CAPITAL CITY BANK GROUP INC Form 10-Q November 02, 2018

#### **UNITED STATES**

#### SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

# **FORM 10-Q**

| [x] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934  |
|--|
| For the Quarterly Period Ended September 30, 2018  |
| OR   |
| [ ] 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: <u>0-13358</u>   |
|  |
| (Exact name of registrant as specified in its charter)                                       |

Florida 59-2273542

(State or other jurisdiction of incorporation or organization)

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

| 217 | North | Monroe | Street, | Talla | hassee, | Florida |
|-----|-------|--------|---------|-------|---------|---------|
|-----|-------|--------|---------|-------|---------|---------|

(Address of principal executive office)

**32301** (Zip Code)

#### (850) 402-7821

(Registrant's telephone number, including area code)

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 [X] 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 [X] No [ ]

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

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 pursuant to Section 13(a) of The Exchange Act. [ ]

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes [ ] No [X]

At October 31, 2018, 17,058,521 shares of the Registrant's Common Stock, \$.01 par value, were outstanding.

# CAPITAL CITY BANK GROUP, INC.

# **QUARTERLY REPORT ON FORM 10-Q**

# FOR THE PERIOD ENDED SEPTEMBER 30, 2018

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#### INTRODUCTORY NOTE

#### **Caution Concerning Forward-Looking Statements**

This Quarterly Report on Form 10-Q contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements include, among others, statements about our beliefs, plans, objectives, goals, expectations, estimates and intentions that are subject to significant risks and uncertainties and are subject to change based on various factors, many of which are beyond our control. The words "may," "could," "should," "would," "believe," "anticipate," "estimate," "expect," "intend," "plan," "target," "goal," and similar expressions are identify forward-looking statements.

All forward-looking statements, by their nature, are subject to risks and uncertainties. Our actual future results may differ materially from those set forth in our forward-looking statements.

Our ability to achieve our financial objectives could be adversely affected by the factors discussed in detail in Part I, Item 2. "Management's Discussion and Analysis of Financial Condition and Results of Operations" and Part II, Item 1A. "Risk Factors" in this Quarterly Report on Form 10-Q and the following sections of our Annual Report on Form 10-K for the year ended December 31, 2017 (the "2017 Form 10-K"): (a) "Introductory Note" in Part I, Item 1. "Business"; (b) "Risk Factors" in Part I, Item 1A, as updated in our subsequent quarterly reports filed on Form 10-Q; and (c) "Introduction" in "Management's Discussion and Analysis of Financial Condition and Results of Operations," in Part II, Item 7, as well as:

- our ability to successfully manage interest rate risk, liquidity risk, and other risks inherent to our industry;
- legislative or regulatory changes, the ability to repay and qualified mortgage standards;
- the effects of security breaches and computer viruses that may affect our computer systems or fraud related to debit card products;
- the accuracy of our financial statement estimates and assumptions, including the estimates used for our loan loss provision, deferred tax asset valuation and pension plan;
- the frequency and magnitude of foreclosure of our loans;
- the effects of our lack of a diversified loan portfolio, including the risks of geographic and industry concentrations;
- the strength of the United States economy in general and the strength of the local economies in which we conduct operations;
- our ability to declare and pay dividends, the payment of which is now subject to our compliance with heightened capital requirements;

- changes in the securities and real estate markets;
- changes in monetary and fiscal policies of the U.S. Government;
- inflation, interest rate, market and monetary fluctuations;
- the effects of harsh weather conditions, including hurricanes, and man-made disasters;
- our ability to comply with the extensive laws and regulations to which we are subject, including the laws for each jurisdiction where we operate;
- the willingness of clients to accept third-party products and services rather than our products and services and vice versa;
- increased competition and its effect on pricing;
- technological changes;
- negative publicity and the impact on our reputation;
- changes in consumer spending and saving habits;
- growth and profitability of our noninterest income;
- changes in accounting principles, policies, practices or guidelines;
- the limited trading activity of our common stock;
- the concentration of ownership of our common stock;
- anti-takeover provisions under federal and state law as well as our Articles of Incorporation and our Bylaws;
- other risks described from time to time in our filings with the Securities and Exchange Commission; and
- our ability to manage the risks involved in the foregoing.

However, other factors besides those listed in *Item 1A Risk Factors* or discussed in this Form 10-Q also could adversely affect our results, and you should not consider any such list of factors to be a complete set of all potential risks or uncertainties. Any forward-looking statements made by us or on our behalf speak only as of the date they are made. We do not undertake to update any forward-looking statement, except as required by applicable law.

# PART I. FINANCIAL INFORMATION Item 1.

# CAPITAL CITY BANK GROUP, INC. CONSOLIDATED STATEMENTS OF FINANCIAL CONDITION

|  | (Unaudited)<br>September 30, | December 31, |
|--|------------------------------|--------------|
| (Dollars in Thousands)   | 2018                         | 2017         |
| ASSETS Cash and Due From Banks   | \$ 48,423                    | \$ 58,419    |
| Federal Funds Sold and Interest Bearing Deposits   | 26,839                       | 227,023      |
| Total Cash and Cash Equivalents  | 75,262                       | 285,442      |
| Investment Securities, Available for Sale, at fair value   | 484,243                      | 480,911      |
| Investment Securities, Held to Maturity, at amortized cost (fair value of \$223,531 and \$215,007) | 227,923                      | 216,679      |
| Total Investment Securities  | 712,166                      | 697,590      |
| Loans Held For Sale  | 8,297                        | 4,817        |
| Loans, Net of Unearned Income  | 1,773,754                    | 1,653,492    |
| Allowance for Loan Losses  | (14,219)                     | (13,307)     |
| Loans, Net   | 1,759,535                    | 1,640,185    |
| Premises and Equipment, net  | 89,567                       | 91,698       |
| Goodwill   | 84,811                       | 84,811       |
| Other Real Estate Owned  | 2,720                        | 3,941        |
| Other Assets   | 86,832                       | 90,310       |
| Total Assets   | \$ 2,819,190                 | \$ 2,898,794 |
| LIABILITIES Deposits:  |                              |              |
| Noninterest Bearing Deposits   | \$ 934,146                   | \$ 874,583   |
| Interest Bearing Deposits  | 1,447,070                    | 1,595,294    |
| Total Deposits   | 2,381,216                    | 2,469,877    |
| Short-Term Borrowings  | 16,644                       | 7,480        |
| Subordinated Notes Payable   | 52,887                       | 52,887       |
| Other Long-Term Borrowings   | 12,456                       | 13,967       |
| Other Liabilities  | 57,971                       | 70,373       |
| Total Liabilities  | 2,521,174                    | 2,614,584    |
| SHAREOWNERS' EQUITY  |                              |              |
| Preferred Stock, \$.01 par value; 3,000,000 shares authorized; no shares issued and outstanding    | -                            | -            |
| Common Stock, \$.01 par value; 90,000,000 shares authorized; 17,058,521 a                          | and                          |              |
| 16,988,951 shares  | 171                          | 170          |

issued and outstanding at September 30, 2018 and December 31, 2017,

respectively

| Additional Paid-In Capital                       | 38,325       | 36,674       |
|--|--------------|--------------|
| Retained Earnings                                | 293,254      | 279,410      |
| Accumulated Other Comprehensive Loss, net of tax | (33,734)     | (32,044)     |
| Total Shareowners' Equity                        | 298,016      | 284,210      |
| Total Liabilities and Shareowners' Equity        | \$ 2,819,190 | \$ 2,898,794 |

# CAPITAL CITY BANK GROUP, INC. CONSOLIDATED STATEMENTS OF INCOME (Unaudited)

|  | Three Months Ended September 30, |        |    | Nine M | Ionths Ende | d Septer | nber 30, |        |
|--|----------------------------------|--------|----|--------|-------------|----------|----------|--------|
| (Dollars in Thousands, Except Per<br>Share Data) | 20                               | 18     | 20 | 017    | 20          | 018      | 20       | )17    |
| INTEREST INCOME                                  |                                  |        |    |        |             |          |          |        |
| Loans, including Fees                            | \$                               | 21,618 | \$ | 19,479 | \$          | 61,686   | \$       | 56,204 |
| Investment Securities:                           | т                                | ,      | ,  | ,      | *           | -,       | ,        | ,      |
| Taxable  |                                  | 3,290  |    | 2,150  |             | 8,757    |          | 5,832  |
| Tax Exempt                                       |                                  | 182    |    | 266    |             | 633      |          | 795    |
| Federal Funds Sold and Interest                  |                                  | 202    |    | 116    |             | 1.040    |          | 1 470  |
| Bearing Deposits                                 |                                  | 302    |    | 446    |             | 1,949    |          | 1,472  |
| Total Interest Income                            |                                  | 25,392 |    | 22,341 |             | 73,025   |          | 64,303 |
| INTEREST EXPENSE                                 |                                  |        |    |        |             |          |          |        |
| Deposits   |                                  | 1,068  |    | 530    |             | 2,931    |          | 1,199  |
| Short-Term Borrowings                            |                                  | 41     |    | 15     |             | 57       |          | 77     |
| Subordinated Notes Payable                       |                                  | 568    |    | 420    |             | 1,595    |          | 1,203  |
| Other Long-Term Borrowings                       |                                  | 92     |    | 115    |             | 286      |          | 331    |
| Total Interest Expense                           |                                  | 1,769  |    | 1,080  |             | 4,869    |          | 2,810  |
| NET INTEREST INCOME                              |                                  | 23,623 |    | 21,261 |             | 68,156   |          | 61,493 |
| Provision for Loan Losses                        |                                  | 904    |    | 490    |             | 2,464    |          | 1,389  |
| Net Interest Income After                        |                                  | 22,719 |    | 20,771 |             | 65,692   |          | 60,104 |
| Provision For Loan Losses                        |                                  | 22,719 |    | 20,771 |             | 03,092   |          | 00,104 |
| NONINTEREST INCOME                               |                                  |        |    |        |             |          |          |        |
| Deposit Fees                                     |                                  | 5,207  |    | 5,153  |             | 14,921   |          | 15,295 |
| Bank Card Fees                                   |                                  | 2,828  |    | 2,688  |             | 8,548    |          | 8,361  |
| Wealth Management Fees                           |                                  | 2,181  |    | 2,197  |             | 6,391    |          | 6,112  |
| Mortgage Banking Fees                            |                                  | 1,343  |    | 1,480  |             | 3,606    |          | 4,344  |
| Other  |                                  | 1,749  |    | 1,478  |             | 4,861    |          | 4,737  |
| Total Noninterest Income                         |                                  | 13,308 |    | 12,996 |             | 38,327   |          | 38,849 |
| NONINTEREST EXPENSE                              |                                  |        |    |        |             |          |          |        |
| Compensation                                     |                                  | 15,891 |    | 15,711 |             | 47,599   |          | 47,211 |
| Occupancy, net                                   |                                  | 4,645  |    | 4,501  |             | 13,699   |          | 13,437 |
| Other Real Estate Owned, net                     |                                  | 347    |    | (118)  |             | 1,221    |          | 780    |
| Other  |                                  | 7,816  |    | 6,613  |             | 22,479   |          | 21,122 |
| Total Noninterest Expense                        |                                  | 28,699 |    | 26,707 |             | 84,998   |          | 82,550 |
| INCOME BEFORE INCOME                             |                                  | 7,328  |    | 7,060  |             | 19,021   |          | 16,403 |
| TAXES  |                                  |        |    |        |             |          |          |        |
| Income Tax Expense                               |                                  | 1,338  |    | 2,505  |             | 1,255    |          | 5,543  |
| NET INCOME                                       | \$                               | 5,990  | \$ | 4,555  | \$          | 17,766   | \$       | 10,860 |

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| BASIC NET INCOME PER<br>SHARE<br>DILUTED NET INCOME PER<br>SHARE | \$<br>\$ | 0.35<br>0.35 | \$<br>\$ | 0.27<br>0.27 | \$<br>\$ | 1.04<br>1.04 | \$<br>\$ | 0.64<br>0.64 |
|--|----------|--------------|----------|--------------|----------|--------------|----------|--------------|
| Average Common Basic Shares Outstanding                          |          | 17,056       |          | 16,965       |          | 17,043       |          | 16,946       |
| Average Common Diluted Shares Outstanding                        |          | 17,125       |          | 17,044       |          | 17,102       |          | 17,009       |

