

INDEPENDENT BANK CORP /MI/  
Form 10-Q  
August 03, 2018

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SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 FOR THE QUARTERLY PERIOD ENDED June 30, 2018

Commission file number 0-7818

INDEPENDENT BANK CORPORATION  
(Exact name of registrant as specified in its charter)

Michigan 38-2032782  
(State or jurisdiction of Incorporation or Organization) (I.R.S. Employer Identification Number)

4200 East Beltline, Grand Rapids, Michigan 49525  
(Address of principal executive offices)

(616) 527-5820  
(Registrant's telephone number, including area code)

NONE  
Former name, address and fiscal year, if changed since last report.

Indicate by check mark whether the registrant (1) has filed all documents and reports required to be filed by Sections 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. YES NO

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

Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer, non-accelerated filer, smaller reporting company or an emerging growth company.  
Large accelerated filer Accelerated filer Non-accelerated filer Smaller reporting company Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to section 13(a) of the Exchange Act. Yes No

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). YES NO

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Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Common stock, no par value	24,150,855
Class	Outstanding at August 3, 2018

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## INDEPENDENT BANK CORPORATION AND SUBSIDIARIES

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FORWARD-LOOKING STATEMENTS

Statements in this report that are not statements of historical fact, including statements that include terms such as “will,” “may,” “should,” “believe,” “expect,” “forecast,” “anticipate,” “estimate,” “project,” “intend,” “likely,” “optimistic” about future or projected financial and operating results, plans, projections, objectives, expectations, and intentions, are forward-looking statements. Forward-looking statements include, but are not limited to, descriptions of plans and objectives for future operations, products or services; projections of our future revenue, earnings or other measures of economic performance; forecasts of credit losses and other asset quality trends; statements about our business and growth strategies; and expectations about economic and market conditions and trends. These forward-looking statements express our current expectations, forecasts of future events, or long-term goals. They are based on assumptions, estimates, and forecasts that, although believed to be reasonable, may turn out to be incorrect. Actual results could differ materially from those discussed in the forward-looking statements for a variety of reasons, including:

- economic, market, operational, liquidity, credit, and interest rate risks associated with our business; economic conditions generally and in the financial services industry, particularly economic conditions within Michigan and the regional and local real estate markets in which our bank operates;
- the failure of assumptions underlying the establishment of, and provisions made to, our allowance for loan losses;
- increased competition in the financial services industry, either nationally or regionally;
- our ability to achieve loan and deposit growth;
- volatility and direction of market interest rates;
- the continued services of our management team; and
- implementation of new legislation, which may have significant effects on us and the financial services industry.

This list provides examples of factors that could affect the results described by forward-looking statements contained in this report, but the list is not intended to be all-inclusive.

In addition, factors that may cause actual results to differ from expectations regarding the April 1, 2018 acquisition of TCSB Bancorp, Inc. include, but are not limited to, the reaction to the transaction of the companies’ customers, employees and counterparties; customer disintermediation; inflation; expected synergies, cost savings and other financial benefits of the transaction might not be realized within the expected timeframes or might be less than projected; credit and interest rate risks associated with the parties’ respective businesses, customers, borrowings, repayment, investment, and deposit practices; general economic conditions, either nationally or in the market areas in which the parties operate or anticipate doing business, are less favorable than expected; new regulatory or legal requirements or obligations; and other risks.

The risk factors disclosed in Part I – Item 1A of our Annual Report on Form 10-K for the year ended December 31, 2017, as updated by any new or modified risk factors disclosed in Part II – Item 1A of any subsequently filed Quarterly Report on Form 10-Q, include all known risks our management believes could materially affect the results described by forward-looking statements in this report. However, those risks may not be the only risks we face. Our results of operations, cash flows, financial position, and prospects could also be materially and adversely affected by additional factors that are not presently known to us that we currently consider to be immaterial, or that develop after the date of this report. We cannot assure you that our future results will meet expectations. While we believe the forward-looking statements in this report are reasonable, you should not place undue reliance on any forward-looking statement. In addition, these statements speak only as of the date made. We do not undertake, and expressly disclaim, any obligation to update or alter any statements, whether as a result of new information, future events, or otherwise, except as required by applicable law.



IndexPart I - Item 1. INDEPENDENT BANK CORPORATION AND SUBSIDIARIES  
Condensed Consolidated Statements of Financial Condition

	June 30, 2018 (unaudited)	December 31, 2017
	(In thousands, except share amounts)	
Assets		
Cash and due from banks	\$ 36,433	\$ 36,994
Interest bearing deposits	22,278	17,744
Cash and Cash Equivalents	58,711	54,738
Interest bearing deposits - time	2,478	2,739
Equity securities at fair value	336	-
Trading securities	-	455
Securities available for sale	450,593	522,925
Federal Home Loan Bank and Federal Reserve Bank stock, at cost	16,321	15,543
Loans held for sale, carried at fair value	50,915	39,436
Loans held for sale, carried at lower of cost or fair value	13,216	-
Loans		
Commercial	1,106,987	853,260
Mortgage	988,622	849,530
Installment	371,708	316,027
Total Loans	2,467,317	2,018,817
Allowance for loan losses	(23,504 )	(22,587 )
Net Loans	2,443,813	1,996,230
Other real estate and repossessed assets	1,689	1,643
Property and equipment, net	39,660	39,149
Bank-owned life insurance	54,573	54,572
Deferred tax assets, net	11,426	15,089
Capitalized mortgage loan servicing rights	21,848	15,699
Other intangibles	7,004	1,586
Goodwill	29,012	-
Accrued income and other assets	32,927	29,551
Total Assets	\$ 3,234,522	\$ 2,789,355
Liabilities and Shareholders' Equity		
Deposits		
Non-interest bearing	\$ 871,959	\$ 768,333
Savings and interest-bearing checking	1,226,492	1,064,391
Reciprocal	66,540	50,979
Time	389,118	374,872
Brokered time	226,407	141,959
Total Deposits	2,780,516	2,400,534
Other borrowings	40,584	54,600
Subordinated debentures	39,354	35,569
Accrued expenses and other liabilities	36,985	33,719
Total Liabilities	2,897,439	2,524,422
Shareholders' Equity		

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Preferred stock, no par value, 200,000 shares authorized; none issued or outstanding	-	-
Common stock, no par value, 500,000,000 shares authorized; issued and outstanding: 24,143,044 shares at June 30, 2018 and 21,333,869 shares at December 31, 2017	389,195	324,986
Accumulated deficit	(42,898 )	(54,054 )
Accumulated other comprehensive loss	(9,214 )	(5,999 )
Total Shareholders' Equity	337,083	264,933
Total Liabilities and Shareholders' Equity	\$ 3,234,522	\$ 2,789,355

See notes to interim condensed consolidated financial statements (unaudited)

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## INDEPENDENT BANK CORPORATION AND SUBSIDIARIES

Condensed Consolidated Statements of Operations

	Three months		Six months ended	
	ended June 30, 2018 (unaudited)	2017	June 30, 2018 (unaudited)	2017
	(In thousands, except per share amounts)			
Interest Income				
Interest and fees on loans	\$ 29,674	\$ 19,949	\$ 53,027	\$ 39,807
Interest on securities				
Taxable	2,720	2,781	5,355	5,535
Tax-exempt	444	511	923	966
Other investments	265	292	595	604
Total Interest Income	33,103	23,533	59,900	46,912
Interest Expense				
Deposits	3,209	1,478	5,496	2,921
Other borrowings and subordinated debentures	914	563	1,488	1,033
Total Interest Expense	4,123	2,041	6,984	3,954
Net Interest Income	28,980	21,492	52,916	42,958
Provision for loan losses	650	583	965	224
Net Interest Income After Provision for Loan Losses	28,330	20,909	51,951	42,734
Non-interest Income				
Service charges on deposit accounts	3,095	3,175	6,000	6,184
Interchange income	2,504	2,005	4,750	3,927
Net gains (losses) on assets				
Mortgage loans	3,255	3,344	5,826	5,915
Securities	9	(34 )	(164 )	(7 )
Mortgage loan servicing, net	1,235	(158 )	3,456	667
Other	2,217	2,114	4,160	4,099
Total Non-interest Income	12,315	10,446	24,028	20,785
Non-interest Expense				
Compensation and employee benefits	15,869	13,380	30,337	27,527
Occupancy, net	2,170	1,920	4,434	4,062
Data processing	2,251	1,937	4,129	3,874
Merger related expenses	3,082	-	3,256	-
Furniture, fixtures and equipment	1,019	1,005	1,986	1,982
Communications	704	678	1,384	1,361
Loan and collection	692	670	1,369	1,083
Interchange expense	661	292	1,259	575
Advertising	543	519	984	1,025
Legal and professional	456	389	834	826
FDIC deposit insurance	250	202	480	400
Credit card and bank service fees	106	136	202	327
Other	1,958	1,633	3,242	3,288
Total Non-interest Expense	29,761	22,761	53,896	46,330
Income Before Income Tax	10,884	8,594	22,083	17,189
Income tax expense	2,067	2,663	4,105	5,284

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Net Income	\$8,817	\$5,931	\$17,978	\$11,905
Net Income Per Common Share				
Basic	\$0.37	\$0.28	\$0.79	\$0.56
Diluted	\$0.36	\$0.27	\$0.78	\$0.55
Dividends Per Common Share				
Declared	\$0.15	\$0.10	\$0.30	\$0.20
Paid	\$0.15	\$0.10	\$0.30	\$0.20

See notes to interim condensed consolidated financial statements (unaudited)

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## INDEPENDENT BANK CORPORATION AND SUBSIDIARIES

Condensed Consolidated Statements of Comprehensive Income

	Three months ended June 30, 2018		Six months ended June 30, 2018	
	2017	2018	2017	2018
	(unaudited)			
	(In thousands)			
Net income	\$8,817	\$5,931	\$17,978	\$11,905
Other comprehensive income (loss), before tax				
Securities available for sale				
Unrealized gains (losses) arising during period	(1,198)	4,095	(5,063)	7,718
Change in unrealized gains (losses) for which a portion of other than temporary impairment has been recognized in earnings	(2 )	107	(3 )	85
Reclassification adjustments for (gains) losses included in earnings	26	(11 )	45	(117 )
Unrealized gains (losses) recognized in other comprehensive income (loss) on securities available for sale	(1,174)	4,191	(5,021)	7,686
Income tax expense (benefit)	(246 )	1,467	(1,054)	2,690
Unrealized gains (losses) recognized in other comprehensive income (loss) on securities available for sale, net of tax	(928 )	2,724	(3,967)	4,996
Derivative instruments				
Unrealized gain arising during period	327	-	1,011	-
Reclassification adjustment for income recognized in earnings	(53 )	-	(59 )	-
Unrealized gains recognized in other comprehensive income (loss) on derivative instruments	274	-	952	-
Income tax expense	58	-	200	-
Unrealized gains recognized in other comprehensive income (loss) on derivative instruments, net of tax	216	-	752	-
Other comprehensive income (loss)	(712 )	2,724	(3,215)	4,996
Comprehensive income	\$8,105	\$8,655	\$14,763	\$16,901

See notes to interim condensed consolidated financial statements (unaudited)

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## INDEPENDENT BANK CORPORATION AND SUBSIDIARIES

Condensed Consolidated Statements of Cash Flows

	Six months ended June 30,	
	2018	2017
	(unaudited - In thousands)	
Net Income	\$ 17,978	\$ 11,905
Adjustments to Reconcile Net Income to Net Cash From Operating Activities		
Proceeds from sales of loans held for sale	210,641	189,654
Disbursements for loans held for sale	(214,952 )	(193,486 )
Provision for loan losses	965	224
Deferred income tax expense	4,518	7,589
Deferred loan fees and costs	(2,457 )	(3,002 )
Net depreciation, amortization of intangible assets and premiums and accretion of discounts on securities, loans and interest bearing deposits - time	3,192	3,119
Net gains on mortgage loans	(5,826 )	(5,915 )
Net losses on securities	164	7
Share based compensation	848	916
Increase in accrued income and other assets	(3,377 )	(1,627 )
Increase in accrued expenses and other liabilities	1,604	3,959
Total Adjustments	(4,680 )	1,438
Net Cash From Operating Activities	13,298	13,343
Cash Flow Used in Investing Activities		
Proceeds from the sale of securities available for sale	31,445	7,830
Proceeds from maturities, prepayments and calls of securities available for sale	88,131	99,634
Purchases of securities available for sale	(47,054 )	(69,824 )
Proceeds from the sale of interest bearing deposits - time	2,474	-
Proceeds from the maturity of interest bearing deposits - time	1,842	250
Net increase in portfolio loans (loans originated, net of principal payments)	(181,365 )	(202,167 )
Proceeds from the sale of portfolio loans	16,460	-
Acquisition of TCSB Bancorp Inc., less cash received	23,516	-
Cash received from the sale of Mepco Finance Corporation assets, net	-	33,446
Proceeds from bank-owned life insurance	474	523
Proceeds from the sale of other real estate and repossessed assets	889	3,548
Capital expenditures	(2,033 )	(1,904 )
Net Cash Used in Investing Activities	(65,221 )	(128,664 )
Cash Flow From Financing Activities		
Net increase in total deposits	92,273	20,500
Net decrease in other borrowings	(3,093 )	(1 )
Proceeds from Federal Home Loan Bank Advances	1,044,000	242,000
Payments of Federal Home Loan Bank Advances	(1,069,287 )	(165,908 )
Dividends paid	(6,823 )	(4,266 )
Proceeds from issuance of common stock	147	57
Share based compensation withholding obligation	(1,321 )	(487 )
Net Cash From Financing Activities	55,896	91,895
Net Increase (Decrease) in Cash and Cash Equivalents	3,973	(23,426 )
Cash and Cash Equivalents at Beginning of Period	54,738	83,194
Cash and Cash Equivalents at End of Period	\$ 58,711	\$ 59,768
Cash paid during the period for		
Interest	\$ 6,545	\$ 3,768

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Income taxes	120	499
Transfers to other real estate and repossessed assets	641	1,014
Transfer of loans to held for sale	13,216	-
Purchase of securities available for sale not yet settled	-	4,366

See notes to interim condensed consolidated financial statements (unaudited)

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## INDEPENDENT BANK CORPORATION AND SUBSIDIARIES

Condensed Consolidated Statements of Shareholders' Equity

	Six months ended June 30,	
	2018	2017
	(unaudited)	
	(In thousands)	
Balance at beginning of period	\$264,933	\$248,980
Cumulative effect of change in accounting	-	352
Balance at beginning of period, as adjusted	264,933	249,332
Net income	17,978	11,905
Cash dividends declared	(6,823 )	(4,266 )
Acquisition of TCSB Bancorp, Inc.	64,536	-
Issuance of common stock	147	57
Share based compensation	848	916
Share based compensation withholding obligation	(1,321 )	(487 )
Net change in accumulated other comprehensive loss, net of related tax effect	(3,215 )	4,996
Balance at end of period	\$337,083	\$262,453

See notes to interim condensed consolidated financial statements (unaudited)

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NOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(unaudited)

1. Preparation of Financial Statements

The condensed consolidated financial statements have been prepared pursuant to the rules and regulations of the Securities and Exchange Commission. Certain information and note disclosures normally included in annual financial statements prepared in accordance with U.S. generally accepted accounting principles (“GAAP”) have been condensed or omitted pursuant to those rules and regulations, although we believe that the disclosures made are adequate to make the information not misleading. The unaudited condensed consolidated financial statements should be read in conjunction with the audited consolidated financial statements and notes for the year ended December 31, 2017 included in our Annual Report on Form 10-K.

In our opinion, the accompanying unaudited condensed consolidated financial statements contain all the adjustments necessary to present fairly our consolidated financial condition as of June 30, 2018 and December 31, 2017, and the results of operations for the three and six-month periods ended June 30, 2018 and 2017. The results of operations for the three and six-month periods ended June 30, 2018, are not necessarily indicative of the results to be expected for the full year. Certain reclassifications have been made in the prior period financial statements to conform to the current period presentation. Our critical accounting policies include the determination of the allowance for loan losses, the valuation of capitalized mortgage loan servicing rights and the valuation of deferred tax assets. Refer to our 2017 Annual Report on Form 10-K for a disclosure of our accounting policies.

2. New Accounting Standards

In February 2016, the Financial Accounting Standards Board (“FASB”) issued Accounting Standards Update (“ASU”) 2016-02, “Leases (Topic 842)”. This ASU amends existing guidance related to the accounting for leases. These amendments, among other things, require lessees to account for most leases on the balance sheet while recognizing expense on the income statement in a manner similar to existing guidance. For lessors the guidance modifies the classification criteria and the accounting for sales-type and direct finance leases. This amended guidance is effective for us on January 1, 2019 and is not expected to have a material impact on our consolidated operating results or financial condition. Based on a review of our operating leases that we currently have in place we do not expect a material change in the recognition, measurement and presentation of lease expense or impact on cash flow. While the primary impact will be the recognition of certain operating leases on our Condensed Consolidated Statements of Financial Condition this impact is not expected to be material.

In June 2016, the FASB issued ASU 2016-13, “Financial Instruments — Credit Losses (Topic 326), Measurement of Credit Losses on Financial Instruments”. This ASU significantly changes how entities will measure credit losses for most financial assets and certain other instruments that are not measured at fair value through net income. This ASU will replace today’s “incurred loss” approach with an “expected loss” model for instruments measured at amortized cost. For securities available for sale, allowances will be recorded rather than reducing the carrying amount as is done under the current other-than-temporary impairment model. This ASU also simplifies the accounting model for purchased credit-impaired debt securities and loans. This amended guidance is effective for us on January 1, 2020. We began evaluating this ASU in 2016 and have formed a committee that includes personnel from various areas of Independent Bank (the “Bank”) that meets regularly to discuss the implementation of the ASU. We are currently in the process of gathering data and reviewing loss methodologies and have engaged third party resources that will assist us in the implementation of this ASU. While we have not yet determined what the impact will be on our consolidated operating results or financial condition by the nature of the implementation of an expected loss model compared to an incurred loss approach, we would expect our allowance for loan losses (“AFL”) to increase under this ASU.



IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

In August 2017, the FASB issued ASU 2017-12, “Derivatives and Hedging (Topic 815), Targeted Improvements to Accounting for Hedging Activities”. This new ASU amends the hedge accounting model in Topic 815 to enable entities to better portray the economics of their risk management activities in the financial statements and enhance the transparency and understandability of hedge results. The amendments expand an entity’s ability to hedge nonfinancial and financial risk components and reduce complexity in fair value hedges of interest rate risk. The guidance eliminates the requirement to separately measure and report hedge ineffectiveness and generally requires the entire change in the fair value of a hedging instrument to be presented in the same income statement line as the hedged item. The guidance also eases certain documentation and assessment requirements and modifies the accounting for components excluded from the assessment of hedge effectiveness. This amended guidance is effective for us on January 1, 2019, and given our current level of derivatives designated as hedges is not expected to have a material impact on our consolidated operating results or financial condition.

In May 2014, the FASB issued ASU 2014-09, “Revenue from Contracts with Customers (Topic 606)”, (“ASU 2014-09”). This ASU supersedes and replaces nearly all existing revenue recognition guidance, including industry-specific guidance, establishes a new control-based revenue recognition model, changes the basis for deciding when revenue is recognized over time or at a point in time, provides new and more detailed guidance on specific topics and expands and improves disclosures about revenue. In addition, this ASU specifies the accounting for some costs to obtain or fulfill a contract with a customer. We adopted this ASU using the modified retrospective approach with no impact to our accumulated deficit at January 1, 2018. Financial instruments for the most part and related contractual rights and obligations which are the sources of the majority of our operating revenue are excluded from the scope of this amended guidance. Those operating revenue streams that are included in the scope of this amended guidance were not materially impacted. Results for reporting periods beginning after January 1, 2018 are presented under this ASU while prior period amounts continue to be reported in accordance with legacy GAAP. The impact of the adoption of this ASU on our Condensed Consolidated Statements of Operations for the three and six month periods ending June 30, 2018 is summarized in the table below. In addition, see note #17 for further discussion on our accounting policies for operating revenue streams that are included in the scope of this amended guidance.

The impact of the adoption of ASU 2014-09 on our Condensed Consolidated Statement of Operations follows:

	As Reported (In thousands)	Under Legacy GAAP	Impact of ASU 2014-09	
Three months ended June 30, 2018				
Non-interest income - Interchange income	\$ 2,504	\$ 2,144	\$ 360	(1)
Non-interest expense - interchange expense	\$ 661	\$ 301	360	(1)
Impact on net income			\$ -	
Six months ended June 30, 2018				
Non-interest income - Interchange income	\$ 4,750	\$ 4,082	\$ 668	(1)
Non-interest expense - interchange expense	\$ 1,259	\$ 591	668	(1)
Impact on net income			\$ -	

(1) Represents certain costs charged by payment networks that were previously netted against interchange income.

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NOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

In January 2016, the FASB issued ASU 2016-01, “Financial Instruments – Overall (Subtopic 825-10) – Recognition and Measurement of Financial Assets and Financial Liabilities”. This ASU amends existing guidance related to the accounting for certain financial assets and liabilities. These amendments, among other things, require equity investments (except those accounted for under the equity method of accounting, or those that result in consolidation of the investee) to be measured at fair value with changes in fair value recognized in net income, require public business entities to use the exit price notion when measuring the fair value of financial instruments for disclosure purposes, require separate presentation of financial assets and financial liabilities by measurement category and form of financial asset and eliminate the requirement for public business entities to disclose the method(s) and significant assumptions used to estimate the fair value that is required to be disclosed for financial instruments measured at amortized cost. This amended guidance was effective for us on January 1, 2018. The adoption of this of this ASU did not have a material impact on our consolidated operating results or financial condition. As a result of the adoption of this ASU our equity securities previously classified as trading securities are now classified as equity securities at fair value on our June 30, 2018 Condensed Consolidated Statement of Financial Condition. In addition, this amended guidance impacted certain fair value disclosure items (see note #12).

In January 2017, the FASB issued ASU 2017-01, “Business Combinations (Topic 805), Clarifying the Definition of a Business”. This new ASU clarifies the definition of a business with the objective of adding guidance to assist entities with evaluating whether transactions should be accounted for as acquisitions (or disposals) of assets or businesses which distinction determines whether goodwill is recorded or not. This amended guidance was effective for us on January 1, 2018, and did not have a material impact on our consolidated operating results or financial condition.

In January 2017, the FASB issued ASU 2017-4, “Intangibles – Goodwill and Other (Topic 350), Simplifying the Test for Goodwill Impairment”. This new ASU amends the requirement that entities compare the implied fair value of goodwill with its carrying amount as part of step 2 of the goodwill impairment test. As a result, entities should perform their annual or interim goodwill impairment test by comparing the fair value of a reporting unit with its carrying amount and recognize an impairment if the carrying amount exceeds the reporting unit’s fair value. This amended guidance is effective for us on January 1, 2020 with early application permitted. Due to our recent acquisition (see note #16) and expectations this ASU will be relevant to us in 2018 we elected to adopt this amended guidance as of January 1, 2018. The adoption of this ASU did not have a material impact on our consolidated operating results or financial condition.

In February 2018, the FASB issued ASU 2018-02, “Income Statement – Reporting Comprehensive Income (Topic 220), Reclassification of Certain Tax Effects from Accumulated Other Comprehensive Income”. This new ASU allows a reclassification from accumulated other comprehensive income to retained earnings for stranded tax effects resulting from the Tax Cuts and Jobs Act. As a result, this amended guidance eliminates the stranded tax effects resulting from the Tax Cuts and Jobs Act and will improve the usefulness of information reported to financial statement users. This amended guidance is effective for us on January 1, 2019, with early application permitted in any period for which financial statements have not yet been issued. We elected to adopt this amended guidance during the fourth quarter of 2017 and it resulted in a \$0.04 million reclassification between accumulated other comprehensive loss and accumulated deficit.

IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

3. Securities

Securities available for sale consist of the following:

	Amortized Unrealized			Fair Value
	Cost	Gains	Losses	
	(In thousands)			
June 30, 2018				
U.S. agency	\$23,094	\$3	\$285	\$22,812
U.S. agency residential mortgage-backed	131,317	874	2,190	130,001
U.S. agency commercial mortgage-backed	9,659	1	276	9,384
Private label mortgage-backed	30,593	392	702	30,283
Other asset backed	77,292	170	182	77,280
Obligations of states and political subdivisions	146,941	343	3,205	144,079
Corporate	33,285	64	514	32,835
Trust preferred	1,959	-	61	1,898
Foreign government	2,069	-	48	2,021
Total	\$456,209	\$1,847	\$7,463	\$450,593
December 31, 2017				
U.S. Treasury	\$898	\$-	\$-	\$898
U.S. agency	25,667	82	67	25,682
U.S. agency residential mortgage-backed	137,785	1,116	983	137,918
U.S. agency commercial mortgage-backed	9,894	36	170	9,760
Private label mortgage-backed	29,011	428	330	29,109
Other asset backed	93,811	202	115	93,898
Obligations of states and political subdivisions	174,073	755	1,883	172,945
Corporate	47,365	578	90	47,853
Trust preferred	2,929	-	127	2,802
Foreign government	2,087	-	27	2,060
Total	\$523,520	\$3,197	\$3,792	\$522,925

IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

Our investments' gross unrealized losses and fair values aggregated by investment type and length of time that individual securities have been at a continuous unrealized loss position follows:

	Less Than Twelve Months		Twelve Months or More		Total	
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses
	(In thousands)					
June 30, 2018						
U.S. agency	\$ 13,530	\$ 211	\$ 7,843	\$ 74	\$ 21,373	\$ 285
U.S. agency residential mortgage-backed	39,328	988	31,119	1,202	70,447	2,190
U.S. agency commercial mortgage-backed	4,294	57	4,996	219	9,290	276
Private label mortgage- backed	16,797	423	4,107	279	20,904	702
Other asset backed	27,318	109	11,003	73	38,321	182
Obligations of states and political subdivisions	75,486	1,534	38,012	1,671	113,498	3,205
Corporate	20,679	395	3,862	119	24,541	514
Trust preferred	-	-	1,898	61	1,898	61
Foreign government	-	-	2,021	48	2,021	48
Total	\$ 197,432	\$ 3,717	\$ 104,861	\$ 3,746	\$ 302,293	\$ 7,463
December 31, 2017						
U.S. agency	\$ 5,466	\$ 26	\$ 5,735	\$ 41	\$ 11,201	\$ 67
U.S. agency residential mortgage-backed	22,198	229	40,698	754	62,896	983
U.S. agency commercial mortgage-backed	2,181	34	3,994	136	6,175	170
Private label mortgage-backed	11,390	92	4,396	238	15,786	330
Other asset backed	20,352	40	16,648	75	37,000	115
Obligations of states and political subdivisions	76,574	936	28,246	947	104,820	1,883
Corporate	14,440	33	3,943	57	18,383	90
Trust preferred	-	-	2,802	127	2,802	127
Foreign government	489	10	1,571	17	2,060	27
Total	\$ 153,090	\$ 1,400	\$ 108,033	\$ 2,392	\$ 261,123	\$ 3,792

Our portfolio of securities available for sale is reviewed quarterly for impairment in value. In performing this review management considers (1) the length of time and extent that fair value has been less than cost, (2) the financial condition and near term prospects of the issuer, (3) the impact of changes in market interest rates on the market value of the security and (4) an assessment of whether we intend to sell, or it is more likely than not that we will be required to sell, a security in an unrealized loss position before recovery of its amortized cost basis. For securities that do not meet the aforementioned recovery criteria, the amount of impairment recognized in earnings is limited to the amount related to credit losses, while impairment related to other factors is recognized in other comprehensive income (loss).

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NOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

U.S. agency, U.S. agency residential mortgage-backed securities and U.S. agency commercial mortgage backed securities — at June 30, 2018, we had 46 U.S. agency, 135 U.S. agency residential mortgage-backed and 18 U.S. agency commercial mortgage-backed securities whose fair market value is less than amortized cost. The unrealized losses are largely attributed to increases in interest rates since acquisition and widening spreads to Treasury bonds. As management does not intend to liquidate these securities and it is more likely than not that we will not be required to sell these securities prior to recovery of these unrealized losses, no declines are deemed to be other than temporary.

Private label mortgage backed securities — at June 30, 2018, we had 29 of this type of security whose fair value is less than amortized cost. Unrealized losses are primarily due to credit spread widening and increases in interest rates since their acquisition.

Two private label mortgage-backed securities (included in the securities discussed further below) were reviewed for other than temporary impairment (“OTTI”) utilizing a cash flow projection. The cash flow analysis forecasts cash flow from the underlying loans in each transaction and then applies these cash flows to the bonds in the securitization. See further discussion below.

As management does not intend to liquidate these securities and it is more likely than not that we will not be required to sell these securities prior to recovery of these unrealized losses, no other declines discussed above are deemed to be other than temporary.

Other asset backed — at June 30, 2018, we had 75 other asset backed securities whose fair value is less than amortized cost. The unrealized losses are primarily due to credit spread widening and increases in interest rates since acquisition. As management does not intend to liquidate these securities and it is more likely than not that we will not be required to sell these securities prior to recovery of these unrealized losses, no declines are deemed to be other than temporary.

Obligations of states and political subdivisions — at June 30, 2018, we had 342 municipal securities whose fair value is less than amortized cost. The unrealized losses are primarily due to wider benchmark pricing spreads and increases in interest rates since acquisition. Tax exempt securities have been negatively impacted by lower federal tax rates signed into law in December, 2017. As management does not intend to liquidate these securities and it is more likely than not that we will not be required to sell these securities prior to recovery of these unrealized losses, no declines are deemed to be other than temporary.

Corporate — at June 30, 2018, we had 30 corporate securities whose fair value is less than amortized cost. The unrealized losses are primarily due to credit spread widening and increases in interest rates since acquisition. As management does not intend to liquidate these securities and it is more likely than not that we will not be required to sell these securities prior to recovery of these unrealized losses, no declines are deemed to be other than temporary.

Trust preferred securities — at June 30, 2018, we had two trust preferred securities whose fair value is less than amortized cost. Both of our trust preferred securities are single issue securities issued by a trust subsidiary of a bank holding company. The pricing of trust preferred securities has suffered from credit spread widening.

IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

One of the securities is rated by a major rating agency as investment grade while the other one is non-rated. The non-rated issue is a relatively small bank and was never rated. The issuer of this non-rated trust preferred security, which had a total amortized cost of \$1.0 million and total fair value of \$0.97 million as of June 30, 2018, continues to have satisfactory credit metrics and make interest payments.

The following table breaks out our trust preferred securities in further detail as of June 30, 2018 and December 31, 2017:

	June 30, 2018		December 31, 2017	
	Fair Value	Net Unrealized Loss	Fair Value	Net Unrealized Loss
	(In thousands)			
Trust preferred securities				
Rated issues	\$935	\$ (27 )	\$ 1,860	\$ (69 )
Unrated issues	963	(34 )	942	(58 )

As management does not intend to liquidate these securities and it is more likely than not that we will not be required to sell these securities prior to recovery of these unrealized losses, no declines are deemed to be other than temporary.

Foreign government — at June 30, 2018, we had two foreign government securities whose fair value is less than amortized cost. The unrealized losses are primarily due to increases in interest rates since acquisition. As management does not intend to liquidate these securities and it is more likely than not that we will not be required to sell these securities prior to recovery of these unrealized losses, no declines are deemed to be other than temporary.

We recorded no credit related OTTI charges in our Condensed Consolidated Statements of Operations related to securities available for sale during the three and six month periods ended June 30, 2018 and 2017, respectively.

At June 30, 2018, three private label mortgage-backed securities had credit related OTTI and are summarized as follows:

	Super Senior Security	Senior Senior Security	Senior Support Security	Total
	(In thousands)			
Fair value	\$887	\$ 873	\$ 46	\$1,806
Amortized cost	737	704	-	1,441
Non-credit unrealized loss	-	-	-	-
Unrealized gain	150	169	46	365
Cumulative credit related OTTI	757	457	380	1,594

Each of these securities is receiving principal and interest payments similar to principal reductions in the underlying collateral. All three of these securities have unrealized gains at June 30, 2018. The original amortized cost (current amortized cost excluding cumulative credit related OTTI) for each of these securities has been permanently adjusted

downward for previously recorded credit related OTTI. The unrealized loss (based on original amortized cost) for these securities is now less than previously recorded credit related OTTI amounts.

IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

A roll forward of credit losses recognized in earnings on securities available for sale follows:

	Three months ended June 30, 2018		Six months ended June 30, 2018	
	2017	2018	2017	2018
	(In thousands)		(In thousands)	
Balance at beginning of period	\$ 1,594	\$ 1,594	\$ 1,594	\$ 1,594
Additions to credit losses on securities for which no previous OTTI was recognized	-	-	-	-
Increases to credit losses on securities for which OTTI was previously recognized	-	-	-	-
Balance at end of period	\$ 1,594	\$ 1,594	\$ 1,594	\$ 1,594

The amortized cost and fair value of securities available for sale at June 30, 2018, by contractual maturity, follow:

	Amortized Cost	Fair Value
	(In thousands)	
Maturing within one year	\$ 16,943	\$ 16,925
Maturing after one year but within five years	79,682	78,851
Maturing after five years but within ten years	61,039	59,771
Maturing after ten years	49,684	48,098
	207,348	203,645
U.S. agency residential mortgage-backed	131,317	130,001
U.S. agency commercial mortgage-backed	9,659	9,384
Private label mortgage-backed	30,593	30,283
Other asset backed	77,292	77,280
Total	\$ 456,209	\$ 450,593

The actual maturity may differ from the contractual maturity because issuers may have the right to call or prepay obligations with or without call or prepayment penalties.

Gains and losses realized on the sale of securities available for sale are determined using the specific identification method and are recognized on a trade-date basis. A summary of proceeds from the sale of securities available for sale and gains and losses for the six month periods ending June 30, follows:

	Realized		
	Proceeds	Gains	Losses
	(In thousands)		
2018	\$ 31,445	\$ 81	\$ 126
2017	7,830	117	-

Certain preferred stocks have been classified as equity securities at fair value in our Condensed Consolidated Statement of Financial Condition beginning on January 1, 2018. Previously these preferred stocks were classified as trading securities. See note #2. During the six months ended June 30, 2018 and 2017 we recognized losses on these preferred stocks of \$0.119 million and \$0.124 million, respectively, that are included in net gains (losses) on securities in the Condensed Consolidated Statements of Operations. These amounts relate to preferred stock still held at each respective period end.



IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

4. Loans

Our assessment of the allowance for loan losses is based on an evaluation of the loan portfolio, recent loss experience, current economic conditions and other pertinent factors.

