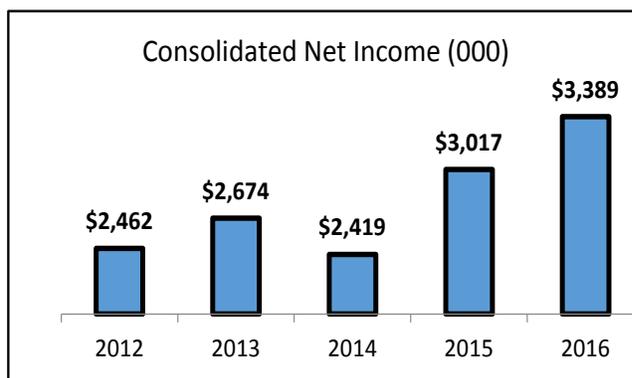
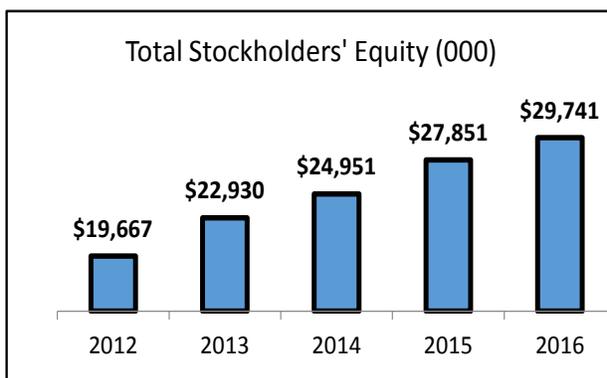
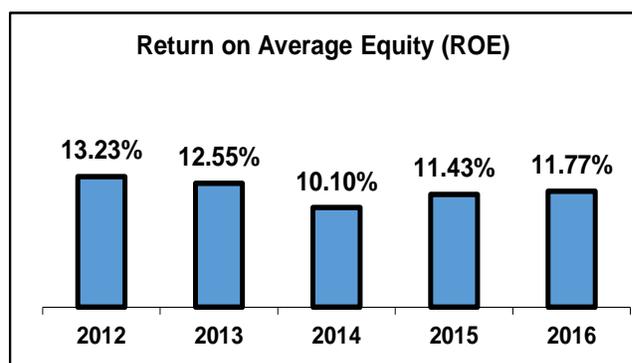
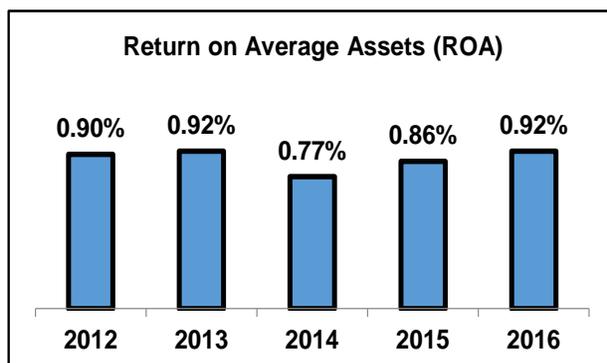


Jeff L. Bailey  
President and CEO  
BEO Bancorp

## FINANCIAL HIGHLIGHTS

### 2012-2016

	2012	2013	2014	2015	2016
<b>Return on Average Assets</b>	0.90%	0.92%	0.77%	0.86%	0.92%
<b>Return on Average Equity</b>	13.23%	12.55%	10.10%	11.43%	11.77%
<b>Net Income (000)</b>	\$2,462	\$2,674	\$2,419	\$3,017	\$3,389
<b>Net Income Per Share</b>	\$2.55	\$2.54	\$2.09	\$2.46	\$2.80
<b>Total Equity (000)</b>	\$19,667	\$22,930	\$24,951	\$27,851	\$29,741
<b>Total Assets (000)</b>	\$284,848	\$299,084	\$325,898	\$357,258	\$382,187
<b>Bank Tier 1 Capital Ratio</b>	10.13%	10.02%	9.36%	10.20%	9.92%



## **Board of Directors:**

E. George Koffler, Chairman  
Joel Peterson, Vice Chairman  
Brad Anderson  
Robert M. Armstrong  
Jeff Bailey  
Joe Gonzalez  
Gary Neal

Retired Banker  
Owner, Daily Bread Farms, Inc.  
Partner, Triangle Ranches  
CPA, OPGCPA PC  
Banker, Bank of Eastern Oregon  
Owner, American Electric, Inc.  
General Manager, Port of Morrow

## **Bank Officers:**

### **Executive Team**

Jeff Bailey, President and CEO  
Mark Lemmon, Executive Vice President and CFO  
Gary Propheter, Executive Vice President and COO

### **Senior Vice Presidents:**

Becky Kindle, SVP Operations  
John Qualls, SVP Senior Loan Officer  
Ed Rollins, SVP Credit Administrator

### **Vice Presidents:**

John Bailey, Loan Officer	Janet Dezelle, Controller
James Gardner, Loan Officer	Tricia Gunderson, HR Manager
Tristan Henke, Loan Officer	Jed Myers, Loan Officer
Jill Parker, Loan Officer	Kristy Perry, Loan Officer
Cori Price, Loan Officer	Robert Quinton, Loan Officer
Kevin Sakamoto, Loan Officer	Russell Seewald, Loan Officer
Rhonda Shaffer, Consumer Lending Mgr.	Mike Short, Loan Officer
Robert Williams, Loan Officer	

### **Assistant Vice Presidents:**

Mike Allen, Loan Officer	Nial Bradshaw, Loan Officer
Christy Correa, Finance Coordinator	Karen Cossitt, Branch Manager
Dawna Dougherty, Compliance Officer	Lucy Gonzalez, Branch Manager
Justin Miller, Loan Officer	Anita Orem, Operations Support Mgr.
Joe Perry, Loan Officer	Janice Provencher, Branch Manager
Tricia Rollins, Branch Manager	Jennifer Smith, Branch Manager

### **Lenders and Managers**

Arletta Arnsperger, Mortgage Loan Officer	Jim Bleth, IT Manager
Kathy Burres, Branch Manager	Jolene Cox, Branch Manager
Laura Isaacson, Loan Officer	Susan Jones, Branch Manager
Pete McCabe, Loan Officer	Citlali Mendoza, Branch Manager
Sherrie Modey, Branch Manager	Andrea Moles, Branch Manager
Lori Moss, Branch Manager	Sharon Rietmann, Branch Manager



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## **Independent Auditors' Report**

To the Board of Directors  
BEO Bancorp:

### **Report on the Financial Statements**

We have audited the accompanying consolidated financial statements of BEO Bancorp and Subsidiary ("BEO") which comprise the consolidated balance sheets as of December 31, 2016 and 2015 and the related consolidated statements of income, profit and other comprehensive income, changes in stockholders' equity, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Opinion**

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of BEO as of December 31, 2016 and 2015, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

*Islar CPA, LLC*

March 3, 2017

**BEO Bancorp and Subsidiary**  
**Consolidated Balance Sheets**

	<b>December 31</b>	
	<b>2016</b>	<b>2015</b>
<b>ASSETS</b>		
Cash and cash equivalents:		
Cash and due from banks	<b>\$ 8,451,945</b>	\$ 6,444,046
Interest bearing deposits at other financial institutions	<b>28,150,050</b>	24,775,647
Total cash and cash equivalents	<b>36,601,995</b>	31,219,693
Investment securities available-for-sale	<b>18,934,716</b>	18,137,046
Investment securities held-to-maturity	<b>3,335,775</b>	3,802,071
Loans, less allowance for loan losses	<b>302,254,214</b>	283,528,762
Interest receivable	<b>3,314,780</b>	3,062,623
Federal Home Loan Bank stock	<b>428,900</b>	390,800
Property, less accumulated depreciation	<b>9,198,793</b>	9,165,726
Deferred taxes, net	<b>1,214,754</b>	1,177,293
Foreclosed assets	<b>1,023,233</b>	1,059,250
Cash surrender value of bank owned life insurance	<b>4,791,525</b>	4,679,991
Other assets	<b>1,088,273</b>	1,034,830
	<b>345,584,963</b>	326,038,392
Total assets	<b>\$ 382,186,958</b>	\$ 357,258,085
<b>LIABILITIES and STOCKHOLDERS' EQUITY</b>		
Liabilities:		
Deposits:		
Noninterest-bearing demand	<b>\$ 85,198,395</b>	\$ 80,886,186
Savings and interest-bearing demand	<b>208,933,368</b>	187,020,344
Time, \$100,000 and over	<b>14,124,187</b>	15,941,646
Other time	<b>31,796,907</b>	33,811,613
	<b>340,052,857</b>	<b>317,659,789</b>
Subordinated debentures	<b>9,067,000</b>	9,067,000
Interest payable	<b>91,137</b>	91,427
Other liabilities	<b>3,234,844</b>	2,588,594
Total liabilities	<b>352,445,838</b>	329,406,810
Stockholders' equity:		
Common stock, \$2.50 par value, 2,975,592 shares authorized		
1,194,793 outstanding December 31, 2016,		
1,226,281 outstanding December 31, 2015	<b>3,066,170</b>	3,066,453
Additional paid-in capital	<b>4,209,474</b>	4,209,520
Retained earnings	<b>23,444,201</b>	20,950,344
Treasury stock at cost, 31,675 shares outstanding	<b>(765,988)</b>	(219,710)
Accumulated other comprehensive income (loss)	<b>(212,737)</b>	(155,332)
Total stockholders' equity	<b>29,741,120</b>	27,851,275
Total liabilities and stockholders' equity	<b>\$ 382,186,958</b>	\$ 357,258,085

The accompanying notes are an integral part of these consolidated financial statements.