# CAPITAL CITY BANK GROUP, INC. CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (Unaudited)

|  | Three N<br>End |          | Nine Months Ended |           |  |
|--|----------------|----------|-------------------|-----------|--|
|  | Septem         | ber 30,  | September 30,     |           |  |
| (Dollars in Thousands)   | 2018           | 2017     | 2018              | 2017      |  |
| NET INCOME   | \$ 5,990       | \$ 4,555 | \$ 17,766         | \$ 10,860 |  |
| Other comprehensive income, before tax:                              |                |          |                   |           |  |
| Change in net unrealized gain/loss on securities available for sale  | (553)          | (99)     | (2,306)           | 516       |  |
| Amortization of unrealized losses on securities transferred from     |                |          |                   |           |  |
| available for sale to held to maturity                               | 13             | 19       | 42                | 57        |  |
| Total Investment Securities  | (540)          | (80)     | (2,264)           | 573       |  |
| Other comprehensive (loss) income, before tax                        | (540)          | (80)     | (2,264)           | 573       |  |
| Deferred tax (benefit) expense related to other comprehensive income | (137)          | (31)     | (574)             | 222       |  |
| Other comprehensive (loss) income, net of tax                        | (403)          | (49)     | (1,690)           | 351       |  |
| TOTAL COMPREHENSIVE INCOME   | \$ 5,587       | \$ 4,506 | \$ 16,076         | \$ 11,211 |  |

### CAPITAL CITY BANK GROUP, INC. CONSOLIDATED STATEMENTS OF CHANGES IN SHAREOWNERS' EQUITY (Unaudited)

 $\begin{tabular}{lll} Accumulated & Other & \\ & Comprehensive & \\ Shares & CommAnd ditional Retained & Loss, Net & \\ \end{tabular}$ 

| (Dollars In Thousands, Except Share Data)            | Outstanding | Stocl  | Paid-l      |    | Earnings   | Taxes       | Total      |
|--|-------------|--------|-------------|----|------------|-------------|------------|
| Balance, January 1, 2017                             | 16,844,698  | \$ 168 | \$ \$ 34,18 | 38 | \$ 267,037 | \$ (26,225) | \$275,168  |
| Net Income   | -           |        | -           | -  | 10,860     | -           | 10,860     |
| Other Comprehensive Income, net of tax               | -           |        | -           | -  | -          | 351         | 351        |
| Cash Dividends (\$0.1700 per share)                  | -           |        | -           | -  | (2,884)    | -           | (2,884)    |
| Stock Based Compensation                             | -           |        | - 1,19      | 96 | -          | -           | 1,196      |
| Impact of Transactions Under Compensation Plans, net | 121,349     | 2      | 2 50        | 98 | -          | -           | 510        |
| Balance, September 30, 2017                          | 16,966,047  | \$ 170 | \$ 35,89    | 92 | \$ 275,013 | \$ (25,874) | \$ 285,201 |
| Balance, January 1, 2018                             | 16,988,951  | \$ 170 | \$ 36,6     | 74 | \$ 279,410 | \$ (32,044) | \$ 284,210 |
| Net Income   | -           |        | -           | -  | 17,766     | -           | 17,766     |
| Other Comprehensive Loss, net of tax                 | -           |        | -           | -  | -          | (1,690)     | (1,690)    |
| Cash Dividends (\$0.2300 per share)                  | -           |        | -           | -  | (3,922)    | -           | (3,922)    |
| Stock Based Compensation                             | -           |        | - 9′        | 78 | -          | -           | 978        |
| Impact of Transactions Under Compensation Plans, net | 69,570      | 1      | 6           | 73 | -          | -           | 674        |
| Balance, September 30, 2018                          | 17,058,521  | \$ 171 | \$ 38,32    | 25 | \$293,254  | \$ (33,734) | \$298,016  |

# CAPITAL CITY BANK GROUP, INC. CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)

| (Dollars in Thousands)                                       | Nine Months Ended Septembe<br>2018 201 |            |  |
|--|--|------------|--|
| CASH FLOWS FROM OPERATING ACTIVITIES                         |  |            |  |
| Net Income   | \$ 17,766                              | \$ 10,860  |  |
| Adjustments to Reconcile Net Income to                       |  |            |  |
| Cash Provided by Operating Activities:                       |  |            |  |
| Provision for Loan Losses                                    | 2,464                                  | 1,389      |  |
| Depreciation   | 4,845                                  | 4,966      |  |
| Amortization of Premiums, Discounts, and Fees, net           | 5,253                                  | 4,928      |  |
| Net (Increase) Decrease in Loans Held-for-Sale               | (3,480)                                | 3,086      |  |
| Stock Compensation   | 978                                    | 1,196      |  |
| Net Tax Benefit From Stock-Based Compensation                | (41)                                   | (223)      |  |
| Deferred Income Taxes  | 1,847                                  | 247        |  |
| Net Loss on Sales and Write-Downs of Other Real Estate Owned | 941                                    | 456        |  |
| Loss on Disposal of Premises and Equipment                   | 57                                     | 276        |  |
| Net Decrease in Other Assets                                 | 3,040                                  | 2,559      |  |
| Net (Decrease) Increase in Other Liabilities                 | (12,208)                               | 6,487      |  |
| Net Cash Provided By Operating Activities                    | 21,462                                 | 36,227     |  |
| CASH FLOWS FROM INVESTING ACTIVITIES                         |  |            |  |
| Securities Held to Maturity:                                 |  |            |  |
| Purchases  | (102,428)                              | (60,703)   |  |
| Payments, Maturities, and Calls                              | 89,932                                 | 53,031     |  |
| Securities Available for Sale:                               |  |            |  |
| Purchases  | (129,502)                              | (122,949)  |  |
| Payments, Maturities, and Calls                              | 119,092                                | 130,997    |  |
| Purchases of Loans Held for Investment                       | (25,048)                               | (44,083)   |  |
| Net Increase in Loans  | (98,007)                               | (27,327)   |  |
| Proceeds From Sales of Other Real Estate Owned               | 1,540                                  | 5,952      |  |
| Purchases of Premises and Equipment                          | (2,771)                                | (3,052)    |  |
| Net Cash Used In Investing Activities                        | (147,192)                              | (68,134)   |  |
| CASH FLOWS FROM FINANCING ACTIVITIES                         |  |            |  |
| Net Decrease in Deposits                                     | (88,661)                               | (64,669)   |  |
| Net Increase (Decrease) in Short-Term Borrowings             | 9,164                                  | (3,020)    |  |
| Repayment of Other Long-Term Borrowings                      | (1,511)                                | (2,786)    |  |
| Dividends Paid   | (3,922)                                | (2,884)    |  |
| Issuance of Common Stock Under Compensation Plans            | 480                                    | 333        |  |
| Net Cash Used In Financing Activities                        | (84,450)                               | (73,026)   |  |
| NET DECREASE IN CASH AND CASH EQUIVALENTS                    | (210,180)                              | (104,933)  |  |
| Cash and Cash Equivalents at Beginning of Period             | 285,442                                | 296,047    |  |
| Cash and Cash Equivalents at End of Period                   | \$ 75,262                              | \$ 191,114 |  |

### **Supplemental Cash Flow Disclosures:**

| Interest Paid Income Taxes Paid              | \$<br>\$ | 4,837<br>151 | \$<br>\$ | 2,825<br>4,044 |
|--|----------|--------------|----------|----------------|
| Noncash Investing and Financing Activities:  | ¢        | 1 260        | ¢        | 2.024          |
| Loans Transferred to Other Real Estate Owned | \$       | 1,260        | \$       | 2,024          |

#### CAPITAL CITY BANK GROUP, INC.

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

#### **NOTE 1 - SIGNIFICANT ACCOUNTING POLICIES**

*Nature of Operations*. Capital City Bank Group, Inc. ("CCBG" or the "Company") provides a full range of banking and banking-related services to individual and corporate clients through its subsidiary, Capital City Bank, with banking offices located in Florida, Georgia, and Alabama. The Company is subject to competition from other financial institutions, is subject to regulation by certain government agencies and undergoes periodic examinations by those regulatory authorities.

Basis of Presentation. The consolidated financial statements in this Quarterly Report on Form 10-Q include the accounts of CCBG and its wholly-owned subsidiary, Capital City Bank ("CCB" or the "Bank"). All material inter-company transactions and accounts have been eliminated. Certain previously reported amounts have been reclassified to conform to the current year's presentation.

The accompanying unaudited consolidated financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included.

The consolidated statement of financial condition at December 31, 2017 has been derived from the audited consolidated financial statements at that date, but does not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. For further information, refer to the consolidated financial statements and footnotes thereto included in the Company's annual report on Form 10-K for the year ended December 31, 2017.

*Income Taxes*. For the first nine months of 2018, the Company realized income tax expense of \$1.3 million, which reflected three discrete tax benefit items totaling \$3.3 million resulting from the effect of federal tax reform, enacted in December 2017, specifically related to pension plan contributions made in 2018 for the plan year 2017. The discrete tax items for 2018 totaled \$1.5 million for the first quarter, \$1.4 million for the second quarter and \$0.4 million for the third quarter. Absent these discrete items, the Company's effective tax rate was approximately 24%.

#### **Accounting Changes**

Revenue Recognition. Accounting Standards Codification ("ASC") 606, Revenue from Contracts with Customers ("ASC 606"), establishes principles for reporting information about the nature, amount, timing and uncertainty of revenue and cash flows arising from the entity's contracts to provide goods or services to customers. The core principle requires an entity to recognize revenue to depict the transfer of goods or services to customers in an amount that reflects the consideration that it expects to be entitled to receive in exchange for those goods or services recognized as performance obligations are satisfied.

The majority of the Company's revenue-generating transactions are not subject to ASC 606, including revenue generated from financial instruments, such as our loans, letters of credit, and investment securities, and revenue related to the sale of residential mortgages in the secondary market, as these activities are subject to other GAAP discussed elsewhere within our disclosures. Descriptions of the major revenue-generating activities that are within the scope of ASC 606, which are presented in the accompanying statements of income as components of non-interest income are as follows:

Deposit Fees - these represent general service fees for monthly account maintenance and activity- or transaction-based fees and consist of transaction-based revenue, time-based revenue (service period), item-based revenue or some other individual attribute-based revenue. Revenue is recognized when the Company's performance obligation is completed which is generally monthly for account maintenance services or when a transaction has been completed. Payment for such performance obligations are generally received at the time the performance obligations are satisfied.

Wealth Management - trust fees and retail brokerage fees – trust fees represent monthly fees due from wealth management clients as consideration for managing the client's assets. Trust services include custody of assets, investment management, fees for trust services and similar fiduciary activities. Revenue is recognized when the Company's performance obligation is completed each month or quarter, which is the time that payment is received. Also, retail brokerage fees are received from a third party broker-dealer, for which the Company acts as an agent, as part of a revenue-sharing agreement for fees earned from customers that are referred to the third party. These fees are for transactional and advisory services and are paid by the third party on a monthly basis and recognized ratably throughout the quarter as the Company's performance obligation is satisfied.

Bank Card Fees – bank card related fees primarily includes interchange income from client use of consumer and business debit cards. Interchange income is a fee paid by a merchant bank to the card-issuing bank through the interchange network. Interchange fees are set by the credit card associations and are based on cardholder purchase volumes. The Company records interchange income as transactions occur.

Gains and Losses from the Sale of Bank Owned Property – the performance obligation in the sale of other real estate owned typically will be the delivery of control over the property to the buyer. If the Company is not providing the financing of the sale, the transaction price is typically identified in the purchase and sale agreement. However, if the Company provides seller financing, the Company must determine a transaction price, depending on if the sale contract is at market terms and taking into account the credit risk inherent in the arrangement.

Other non-interest income primarily includes items such as mortgage banking fees (gains from the sale of residential mortgage loans held for sale), bank-owned life insurance, and safe deposit box fees none of which are subject to the requirements of ASC 606.