An analysis of the allowance for loan losses by portfolio segment for the three months ended June 30, follows:

	Commercial	Mortgage	Installment	Subjective Allocation	Total
	(In thousands)				
2018					
Balance at beginning of period	\$6,026	\$ 8,621	\$ 795	\$ 7,629	\$23,071
Additions (deductions)					
Provision for loan losses	(362 )	216	138	658	650
Recoveries credited to the allowance	434	177	235	-	846
Loans charged against the allowance	(25 )	(718 )	(320 )	-	(1,063 )
Balance at end of period	\$6,073	\$ 8,296	\$ 848	\$ 8,287	\$23,504
2017					
Balance at beginning of period	\$5,088	\$ 8,109	\$ 911	\$ 5,930	\$20,038
Additions (deductions)					
Provision for loan losses	(39 )	38	73	511	583
Recoveries credited to the allowance	202	191	264	-	657
Loans charged against the allowance	(151 )	(193 )	(348 )	-	(692 )
Balance at end of period	\$5,100	\$ 8,145	\$ 900	\$ 6,441	\$20,586

An analysis of the allowance for loan losses by portfolio segment for the six months ended June 30, follows:

	Commercial	Mortgage	Installment	Subjective Allocation	Total
	(In thousands)				
2018					
Balance at beginning of period	\$5,595	\$ 8,733	\$ 864	\$ 7,395	\$22,587
Additions (deductions)					
Provision for loan losses	(497 )	363	207	892	965
Recoveries credited to the allowance	1,040	357	463	-	1,860
Loans charged against the allowance	(65 )	(1,157 )	(686 )	-	(1,908 )
Balance at end of period	\$6,073	\$ 8,296	\$ 848	\$ 8,287	\$23,504
2017					
Balance at beginning of period	\$4,880	\$ 8,681	\$ 1,011	\$ 5,662	\$20,234
Additions (deductions)					
Provision for loan losses	(100 )	(661 )	206	779	224
Recoveries credited to the allowance	606	677	503	-	1,786
Loans charged against the allowance	(286 )	(552 )	(820 )	-	(1,658 )
Balance at end of period	\$5,100	\$ 8,145	\$ 900	\$ 6,441	\$20,586



IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

Allowance for loan losses and recorded investment in loans by portfolio segment follows:

	Commercial	Mortgage	Installment	Subjective Allocation	Total
	(In thousands)				
June 30, 2018					
Allowance for loan losses					
Individually evaluated for impairment	\$ 772	\$ 5,302	\$ 233	\$ -	\$ 6,307
Collectively evaluated for impairment	5,301	2,994	615	8,287	17,197
Loans acquired with deteriorated credit quality	-	-	-	-	-
Total ending allowance balance	\$ 6,073	\$ 8,296	\$ 848	\$ 8,287	\$ 23,504
Loans					
Individually evaluated for impairment	\$ 10,708	\$ 49,886	\$ 3,796		\$ 64,390
Collectively evaluated for impairment	1,097,576	942,074	368,558		2,408,208
Loans acquired with deteriorated credit quality	1,823	651	362		2,836
Total loans recorded investment	1,110,107	992,611	372,716		2,475,434
Accrued interest included in recorded investment	3,120	3,989	1,008		8,117
Total loans	\$ 1,106,987	\$ 988,622	\$ 371,708		\$ 2,467,317
December 31, 2017					
Allowance for loan losses					
Individually evaluated for impairment	\$ 837	\$ 5,725	\$ 277	\$ -	\$ 6,839
Collectively evaluated for impairment	4,758	3,008	587	7,395	15,748
Total ending allowance balance	\$ 5,595	\$ 8,733	\$ 864	\$ 7,395	\$ 22,587
Loans					
Individually evaluated for impairment	\$ 8,420	\$ 53,179	\$ 3,945		\$ 65,544
Collectively evaluated for impairment	847,140	799,629	313,005		1,959,774
Total loans recorded investment	855,560	852,808	316,950		2,025,318
Accrued interest included in recorded investment	2,300	3,278	923		6,501
Total loans	\$ 853,260	\$ 849,530	\$ 316,027		\$ 2,018,817

IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

Loans on non-accrual status and past due more than 90 days (“Non-performing Loans”) follow:

	90+ and Still Non- Accrual (In thousands)	Total Non- Performing Loans
June 30, 2018		
Commercial		
Income producing - real estate	\$- \$-	\$ -
Land, land development and construction - real estate	- 2,402	2,402
Commercial and industrial	- 487	487
Mortgage		
1-4 family	- 3,737	3,737
Resort lending	- 1,098	1,098
Home equity - 1st lien	- 409	409
Home equity - 2nd lien	- 278	278
Installment		
Home equity - 1st lien	- 150	150
Home equity - 2nd lien	- 297	297
Boat lending	- 107	107
Recreational vehicle lending	- 14	14
Other	- 103	103
Total recorded investment	\$- \$9,082	\$ 9,082
Accrued interest included in recorded investment	\$- \$-	\$ -
December 31, 2017		
Commercial		
Income producing - real estate	\$- \$30	\$ 30
Land, land development and construction - real estate	- 9	9
Commercial and industrial	- 607	607
Mortgage		
1-4 family	- 5,130	5,130
Resort lending	- 1,223	1,223
Home equity - 1st lien	- 326	326
Home equity - 2nd lien	- 316	316
Installment		
Home equity - 1st lien	- 141	141
Home equity - 2nd lien	- 159	159
Boat lending	- 100	100
Recreational vehicle lending	- 25	25
Other	- 118	118
Total recorded investment	\$- \$8,184	\$ 8,184
Accrued interest included in recorded investment	\$- \$-	\$ -

IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

An aging analysis of loans by class follows:

	Loans Past Due			Total	Loans not Past Due	Total Loans
	30-59 days	60-89 days	90+ days			
(In thousands)						
June 30, 2018						
Commercial						
Income producing - real estate	\$-	\$ 234	\$ 59	\$ 293	\$ 365,473	\$ 365,766
Land, land development and construction - real estate	2,402	-	-	2,402	59,353	61,755
Commercial and industrial	266	149	-	415	682,171	682,586
Mortgage						
1-4 family	2,583	792	3,737	7,112	776,934	784,046
Resort lending	512	-	1,098	1,610	82,706	84,316
Home equity - 1st lien	435	-	409	844	44,440	45,284
Home equity - 2nd lien	440	72	278	790	78,175	78,965
Installment						
Home equity - 1st lien	435	51	150	636	8,486	9,122
Home equity - 2nd lien	134	30	297	461	7,942	8,403
Boat lending	19	2	107	128	159,158	159,286
Recreational vehicle lending	45	42	14	101	113,097	113,198
Other	162	36	103	301	82,406	82,707
Total recorded investment	\$ 7,433	\$ 1,408	\$ 6,252	\$ 15,093	\$ 2,460,341	\$ 2,475,434
Accrued interest included in recorded investment	\$ 62	\$ 20	\$ -	\$ 82	\$ 8,035	\$ 8,117
December 31, 2017						
Commercial						
Income producing - real estate	\$-	\$ -	\$ 30	\$ 30	\$ 290,466	\$ 290,496
Land, land development and construction - real estate	9	-	-	9	70,182	70,191
Commercial and industrial	60	-	44	104	494,769	494,873
Mortgage						
1-4 family	1,559	802	5,130	7,491	659,742	667,233
Resort lending	713	-	1,223	1,936	88,620	90,556
Home equity - 1st lien	308	38	326	672	34,689	35,361
Home equity - 2nd lien	353	155	316	824	58,834	59,658
Installment						
Home equity - 1st lien	90	11	141	242	9,213	9,455
Home equity - 2nd lien	217	94	159	470	9,001	9,471
Boat lending	59	36	100	195	129,777	129,972
Recreational vehicle lending	28	20	25	73	92,737	92,810
Other	275	115	118	508	74,734	75,242
Total recorded investment	\$ 3,671	\$ 1,271	\$ 7,612	\$ 12,554	\$ 2,012,764	\$ 2,025,318
Accrued interest included in recorded investment	\$ 43	\$ 22	\$ -	\$ 65	\$ 6,436	\$ 6,501



IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)  
(unaudited)

Impaired loans are as follows:

	June 30, 2018	December 31, 2017
	(In thousands)	
Impaired loans with no allocated allowance		
TDR	\$587	\$ 349
Non - TDR	2,555	175
Impaired loans with an allocated allowance		
TDR - allowance based on collateral	2,638	2,482
TDR - allowance based on present value cash flow	58,237	62,113
Non - TDR - allowance based on collateral	90	148
Total impaired loans	\$64,107	\$ 65,267
Amount of allowance for loan losses allocated		
TDR - allowance based on collateral	\$884	\$ 684
TDR - allowance based on present value cash flow	5,383	6,089
Non - TDR - allowance based on collateral	40	66
Total amount of allowance for loan losses allocated	\$6,307	\$ 6,839

IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

Impaired loans by class are as follows:

	June 30, 2018			December 31, 2017		
	Recorded Investment	Unpaid Principal Balance	Related Allowance	Recorded Investment	Unpaid Principal Balance	Related Allowance
(In thousands)						
With no related allowance recorded:						
Commercial						
Income producing - real estate	\$-	\$-	\$ -	\$-	\$-	\$ -
Land, land development & construction-real estate	2,402	2,402	-	-	-	-
Commercial and industrial	502	533	-	524	549	-
Mortgage						
1-4 family	240	871	-	2	469	-
Resort lending	-	-	-	-	-	-
Home equity - 1st lien	-	-	-	-	-	-
Home equity - 2nd lien	-	34	-	-	-	-
Installment						
Home equity - 1st lien	1	92	-	1	69	-
Home equity - 2nd lien	-	-	-	-	-	-
Boat lending	-	-	-	-	-	-
Recreational vehicle lending	-	-	-	-	-	-
Other	-	16	-	-	-	-
	3,145	3,948	-	527	1,087	-
With an allowance recorded:						
Commercial						
Income producing - real estate	5,106	5,087	335	5,195	5,347	347
Land, land development & construction-real estate	154	153	5	166	194	9
Commercial and industrial	2,544	2,629	432	2,535	2,651	481
Mortgage						
1-4 family	34,805	36,076	3,103	36,848	38,480	3,454
Resort lending	14,617	14,649	2,186	15,978	16,046	2,210
Home equity - 1st lien	67	66	4	173	236	43
Home equity - 2nd lien	157	156	9	178	213	18
Installment						
Home equity - 1st lien	1,569	1,687	94	1,667	1,804	108
Home equity - 2nd lien	1,731	1,750	112	1,793	1,805	140
Boat lending	1	5	1	1	5	1
Recreational vehicle lending	85	85	4	90	90	5
Other	409	435	22	393	418	23
	61,245	62,778	6,307	65,017	67,289	6,839
Total						
Commercial						
Income producing - real estate	5,106	5,087	335	5,195	5,347	347
Land, land development & construction-real estate	2,556	2,555	5	166	194	9
Commercial and industrial	3,046	3,162	432	3,059	3,200	481
Mortgage						
1-4 family	35,045	36,947	3,103	36,850	38,949	3,454

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Resort lending	14,617	14,649	2,186	15,978	16,046	2,210
Home equity - 1st lien	67	66	4	173	236	43
Home equity - 2nd lien	157	190	9	178	213	18
Installment						
Home equity - 1st lien	1,570	1,779	94	1,668	1,873	108
Home equity - 2nd lien	1,731	1,750	112	1,793	1,805	140
Boat lending	1	5	1	1	5	1
Recreational vehicle lending	85	85	4	90	90	5
Other	409	451	22	393	418	23
Total	\$64,390	\$66,726	\$ 6,307	\$65,544	\$68,376	\$ 6,839
Accrued interest included in recorded investment	\$283			\$277		

IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

Average recorded investment in and interest income earned on impaired loans by class for the three month periods ending June 30, follows:

	2018		2017	
	Average Investment	Interest Recognized	Average Investment	Interest Recognized
	(In thousands)			
With no related allowance recorded				
Commercial				
Income producing - real estate	\$-	\$ -	\$185	\$ -
Land, land development & construction-real estate	1,201	-	-	-
Commercial and industrial	509	9	177	8
Mortgage				
1-4 family	138	3	126	5
Resort lending	-	-	-	-
Home equity - 1st lien	-	-	-	-
Home equity - 2nd lien	-	-	-	-
Installment				
Home equity - 1st lien	1	2	1	2
Home equity - 2nd lien	-	-	-	-
Boat lending	-	-	-	-
Recreational vehicle lending	-	-	-	-
Other	-	1	-	-
	1,849	15	489	15
With an allowance recorded				
Commercial				
Income producing - real estate	5,142	70	7,694	104
Land, land development & construction-real estate	155	2	170	2
Commercial and industrial	2,522	34	3,237	37
Mortgage				
1-4 family	35,345	431	39,646	494
Resort lending	15,098	150	16,471	150
Home equity - 1st lien	111	1	232	2
Home equity - 2nd lien	167	1	186	1
Installment				
Home equity - 1st lien	1,596	25	1,855	33
Home equity - 2nd lien	1,746	25	2,228	35
Boat lending	1	-	1	-
Recreational vehicle lending	86	1	104	2
Other	414	7	369	6
	62,383	747	72,193	866
Total				
Commercial				
Income producing - real estate	5,142	70	7,879	104
Land, land development & construction-real estate	1,356	2	170	2
Commercial and industrial	3,031	43	3,414	45
Mortgage				

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1-4 family	35,483	434	39,772	499
Resort lending	15,098	150	16,471	150
Home equity - 1st lien	111	1	232	2
Home equity - 2nd lien	167	1	186	1
Installment				
Home equity - 1st lien	1,597	27	1,856	35
Home equity - 2nd lien	1,746	25	2,228	35
Boat lending	1	-	1	-
Recreational vehicle lending	86	1	104	2
Other	414	8	369	6
Total	\$64,232	\$ 762	\$72,682	\$ 881

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IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

Average recorded investment in and interest income earned on impaired loans by class for the six month periods ending June 30, follows:

	2018		2017	
	Average Investment	Interest Recognized	Average Investment	Interest Recognized
	(In thousands)			
With no related allowance recorded:				
Commercial				
Income producing - real estate	\$-	\$ -	\$296	\$ -
Land, land development & construction-real estate	801	-	10	-
Commercial and industrial	514	13	898	8
Mortgage				
1-4 family	92	9	85	9
Resort lending	-	-	-	-
Home equity - 1st lien	-	-	-	-
Home equity - 2nd lien	-	-	-	-
Installment				
Home equity - 1st lien	1	4	-	3
Home equity - 2nd lien	-	-	-	-
Boat lending	-	-	-	-
Recreational vehicle lending	-	-	-	-
Other	-	1	-	-
	1,408	27	1,289	20
With an allowance recorded:				
Commercial				
Income producing - real estate	5,160	138	7,708	209
Land, land development & construction-real estate	159	4	193	4
Commercial and industrial	2,526	66	3,792	72
Mortgage				
1-4 family	35,846	889	40,331	958
Resort lending	15,391	314	16,613	311
Home equity - 1st lien	131	3	233	4
Home equity - 2nd lien	171	3	229	3
Installment				
Home equity - 1st lien	1,619	54	1,901	67
Home equity - 2nd lien	1,762	52	2,290	70
Boat lending	1	-	1	-
Recreational vehicle lending	87	2	106	3
Other	407	13	377	13
	63,260	1,538	73,774	1,714
Total				
Commercial				
Income producing - real estate	5,160	138	8,004	209
Land, land development & construction-real estate	960	4	203	4
Commercial and industrial	3,040	79	4,690	80
Mortgage				

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1-4 family	35,938	898	40,416	967
Resort lending	15,391	314	16,613	311
Home equity - 1st lien	131	3	233	4
Home equity - 2nd lien	171	3	229	3
Installment				
Home equity - 1st lien	1,620	58	1,901	70
Home equity - 2nd lien	1,762	52	2,290	70
Boat lending	1	-	1	-
Recreational vehicle lending	87	2	106	3
Other	407	14	377	13
Total	\$64,668	\$ 1,565	\$75,063	\$ 1,734

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IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)  
(unaudited)

Cash receipts on impaired loans on non-accrual status are generally applied to the principal balance.

Troubled debt restructurings follow:

	June 30, 2018		
	Commer	Retail (1)	Total
	(In thousands)		
Performing TDRs	\$7,792	\$ 50,313	\$ 58,105
Non-performing TDRs(2)	245	3,112	(3) 3,357
Total	\$8,037	\$ 53,425	\$ 61,462

	December 31, 2017		
	Commer	Retail (1)	Total
	(In thousands)		
Performing TDRs	\$7,748	\$ 52,367	\$ 60,115
Non-performing TDRs(2)	323	4,506	(3) 4,829
Total	\$8,071	\$ 56,873	\$ 64,944

(1) Retail loans include mortgage and installment portfolio segments.

(2) Included in non-performing loans table above.

(3) Also includes loans on non-accrual at the time of modification until six payments are received on a timely basis.

We allocated \$6.3 million and \$6.8 million of specific reserves to customers whose loan terms have been modified in troubled debt restructurings as of June 30, 2018 and December 31, 2017, respectively.

During the six months ended June 30, 2018 and 2017, the terms of certain loans were modified as troubled debt restructurings. The modification of the terms of such loans generally included one or a combination of the following: a reduction of the stated interest rate of the loan; an extension of the maturity date at a stated rate of interest lower than the current market rate for new debt with similar risk; or a permanent reduction of the recorded investment in the loan.

Modifications involving a reduction of the stated interest rate of the loan have generally been for periods ranging from 9 months to 36 months but have extended to as much as 480 months in certain circumstances. Modifications involving an extension of the maturity date have generally been for periods ranging from 1 month to 60 months but have extended to as much as 230 months in certain circumstances.

IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

Loans that have been classified as troubled debt restructurings during the three-month periods ended June 30 follow:

	Number of Contracts	Pre-modification Recorded Balance	Post-modification Recorded Balance
		(Dollars in thousands)	
2018			
Commercial			
Income producing - real estate	-	\$ -	\$ -
Land, land development & construction-real estate	-	-	-
Commercial and industrial	2	153	153
Mortgage			
1-4 family	1	66	69
Resort lending	-	-	-
Home equity - 1st lien	-	-	-
Home equity - 2nd lien	-	-	-
Installment			
Home equity - 1st lien	2	90	91
Home equity - 2nd lien	1	32	32
Boat lending	-	-	-
Recreational vehicle lending	-	-	-
Other	1	41	41
Total	7	\$ 382	\$ 386
2017			
Commercial			
Income producing - real estate	-	\$ -	\$ -
Land, land development & construction-real estate	-	-	-
Commercial and industrial	9	653	653
Mortgage			
1-4 family	1	32	32
Resort lending	-	-	-
Home equity - 1st lien	-	-	-
Home equity - 2nd lien	-	-	-
Installment			
Home equity - 1st lien	-	-	-
Home equity - 2nd lien	3	204	205
Boat lending	-	-	-
Recreational vehicle lending	-	-	-
Other	-	-	-
Total	13	\$ 889	\$ 890

IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

Loans that have been classified as troubled debt restructurings during the six-month periods ended June 30 follow:

	Number of Contracts	Pre-modification Recorded Balance (Dollars in thousands)	Post-modification Recorded Balance
2018			
Commercial			
Income producing - real estate	1	\$ 67	\$ 67
Land, land development & construction-real estate	-	-	-
Commercial and industrial	5	587	587
Mortgage			
1-4 family	4	294	280
Resort lending	-	-	-
Home equity - 1st lien	-	-	-
Home equity - 2nd lien	-	-	-
Installment			
Home equity - 1st lien	5	188	190
Home equity - 2nd lien	2	93	93
Boat lending	-	-	-
Recreational vehicle lending	-	-	-
Other	2	76	73
Total	19	\$ 1,305	\$ 1,290
2017			
Commercial			
Income producing - real estate	-	\$ -	\$ -
Land, land development & construction-real estate	-	-	-
Commercial and industrial	12	786	786
Mortgage			
1-4 family	2	49	49
Resort lending	1	189	189
Home equity - 1st lien	-	-	-
Home equity - 2nd lien	-	-	-
Installment			
Home equity - 1st lien	2	34	37
Home equity - 2nd lien	5	249	251
Boat lending	-	-	-
Recreational vehicle lending	-	-	-
Other	-	-	-
Total	22	\$ 1,307	\$ 1,312

The troubled debt restructurings described above for 2018 increased the allowance for loan losses by \$0.04 million and resulted in zero charge offs during the three months ended June 30, 2018, and increased the allowance by \$0.01 million and resulted in zero charge offs during the six months ended June 30, 2018.