**BEO Bancorp and Subsidiary  
Consolidated Statements of Income**

	<u>Year Ended December 31</u>	
	<u>2016</u>	<u>2015</u>
Interest income:		
Interest and fees on loans:		
Taxable	<b>\$ 16,831,390</b>	\$ 16,764,732
Nontaxable	<b>390,769</b>	284,452
Interest on investment securities:		
Taxable	<b>234,634</b>	197,357
Nontaxable	<b>195,148</b>	221,007
Interest on federal funds sold and short-term time deposits	<b>164,472</b>	79,331
	<b>17,816,413</b>	17,546,879
Interest expense	<b>1,174,162</b>	1,171,218
Net interest income	<b>16,642,251</b>	16,375,661
Provision for loan losses	<b>350,000</b>	724,000
Net interest income after provision for loan losses	<b>16,292,251</b>	15,651,661
Noninterest income:		
Service charges	<b>1,907,861</b>	1,836,799
Mortgage banking income	<b>186,731</b>	208,259
Other	<b>211,315</b>	279,824
	<b>2,305,907</b>	2,324,882
Noninterest expense:		
Salaries and employee benefits	<b>8,356,908</b>	7,788,343
Occupancy expense	<b>872,323</b>	802,116
Equipment expense	<b>1,298,324</b>	1,303,441
Foreclosed asset expenses	<b>57,716</b>	61,590
Other	<b>3,111,966</b>	3,590,519
	<b>13,697,237</b>	13,546,009
Income before income taxes	<b>4,900,921</b>	4,430,534
Provision for income taxes	<b>1,512,000</b>	1,414,000
Net income	<b>\$ 3,388,921</b>	\$ 3,016,534
Basic earnings per share	<b>\$ 2.80</b>	\$ 2.46

The accompanying notes are an integral part of these consolidated financial statements.

**BEO Bancorp and Subsidiary**  
**Consolidated Statements of Profit and Other Comprehensive Income**

	<b>Year Ended December 31</b>	
	<b>2016</b>	<b>2015</b>
Net Income	<b>\$ 3,388,921</b>	\$ 3,016,534
Other comprehensive income (loss), net of tax:		
Unrealized gains (losses) on investment securities	<b>(97,724)</b>	(32,879)
Unrealized gain (loss) on cash flow hedge instrument	<b>40,319</b>	(49,487)
Other comprehensive income (loss)	<b>(57,405)</b>	(82,366)
Comprehensive Income	<b><u>\$ 3,331,516</u></b>	<b><u>\$ 2,934,168</u></b>

The accompanying notes are an integral part of these consolidated financial statements.

**BEO Bancorp and Subsidiary**  
**Consolidated Statements of Changes in Stockholders' Equity**  
For the Years Ended December 31, 2016 and 2015

	Common Stock	Additional Paid-in Capital	Retained Earnings	Accumulated Other Comprehensive Income (Loss)	Treasury Stock	Total
Balance, January 1, 2015	\$ 2,984,623	\$ 3,408,712	\$ 18,786,642	\$ (72,966)	(156,228)	\$ 24,950,783
Issuance of 57,140 shares	142,850	1,316,836				1,459,686
Net income			3,016,534			3,016,534
Other comprehensive income (loss):				(82,366)		(82,366)
Purchase of 27,676 shares of treasury stock					(640,530)	(640,530)
Retirement of 24,408 shares of treasury stock	(61,020)	(516,028)			577,048	
Cash dividends (\$.70 per share)			(852,832)			(852,832)
Balance, December 31, 2015	3,066,453	4,209,520	20,950,344	(155,332)	(219,710)	27,851,275
Adjustment to purchase consideration	(283)	(46)				(329)
Net income			3,388,921			3,388,921
Other comprehensive income (loss):				(57,405)		(57,405)
Purchase of 21,879 shares of treasury stock					(546,278)	(546,278)
Cash dividends (\$.75 per share)			(895,064)			(895,064)
Balance, December 31, 2016	<b>\$ 3,066,170</b>	<b>\$ 4,209,474</b>	<b>\$ 23,444,201</b>	<b>\$ (212,737)</b>	<b>\$ (765,988)</b>	<b>\$ 29,741,120</b>

The accompanying notes are an integral part of these consolidated financial statements.

## BEO Bancorp and Subsidiary Consolidated Statements of Cash Flows

	<b>Year Ended December 31</b>	
	<b>2016</b>	<b>2015</b>
Cash flows from operating activities:		
Net income	<b>\$ 3,388,921</b>	\$ 3,016,534
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation	<b>611,905</b>	651,369
Net gains or losses on property dispositions	<b>(4,048)</b>	67,198
Amortization of investment premiums, net	<b>96,525</b>	67,682
Amortization of core deposit intangible	<b>57,505</b>	4,878
Provision for loan losses	<b>350,000</b>	724,000
Write down of foreclosed assets	<b>36,017</b>	25,852
Increase in cash value of life insurance	<b>(111,534)</b>	(119,655)
Deferred income taxes	<b>(269,000)</b>	230,000
Change in:		
Interest receivable and other assets	<b>(295,905)</b>	(362,797)
Deferred loan fees	<b>78,670</b>	(79,075)
Accrued interest and other liabilities	<b>645,960</b>	700,512
Net cash provided by operating activities	<b>4,585,016</b>	4,926,498
Cash flows from investing activities:		
Proceeds from maturities of investment securities	<b>11,599,538</b>	7,401,689
Purchase of investment securities	<b>(12,175,503)</b>	(12,099,834)
Purchase of loans	-	(26,616,798)
Purchased deferred tax (asset) liability	<b>255,000</b>	(650,597)
Proceeds from sale of foreclosed assets	-	235,326
Proceeds from sale of FHLB stock	<b>(38,100)</b>	119,000
Loans originated, net of principal collected	<b>(19,154,122)</b>	(8,233,149)
Purchases of property	<b>(640,924)</b>	(2,490,392)
Net cash provided (used) in investing activities	<b>(20,154,111)</b>	(42,334,755)
Cash flows from financing activities:		
Net increase in deposits	<b>22,393,068</b>	25,827,017
Increase (Decrease) in subordinated debt	-	1,850,000
Issuance of common stock	-	1,459,686
Adjustment to common stock issued	<b>(329)</b>	-
Repurchase of common stock	<b>(546,278)</b>	(640,530)
Dividends paid	<b>(895,064)</b>	(852,832)
Net cash provided by financing activities	<b>20,951,397</b>	27,643,341
Net increase (decrease) in cash and cash equivalents	<b>5,382,302</b>	(9,764,916)
Cash and cash equivalents, beginning of year	<b>31,219,693</b>	40,984,609
Cash and cash equivalents, end of year	<b>\$ 36,601,995</b>	\$ 31,219,693

The accompanying notes are an integral part of these consolidated financial statements.

**BEO Bancorp and Subsidiary**  
**Consolidated Statements of Cash Flows, Continued**

	<u>Year Ended December 31</u>	
	<u>2016</u>	<u>2015</u>
Supplemental information:		
Cash paid during the year for:		
Income taxes	\$ 1,225,000	\$ 1,140,000
Interest	1,174,452	1,136,195
Transfer of loans to foreclosed assets	-	1,059,250

The accompanying notes are an integral part of these consolidated financial statements.

