

# ANNUAL REPORT 2018



# The Victory Bank Statement of Purpose

#### "We exist to help our clients fulfill their visions and dreams"

#### **Our Values**

#### **Extraordinary Personal Service**

 We deliver professional financial advice and good value in a convenient and highly responsive manner. Every contact is an opportunity to help our clients feel important and satisfied.

#### Respect for All, Teamwork and a Great Working Environment

- We believe that happiness and job satisfaction are integral parts of business success. We strive to make The Victory Bank the employer of choice for an exclusive team of professionals who joyfully seek purpose in their work and are fully engaged in the pursuit of excellence.
- We conduct ourselves with respect and tolerance for all, regardless of age, disability, gender, race, sexual preference, economic status, religion or political views.
- We recognize and celebrate the importance and power of teamwork, where individual recognition is secondary to working in a collaborative way in pursuit of common goals.
- We willingly accept the responsibilities of leadership. We consistently
  model and teach our core values, and gauge our effectiveness through the
  positive changes that we create.

#### **Candor, Credibility and Integrity**

- We communicate openly, honestly and directly, regardless of title or position. We do not pollute our work environment with gossip and negativity.
- Our decisions and actions consider the long-term best interests of our clients, team members, communities and shareholders.
- We deliver what we promise.
- We do what is ethically right. Business relationships must provide good value to our clients, and be fair and profitable to the Bank.
- Our values stand the challenges of business, and the tests of time. We do not compromise our values for personal or corporate gain.

#### **Accountability and Efficiency**

- We hold ourselves accountable to do our jobs well, and are relentlessly committed to excellence.
- We plan our work, set clear goals, and think systematically about the long-term implications of our decisions.
- We operate efficiently and without waste.

#### Innovation, Adaptation and Learning

- We are stewards of our team's collective talents and capabilities, committed to helping all team members reach their ultimate potential.
- We must always be in a state of growth, adapting to an evolving world through the improvement of our knowledge, processes and systems. We recognize those individuals who innovate and challenge the status quo.
- Mistakes are viewed as opportunities to learn and improve, and when things go wrong, we focus on solutions rather than blame.



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# "Exceptional client experience"



# From the Chairman











Thank you for taking a few minutes to review the annual report of Victory Bancorp, a bank holding company that derives most of its results as the sole shareholder of The Victory Bank, a Pennsylvania chartered commercial bank. In summary, 2018 was the best year in Victory Bancorp's operating history. The Bank enjoyed doubledigit growth in loans and deposits, and showed meaningful increases in earnings, while at the same time maintaining excellent credit quality. The Bank also made substantial contributions to our communities in the form of donations and over 2.500 hours of community service.

#### Strategy and Results

Success in banking is based on having a clear strategy and consistent implementation, rather than being distracted by every current trend. The Bank was founded as a highly personalized niche lender, serving businesses, professional practices and families, primarily in Montgomery, and Chester counties, a growing market area with a collective population of approximately 1.8 million people. We strive to deliver first-class banking services by attracting, training and retaining what we believe is a markedly superior work force, coupled with the judicious use of the very latest of modern technology, resulting in an exceptional client experience. We establish and maintain loan and deposit pricing that is fair to both our clients and to the Bank, without an over-reliance on fees or "add-on" charges, and we pride ourselves on speed of delivery and knowledgeable and caring personal service.

#### Loans, Deposits and Earnings

In keeping with our niche strategy, about 87% of the Bank's loans are commercial loans; about 13% are consumer loans.

Net of allowance for losses, total loans grew from \$204 million to more than \$228 million, and it is important to note that the Bank processed and closed approximately \$92 million in loans in 2018 – a record number. The allowance for loan losses increased from \$1.807 million to \$2.096 million at year-end 2018. Recoveries of previously charged off loans rose from \$8 thousand in 2017 to \$119 thousand while at the same time charge-offs fell from \$518 thousand in 2017 to \$123 thousand in 2018.

Non-performing assets increased slightly from \$445 thousand at year-end 2017 to \$510 thousand at year-end 2018 and non-accruing loans fell from \$882 thousand at the end of 2016 to less than half that amount, at \$417 thousand at December 31, 2018.

Deposits grew sharply in 2018, approximately 18% year to year, increasing from \$189 million at year-end 2017 to almost \$224 million at year-end 2018. To supplement bank funding and provide for liquidity, the Bank maintains borrowing lines through the Federal Home Loan Bank system and Atlantic Community Bankers Bank. Deposit growth resulted in a decline in total unsecured borrowings from \$9.960 million at December 31, 2017 to \$4.280 million at year-end 2018.

By far, the Bank's largest source of revenue is interest on its loan and investment portfolios. As the balance sheet grew year to year, this source of revenue increased by 15%, to \$12.327 million in 2018, compared to \$10.734 million in 2017. Net of interest expense and loan loss reserves, net interest income grew from \$8.336 million in 2017 to \$9.413 million in 2018, or an increase of \$1.077 million. In addition, the Bank generates income by charging modest fees and by selling certain loans into the secondary markets, including loans guaranteed

by the Small Business Administration as well as mortgage loans. For 2018, total non-interest income was \$415 thousand, a decline from \$625 thousand in 2017, primarily because the Bank generated and sold a smaller amount of loans guaranteed by the SBA in 2018.

Non-interest expenses were controlled and precisely on-budget, increasing from \$6.687 million in 2017 to \$7.392 million in 2018, resulting in an increase in pre-tax income from \$2.274 million in 2017 to \$2.436 million in 2018, or approximately 7%. Net income available to Common Stockholders increased from \$1.280 million to \$1.900 million, an increase of 48%. Earnings per common share increased from \$0.75 per share to \$0.97 per share.

#### **Capital and Dividends**

At year-end 2018, Victory Bancorp had 1,950,077 shares of its Common Stock outstanding. Total Stockholders' Equity for Victory Bancorp increased from \$15.876 million at year-end of 2017 to \$17.620 million at December 31, 2018, and as a result, book value per share increased from \$8.14 per share at year-end 2017 to \$9.04 per share at year-end 2018.

In addition, Victory Bancorp has continued to downstream proceeds to the Bank from the proceeds that it had retained from its 2015 subordinated debt issuance to support the continued growth of the Bank. These capital distributions, in combination with the retention of earnings, resulted in 2018 year-end capital ratios for the Bank, as follows:

Total Capital to Risk Weighted Assets of 10.6% Tier 1 Capital to Risk Weighted Assets of 9.7% Common Stock Tier 1 Capital to Risk Weighted Assets of 9.7%

Tier 1 Capital to Average Assets of 9.0%.

As a result of continued growth and improved earnings, Victory Bancorp paid out a total of \$156 thousand in cash dividends to its Common Stockholders in 2018.

# OTCQX Public Markets and Trading Our Stock

During the second half of 2017, Bancorp completed a lengthy process to create a public market for its shares. We are very pleased to report that Victory Bancorp began trading under the symbol **VTYB** on March 12, 2018, with 65,313 total shares traded in 2018.

#### "Fulfill Your Dreams"

I have enjoyed the privilege of serving on the board of the Pennsylvania Bankers Association for most of the past 10 years. It is a statewide organization that works in support of the banking industry and our local communities. From July 1, 2017 until June 30, 2018, I served as the Pennsylvania Bankers Association State Chairman, and in that role I spent a considerable amount of time speaking with legislators and governmental officials, and traveling around this great Commonwealth meeting with the banks that the Association represents and speaking at our regional and state meetings. Many times I was asked why I chose to accept these responsibilities, and even more importantly, why did we choose to start The Victory Bank. People kept asking me, "Why did we start this Bank - Why are we in business?"

Almost without thought, the answers to these questions jumped quickly out of me. I found myself telling these audiences that I believed banking to be a noble profession, a place where most of the time we have the privilege of helping good people who are working to fulfill their dreams and aspirations. The more I reflected on this, the happier and prouder I became of the path we chose, with your help, to create The Victory Bank.



Since we opened the Bank in January of 2008, the Company's "tagline," has been, "The business of banking, done right!" It served us well, because we wanted the market to know the core of our strategy was to help small businesses in our community start, grow, and prosper. As local bankers, we see first-hand that the net after-effects of business growth are a combination of employment growth, wage growth, a more stable and growing tax base, and general prosperity.