The Company has made no significant judgments in applying the revenue guidance prescribed in ASC 606 that affects the determination of the amount and timing of revenue from the above-described contracts with clients.

The Company has applied ASC 606 using the modified retrospective approach effective on January 1, 2018 to all existing contracts with clients covered under the scope of the standard. The Company did not have an aggregate effect of modification resulting from adoption of ASC 606, and no financial statement line items were affected by this change in accounting standard.

Equity Securities. Beginning January 1, 2018, upon adoption of ASU 2016-01, equity securities with readily determinable fair values are stated at fair value with realized and unrealized gains and losses reported in income. For periods prior to January 1, 2018, equity securities were classified as available-for-sale and stated at fair value with unrealized gains and losses reported as a separate component of AOCI, net of tax. Equity securities without readily determinable fair values are recorded at cost less any impairment, if any. Upon adoption, the Company reclassified one security in the amount of \$0.8 million to other assets in accordance with this accounting standard.

Employee Benefit Plans. Accounting Standards Update ("ASU") 2017-07, Compensation – Retirement Benefits (Topic 715) requires that an employer report the service cost component in the same line item or items as other compensation costs arising from services rendered by the pertinent employees during the period. The other components of net benefit cost are required to be presented in the income statement separately from the service cost component and outside a subtotal of income from operations, if one is presented. If a separate line item or items are used to present the other components of net benefit cost, that line item or items must be appropriately described. If a separate line item or items are not used, the line item or items used in the income statement to present the other components of net

benefit cost must be disclosed. In accordance with this accounting standard, the Company reclassified the non-service cost components of its net periodic benefit cost to other noninterest expense in the accompanying statements of income (See Note 5 – Employee Benefit Plans). Prior year amounts were retrospectively adjusted in accordance with the accounting standard. The effects on the statements of income were as follows:

| Period Presented                      | <u>I</u>            | <u>Line Item</u> |
|---------------------------------------|---------------------|------------------|
| (Dollars in Thousands)                | <u>Compensation</u> | Other Expense    |
| Three Months Ended September 30, 2018 | (\$457)             | \$457            |
| Three Months Ended September 30, 2017 | (\$638)             | \$638            |
| Nine Months Ended September 30, 2018  | (\$1,371)           | \$1,371          |
| Nine Months Ended September 30, 2017  | (\$1,926)           | \$1,926          |

#### **NOTE 2 – INVESTMENT SECURITIES**

*Investment Portfolio Composition*. The amortized cost and related market value of investment securities available-for-sale and held-to-maturity were as follows:

| ,                                 | $\mathbf{S}$ | eptembe            | er 30, 2018        | 3         |           | Decemb             | er 31, 201         | 7         |
|-----------------------------------|--------------|--------------------|--------------------|-----------|-----------|--------------------|--------------------|-----------|
|                                   | Amortized    | U <b>nrealiz</b> e | <b>Id</b> nrealize | d Market  | Amortized | J <b>nrealiz</b> e | <b>Id</b> nrealize | d Market  |
|                                   | Cost         | Gains              | Losses             | Value     | Cost      | Gain               | Losses             | Value     |
| Available for Sale                |              |                    |                    |           |           |                    |                    |           |
| U.S. Government Treasury          | \$272,335    | \$ -               | \$ 4,222           | \$268,113 | \$237,505 | \$ -               | \$ 2,164           | \$235,341 |
| U.S. Government Agency            | 153,087      | 625                | 621                | 153,091   | 144,324   | 727                | 407                | 144,644   |
| States and Political Subdivisions | 54,115       | -                  | 276                | 53,839    | 91,533    | 2                  | 378                | 91,157    |
| Mortgage-Backed Securities        | 922          | 50                 | -                  | 972       | 1,102     | 83                 | -                  | 1,185     |
| Equity Securities <sup>(1)</sup>  | 8,228        | -                  | -                  | 8,228     | 8,584     | -                  | -                  | 8,584     |
| Total                             | \$488,687    | \$ 675             | \$ 5,119           | \$484,243 | \$483,048 | \$ 812             | \$ 2,949           | \$480,911 |
| Held to Maturity                  |              |                    |                    |           |           |                    |                    |           |
| U.S. Government Treasury          | \$ 35,103    | \$ -               | \$ 702             | \$ 34,401 | \$ 98,256 | \$ -               | \$ 441             | \$ 97,815 |
| States and Political Subdivisions | 6,566        | -                  | 45                 | 6,521     | 6,996     | -                  | 41                 | 6,955     |
| Mortgage-Backed Securities        | 186,254      | 207                | 3,852              | 182,609   | 111,427   | 22                 | 1,212              | 110,237   |
| Total                             | \$227,923    | \$ 207             | \$ 4,599           | \$223,531 | \$216,679 | \$ 22              | \$ 1,694           | \$215,007 |
| Total Investment Securities       | \$716,610    | \$ 882             | \$ 9,718           | \$707,774 | \$699,727 | \$ 834             | \$ 4,643           | \$695,918 |

<sup>(1)</sup> Includes Federal Home Loan Bank and Federal Reserve Bank stock, recorded at cost of \$3.4 million, \$4.8 million, respectively, at September 30, 2018 and includes Federal Home Loan Bank, Federal Reserve Bank and FNBB Inc. stock recorded at cost of \$3.1 million, \$4.8 million, and \$0.8 million, respectively, at December 31, 2017. The FNBB, Inc. equity investment was reclassified to other assets at March 31, 2018 in accordance with ASU 2016-01, which was adopted prospectively as allowed by the standard.

Securities with an amortized cost of \$234.5 million and \$328.1 million at September 30, 2018 and December 31, 2017, respectively, were pledged to secure public deposits and for other purposes.

The Bank, as a member of the Federal Home Loan Bank of Atlanta ("FHLB"), is required to own capital stock in the FHLB based generally upon the balances of residential and commercial real estate loans, and FHLB advances. FHLB stock which is included in equity securities is pledged to secure FHLB advances. No ready market exists for this stock, and it has no quoted market value; however, redemption of this stock has historically been at par value.

As a member of the Federal Reserve Bank of Atlanta, the Bank is required to maintain stock in the Federal Reserve Bank of Atlanta based on a specified ratio relative to the Bank's capital. Federal Reserve Bank stock is carried at cost.

*Maturity Distribution*. At September 30, 2018, the Company's investment securities had the following maturity distribution based on contractual maturity. Expected maturities may differ from contractual maturities because borrowers may have the right to call or prepay obligations. Mortgage-backed securities and certain amortizing U.S. government agency securities are shown separately because they are not due at a certain maturity date.

|                                       |     | Available   | e for Sa | ıle        |     | Held to I   | Maturi | ty         |
|---------------------------------------|-----|-------------|----------|------------|-----|-------------|--------|------------|
| (Dollars in Thousands)                | Amo | rtized Cost | Ma       | rket Value | Amo | rtized Cost | Ma     | rket Value |
| Due in one year or less               | \$  | 120,134     | \$       | 119,269    | \$  | 13,099      | \$     | 12,963     |
| Due after one year through five years |     | 232,224     |          | 228,353    |     | 28,570      |        | 27,959     |
| Mortgage-Backed Securities            |     | 922         |          | 972        |     | 186,254     |        | 182,609    |
| U.S. Government Agency                |     | 127,179     |          | 127,421    |     | -           |        | -          |
| Equity Securities                     |     | 8,228       |          | 8,228      |     | -           |        | -          |
| Total                                 | \$  | 488,687     | \$       | 484,243    | \$  | 227,923     | \$     | 223,531    |
|                                       |     |             |          |            |     |             |        |            |

*Unrealized Losses on Investment Securities.* The following table summarizes the investment securities with unrealized losses aggregated by major security type and length of time in a continuous unrealized loss position:

|                                   | Less 1<br>12 Mo                   |      |       |      | Greater |      | 1       | To        | otal |         |
|-----------------------------------|-----------------------------------|------|-------|------|---------|------|---------|-----------|------|---------|
|                                   | Market Unrealized<br>Value Losses |      | lized | Ma   | ırket   | Unre | ealized | Market    | Unr  | ealized |
| (Dollars in Thousands)            | Value                             | Loss | es    | Va   | alue    | Lo   | sses    | Value     | L    | osses   |
| September 30, 2018                |                                   |      |       |      |         |      |         |           |      |         |
| Available for Sale                |                                   |      |       |      |         |      |         |           |      |         |
| U.S. Government Treasury          | \$ 92,259                         | \$ 1 | ,005  | \$ 1 | 75,854  | \$   | 3,217   | \$268,113 | \$   | 4,222   |
| U.S. Government Agency            | 63,475                            |      | 351   |      | 29,223  |      | 270     | 92,698    |      | 621     |
| States and Political Subdivisions | 34,928                            |      | 164   |      | 14,831  |      | 112     | 49,759    |      | 276     |
| Mortgage-Backed Securities        | 10                                |      | -     |      | 2       |      | -       | 12        |      | -       |
| Total                             | 190,672                           | 1    | ,520  | 2    | 219,910 |      | 3,599   | 410,582   |      | 5,119   |
| Held to Maturity                  |                                   |      |       |      |         |      |         |           |      |         |
| U.S. Government Treasury          | 4,900                             |      | 112   |      | 29,501  |      | 590     | 34,401    |      | 702     |
| States and Political Subdivisions | 6,026                             |      | 38    |      | 495     |      | 7       | 6,521     |      | 45      |
| Mortgage-Backed Securities        | 90,516                            | 1    | ,498  |      | 55,089  |      | 2,354   | 145,605   |      | 3,852   |
| Total                             | \$ 101,442                        | \$ 1 | ,648  | \$   | 85,085  | \$   | 2,951   | \$186,527 | \$   | 4,599   |
| December 31, 2017                 |                                   |      |       |      |         |      |         |           |      |         |
| Available for Sale                |                                   |      |       |      |         |      |         |           |      |         |
| U.S. Government Treasury          | \$ 155,443                        | \$   | 963   | \$   | 79,900  | \$   | 1,201   | \$235,343 | \$   | 2,164   |
| U.S. Government Agency            | 45,737                            |      | 150   |      | 25,757  |      | 257     | 71,494    |      | 407     |
| States and Political Subdivisions | 82,999                            |      | 320   |      | 5,549   |      | 58      | 88,548    |      | 378     |
| Mortgage-Backed Securities        | 2                                 |      | _     |      | _       |      | _       | 2         |      | _       |
| Total                             | 284,181                           | 1    | ,433  | 1    | 11,206  |      | 1,516   | 395,387   |      | 2,949   |
| Held to Maturity                  |                                   |      |       |      |         |      |         |           |      |         |
| U.S. Government Treasury          | 77,861                            |      | 298   |      | 14,939  |      | 143     | 92,800    |      | 441     |
| States and Political Subdivisions | 6,955                             |      | 41    |      | _       |      | -       | 6,955     |      | 41      |
| Mortgage-Backed Securities        | 56,030                            |      | 469   |      | 30,216  |      | 743     | 86,246    |      | 1,212   |
| Total                             | \$ 140,846                        | \$   | 808   | \$   | 45,155  | \$   | 886     | \$186,001 | \$   | 1,694   |

Management evaluates securities for other than temporary impairment at least quarterly, and more frequently when economic or market concerns warrant such evaluation. Declines in the fair value of available-for-sale ("AFS") and held-to-maturity ("HTM") securities below their cost that are deemed to be other than temporary are reflected in earnings as realized losses. In estimating other-than-temporary impairment losses, the Company considers, (i) whether it has decided to sell the security, (ii) whether it is more likely than not that the Company will have to sell the security before its market value recovers, and (iii) whether the present value of expected cash flows is sufficient to recover the entire amortized cost basis. When assessing a security's expected cash flows, the Company considers, among other things, (i) the length of time and the extent to which the fair value has been less than cost and (ii) the financial condition and near-term prospects of the issuer. In analyzing an issuer's financial condition, management considers whether the securities are issued by the federal government or its agencies, whether downgrades by rating agencies have occurred, regulatory issues, and analysts' reports.