## **BEO Bancorp and Subsidiary**

### **Notes to Consolidated Financial Statements**

#### **1. Summary of Significant Accounting Policies:**

**Basis of Presentation** – The consolidated financial statements include the accounts of BEO Bancorp (“Bancorp”), a bank holding company, and its wholly-owned subsidiary, Bank of Eastern Oregon (the “Bank”). All significant intercompany accounts and transactions have been eliminated in consolidation. Bancorp has also established subsidiary grantor trusts in connection with the issuance of trust preferred securities (see Note 11). In accordance with the requirements of ASC 810 the accounts and transactions of these trusts are not consolidated in the accompanying consolidated financial statements.

**Description of Business** - The Bank provides commercial and consumer financing, banking and mortgage lending and other services in Northeastern Oregon and Southeastern Washington. Its activities include the usual lending and deposit functions of a commercial bank: commercial, agricultural, real estate, installment, credit card and mortgage loans; checking, money market, time deposit and savings accounts; internet banking and bill payment; automated teller machines and safe deposit facilities. Additionally, the Bank originates and sells mortgage loans into the secondary market.

**Financial Statement Presentation** – The preparation of the financial statements in conformity with U.S. generally accepted accounting principles (GAAP) requires management to make estimates and assumptions that affect reported amounts and related disclosures, and actual results could differ from those estimates. The most significant estimates are the allowance for loan losses and fair value estimates. The Company has evaluated subsequent events through March 3, 2017, the date the financial statements are available for distribution. Certain prior year amounts may have been reclassified to conform to the current year presentation. Such reclassifications have no effect on previously reported net income.

**Cash and Cash Equivalents** – For purposes of presentation in the consolidated statements of cash flows, cash and cash equivalents are defined as those amounts included in the balance sheet caption “cash and due from banks”. Such amounts include interest bearing deposits and federal funds sold on a short-term basis and may exceed amounts insured by FDIC.

**Investment Securities** – Securities for which management has the positive intent and ability to hold to maturity are classified as held-to-maturity and are reported at cost adjusted for remaining balances of premiums or discounts.

Securities purchased with the intent to sell in the near term are classified as trading securities and are reported at estimated fair market value with unrealized gains or losses reported in non-interest income. The Bank had no trading securities at December 31, 2016 or 2015.

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**1. Summary of Significant Accounting Policies, Continued:**

Securities not classified as held-to-maturity or as trading securities are classified as available-for-sale. Securities available-for-sale are held for indefinite periods of time and may be sold in response to changes in market interest rates, shifts in the maturity mix or concentration of bank assets or liabilities or to alleviate liquidity demands. Securities designated as available-for-sale are carried at estimated fair value. Unrealized gains and losses are excluded from earnings and are credited or charged to other comprehensive income in stockholders' equity, net of applicable deferred taxes. Interest income on debt securities is included in income using the effective interest method. Gains and losses realized on sales of securities are recognized on the specific identification method.

The Bank recognizes other-than-temporary impairments for debt securities classified as available for sale in accordance with ASC 320. Accordingly, the Bank assesses whether it intends to sell, or it is more likely than not that it will be required to sell a security before recovery of its amortized cost basis less any current-period credit losses. For debt securities that are considered other-than-temporarily impaired and that the Bank does not intend to sell and will not be required to sell prior to recovery of the amortized cost basis, the Bank separates the amount of the impairment into the amount that is credit related (credit loss component) and the amount due to all other factors. The credit loss component is recognized in earnings and is the difference between the security's amortized cost basis and the present value of its expected future cash flows discounted at the security's effective yield. The remaining difference between the security's fair value and the present value of future expected cash flows is due to factors that are not credit related and, therefore, is not required to be recognized as losses in the income statement, but is recognized in other comprehensive income. The Bank has not recognized an other-than-temporary impairment of its debt securities as management believes all unrealized losses on investment securities at December 31, 2016 are temporary (see note 3).

**Loans and Income Recognition** – Loans are stated at the amount of unpaid principal, net of deferred loan origination fees, premiums or discounts on purchased loans, and an allowance for loan losses. Interest on loans is calculated using the simple-interest method on daily balances of the principal amount outstanding. Accrual of interest is discontinued on a loan when management believes, after considering economic and business conditions and collection efforts that the borrower's financial condition is such that collection of the interest is doubtful. Cash receipts on non-accrual loans are first recorded as principal collections. Loan origination fees, net of associated direct costs, if significant, are amortized by the interest method over the contractual life of the loan. Premiums and discounts on loans purchased are amortized using the straight line method over a period management believes best matches the cash flow and risks associated with the loan.

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**1. Summary of Significant Accounting Policies, Continued:**

**Allowance for Loan Losses** – The allowance for loan losses is established through a provision for loan losses charged to expense. Loans are charged against the allowance for loan losses when management believes that the collectability of the principal is unlikely. The allowance is an amount that management considers adequate to absorb possible losses on existing loans that may become uncollectible based on evaluations of the collectability of loans and prior loss experience. The evaluations take into consideration such factors as changes in the nature and value of the loan portfolio, overall portfolio quality, review of specific problem loans, and current economic conditions that may affect the borrower’s ability to pay.

A loan is considered impaired when management believes that it is probable that all amounts will not be collected according to the contractual terms. An impaired loan is valued using the present value of expected cash flows discounted at the loan’s effective interest rate, the observable market price of the loan or the estimated fair value of the loan’s collateral or related guaranty. Loans deemed impaired have a specifically allocated reserve within the allowance for loan losses.

The allowance and provision are estimates that are necessarily subjective and may be adjusted as more current information becomes available. Any adjustment could be significant.

The Bank classifies reserves for potential losses on commitments to loan in other liabilities.

Federal and state bank regulatory agencies, as an integral part of their examination process, periodically review the Bank’s reserve for loan losses. Such agencies may require the Bank to recognize additions to the reserve in the future based on their judgment of the information available to them at the time of their examinations.

**Federal Home Loan Bank Stock** – The investment in Federal Home Loan Bank (“FHLB”) stock is a restricted investment carried at cost, which is based on the ultimate recoverability at par value. As a member of the FHLB system, the Bank is required to maintain a minimum level of investment in FHLB stock based on borrowings. At December 31, 2016, the minimum required investment was \$428,900. The Bank may request redemption at par value of any stock in excess of the amount it is required to hold. Stock redemptions are at the discretion of the FHLB.

**Property and Equipment** – Property is stated at cost, net of accumulated depreciation. Additions, betterments and replacements of major units are capitalized. Expenditures for normal maintenance, repairs and replacements of minor units are charged to expense as incurred. Gains or losses realized from sales or retirements are reflected in operations currently. Depreciation is computed by the straight-line method over the estimated useful lives of the assets.

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**1. Summary of Significant Accounting Policies, Continued:**

**Core Deposit Intangible** – Core deposit intangible is stated at cost, net of accumulated amortization. Amortization is recorded on an accelerated basis with periodic evaluation for impairment.

**Foreclosed Assets** – Assets acquired through, or in lieu of, loan foreclosure are held-for-sale and are initially recorded at fair value at the date of foreclosure based on current appraisals, establishing a new cost basis. Subsequent to foreclosure, valuations are periodically performed by management and the assets are carried at the lower of carrying amount or fair value less cost to sell. Revenue and expenses from operations and changes in the valuation allowance are included in other noninterest expense.

**Advertising** – Advertising costs are generally charged to expense during the year in which they are incurred.

**Income Taxes** – Deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between financial statement carrying amounts of existing assets and liabilities and their respective tax bases. Deferred tax assets and liabilities are calculated on differences between financial statement and tax bases of assets and liabilities using tax rates in effect for the year in which the differences are expected to reverse. Valuation allowances are established to reduce the net carrying amount of deferred tax assets if it is determined to be more likely than not, that all or some of the potential deferred tax asset will not be recognized.

Uncertain tax positions are accounted for in accordance with ASC 740 which prescribes recognition and measurement standards for uncertain income tax positions. The Standard provides guidance on recognition, de-recognition, interest, penalties and disclosure. There is no material impact of potential tax uncertainties on Bancorp's financial condition or results of operations at December 31, 2016.

**Fair Value** – Bancorp applies the hierarchy and framework for measuring fair value, disclosure about fair value measurements and the reliability of valuation inputs as provided in ASC 820. When determining the fair value, Bancorp considers the transaction to sell an asset or transfer a liability occurs in the most advantageous market for that asset or liability. Within the hierarchy, Level 1 instruments use observable market prices for the identical item in active markets and have the most reliable valuations. Level 2 instruments are valued through broker/dealer quotation or through market-observable inputs for similar items in active markets, including forward and spot prices, interest rates and volatilities. Level 3 instruments are valued using inputs not observable in an active market such as company-developed future cash flow estimates, and are considered the least reliable. Valuations for all of Bancorp's and the Bank's financial instruments fall within Levels 2 and 3 (see note 17).