And so we are very proud to introduce our new tagline, which simply says, "Fulfill Your Dreams." When people consider banking with us, we want them to know that we believe it is our mission to help them reach their goals, and to accomplish the things they want to accomplish.

The cover of this year's annual report features photographs reflective of that community-based philosophy. You will see friends and neighbors, local business-people, and members of our banking team, all of whom are some way involved in building valuable enterprises in our local community.

At The Victory Bank, local deposit dollars are gathered from businesses and local people and virtually 100% of these dollars are lent directly back into our local communities. I think it is impossible to overstate the critical importance of having local banks that are headquartered in your market that are available to supply much-needed credit and solve financial problems. This approach is far different from a large national or international institution, or from the many non-banks that are promoting "bank-like" services on the internet.

And unlike credit unions, our Bank pays our fair share of federal income taxes and a state "capital shares taxes" in support of our communities. Please remember that our Board of Directors, and almost all of our investors, who invested the equity needed to create the Bank (and see it through its early days!), are people who live and work and play in your local communities. Having local investors and a local Board of Directors with a vested interest to see that the Bank succeeds makes this Bank unique in our communities and is a huge differentiator from regional and national banks.

# Thanks to Our Shareholders and Our Team

None of this could have been accomplished without the support of our clients and our dedicated team of bankers. Our goal is to make sure that every position in the Company is filled with good bankers who, more importantly, are good and trustworthy human beings. We believe and every day teach our team the values of honesty, fairness, and teamwork.

We focus a tremendous amount of time and resources on building our team of bankers, offering competitive compensation, benefits and personal flexibility, and we continue to invest heavily in training for every banker who is a part of our team. We try to fill every position with people who are smart and dedicated, and for whom the intrinsic reward of doing a job well brings them great satisfaction. Our goal is to keep our staff turnover as low as possible so that our clients are dealing with someone they are proud to know and trust.

Lastly, without your support as investors and as customers, we simply could not have made it this far, nor would we be able to look forward to even greater accomplishments on your behalf in the future. Please accept our sincere offer of thanks for all that you have done for this Company and for your communities.

Best Regards

Jason

Joe Major Bank Leader

#### **Fulfill Your Dreams**







When people consider banking with us, we want them to know that we believe it is our mission to help them fulfill their dreams, to reach their goals, and to accomplish the things they want to accomplish.



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#### Independent Auditor's Report

To the Board of Directors The Victory Bancorp, Inc. Limerick, Pennsylvania

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

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

#### Auditor's Responsibility

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

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

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



#### Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of The Victory Bancorp, Inc. as of December 31, 2018 and 2017, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Philadelphia, Pennsylvania March 22, 2019

BOD USA, WP

# **Consolidated Financial Statements**

# Consolidated Balance Sheets (in thousands, except share and per share data)

December 31,	2018	2017
Assets Cash and due from banks Federal funds sold	\$ 5,914 212	\$ 3,276 -
Cash and cash equivalents	6,126	3,276
Securities available-for-sale	9,696	5,962
Loans receivable, net of allowance for loan losses of \$2,096 at December 31, 2018 and \$1,807 at December 31, 2017 Premises and equipment, net Restricted investment in bank stocks Accrued interest receivable Other real estate owned Bank owned life insurance Other assets	228,261 3,388 715 811 93 1,507 1,135	204,206 3,482 706 647 99 1,466 883
Total Assets	\$ 251,732	\$ 220,727
Liabilities and Stockholders' Equity		
Liabilities Deposits: Non-interest bearing Interest-bearing	\$ 38,841 184,938	\$ 27,824 161,370
Total deposits	223,779	189,194
Borrowings Subordinated debt Accrued interest payable and other liabilities	4,280 4,941 1,112	9,960 4,933 764
Total Liabilities	234,112	204,851
Stockholders' Equity Common stock, \$1 par value; authorized 10,000,000 shares; issued and outstanding 1,950,077 shares at December 31, 2018 and 2017 Surplus Retained Earnings (Accumulated Deficit) Accumulated other comprehensive loss	1,950 14,158 1,547 (35)	1,950 14,158 (197) (35)
Total Stockholders' Equity	17,620	15,876
Total Liabilities and Stockholders' Equity	\$ 251,732	\$ 220,727

# Consolidated Statements of Income (in thousands, except share and per share data)

Net income		1,900		1,372
Income before income taxes Income Taxes		2,436 (536)		2,274 (902)
Total Non-Interest Expense		7,392		6,687
Other		195		191
Shares tax		187		158
Dues and subscription		67		61
FDIC insurance premiums		123		131
Insurance		35		53
Mileage and tolls		34		34
Entertainment		131		98
Telephone		34		33
Supplies, printing and postage		110		79
Data processing costs		868		772
Loan expenses		115		97
Advertising and promotion		85		80
Legal and professional fees		427		360
Occupancy and equipment		4,302		4,110
Non-Interest Expenses Salaries and employee benefits		4,502		4,110
Total Non-Interest Income		415		625
Other income		116		170
Net gains on sales of loans		108		281
Service charges and activity fees		191		174
Non-Interest Income				
Net Interest Income After Provision for Loan Losses		9,413		8,336
Provision for Loan Losses		293		452
Net interest income		9,706		8,788
Total Interest Expense		2,690		1,956
Borrowings		617		685
Interest Expense Deposits		2,073		1,271
Total Interest Income		12,396		10,744
Interest and fees on loans Interest on investment securities Other interest income	\$	12,111 216 69	\$	10,567 167 10
Interest Income	ф	10 111	¢.	10 5/7
Years Ended December 31,		2018		2017

# Consolidated Statements of Income (in thousands, except share and per share data)

Years ended December 31,	2018	2017
Earnings per common share:		
Basic earnings per common share	\$ 0.97	\$ 0.75
Diluted earnings per common share	\$ 0.97	\$ 0.75
Weighted average common shares outstanding:		
Basic	1,950,077	1,715,182
Diluted	1,950,077	1,715,182

# Consolidated Statements of Comprehensive Income (in thousands)

Years Ended December 31,	2018	2017
Tears Ended December 31,	2010	2017
Net Income	\$ 1,900	\$ 1,372
Other Comprehensive Loss Unrealized holding loss arising on securities available-for-sale Tax effect	- -	(49) 11
Other comprehensive loss	-	(38)
Total Comprehensive Income	\$ 1,900	\$ 1,334

# Consolidated Statements of Stockholders' Equity (in thousands, except per share data)

	Preferred Stock	Common Stock	Surplus	Accumulated Deficit	Comp	umulated Other orehensive s) Income	Total
Balance, January 1, 2017	\$ 2,616	\$ 1,460	\$ 12,044	\$ (1,438)	\$	3	\$ 14,685
Issuance of common stock Call of preferred stock Net income Other comprehensive loss	(2,616)	152 338	734 1,380	1,372		(38)	886 (898) 1,372 (38)
Cash dividends on common stock at \$0.02 per share Cash dividends on preferred stock				(39) (92)			(39) (92)
Balance, December 31, 2017	-	1,950	14,158	(197)		(35)	15,876
Net income				1,900			1,900
Cash dividends on common stock at \$0.08 per share				(156)			(156)
Balance, December 31, 2018	\$ -	\$ 1,950	\$ 14,158	\$ 1,547	\$	(35)	\$ 17,620