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NOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

The troubled debt restructurings described above for 2017 had no impact on the allowance for loan losses and resulted in zero charge offs during the three months ended June 30, 2017, and increased the allowance by \$0.07 million and resulted in zero charge offs during the six months ended June 30, 2017.

There were no troubled debt restructurings that subsequently defaulted within twelve months following the modification during the three and six months periods ended June 30, 2018 and 2017.

A loan is considered to be in payment default generally once it is 90 days contractually past due under the modified terms.

In order to determine whether a borrower is experiencing financial difficulty, we perform an evaluation of the probability that the borrower will be in payment default on any of its debt in the foreseeable future without the modification. This evaluation is performed under our internal underwriting policy.

Credit Quality Indicators – As part of our on-going monitoring of the credit quality of our loan portfolios, we track certain credit quality indicators including (a) weighted-average risk grade of commercial loans, (b) the level of classified commercial loans, (c) credit scores of mortgage and installment loan borrowers, and (d) delinquency history and non-performing loans.

For commercial loans, we use a loan rating system that is similar to those employed by state and federal banking regulators. Loans are graded on a scale of 1 to 12. A description of the general characteristics of the ratings follows:

Rating 1 through 6: These loans are generally referred to as our “non-watch” commercial credits that include very high or exceptional credit fundamentals through acceptable credit fundamentals.

Rating 7 and 8: These loans are generally referred to as our “watch” commercial credits. These ratings include loans to borrowers that exhibit potential credit weakness or downward trends. If not checked or cured these trends could weaken our asset or credit position. While potentially weak, no loss of principal or interest is envisioned with these ratings.

Rating 9: These loans are generally referred to as our “substandard accruing” commercial credits. This rating includes loans to borrowers that exhibit a well-defined weakness where payment default is probable and loss is possible if deficiencies are not corrected. Generally, loans with this rating are considered collectible as to both principal and interest primarily due to collateral coverage.

Rating 10 and 11: These loans are generally referred to as our “substandard - non-accrual” and “doubtful” commercial credits. Our doubtful rating includes a sub classification for a loss rate other than 50% (which is the standard doubtful loss rate). These ratings include loans to borrowers with weaknesses that make collection of debt in full, on the basis of current facts, conditions and values at best questionable and at worst improbable. All of these loans are placed in non-accrual.

Rating 12: These loans are generally referred to as our “loss” commercial credits. This rating includes loans to borrowers that are deemed incapable of repayment and are charged-off.

IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

The following table summarizes loan ratings by loan class for our commercial loan segment:

	Commercial				Total
	Non-watch 1-6	Watch 7-8	Substandard Accrual 9	Non- Accrual 10-11	
	(In thousands)				
June 30, 2018					
Income producing - real estate	\$362,860	\$2,452	\$ 454	\$ -	\$365,766
Land, land development and construction - real estate	52,832	6,509	12	2,402	61,755
Commercial and industrial	645,647	26,936	9,516	487	682,586
Total	\$1,061,339	\$35,897	\$ 9,982	\$2,889	\$1,110,107
Accrued interest included in total	\$2,899	\$144	\$ 77	\$ -	\$3,120
December 31, 2017					
Income producing - real estate	\$288,869	\$1,293	\$ 304	\$ 30	\$290,496
Land, land development and construction - real estate	70,122	60	-	9	70,191
Commercial and industrial	463,570	28,351	2,345	607	494,873
Total	\$822,561	\$29,704	\$ 2,649	\$ 646	\$855,560
Accrued interest included in total	\$2,198	\$94	\$ 8	\$ -	\$2,300

For each of our mortgage and installment segment classes, we generally monitor credit quality based on the credit scores of the borrowers. These credit scores are generally updated semi-annually.

IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

The following tables summarize credit scores by loan class for our mortgage and installment loan segments:

	Mortgage (1)				
	1-4 Family	Resort Lending	Home Equity 1st Lien	Home Equity 2nd Lien	Total
	(In thousands)				
June 30, 2018					
800 and above	\$ 105,921	\$ 12,496	\$ 7,184	\$ 8,580	\$ 134,181
750-799	327,242	32,448	17,542	28,804	406,036
700-749	192,813	21,108	8,625	19,308	241,854
650-699	95,852	9,246	3,055	7,851	116,004
600-649	29,042	4,490	530	2,546	36,608
550-599	13,706	1,232	778	1,316	17,032
500-549	7,788	949	230	1,198	10,165
Under 500	1,729	85	89	190	2,093
Unknown	9,953	2,262	7,251	9,172	28,638
Total	\$ 784,046	\$ 84,316	\$ 45,284	\$ 78,965	\$ 992,611
Accrued interest included in total	\$ 2,889	\$ 364	\$ 262	\$ 474	\$ 3,989
December 31, 2017					
800 and above	\$ 78,523	\$ 11,625	\$ 6,169	\$ 7,842	\$ 104,159
750-799	283,558	36,015	16,561	24,126	360,260
700-749	154,239	22,099	7,317	15,012	198,667
650-699	84,121	12,145	2,793	7,420	106,479
600-649	25,087	3,025	1,189	2,512	31,813
550-599	15,136	2,710	518	1,118	19,482
500-549	9,548	1,009	397	1,156	12,110
Under 500	2,549	269	260	385	3,463
Unknown	14,472	1,659	157	87	16,375
Total	\$ 667,233	\$ 90,556	\$ 35,361	\$ 59,658	\$ 852,808
Accrued interest included in total	\$ 2,456	\$ 371	\$ 157	\$ 294	\$ 3,278

(1) Other than for the TCSB Bancorp, Inc. ("TCSB") acquired loans, credit scores have been updated within the last twelve months.

IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

	Installment(1)					
	Home	Home		Recreational		
	Equity	Equity		Vehicle		
	1st	2nd	Boat Lending	Lending	Other	Total
	Lien	Lien				
	(In thousands)					
June 30, 2018						
800 and above	\$ 607	\$ 330	\$ 23,002	\$ 20,133	\$ 5,962	\$ 50,034
750-799	2,005	1,718	88,646	66,538	30,513	189,420
700-749	1,286	2,059	34,972	21,023	22,898	82,238
650-699	1,597	1,743	8,387	4,126	9,696	25,549
600-649	1,181	1,103	2,015	835	2,319	7,453
550-599	945	890	422	368	1,025	3,650
500-549	225	137	448	79	461	1,350
Under 500	58	143	45	22	174	442
Unknown	1,218	280	1,349	74	9,659	12,580
Total	\$ 9,122	\$ 8,403	\$ 159,286	\$ 113,198	\$ 82,707	\$ 372,716
Accrued interest included in total	\$ 37	\$ 36	\$ 394	\$ 288	\$ 253	\$ 1,008
December 31, 2017						
800 and above	\$ 815	\$ 825	\$ 15,531	\$ 16,754	\$ 7,060	\$ 40,985
750-799	1,912	1,952	73,251	52,610	28,422	158,147
700-749	1,825	2,142	28,922	17,993	20,059	70,941
650-699	1,840	2,036	9,179	4,270	9,258	26,583
600-649	1,567	1,065	2,052	754	2,402	7,840
550-599	950	1,028	640	305	871	3,794
500-549	499	303	281	83	475	1,641
Under 500	32	88	57	6	194	377
Unknown	15	32	59	35	6,501	6,642
Total	\$ 9,455	\$ 9,471	\$ 129,972	\$ 92,810	\$ 75,242	\$ 316,950
Accrued interest included in total	\$ 39	\$ 43	\$ 346	\$ 254	\$ 241	\$ 923

(1) Other than for the TCSB acquired loans, credit scores have been updated within the last twelve months.

Foreclosed residential real estate properties included in other real estate and repossessed assets on our Condensed Consolidated Statements of Financial Condition totaled \$1.7 million and \$1.6 million at June 30, 2018 and December 31, 2017, respectively. Retail mortgage loans secured by residential real estate properties for which formal foreclosure proceedings are in process according to local requirements totaled \$0.3 million and \$0.8 million at June 30, 2018 and December 31, 2017, respectively.

In March 2018, we sold \$16.5 million of single-family residential fixed and adjustable rate mortgage loans servicing retained to another financial institution and recognized a gain on sale of \$0.05 million. These mortgage loans were all on properties located in Ohio, had a weighted average interest rate of 3.59% and were sold primarily for asset/liability management purposes.

At June 30, 2018, we had \$13.2 million of single-family residential fixed and adjustable rate mortgage loans classified as held for sale (and carried at the lower of cost or fair value). These loans are expected to be sold on a servicing

retained basis to another financial institution in the third quarter of 2018. These mortgage loans are all on properties located in Ohio and are also being sold primarily for asset/liability management purposes.

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IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

Purchase Credit Impaired (“PCI”) Loans

Loans acquired in a business combination are recorded at estimated fair value on their purchase date with no carryover of the related allowance for loan losses. In determining the estimated fair value of purchased loans, management considers a number of factors including, among others, the remaining life of the acquired loans, estimated prepayments, estimated loss ratios, estimated value of the underlying collateral, and net present value of cash flows expected to be received. Purchased loans are accounted for in accordance with guidance for certain loans acquired in a transfer (ASC 310-30), when the loans have evidence of credit deterioration since origination and it is probable at the date of acquisition that the acquirer will not collect all contractually required principal and interest payments. The difference between contractually required payments and the cash flows expected to be collected at acquisition is referred to as the non-accretable difference. Subsequent decreases to the expected cash flows will generally result in a provision for loan losses. Subsequent increases in expected cash flows will result in a reversal of the provision for loan losses to the extent of prior charges and then an adjustment to accretable yield, which would have a positive impact on interest income.

As a result of our acquisition of TCSB (see note #16) we purchased loans for which there was, at acquisition, evidence of deterioration of credit quality since origination and it was probable, at acquisition, that all contractually required payments would not be collected. For these loans that meet the criteria of ASC 310-30 treatment, the carrying amount was as follows:

	June 30, 2018	December 31, 2017
	(In thousands)	
Commercial	\$ 1,823	\$ -
Mortgage	651	-
Installment	362	-
Total carrying amount	2,836	-
Allowance for loan losses	-	-
Carrying amount, net of allowance for loan losses	\$ 2,836	\$ -

The accretable difference on PCI loans is the difference between the expected cash flows and the net present value of expected cash flows with such difference accreted into earnings using the effective yield method over the term of the loans. Accretion recorded as loan interest income totaled \$0.04 million during the three and six months ended June 30, 2018. Accretable yield of PCI loans, or income expected to be collected follows:

	Six months ended June 30,	
	2018	2017
	(unaudited)	
	(In thousands)	
Balance at beginning of period	\$ -	\$ -
New loans purchased	568	-
Accretion of income	(35 )	-
Reclassification from (to) nonaccretable difference	-	-
Disposals/other adjustments	-	-
Balance at end of period	\$ 533	\$ -



IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

PCI loans purchased during 2018 (all relating to the TCSB acquisition) for which it was probable at acquisition that all contractually required payments would not be collected follows:

	(In thousands)
Contractually required payments	\$ 4,213
Non accretable difference	(742 )
Cash flows expected to be collected at acquisition	3,471
Accretable yield	(568 )
Fair value of acquired loans at acquisition	\$ 2,903

Income would not be recognized on certain purchased loans if we could not reasonably estimate cash flows to be collected. We did not have any purchased loans for which we could not reasonably estimate cash flows to be collected.

5. Shareholders' Equity and Earnings Per Common Share

On January 22, 2018, our Board of Directors authorized a share repurchase plan (the "Repurchase Plan") to buy back up to 5% of our outstanding common stock through December 31, 2018. We expect to accomplish the repurchases through open market transactions, though we could affect repurchases through other means, such as privately negotiated transactions. The timing and amount of any share repurchases will depend on a variety of factors, including, among others, securities law restrictions, the trading price of our common stock, regulatory requirements, potential alternative uses for capital, and our financial performance. The Repurchase Plan does not obligate us to acquire any particular amount of common stock, and it may be modified or suspended at any time at our discretion. We expect to fund any repurchases from cash on hand. We did not repurchase any shares of common stock during the six months ended June 30, 2018.

A reconciliation of basic and diluted net income per common share follows:

	Three Months		Six Months Ended	
	Ended June 30, 2018	2017	June 30, 2018	2017
	(In thousands, except per share data)			
Net income	\$8,817	\$5,931	\$17,978	\$11,905
Weighted average shares outstanding (1)	24,109	21,331	22,745	21,320
Effect of stock options	224	143	179	147
Stock units for deferred compensation plan for non-employee directors	126	119	125	119
Performance share units	51	54	50	57
Weighted average shares outstanding for calculation of diluted earnings per share	24,510	21,647	23,099	21,643
Net income per common share				
Basic (1)	\$0.37	\$0.28	\$0.79	\$0.56
Diluted	\$0.36	\$0.27	\$0.78	\$0.55

<sup>(1)</sup>Basic net income per common share includes weighted average common shares outstanding during the period and participating share awards.

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NOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

Weighted average stock options outstanding that were not considered in computing diluted net income per common share because they were anti-dilutive were zero for the three and six month periods ended June 30, 2018 and 2017, respectively.

6. Derivative Financial Instruments

We are required to record derivatives on our Condensed Consolidated Statements of Financial Condition as assets and liabilities measured at their fair value. The accounting for increases and decreases in the value of derivatives depends upon the use of derivatives and whether the derivatives qualify for hedge accounting.

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IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

Our derivative financial instruments according to the type of hedge in which they are designated follows:

	June 30, 2018		
	Notional Amount	Average Maturity (years)	Fair Value
	(Dollars in thousands)		
Cash flow hedge designation			
Pay-fixed interest rate swap agreements	\$25,000	3.1	\$494
Interest rate cap agreements	90,000	3.3	2,235
	\$115,000	3.3	\$2,729
No hedge designation			
Rate-lock mortgage loan commitments	\$55,093	0.1	\$1,202
Mandatory commitments to sell mortgage loans	87,640	0.1	(233 )
Pay-fixed interest rate swap agreements - commercial	83,867	5.9	1,835
Pay-variable interest rate swap agreements - commercial	83,867	5.9	(1,835)
Pay-variable interest rate swap agreements	10,000	0.2	36
Purchased options	3,119	3.0	223
Written options	3,119	3.0	(223 )
Total	\$326,705	3.1	\$1,005
	December 31, 2017		
	Notional Amount	Average Maturity (years)	Fair Value
	(Dollars in thousands)		
Cash flow hedge designation			
Pay-fixed interest rate swap agreements	\$15,000	3.7	\$245
Interest rate cap agreements	45,000	3.5	976
	\$60,000	3.6	\$1,221
No hedge designation			
Rate-lock mortgage loan commitments	\$25,032	0.1	\$530
Mandatory commitments to sell mortgage loans	56,127	0.1	37
Pay-fixed interest rate swap agreements - commercial	75,990	6.2	292
Pay-variable interest rate swap agreements - commercial	75,990	6.2	(292 )
Purchased options	3,119	3.5	322
Written options	3,119	3.5	(322 )
Total	\$239,377	4.1	\$567

IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

We use variable-rate and short-term fixed-rate (less than 12 months) debt obligations to fund a portion of our Condensed Consolidated Statements of Financial Condition, which exposes us to variability in interest rates. To meet our asset/liability management objectives, we may periodically enter into derivative financial instruments to mitigate exposure to fluctuations in cash flows resulting from changes in interest rates (“Cash Flow Hedges”). Cash Flow Hedges included certain pay-fixed interest rate swaps and interest rate cap agreements. Pay-fixed interest rate swaps convert the variable-rate cash flows on debt obligations to fixed-rates. Under interest-rate cap agreements, we will receive cash if interest rates rise above a predetermined level. As a result, we effectively have variable-rate debt with an established maximum rate. We pay an upfront premium on interest rate caps which is recognized in earnings in the same period in which the hedged item affects earnings. Unrecognized premiums from interest rate caps aggregated to \$1.5 million at June 30, 2018 and \$0.9 million at December 31, 2017.

We record the fair value of Cash Flow Hedges in accrued income and other assets and accrued expenses and other liabilities on our Condensed Consolidated Statements of Financial Condition. On an ongoing basis, we adjust our Condensed Consolidated Statements of Financial Condition to reflect the then current fair value of Cash Flow Hedges. The related gains or losses are reported in other comprehensive income or loss and are subsequently reclassified into earnings, as a yield adjustment in the same period in which the related interest on the hedged items (variable-rate debt obligations) affect earnings. It is anticipated that approximately \$0.41 million, of unrealized gains on Cash Flow Hedges at June 30, 2018 will be reclassified to earnings over the next twelve months. To the extent that the Cash Flow Hedges are not effective, the ineffective portion of the Cash Flow Hedges is immediately recognized in interest expense. The maximum term of the Cash Flow Hedge at June 30, 2018 is 4.0 years.

Certain financial derivative instruments have not been designated as hedges. The fair value of these derivative financial instruments has been recorded on our Condensed Consolidated Statements of Financial Condition and is adjusted on an ongoing basis to reflect their then current fair value. The changes in fair value of derivative financial instruments not designated as hedges are recognized in our Condensed Consolidated Statements of Operations.

In the ordinary course of business, we enter into rate-lock mortgage loan commitments with customers (“Rate-Lock Commitments”). These commitments expose us to interest rate risk. We also enter into mandatory commitments to sell mortgage loans (“Mandatory Commitments”) to reduce the impact of price fluctuations of mortgage loans held for sale and Rate-Lock Commitments. Mandatory Commitments help protect our loan sale profit margin from fluctuations in interest rates. The changes in the fair value of Rate-Lock Commitments and Mandatory Commitments are recognized currently as part of net gains on mortgage loans in our Condensed Consolidated Statements of Operations. We obtain market prices on Mandatory Commitments and Rate-Lock Commitments. Net gains on mortgage loans, as well as net income may be more volatile as a result of these derivative instruments, which are not designated as hedges.

We currently offer to our deposit customers an equity linked time deposit product (“Altitude CD”). The Altitude CD is a time deposit that provides the customer a guaranteed return of principal at maturity plus a potential equity return (a written option), while we receive a like stream of funds based on the equity return (a purchased option). The written and purchased options will generally move in opposite directions resulting in little or no net impact on our Condensed Consolidated Statements of Operations. All of the written and purchased options in the table above relate to this Altitude CD product.

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NOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

We have a program that allows commercial loan customers to lock in a fixed rate for a longer period of time than we would normally offer for interest rate risk reasons. We will enter into a variable rate commercial loan and an interest rate swap agreement with a customer and then enter into an offsetting interest rate swap agreement with an unrelated party. The interest rate swap agreement fair values will generally move in opposite directions resulting in little or no net impact on our Condensed Consolidated Statements of Operations. All of the interest rate swap agreements noted as commercial in the table above with no hedge designation relate to this program.