At September 30, 2018, there were 541 positions (combined AFS and HTM) with unrealized losses totaling \$9.7 million, of which 63 of these positions were U.S. government treasury securities guaranteed by the U.S. government and 309 of these positions were U.S. government agency and mortgage-backed securities issued by U.S. government sponsored entities, with the remaining 169 positions being municipal securities. Because the declines in the market value of these securities are attributable to changes in interest rates and not credit quality, and because the Company has the present ability and intent to hold these investments until there is a recovery in fair value, which may be at maturity, the Company does not consider these investments to be other-than-temporarily impaired at September 30, 2018.

#### NOTE 3 – LOANS, NET

Loan Portfolio Composition. The composition of the loan portfolio was as follows:

| (Dollars in Thousands)                 | -  | mber 30,<br>2018 | Decemb | er 31, 2017 |
|--|----|------------------|--------|-------------|
| Commercial, Financial and Agricultural | \$ | 239,044          | \$     | 218,166     |
| Real Estate – Construction             |    | 87,672           |        | 77,966      |
| Real Estate – Commercial Mortgage      |    | 596,391          |        | 535,707     |
| Real Estate – Residentiál)             |    | 342,063          |        | 311,906     |
| Real Estate – Home Equity              |    | 212,942          |        | 229,513     |
| Consumer <sup>(2)</sup>                |    | 295,642          |        | 280,234     |
| Loans, Net of Unearned Income          | \$ | 1,773,754        | \$     | 1,653,492   |

Net deferred costs included in loans were \$1.6 million at September 30, 2018 and \$1.5 million at December 31, 2017.

The Company has pledged a blanket floating lien on all 1-4 family residential mortgage loans, commercial real estate mortgage loans, and home equity loans to support available borrowing capacity at the FHLB and has pledged a blanket floating lien on all consumer loans, commercial loans, and construction loans to support available borrowing capacity at the Federal Reserve Bank of Atlanta.

*Nonaccrual Loans*. Loans are generally placed on nonaccrual status if principal or interest payments become 90 days past due and/or management deems the collectability of the principal and/or interest to be doubtful. Loans are returned to accrual status when the principal and interest amounts contractually due are brought current or when future payments are reasonably assured.

The following table presents the recorded investment in nonaccrual loans and loans past due over 90 days and still on accrual by class of loans.

<sup>(1)</sup> Includes loans in process with outstanding balances of \$10.1 million and \$9.1 million at September 30, 2018 and December 31, 2017, respectively.

<sup>(2)</sup> Includes overdraft balances of \$1.6 million and \$1.6 million at September 30, 2018 and December 31, 2017, respectively.

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|   | Septembe   | er 30, 201 | 8      | Decembe    | r 31, 20 | )17      |
|---|------------|------------|--------|------------|----------|----------|
| (Dollars in Thousands)                    | Nonaccrual | 90         | + Days | Nonaccrual | 9        | 0 + Days |
| Commercial, Financial and Agricultural \$ | 338        | \$         | - \$   | 629        | \$       | -        |
| Real Estate – Construction                | 1,098      |            | -      | 297        |          | -        |
| Real Estate – Commercial Mortgage         | 2,316      |            | 126    | 2,370      |          | -        |
| Real Estate – Residential                 | 2,140      |            | -      | 1,938      |          | -        |
| Real Estate – Home Equity                 | 902        |            | -      | 1,748      |          | -        |
| Consumer                                  | 73         |            | -      | 177        |          | 36       |
| Total Nonaccrual Loans \$                 | 6,867      | \$         | 126 \$ | 7,159      | \$       | 36       |

Loan Portfolio Aging. A loan is defined as a past due loan when one full payment is past due or a contractual maturity is over 30 days past due ("DPD").

The following table presents the aging of the recorded investment in accruing past due loans by class of loans.

|  | 30-59<br>DPD |       | 60-89 |       | 90 | +   | To   | otal  | ,            | Γotal     | ,                     | Total               |
|--|--------------|-------|-------|-------|----|-----|------|-------|--------------|-----------|-----------------------|---------------------|
| (Dollars in Thousands)                 | DPD          |       | D     | PD    | Dl | PD  | Past | t Due | $\mathbf{C}$ | urrent    | $\mathbf{L}^{\prime}$ | oans <sup>(1)</sup> |
| September 30, 2018                     |              |       |       |       |    |     |      |       |              |           |                       |                     |
| Commercial, Financial and Agricultural | \$           | 71    | \$    | 65    | \$ | -   | \$   | 136   | \$           | 238,570   | \$                    | 239,044             |
| Real Estate – Construction             |              | -     |       | -     |    | -   |      | -     |              | 86,574    |                       | 87,672              |
| Real Estate – Commercial Mortgage      |              | 280   |       | 176   |    | 126 |      | 582   |              | 593,493   |                       | 596,391             |
| Real Estate – Residential              |              | 613   |       | 727   |    | -   |      | 1,340 |              | 338,583   |                       | 342,063             |
| Real Estate – Home Equity              |              | 354   |       | 76    |    | -   |      | 430   |              | 211,610   |                       | 212,942             |
| Consumer                               |              | 1,059 |       | 263   |    | -   |      | 1,322 |              | 294,247   |                       | 295,642             |
| Total Past Due Loans                   | \$           | 2,377 | \$    | 1,307 | \$ | 126 | \$   | 3,810 | \$ 1         | 1,763,077 | \$                    | 1,773,754           |
| December 31, 2017                      |              |       |       |       |    |     |      |       |              |           |                       |                     |
| Commercial, Financial and Agricultural | \$           | 87    | \$    | 55    | \$ | -   | \$   | 142   | \$           | 217,395   | \$                    | 218,166             |
| Real Estate – Construction             |              | 811   |       | -     |    | -   |      | 811   |              | 76,858    |                       | 77,966              |
| Real Estate – Commercial Mortgage      |              | 437   |       | 195   |    | -   |      | 632   |              | 532,705   |                       | 535,707             |
| Real Estate – Residential              |              | 701   |       | 446   |    | -   |      | 1,147 |              | 308,821   |                       | 311,906             |
| Real Estate – Home Equity              |              | 80    |       | 2     |    | -   |      | 82    |              | 227,683   |                       | 229,513             |
| Consumer                               |              | 1,316 |       | 413   |    | 36  |      | 1,765 |              | 278,292   |                       | 280,234             |
| Total Past Due Loans                   | \$           | 3,432 | \$    | 1,111 | \$ | 36  | \$   | 4,579 | \$ 3         | 1,641,754 | \$                    | 1,653,492           |

<sup>(1)</sup> Total Loans include nonaccrual loans

Allowance for Loan Losses. The allowance for loan losses is a reserve established through a provision for loan losses charged to expense, which represents management's best estimate of incurred losses within the existing portfolio of loans. Loans are charged-off to the allowance when losses are deemed to be probable and reasonably quantifiable.

The following table details the activity in the allowance for loan losses by portfolio class. Allocation of a portion of the allowance to one category of loans does not preclude its availability to absorb losses in other categories.

|  | Comi  | nercial,          |       |             |      | Real<br>state |          |                |                |    |                |     |         |           |
|--|-------|-------------------|-------|-------------|------|---------------|----------|----------------|----------------|----|----------------|-----|---------|-----------|
|  | Fina  | ancial,           |       | eal<br>tate | Com  | mercia        | <b>l</b> | Real<br>Estate |                | Es | tate           |     |         |           |
| (Dollars in Thousands)                   | Agric | cultur <b>a</b> l | onsti | ructio      | onMo | rtgage        | Re       | sident         | ial            |    | Home<br>Equity | Con | sumer   | Total     |
| Three Months Ended                       |       |                   |       |             |      |               |          |                |                |    |                |     |         |           |
| <b>September 30, 2018</b>                | ф     | 1.01.4            | ф     | 202         | ф    | 4 422         |          | <b>.</b>       | 1.0            | ф  | 2 20 4         | ф   | 2 10 4  | Φ 10.560  |
| Beginning Balance                        | \$    | 1,214             | \$    | 283         |      | 4,432         |          | \$ 3,1         |                | \$ | 2,294          | \$  | 2,194   | \$ 13,563 |
| Provision for Loan Losse                 | S     | 388               |       | 86          |      | (30)          |          |                | 50             |    | 120            |     | 290     | 904       |
| Charge-Offs                              |       | (268)             |       | -           | •    | (25)          |          | (10            |                |    | (112)          |     | (463)   | (974)     |
| Recoveries                               |       | 78                |       | -           | •    | 222           |          | 1              | )7             |    | 47             |     | 272     | 726       |
| Net Charge-Offs                          | ф     | (190)             | Φ     | 260         |      | 197           |          | <b>.</b>       | 1              | Ф  | (65)           | ф   | (191)   | (248)     |
| Ending Balance                           | \$    | 1,412             | \$    | 369         | \$   | 4,599         |          | \$ 3,1         | <del>)</del> / | \$ | 2,349          | \$  | 2,293   | \$ 14,219 |
| <b>Nine Months Ended</b>                 |       |                   |       |             |      |               |          |                |                |    |                |     |         |           |
| <b>September 30, 2018</b>                |       |                   |       |             |      |               |          |                |                |    |                |     |         |           |
| Beginning Balance                        | \$    | 1,191             | \$    | 122         |      | 4,346         |          | \$ 3,2         |                | \$ | 2,506          | \$  | 1,936   | \$ 13,307 |
| Provision for Loan Losse                 | S     | 481               |       | 253         |      | 208           |          |                | 23             |    | 140            |     | 1,259   | 2,464     |
| Charge-Offs                              |       | (591)             |       | (7)         | )    | (315)         |          | (66            | -              |    | (427)          |     | (1,667) | (3,676)   |
| Recoveries                               |       | 331               |       | 1           |      | 360           |          |                | 37             |    | 130            |     | 765     | 2,124     |
| Net Charge-Offs                          |       | (260)             |       | (6)         | 1    | 45            |          | (13            | 2)             |    | (297)          |     | (902)   | (1,552)   |
| Ending Balance                           | \$    | 1,412             | \$    | 369         | \$   | 4,599         |          | \$ 3,1         | 97             | \$ | 2,349          | \$  | 2,293   | \$ 14,219 |
| Three Months Ended<br>September 30, 2017 |       |                   |       |             |      |               |          |                |                |    |                |     |         |           |
| Beginning Balance                        | \$    | 1,095             | \$    | 114         | \$   | 3,825         |          | \$ 3,3         | 34             | \$ | 2,524          | \$  | 2,300   | \$ 13,242 |
| Provision for Loan Losse                 | s     | 208               |       | (26)        | )    | 286           |          | (3             | 2)             |    | (103)          |     | 157     | 490       |
| Charge-Offs                              |       | (276)             |       | -           |      | (94)          |          | (12            | 5)             |    | (50)           |     | (455)   | (1,000)   |
| Recoveries                               |       | 79                |       | 50          | )    | 69            |          |                | 50             |    | 84             |     | 265     | 607       |
| Net Charge-Offs                          |       | (197)             |       | 50          | )    | (25)          |          | (6             | 5)             |    | 34             |     | (190)   | (393)     |
| Ending Balance                           | \$    | 1,106             | \$    | 138         | \$   | 4,086         |          | \$ 3,2         | 37             | \$ | 2,455          | \$  | 2,267   | \$ 13,339 |
| Nine Months Ended                        |       |                   |       |             |      |               |          |                |                |    |                |     |         |           |
| <b>September 30, 2017</b>                |       |                   |       |             |      |               |          |                |                |    |                |     |         |           |
| Beginning Balance                        | \$    | 1,198             | \$    | 168         | \$   | 4,315         |          | \$ 3,4         | 15             | \$ | 2,297          | \$  | 2,008   | \$ 13,431 |
| Provision for Loan Losse                 | s     | 401               |       | (80)        | )    | 264           |          | (34            | 8)             |    | 148            |     | 1,004   | 1,389     |
| Charge-Offs                              |       | (693)             |       | -           |      | (643)         |          | (28            | -              |    | (142)          |     | (1,616) | (3,379)   |
| Recoveries                               |       | 200               |       | 50          | )    | 150           |          | -              | 7 <b>5</b>     |    | 152            |     | 871     | 1,898     |
| Net Charge-Offs                          |       | (493)             |       | 50          | )    | (493)         |          | 1              | 90             |    | 10             |     | (745)   | (1,481)   |
| Ending Balance                           | \$    | 1,106             | \$    | 138         | \$   |               |          | \$ 3,2         | 37             | \$ | 2,455          | \$  | 2,267   | \$ 13,339 |