# Consolidated Statements of Cash Flows (in thousands)

Cash Flows from Operating Activities  Net income  Adjustments to reconcile net income to net cash provided by operating activities:  Provision for loan losses Depreciation and amortization Deferred income taxes Net amortization of investment securities Earnings on bank owned life insurance Net realized gains on sale of loans held for sale Origination of loans held for sale Proceeds from sale of loans held for sale Net writedown/loss on sale of real estate owned Amortization of debt issuance costs Increase in accrued interest receivable Decrease in other assets Increase/(Decrease) in accrued interest payable Increase in other liabilities  Net Cash Provided by Operating Activities  Cash Flows from Investing Activities  Net increase in loans Proceeds from maturities, calls and principal pay downs Net increase in loans Proceeds from the sale of real estate owned (Purchase)/Sale of restricted investment in bank stocks	\$	1,900  293 259 (76) 2 (41) (108) (1,825) 1,933 6 8 (164) (176) 14	\$	1,372 452 260 118 10 (40) (281) (2,867) 3,148
Net income Adjustments to reconcile net income to net cash provided by operating activities: Provision for loan losses Depreciation and amortization Deferred income taxes Net amortization of investment securities Earnings on bank owned life insurance Net realized gains on sale of loans held for sale Origination of loans held for sale Proceeds from sale of loans held for sale Net writedown/loss on sale of real estate owned Amortization of debt issuance costs Increase in accrued interest receivable Decrease in other assets Increase/(Decrease) in accrued interest payable Increase in other liabilities  Net Cash Provided by Operating Activities  Cash Flows from Investing Activities Activity in available-for-sale securities: Purchases Proceeds from maturities, calls and principal pay downs Net increase in loans Proceeds from the sale of real estate owned	\$	293 259 (76) 2 (41) (108) (1,825) 1,933 6 8 (164) (176)	\$	452 260 118 10 (40) (281) (2,867)
Adjustments to reconcile net income to net cash provided by operating activities:  Provision for loan losses  Depreciation and amortization  Deferred income taxes  Net amortization of investment securities  Earnings on bank owned life insurance  Net realized gains on sale of loans held for sale  Origination of loans held for sale  Proceeds from sale of loans held for sale  Net writedown/loss on sale of real estate owned  Amortization of debt issuance costs  Increase in accrued interest receivable  Decrease in other assets  Increase/(Decrease) in accrued interest payable  Increase in other liabilities  Net Cash Provided by Operating Activities  Activity in available-for-sale securities:  Purchases  Proceeds from maturities, calls and principal pay downs  Net increase in loans  Proceeds from the sale of real estate owned		293 259 (76) 2 (41) (108) (1,825) 1,933 6 8 (164) (176)	Ť	452 260 118 10 (40) (281) (2,867)
operating activities:     Provision for loan losses     Depreciation and amortization     Deferred income taxes     Net amortization of investment securities     Earnings on bank owned life insurance     Net realized gains on sale of loans held for sale     Origination of loans held for sale     Proceeds from sale of loans held for sale     Net writedown/loss on sale of real estate owned     Amortization of debt issuance costs     Increase in accrued interest receivable     Decrease in other assets     Increase/(Decrease) in accrued interest payable     Increase in other liabilities  Net Cash Provided by Operating Activities  Cash Flows from Investing Activities  Activity in available-for-sale securities:     Purchases     Proceeds from maturities, calls and principal pay downs Net increase in loans Proceeds from the sale of real estate owned		259 (76) 2 (41) (108) (1,825) 1,933 6 8 (164) (176) 14		260 118 10 (40) (281) (2,867)
Provision for loan losses Depreciation and amortization Deferred income taxes Net amortization of investment securities Earnings on bank owned life insurance Net realized gains on sale of loans held for sale Origination of loans held for sale Proceeds from sale of loans held for sale Net writedown/loss on sale of real estate owned Amortization of debt issuance costs Increase in accrued interest receivable Decrease in other assets Increase/(Decrease) in accrued interest payable Increase in other liabilities  Net Cash Provided by Operating Activities  Cash Flows from Investing Activities Activity in available-for-sale securities: Purchases Proceeds from maturities, calls and principal pay downs Net increase in loans Proceeds from the sale of real estate owned		259 (76) 2 (41) (108) (1,825) 1,933 6 8 (164) (176) 14		260 118 10 (40) (281) (2,867)
Deferred income taxes Net amortization of investment securities Earnings on bank owned life insurance Net realized gains on sale of loans held for sale Origination of loans held for sale Proceeds from sale of loans held for sale Net writedown/loss on sale of real estate owned Amortization of debt issuance costs Increase in accrued interest receivable Decrease in other assets Increase/(Decrease) in accrued interest payable Increase in other liabilities  Net Cash Provided by Operating Activities  Cash Flows from Investing Activities  Activity in available-for-sale securities: Purchases Proceeds from maturities, calls and principal pay downs Net increase in loans Proceeds from the sale of real estate owned		(76) 2 (41) (108) (1,825) 1,933 6 8 (164) (176) 14		118 10 (40) (281) (2,867)
Net amortization of investment securities Earnings on bank owned life insurance Net realized gains on sale of loans held for sale Origination of loans held for sale Proceeds from sale of loans held for sale Net writedown/loss on sale of real estate owned Amortization of debt issuance costs Increase in accrued interest receivable Decrease in other assets Increase/(Decrease) in accrued interest payable Increase in other liabilities  Net Cash Provided by Operating Activities  Cash Flows from Investing Activities  Cash Flows from maturities, calls and principal pay downs Net increase in loans Proceeds from the sale of real estate owned		2 (41) (108) (1,825) 1,933 6 8 (164) (176) 14		10 (40) (281) (2,867)
Earnings on bank owned life insurance Net realized gains on sale of loans held for sale Origination of loans held for sale Proceeds from sale of loans held for sale Net writedown/loss on sale of real estate owned Amortization of debt issuance costs Increase in accrued interest receivable Decrease in other assets Increase/(Decrease) in accrued interest payable Increase in other liabilities  Net Cash Provided by Operating Activities  Cash Flows from Investing Activities  Activity in available-for-sale securities: Purchases Proceeds from maturities, calls and principal pay downs Net increase in loans Proceeds from the sale of real estate owned		(41) (108) (1,825) 1,933 6 8 (164) (176) 14		(40) (281) (2,867)
Net realized gains on sale of loans held for sale Origination of loans held for sale Proceeds from sale of loans held for sale Net writedown/loss on sale of real estate owned Amortization of debt issuance costs Increase in accrued interest receivable Decrease in other assets Increase/(Decrease) in accrued interest payable Increase in other liabilities  Net Cash Provided by Operating Activities  Cash Flows from Investing Activities Activity in available-for-sale securities: Purchases Proceeds from maturities, calls and principal pay downs Net increase in loans Proceeds from the sale of real estate owned		(108) (1,825) 1,933 6 8 (164) (176) 14		(281) (2,867)
Origination of loans held for sale Proceeds from sale of loans held for sale Net writedown/loss on sale of real estate owned Amortization of debt issuance costs Increase in accrued interest receivable Decrease in other assets Increase/(Decrease) in accrued interest payable Increase in other liabilities  Net Cash Provided by Operating Activities  Cash Flows from Investing Activities Activity in available-for-sale securities: Purchases Proceeds from maturities, calls and principal pay downs Net increase in loans Proceeds from the sale of real estate owned		(1,825) 1,933 6 8 (164) (176) 14		(2,867)
Proceeds from sale of loans held for sale Net writedown/loss on sale of real estate owned Amortization of debt issuance costs Increase in accrued interest receivable Decrease in other assets Increase/(Decrease) in accrued interest payable Increase in other liabilities  Net Cash Provided by Operating Activities  Cash Flows from Investing Activities  Activity in available-for-sale securities: Purchases Proceeds from maturities, calls and principal pay downs Net increase in loans Proceeds from the sale of real estate owned		1,933 6 8 (164) (176) 14		
Net writedown/loss on sale of real estate owned Amortization of debt issuance costs Increase in accrued interest receivable Decrease in other assets Increase/(Decrease) in accrued interest payable Increase in other liabilities  Net Cash Provided by Operating Activities  Cash Flows from Investing Activities  Activity in available-for-sale securities: Purchases Proceeds from maturities, calls and principal pay downs Net increase in loans Proceeds from the sale of real estate owned		6 8 (164) (176) 14		3,140 -
Amortization of debt issuance costs Increase in accrued interest receivable Decrease in other assets Increase/(Decrease) in accrued interest payable Increase in other liabilities  Net Cash Provided by Operating Activities  Cash Flows from Investing Activities  Activity in available-for-sale securities: Purchases Proceeds from maturities, calls and principal pay downs Net increase in loans Proceeds from the sale of real estate owned		8 (164) (176) 14		
Increase in accrued interest receivable Decrease in other assets Increase/(Decrease) in accrued interest payable Increase in other liabilities  Net Cash Provided by Operating Activities  Cash Flows from Investing Activities  Activity in available-for-sale securities: Purchases Proceeds from maturities, calls and principal pay downs Net increase in loans Proceeds from the sale of real estate owned		(164) (176) 14		9
Decrease in other assets Increase/(Decrease) in accrued interest payable Increase in other liabilities  Net Cash Provided by Operating Activities  Cash Flows from Investing Activities  Activity in available-for-sale securities: Purchases Proceeds from maturities, calls and principal pay downs Net increase in loans Proceeds from the sale of real estate owned		(176) 14		(135)
Increase in other liabilities  Net Cash Provided by Operating Activities  Cash Flows from Investing Activities  Activity in available-for-sale securities: Purchases Proceeds from maturities, calls and principal pay downs  Net increase in loans Proceeds from the sale of real estate owned		14		613
Net Cash Provided by Operating Activities  Cash Flows from Investing Activities Activity in available-for-sale securities: Purchases Proceeds from maturities, calls and principal pay downs Net increase in loans Proceeds from the sale of real estate owned				(6)
Cash Flows from Investing Activities Activity in available-for-sale securities: Purchases Proceeds from maturities, calls and principal pay downs Net increase in loans Proceeds from the sale of real estate owned		334		314
Activity in available-for-sale securities: Purchases Proceeds from maturities, calls and principal pay downs Net increase in loans Proceeds from the sale of real estate owned		2,359		2,967
Activity in available-for-sale securities: Purchases Proceeds from maturities, calls and principal pay downs Net increase in loans Proceeds from the sale of real estate owned				
Proceeds from maturities, calls and principal pay downs Net increase in loans Proceeds from the sale of real estate owned				
Net increase in loans Proceeds from the sale of real estate owned		(4,878)		(2,998)
Proceeds from the sale of real estate owned		1,142		774
		(24,348)		(19,479)
(Purchase)/Sale of restricted investment in bank stocks		-		123
		(9)		482
Purchases of premises and equipment		(165)		(185)
Net Cash Used in Investing Activities		(28,258)		(21,283)
Cash Flows from Financing Activities				
Net increase in deposits		34,585		34,543
Net proceeds from issuance of common stock		-		886
Redemption of preferred stock		-		(898)
Cash dividends on common stock		(156)		(39)
Cash dividends on preferred stock		(3,665)		(92)
Repayments of long-term borrowing  Net (decrease) in short-term borrowing		(2,015)		(15,790)
Net Cash Provided by Financing Activities		28,749		18,610
Net increase in cash and cash equivalents		2,850		294
Cash and Cash Equivalents, Beginning		3,276		2,982
	\$	6,126	\$	3,276
odon and odon Equivalents, Ending	Ψ	0,120	Ψ	5,210
Supplementary Cash Flows Information				
Income taxes paid	\$	430	\$	525
Interest paid	\$	2,676	\$	1,962
Supplementary Schedule of Noncash Investing and Financing Activities Other real estate acquired in settlement of loans				