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**1. Summary of Significant Accounting Policies, Continued:**

**Derivative Instruments** – Bancorp and the Bank use a derivative financial instrument (interest rate swaps) to limit exposure to changes in interest rates related to a subordinated debenture. The derivatives entered into by Bancorp and the Bank are designated as cash flow hedge with perfect effectiveness between changes in the value of the interest rate swap and the hedged instrument (subordinated debenture liability). The derivative and related hedged debenture are recognized in the balance sheet at their fair value. Bancorp and the Bank formally documents all relationships between hedging instruments and formally assesses, both at the hedge's inception and on an ongoing basis, whether the derivative that is used in the hedging transaction is highly effective in offsetting changes in fair values of hedged items.

Bancorp and the Bank would discontinue hedge accounting when: (a) it is determined that a derivative is no longer effective in offsetting changes in the fair value of the associated hedged item; (b) the derivative expires or is sold, terminated, or exercised; or (c) management determines that designation of the derivative as a hedge instrument is no longer appropriate. The hedged liability would no longer be adjusted for changes in fair value and the derivative would be carried at its fair value in the balance sheet, with changes in its fair value recognized in current-period earnings.

**Recently Issued Accounting Pronouncements Effective in 2016 and subsequent years:**

**FASB Accounting Standards Update 2015-16, *Business Combinations (Topic 805)***. The amendments in this Update require that an acquirer recognize adjustments to provisional amounts that are identified during the measurement period in the reporting period in which the adjustment amounts are determined. The amendments in this Update require that the acquirer record, in the same period's financial statements, the effect on earnings of changes in depreciation, amortization, or other income effects, if any, as a result of the change to the provisional amounts, calculated as if the accounting had been completed at the acquisition date.

The amendments in this Update require an entity to present separately on the face of the income statement or disclose in the notes the portion of the amount recorded in current-period earnings by line item that would have been recorded in previous reporting periods if the adjustment to the provisional amounts had been recognized as of the acquisition date. This update is effective for the Bank for the year ended December 31, 2017.

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**1. Summary of Significant Accounting Policies, Continued:**

**FASB Accounting Standards Update 2015-17, *Income Taxes (Topic 740)*** The amendment simplifies the presentation of deferred income taxes, the amendments in this Update require that deferred tax liabilities and assets be classified as noncurrent in a classified statement of financial position. The amendments in this Update apply to all entities that present a classified statement of financial position. The current requirement that deferred tax liabilities and assets of a tax-paying component of an entity be offset and presented as a single amount is not affected by the amendments in this Update. This update is effective for the Bank for the year ended December 31, 2018.

**FASB Accounting Standards Update 2016-13, *Financial Instruments—Credit Losses (Topic 326)*** The main objective of this Update is to provide financial statement users with more decision-useful information about the expected credit losses on financial instruments and other commitments to extend credit held by a reporting entity at each reporting date. To achieve this objective, the amendments in this Update replace the incurred loss impairment methodology in current GAAP with a methodology that reflects expected credit losses and requires consideration of a broader range of reasonable and supportable information to inform credit loss estimates. This update is effective for the Bank for the year ended December 31, 2021.

**2. Cash and Due From Banks:**

The Bank is required to maintain an average reserve balance with the Federal Reserve Bank or maintain such reserve balance in the form of cash. The required reserve balances at December 31, 2016 and 2015 were approximately \$5,482,000 and \$6,434,000, respectively, and were met by holding cash and maintaining an average balance with the Federal Reserve Bank.

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**3. Investment Securities:**

The amortized cost and estimated fair values of investment securities at December 31, 2016 and 2015 are as follows:

**2016**

**Available-for-sale:**

	<u>Amortized Cost</u>	<u>Gross Unrealized Gains</u>	<u>Gross Unrealized Losses</u>	<u>Estimated Fair Value</u>
Obligations of U.S. Government agencies	\$ 8,652,448	\$ 20,028	\$ (49,600)	\$ 8,622,876
Government guaranteed loan pools	5,347,801	79,168	(33,187)	5,393,782
Mortgage-backed securities	2,873,813	215	(22,460)	2,851,568
Obligations of municipal entities	2,051,351	15,139	-	2,066,490
	<u>\$ 18,925,413</u>	<u>\$ 114,550</u>	<u>\$ (105,247)</u>	<u>\$ 18,934,716</u>

**Held-to-maturity:**

	<u>Amortized Cost</u>	<u>Gross Unrealized Gains</u>	<u>Gross Unrealized Losses</u>	<u>Estimated Fair Value</u>
Obligations of municipal entities	\$ 3,335,775	\$ -	\$ -	\$ 3,335,775
	<u>\$ 3,335,775</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 3,335,775</u>

**2015**

**Available-for-sale:**

	<u>Amortized Cost</u>	<u>Gross Unrealized Gains</u>	<u>Gross Unrealized Losses</u>	<u>Estimated Fair Value</u>
Obligations of U.S. Government agencies	\$ 9,696,124	\$ 33,534	\$ (27,788)	\$ 9,701,870
Government guaranteed loan pools	4,898,205	118,033	(11,803)	5,004,435
Mortgage-backed securities	1,090,324	2,787	(10,648)	1,082,463
Obligations of municipal entities	2,295,024	53,254	-	2,348,278
	<u>\$ 17,979,677</u>	<u>\$ 207,608</u>	<u>\$ (50,239)</u>	<u>\$ 18,137,046</u>

**Held-to-maturity:**

	<u>Amortized Cost</u>	<u>Gross Unrealized Gains</u>	<u>Gross Unrealized Losses</u>	<u>Estimated Fair Value</u>
Obligations of municipal entities	\$ 3,802,071	\$ -	\$ -	\$ 3,802,071
	<u>\$ 3,802,071</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 3,802,071</u>

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**3. Investment Securities, Continued:**

Investment securities that were in unrealized loss positions as of December 31, 2016 and 2015 are presented in the following tables, based on the length of time that individual securities were in unrealized loss positions.

	Securities in Unrealized Loss Positions as of December 31, 2016					
	Less than 12 Months		12 Months or Longer		Total	
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses
Obligations of U.S. Government agencies	\$ 6,601,451	\$ (49,599)	\$ -	\$ -	\$ 6,601,451	\$ (49,599)
Mortgage-backed securities	2,351,211	(18,178)	456,118	(4,282)	2,807,329	(22,460)
Government guaranteed loan pools	1,179,130	(3,578)	869,446	(29,609)	2,048,576	(33,187)
Total	<u>\$ 10,131,792</u>	<u>\$ (71,355)</u>	<u>\$ 1,325,564</u>	<u>\$ (33,891)</u>	<u>\$ 11,457,356</u>	<u>\$ (105,246)</u>

	Securities in Unrealized Loss Positions as of December 31, 2015					
	Less than 12 Months		12 Months or Longer		Total	
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses
Obligations of U.S. Government agencies	\$ 5,261,872	\$ (14,559)	\$ 236,772	\$ (13,228)	\$ 5,498,644	\$ (27,787)
Mortgage-backed securities	241,535	(4,307)	569,884	(6,341)	811,419	(10,648)
Government guaranteed loan pools	1,483,997	(7,735)	451,025	(4,069)	1,935,022	(11,804)
Total	<u>\$ 6,987,404</u>	<u>\$ (26,601)</u>	<u>\$ 1,257,681</u>	<u>\$ (23,638)</u>	<u>\$ 8,245,085</u>	<u>\$ (50,239)</u>

The unrealized losses on investment securities were caused by interest rate increases subsequent to the purchase of the securities and are considered temporarily impaired. It is expected that the securities will not be settled at a price less than the amortized cost of the investment. Because the decline in fair value is attributable to changes in interest rates and not credit quality, and because the Bank has the ability and intent to hold these investments until a market price recovery or to maturity, the unrealized losses on these investments are not considered other-than-temporarily impaired.

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**3. Investment Securities, Continued:**

The amortized cost and estimated fair value of investment securities at December 31, 2016 by contractual maturity are shown below. Expected maturities will differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

	Available-for-Sale		Held-to-Maturity	
	Amortized Cost	Estimated Fair Value	Amortized Cost	Estimated Fair Value
Due in one year or less	\$ 3,924,874	\$ 3,924,904	\$ 468,439	\$ 468,439
Due after one year through five years	7,518,401	7,506,938	2,063,711	2,063,711
Due after five years	4,608,325	4,651,306	803,625	803,625
Mortgage-backed securities	2,873,813	2,851,568	-	-
	<b>\$ 18,925,413</b>	<b>\$ 18,934,716</b>	<b>\$ 3,335,775</b>	<b>\$ 3,335,775</b>

There were no sales of securities in 2016 or 2015.