We have also entered into a pay-variable interest rate swap agreement unrelated to the commercial loan program noted above. While we have not designated this swap agreement as an accounting hedge the use of this hedge has the expectation to turn certain short-term fixed rate debt into short-term variable rate debt. The change in the swap agreement fair value will be recorded in earnings in our Condensed Consolidated Statement of Operations.

IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

The following tables illustrate the impact that the derivative financial instruments discussed above have on individual line items in the Condensed Consolidated Statements of Financial Condition for the periods presented:

	Asset Derivatives				Liability Derivatives			
	June 30, 2018		December 31, 2017		June 30, 2018		December 31, 2017	
	Balance Sheet Location (In thousands)	Fair Value	Balance Sheet Location	Fair Value	Balance Sheet Location	Fair Value	Balance Sheet Location	Fair Value
Derivatives designated as hedging instruments								
Pay-fixed interest rate swap agreements	Other assets	\$494	Other assets	\$245	Other liabilities	\$-	Other liabilities	\$-
Interest rate cap agreements	Other assets	2,235 2,729	Other assets	976 1,221	Other liabilities	- -	Other liabilities	- -
Derivatives not designated as hedging instruments								
Rate-lock mortgage loan commitments	Other assets	1,202	Other assets	530	Other liabilities	-	Other liabilities	-
Mandatory commitments to sell mortgage loans	Other assets	-	Other assets	37	Other liabilities	233	Other liabilities	-
Pay-fixed interest rate swap agreements - commercial	Other assets	1,976	Other assets	631	Other liabilities	141	Other liabilities	339
Pay-variable interest rate swap agreements - commercial	Other assets	141	Other assets	339	Other liabilities	1,976	Other liabilities	631
Pay-variable interest rate swap agreements	Other assets	36	Other assets	-	Other liabilities	-	Other liabilities	-
Purchased options	Other assets	223	Other assets	322	Other liabilities	-	Other liabilities	-
Written options	Other assets	-	Other assets	-	Other liabilities	223	Other liabilities	322
		3,578		1,859		2,573		1,292
Total derivatives		\$6,307		\$3,080		\$2,573		\$1,292

IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

The effect of derivative financial instruments on the Condensed Consolidated Statements of Operations follows:

Three Month Periods Ended June 30,

	Gain Recognized in Other Comprehensive Income (Loss) (Effective Portion)	Location of Gain Reclassified from Accumulated Other Comprehensive Loss into Income (Effective Portion)	Gain Reclassified from Accumulated Other Comprehensive Loss into Income (Effective Portion)		Location of Gain (Loss) Recognized in Income (1)	Gain (Loss) Recognized in Income (1)	
	2018	2017	2018	2017	2018	2017	
	(In thousands)						
<b>Cash Flow Hedges</b>							
Interest rate cap agreements	\$244	\$ -	Interest expense	\$ 45	\$ -	Interest expense	\$- \$-
Pay-fixed interest rate swap agreements	83	-	Interest expense	8	-	Interest expense	(24 ) -
Total	\$327	\$ -		\$ 53	\$ -		\$(24 ) \$-
<b>No hedge designation</b>							
Rate-lock mortgage loan commitments					Net gains on mortgage loans	\$244	\$65
Mandatory commitments to sell mortgage loans					Net gains on mortgage loans	(110)	190
Pay-fixed interest rate swap agreements - commercial					Interest income	487	(359)
Pay-variable interest rate swap agreements - commercial					Interest income	(487)	359
Pay-variable interest rate swap agreements					Interest expense	36	-
Purchased options					Interest expense	(6 )	(35 )
Written options					Interest expense	6	35
Total						\$170	\$255

(1) For cash flow hedges, this location and amount refers to the ineffective portion.

IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

Six Month Periods Ended June 30,

	Gain Recognized in Other Comprehensive Income (Loss) (Effective Portion) 2018 (In thousands)	Location of Gain Reclassified from from Accumulated Other Comprehensive Loss into Loss into Income (Effective Portion) 2017	Gain Reclassified from Accumulated Other Comprehensive Loss into Income (Effective Portion) 2018		Location of Gain (Loss) Recognized in Income (1) 2017	Gain (Loss) Recognized in Income (1) 2018		Gain (Loss) Recognized in Income (1) 2017
Cash Flow Hedges								
Interest rate cap agreements	\$757	\$ - Interest expense	\$ 52	\$ -	Interest expense	\$-		\$-
Pay-fixed interest rate swap agreements	254	- Interest expense	7	-	Interest expense	(12 )		-
Total	\$1,011	\$ -	\$ 59	\$ -		\$(12 )		\$-

No hedge designation

Rate-lock mortgage loan commitments					Net gains on mortgage loans	\$672		\$436
Mandatory commitments to sell mortgage loans					Net gains on mortgage loans	(270 )		(606)
Pay-fixed interest rate swap agreements - commercial					Interest income	1,543		(249)
Pay-variable interest rate swap agreements - commercial					Interest income	(1,543)		249
Pay-variable interest rate swap agreements					Interest expense	36		-
Purchased options					Interest expense	(99 )		34
Written options					Interest expense	99		(34 )
Total						\$438		\$(170)

(1) For cash flow hedges, this location and amount refers to the ineffective portion.

IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

7. Intangible Assets

The following table summarizes intangible assets, net of amortization:

	June 30, 2018		December 31, 2017	
	Gross		Gross	
	Carrying	Accumulated	Carrying	Accumulated
	Amount	Amortization	Amount	Amortization
	(In thousands)			
Amortized intangible assets - core deposits	\$11,916	\$ 4,912	\$ 6,118	\$ 4,532
Unamortized intangible assets - goodwill	\$29,012		\$ -	

The \$5.8 million and \$29.0 million increases in the gross carrying amount of core deposit intangibles and goodwill, respectively are the result of our acquisition of TCSB (see note #16). There is no expected residual value relating to the core deposit intangible asset which is expected to be amortized over a period of 10 years (weighted average of 5.2 years).

Amortization of other intangibles has been estimated through 2022 in the following table.

	(In thousands)
Six months ending December 31, 2018	\$ 588
2019	1,089
2020	1,020
2021	970
2022	785
2023 and thereafter	2,552
Total	\$ 7,004

Changes in the carrying amount of goodwill for the six month period ending June 30, 2018 follows:

	(In thousands)
Balance at beginning of year	\$ -
Acquired during the year	29,012
Balance at end of the period	\$ 29,012

8. Share Based Compensation

We maintain share based payment plans that include a non-employee director stock purchase plan and a long-term incentive plan that permits the issuance of share based compensation, including stock options and non-vested share awards. The long-term incentive plan, which is shareholder approved, permits the grant of additional share based awards for up to 0.5 million shares of common stock as of June 30, 2018. The non-employee director stock purchase plan permits the issuance of additional share based payments for up to 0.2 million shares of common stock as of June 30, 2018. Share based awards and payments are measured at fair value at the date of grant and are expensed over the requisite service period. Common shares issued upon exercise of stock options come from currently authorized but

unissued shares.

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NOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

During the three month period ended June 30, 2018 pursuant to our long-term incentive plan, we granted 0.01 million shares of restricted stock to one officer. No long term incentive grants were made during the three months ended June 30, 2017. During the six month periods ended June 30, 2018 and 2017, pursuant to our long-term incentive plan, we granted 0.05 million shares of restricted stock during each period, and 0.02 million performance stock units (“PSU”), during each period to certain officers. Except for 0.002 million shares of restricted stock issued in 2018 that vest ratably over three years, the shares of restricted stock and PSUs cliff vest after a period of three years. The performance feature of the PSUs is based on a comparison of our total shareholder return over the three year period starting on the grant date to the total shareholder return over that period for a banking index of our peers.

Our directors may elect to receive a portion of their quarterly cash retainer fees in the form of common stock (either on a current basis or on a deferred basis pursuant to the non-employee director stock purchase plan referenced above). Shares equal in value to that portion of each director’s fees that he or she has elected to receive in stock are issued each quarter and vest immediately. We issued 0.005 million shares during each six month period ended June 30, of 2018 and 2017 and expensed their value during those same periods.

Total compensation expense recognized for grants pursuant to our long-term incentive plan was \$0.4 million and \$0.7 million during the three and six month periods ended June 30, 2018, respectively, and was \$0.4 million and \$0.8 million during the same periods in 2017, respectively. The corresponding tax benefit relating to this expense was \$0.1 million and \$0.2 million for the three and six month periods ended June 30, 2018, respectively and \$0.2 million and \$0.3 million for the same periods in 2017. Total expense recognized for non-employee director share based payments was \$0.05 million and \$0.11 million during the three and six month periods ended June 30, 2018, respectively, and was \$0.04 million and \$0.07 million during the same periods in 2017, respectively. The corresponding tax benefit relating to this expense was \$0.01 million and \$0.02 million for the three and six month periods ended June 30, 2018, respectively and \$0.01 million and \$0.03 million during the same periods in 2017.

At June 30, 2018, the total expected compensation cost related to non-vested restricted stock and PSUs not yet recognized was \$2.8 million. The weighted-average period over which this amount will be recognized is 2.2 years.

IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)  
(unaudited)

A summary of outstanding stock option grants and related transactions follows:

	Number of Shares	Average Exercise Price	Weighted- Average Remaining Contractual Term (Years)	Aggregated Intrinsic Value (In thousands)
Outstanding at January 1, 2018	176,055	\$ 5.24		
Issued for acquisition (see note #16)	187,915	9.94		
Exercised	(105,208 )	9.35		
Forfeited	-			
Expired	-			
Outstanding at June 30, 2018	258,762	\$ 6.98	4.9	\$ 4,791
Vested and expected to vest at June 30, 2018	258,762	\$ 6.98	4.9	\$ 4,791
Exercisable at June 30, 2018	258,762	\$ 6.98	4.9	\$ 4,791

A summary of outstanding non-vested restricted stock and PSUs and related transactions follows:

	Number of Shares	Weighted- Average Grant Date Fair Value
Outstanding at January 1, 2018	290,527	\$ 15.88
Granted	73,406	23.62
Vested	(95,958 )	13.16
Forfeited	(7,786 )	18.41
Outstanding at June 30, 2018	260,189	\$ 19.00

A summary of weighted-average assumptions used in the Black-Scholes option pricing model for the issue of stock options relating to the acquisition of TCSB (see note #16) during the second quarter of 2018 follows:

Expected dividend yield	2.62 %
Risk-free interest rate	2.40
Expected life (in years)	3.14
Expected volatility	45.99%
Per share weighted-average fair value	\$ 13.25

The risk-free interest rate for the expected term of the option is based on the U.S. Treasury yield curve in effect at the time of the grant. The expected life was obtained using a simplified method that, in general, averaged the vesting term and original contractual term of the stock option. This method was used as relevant historical data of actual exercise activity was very limited. The expected volatility was based on historical volatility of our common stock.

IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

Certain information regarding options exercised during the periods follows:

	Three Months		Six Months Ended	
	Ended		June 30,	
	June 30,	2017	2018	2017
	2018	2017	2018	2017
	(In thousands)			
Intrinsic value	\$ 1,596	\$ 195	\$ 1,674	\$ 474
Cash proceeds received	\$ 971	\$ 33	\$ 984	\$ 99
Tax benefit realized	\$ 336	\$ 68	\$ 352	\$ 166

9. Income Tax

Income tax expense was \$2.1 million and \$2.7 million during the three month periods ended June 30, 2018 and 2017, respectively and \$4.1 million and \$5.3 million during the six months ended June 30, 2018 and 2017, respectively. On December 22, 2017, "H.R. 1" (also known as the "Tax Cuts and Jobs Act") was signed into law. H.R. 1, among other things, reduced the federal corporate income tax rate to 21% effective January 1, 2018 from 35% during 2017.

Our actual federal income tax expense is different than the amount computed by applying our statutory income tax rate to our income before income tax primarily due to tax-exempt interest income and tax-exempt income from the increase in the cash surrender value on life insurance. In addition, the three and six month periods ending June 30, 2018 include reductions of \$0.1 million and \$0.3 million, respectively, of income tax expense related to impact of the excess value of stock awards that vested and stock options that were exercised as compared to the initial fair values that were expensed. These amounts during the same periods in 2017 were \$0.1 million and \$0.2 million, respectively.

We assess whether a valuation allowance should be established against our deferred tax assets based on the consideration of all available evidence using a "more likely than not" standard. The ultimate realization of this asset is primarily based on generating future income. We concluded at both June 30, 2018 and 2017, that the realization of substantially all of our deferred tax assets continues to be more likely than not.

At both June 30, 2018 and December 31, 2017, we had approximately \$0.7 million, of gross unrecognized tax benefits. We do not expect the total amount of unrecognized tax benefits to significantly increase or decrease during the balance of 2018.

10. Regulatory Matters

Capital guidelines adopted by federal and state regulatory agencies and restrictions imposed by law limit the amount of cash dividends our Bank can pay to us. Under these guidelines, the amount of dividends that may be paid in any calendar year is limited to the Bank's current year net profits, combined with the retained net profits of the preceding two years. Further, the Bank cannot pay a dividend at any time that it has negative undivided profits. As of June 30, 2018, the Bank had positive undivided profits of \$26.9 million. It is not our intent to have dividends paid in amounts that would reduce the capital of our Bank to levels below those which we consider prudent and in accordance with guidelines of regulatory authorities.

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NOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

We are also subject to various regulatory capital requirements. The prompt corrective action regulations establish quantitative measures to ensure capital adequacy and require minimum amounts and ratios of total, Tier 1, and common equity Tier 1 capital to risk-weighted assets and Tier 1 capital to average assets. Failure to meet minimum capital requirements can result in certain mandatory, and possibly discretionary, actions by regulators that could have a material effect on our interim condensed consolidated financial statements. Under capital adequacy guidelines, we must meet specific capital requirements that involve quantitative measures as well as qualitative judgments by the regulators. The most recent regulatory filings as of June 30, 2018 and December 31, 2017, categorized our Bank as well capitalized. Management is not aware of any conditions or events that would have changed the most recent Federal Deposit Insurance Corporation (“FDIC”) categorization.

On July 2, 2013, the Federal Reserve approved a final rule that establishes an integrated regulatory capital framework (the “New Capital Rules”). The rule implements in the United States the Basel III regulatory capital reforms from the Basel Committee on Banking Supervision and certain changes required by the Dodd-Frank Act. In general, under the New Capital Rules, minimum requirements have increased for both the quantity and quality of capital held by banking organizations. Consistent with the international Basel framework, the New Capital Rules include a new minimum ratio of common equity Tier 1 capital to risk-weighted assets of 4.5% and a common equity Tier 1 capital conservation buffer of 2.5% of risk-weighted assets that applies to all supervised financial institutions. The capital conservation buffer began to phase in on January 1, 2016 with 1.875% and 1.25% added to the minimum ratio for adequately capitalized institutions for 2018 and 2017, respectively and 0.625% will be added each subsequent year until fully phased in during 2019. This capital conservation buffer is not reflected in the table that follows. To avoid limits on capital distributions and certain discretionary bonus payments we must meet the minimum ratio for adequately capitalized institutions plus the phased in buffer. The rule also raises the minimum ratio of Tier 1 capital to risk-weighted assets from 4% to 6% and includes a minimum leverage ratio of 4% for all banking organizations. As to the quality of capital, the New Capital Rules emphasize common equity Tier 1 capital, the most loss-absorbing form of capital, and implement strict eligibility criteria for regulatory capital instruments. The New Capital Rules also change the methodology for calculating risk-weighted assets to enhance risk sensitivity.

IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

Our actual capital amounts and ratios follow:

	Actual Amount (Dollars in thousands)	Ratio	Minimum for Adequately Capitalized Institutions Amount	Ratio	Minimum for Well-Capitalized Institutions Amount	Ratio
June 30, 2018						
Total capital to risk-weighted assets						
Consolidated	\$359,585	14.49%	\$ 198,495	8.00	% NA	NA
Independent Bank	335,404	13.52	198,431	8.00	\$248,038	10.00%
Tier 1 capital to risk-weighted assets						
Consolidated	\$335,033	13.50%	\$ 148,871	6.00	% NA	NA
Independent Bank	310,852	12.53	148,823	6.00	\$198,431	8.00%
Common equity tier 1 capital to risk-weighted assets						
Consolidated	\$296,903	11.97%	\$ 111,654	4.50	% NA	NA
Independent Bank	310,852	12.53	111,617	4.50	\$161,225	6.50%
Tier 1 capital to average assets						
Consolidated	\$335,033	10.70%	\$ 125,215	4.00	% NA	NA
Independent Bank	310,852	9.93	125,156	4.00	\$156,445	5.00%
December 31, 2017						
Total capital to risk-weighted assets						
Consolidated	\$312,163	15.16%	\$ 164,782	8.00	% NA	NA
Independent Bank	290,188	14.10	164,675	8.00	\$205,843	10.00%
Tier 1 capital to risk-weighted assets						
Consolidated	\$288,451	14.00%	\$ 123,586	6.00	% NA	NA
Independent Bank	266,476	12.95	123,506	6.00	\$164,675	8.00%
Common equity tier 1 capital to risk-weighted assets						
Consolidated	\$255,934	12.43%	\$ 92,690	4.50	% NA	NA
Independent Bank	266,476	12.95	92,630	4.50	\$133,798	6.50%
Tier 1 capital to average assets						
Consolidated	\$288,451	10.57%	\$ 109,209	4.00	% NA	NA
Independent Bank	266,476	9.78	109,041	4.00	\$136,301	5.00%

NA - Not applicable



IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

The components of our regulatory capital are as follows:

	Consolidated		Independent Bank	
	June 30, 2018	December 31, 2017	June 30, 2018	December 31, 2017
	(In thousands)			
Total shareholders' equity	\$337,083	\$ 264,933	\$343,500	\$ 269,481
Add (deduct)				
Accumulated other comprehensive loss for regulatory purposes	3,417	201	3,417	201
Intangible assets	(36,016 )	(1,269 )	(36,016 )	(1,269 )
Disallowed deferred tax assets	(7,581 )	(7,931 )	(49 )	(1,937 )
Common equity tier 1 capital	296,903	255,934	310,852	266,476
Qualifying trust preferred securities	38,130	34,500	-	-
Disallowed deferred tax assets	-	(1,983 )	-	-
Tier 1 capital	335,033	288,451	310,852	266,476
Allowance for loan losses and allowance for unfunded lending commitments limited to 1.25% of total risk-weighted assets	24,552	23,712	24,552	23,712
Total risk-based capital	\$359,585	\$ 312,163	\$335,404	\$ 290,188

11. Fair Value Disclosures

FASB ASC topic 820 defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. FASB ASC topic 820 also establishes a fair value hierarchy which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value.