#### Notes to Consolidated Financial Statements

#### 1. Summary of Significant Accounting Policies

#### Principles of Consolidation

The consolidated financial statements of The Victory Bancorp, Inc. (the "Corporation") are prepared on the accrual basis and include the accounts of The Victory Bancorp, Inc. and its wholly-owned subsidiary, The Victory Bank (the "Bank"). All significant intercompany accounts and transactions have been eliminated from the accompanying consolidated financial statements.

#### Organization and Nature of Operations

The Victory Bancorp, Inc. is a registered bank holding company, which owns 100% of the outstanding capital stock of The Victory Bank. The Corporation was incorporated under the laws of the State of Pennsylvania in 2009 for the purpose of serving as The Victory Bank's holding company. The holding company structure provides flexibility for growth through expansion of core business activities and access to varied capital raising operations. The Corporation's primary business activity consists of ownership of all of the outstanding stock of The Victory Bank. As of December 31, 2018, the Corporation had 413 common stockholders of record.

The Bank is a Pennsylvania chartered commercial bank which was chartered in January 2008. The Bank operates a full-service commercial and consumer banking business in Montgomery County, Pennsylvania. The Bank's focus is on small- and middle-market commercial and retail customers. The Bank originates secured and unsecured commercial loans, commercial mortgage loans, consumer loans and construction loans and does not make subprime loans. The Bank also offers revolving credit loans, small business loans and automobile loans. The Bank offers a variety of deposit products, including demand and savings deposits, regular savings accounts, investment certificates and fixed-rate certificates of deposit. As a state-chartered bank, the Bank is subject to regulation of the Pennsylvania Department of Banking and Federal Deposit Insurance Corporation.

#### Subsequent Events

In preparing these consolidated financial statements, the Bank evaluated the events and transactions that occurred from December 31, 2018 through March 20, 2019, the date these consolidated financial statements were available for issuance.

#### **Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting year. Actual results could differ from those estimates. Material estimates that are particularly susceptible to significant change in the near term relate to the determination of the allowance for loan losses, the fair value of financial instruments, and the valuation of deferred tax assets.

#### Notes to Consolidated Financial Statements

#### Significant Group Concentrations of Credit Risk

Most of the Bank's activities are with customers located within Montgomery County, Pennsylvania. Note 4 discusses the types of lending that the Bank engages in. Although the Bank has a diversified loan portfolio, its borrowers' ability to honor their contracts is influenced by the economy of Montgomery County and the surrounding areas.

#### Cash and Cash Equivalents

For purposes of reporting cash flows, cash and cash equivalents include cash on hand, amounts due from banks and federal funds sold, all of which mature within ninety days. Generally, federal funds are sold for one day periods.

#### Securities

Management determines the appropriate classification of debt investment securities at the time of purchase and re-evaluates such designation as of each balance sheet date. Securities that management has the positive intent and ability to hold until maturity are classified as held-to-maturity and are carried at their remaining unpaid principal balance, net of unamortized premiums, or unaccreted discounts. At December 31, 2018 and 2017, the Corporation had no investment securities classified as held-to-maturity.

Securities that will be held for indefinite periods of time, including securities that may be sold in response to changes in market interest or prepayment rates, needs for liquidity and changes in the availability of and the yield of alternative investments are classified as available-for-sale. These securities are carried at fair value, which is determined by obtaining quoted market prices or matrix pricing. Unrealized gains and losses are excluded from earnings and are reported in other comprehensive loss. Realized gains and losses are recorded on the trade date and are determined using the specific identification method. Premiums are amortized and discounts are accreted using the interest method over the estimated remaining term of the underlying security.

Management evaluates securities for other-than-temporary impairment on at least an annual basis, and more frequently when economic or market concerns warrant such evaluation. Declines in fair value of debt securities below their cost that are deemed to be other-than-temporary are separated into (a) the amount of the total other-than-temporary impairment related to a decrease in cash flows expected to be collected from the debt security (the credit loss) and (b) the amount of the total other-than-temporary impairment related to all other factors. The amount of the total other-than-temporary impairment related to the credit loss is recognized in earnings. The amount of the total other-than-temporary impairment related to all other factors is recognized in other comprehensive income. In estimating other-than-temporary impairment losses, management considers (1) the length of time and the extent to which the fair value has been less than cost, (2) the financial condition and near-term prospects of the issuer, and (3) whether or not management intends to sell or expects that it is more likely than not that it will be required to sell the debt security prior to any anticipated recovery in fair value.

#### Notes to Consolidated Financial Statements

#### U.S. Small Business Association (SBA) Lending Activities

The Bank originates loans to customers in its primary market area under an SBA program that generally provides for SBA guarantees of up to 90 percent of each loan. The Bank generally sells the guaranteed portion of its SBA loans to a third party and retains the servicing, holding the nonguaranteed portion in its portfolio. When the guaranteed portion of an SBA loan is sold, the premium received on the sale and the present value of future cash flows of the servicing assets, less the discount retained, are recognized in income.