The following table details the amount of the allowance for loan losses by portfolio class disaggregated on the basis of the Company's impairment methodology.

|  | Comn  | nercial,            |           |                 | Real | Estate                  |       |                         |      |                       |       |                     |                                |
|--|-------|---------------------|-----------|-----------------|------|-------------------------|-------|-------------------------|------|-----------------------|-------|---------------------|--------------------------------|
|  | Fina  | ncial,              | Ro<br>Est | eal<br>tate     | Com  | nercial                 |       | tate                    | Real | Estate                |       |                     |                                |
| (Dollars in Thousands September 30, 2018 Period-end amount Allocated to: Loans Individually  | Agric | ulturalC            | onstı     | ruction         | Mor  | tgage                   | Resid | dential                 | Hom  | e Equit               | y Con | sumer               | Total                          |
| Evaluated for Impairment Loans Collectively  | \$    | 185                 | \$        | 181             | \$   | 1,719                   | \$    | 954                     | \$   | 357                   | \$    | 1                   | \$ 3,397                       |
| Evaluated for Impairment   |       | 1,227               | 4         | 188             |      | 2,880                   | 4     | 2,243                   | Φ.   | 1,992                 | Φ.    | 2,292               | 10,822                         |
| Ending Balance   | \$    | 1,412               | \$        | 369             | \$   | 4,599                   | \$    | 3,197                   | \$   | 2,349                 | \$    | 2,293               | \$ 14,219                      |
| December 31, 2017 Period-end amount Allocated to: Loans Individually Evaluated for Impairment Loans Collectively Evaluated for Impairment Ending Balance |       | 215<br>976<br>1,191 | \$        | 1<br>121<br>122 | \$   | 2,165<br>2,181<br>4,346 | \$    | 1,220<br>1,986<br>3,206 | \$   | 515<br>1,991<br>2,506 | \$    | 1<br>1,935<br>1,936 | \$ 4,117<br>9,190<br>\$ 13,307 |
| September 30, 2017 Period-end amount Allocated to: Loans Individually  |       |                     |           |                 |      |                         |       |                         |      |                       |       |                     |                                |
| Evaluated for Impairment Loans Collectively  | \$    | 88                  | \$        | 24              | \$   | 1,846                   | \$    | 1,196                   | \$   | 454                   | \$    | 3                   | \$ 3,611                       |
| Evaluated for Impairment Ending Balance  | \$    | 1,018<br>1,106      | \$        | 114<br>138      | \$   | 2,240<br>4,086          | \$    | 2,091<br>3,287          | \$   | 2,001<br>2,455        | \$    | 2,264<br>2,267      | 9,728<br>\$ 13,339             |

The Company's recorded investment in loans related to each balance in the allowance for loan losses by portfolio class and disaggregated on the basis of the Company's impairment methodology was as follows:

|   |    | nmercial,<br>nancial,       | Rea | l Estate                |            | l Estate<br>nmercial         | Rea | l Estate                     | Rea | al Estate                   |      |                         |    |                                |
|---|----|-----------------------------|-----|-------------------------|------------|------------------------------|-----|------------------------------|-----|-----------------------------|------|-------------------------|----|--------------------------------|
| (Dollars in Thousands) September 30, 2018   | Ü  | icultural                   | Cor | struction               | n Mortgage |                              | Res | idential                     | Ho  | me Equity                   | Cons | umer                    | Т  | 'otal                          |
| Individually Evaluated for Impairment Collectively Evaluated for  | \$ | 987                         | \$  | 1,159                   | \$         | 18,572                       | \$  | 11,369                       | \$  | 2,241                       | \$   | 90                      | \$ | 34,418                         |
| Impairment<br>Total   | \$ | 238,057<br>239,044          | \$  | 86,513<br>87,672        | \$         | 577,819<br>596,391           | \$  | 330,694<br>342,063           | \$  | 210,701<br>212,942          |      | 95,552<br>95,642        |    | ,739,336<br>,773,754           |
| December 31,<br>2017<br>Individually<br>Evaluated for<br>Impairment<br>Collectively<br>Evaluated for<br>Impairment<br>Total | \$ | 1,378<br>216,788<br>218,166 | \$  | 361<br>77,605<br>77,966 | \$         | 19,280<br>516,427<br>535,707 | \$  | 12,871<br>299,035<br>311,906 | \$  | 3,332<br>226,181<br>229,513 |      | 113<br>80,121<br>80,234 |    | 37,335<br>,616,157<br>,653,492 |
| September 30, 2017 Individually Evaluated for Impairment Collectively Evaluated for Impairment                              | \$ | 847<br>215,116              | \$  | 363<br>67,450           | \$         | 20,716                       | \$  | 13,258<br>302,325            | \$  | 2,915<br>225,584            | \$   | 132<br>75,017           | \$ | 38,231                         |
| Total   | \$ | 215,963                     | \$  | 67,813                  | \$         | 527,331                      | \$  | 315,583                      | \$  | 228,499                     |      | 75,149                  |    | ,630,338                       |

*Impaired Loans*. Loans are deemed to be impaired when, based on current information and events, it is probable that the Company will not be able to collect all amounts due (principal and interest payments), according to the contractual terms of the loan agreement. Loans, for which the terms have been modified, and for which the borrower is experiencing financial difficulties, are considered troubled debt restructurings and classified as impaired.

The following table presents loans individually evaluated for impairment by class of loans.

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|  |     | paid<br>cipal |        | orded<br>stment | Inves | orded<br>stment | Related |       |
|--|-----|---------------|--------|-----------------|-------|-----------------|---------|-------|
| (Dollars in Thousands)                 | Bal | ance          | With N | o Allowance     |       | ith<br>wance    | Allov   | vance |
| September 30, 2018                     |     |               |        |                 |       |                 |         |       |
| Commercial, Financial and Agricultural | \$  | 987           | \$     | 105             | \$    | 882             | \$      | 185   |
| Real Estate – Construction             |     | 1,159         |        | 61              |       | 1,098           |         | 181   |
| Real Estate – Commercial Mortgage      |     | 18,572        |        | 2,071           |       | 16,501          |         | 1,719 |
| Real Estate – Residential              |     | 11,369        |        | 1,914           |       | 9,455           |         | 954   |
| Real Estate – Home Equity              |     | 2,241         |        | 719             |       | 1,522           |         | 357   |
| Consumer                               |     | 90            |        | 51              |       | 39              |         | 1     |
| Total                                  | \$  | 34,418        | \$     | 4,921           | \$    | 29,497          | \$      | 3,397 |
| <b>December 31, 2017</b>               |     |               |        |                 |       |                 |         |       |
| Commercial, Financial and Agricultural | \$  | 1,378         | \$     | 118             | \$    | 1,260           | \$      | 215   |
| Real Estate – Construction             |     | 361           |        | 297             |       | 64              |         | 1     |
| Real Estate – Commercial Mortgage      |     | 19,280        |        | 1,763           |       | 17,517          |         | 2,165 |
| Real Estate – Residential              |     | 12,871        |        | 1,516           |       | 11,355          |         | 1,220 |
| Real Estate – Home Equity              |     | 3,332         |        | 1,157           |       | 2,175           |         | 515   |
| Consumer                               |     | 113           |        | 45              |       | 68              |         | 1     |
| Total                                  | \$  | 37,335        | \$     | 4,896           | \$    | 32,439          | \$      | 4,117 |

The following table summarizes the average recorded investment and interest income recognized by class of impaired loans.

|                                   | Three Months Ended September 30, |         |      |       |      |        |      | ]     | Nine Months Ended September 30, |         |      |       |    |          |      |       |
|-----------------------------------|----------------------------------|---------|------|-------|------|--------|------|-------|---------------------------------|---------|------|-------|----|----------|------|-------|
|                                   |                                  | 201     | 8    |       |      | 201    | 7    |       |                                 | 201     | 8    |       |    | 201      | 7    |       |
|                                   | Av                               | verage  | To   | otal  | Av   | erage  | To   | otal  | A                               | verage  | To   | otal  | Α  | verage   | To   | otal  |
|                                   | Re                               | corded  | Inte | erest | Rec  | orded  | Inte | erest | Re                              | ecorded | Inte | erest | R  | ecorded  | Inte | erest |
| (Dollars in Thousands)            | Inve                             | estment | Inc  | ome   | Inve | stment | Inc  | ome]  | Inv                             | estment | Inc  | ome   | In | vestment | Inc  | ome   |
| Commercial, Financial and         |                                  |         |      |       |      |        |      |       |                                 |         |      |       |    |          |      |       |
| Agricultural                      | \$                               | 1,040   | \$   | 19    | \$   | 963    | \$   | 12    | \$                              | 1,185   | \$   | 69    | \$ | 1,051    | \$   | 35    |
| Real Estate – Construction        |                                  | 915     |      | 2     |      | 363    |      | -     |                                 | 716     |      | 3     |    | 334      |      | 2     |
| Real Estate – Commercial Mortgage |                                  | 18,470  |      | 167   | 2    | 21,109 |      | 219   |                                 | 18,666  |      | 511   |    | 22,283   |      | 662   |
| Real Estate – Residential         |                                  | 11,393  |      | 133   | 1    | 4,068  |      | 162   |                                 | 12,215  |      | 417   |    | 14,608   |      | 516   |
| Real Estate – Home Equity         |                                  | 2,415   |      | 23    |      | 3,114  |      | 28    |                                 | 2,840   |      | 74    |    | 3,280    |      | 81    |
| Consumer                          |                                  | 92      |      | 2     |      | 136    |      | 2     |                                 | 102     |      | 6     |    | 148      |      | 6     |
| Total                             | \$                               | 34,325  | \$   | 346   | \$ 3 | 9,753  | \$   | 423   | \$                              | 35,724  | \$ 1 | ,080, | \$ | 41,704   | \$ 1 | 1,302 |

*Credit Risk Management.* The Company has adopted comprehensive lending policies, underwriting standards and loan review procedures designed to maximize loan income within an acceptable level of risk. Management and the Board of Directors review and approve these policies and procedures on a regular basis (at least annually).

Reporting systems are used to monitor loan originations, loan quality, concentrations of credit, loan delinquencies and nonperforming loans and potential problem loans. Management and the Credit Risk Oversight Committee periodically review our lines of business to monitor asset quality trends and the appropriateness of credit policies. In addition, total borrower exposure limits are established and concentration risk is monitored. As part of this process, the overall composition of the portfolio is reviewed to gauge diversification of risk, client concentrations, industry group, loan type, geographic area, or other relevant classifications of loans. Specific segments of the loan portfolio are monitored and reported to the Board on a quarterly basis and have strategic plans in place to supplement Board approved credit policies governing exposure limits and underwriting standards. Detailed below are the types of loans within the Company's loan portfolio and risk characteristics unique to each.

Commercial, Financial, and Agricultural – Loans in this category are primarily made based on identified cash flows of the borrower with consideration given to underlying collateral and personal or other guarantees. Lending policy establishes debt service coverage ratio limits that require a borrower's cash flow to be sufficient to cover principal and interest payments on all new and existing debt. The majority of these loans are secured by the assets being financed or other business assets such as accounts receivable, inventory, or equipment. Collateral values are determined based upon third party appraisals and evaluations. Loan to value ratios at origination are governed by established policy guidelines.

Real Estate Construction – Loans in this category consist of short-term construction loans, revolving and non-revolving credit lines and construction/permanent loans made to individuals and investors to finance the acquisition, development, construction or rehabilitation of real property. These loans are primarily made based on identified cash flows of the borrower or project and generally secured by the property being financed, including 1-4 family residential properties and commercial properties that are either owner-occupied or investment in nature. These properties may include either vacant or improved property. Construction loans are generally based upon estimates of costs and value associated with the completed project. Collateral values are determined based upon third party appraisals and evaluations. Loan to value ratios at origination are governed by established policy guidelines. The disbursement of funds for construction loans is made in relation to the progress of the project and as such these loans are closely monitored by on-site inspections.