The standard describes three levels of inputs that may be used to measure fair value:

Level 1: Valuation is based upon quoted prices for identical instruments traded in active markets. Level 1 instruments include securities traded on active exchange markets, such as the New York Stock Exchange, as well as U.S. Treasury securities that are traded by dealers or brokers in active over-the-counter markets.

Level 2: Valuation is based upon quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active, and model-based valuation techniques for which all significant assumptions are observable in the market. Level 2 instruments include securities traded in less active dealer or broker markets.

Level 3: Valuation is generated from model-based techniques that use at least one significant assumption not observable in the market. These unobservable assumptions reflect estimates of assumptions that market participants would use in pricing the asset or liability. Valuation techniques include use of option pricing models, discounted cash flow models and similar techniques.

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NOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

We used the following methods and significant assumptions to estimate fair value:

Securities: Where quoted market prices are available in an active market, securities (equity securities at fair value, trading or available for sale) are classified as Level 1 of the valuation hierarchy. Level 1 securities include certain preferred stocks included in our equity securities at fair value (trading securities as of December 31, 2017) for which there are quoted prices in active markets and US Treasuries (at December 31, 2017) in our securities available for sale portfolio. If quoted market prices are not available for the specific security, then fair values are estimated by (1) using quoted market prices of securities with similar characteristics, (2) matrix pricing, which is a mathematical technique used widely in the industry to value debt securities without relying exclusively on quoted prices for specific securities but rather by relying on the securities' relationship to other benchmark quoted prices, or (3) a discounted cash flow analysis whose significant fair value inputs can generally be verified and do not typically involve judgment by management. These securities are classified as Level 2 of the valuation hierarchy and primarily include agency securities, private label mortgage-backed securities, other asset backed securities, obligations of states and political subdivisions, trust preferred securities, corporate securities and foreign government securities.

Loans held for sale: The fair value of mortgage loans held for sale is based on agency cash window loan pricing for comparable assets (recurring Level 2).

Impaired loans with specific loss allocations based on collateral value: From time to time, certain loans are considered impaired and an allowance for loan losses is established. Loans for which it is probable that payment of interest and principal will not be made in accordance with the contractual terms of the loan agreement are considered impaired. We measure our investment in an impaired loan based on one of three methods: the loan's observable market price, the fair value of the collateral or the present value of expected future cash flows discounted at the loan's effective interest rate. Those impaired loans not requiring an allowance represent loans for which the fair value of the expected repayments or collateral exceed the recorded investments in such loans. At June 30, 2018 and December 31, 2017, all of our impaired loans were evaluated based on either the fair value of the collateral or the present value of expected future cash flows discounted at the loan's effective interest rate. When the fair value of the collateral is based on an appraised value or when an appraised value is not available we record the impaired loan as nonrecurring Level 3. These appraisals may utilize a single valuation approach or a combination of approaches including comparable sales and the income approach. Adjustments are routinely made in the appraisal process by the independent appraisers to adjust for differences between the comparable sales and income data available. Such adjustments can be significant and thus will typically result in a Level 3 classification of the inputs for determining fair value.

Other real estate: At the time of acquisition, other real estate is recorded at fair value, less estimated costs to sell, which becomes the property's new basis. Subsequent write-downs to reflect declines in value since the time of acquisition may occur from time to time and are recorded in net (gains) losses on other real estate and repossessed assets, which is part of non-interest expense - other in the Condensed Consolidated Statements of Operations. The fair value of the property used at and subsequent to the time of acquisition is typically determined by a third party appraisal of the property. These appraisals may utilize a single valuation approach or a combination of approaches including comparable sales and the income approach. Adjustments are routinely made in the appraisal process by the independent appraisers to adjust for differences between the comparable sales and income data available. Such adjustments can be significant and typically result in a Level 3 classification of the inputs for determining fair value.

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NOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

Appraisals for both collateral-dependent impaired loans and other real estate are performed by certified general appraisers (for commercial properties) or certified residential appraisers (for residential properties) whose qualifications and licenses have been reviewed and verified by us. Once received, an independent third party, or a member of our Collateral Evaluation Department (for commercial properties), or a member of our Special Assets/ORE Group (for residential properties) reviews the assumptions and approaches utilized in the appraisal as well as the overall resulting fair value in comparison with independent data sources such as recent market data or industry-wide statistics. We compare the actual selling price of collateral that has been sold to the most recent appraised value of our properties to determine what additional adjustment, if any, should be made to the appraisal value to arrive at fair value. For commercial and residential properties we typically discount an appraisal to account for various factors that the appraisal excludes in its assumptions. These additional discounts generally do not result in material adjustments to the appraised value.

Capitalized mortgage loan servicing rights: The fair value of capitalized mortgage loan servicing rights is based on a valuation model used by an independent third party that calculates the present value of estimated net servicing income. The valuation model incorporates assumptions that market participants would use in estimating future net servicing income. Certain model assumptions are generally unobservable and are based upon the best information available including data relating to our own servicing portfolio, reviews of mortgage servicing assumption and valuation surveys and input from various mortgage servicers and, therefore, are recorded as Level 3. Management evaluates the third party valuation for reasonableness each quarter as part of our financial reporting control processes.

Derivatives: The fair value of rate-lock mortgage loan commitments is based on agency cash window loan pricing for comparable assets and the fair value of mandatory commitments to sell mortgage loans is based on mortgage backed security pricing for comparable assets (recurring Level 2). The fair value of interest rate swap and interest rate cap agreements are derived from proprietary models which utilize current market data. The significant fair value inputs can generally be observed in the market place and do not typically involve judgment by management (recurring Level 2). The fair value of purchased and written options is based on prices of financial instruments with similar characteristics and do not typically involve judgment by management (recurring Level 2).

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(unaudited)

Assets and liabilities measured at fair value, including financial assets for which we have elected the fair value option, were as follows:

	Fair Value Measurements Using			
	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	
	(In thousands)			
June 30, 2018:				
Measured at Fair Value on a Recurring Basis				
Assets				
Equity securities at fair value	\$336	\$ 336	\$ -	\$ -
Securities available for sale				
U.S. agency	22,812	-	22,812	-
U.S. agency residential mortgage-backed	130,001	-	130,001	-
U.S. agency commercial mortgage-backed	9,384	-	9,384	-
Private label mortgage-backed	30,283	-	30,283	-
Other asset backed	77,280	-	77,280	-
Obligations of states and political subdivisions	144,079	-	144,079	-
Corporate	32,835	-	32,835	-
Trust preferred	1,898	-	1,898	-
Foreign government	2,021	-	2,021	-
Loans held for sale	50,915	-	50,915	-
Capitalized mortgage loan servicing rights	21,848	-	-	21,848
Derivatives (1)	6,307	-	6,307	-
Liabilities				
Derivatives (2)	2,573	-	2,573	-
Measured at Fair Value on a Non-recurring basis:				
Assets				
Impaired loans (3)				
Commercial				
Income producing - real estate	280	-	-	280
Land, land development & construction-real estate	1	-	-	1
Commercial and industrial	970	-	-	970
Mortgage				
1-4 family	271	-	-	271
Resort lending	282	-	-	282
Other real estate (4)				

Mortgage				
1-4 family	71	-	-	71
Resort lending	65	-	-	65

(1) Included in accrued income and other assets

(2) Included in accrued expenses and other liabilities

(3) Only includes impaired loans with specific loss allocations based on collateral value.

(4) Only includes other real estate with subsequent write downs to fair value.

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(unaudited)

	Fair Value Measurements Using			
	Quoted			
	Prices			
	in			
	Active			
	Markets			
	for	Significant	Significant	
	Identical	Other	Un-	
Fair Value	Assets	Observable	observable	
Measure-	(Level	Inputs	Inputs	
ments	1)	(Level 2)	(Level 3)	
(In thousands)				
December 31, 2017:				
Measured at Fair Value on a Recurring Basis:				
Assets				
Trading securities	\$455	\$ 455	\$ -	\$ -
Securities available for sale				
U.S. Treasury	898	898	-	-
U.S. agency	25,682	-	25,682	-
U.S. agency residential mortgage-backed	137,918	-	137,918	-
U.S. agency commercial mortgage-backed	9,760	-	9,760	-
Private label mortgage-backed	29,109	-	29,109	-
Other asset backed	93,898	-	93,898	-
Obligations of states and political subdivisions	172,945	-	172,945	-
Corporate	47,853	-	47,853	-
Trust preferred	2,802	-	2,802	-
Foreign government	2,060	-	2,060	-
Loans held for sale	39,436	-	39,436	-
Capitalized mortgage loan servicing rights	15,699	-	-	15,699
Derivatives (1)	3,080	-	3,080	-
Liabilities				
Derivatives (2)	1,292	-	1,292	-
Measured at Fair Value on a Non-recurring basis:				
Assets				
Impaired loans (3)				
Commercial				
Income producing - real estate	274	-	-	274
Land, land development & construction-real estate	9	-	-	9
Commercial and industrial	1,051	-	-	1,051
Mortgage				
1-4 family	339	-	-	339
Resort lending	207	-	-	207
Other real estate (4)				
Mortgage				
1-4 family	186	-	-	186
Resort lending	65	-	-	65

- (1) Included in accrued income and other assets
- (2) Included in accrued expenses and other liabilities
- (3) Only includes impaired loans with specific loss allocations based on collateral value.
- (4) Only includes other real estate with subsequent write downs to fair value.

There were no transfers between Level 1 and Level 2 during the six months ended June 30, 2018 and 2017.

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(unaudited)

Changes in fair values for financial assets which we have elected the fair value option for the periods presented were as follows:

	Changes in Fair Values for the six-Month Periods Ended June 30 for Items Measured at Fair Value Pursuant to Election of the Fair Value Option			Total Change in Fair Values Included in Current
	Net Gains (Losses) on Assets	Mortgage Loans	Loan Servicing, net	
	Securities	Loans	Period Earnings	
	(In thousands)			
2018				
Equity securities at fair value	\$ (119 )	\$ -	\$ -	\$ (119 )
Loans held for sale	-	367	-	367
Capitalized mortgage loan servicing rights	-	-	892	892
2017				
Trading securities	\$ (124 )	\$ -	\$ -	\$ (124 )
Loans held for sale	-	666	-	666
Capitalized mortgage loan servicing rights	-	-	(1,495 )	(1,495 )

For those items measured at fair value pursuant to our election of the fair value option, interest income is recorded within the Condensed Consolidated Statements of Operations based on the contractual amount of interest income earned on these financial assets and dividend income is recorded based on cash dividends received.

The following represent impairment charges recognized during the three and six month periods ended June 30, 2018 and 2017 relating to assets measured at fair value on a non-recurring basis:

Loans which are measured for impairment using the fair value of collateral for collateral dependent loans had a carrying amount of \$2.7 million, with a valuation allowance of \$0.9 million at June 30, 2018, and had a carrying amount of \$2.6 million, with a valuation allowance of \$0.7 million at December 31, 2017. The provision for loan losses included in our results of operations relating to impaired loans was a net expense of \$0.5 million and \$0.1 million for the three month periods ending June 30, 2018 and 2017, respectively, and a net expense of \$0.5 million and \$0.3 million for the six month periods ending June 30, 2018 and 2017, respectively.

Other real estate, which is measured using the fair value of the property, had a carrying amount of \$0.1 million which is net of a valuation allowance of \$0.1 million at June 30, 2018, and a carrying amount of \$0.3 million, which is net of a valuation allowance of \$0.1 million, at December 31, 2017. Charges included in our results of operations relating to other real estate measured at fair value were zero during each of the three and six month periods ended June 30, 2018, and were \$0.03 million and \$0.04 million during the same periods in 2017.



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A reconciliation for all assets and (liabilities) measured at fair value on a recurring basis using significant unobservable inputs (Level 3) follows:

	Capitalized Mortgage Loan Servicing Rights			
	Three Months Ended June 30, 2018 (In thousands)		Six Months Ended June 30, 2017 (In thousands)	
Beginning balance	\$ 17,783	\$ 14,727	\$ 15,699	\$ -
Change in accounting	-	-	-	14,213
Beginning balance, as adjusted	17,783	14,727	15,699	14,213
Total gains (losses) realized and unrealized:				
Included in results of operations	(137 )	(1,231 )	892	(1,495 )
Included in other comprehensive income (loss)	-	-	-	-
Purchases, issuances, settlements, maturities and calls	4,202	1,019	5,257	1,797
Transfers in and/or out of Level 3	-	-	-	-
Ending balance	\$ 21,848	\$ 14,515	\$ 21,848	\$ 14,515

Amount of total gains (losses) for the period included in earnings attributable to the change in unrealized gains (losses) relating to assets and liabilities still held at June 30

	\$ (137 )	\$ (1,231 )	\$ 892	\$ (1,495 )
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The fair value of our capitalized mortgage loan servicing rights has been determined based on a valuation model used by an independent third party as discussed above. The significant unobservable inputs used in the fair value measurement of the capitalized mortgage loan servicing rights are discount rate, cost to service, ancillary income and float rate. Significant changes in all four of these assumptions in isolation would result in significant changes to the value of our capitalized mortgage loan servicing rights. Quantitative information about our Level 3 fair value measurements measured on a recurring basis follows:

	Asset Fair Value (In thousands)	Valuation Technique	Unobservable Inputs	Range	Weighted Average
June 30, 2018					
Capitalized mortgage loan servicing rights	\$ 21,848	Present value of net servicing revenue	Discount rate Cost to service Ancillary income Float rate	10.00% to 13.00 % \$ 42 to \$ 216 18 to 36 2.89 %	10.13 % \$ 81 23 2.89 %
December 31, 2017					
Capitalized mortgage loan servicing rights	\$ 15,699	Present value of net servicing revenue	Discount rate Cost to service	9.88% to 11.00 % \$ 66 to \$ 216 20 to 36	10.11 % \$ 81 23

Ancillary income Float rate	2.24	%	2.24	%
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(unaudited)

Quantitative information about Level 3 fair value measurements measured on a non-recurring basis follows:

	Asset Fair Value (In thousands)	Valuation Technique	Unobservable Inputs	Range	Weighted Average
June 30, 2018					
Impaired loans					
Commercial	\$1,251	Sales comparison approach	Adjustment for differences between comparable sales	(32.5)% to 25.0%	(4.1 )%
Mortgage	553	Sales comparison approach	Adjustment for differences between comparable sales	(40.1) to 25.6	(4.4 )
Other real estate					
Mortgage	136	Sales comparison approach	Adjustment for differences between comparable sales	(33.0) to 44.5	(2.0 )
December 31, 2017					
Impaired loans					
Commercial	1,334	Sales comparison approach	Adjustment for differences between comparable sales	(32.5)% to 25.0%	(4.5 )%
Mortgage	546	Sales comparison approach	Adjustment for differences between comparable sales	(21.1) to 34.1	(2.7 )
Other real estate					
Mortgage	251	Sales comparison approach	Adjustment for differences between comparable sales	(33.0) to 44.5	(1.0 )

The following table reflects the difference between the aggregate fair value and the aggregate remaining contractual principal balance outstanding for loans held for sale for which the fair value option has been elected for the periods presented.

	Aggregate Fair Value (In thousands)	Difference	Contractual Principal
Loans held for sale			
June 30, 2018	\$50,915	\$ 1,211	\$ 49,704
December 31, 2017	39,436	844	38,592

12. Fair Values of Financial Instruments

Most of our assets and liabilities are considered financial instruments. Many of these financial instruments lack an available trading market and it is our general practice and intent to hold the majority of our financial instruments to maturity. Significant estimates and assumptions were used to determine the fair value of financial instruments. These estimates are subjective in nature, involving uncertainties and matters of judgment, and therefore, fair values may not

be a precise estimate. Changes in assumptions could significantly affect the estimates.

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As discussed in note #2, we adopted ASU 2016-02 as of January 1, 2018. This new ASU requires entities to use the exit price notion when measuring the fair value of financial instruments for disclosure purposes. All of estimated fair values of our financial instruments in the table below at June 30, 2018 have used this exit price notion. In addition, except as discussed below in the net loans and loans held for sale section, all of our financial assets and liabilities have historically been valued using an exit price notion. This new ASU also removes the requirement to disclose the methods and significant assumptions used to estimate the fair value of financial instruments measured at amortized cost. The methods and significant assumptions for those financial instruments measured at amortized cost disclosed below are presented for fair values at December 31, 2017.

Estimated fair values have been determined using available data and methodologies that are considered suitable for each category of financial instrument. For instruments with adjustable interest rates which reprice frequently and without significant credit risk, it is presumed that estimated fair values approximate the recorded book balances.

Cash and due from banks and interest bearing deposits: The recorded book balance of cash and due from banks and interest bearing deposits approximate fair value and are classified as Level 1.

Interest bearing deposits - time: Interest bearing deposits - time have been valued based on a model using a benchmark yield curve plus a base spread and are classified as Level 2.

Securities: Financial instrument assets actively traded in a secondary market have been valued using quoted market prices. Equity securities at fair value, trading securities and U.S. Treasury securities available for sale are classified as Level 1 while all other securities available for sale are classified as Level 2 as described in note #11.

Federal Home Loan Bank and Federal Reserve Bank stock: It is not practicable to determine the fair value of FHLB and FRB stock due to restrictions placed on transferability.

Net loans and loans held for sale: The fair value of loans at December 31, 2017 is calculated by discounting estimated future cash flows using estimated market discount rates that reflect credit and interest-rate risk inherent in the loans and do not necessarily represent an exit price. Loans are classified as Level 3. Impaired loans are valued at the lower of cost or fair value as described in note #11. Loans held for sale are classified as Level 2 as described in note #11.

Accrued interest receivable and payable: The recorded book balance of accrued interest receivable and payable approximate fair value and are classified at the same Level as the asset and liability they are associated with.

Derivative financial instruments: The fair value of rate-lock mortgage loan commitments is based on agency cash window loan pricing for comparable assets, the fair value of mandatory commitments to sell mortgage loans is based on mortgage backed security pricing for comparable assets, the fair value of interest rate swap and interest rate cap agreements is derived from proprietary models which utilize current market data whose significant fair value inputs can generally be observed in the market place and do not typically involve judgment by management and the fair value of purchased and written options is based on prices of financial instruments with similar characteristics and do not typically involve judgment by management. Each of these instruments has been classified as Level 2 as described in note #11.