SBA mortgage servicing assets are recognized separately when rights are acquired through the sale of the SBA guaranteed portion. These mortgage servicing rights are initially measured at fair value at the date of sale and a gain is recognized equal to the fair value of MSRs on the date of sale. To determine the fair value of mortgage servicing rights (MSRs), the Bank uses market prices for comparable mortgage servicing contracts, when available, or alternatively, uses a valuation model that calculates the present value of estimated future net servicing income. In using this valuation method, the Bank incorporates assumptions that market participants would use in estimating future net servicing income, which includes estimates of the cost to service, the discount rate, custodial earnings rate, an inflation rate, ancillary income, prepayment speeds, default rates, late fees and losses.

These MSRs are amortized in proportion to, and over the period of, the estimated net servicing income or net servicing loss and measured for impairment based on fair value at each reporting date. The amortization of the MSRs is analyzed periodically and is adjusted to reflect changes in prepayment rates and other estimates.

Serviced loans sold to others are not included in the accompanying consolidated balance sheets. Income (losses) and fees collected for loan servicing are included in non-interest income.

#### Loans Receivable

Loans receivable that management has the intent and ability to hold for the foreseeable future or until maturity or payoff are stated at their outstanding unpaid principal balances, net of an allowance for loan losses and any deferred fees or costs. Interest income is accrued on the unpaid principal balance. Loan origination fees, net of certain direct origination costs, are deferred and recognized as an adjustment of the yield (interest income) of the related loans. The Corporation is generally amortizing these amounts over the contractual life of the loan. Premiums and discounts on purchased loans are amortized as adjustments to interest income using the effective yield method.

The loans receivable portfolio is segmented into commercial and consumer loans. Commercial loans consist of the following classes: commercial term, commercial mortgage, commercial lines of credit, and construction. Consumer loans consist of the following classes: home equity and other consumer.

#### Notes to Consolidated Financial Statements

The Bank's credit policies determine advance rates against the different forms of collateral that can be pledged against commercial term, lines of credit and mortgage loans. Typically, the majority of loans will be limited to a percentage of their underlying collateral values such as real estate values, equipment, eligible accounts receivable and inventory. Individual loan advance rates may be higher or lower depending upon the financial strength of the borrower and/or term of the loan. The assets financed through commercial loans are used within the business for its ongoing operation. Repayment of these kinds of loans generally comes from the cash flow of the business or the ongoing conversions of assets. Commercial mortgage loans include long-term loans financing commercial properties. Repayment of this kind of loan is dependent upon either the ongoing cash flow of the borrowing entity or the resale of or lease of the subject property. Commercial mortgage loans typically require a loan to value ratio of not greater than 80% and vary in terms.

Construction lending is generally considered to involve high risk due to the concentration of principal in a limited number of loans and borrowers and the effects of general economic conditions on developers and builders. Moreover, a construction loan can involve additional risks because of the inherent difficulty in estimating both a property's value at completion of the project and the estimated cost (including interest) of the project. The nature of these loans is such that they are generally difficult to evaluate and monitor.

Home equity loans are secured by the borrower's residential real estate in either a first or second lien position. Residential mortgages and home equity loans have varying loan rates depending on the financial condition of the borrower and the loan to value ratio. Risks associated with home equity loans in second lien positions are greater than those in first position due to the subordinate nature of the loans.

Other consumer loans include installment loans, car loans, and overdraft lines of credit. The majority of these loans are unsecured. Risks associated with other consumer loans tend to be greater due to unsecured position or the rapidly depreciating nature of the underlying assets.

For all classes of loans receivable, the accrual of interest is discontinued when the contractual payment of principal or interest has become 90 days past due or management has serious doubts about further collectability of principal or interest, even though the loan is currently performing. A loan may remain on accrual status if it is in the process of collection and is either guaranteed or well secured. When a loan is placed on nonaccrual status, unpaid interest credited to income in the current year is reversed and unpaid interest accrued in prior years is charged against the allowance for loan losses. Interest received on nonaccrual loans, including impaired loans, generally is either applied against principal or reported as interest income, according to management's judgment as to the collectability of principal. Generally, loans are restored to accrual status when the obligation is brought current, has performed in accordance with the contractual terms for a reasonable period of time (generally six months) and the ultimate collectability of the total contractual principal and interest is no longer in doubt. The past due status of all classes of loans receivable is determined based on contractual due dates for loan payments.

#### Notes to Consolidated Financial Statements

#### Allowance for Loan Losses

The allowance for loan losses ("allowance") represents management's estimate of losses inherent in the loan portfolio as of the balance sheet date and is recorded as a reduction to loans. The allowance is increased by the provision for loan losses, and decreased by charge-offs, net of recoveries. Loans deemed to be uncollectible are charged against the allowance, and subsequent recoveries, if any, are credited to the allowance. All, or part, of the principal balance of loans receivable are charged off to the allowance as soon as it is determined that the repayment of all, or part, of the principal balance is highly unlikely.

The allowance is maintained at a level considered adequate to provide for losses that can be reasonably anticipated. Management performs a quarterly evaluation of the adequacy of the allowance. The allowance is based on the Corporation's past loan loss experience, known and inherent risks in the portfolio, adverse situations that may affect the borrower's ability to repay, the estimated value of any underlying collateral, composition of the loan portfolio, current economic conditions and other relevant factors. This evaluation is inherently subjective as it requires material estimates that may be susceptible to significant revision as more information becomes available.

The allowance consists of specific and general. The specific component relates to loans that are classified as impaired. For loans that are classified as impaired, an allowance is established when the discounted cash flows (or collateral value or observable market price) of the impaired loan is lower than the carrying value of that loan. The general component covers pools of loans by loan class including commercial loans not considered impaired, as well as smaller balance homogeneous loans, such as home equity and other consumer loans. These pools of loans are evaluated for loss exposure based upon historical loss rates for each of these categories of loans, adjusted for qualitative factors. These qualitative risk factors include:

- 1. Lending policies and procedures, including underwriting standards and collection, chargeoff, and recovery practices.
- 2. National, regional, and local economic and business conditions as well as the condition of various market segments, including the value of underlying collateral for collateral dependent loans.
- 3. Nature and volume of the portfolio and terms of loans.
- 4. Volume and severity of past due, classified and nonaccrual loans as well as and other loan modifications.
- 5. Existence and effect of any concentrations of credit and changes in the level of such concentrations.
- 6. Effect of external factors, such as competition and legal and regulatory requirements.
- 7. Experience, ability and depth of lending management staff.

Each factor is assigned a value to reflect improving, stable or declining conditions based on management's best judgment using relevant information available at the time of the evaluation. Adjustments to the factors are supported through documentation of changes in conditions in a narrative accompanying the allowance for loan loss calculation.

#### Notes to Consolidated Financial Statements

A loan is considered impaired when, based on current information and events, it is probable that the Corporation will be unable to collect the scheduled payments of principal or interest when due according to the contractual terms of the loan agreement. Factors considered by management in determining impairment include payment status, collateral value and the probability of collecting scheduled principal and interest payments when due. Loans that experience insignificant payment delays and payment shortfalls generally are not classified as impaired. Management determines the significance of payment delays and payment shortfalls on a case-by-case basis, taking into consideration all of the circumstances surrounding the loan and the borrower, including the length of the delay, the reasons for the delay, the borrower's prior payment record and the amount of the shortfall in relation to the principal and interest owed. Impairment is measured on a loan by loan basis for commercial term, commercial mortgage, commercial lines of credit and commercial construction loans by either the present value of expected future cash flows discounted at the loan's effective interest rate or the fair value of the collateral if the loan is collateral dependent.

An allowance for loan losses is established for an impaired loan if its carrying value exceeds its estimated fair value. The estimated fair values of substantially all of the Corporation's impaired loans are measured based on the estimated fair value of the loan's collateral.

For commercial loans secured by real estate, estimated fair values are determined primarily through third-party appraisals. When a real estate secured loan becomes impaired, a decision is made regarding whether an updated certified appraisal of the real estate is necessary. This decision is based on various considerations, including the age of the most recent appraisal, the loan-to-value ratio based on the original appraisal and the condition of the property. Appraised values are discounted to arrive at the estimated selling price of the collateral, which is considered to be the estimated fair value. The discounts also include estimated costs to sell the property.