Real Estate Commercial Mortgage – Loans in this category consists of commercial mortgage loans secured by property that is either owner-occupied or investment in nature. These loans are primarily made based on identified cash flows of the borrower or project with consideration given to underlying real estate collateral and personal guarantees. Lending policy establishes debt service coverage ratios and loan to value ratios specific to the property type. Collateral values are determined based upon third party appraisals and evaluations.

Real Estate Residential – Residential mortgage loans held in the Company's loan portfolio are made to borrowers that demonstrate the ability to make scheduled payments with full consideration to underwriting factors such as current income, employment status, current assets, and other financial resources, credit history, and the value of the collateral. Collateral consists of mortgage liens on 1-4 family residential properties. Collateral values are determined based upon third party appraisals and evaluations. The Company does not originate sub-prime loans.

Real Estate Home Equity – Home equity loans and lines are made to qualified individuals for legitimate purposes generally secured by senior or junior mortgage liens on owner-occupied 1-4 family homes or vacation homes. Borrower qualifications include favorable credit history combined with supportive income and debt ratio requirements and combined loan to value ratios within established policy guidelines. Collateral values are determined based upon third party appraisals and evaluations.

Consumer Loans – This loan portfolio includes personal installment loans, direct and indirect automobile financing, and overdraft lines of credit. The majority of the consumer loan portfolio consists of indirect and direct automobile loans. Lending policy establishes maximum debt to income ratios, minimum credit scores, and includes guidelines for verification of applicants' income and receipt of credit reports.

Credit Quality Indicators. As part of the ongoing monitoring of the Company's loan portfolio quality, management categorizes loans into risk categories based on relevant information about the ability of borrowers to service their debt such as: current financial information, historical payment performance, credit documentation, and current economic/market trends, among other factors. Risk ratings are assigned to each loan and revised as needed through established monitoring procedures for individual loan relationships over a predetermined amount and review of smaller balance homogenous loan pools. The Company uses the definitions noted below for categorizing and managing its criticized loans. Loans categorized as "Pass" do not meet the criteria set forth for the Special Mention, Substandard, or Doubtful categories and are not considered criticized.

Special Mention – Loans in this category are presently protected from loss, but weaknesses are apparent which, if not corrected, could cause future problems. Loans in this category may not meet required underwriting criteria and have no mitigating factors. More than the ordinary amount of attention is warranted for these loans.

Substandard – Loans in this category exhibit well-defined weaknesses that would typically bring normal repayment into jeopardy. These loans are no longer adequately protected due to well-defined weaknesses that affect the repayment capacity of the borrower. The possibility of loss is much more evident and above average supervision is required for these loans.

Doubtful – Loans in this category have all the weaknesses inherent in a loan categorized as Substandard, with the characteristic that the weaknesses make collection or liquidation in full, on the basis of currently existing facts, conditions, and values, highly questionable and improbable.

The following table presents the risk category of loans by segment.

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|                        | Comm<br>Finar | ,      |        |        |       |     | Total C | riticized |
|------------------------|---------------|--------|--------|--------|-------|-----|---------|-----------|
| (Dollars in Thousands) | Agricı        | ılture | Real 1 | Estate | Consu | mer | Lo      | ans       |
| September 30, 2018     |               |        |        |        |       |     |         |           |
| Special Mention        | \$            | 357    | \$     | 12,674 | \$    | 56  | \$      | 13,087    |
| Substandard            |               | 594    |        | 26,058 |       | 386 |         | 27,038    |
| Doubtful               |               | -      |        | -      |       | -   |         | -         |
| Total Criticized Loans | \$            | 951    | \$     | 38,732 | \$    | 442 | \$      | 40,125    |
| December 31, 2017      |               |        |        |        |       |     |         |           |
| Special Mention        | \$            | 7,879  | \$     | 13,324 | \$    | 65  | \$      | 21,268    |
| Substandard            |               | 1,057  |        | 29,291 |       | 654 |         | 31,002    |
| Doubtful               |               | -      |        | _      |       | -   |         | -         |
| Total Criticized Loans | \$            | 8,936  | \$     | 42,615 | \$    | 719 | \$      | 52,270    |

Troubled Debt Restructurings ("TDRs"). TDRs are loans in which the borrower is experiencing financial difficulty and the Company has granted an economic concession to the borrower that it would not otherwise consider. In these instances, as part of a work-out alternative, the Company will make concessions including the extension of the loan term, a principal moratorium, a reduction in the interest rate, or a combination thereof. The impact of the TDR modifications and defaults are factored into the allowance for loan losses on a loan-by-loan basis as all TDRs are, by definition, impaired loans. Thus, specific reserves are established based upon the results of either a discounted cash flow analysis or the underlying collateral value, if the loan is deemed to be collateral dependent. A TDR classification can be removed if the borrower's financial condition improves such that the borrower is no longer in financial difficulty, the loan has not had any forgiveness of principal or interest, and the loan is subsequently refinanced or restructured at market terms and qualifies as a new loan.

The following table presents loans classified as TDRs.

|  | <b>September 30, 2018</b> |        |       |        |     | <b>December 31, 2017</b> |             |       |  |  |  |
|--|---------------------------|--------|-------|--------|-----|--------------------------|-------------|-------|--|--|--|
| (Dollars in Thousands)                 | Accruing                  |        | Nonac | cruing | Acc | ruing                    | Nonaccruing |       |  |  |  |
| Commercial, Financial and Agricultural | \$                        | 650    | \$    | 219    | \$  | 822                      | \$          | -     |  |  |  |
| Real Estate – Construction             |                           | 61     |       | -      |     | 64                       |             | -     |  |  |  |
| Real Estate – Commercial Mortgage      |                           | 15,847 |       | 1,226  |     | 17,058                   |             | 1,636 |  |  |  |
| Real Estate – Residential              |                           | 9,980  |       | 1,120  |     | 11,666                   |             | 503   |  |  |  |
| Real Estate – Home Equity              |                           | 2,033  |       | 97     |     | 2,441                    |             | 186   |  |  |  |
| Consumer                               |                           | 90     |       | -      |     | 113                      |             | -     |  |  |  |
| Total TDRs                             | \$                        | 28,661 | \$    | 2,662  | \$  | 32,164                   | \$          | 2,325 |  |  |  |

Loans classified as TDRs during the periods indicated are presented in the table below. The modifications made during the reporting period involved either an extension of the loan term, an interest rate adjustment, or a principal moratorium, and the financial impact of these modifications was not material.

|  | Three Mo  | <b>Nine Months Ended September</b>     |      |                               |        |           |                              |       |                               |       |
|--|-----------|--|------|-------------------------------|--------|-----------|------------------------------|-------|-------------------------------|-------|
|  |           | 30,                                    |      |                               |        |           |                              |       |                               |       |
|  |           |  |      |                               |        |           |                              |       |                               |       |
|  |           | Pre-<br>limber Modified<br>of Recorded |      | Post-<br>Modified<br>Recorded |        |           | Pre-<br>Modified<br>Recorded |       | Post-<br>Modified<br>Recorded |       |
|  | Number    |  |      |                               |        | Number    |                              |       |                               |       |
|  | of        |  |      |                               |        | of        |                              |       |                               |       |
| (Dollars in Thousands)                 | Contracts | Invest                                 | ment | Inves                         | stment | Contracts | Inves                        | tment | Inves                         | tment |
| Commercial, Financial and Agricultural | -         | \$                                     | -    | \$                            | -      | 1         | \$                           | 498   | \$                            | 230   |
| Real Estate – Construction             | -         |  | -    |                               | -      | -         |                              | -     |                               | -     |
| Real Estate – Commercial Mortgage      | -         |  | -    |                               | -      | 1         |                              | 227   |                               | 228   |
| Real Estate – Residential              | 1         |  | 72   |                               | 76     | 2         |                              | 105   |                               | 108   |
| Real Estate – Home Equity              | -         |  | -    |                               | -      | 1         |                              | 27    |                               | 27    |
| Consumer                               | -         |  | -    |                               | -      | -         |                              | -     |                               | -     |
| Total TDRs                             | 1         | \$                                     | 72   | \$                            | 76     | 5         | \$                           | 857   | \$                            | 593   |

|  | Three Mo         | Nine Months Ended September<br>30,<br>2017 |      |                               |     |              |                              |     |                               |     |
|--|------------------|--|------|-------------------------------|-----|--------------|------------------------------|-----|-------------------------------|-----|
|  | Number<br>of     | Pre-<br>Modified<br>Recorded               |      | Post-<br>Modified<br>Recorded |     | Number<br>of | Pre-<br>Modified<br>Recorded |     | Post-<br>Modified<br>Recorded |     |
| (Dollars in Thousands)                 | <b>Contracts</b> | Invest                                     | ment | Investment                    |     | Contracts    | Investment                   |     | Investment                    |     |
| Commercial, Financial and Agricultural | 1                | \$   | 32   | \$                            | 22  | 1            | \$                           | 32  | \$                            | 22  |
| Real Estate – Construction             | -                |  | -    |                               | -   | 1            |                              | 64  |                               | 65  |
| Real Estate – Commercial Mortgage      | 1                |  | 160  |                               | 70  | 1            |                              | 160 |                               | 70  |
| Real Estate – Residential              | 1                |  | 101  |                               | 102 | 2            |                              | 316 |                               | 283 |
| Real Estate – Home Equity              | 3                |  | 149  |                               | 147 | 4            |                              | 205 |                               | 203 |
| Consumer                               | -                |  | -    |                               | -   | -            |                              | -   |                               | -   |

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|-------------------------|-----------------|-----------------|
|-------------------------|-----------------|-----------------|

Total TDRs 6 \$ 442 \$ 341 9 \$ 777 \$ 643

For the three and nine months ended September 30, 2018, the loans modified as TDRs within the previous 12 months that have substantially defaulted are presented below. For the three and nine month period ended September 30, 2017, there were no loans modified as TDRs within the previous 12 months that have substantially defaulted.

|  |              | Ended Septembe<br>30,    | er | Nine Months Ended September 30, |                           |     |  |  |  |
|--|--------------|--------------------------|----|---------------------------------|---------------------------|-----|--|--|--|
|  | 2            | 018                      |    | 2                               | 2018                      |     |  |  |  |
|  | Number<br>of | Post-Modifie<br>Recorded |    | Number<br>of                    | Post-Mo<br>Record         | ded |  |  |  |
| (Dollars in Thousands)                 | Contracts    | Investment(              | 1) | Contracts                       | Investment <sup>(1)</sup> |     |  |  |  |
| Commercial, Financial and Agricultural | -            | \$                       | -  | -                               | \$                        | -   |  |  |  |
| Real Estate – Construction             | -            |                          | -  | -                               |                           | -   |  |  |  |
| Real Estate – Commercial Mortgage      | -            |                          | -  | 1                               |                           | 64  |  |  |  |
| Real Estate – Residential              | -            |                          | -  | -                               |                           | -   |  |  |  |
| Real Estate – Home Equity              | -            |                          | -  | -                               |                           | -   |  |  |  |
| Consumer                               | -            |                          | -  | -                               |                           | -   |  |  |  |
| Total TDRs                             | _            | \$                       | _  | 1                               | \$                        | 64  |  |  |  |

<sup>(1)</sup> Recorded investment reflects charge-offs and additional funds advanced at time of restructure, if applicable.