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NOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

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Deposits: Deposits without a stated maturity, including demand deposits, savings, NOW and money market accounts, have a fair value equal to the amount payable on demand. Each of these instruments is classified as Level 1. Deposits with a stated maturity, such as time deposits have generally been valued based on the discounted value of contractual cash flows using a discount rate approximating current market rates for liabilities with a similar maturity resulting in a Level 2 classification.

Other borrowings: Other borrowings have been valued based on the discounted value of contractual cash flows using a discount rate approximating current market rates for liabilities with a similar maturity resulting in a Level 2 classification.

Subordinated debentures: Subordinated debentures have generally been valued based on a quoted market price of similar instruments resulting in a Level 2 classification.

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(unaudited)

The estimated recorded book balances and fair values follow:

	Recorded Book Balance (In thousands)	Fair Value	Fair Value Using Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Un- observable Inputs (Level 3)
June 30, 2018					
Assets					
Cash and due from banks	\$36,433	\$36,433	\$36,433	\$ -	\$ -
Interest bearing deposits	22,278	22,278	22,278	-	-
Interest bearing deposits - time	2,478	2,472	-	2,472	-
Equity securities at fair value	336	336	336	-	-
Securities available for sale	450,593	450,593	-	450,593	-
Federal Home Loan Bank and Federal Reserve					
Bank Stock	16,321	NA	NA	NA	NA
Net loans and loans held for sale	2,507,944	2,477,253	-	64,131	2,413,122
Accrued interest receivable	9,722	9,722	1	1,870	7,851
Derivative financial instruments	6,307	6,307	-	6,307	-
Liabilities					
Deposits with no stated maturity (1)	\$2,120,537	\$2,120,537	\$2,120,537	\$ -	\$ -
Deposits with stated maturity (1)	659,979	654,745	-	654,745	-
Other borrowings	40,584	40,604	-	40,604	-
Subordinated debentures	39,354	36,082	-	36,082	-
Accrued interest payable	1,331	1,331	86	1,245	-
Derivative financial instruments	2,573	2,573	-	2,573	-
December 31, 2017					
Assets					
Cash and due from banks	\$36,994	\$36,994	\$36,994	\$ -	\$ -
Interest bearing deposits	17,744	17,744	17,744	-	-
Interest bearing deposits - time	2,739	2,740	-	2,740	-
Trading securities	455	455	455	-	-
Securities available for sale	522,925	522,925	898	522,027	-
Federal Home Loan Bank and Federal Reserve					
Bank Stock	15,543	NA	NA	NA	NA
Net loans and loans held for sale	2,035,666	1,962,937	-	39,436	1,923,501
Accrued interest receivable	8,609	8,609	1	2,192	6,416
Derivative financial instruments	3,080	3,080	-	3,080	-
Liabilities					

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Deposits with no stated maturity (1)	\$1,845,716	\$1,845,716	\$1,845,716	\$-	\$-
Deposits with stated maturity (1)	554,818	551,489	-	551,489	-
Other borrowings	54,600	54,918	-	54,918	-
Subordinated debentures	35,569	29,946	-	29,946	-
Accrued interest payable	892	892	48	844	-
Derivative financial instruments	1,292	1,292	-	1,292	-

Deposits with no stated maturity include reciprocal deposits with a recorded book balance of \$22.0 million and \$13.0 million at June 30, 2018 and December 31, 2017, respectively. Deposits with a stated maturity include (1) reciprocal deposits with a recorded book balance of \$44.5 million and \$38.0 million June 30, 2018 and December 31, 2017, respectively.

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(unaudited)

The fair values for commitments to extend credit and standby letters of credit are estimated to approximate their aggregate book balance, which is nominal and therefore are not disclosed.

Fair value estimates are made at a specific point in time, based on relevant market information and information about the financial instrument. These estimates do not reflect any premium or discount that could result from offering for sale the entire holdings of a particular financial instrument.

Fair value estimates are based on existing on- and off-balance sheet financial instruments without attempting to estimate the value of anticipated future business, the value of future earnings attributable to off-balance sheet activities and the value of assets and liabilities that are not considered financial instruments.

Fair value estimates for deposit accounts do not include the value of the core deposit intangible asset resulting from the low-cost funding provided by the deposit liabilities compared to the cost of borrowing funds in the market.

13. Contingent Liabilities

We are involved in various litigation matters in the ordinary course of business. At the present time, we do not believe any of these matters will have a significant impact on our consolidated financial position or results of operations. The aggregate amount we have accrued for losses we consider probable as a result of these litigation matters is immaterial. However, because of the inherent uncertainty of outcomes from any litigation matter, we believe it is reasonably possible we may incur losses in addition to the amounts we have accrued. At this time, we estimate the maximum amount of additional losses that are reasonably possible is insignificant. However, because of a number of factors, including the fact that certain of these litigation matters are still in their early stages, this maximum amount may change in the future.

The litigation matters described in the preceding paragraph primarily include claims that have been brought against us for damages, but do not include litigation matters where we seek to collect amounts owed to us by third parties (such as litigation initiated to collect delinquent loans). These excluded, collection-related matters may involve claims or counterclaims by the opposing party or parties, but we have excluded such matters from the disclosure contained in the preceding paragraph in all cases where we believe the possibility of us paying damages to any opposing party is remote. Risks associated with the likelihood that we will not collect the full amount owed to us, net of reserves, are disclosed elsewhere in this report.

In connection with the sale of Mepco Finance Corporation (“Mepco”) (see note #15), we agreed to contractually indemnify the purchaser from certain losses it may incur, including as a result of its failure to collect certain receivables it purchased as part of the business as well as breaches of representations and warranties we made in the sale agreement, subject to various limitations. We have not accrued any liability related to these indemnification requirements in our June 30, 2018 Condensed Consolidated Statement of Financial Condition because we believe the likelihood of having to pay any amount as a result of these indemnification obligations is remote. However, if the purchaser is unable to collect the receivables it purchased from Mepco or otherwise encounters difficulties in operating the business, it is possible it could make one or more claims against us pursuant to the sale agreement. In that event, we may incur expenses in defending any such claims and/or amounts paid to such purchaser to resolve such claims. As of June 30, 2018 these receivables balances had declined to \$4.5 million and to date the purchaser has made no claims for indemnification.

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The provision for loss reimbursement on sold loans represents our estimate of incurred losses related to mortgage loans that we have sold to investors (primarily Fannie Mae, Freddie Mac, Ginnie Mae and the FHLB). Since we sell mortgage loans without recourse, loss reimbursements only occur in those instances where we have breached a representation or warranty or other contractual requirement related to the loan sale. The provision for loss reimbursement on sold loans was an expense of \$0.02 million during both three month periods ended June 30, 2018 and 2017 and an expense of \$0.03 million and \$0.05 million for the six month periods ended June 30, 2018 and 2017, respectively. The reserve for loss reimbursements on sold mortgage loans totaled \$0.8 million and \$0.7 million at June 30, 2018 and December 31, 2017, respectively. This reserve is included in accrued expenses and other liabilities in our Condensed Consolidated Statements of Financial Condition. This reserve is based on an analysis of mortgage loans that we have sold which are further categorized by delinquency status, loan to value, and year of origination. The calculation includes factors such as probability of default, probability of loss reimbursement (breach of representation or warranty) and estimated loss severity. We believe that the amounts that we have accrued for incurred losses on sold mortgage loans are appropriate given our analyses. However, future losses could exceed our current estimate.

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14. Accumulated Other Comprehensive Loss (“AOCL”)

A summary of changes in AOCL follows:

	Unrealized Gains (Losses) on Securities Available for Sale (In thousands)	Dispropor- tionate Tax Effects from Securities Available for Sale	Unrealized Gains on Cash Flow Hedges	Total
For the three months ended June 30,				
2018				
Balances at beginning of period	\$ (3,509)	\$ (5,798 )	\$ 805	\$ (8,502)
Other comprehensive income (loss) before reclassifications	(949 )	-	258	(691 )
Amounts reclassified from AOCL	21	-	(42 )	(21 )
Net current period other comprehensive income (loss)	(928 )	-	216	(712 )
Balances at end of period	\$ (4,437)	\$ (5,798 )	\$ 1,021	\$ (9,214)
2017				
Balances at beginning of period	\$ (738 )	\$ (5,798 )	\$ -	\$ (6,536)
Cumulative effect of change in accounting	-	-	-	-
Balances at beginning of period, as adjusted	(738 )	(5,798 )	-	(6,536)
Other comprehensive income (loss) before reclassifications	2,731	-	-	2,731
Amounts reclassified from AOCL	(7 )	-	-	(7 )
Net current period other comprehensive income (loss)	2,724	-	-	2,724
Balances at end of period	\$ 1,986	\$ (5,798 )	\$ -	\$ (3,812)
For the six months ended June 30,				
2018				
Balances at beginning of period	\$ (470 )	\$ (5,798 )	\$ 269	\$ (5,999)
Other comprehensive income (loss) before reclassifications	(4,003)	-	799	(3,204)
Amounts reclassified from AOCL	36	-	(47 )	(11 )
Net current period other comprehensive income (loss)	(3,967)	-	752	(3,215)
Balances at end of period	\$ (4,437)	\$ (5,798 )	\$ 1,021	\$ (9,214)
2017				
Balances at beginning of period	\$ (3,310)	\$ (5,798 )	\$ -	\$ (9,108)
Cumulative effect of change in accounting	300	-	-	300
Balances at beginning of period, as adjusted	(3,010)	(5,798 )	-	(8,808)
Other comprehensive income (loss) before reclassifications	5,072	-	-	5,072
Amounts reclassified from AOCL	(76 )	-	-	(76 )
Net current period other comprehensive income (loss)	4,996	-	-	4,996
Balances at end of period	\$ 1,986	\$ (5,798 )	\$ -	\$ (3,812)



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The disproportionate tax effects from securities available for sale arose due to tax effects of other comprehensive income (“OCI”) in the presence of a valuation allowance against our deferred tax assets and a pretax loss from operations. Generally, the amount of income tax expense or benefit allocated to operations is determined without regard to the tax effects of other categories of income or loss, such as OCI. However, an exception to the general rule is provided when, in the presence of a valuation allowance against deferred tax assets, there is a pretax loss from operations and pretax income from other categories in the current period. In such instances, income from other categories must offset the current loss from operations, the tax benefit of such offset being reflected in operations. Release of material disproportionate tax effects from other comprehensive income to earnings is done by the portfolio method whereby the effects will remain in AOCL as long as we carry a more than insubstantial portfolio of securities available for sale.

A summary of reclassifications out of each component of AOCL for the three months ended June 30 follows:

AOCL Component	Amount Reclassified From AOCL (In thousands)	Affected Line Item in Condensed Consolidated Statements of Operations
2018		
Unrealized losses on securities available for sale	\$ (26	) Net gains (losses) on securities
	-	) Net impairment loss recognized in earnings
	(26	) Total reclassifications before tax
	(5	) Income tax expense
	\$ (21	) Reclassifications, net of tax
Unrealized gains on cash flow hedges	\$ (53	) Interest expense
	(11	) Income tax expense
	\$ (42	) Reclassification, net of tax
	\$ 21	Total reclassifications for the period, net of tax
2017		
Unrealized gains on securities available for sale	\$ 11	Net gains (losses) on securities
	-	Net impairment loss recognized in earnings
	11	Total reclassifications before tax
	4	Income tax expense
	\$ 7	Reclassifications, net of tax

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A summary of reclassifications out of each component of AOCL for the six months ended June 30 follows:

AOCL Component	Amount Reclassified From AOCL (In thousands)	Affected Line Item in Condensed Consolidated Statements of Operations
2018		
Unrealized losses on securities available for sale	\$ (45)	) Net gains (losses) on securities
	-	) Net impairment loss recognized in earnings
	(45)	) Total reclassifications before tax
	(9)	) Income tax expense
	\$ (36)	) Reclassifications, net of tax
Unrealized gains on cash flow hedges	\$ (59)	) Interest expense
	(12)	) Income tax expense
	\$ (47)	) Reclassification, net of tax
	\$ 11	Total reclassifications for the period, net of tax
2017		
Unrealized gains on securities available for sale	\$ 117	) Net gains (losses) on securities
	-	) Net impairment loss recognized in earnings
	117	) Total reclassifications before tax
	41	) Income tax expense
	\$ 76	) Reclassifications, net of tax

15. Mepco Sale

On December 30, 2016, Mepco executed an Asset Purchase Agreement (the “APA”) with Seabury Asset Management LLC (“Seabury”). Pursuant to the terms of the APA, we sold our payment plan processing business, payment plan receivables, and certain other assets to Seabury, who also assumed certain liabilities of Mepco.

This transaction closed on May 18, 2017, with an effective date of May 1, 2017. As a result of the closing, Mepco sold \$33.1 million of net payment plan receivables, \$0.5 million of commercial loans, \$0.2 million of furniture and equipment and \$1.6 million of other assets to Seabury, who also assumed \$2.0 million of specified liabilities. We received cash totaling \$33.4 million and recorded no gain or loss in 2017 as the assets were sold and the liabilities were assumed at book value.

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16. Recent Acquisition

Effective April 1, 2018, we completed the acquisition of all of the issued and outstanding shares of common stock of TCSB through a merger of TCSB into Independent Bank Corporation (“IBCP”), with IBCP as the surviving corporation (the “Merger”). On that same date we also consolidated Traverse City State Bank, TCSB’s wholly-owned subsidiary bank, into Independent Bank (with Independent Bank as the surviving institution). Under the terms of the merger agreement each holder of TCSB common stock received 1.1166 shares of IBCP common stock plus cash in lieu of fractional shares totaling \$0.005 million. TCSB option holders had their options converted into IBCP stock options. As a result we issued 2.71 million shares of common stock and 0.19 million stock options with a fair value of approximately \$64.5 million to the shareholders and option holders of TCSB. The fair value of common stock and stock options issued as the consideration paid for TCSB was determined using the closing price of our common stock on the acquisition date. This acquisition was accounted for under the acquisition method of accounting. Accordingly, we recognized amounts for identifiable assets acquired and liabilities assumed at their estimated acquisition date fair values. TCSB results of operations are included in our results beginning April 1, 2018. Non-interest expense includes \$3.1 million and \$3.3 million of costs incurred during the three and six month periods ended June 30, 2018, respectively related to the Merger. Any remaining merger related costs will be expensed as incurred in future periods.

The following table reflects our preliminary valuation of the assets acquired and liabilities assumed:

	(In thousands)
Cash and cash equivalents	\$ 23,521
Interest bearing deposits - time	4,054
Securities available for sale	6,066
Federal Home Loan Bank stock	778
Loans, net	295,799
Property and equipment, net	1,067
Capitalized mortgage loan servicing rights	3,047
Accrued income and other assets	2,650
Other intangibles (1)	5,798
Total assets acquired	342,780
Deposits	287,710
Other borrowings	14,345
Subordinated debentures	3,768
Accrued expenses and other liabilities	1,429
Total liabilities assumed	307,252
Net assets acquired	35,528
Goodwill	29,012
Purchase price (fair value of consideration)	\$ 64,540

(1) Relates to core deposit intangibles (see note #7).

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Management views the disclosed fair values presented above to be provisional. Prior to the end of the one-year measurement period for finalizing acquisition-date fair values, if information becomes available which would indicate adjustments are required to the allocation, such adjustments will be included in the allocation in the reporting period in which the adjustment amounts are determined.

Goodwill related to this acquisition will not be deductible for tax purposes and consists largely of synergies and cost savings resulting from the combining of the operations of TCSB into ours as well as expansion into a new market.

The estimated fair value of the core deposit intangible was \$5.8 million and is being amortized over an estimated useful life of 10 years.

The fair value of net assets acquired includes fair value adjustments to certain receivables that were not considered impaired as of the acquisition date. The fair value adjustments were determined using discounted contractual cash flows. However, we believe that all contractual cash flows related to these financial instruments will be collected. As such, these receivables were not considered impaired at the acquisition date and were not subject to the guidance relating to purchased credit impaired loans which have shown evidence of credit deterioration since origination. Receivables acquired that are not subject to these requirements included non-impaired customer receivables with a fair value and gross contractual amounts receivable of \$292.9 million and \$298.6 million on the date of acquisition.

17. Revenue from Contracts with Customers

We account for revenue in accordance with ASC Topic 606, Revenue from Contracts with Customers, which we adopted on January 1, 2018, using the modified retrospective method (see note #2). We derive the majority of our revenue from financial instruments and their related contractual rights and obligations which for the most part are excluded from the scope of ASU 2014-09. These sources of revenue that are excluded from the scope of this amended guidance include interest income, net gains on mortgage loans, net gains (losses) on securities, mortgage loan servicing, net and bank owned life insurance and were approximately 82.8% and 79.7% of total revenues at June 30, 2018 and 2017, respectively.

Material sources of revenue that are included in the scope of ASC Topic 606 include service charges on deposits, other deposit related income, interchange income and investment and insurance commissions and are discussed in the following paragraphs. Generally these sources of revenue are earned at the time the service is delivered or over the course of a monthly period and do not result in any contract asset or liability balance at any given period end. As a result, there were no contract assets or liabilities recorded as of June 30, 2018.

Service charges on deposit accounts and other deposit related income: Revenues are earned on depository accounts for commercial and retail customers and include fees for transaction-based, account maintenance and overdraft services. Transaction-based fees, which includes services such as ATM use fees, stop payment charges and ACH fees are recognized at the time the transaction is executed as that is the time we fulfill our customer's request. Account maintenance fees, which includes monthly maintenance services are earned over the course of a month representing the period over which the performance obligation is satisfied. Our obligation for overdraft services is satisfied at the time of the overdraft.

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NOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(unaudited)

Interchange income: Interchange income primarily includes debit card interchange and network revenues. Debit card interchange and network revenues are earned on debit card transactions conducted through payment networks such as MasterCard and NYCE. Interchange income is recognized concurrently with the delivery of services on a daily basis. Interchange and network revenues are presented gross of interchange expenses, which are presented separately as a component of non-interest expense.

Investment and insurance commissions: Investment and insurance commissions include fees and commissions from asset management, custody, recordkeeping, investment advisory and other services provided to our customers. Revenue is recognized on an accrual basis at the time the services are performed and are generally based on either the market value of the assets managed or the services provided. We have an agent relationship with a third party provider of these services and net certain direct costs charged by the third party provider associated with providing these services to our customers.