For commercial loans secured by non-real estate collateral, such as accounts receivable, inventory and equipment, estimated fair values are determined based on the borrower's financial statements, inventory reports, accounts receivable agings or equipment appraisals or invoices. Indications of value from these sources are generally discounted based on the age of the financial information or the quality of the assets.

Large groups of smaller balance homogeneous loans are collectively evaluated for impairment. Accordingly, the Corporation does not separately identify individual, home equity loans and other consumer loans for impairment disclosures, unless such loans are the subject of a troubled debt restructuring agreement.

Loans whose terms are modified are classified as troubled debt restructurings if the Corporation grants such borrowers concessions and it is deemed that those borrowers are experiencing financial difficulty. Concessions granted under a troubled debt restructuring generally involve a temporary reduction in interest rate or an extension of a loan's stated maturity date at a below market interest rate based on the credit risk associated with the loan. Non-accrual troubled debt restructurings are restored to accrual status if principal and interest payments, under the modified terms, are current for six consecutive months after modification. Loans classified as troubled debt restructurings are designated as impaired.

#### Notes to Consolidated Financial Statements

The allowance calculation methodology includes further segregation of loan classes into risk rating categories. The borrower's overall financial condition, repayment sources, guarantors and value of collateral, if appropriate, are evaluated quarterly for commercial loans or when credit deficiencies arise, such as delinquent loan payments, for commercial and consumer loans. Credit quality risk ratings include regulatory classifications of special mention, substandard, doubtful and loss. Loans criticized special mention have potential weaknesses that deserve management's close attention. If uncorrected, the potential weaknesses may result in deterioration of the repayment prospects. Loans classified substandard have a well-defined weakness or weaknesses that jeopardize the liquidation of the debt. They include loans that are inadequately protected by the current sound net worth and paying capacity of the obligor or of the collateral pledged, if any. Loans classified doubtful have all the weaknesses inherent in loans classified substandard with the added characteristic that collection or liquidation in full, on the basis of current conditions and facts, is highly improbable. Loans classified as a loss are considered uncollectible and are charged to the allowance for loan losses. Loans not classified are rated pass.

Banking regulatory agencies, as an integral part of their examination process, periodically review the Corporation's allowance for loan losses and may require the Corporation to recognize additions to the allowance based on their judgments about information available to them at the time of their examination, which may not be currently available to management. Based on management's comprehensive analysis of the loan portfolio, management believes the current level of the allowance for loan losses is adequate.

#### Transfers of Financial Assets

Transfers of financial assets, including loan and loan participation sales, are accounted for as sales, when control over the assets has been surrendered. Control over transferred assets is deemed to be surrendered when (1) the assets have been isolated from the Corporation, put presumptively beyond the reach of the transferor and its creditors, even in bankruptcy or other receivership; (2) the transferee obtains the right (free of conditions that constrain it from taking advantage of that right) to pledge or exchange the transferred assets, and (3) the Corporation does not maintain effective control over the transferred assets through an agreement to repurchase them before their maturity.

#### Bank Premises and Equipment

Bank premises and equipment are stated at cost less accumulated depreciation. Depreciation is computed on the straight-line method over the estimated useful lives of the related assets. Amortization of leasehold improvements is recorded over the shorter of the estimated useful life or lease term.

#### Restricted Investment in Bank Stocks

Restricted investment in bank stocks, which represents required investments in the common stock of correspondent banks, is carried at cost, and consists of \$60,000 common stock of the Atlantic Community Bankers Bank (ACBB) at December 31, 2018 and 2017 and Federal Home Loan Bank of Pittsburgh (FHLB) stock totaling \$655,000 and \$646,000 at December 31, 2018 and 2017, respectively.

#### Notes to Consolidated Financial Statements

#### Income Taxes

Current income tax accounting guidance results in two components of income tax expense: current and deferred. Current income tax expense reflects taxes to be paid or refunded for the current period by applying the provisions of the enacted tax law to the current period taxable income. The Corporation determines deferred income taxes using the liability (or balance sheet) method. Under this method, the net deferred tax asset or liability is based on the tax effects of the differences between the book and tax basis of assets and liabilities, net operating loss carryforwards, and enacted changes in tax rates and laws are recognized in the period in which they occur.

Deferred income tax expense (benefit) results from changes in deferred tax assets and liabilities between periods. Deferred tax assets are reduced by a valuation allowance if, based on the weight of the evidence available, it is more likely than not that some portion or all of a deferred tax asset will not be realized.

The Corporation accounts for uncertain tax positions if it is more likely than not, based on the technical merits, that the tax position will be realized or sustained upon examination. The term more likely than not means a likelihood of more than 50 percent; the terms examined and upon examination also include resolution of the related appeals or litigation processes, if any. A tax position that meets the more-likely-than-not recognition threshold is initially and subsequently measured as the largest amount of tax benefit that has a greater than 50 percent likelihood of being realized upon settlement with a taxing authority that has full knowledge of all relevant information. The determination of whether or not a tax position has met the more-likely-than-not recognition threshold considers the facts, circumstances, and information available at the reporting date and is subject to management's judgment.

The Corporation evaluates the carrying amount of its deferred tax assets on a quarterly basis or more frequently, if necessary, in accordance with the guidance provided in Financial Accounting Standards Board (FASB) Accounting Standards Codification Topic 740 (ASC 740), in particular, applying the criteria set forth therein to determine whether it is more likely than not (i.e., a likelihood of more than 50%) that some portion, or all, of the deferred tax asset will not be realized within its life cycle, based on the weight of available evidence. If management makes a determination based on the available evidence that it is more likely than not that some portion or all of the deferred tax assets will not be realized in future periods, a valuation allowance is calculated and recorded. These determinations are inherently subjective and dependent upon estimates and judgments concerning management's evaluation of both positive and negative evidence.

In conducting the deferred tax asset analysis, the Corporation believes it is important to consider the unique characteristics of an industry or business. In particular, characteristics such as business model, level of capital and reserves held by financial institutions and their ability to absorb potential losses are important distinctions to be considered for bank holding companies like the Corporation. Most importantly, it is also important to consider that net operating losses for federal income tax purposes can generally be carried forward for a period of twenty years. In order to realize deferred tax assets, the Corporation must generate sufficient taxable income in such future years.

#### Notes to Consolidated Financial Statements

In assessing the need for a valuation allowance, the Corporation carefully weighed both positive and negative evidence currently available. Judgment is required when considering the relative impact of such evidence. The weight given to the potential effect of positive and negative evidence must be commensurate with the extent to which it can be objectively verified. A cumulative loss in recent years is a significant piece of negative evidence that is difficult to overcome. As a result of continued profitability and taxable income in recent years, the Corporation has concluded that no valuation allowance is required for the deferred tax assets at December 31, 2018.

The Corporation recognizes interest and penalties on income taxes, if any, as a component of the provision for income taxes. There were no interest and penalties recognized during the years ended December 31, 2018 or 2017.

Federal and state tax returns for the years 2015 through 2017 are open for examination as of December 31, 2018.

#### Comprehensive Income

Accounting principles generally require that recognized revenue, expenses, gains and losses be included in net income. Although certain changes in assets and liabilities, such as unrealized gains and losses on available-for-sale securities, are reported as a separate component of stockholders' equity section of the consolidated balance sheets, such items along with net income are components of comprehensive income.

#### Fair Value of Financial Instruments

Fair values of financial instruments are estimated using relevant market information and other assumptions, as more fully disclosed in Note 14. Fair value estimates involve uncertainties and matters of significant judgment. Changes in assumptions or in market conditions could significantly affect the estimates.

#### Off-Balance Sheet Financial Instruments

In the ordinary course of business, the Corporation has entered into off-balance sheet financial instruments consisting of commitments to extend credit. Such financial instruments are recorded in the consolidated balance sheets when they are funded.

#### **Employee Benefit Plan**

The Bank has established a 401(k) plan ("the Plan"). Under the Plan, all employees are eligible to contribute the maximum allowed by the Internal Revenue Code of 1986, as amended. The Bank may make discretionary matching contributions. For the years ended December 31, 2018 and 2017, expense attributable to the Plan amounted to \$124,000 and \$110,000, respectively.