At December 31, 2016, investment securities with amortized costs of \$17,987,380 and estimated fair values of \$18,018,542 were pledged for public deposits (\$15,722,295 and \$15,933,361 at December 31, 2015, respectively).

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**4. Loans:**

Major classifications of loans by type of collateral at December 31 are as follows:

	<u>2016</u>	<u>2015</u>
Farmland Loans	\$ 91,647,560	\$ 81,267,445
Commercial real estate loans	64,893,996	66,148,522
Agriculture loans	56,822,093	47,905,037
Government guaranteed loans	18,833,130	21,158,781
Commercial loans	34,212,958	33,180,024
Real estate loans	27,323,556	26,360,350
Municipal loans	9,413,833	8,482,887
Consumer loans	3,622,211	3,456,266
	<u>306,769,337</u>	<u>287,959,312</u>
Deferred loan origination fees	(650,176)	(571,506)
Purchased loans discount	(399,888)	(650,192)
	<u>305,719,273</u>	<u>286,737,614</u>
Allowance for loan losses	(3,465,059)	(3,208,852)
	<u>\$ 302,254,214</u>	<u>\$ 283,528,762</u>

The loan portfolio at December 31, 2016 and 2015 includes \$239,504,941 and \$228,305,044, respectively, of loans which have a variable rate of interest. The December 31, 2016 amount includes \$202,525,426 of loans with interest rates at their contractual floors.

Loans serviced for others are not included in the accompanying consolidated balance sheets. There were no loans being serviced for others at December 31, 2016. The unpaid principal balance of loans serviced for others at December 31, 2015 was \$3,973,826.

The total loans outstanding on December 31 which were on a nonaccrual basis, contractually past due 90 days or more as to interest or principal payments are as follows:

	<u>Recorded Investment Nonaccrual Loans</u>	<u>Unpaid Principal Nonaccrual Loans</u>	<u>Loans Past Due 90 Days or More and Still Accruing</u>
<b>2016</b>			
Farmland	\$ 3,275,016	\$ 3,275,016	\$ 865,743
Commercial real estate	2,361,847	3,764,354	-
Agriculture	1,899,254	3,906,809	-
Commercial	284,239	284,239	-
Real estate	87,685	87,685	-
	<u>\$ 7,908,041</u>	<u>\$11,318,103</u>	<u>\$ 865,743</u>
<b>2015</b>			
Farmland	\$ 3,275,016	\$ 3,275,016	\$ -
Commercial real estate	2,344,966	2,445,467	-
Agriculture	979,770	2,441,701	-
Commercial	404,429	507,825	-
Real estate	609,508	855,483	-
	<u>\$ 7,613,689</u>	<u>\$ 9,525,492</u>	<u>\$ -</u>

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**4. Loans, Continued:**

The following is an analysis of impaired loans as of December 31:

	<b>Impaired Loans</b>				
	<b>With a Related Allowance</b>	<b>Without a Related Allowance</b>	<b>Total Recorded Investment</b>	<b>Unpaid Principal Balance</b>	<b>Related Allowance</b>
2016					
Farmland	\$ -	\$3,275,016	\$ 3,275,016	\$ 3,482,699	\$ -
Commercial real estate	-	2,416,893	2,416,893	3,819,400	-
Agriculture	-	1,895,555	1,895,555	3,903,109	-
Commercial	-	284,239	284,239	284,239	-
Real estate	-	285,986	285,986	288,562	-
	<u>\$ -</u>	<u>\$8,157,689</u>	<u>\$ 8,157,689</u>	<u>\$11,778,009</u>	<u>\$ -</u>

	<b>Impaired Loans</b>				
	<b>With a Related Allowance</b>	<b>Without a Related Allowance</b>	<b>Total Recorded Investment</b>	<b>Unpaid Principal Balance</b>	<b>Related Allowance</b>
2015					
Farmland	\$3,275,016	\$ -	\$ 3,275,016	\$ 3,482,699	\$ 496,104
Commercial real estate	-	2,404,941	2,404,941	2,757,254	-
Agriculture	-	979,770	979,770	2,441,701	-
Commercial	-	404,429	404,429	1,058,080	-
Real estate	-	791,691	791,691	1,037,667	-
	<u>\$3,275,016</u>	<u>\$4,580,831</u>	<u>\$ 7,855,847</u>	<u>\$10,777,401</u>	<u>\$ 496,104</u>

The average recorded investment in impaired loans was approximately \$9,163,216 and \$9,045,000 in 2016 and 2015, respectively. Interest income recognized on impaired loans totaled \$55,114 and \$49,331 in 2016 and 2015, respectively. Interest income which would have been realized on non-accrual loans if they had remained current and still accruing was \$722,935 and \$636,538 in 2016 and 2015, respectively.

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**4. Loans, Continued:**

There were no loans accounted for as Trouble Debt Restructurings (TDR) that occurred during the years ended December 31, 2016 and 2015.

None of the loans accounted for as TDR from previous years were in default as of December 31, 2016. At December 31, 2016 the Bank had no unfunded commitments on TDR loans. There were no unfunded commitments on TDR loans at December 31, 2015. Loans are accounted for as TDR when significant concessions have been granted that would not have otherwise been considered except for the borrower's financial difficulties. Concessions may include extended repayment terms such as interest only payments or lengthened maturities, or interest rate modifications and are granted to improve the likelihood that the borrower will be able to repay the obligation. TDR loans are included in impaired loans and the methodology for evaluating credit losses and accrual status is the same as for other impaired loans.

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**5. Allowance for Loan Losses:**

The Bank maintains an allowance for loan losses (“ALLL”) to absorb losses resulting from the inherent risks of lending. The balance of the ALLL is reviewed at least quarterly to assess the adequacy relative to probable estimated losses within the loan portfolio. The methodology is consistent with the Contingencies and Receivables topics of the FASB ASC and did not significantly change during 2016 or 2015. The ALLL includes a general allowance based on quantitative and qualitative factors on non-impaired loans plus specific reserves on impaired loans established to account for credit attributes of the individual relationships. Credit risk is managed through established policies and procedures including lending limits, diversification, approval requirements, and an ongoing comprehensive review process. The review process includes assigning a numerical risk rating to a loan when originated, and then modifying that risk rating as circumstances dictate.

These Loan risk ratings are assigned as follows:

A rating of 1-2 indicates low apparent credit risk.

A rating of 3-4 indicates average to above average potential credit risk.

A rating of 5-6 indicates weaknesses and factors displaying potential credit risk that requires a higher level of management attention.

A rating of 7 indicates a probable loss but the amount is not specifically determined.

A rating of 8 indicates specific loss has been identified and charge-off is imminent.

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**5. Allowance for Loan Losses, Continued:**

A detailed analysis of the ALLL by major portfolio segment as of December 31:

		Allowance for Loan Losses						
	Weighted Average Risk Rating	Recorded Investment in Loans	Beginning Balance	Net (Charge-off) Recovery	Provision	Ending Balance	Specific Reserve	General Allocation
Farmland	3.04	\$ 91,354,937	\$ 676,995	\$ 199,990	\$ (90,000)	\$ 786,985	\$ -	\$ 786,985
Commercial real estate	2.75	64,434,667	1,623,266	5,690	-	1,628,956	-	1,628,956
Agriculture	3.21	56,801,484	410,611	(544,510)	600,000	466,101	-	466,101
Government guaranteed	2.16	18,833,130	3,394	(10,288)	-	(6,894)	-	(6,894)
Commercial	2.76	34,122,701	268,969	610	-	269,579	-	269,579
Real estate	3.05	27,230,833	110,532	255,046	(160,000)	205,578	-	205,578
Municipal	2.05	9,323,491	45,810	-	-	45,810	-	45,810
Consumer	3.32	3,618,030	69,275	(331)	-	68,944	-	68,944
Total	3.03	<u>\$ 305,719,273</u>	<u>\$3,208,852</u>	<u>\$ (93,793)</u>	<u>\$ 350,000</u>	<u>\$3,465,059</u>	<u>\$ -</u>	<u>\$3,465,059</u>