Net (gains) losses other real estate and repossessed assets: We record a gain or loss from the sale of other real estate when control of the property transfers to the buyer, which generally occurs at the time of an executed deed. If we were to finance the sale of other real estate to the buyer, we would assess whether the buyer is committed to perform their obligations under the contract and whether collectability of the transaction is probable. Once these criteria are met, the other real estate asset would be derecognized and the gain or loss on sale would be recorded upon the transfer of control of the property to the buyer. There were no other real estate properties sold during the six months ending June 30, 2018 that were financed by us.

IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)  
(unaudited)

Disaggregation of our revenue sources by attribute for the three months ending June 30, 2018 follows:

	Service Charges on Deposits (In thousands)	Other Deposit Related Income	Interchange Income	Investment and Insurance Commissions	Total
Retail					
Overdraft fees	\$ 2,044				\$2,044
Account service charges	588				588
ATM fees		\$ 358			358
Other		230			230
Business					
Overdraft fees	380				380
Account service charges	83				83
ATM fees		8			8
Other		146			146
Interchange income			\$ 2,504		2,504
Asset management revenue				\$ 281	281
Transaction based revenue				202	202
Total	\$ 3,095	\$ 742	\$ 2,504	\$ 483	\$6,824

## Reconciliation to Condensed Consolidated Statement of Operations:

Non-interest income - other:

Other deposit related income	\$742
Investment and insurance commissions	483
Bank owned life insurance	220
Other	772
Total	\$2,217

IndexNOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)  
(unaudited)

Disaggregation of our revenue sources by attribute for the six months ending June 30, 2018 follows:

	Service Charges on Deposits (In thousands)	Other Deposit Related Income	Interchange Income	Investment and Insurance Commissions	Total
<b>Retail</b>					
Overdraft fees	\$ 4,016				\$4,016
Account service charges	1,088				1,088
ATM fees		\$ 703			703
Other		437			437
<b>Business</b>					
Overdraft fees	745				745
Account service charges	151				151
ATM fees		16			16
Other		275			275
Interchange income			\$ 4,750		4,750
Asset management revenue				\$ 552	552
Transaction based revenue				369	369
<b>Total</b>	<b>\$ 6,000</b>	<b>\$ 1,431</b>	<b>\$ 4,750</b>	<b>\$ 921</b>	<b>\$13,102</b>

## Reconciliation to Condensed Consolidated Statement of Operations:

Non-interest income - other:

Other deposit related income	\$1,431
Investment and insurance commissions	921
Bank owned life insurance	476
Other	1,332
<b>Total</b>	<b>\$4,160</b>

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ITEM 2.

Management's Discussion and Analysis  
of Financial Condition and Results of Operations

**Introduction.** The following section presents additional information to assess the financial condition and results of operations of Independent Bank Corporation ("IBCP"), its wholly-owned bank, Independent Bank (the "Bank"), and their subsidiaries. This section should be read in conjunction with the Condensed Consolidated Financial Statements. We also encourage you to read our 2017 Annual Report on Form 10-K filed with the U.S. Securities and Exchange Commission ("SEC"). That report includes a list of risk factors that you should consider in connection with any decision to buy or sell our securities.

**Overview.** We provide banking services to customers located primarily in Michigan's Lower Peninsula. As a result, our success depends to a great extent upon the economic conditions in Michigan's Lower Peninsula. At times, we have experienced a difficult economy in Michigan. Economic conditions in Michigan began to show signs of improvement during 2010. Generally, these improvements have continued into 2018, albeit at an uneven pace. In addition, since early- to mid-2009, we have seen an improvement in our asset quality metrics. In particular, since early 2012, we have generally experienced a decline in non-performing assets, lower levels of new loan defaults, and reduced levels of loan net charge-offs.

**Recent Developments.** On December 22, 2017, "H.R. 1" (also known as the "Tax Cuts and Jobs Act") was signed into law. H.R. 1, among other things, reduced the federal corporate income tax rate to 21% effective January 1, 2018. As a result, we concluded that our deferred tax assets, net ("DTA") had to be remeasured. Our DTA represents expected corporate tax benefits anticipated to be realized in the future. The reduction in the federal corporate income tax rate reduces these anticipated future benefits. The remeasurement of our DTA at December 31, 2017 resulted in a reduction of these net assets and a corresponding increase in income tax expense of \$6.0 million that was recorded in the fourth quarter of 2017.

On December 4, 2017, we entered into an Agreement and Plan of Merger with TCSB Bancorp, Inc. ("TCSB") (the "Merger Agreement") providing for a business combination of IBCP and TCSB. On April 1, 2018, TCSB was merged with and into IBCP, with IBCP as the surviving corporation (the "Merger"). In connection with the Merger, on April 1, 2018, IBCP consolidated Traverse City State Bank, TCSB's wholly-owned subsidiary bank, with and into Independent Bank (with Independent Bank as the surviving institution).

We paid aggregate Merger consideration of approximately \$64.5 million in IBCP common stock or stock options for all of the shares of TCSB common stock and TCSB stock options issued and outstanding immediately before the effective time of the Merger. Based on a preliminary valuation of the assets acquired and liabilities assumed in the Merger, we recorded: \$29.0 million of goodwill, a core deposit intangible ("CDI") of \$5.8 million, discounts of \$6.5 million, \$0.4 million and \$1.5 million on loans, time deposits and borrowings, respectively, and a \$0.5 million write-down of property and equipment. The goodwill will be periodically tested for impairment and the CDI will be amortized over a ten year period (\$0.2 million of amortization for this CDI was recorded in the second quarter of 2018). The discounts will be accreted based on the lives of the related assets or liabilities. On or before March 31, 2019, we will finalize the valuation of the assets acquired and liabilities assumed in the Merger and record and disclose any adjustments to the preliminary valuation.

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Regulation. On July 2, 2013, the Federal Reserve Board approved a final rule that establishes an integrated regulatory capital framework (the "New Capital Rules"). The rule implements in the United States the Basel III regulatory capital reforms from the Basel Committee on Banking Supervision and certain changes required by the 2010 Dodd-Frank Wall Street Reform and Consumer Protection Act (the "Dodd-Frank Act"). In general, under the New Capital Rules, minimum requirements have increased for both the quantity and quality of capital held by banking organizations. Consistent with the international Basel framework, the New Capital Rules include a new minimum ratio of common equity tier 1 capital to risk-weighted assets of 4.5% and a common equity tier 1 capital conservation buffer of 2.5% of risk-weighted assets that applies to all supervised financial institutions. The 2.5% capital conservation buffer is being phased in ratably over a four-year period that began in 2016. In 2018, 1.875% is being added to the minimum ratio for adequately capitalized institutions. To avoid limits on capital distributions and certain discretionary bonus payments we must meet the minimum ratio for adequately capitalized institutions plus the phased in buffer (now 6.375% in 2018). The rule also raises the minimum ratio of tier 1 capital to risk-weighted assets from 4% to 6% and includes a minimum leverage ratio of 4% for all banking organizations. As to the quality of capital, the New Capital Rules emphasize common equity tier 1 capital, the most loss-absorbing form of capital, and implements strict eligibility criteria for regulatory capital instruments. The New Capital Rules also change the methodology for calculating risk-weighted assets to enhance risk sensitivity. Under the New Capital Rules our existing trust preferred securities are grandfathered as qualifying regulatory capital. As of June 30, 2018 and December 31, 2017 we exceeded all of the capital ratio requirements of the New Capital Rules.

It is against this backdrop that we discuss our results of operations and financial condition in the second quarter and first six months of 2018 as compared to 2017.

Results of Operations

Summary. We recorded net income of \$8.8 million and \$5.9 million, respectively, during the three months ended June 30, 2018 and 2017. The increase in 2018 second quarter results as compared to 2017 primarily reflects increases in net interest income and non-interest income as well as a decrease in income tax expense that were partially offset by increases in the provision for loan losses and in non-interest expense.

We recorded net income of \$18.0 million and \$11.9 million, respectively, during the six months ended June 30, 2018 and 2017. The increase in 2018 year-to-date results as compared to 2017 is primarily due to increases in net interest income and non-interest income as well as a decrease in income tax expense that were partially offset by increases in the provision for loan losses and in non-interest expense.

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## Key performance ratios

	Three months ended		Six months ended	
	June 30, 2018	2017	June 30, 2018	2017
Net income (annualized) to				
Average assets	1.12 %	0.92 %	1.22 %	0.93 %
Average common shareholders' equity	10.57	9.15	12.09	9.38
Net income per common share				
Basic	\$ 0.37	\$ 0.28	\$ 0.79	\$ 0.56
Diluted	0.36	0.27	0.78	0.55

Net interest income. Net interest income is the most important source of our earnings and thus is critical in evaluating our results of operations. Changes in our net interest income are primarily influenced by our level of interest-earning assets and the income or yield that we earn on those assets and the manner and cost of funding our interest-earning assets. Certain macro-economic factors can also influence our net interest income such as the level and direction of interest rates, the difference between short-term and long-term interest rates (the steepness of the yield curve) and the general strength of the economies in which we are doing business. Finally, risk management plays an important role in our level of net interest income. The ineffective management of credit risk and interest-rate risk in particular can adversely impact our net interest income.

Our net interest income totaled \$29.0 million during the second quarter of 2018, an increase of \$7.5 million, or 34.8% from the year-ago period. This increase primarily reflects a \$540.7 million increase in average interest-earning assets as well as a 33 basis point increase in our tax equivalent net interest income as a percent of average interest-earning assets (the "net interest margin").

For the first six months of 2018, net interest income totaled \$52.9 million, an increase of \$10.0 million, or 23.2% from 2017. This increase primarily reflects a \$391.2 million increase in average interest-earning assets as well as an 18 basis point increase in our net interest margin.

Interest and fees on loans for the second quarter and first six months of 2018 include \$0.6 million of accretion of the discount recorded on loans acquired in the Merger.

The increase in average interest-earning assets primarily reflects loan growth utilizing funds from increases in deposits and borrowed funds as well as the impact of the Merger. The increase in the net interest margin reflects a change in the mix of average-interest earning assets (higher percentage of loans), increases in short-term market interest rates and the impact of the Merger.

Our net interest income is also adversely impacted by our level of non-accrual loans. In the second quarter and first six months of 2018 non-accrual loans averaged \$7.5 million in each period compared to \$9.0 million and \$10.3 million, respectively for the same periods in 2017. In addition, in the second quarter and first six months of 2018 we had net recoveries of \$0.18 million and \$0.35 million, respectively, of unpaid interest on loans placed on or taken off non-accrual during each period or on loans previously charged-off compared to net recoveries of \$0.13 million and \$0.63 million, respectively, during the same periods in 2017.

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## Average Balances and Tax Equivalent Rates

	Three Months Ended			2017		
	June 30, 2018			Average		
	Average Balance	Interest	Rate <sup>(2)</sup>	Average Balance	Interest	Rate <sup>(2)</sup>
	(Dollars in thousands)					
<b>Assets</b>						
Taxable loans	\$2,442,159	\$29,606	4.86 %	\$1,779,916	\$19,919	4.49 %
Tax-exempt loans <sup>(1)</sup>	6,897	85	4.94	3,037	46	6.08
Taxable securities	401,102	2,720	2.71	503,863	2,781	2.21
Tax-exempt securities <sup>(1)</sup>	69,325	559	3.23	88,731	783	3.53
Interest bearing cash	28,187	66	0.94	32,193	53	0.66
Other investments	16,312	199	4.89	15,543	239	6.17
Interest Earning Assets	2,963,982	33,235	4.49	2,423,283	23,821	3.94
Cash and due from banks	31,564			30,649		
Other assets, net	172,650			144,673		
Total Assets	\$3,168,196			\$2,598,605		
<b>Liabilities</b>						
Savings and interest-bearing checking	\$1,241,700	1,011	0.33	\$1,058,768	316	0.12
Time deposits	603,833	2,198	1.46	468,705	1,162	0.99
Other borrowings	100,754	914	3.64	68,511	563	3.30
Interest Bearing Liabilities	1,946,287	4,123	0.85	1,595,984	2,041	0.51
Non-interest bearing deposits	855,829			712,132		
Other liabilities	31,454			30,394		
Shareholders' equity	334,626			260,095		
Total liabilities and shareholders' equity	\$3,168,196			\$2,598,605		
Net Interest Income		\$29,112			\$21,780	
Net Interest Income as a Percent of Average Interest Earning Assets			3.93 %			3.60 %

(1) Interest on tax-exempt loans and securities is presented on a fully tax equivalent basis assuming a marginal tax rate of 21% in 2018 and 35% in 2017.

(2) Annualized

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## Average Balances and Tax Equivalent Rates

	Six Months Ended			2017		
	June 30, 2018			Average		
	Average	Interest	Rate <sup>(2)</sup>	Average	Interest	Rate <sup>(2)</sup>
	Balance			Balance		
	(Dollars in thousands)					
<b>Assets</b>						
Taxable loans	\$2,252,492	\$52,945	4.72 %	\$1,733,225	\$39,743	4.61 %
Tax-exempt loans <sup>(1)</sup>	4,526	104	4.63	3,549	98	5.57
Taxable securities	411,619	5,355	2.60	512,586	5,535	2.16
Tax-exempt securities <sup>(1)</sup>	73,810	1,162	3.15	83,417	1,481	3.55
Interest bearing cash	30,531	148	0.98	49,356	166	0.68
Other investments	15,930	447	5.66	15,543	438	5.68
Interest Earning Assets	2,788,908	60,161	4.33	2,397,676	47,461	3.98
Cash and due from banks	31,848			32,212		
Other assets, net	152,912			149,306		
Total Assets	\$2,973,668			\$2,579,194		
<b>Liabilities</b>						
Savings and interest- bearing checking	\$1,168,747	1,562	0.27	\$1,052,973	599	0.11
Time deposits	584,167	3,934	1.36	475,409	2,322	0.98
Other borrowings	82,920	1,488	3.62	56,823	1,033	3.67
Interest Bearing Liabilities	1,835,834	6,984	0.77	1,585,205	3,954	0.50
Non-interest bearing deposits	807,504			708,363		
Other liabilities	30,531			29,772		
Shareholders' equity	299,799			255,854		
Total liabilities and shareholders' equity	\$2,973,668			\$2,579,194		
Net Interest Income		\$53,177			\$43,507	
Net Interest Income as a Percent of Average Interest Earning Assets			3.83 %			3.65 %

(1) Interest on tax-exempt loans and securities is presented on a fully tax equivalent basis assuming a marginal tax rate of 21% in 2018 and 35% in 2017.

(2) Annualized

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## Reconciliation of Non-GAAP Financial Measures

	Three Months		Six Months Ended	
	Ended		June 30,	
	June 30,	2017	2018	2017
	2018			
(Dollars in thousands)				
Net Interest Margin, Fully Taxable Equivalent ("FTE")				
Net interest income	\$28,980	\$21,492	\$52,916	\$42,958
Add: taxable equivalent adjustment	132	288	261	549
Net interest income - taxable equivalent	\$29,112	\$21,780	\$53,177	\$43,507
Net interest margin (GAAP) <sup>(1)</sup>	3.92 %	3.56 %	3.81 %	3.61 %
Net interest margin (FTE) <sup>(1)</sup>	3.93 %	3.60 %	3.83 %	3.65 %

(1) Annualized

Provision for loan losses. The provision for loan losses was an expense of \$0.7 million and \$0.6 million during the three months ended June 30, 2018 and 2017, respectively. During the six-month periods ended June 30, 2018 and 2017, the provision was an expense of \$1.0 million and \$0.2 million, respectively. The provision reflects our assessment of the allowance for loan losses taking into consideration factors such as loan growth, loan mix, levels of non-performing and classified loans and loan net charge-offs. While we use relevant information to recognize losses on loans, additional provisions for related losses may be necessary based on changes in economic conditions, customer circumstances and other credit risk factors. See "Portfolio Loans and asset quality" for a discussion of the various components of the allowance for loan losses and their impact on the provision for loan losses in the second quarter and first half of 2018.

Non-interest income. Non-interest income is a significant element in assessing our results of operations. Non-interest income totaled \$12.3 million during the second quarter of 2018 compared to \$10.4 million in 2017. For the first six months of 2018 non-interest income totaled \$24.0 million compared to \$20.8 million for the first six months of 2017. We adopted Financial Accounting Standards Board Accounting Standards Update 2014-09 "Revenue from Contracts with Customers (Topic 606)" ("ASU 2014-09") on January 1, 2018, using the modified retrospective method. Although ASU 2014-09 did not have any impact on our January 1, 2018 shareholders' equity or second quarter and year-to-date 2018 net income, it did result in a classification change in non-interest income and non-interest expense as compared to the prior year period. Specifically, in the second quarter and first six months of 2018, interchange income and interchange expense each increased by \$0.4 million and \$0.7 million, respectively, due to classification changes under ASU 2014-09 (also see notes #2 and #17 to the Condensed Consolidated Financial Statements included within this report).

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The components of non-interest income are as follows:

## Non-Interest Income

	Three months ended		Six months ended	
	June 30,		June 30,	
	2018	2017	2018	2017
	(In thousands)			
Service charges on deposit accounts	\$3,095	\$3,175	\$6,000	\$6,184
Interchange income	2,504	2,005	4,750	3,927
Net gains (losses) on assets:				
Mortgage loans	3,255	3,344	5,826	5,915
Securities	9	(34 )	(164 )	(7 )
Mortgage loan servicing, net	1,235	(158 )	3,456	667
Investment and insurance commissions	483	467	921	935
Bank owned life insurance	220	240	476	493
Other	1,514	1,407	2,763	2,671
Total non-interest income	\$12,315	\$10,446	\$24,028	\$20,785

Service charges on deposit accounts decreased on both a comparative quarterly and year-to-date basis in 2018 as compared to 2017. These decreases were principally due to lower service charges on commercial accounts and a decrease in non-sufficient funds occurrences.

Interchange income increased on both a comparative quarterly and year-to-date basis in 2018 as compared to 2017 due primarily to the aforementioned impact of ASU 2014-09.

Net gains on mortgage loans decreased slightly on both a quarterly and a year to date basis. Mortgage loan activity is summarized as follows:

## Mortgage Loan Activity

	Three months ended		Six months ended	
	June 30,		June 30,	
	2018	2017	2018	2017
	(Dollars in thousands)			
Mortgage loans originated	\$226,264	\$235,087	\$385,231	\$393,168
Mortgage loans sold	115,299	104,714	221,642	184,405
Net gains on mortgage loans	3,255	3,344	5,826	5,915
Net gains as a percent of mortgage loans sold ("Loan Sales Margin")	2.82	% 3.19	% 2.63	% 3.21
Fair value adjustments included in the Loan Sales Margin	0.57	0.32	0.35	0.27