The following table provides information on how TDRs were modified during the periods indicated.

|  | Septem                              | nths Ended<br>aber 30,<br>118 |           | Nine Months Ended<br>September 30,<br>2018 |                     |     |  |
|--|-------------------------------------|-------------------------------|-----------|--|---------------------|-----|--|
|  | Number of                           | Recorde                       | ed        | Number of                                  | Recorded            |     |  |
| (Dollars in Thousands)                             | Contracts Investment <sup>(1)</sup> |                               | Contracts | Investr                                    | ment <sup>(1)</sup> |     |  |
| Extended amortization                              | 1                                   | \$                            | 76        | 2  | \$                  | 303 |  |
| Interest rate adjustment                           | -                                   |                               | -         | 1  |                     | 33  |  |
| Extended amortization and interest rate adjustment | -                                   |                               | -         | 1  |                     | 27  |  |
| Principal moratorium                               | -                                   |                               | -         | 1  |                     | 230 |  |
| Total TDRs   | 1                                   | \$                            | 76        | 5  | \$                  | 593 |  |

|  | -         | nths Ende<br>aber 30,<br>017 | d      | Nine Months Ended<br>September 30,<br>2017 |         |                     |  |
|--|-----------|------------------------------|--------|--|---------|---------------------|--|
|  | Number of | er of Record                 |        | Number of                                  | Recor   | rded                |  |
| (Dollars in Thousands)                             | Contracts | Investm                      | ent(1) | Contracts                                  | Investn | nent <sup>(1)</sup> |  |
| Extended amortization                              | 1         | \$                           | 70     | 1  | \$      | 70                  |  |
| Interest rate adjustment                           | -         |                              | -      | 3  |         | 302                 |  |
| Extended amortization and interest rate adjustment | 4         |                              | 249    | 4  |         | 249                 |  |

| Other      | 1 | 22        | 1 | 22        |
|------------|---|-----------|---|-----------|
| Total TDRs | 6 | \$<br>341 | 9 | \$<br>643 |

(1) Recorded investment reflects charge-offs and additional funds advanced at time of restructure, if applicable.

### **NOTE 4 – OTHER REAL ESTATE OWNED**

The following table presents other real estate owned activity for the periods indicated.

|                        | Three N | Months Ende | d Septen | ıber 30, | Nine Months Ended September 30, |         |      |         |  |
|------------------------|---------|-------------|----------|----------|---------------------------------|---------|------|---------|--|
| (Dollars in Thousands) | 20      | 18          | 20       | 17       | 20                              | )18     | 2017 |         |  |
| Beginning Balance      | \$      | 3,373       | \$       | 7,968    | \$                              | 3,941   | \$   | 10,638  |  |
| Additions              |         | 420         |          | 339      |                                 | 1,260   |      | 2,024   |  |
| Valuation Write-downs  |         | (224)       |          | (350)    |                                 | (856)   |      | (1,118) |  |
| Sales                  |         | (849)       |          | (1,970)  |                                 | (1,625) |      | (5,291) |  |
| Other                  |         | -           |          | -        |                                 | -       |      | (266)   |  |
| Ending Balance         | \$      | 2,720       | \$       | 5,987    | \$                              | 2,720   | \$   | 5,987   |  |

Net expenses applicable to other real estate owned include the following:

|                                    | Three M | onths End | ed Septem | ber 30, | Nine Months Ended September 30, |       |      |       |  |
|------------------------------------|---------|-----------|-----------|---------|---------------------------------|-------|------|-------|--|
| (Dollars in Thousands)             | 201     | 8         | 201       | 17      | 20                              | 18    | 2017 |       |  |
| Gains from the Sale of Properties  | \$      | (46)      | \$        | (711)   | \$                              | (127) | \$   | (980) |  |
| Losses from the Sale of Properties |         | 70        |           | 123     |                                 | 212   |      | 318   |  |
| Rental Income from Properties      |         | (3)       |           | (19)    |                                 | (9)   |      | (73)  |  |
| Property Carrying Costs            |         | 102       |           | 139     |                                 | 289   |      | 397   |  |
| Valuation Adjustments              |         | 224       |           | 350     |                                 | 856   |      | 1,118 |  |
| Total                              | \$      | 347       | \$        | (118)   | \$                              | 1,221 | \$   | 780   |  |

As of September 30, 2018, the Company had \$0.7 million of loans secured by residential real estate in the process of foreclosure.

# **NOTE 5 - EMPLOYEE BENEFIT PLANS**

The Company has a defined benefit pension plan covering substantially all full-time and eligible part-time associates and a Supplemental Executive Retirement Plan ("SERP") covering its executive officers.

The components of the net periodic benefit cost for the Company's qualified benefit pension plan were as follows:

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|                                    | Three | <b>Months Ende</b> | d Septen | ıber 30, | Nine Months Ended September 30, |         |      |         |  |
|------------------------------------|-------|--------------------|----------|----------|---------------------------------|---------|------|---------|--|
| (Dollars in Thousands)             | 2018  |                    | 20       | 17       | 20                              | 018     | 2017 |         |  |
| Service Cost                       | \$    | 1,721              | \$       | 1,688    | \$                              | 5,163   | \$   | 5,064   |  |
| Interest Cost                      |       | 1,415              |          | 1,437    |                                 | 4,246   |      | 4,312   |  |
| Expected Return on Plan Assets     |       | (2,391)            |          | (2,006)  |                                 | (7,173) |      | (6,019) |  |
| Prior Service Cost Amortization    |       | 50                 |          | 56       |                                 | 150     |      | 167     |  |
| Net Loss Amortization              |       | 918                |          | 953      |                                 | 2,754   |      | 2,859   |  |
| Net Periodic Benefit Cost          | \$    | 1,713              | \$       | 2,128    | \$                              | 5,140   | \$   | 6,383   |  |
| Discount Rate                      |       | 3.71%              |          | 4.21%    |                                 | 3.71%   |      | 4.21%   |  |
| Long-term Rate of Return on Assets |       | 7.25%              |          | 7.25%    |                                 | 7.25%   |      | 7.25%   |  |

The components of the net periodic benefit cost for the Company's SERP were as follows:

|                           | Three M | Ionths Ende | d Septem | Nine M | Nine Months Ended September 30, |       |      |       |  |
|---------------------------|---------|-------------|----------|--------|---------------------------------|-------|------|-------|--|
| (Dollars in Thousands)    | 201     | 8           | 201      | 7      | 20                              | 18    | 2017 |       |  |
| Interest Cost             | \$      | 57          | \$       | 48     | \$                              | 170   | \$   | 143   |  |
| Net Loss Amortization     |         | 406         |          | 149    |                                 | 1,220 |      | 448   |  |
| Net Periodic Benefit Cost | \$      | 463         | \$       | 197    | \$                              | 1,390 | \$   | 591   |  |
| Discount Rate             |         | 3.53%       |          | 3.92%  |                                 | 3.53% |      | 3.92% |  |

The service cost component of net periodic benefit cost is reflected in compensation expense in the accompanying statements of income. The other components of net periodic cost are included in "other" within the noninterest expense category in the statements of income. See Note 1 – Significant Accounting Policies for additional information.

During the first nine months of 2018, the Company contributed \$23 million (first quarter - \$10 million, second quarter - \$10 million, third quarter - \$3 million) to its defined benefit pension plan for the 2017 plan year.

### **NOTE 6 - COMMITMENTS AND CONTINGENCIES**

Lending Commitments. The Company is a party to financial instruments with off-balance sheet risks in the normal course of business to meet the financing needs of its clients. These financial instruments consist of commitments to extend credit and standby letters of credit.

The Company's maximum exposure to credit loss under standby letters of credit and commitments to extend credit is represented by the contractual amount of those instruments. The Company uses the same credit policies in establishing commitments and issuing letters of credit as it does for on-balance sheet instruments. The amounts associated with the Company's off-balance sheet obligations were as follows:

|                                  | Sep        | tember 30, 20 | 18         | De        | cember 31, 20 | 17         |
|----------------------------------|------------|---------------|------------|-----------|---------------|------------|
| (Dollars in Thousands)           | Fixed      | Variable      | Total      | Fixed     | Variable      | Total      |
| Commitments to Extend Credit (1) | \$ 96,591  | \$ 365,224    | \$ 461,815 | \$ 78,390 | \$ 366,750    | \$ 445,140 |
| Standby Letters of Credit        | 4,363      | -             | 4,363      | 4,678     | -             | 4,678      |
| Total                            | \$ 100,954 | \$ 365,224    | \$ 466,178 | \$ 83,068 | \$ 366,750    | \$ 449,818 |

<sup>(1)</sup> Commitments include unfunded loans, revolving lines of credit, and other unused commitments.

Commitments to extend credit are agreements to lend to a client so 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. Since many 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 are conditional commitments issued by the Company to guarantee the performance of a client to a third party. The credit risk involved in issuing letters of credit is essentially the same as that involved in extending loan facilities. In general, management does not anticipate any material losses as a result of participating in

these types of transactions. However, any potential losses arising from such transactions are reserved for in the same manner as management reserves for its other credit facilities.

For both on- and off-balance sheet financial instruments, the Company requires collateral to support such instruments when it is deemed necessary. The Company evaluates each client's creditworthiness on a case-by-case basis. The amount of collateral obtained upon extension of credit is based on management's credit evaluation of the counterparty. Collateral held varies, but may include deposits held in financial institutions; U.S. Treasury securities; other marketable securities; real estate; accounts receivable; property, plant and equipment; and inventory.

Contingencies. The Company is a party to lawsuits and claims arising out of the normal course of business. In management's opinion, there are no known pending claims or litigation, the outcome of which would, individually or in the aggregate, have a material effect on the consolidated results of operations, financial position, or cash flows of the Company.

Indemnification Obligation. The Company is a member of the Visa U.S.A. network. Visa U.S.A member banks are required to indemnify it for potential future settlement of certain litigation (the "Covered Litigation") that relates to several antitrust lawsuits challenging the practices of Visa and MasterCard International. In 2008, the Company, as a member of the Visa U.S.A. network, obtained Class B shares of Visa, Inc. upon its initial public offering. Since its initial public offering, Visa, Inc. has funded a litigation reserve for the Covered Litigation resulting in a reduction in the Class B shares held by the Company. During the first quarter of 2011, the Company sold its remaining Class B shares. Associated with this sale, the Company entered into a swap contract with the purchaser of the shares that requires a payment to the counterparty in the event that Visa, Inc. makes subsequent revisions to the conversion ratio for its Class B shares. Fixed charges included in the swap liability are payable quarterly until the litigation reserve is fully liquidated and at which time the aforementioned swap contract will be terminated. Quarterly fixed payments approximate \$123,000. Conversion ratio payments and ongoing fixed quarterly charges are reflected in earnings in the period incurred.

#### NOTE 7 – FAIR VALUE MEASUREMENTS

The fair value of an asset or liability is the price that would be received to sell that asset or paid to transfer that liability in an orderly transaction occurring in the principal market (or most advantageous market in the absence of a principal market) for such asset or liability. In estimating fair value, the Company utilizes valuation techniques that are consistent with the market approach, the income approach and/or the cost approach. Such valuation techniques are consistently applied. Inputs to valuation techniques include the assumptions that market participants would use in pricing an asset or liability. ASC Topic 820 establishes a fair value hierarchy for valuation inputs that gives the highest priority to quoted prices in active markets for identical assets or liabilities and the lowest priority to unobservable inputs. The fair value hierarchy is as follows:

- Level 1 Inputs Unadjusted quoted prices in active markets for identical assets or liabilities that the reporting entity has the ability to access at the measurement date.
- Level 2 Inputs Inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly. These might include quoted prices for similar assets or liabilities in active markets, quoted prices for identical or similar assets or liabilities in markets that are not active, inputs other than quoted prices that are observable for the asset or liability (such as interest rates, volatilities, prepayment speeds, credit risks, etc.) or inputs that are derived principally from, or corroborated, by market data by correlation or other means.
- Level 3 Inputs Unobservable inputs for determining the fair values of assets or liabilities that reflect an entity's own assumptions about the assumptions that market participants would use in pricing the assets or liabilities.

#### Assets and Liabilities Measured at Fair Value on a Recurring Basis

Securities Available for Sale. U.S. Treasury securities are reported at fair value utilizing Level 1 inputs. Other securities classified as available for sale are reported at fair value utilizing Level 2 inputs. For these securities, the Company obtains fair value measurements from an independent pricing service. The fair value measurements consider observable data that may include dealer quotes, market spreads, cash flows, the U.S. Treasury yield curve, live trading levels, trade execution data, credit information and the bond's terms and conditions, among other things.