		Allowance for Loan Losses						
	Weighted Average Risk Rating	Recorded Investment in Loans	Beginning Balance	Net (Charge- off) Recovery	Provision	Ending Balance	Specific Reserve	General Allocation
Farmland	3.03	\$ 80,974,671	\$ 537,544	\$ 14,451	\$ 125,000	\$ 676,995	\$ 496,104	\$ 180,891
Commercial real estate	2.73	65,563,140	1,290,033	3,233	330,000	1,623,266	-	1,623,266
Agriculture	3.02	47,887,848	1,695,276	(1,454,665)	170,000	410,611	-	410,611
Government guaranteed	2.23	21,158,781	1,280	(8,886)	11,000	3,394	-	3,394
Commercial	2.68	33,070,948	232,006	4,463	32,500	268,969	-	268,969
Real estate	3.09	26,253,702	87,612	(2,080)	25,000	110,532	-	110,532
Municipal	2.67	8,380,440	32,810	-	13,000	45,810	-	45,810
Consumer	3.39	3,448,084	56,843	(5,068)	17,500	69,275	-	69,275
Total	3.03	<u>\$ 286,737,614</u>	<u>\$3,933,404</u>	<u>\$(1,448,552)</u>	<u>\$ 724,000</u>	<u>\$3,208,852</u>	<u>\$ 496,104</u>	<u>\$2,712,748</u>

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**6. Property and Equipment:**

Property and Equipment at December 31 consists of the following:

	<u>2016</u>	<u>2015</u>
Land	<b>\$ 865,464</b>	\$ 865,464
Buildings and improvements	<b>10,341,758</b>	9,830,940
Furniture and equipment	<b>4,920,599</b>	4,923,505
	<b>16,127,821</b>	15,619,909
Accumulated depreciation	<b>(6,929,028)</b>	(6,454,183)
	<b><u>\$ 9,198,793</u></b>	<b><u>\$ 9,165,726</u></b>

Depreciation expense of \$611,905 and \$651,369 was recognized in the years ending December 31, 2016 and 2015, respectively.

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**8. Other Assets:**

	<b>2016</b>	<b>2015</b>
Prepaid expenses	<b>\$ 411,671</b>	\$ 540,992
Investment in unconsolidated subsidiaries (Trusts) (Note 11)	<b>217,000</b>	217,000
Other equity securities	<b>190,425</b>	190,425
Capital issuance costs, net of \$239,008 and \$217,800 amortization in 2016 and 2015, respectively	-	21,207
Other items, net	<b>269,177</b>	65,206
	<b>\$ 1,088,273</b>	<b>\$ 1,034,830</b>

**9. Deposits:**

The scheduled maturities of time deposits at December 31 are as follows:

	<b>2016</b>	<b>2015</b>
Less than one year	<b>\$ 33,837,216</b>	\$ 35,667,834
One to three years	<b>8,915,852</b>	10,351,659
Over three years	<b>3,168,026</b>	3,733,766
	<b>\$ 45,921,094</b>	<b>\$ 49,753,259</b>

**10. Borrowings:**

At December 31, 2016, the Bank has unused credit available totaling approximately \$52,000,000 from the Federal Home Loan Bank of Des Moines, \$20,000,000 of federal funds lines with correspondent banks and \$5,685,000 with the Federal Reserve Bank of San Francisco. There were no balances outstanding on these credit lines at December 31, 2016 or December 31, 2015.

The Federal Home Loan Bank line of credit, when borrowed against, is secured by certain investment securities and real estate loans. The Federal Reserve Bank line of credit is secured by pledged real estate and agricultural loans.

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**11. Subordinated Debentures:**

As of December 31, 2016, Bancorp had two wholly-owned trusts (“Trusts”) that were formed to issue trust preferred securities and related common securities. The Trusts issued Capital Securities (“Trust Preferred Securities”) and invested the proceeds in a like amount of Junior Subordinated Debentures (“Debentures”) of BEO Bancorp. Interest distributions on the Trust Preferred Securities are payable quarterly and are deferrable, at Bancorp’s option, for up to five years. The Debentures bear the same terms and interest rates as the related Trust Preferred Securities. The Debentures are the sole assets of the Trusts. Bancorp has unconditionally guaranteed all of the obligations of the Trusts.

The Trust Preferred Securities are mandatorily redeemable, in whole or in part, upon repayment of the underlying Debentures at their stated maturities or their earlier redemption. The Debentures are redeemable prior to maturity at Bancorp’s option.

In accordance with provisions of ASC 810 the Trusts have not been consolidated in these financial statements. The \$7,217,000 of Debentures issued to the Trusts as of December 31, 2016 is reflected as subordinated debentures in the consolidated balance sheets. The common stock issued by the Trusts is recorded in other assets (Note 8).

In February 2015 Bancorp issued a total of \$1,850,000 in 4% 5-year Callable Subordinated Notes (“Notes”) in a private offering to fund a portion of the cash consideration of the purchase of Bank Reale. Interest is payable quarterly. Prepayment of the Notes, in whole or in part, may be made at the election of Bancorp at any time after the first anniversary date.

A summary of the terms of all outstanding subordinated debentures at December 31, 2016 is as follows:

	BEO Trust I	BEO Trust II	Callable Subordinated Notes
Amount outstanding	\$4,124,000	\$3,093,000	\$1,850,000
Date of original issue	December 17, 2003	March 17, 2005	February 20, 2015
Stated maturity	December 17, 2033	March 17, 2035	January 31, 2020
Interest rate	LIBOR plus 2.85% (3.84% at 12/31/2016)	LIBOR plus 1.90% (2.89% at 12/31/2016)	4%

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**12. Interest Expense:**

Interest expense for the years ended December 31 is comprised of the following:

	<u>2016</u>	<u>2015</u>
Savings and interest-bearing demand	\$ 382,896	\$ 327,691
Time deposits in excess of \$100,000	139,051	191,355
Other time deposits	<u>208,260</u>	<u>218,689</u>
Interest expense on deposits	<b>730,207</b>	737,735
Subordinated debentures (Note 11)	<b>443,687</b>	430,189
Short-term borrowings	<u>268</u>	<u>3,294</u>
Total interest expense	<u><b>\$ 1,174,162</b></u>	<u><b>\$ 1,171,218</b></u>

**13. Benefit Plans:**

The Bank has a defined contribution 401(k) plan and employee stock ownership plan (ESOP) that covers substantially all employees. Employer contributions are determined annually by the Board of Directors. The ESOP may use employer contributions to purchase Bancorp stock. Shares of Bancorp stock are then credited to plan participants based on annual compensation. All investments of the ESOP are held in trust for the exclusive benefit of participating employees.

Compensation for plan participants is the total eligible wages paid to participants by the Bank for each calendar year, excluding fringe benefits. Dividends on allocated ESOP shares are recorded as a reduction of retained earnings.

Employer contributions charged to expense were \$373,338 and \$340,551 in 2016 and 2015, respectively. During 2016 and 2015 the plan purchased 9,166 and 7,693 shares of BEO Bancorp stock at a cumulative purchase price of \$219,665 and \$181,993, respectively. At December 31, 2016 the plan held 101,685 Bancorp shares, all of which were allocated to participants.

The Bank is beneficiary of bank-owned life insurance (BOLI) to support life insurance and salary continuation benefits for certain key employees. At December 31, 2016 and 2015, the Bank recorded a salary continuation benefit obligation included in other liabilities of \$1,164,514 and \$1,054,672, respectively. During 2016 and 2015, \$72,471 and \$72,471 was paid in benefits and the amount of expense charged to income was \$182,313 and \$177,332, respectively.

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**14. Income Taxes:**

The provision for income taxes for the years ended December 31 consists of the following:

	<u>2016</u>	<u>2015</u>
Current tax expense:		
Federal	<b>\$ 1,481,000</b>	\$ 1,027,000
State	<b>300,000</b>	157,000
	<u><b>1,781,000</b></u>	<u>1,184,000</u>
Deferred tax expense (benefit):		
Federal	<b>(219,000)</b>	187,000
State	<b>(50,000)</b>	43,000
	<u><b>(269,000)</b></u>	<u>230,000</u>
	<u><b>\$ 1,512,000</b></u>	<u>\$ 1,414,000</u>

The provision for income taxes results in effective tax rates less than the federal income tax statutory rate. The reasons for the differences are as follows:

	<u>2016</u>	<u>2015</u>
Tax on income at federal statutory rate (34%)	<b>\$ 1,666,313</b>	\$ 1,506,384
State income tax, net of federal benefit	<b>195,248</b>	118,927
Nontaxable interest income, net of allocable interest expense	<b>(195,908)</b>	(170,307)
Other, net	<b>(153,653)</b>	(41,004)
	<u><b>\$ 1,512,000</b></u>	<u>\$ 1,414,000</u>

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**14. Income Taxes, Continued:**

The provision for deferred income taxes results from timing differences in the recognition of transactions for financial statement and tax purposes. The nature and tax effects of these differences for the years ended December 31 are as follows:

	<u>2016</u>	<u>2015</u>
Deferred compensation not deducted for tax purposes	\$ (45,957)	\$ (43,846)
Loan origination costs	15,487	(2,839)
Loan loss deduction for tax purposes more (less) than provision for financial reporting purposes	(146,436)	94,590
Depreciation and amortization	(28,806)	100,315
Other, net	(63,288)	81,780
	<u>\$ (269,000)</u>	<u>\$ 230,000</u>

The components of deferred tax assets and liabilities at December 31 are as follows:

	<u>2016</u>	<u>2015</u>
Assets:		
Allowance for loan losses	\$ 810,213	\$ 663,368
Deferred compensation	446,389	400,286
Purchased NOL carryforward	588,635	619,616
Unrealized loss on cash flow hedge instrument	145,918	172,797
Total deferred tax assets	<u>1,991,155</u>	<u>1,856,067</u>
Liabilities:		
Unrealized gain on investment securities available-for-sale	3,163	53,505
Loan origination costs	141,989	126,424
Excess tax over book depreciation, amortization and impairment charges	506,547	326,397
Prepaid expenses	106,328	139,026
Federal Home Loan Bank stock dividends	33,443	33,422
Foreclosed assets basis difference	(15,069)	-
Total deferred tax liabilities	<u>776,401</u>	<u>678,774</u>
Net deferred tax assets	<u>\$ 1,214,754</u>	<u>\$ 1,177,293</u>

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**15. Financial Instruments with Off-Balance-Sheet Risk:**

In order to meet the financing needs of its customers, the Bank commits to extensions of credit and issues standby letters of credit. The Bank's exposure to credit loss in the event of nonperformance by the other party to the financial instrument for commitments to extend credit and standby letters of credit is represented by the contractual notional amount of those instruments. The Bank uses the same credit policies in making commitments and conditional obligations as it does for on-balance-sheet instruments.

Commitments to extend credit are agreements to lend to a customer as long as there is no violation of any conditions established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. Since some of the commitments are expected to expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements.

Standby letters of credit written are conditional commitments issued by the Bank to guarantee the performance of a customer to a third party. The credit risk involved in issuing letters of credit is essentially the same as that involved in extending loan facilities to customers.

Financial instruments with off-balance-sheet risk at December 31 are as follows:

	<u>2016</u>	<u>2015</u>
Commitments to extend credit	<b>\$ 65,361,783</b>	\$ 57,417,141
Standby letters of credit and financial guarantees written	<b>1,129,217</b>	1,658,859

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**16. Loans to Related Parties:**

The Bank has granted loans to officers and directors. Such loans are made on substantially the same terms, including interest rates and collateral, as those prevailing at the time for comparable transactions with unrelated parties. Activity with respect to these loans during the year ended December 31 was as follows:

	<b>2016</b>	<b>2015</b>
Balance, January 1	<b>\$ 1,077,885</b>	\$ 1,208,276
Net additions or renewals	<b>1,073,657</b>	746,983
Amounts collected or renewed	<b><u>(635,547)</u></b>	<u>(877,374)</u>
Balance, December 31	<b><u>\$ 1,515,995</u></b>	<b><u>\$ 1,077,885</u></b>

In addition, there were \$784,686 and \$948,488 in commitments to extend credit to directors and officers at December 31, 2016 and 2015, respectively, which are included as part of commitments in Note 15.

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**17. Fair Value Disclosures of Financial Instruments:**

The following disclosures are made in accordance with provisions of ASC 825. The use of different assumptions and estimation methods could have a significant effect on fair value amounts. Accordingly, the estimates of fair value herein are not necessarily indicative of the amounts that might be realized in a current market exchange.

The estimated fair values of the financial instruments at December 31 are as follows:

	2016		2015	
	Carrying Amount	Fair Value	Carrying Amount	Fair Value
Financial assets:				
Cash and cash equivalents	<b>\$ 36,601,995</b>	<b>\$36,601,995</b>	\$31,219,693	\$ 31,219,693
Investment securities	<b>22,270,491</b>	<b>22,270,491</b>	21,939,117	21,939,117
Loans, net of allowance for loan losses	<b>302,254,214</b>	<b>309,853,381</b>	283,528,762	294,703,182
Interest receivable	<b>3,314,780</b>	<b>3,314,780</b>	3,062,623	3,062,623
Federal Home Loan Bank stock	<b>428,900</b>	<b>428,900</b>	390,800	390,800
Financial liabilities:				
Deposits	<b>340,052,857</b>	<b>340,297,037</b>	317,659,789	318,017,959
Cash flow hedge	<b>364,795</b>	<b>364,795</b>	431,993	431,993
Trust Preferred Securities	<b>7,217,000</b>	<b>6,289,601</b>	7,217,000	6,249,598
Other subordinated debentures	<b>1,850,000</b>	<b>1,850,000</b>	1,850,000	1,850,000
Accrued interest payable	<b>91,137</b>	<b>91,137</b>	91,427	91,427

Cash and Cash Equivalents – The fair value approximates carrying amount.

Investment securities – Fair value is based on quoted market prices. If a quoted market price is not available, fair value is estimated using quoted market prices from similar securities.

Loans – Fair value of fixed-rate loans is estimated by discounting the future cash flows using the current rates at which similar loans would be made to borrowers with similar credit ratings and for the same remaining maturities. Variable rate loans not at contractual floors have carrying amounts that are a reasonable estimate of fair value. Impaired loans' fair values are estimated primarily at collateral values and consider credit risk.

Deposits – Fair value of demand, interest-bearing demand and savings deposits is the amount payable on demand at the reporting date. Fair value of time deposits is estimated using the interest rates currently offered for the deposits of similar remaining maturities. The estimated fair values of deposits do not take into account the benefit that results from low-cost funding such deposits provide.

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**17. Fair Value Disclosures of Financial Instruments, Continued:**

Subordinated debentures – The fair value is estimated by discounting future cash flow at rates currently available for debt with similar terms and maturities.

Off-Balance-Sheet Financial Instruments – The carrying amount and fair value are based on fees charged for similar commitments and are not material.

The following table presents the Company’s fair value hierarchy for those assets and liabilities measured at fair value:

	<u>Fair Value Measurements Using</u>				Total Period Losses Included in Earnings
	Total	Quoted Prices in Active Markets for Identical Assets (Level I)	Significant Other Observable Inputs (Level II)	Significant Unobservable Inputs (Level III)	
<b>December 31, 2016</b>					
Recurring items, assets (liabilities):					
Cash flow hedge instrument	\$ (364,795)	\$ -	\$ (364,795)	\$ -	
Investment securities available for sale	18,934,716	-	18,934,716	-	
Total items measured at fair value on a recurring basis	<u>\$ 18,569,921</u>	<u>\$ -</u>	<u>\$ 18,569,921</u>	<u>\$ -</u>	
Non-recurring items:					
Impaired loans net of reserves	\$ 8,164,505	\$ -	\$ -	\$ 8,164,505	\$ 350,000
Foreclosed assets	1,023,233	-	-	1,023,233	36,017
Total items measured at fair value on a non-recurring basis	<u>\$ 9,187,738</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 9,187,738</u>	
<b>December 31, 2015</b>					
Recurring items, assets (liabilities):					
Cash flow hedge instrument	\$ (431,993)	\$ -	\$ (431,993)	\$ -	
Investment securities available for sale	18,137,046	-	18,137,046	-	
Total items measured at fair value on a recurring basis	<u>\$ 17,705,053</u>	<u>\$ -</u>	<u>\$ 17,705,053</u>	<u>\$ -</u>	
Non-recurring items:					
Impaired loans net of reserves	\$ 7,093,846	\$ -	\$ -	\$ 7,093,846	\$ 8,441
Foreclosed assets	1,059,250	-	-	1,059,250	-
Total assets measured at fair value on a non-recurring basis	<u>\$ 8,153,096</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 8,153,096</u>	

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**17. Fair Value Disclosures of Financial Instruments, Continued**

The fair value represents management’s best estimates based on a range of methodologies and assumptions. For loans with doubt as to collectability and foreclosed assets expected cash flows are discounted using an appropriate rate considering the time of collection, credit risk, and the discount for the uncertainty of the flows. The value of collateral is also considered.