#### Notes to Consolidated Financial Statements

#### Share-Based Compensation

The Bank follows the provisions of ASC 718-10, Compensation - Stock Compensation. This standard requires the Bank to recognize the cost of employee and organizer services received in share-based payment transactions and measure the cost based on the grant-date fair value of the award. The cost will be recognized over the period during which the employee or organizer is required to provide service in exchange for the award.

The stock compensation accounting guidance requires that compensation cost for all stock awards be calculated and recognized over the employee's service period, generally defined as the vesting period. For awards with graded-vesting, compensation cost is recognized on a straight-line basis over the requisite service period for the entire award. A Black-Scholes model is used to estimate the fair value of stock options, while the fair value of the Corporation's common stock at the date of grant is used for restricted stock awards.

#### Earnings per Share

Basic earnings per share ("EPS") represents net income available to common shareholders divided by the weighted-average number of common shares outstanding during the period. Diluted EPS includes all potentially dilutive common shares outstanding during the period. Potential common shares that may be issued related to outstanding stock options are determined using the treasury stock method.

The following table sets forth the composition of basic and diluted earnings per share.

	Year Ended December 31,								
(In thousands, except for share and per share data)		2018		2017					
Basic EPS  Net income available to common stockholders	<b>¢</b>	1,900	¢	1,280					
Net income available to common stockholders	Ψ	1,700	<del></del>	1,200					
Basic weighted average shares outstanding		1,950,077	1,715,182						
Plus: effect of dilutive options		_		-					
Diluted weighted average common shares		1,950,077		1,715,182					
Earnings per share:									
Basic	\$	0.97	\$	0.75					
Diluted	\$	0.97	\$	0.75					

#### 2. Restrictions on Cash and Due from Banks

In return for services obtained through correspondent banks, the Bank is required to maintain non-interest bearing cash balances in those correspondent banks. At December 31, 2018 and 2017, compensating balances totaled \$150,000, included in cash and due from banks.

#### Notes to Consolidated Financial Statements

#### 3. Securities Available-for-Sale

The amortized cost and fair value of securities as of December 31, 2018 and 2017 is summarized as follows (in thousands):

	,	Amortized	Π	Gross realized		Gross realized				
December 31, 2018	,	Cost	UI	Gains		Losses	Fair Value			
Residential mortgage-backed securities	\$	9,740	\$	55	\$	(99)	\$	9,696		
	\$	9,740	\$	55	\$	(99)	\$	9,696		
December 31, 2017	μ	Amortized U Cost		Gross nrealized Gains	Un	Gross realized Losses	Fair Value			
Residential mortgage-backed securities	\$	6,006	\$	8	\$	(52)	\$	5,962		
	\$	6.006	\$	8	\$	(52)	\$	5.962		

Residential mortgage-backed securities are comprised of FHLMC, FNMA and GNMA pass through certificates at December 31, 2018 and 2017.

#### Notes to Consolidated Financial Statements

The unrealized losses and related fair value of investment securities available for sale with unrealized losses less than 12 months and those with unrealized losses 12 months or longer as of December 31, 2018 and 2017 are as follows (in thousands):

December 31, 2018		Less than	an 12 Months 12 Months or More Total					12 Months or More				
			Į	Unrealized				Unrealized				Unrealized
	Fa	air Value		Losses		Fair Value		Losses		Fair Value		Losses
Residential mortgage- backed securities	\$	885	\$	(13)	\$	3,724	\$	(86)	\$	4,609	\$	(99)
Total	\$	885	\$	(13)	\$	3,724	\$	(86)	\$	4,609	\$	(99)

December 31, 2017		Less than	<b>lonths</b>	12 Months or More				Total			
				Unrealized		ı	Unrealized				Unrealized
	F	air Value		Losses	Fair Value		Losses		Fair Value		Losses
Residential mortgage- backed securities	\$	4,575	\$	(39)	\$ 849	\$	(13)	\$	5,424	\$	(52)
Total	\$	4,575	\$	(39)	\$ 849	\$	(13)	\$	5,424	\$	(52)

There were two individual investment securities in an unrealized loss position less than 12 months and five individual investment securities in an unrealized loss position 12 months or more as of December 31, 2018. The unrealized loss positions at December 31, 2018 are the result of interest rate changes and do not represent other than temporary impairment of the security.

There were five individual investment securities in an unrealized loss position less than 12 months and one individual investment security in an unrealized loss position 12 months or more as of December 31, 2017. The unrealized loss positions at December 31, 2017 are the result of interest rate changes and do not represent other than temporary impairment of the security.

The amortized cost and fair value of securities as of December 31, 2018 and 2017, by contractual maturity, are shown below. Expected maturities of mortgage-backed securities may differ from contractual maturities because the securities may be called without any penalties (in thousands):

		2	018			2017						
	ŀ	Amortized			P	Mortized						
		Cost		Fair Value		Cost		Fair Value				
Due in one year or under Due after one year through	\$	-	\$	-	\$	-	\$	-				
five years  Due after five years through ten years		- 1,517		1,489		-		-				
Mortgage-backed investment securities		8,223		8,207		6,006		5,962				
_	\$	9,740	\$	9,696	\$	6,006	\$	5,962				

#### Notes to Consolidated Financial Statements

#### 4. Loans Receivable

The composition of loans receivable at December 31, 2018 and 2017 is as follows (in thousands):

	2018		2017
Commercial term	\$ 20,959	\$	20,962
Commercial mortgage	119,410	•	108,663
Commercial line	26,330		22,933
Construction	33,588		22,462
Home equity	4,534		5,954
Consumer	25,817		25,246
Total loans	230,638		206,220
Deferred (fees) cost, net Allowance for loan losses	(281) (2,096)		(207) (1,807)
Net Loans	\$ 228,261	\$	204,206

Allowance for Loan Losses and Recorded Investment in Loans Receivable

The following tables summarize the activity in the allowance for loan losses by loan class for the year ended December 31, 2018 and information in regards to the allowance for loan losses and the recorded investment in loans receivable by loan class as of December 31, 2018 (in thousands):

					Allov	van	ice for Loar	ı Lo	sses				
	Beginning Balance	Chai	rge-offs	D.	ecoveries		Provisions		Ending Balance	Ba Indi Eva	nding llance: vidually aluated for airment	Ba Col Ev	Inding alance: lectively aluated for pairment
	Datarice	Oriai	ige ons	- 10	CCOVCITCS		1 10 11310113		Dalarice	ШР	dirinent		Janmont
Commercial term	\$ 308	\$	7	\$	25	\$	55	\$	381	\$	164	\$	217
Commercial mortgage	783		96		89		89		865		-		865
Commercial line	286		-		5		(19)		272		-		272
Construction	198		-		-		89		287		-		287
Home equity	40		-		-		(6)		34		-		34
Consumer	192		20		-		85		257		72		185
Unallocated	-		-		-		-		-		-		-
	\$ 1,807	\$	- 123	\$	119	\$	293	\$	2,096	\$	236	\$	1,860

#### Notes to Consolidated Financial Statements

		Loans Receiva	ables
		Ending Balance: Individually Evaluated	Evaluated
	Ending Balance	for Impairment	for Impairment
Commercial term Commercial mortgage Commercial line Construction Home equity Consumer	\$ 20,959 119,410 26,330 33,588 4,534 25,817	\$ 206 78 - 92 - 72	\$ 20,753 119,332 26,330 33,496 4,534 25,673
consumer			·
	\$ 230,638	\$ 448	\$ 230,190

The following tables summarize the activity in the allowance for loan losses by loan class for the year ended December 31, 2017 and information in regards to the allowance for loan losses and the recorded investment in loans receivable by loan class as of December 31, 2017 (in thousands):