In general, the Company does not purchase securities that have a complicated structure. The Company's entire portfolio consists of traditional investments, nearly all of which are U.S. Treasury obligations, federal agency bullet or

mortgage pass-through securities, or general obligation or revenue based municipal bonds. Pricing for such instruments is easily obtained. Quarterly, the Company will validate, on a sample basis, prices supplied by the independent pricing service by comparison to prices obtained from third-party sources or derived using internal models.

*Fair Value Swap*. The Company entered into a stand-alone derivative contract with the purchaser of its Visa Class B shares. The valuation represents the amount due and payable to the counterparty based upon the revised share conversion rate, if any, during the period. At September 30, 2018, there were no amounts payable.

A summary of fair values for assets and liabilities consisted of the following:

| (Dollars in Thousands) |                                   | vel 1<br>puts | _  | Level 2<br>Inputs |    | 3<br>s | Total Fair<br>Value |         |
|------------------------|-----------------------------------|---------------|----|-------------------|----|--------|---------------------|---------|
| September              | 30, 2018                          |               |    |                   |    |        |                     |         |
| ASSETS:                |                                   |               |    |                   |    |        |                     |         |
| Securities A           | Available for Sale:               |               |    |                   |    |        |                     |         |
|                        | U.S. Government Treasury          | \$<br>268,113 | \$ | -                 | \$ | -      | \$                  | 268,113 |
|                        | U.S. Government Agency            | -             |    | 153,091           |    | -      |                     | 153,091 |
|                        | States and Political Subdivisions | -             |    | 53,839            |    | -      |                     | 53,839  |
|                        | Mortgage-Backed Securities        | -             |    | 972               |    | -      |                     | 972     |
|                        | Equity Securities                 | -             |    | 8,228             |    | -      |                     | 8,228   |
| December 3             | 31, 2017                          |               |    |                   |    |        |                     |         |
| ASSETS:                |                                   |               |    |                   |    |        |                     |         |
| Securities A           | Available for Sale:               |               |    |                   |    |        |                     |         |
|                        | U.S. Government Treasury          | \$<br>235,341 | \$ | -                 | \$ | -      | \$                  | 235,341 |
|                        | U.S. Government Agency            | -             |    | 144,644           |    | -      |                     | 144,644 |
|                        | States and Political Subdivisions | -             |    | 91,157            |    | -      |                     | 91,157  |
|                        | Mortgage-Backed Securities        | -             |    | 1,185             |    | -      |                     | 1,185   |
|                        | Equity Securities                 | -             |    | 8,584             |    | -      |                     | 8,584   |

### Assets Measured at Fair Value on a Non-Recurring Basis

Certain assets are measured at fair value on a non-recurring basis (i.e., the assets are not measured at fair value on an ongoing basis but are subject to fair value adjustments in certain circumstances). An example would be assets exhibiting evidence of impairment. The following is a description of valuation methodologies used for assets measured on a non-recurring basis.

Impaired Loans. Impairment for collateral dependent loans is measured using the fair value of the collateral less selling costs. The fair value of collateral is determined by an independent valuation or professional appraisal in conformance with banking regulations. Collateral values are estimated using Level 3 inputs due to the volatility in the real estate market, and the judgment and estimation involved in the real estate appraisal process. Impaired loans are reviewed and evaluated on at least a quarterly basis for additional impairment and adjusted accordingly. Valuation techniques are consistent with those techniques applied in prior periods. Impaired collateral dependent loans had a carrying value of \$6.3 million with a valuation allowance of \$0.8 million at September 30, 2018 and \$6.1 million and \$1.1 million, respectively, at December 31, 2017.

Loans Held for Sale. These loans are carried at the lower of cost or fair value and are adjusted to fair value on a non-recurring basis. Fair value is based on observable markets rates for comparable loan products, which is

considered a Level 2 fair value measurement.

Other Real Estate Owned. During the first nine months of 2018, certain foreclosed assets, upon initial recognition, were measured and reported at fair value through a charge-off to the allowance for loan losses based on the fair value of the foreclosed asset less estimated cost to sell. The fair value of the foreclosed asset is determined by an independent valuation or professional appraisal in conformance with banking regulations. On an ongoing basis, we obtain updated appraisals on foreclosed assets and realize valuation adjustments as necessary. The fair value of foreclosed assets is estimated using Level 3 inputs due to the judgment and estimation involved in the real estate valuation process.

#### Assets and Liabilities Disclosed at Fair Value

The Company is required to disclose the estimated fair value of financial instruments, both assets and liabilities, for which it is practical to estimate fair value and the following is a description of valuation methodologies used for those assets and liabilities.

*Cash and Short-Term Investments*. The carrying amount of cash and short-term investments is used to approximate fair value, given the short time frame to maturity and as such assets do not present unanticipated credit concerns.

Securities Held to Maturity. Securities held to maturity are valued in accordance with the methodology previously noted in this footnote under the caption "Assets and Liabilities Measured at Fair Value on a Recurring Basis – Securities Available for Sale".

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Loans. The loan portfolio is segregated into categories and the fair value of each loan category is calculated using present value techniques based upon projected cash flows and estimated discount rates. For values reported prior to 2018, the discount rates used to projecting cash flows reflected the credit and interest rate risks inherent in each loan category. The calculated present values are then reduced by an allocation of the allowance for loan losses against each respective loan category. Pursuant to the adoption of ASU 2016-01, *Recognition and Measurement of Financial Assets and Financial Liabilities*, for values reported for the 2018 period, fair value reflects the incorporation of a liquidity discount to meet the objective of "exit price" valuation.

*Deposits.* The fair value of Noninterest Bearing Deposits, NOW Accounts, Money Market Accounts and Savings Accounts are the amounts payable on demand at the reporting date. The fair value of fixed maturity certificates of deposit is estimated using present value techniques and rates currently offered for deposits of similar remaining maturities.

Subordinated Notes Payable. The fair value of each note is calculated using present value techniques, based upon projected cash flows and estimated discount rates as well as rates being offered for similar obligations.

*Short-Term and Long-Term Borrowings.* The fair value of each note is calculated using present value techniques, based upon projected cash flows and estimated discount rates as well as rates being offered for similar debt.

A summary of estimated fair values of significant financial instruments consisted of the following:

|   | <b>September 30, 2018</b> |           |    |         |    |           |    |           |  |  |
|---|---------------------------|-----------|----|---------|----|-----------|----|-----------|--|--|
|   | Carrying                  |           |    | Level 1 |    | Level 2   |    | Level 3   |  |  |
| (Dollars in Thousands)                    |                           | Value     |    | Inputs  |    | Inputs    |    | Inputs    |  |  |
| ASSETS:                                   |                           |           |    |         |    |           |    |           |  |  |
| Cash                                      | \$                        | 48,423    | \$ | 48,423  | \$ | -         | \$ | -         |  |  |
| Short-Term Investments                    |                           | 26,839    |    | 26,839  |    | -         |    | -         |  |  |
| Investment Securities, Available for Sale |                           | 484,243   |    | 268,113 |    | 216,130   |    | -         |  |  |
| Investment Securities, Held to Maturity   |                           | 227,923   |    | 34,401  |    | 189,130   |    | -         |  |  |
| Equity Securities <sup>(1)</sup>          |                           | 3,600     |    | -       |    | 3,600     |    | -         |  |  |
| Loans Held for Sale                       |                           | 8,297     |    | -       |    | 8,297     |    | -         |  |  |
| Loans, Net of Allowance for Loan Losses   |                           | 1,759,535 |    | -       |    | -         |    | 1,723,355 |  |  |
| LIABILITIES:                              |                           |           |    |         |    |           |    |           |  |  |
| Deposits                                  | \$                        | 2,381,216 | \$ | -       | \$ | 2,379,106 | \$ | -         |  |  |
| Short-Term Borrowings                     |                           | 16,644    |    | -       |    | 16,644    |    | -         |  |  |
| Subordinated Notes Payable                |                           | 52,887    |    | -       |    | 41,575    |    | -         |  |  |
| Long-Term Borrowings                      |                           | 12,456    |    | -       |    | 12,330    |    | -         |  |  |

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|   | <b>December 31, 2017</b> |           |    |         |    |           |         |           |  |  |  |
|---|--------------------------|-----------|----|---------|----|-----------|---------|-----------|--|--|--|
|   |                          | Carrying  |    | Level 1 |    | Level 2   | Level 3 |           |  |  |  |
| (Dollars in Thousands)                    | Value                    |           |    | Inputs  |    | Inputs    | Inputs  |           |  |  |  |
| ASSETS:                                   |                          |           |    |         |    |           |         |           |  |  |  |
| Cash                                      | \$                       | 58,419    | \$ | 58,419  | \$ | _         | \$      | -         |  |  |  |
| Short-Term Investments                    |                          | 227,023   |    | 227,023 |    | _         |         | -         |  |  |  |
| Investment Securities, Available for Sale |                          | 480,911   |    | 235,341 |    | 245,570   |         | -         |  |  |  |
| Investment Securities, Held to Maturity   |                          | 216,679   |    | 97,815  |    | 117,192   |         | -         |  |  |  |
| Loans Held for Sale                       |                          | 4,817     |    | -       |    | 4,817     |         | -         |  |  |  |
| Loans, Net of Allowance for Loan Losses   |                          | 1,640,185 |    | -       |    | -         |         | 1,625,310 |  |  |  |
| LIABILITIES:                              |                          |           |    |         |    |           |         |           |  |  |  |
| Deposits                                  | \$                       | 2,469,877 | \$ | -       | \$ | 2,382,818 | \$      | -         |  |  |  |
| Short-Term Borrowings                     |                          | 7,480     |    | -       |    | 7,482     |         | -         |  |  |  |
| Subordinated Notes Payable                |                          | 52,887    |    | -       |    | 41,718    |         | -         |  |  |  |
| Long-Term Borrowings                      |                          | 13,967    |    | -       |    | 14,081    |         | -         |  |  |  |
|   |                          |           |    |         |    |           |         |           |  |  |  |

 $<sup>^{(1)}</sup>$  Not readily marketable securities - reflected in other assets.

All non-financial instruments are excluded from the above table. The disclosures also do not include goodwill. Accordingly, the aggregate fair value amounts presented do not represent the underlying value of the Company.

# NOTE 8 - OTHER COMPREHENSIVE INCOME

The amounts allocated to other comprehensive income are presented in the table below. Reclassification adjustments related to securities held for sale are included in net gain/loss on securities transactions in the accompanying consolidated statements of comprehensive income. For the periods presented, reclassifications adjustments related to securities held for sale was not material.

| (Dollars in Thousands) Three Months Ended September 30, 2018  |            | Before<br>Tax<br>Amount |      | Tax<br>(Expense)<br>Benefit |     | Net of<br>Tax<br>Amount |
|---|------------|-------------------------|------|-----------------------------|-----|-------------------------|
| Investment Securities:  |            |                         |      |                             |     |                         |
| Change in net unrealized gain/loss on securities available for sale<br>Amortization of losses on securities transferred from available for sale to<br>held to   | \$         | (553)                   | \$   | 140                         | \$  | (413)                   |
| maturity  |            | 13                      |      | (3)                         |     | 10                      |
| Total Other Comprehensive Loss  | \$         | (540)                   | \$   | 137                         | \$  | (403)                   |
| Nine Months Ended September 30, 2018 Investment Securities: Change in net unrealized gain/loss on securities available for sale Amortization of losses on securities transferred from available for sale to held to | \$         | (2,306)                 | \$   | 585                         | \$  | (1,721)                 |
| maturity  |            | 42                      |      | (11)                        |     | 31                      |
| Total Other Comprehensive Loss  | \$         | (2,264)                 | \$   | 574                         | \$  | (1,690)                 |
| (Dollars in Thousands) Three Months Ended September 30, 2017  |            | Before<br>Tax<br>Amount | (    | Tax<br>(Expense)<br>Benefit |     | Net of<br>Tax<br>Amount |
| Investment Securities: Change in net unrealized gain/loss on securities available for sale Amortization of losses on securities transferred from available for sale to l  | \$<br>neld | (99)                    | ) \$ | 38                          | 3 5 | \$ (61)                 |
| to maturity   |            | 19                      | )    | (7)                         | )   | 12                      |
| Total Other Comprehensive Loss  | \$         |                         |      | ` '                         | . ( |                         |