A roll-forward of the assets measured at Fair Value Using Unobservable Inputs (Level III) is as follows:

<b>Fair Value Measurement Using Unobservable Inputs (Level III)</b>			
	<b>Impaired loans net of reserves</b>	<b>Foreclosed assets</b>	<b>Total</b>
Beginning balance 12/31/15	\$ 7,093,846	\$ 1,059,250	\$ 8,153,096
Net unrealized losses	(350,000)	(36,017)	(386,017)
Net realized gains (losses)	-	-	-
Additions, collections and deletions, net	1,420,659	-	1,420,659
Transfers between Level III at fair value	-	-	-
Sales	-	-	-
Ending balance 12/31/16	<u>\$ 8,164,505</u>	<u>\$ 1,023,233</u>	<u>\$ 9,187,738</u>

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**18. Regulatory Matters:**

Bancorp and the Bank are subject to the regulations of certain federal and state agencies and receive periodic examinations by those regulatory authorities. In addition, the Bank is subject to various regulatory capital requirements administered by the Federal Deposit Insurance Corporation (“FDIC”). Failure to meet minimum capital requirements can initiate certain mandatory – and possibly additional discretionary – actions by regulators that, if undertaken, could have a direct material effect on the financial statements. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, banks must meet specific capital guidelines that involve quantitative measures of assets, liabilities, and certain off-balance-sheet items as calculated under regulatory accounting practices. The Bank’s capital amounts and classification are also subject to qualitative judgments by the regulators about components, risk weightings and other factors. As a Small Bank Holding Company, Bancorp’s capital adequacy is measured through the Bank.

Quantitative measures established by regulation to ensure capital adequacy require the Bank to maintain minimum amounts and ratios (set forth in the following table) of Common Equity, Tier I and Total capital to risk-weighted assets, and of Tier I capital to leverage assets, all as defined in the regulations. Management believes, as of December 31, 2016, the Bank met all capital adequacy requirements to which it is subject.

As of December 31, 2016, the most recent notification from the FDIC categorized the Bank as well capitalized. There are no conditions or events subsequent to that notification that management believes have changed the institution’s category.

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**18. Regulatory Matters, Continued:**

The Bank's actual capital amounts (in thousands) and ratios are presented in the following tables.

	Actual		For Capital Adequacy Purposes		To be Well Capitalized Under Prompt Corrective Action Provisions	
	Amount	Ratio	Amount	Ratio	Amount	Ratio
As of December 31, 2016:						
Common tier 1 to risk-weighted assets						
Bank of Eastern Oregon	\$ 37,898	11.45%	14,888	4.5%	21,505	6.5%
Tier1 capital to risk-weighted assets						
Bank of Eastern Oregon	37,898	11.45%	19,851	6.0%	26,468	8.0%
Total capital to risk-weighted assets						
Bank of Eastern Oregon	41,388	12.51%	26,468	8.0%	33,085	10.0%
Tier I leverage ratio						
Bank of Eastern Oregon	37,898	9.92%	15,274	4.0%	19,093	5.0%

	Actual		For Capital Adequacy Purposes		To be Well Capitalized Under Prompt Corrective Action Provisions	
	Amount	Ratio	Amount	Ratio	Amount	Ratio
As of December 31, 2015:						
Common tier 1 to risk-weighted assets						
Bank of Eastern Oregon	35,725	11.92%	13,695	4.5%	19,781	6.5%
Tier1 capital to risk-weighted assets						
Bank of Eastern Oregon	35,725	11.92%	18,259	6.0%	24,346	8.0%
Total capital to risk-weighted assets						
Bank of Eastern Oregon	38,959	13.00%	24,346	8.0%	30,432	10.0%
Tier I leverage ratio						
Bank of Eastern Oregon	35,725	10.11%	14,131	4.0%	17,664	5.0%

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**19. Parent Company Financial Information:**

Financial information for BEO Bancorp is presented below:

BALANCE SHEETS

	December 31	
	2016	2015
Assets:		
Cash, deposited with the Bank	\$ 187,822	\$ 513,877
Investments in:		
Bank subsidiary	38,647,777	36,473,289
Nonbank subsidiaries (Trusts)	217,000	217,000
Other assets, net of amortization	145,919	194,004
	<b>\$ 39,198,518</b>	<b>\$ 37,398,170</b>
Liabilities and stockholders' equity:		
Liabilities:		
Accrued interest payable	\$ 25,603	\$ 25,579
Other Accrued Liabilities	-	22,300
Unrealized loss on cash flow hedge instrument	364,795	431,993
Subordinated debt	9,067,000	9,067,000
Total liabilities	<b>9,457,398</b>	<b>9,546,872</b>
Stockholders' equity:		
Common stock	3,066,170	3,066,453
Surplus	4,209,474	4,209,520
Retained earnings and accumulated other comprehensive income	23,231,464	20,795,035
Treasury stock at cost (31,675 shares)	(765,988)	(219,710)
Total stockholders' equity	<b>29,741,120</b>	<b>27,851,298</b>
Total liabilities and stockholders' equity	<b>\$ 39,198,518</b>	<b>\$ 37,398,170</b>

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**19. Parent Company Financial Information, Continued:**

STATEMENTS OF INCOME

	<b>Year Ended December 31</b>	
	<b>2016</b>	<b>2015</b>
Cash dividends from Bank	<b>\$ 1,430,064</b>	\$ 852,832
Less:		
Interest expense	<b>(443,545)</b>	(429,613)
Professional fees and administrative expenses	<b>(88,603)</b>	(263,687)
Amortization of capital issuance costs	<b>(21,207)</b>	(47,801)
Income (loss) before equity in undistributed earnings of the Bank	<b>876,709</b>	111,731
Equity in undistributed earnings of Bank	<b>2,272,212</b>	2,644,803
Credit for income taxes	<b>240,000</b>	260,000
Net income	<b><u>\$ 3,388,921</u></b>	<b><u>\$ 3,016,534</u></b>

STATEMENTS OF CASH FLOWS

	<b>Year Ended December 31</b>	
	<b>2016</b>	<b>2015</b>
Operating activities:		
Net income	<b>\$ 3,388,921</b>	\$ 3,016,534
Adjustments to reconcile net income to net cash provided by operating activities:		
Undistributed earnings of the Bank	<b>(2,272,212)</b>	(2,644,803)
Amortization of capital issuance costs	<b>21,207</b>	47,801
Change in other assets and liabilities	<b>(22,300)</b>	818
Net cash provided by operating activities	<b><u>1,115,616</u></b>	<u>420,350</u>
Investing activities:		
Investment in subsidiaries	<u>-</u>	<u>(3,400,010)</u>
Financing activities:		
Issuance (Retirement) of subordinated debt	-	1,850,000
Issuance of Common Stock	-	1,459,686
Adjustment to acquisition value	<b>(329)</b>	-
Repurchase of common stock	<b>(546,278)</b>	(640,530)
Dividends paid	<b>(895,064)</b>	(852,832)
Net cash provided (used) by financing activities	<b><u>(1,441,671)</u></b>	<u>1,816,324</u>
Net increase (decrease) in cash	<b>(326,055)</b>	(1,163,336)
Cash, beginning of year	<b>513,877</b>	1,677,213
Cash, end of year	<b><u>\$ 187,822</u></b>	<b><u>\$ 513,877</u></b>

**BEO Bancorp and Subsidiary**  
**Notes to Consolidated Financial Statements, Continued**

**20. Acquisition:**

On February 28, 2015 Bancorp acquired 100% of the voting stock of Bank Reale of Pasco, Washington. Consideration for the transaction was \$1,930,162 cash and 57,027 shares of Bancorp common stock. Neither Bank Reale nor Bancorp shares were or are actively traded publicly or listed on an exchange, therefore a definitive fair market value of the consideration is not readily determinable. The acquisition allows the Bank of Eastern Oregon entry into the eastern Washington market and upon acquisition the Pasco location became a branch of Bank of Eastern Oregon doing business as Bank of Eastern Washington.

Recognized amounts of identifiable assets acquired and liabilities assumed:

Cash and due from banks	\$ 8,204,575
Loans	26,613,824
Property and improvements	1,746,414
Deferred taxes	650,597
Other assets	493,403
Deposits	(34,193,845)
Other Liabilities	<u>(114,958)</u>
Total identifiable net assets	<u>\$ 3,400,010</u>

The fair value of net assets acquired includes fair value adjustments to loans that were not considered impaired as of the acquisition date. Management believes that substantially all contractual cash flows related to these financial instruments will be collected. Loans acquired that were not subject to the guidance relating to purchased credit impaired loans on the date of acquisition had a fair value of \$26,182,087 and a gross contractual balance of \$27,136,716.

The amounts of net interest income and earnings included in Bancorp's consolidated income statement for the year ended December 31, 2015 are shown in the following table. The pro forma financial information is not necessarily indicative of actual results that would have occurred had the acquisition been effective on the assumed date.

	<u>Net Interest Income</u>	<u>Net Income</u>
Actual amounts included in consolidated earnings from 3/1/2015 to 12/31/2015	\$ 1,947,090	\$ 986,806

Acquisition costs of \$199,115 were recognized in 2015, and are included in other expenses.