					Allov	vano	ce for Loar	ı Lo	sses				
	Beginning								Ending	Ba Indi Eva	nding lance: vidually aluated for	Ba Col Ev	inding alance: lectively aluated for
	Balance	Cha	rge-offs	Re	ecoveries	F	Provisions		Balance	Imp	airment	Imp	airment
Commercial term Commercial mortgage Commercial line Construction Home equity Consumer Unallocated	\$ 589 683 231 167 50 136	\$	409 67 42 - - -	\$	- 8 - - - -	\$	128 159 97 31 (10) 56 (9)	\$	308 783 286 198 40 192	\$	94 19 - - 18	\$	214 764 286 198 40 174
	\$ 1,865	\$	518	\$	8	\$	452	\$	1,807	\$	131	\$	1,676

		Loans Receival	oles
		Ending	Ending
		Balance:	Balance:
		Individually Evaluated	Collectively Evaluated
	Ending	for	for
	Balance	Impairment	Impairment
Commercial term	\$ 20,962	\$ 94	\$ 20,868
Commercial mortgage	108,663	1,325	107,338
Commercial line	22,933	-	22,933
Construction	22,462	-	22,462
Home equity	5,954	-	5,954
Consumer	25,246	42	25,204
	\$ 206,220	\$ 1,461	\$ 204,759

#### Notes to Consolidated Financial Statements

#### Impaired Loans

The following table summarizes information in regards to impaired loans by loan portfolio class as of December 31, 2018 and for the year then ended (in thousands):

			Unpaid				
	Recorded Principal Investment Balance				Related Allowance		
With no related allowance recorded:							
Commercial term	\$ 27	\$	57	\$	-		
Commercial mortgage	78		158		-		
Construction	92		92		=		
Consumer	=		-		-		
With an allowance recorded:							
Commercial term	\$ 179	\$	179	\$	164		
Commercial mortgage	-		-		=		
Construction	-		-		-		
Consumer	72		72		72		
Total:							
Commercial term	\$ 206	\$	236	\$	164		
Commercial mortgage	78		158		-		
Construction	92		92		-		
Consumer	72		72		72		

	Average Recorded Investment	R	Interest Income ecognized
With no related allowance recorded: Commercial term Commercial mortgage Construction Consumer	\$ 32 255 78 -	\$	- 7 4
With an allowance recorded: Commercial term Commercial mortgage Construction Consumer	\$ 182 - - 74	\$	8 - -
Total: Commercial term Commercial mortgage Construction Consumer	\$ 214 255 78 74	\$	8 7 4

#### Notes to Consolidated Financial Statements

The following table summarizes information in regards to impaired loans by loan portfolio class as of December 31, 2017 and for the year then ended (in thousands):

	-	Recorded ovestment	Unpaid Principal Balance	Related Allowance	
With no related allowance recorded: Commercial term Commercial mortgage Consumer	\$	- 1,107 -	\$	- 1,305 -	\$ - - -
With an allowance recorded: Commercial term Commercial mortgage Consumer	\$	94 218 42	\$	414 218 42	\$ 94 19 18
Total: Commercial term Commercial mortgage Consumer	\$	94 1,325 42	\$	414 1,523 42	\$ 94 19 18

	Average Recorded Investment				
With no related allowance recorded: Commercial term Commercial mortgage Consumer	\$ - 1,380 -	\$	- 65 -		
With an allowance recorded: Commercial term Commercial mortgage Consumer	\$ 253 274 39	\$	- 8 2		
Total: Commercial term Commercial mortgage Consumer	\$ 253 1,654 39	\$	- 73 2		

#### Loans Receivable on Nonaccrual Status

The following table presents nonaccrual loans by classes of the loan portfolio as of December 31, 2018 and 2017 (in thousands):

	2018	2017
Commercial term Commercial mortgage Construction Consumer	\$ 206 47 92 72	\$ 94 208 - -
	\$ 417	\$ 302

#### Notes to Consolidated Financial Statements

Interest income recognized on loans on non-accrual status during the years ended December 31, 2018 and 2017 was \$16,000 and \$0, respectively. Additional interest income that would have been recognized on non-accrual loans, had the loans been performing in accordance with the original terms of their contracts totaled \$18,000 and \$41,000 for the years ended December 31, 2018 and 2017, respectively.

At initial measurement, foreclosed assets acquired in settlement of loans are carried at fair value, less estimated costs to sell, and are titled Other real estate owned on the consolidated balance sheets. As of December 31, 2018 and 2017, there are \$93,000 and \$99,000, respectively, of foreclosed assets. As of December 31, 2018 and 2017, no consumer residential mortgages were foreclosed on or received via a deed in lieu transaction prior to the period end. As of December 31, 2018 and 2017, the Company has not initiated formal foreclosure proceedings on any consumer residential mortgages.

#### Credit Quality Indicators

The following tables present the classes of the loan portfolio summarized by the aggregate pass rating and the classified ratings of special mention, substandard and doubtful within the Bank's internal risk rating system as of December 31, 2018 and 2017 (in thousands):

December 31, 2018	Pass	Special Mention	Su	bstandard	Doubtful	Total
Commercial term	\$ 20,603	\$ 183	\$	146	\$ 27	\$ 20,959
Commercial mortgage	119,247	117		-	46	119,410
Commercial line	26,330	-		-	-	26,330
Construction	33,496	-		92	-	33,588
Home equity	4,534	-		-	-	4,534
Consumer	25,817	-		-	-	25,817
	\$ 230,027	\$ 300	\$	238	\$ 73	\$ 230,638

December 31, 2017	Pass	Special Mention	Sul	ostandard	Doubtful	Total
Commercial term	\$ 20,855	\$ -	\$	53	\$ 54	\$ 20,962
Commercial mortgage	108,330	43		168	122	108,663
Commercial line	22,786	-		147	-	22,933
Construction	22,462	-		-	-	22,462
Home equity	5,954	-		-	-	5,954
Consumer	25,246	-		-	-	25,246
	\$ 205,633	\$ 43	\$	368	\$ 176	\$ 206,220

#### Notes to Consolidated Financial Statements

#### Age Analysis of Past Due Loans Receivables

The performance and credit quality of the loan portfolio is also monitored by analyzing the age of the loans receivable as determined by the length of time a recorded payment is past due. The following table presents the classes of the loan portfolio summarized by the past due status as of December 31, 2018 and 2017 (in thousands):

December 31, 2018		30-59 Days Past Due		60-89 Days Past Due		Greater Than 90 Days		Total Past Due	Current	Total Loans Receivables	F	Loans Receivable >90 Days and Accruing
	_		_		_		_				_	
Commercial term	\$	-	\$	197	\$	206	\$	403	\$ 20,556	\$ 20,959	\$	-
Commercial mortgage		-		-		47		47	119,363	119,410		-
Commercial line		-		-		-		-	26,330	26,330		-
Construction		-		-		92		92	33,496	33,588		-
Home equity		59		-		-		59	4,475	4,534		-
Consumer		17		-		72		89	25,728	25,817		
	\$	76	\$	197	\$	417	\$	690	\$ 229,948	\$ 230,638	\$	-

December 31, 2017	;	30-59 Days Past Due		D-89 Days Past Due		Greater Than 90 Days	-	Γotal Past Due		Current	Re	Total Loans ceivables		Loans Receivable >90 Days and Accruing
Commercial term	\$	_	\$	_	\$	94	\$	94	\$	20.868	\$	20,962	\$	_
Commercial mortgage	,	_	,	_	•	208	,	208	,	108,455	•	108,663	•	_
Commercial line		-		-		-		-		22,933		22,933		_
Construction		-		-		-		-		22,462		22,462		-
Home equity		-		-		-		-		5,954		5,954		-
Consumer		-		-		44		44		25,202		25,246		44
	\$	-	\$	-	\$	346	\$	346	\$	205,874	\$	206,220	\$	44

#### Modifications

The Corporation may grant a concession or modification for economic or legal reasons related to a borrower's financial condition that it would not otherwise consider resulting in a modified loan which is then identified as a troubled debt restructuring (TDR). The Corporation may modify loans through rate reductions, below market rates, extensions of maturity, interest only payments, or payment modifications to better match the timing of cash flows due under the modified terms with the cash flows from the borrowers' operations. Loan modifications are intended to minimize the economic loss and to avoid foreclosure or repossession of the collateral. TDRs are considered to be impaired loans for purposes of calculating the Corporation's allowance for loan losses and presentation of loans.

The Corporation identifies loans for potential restructure primarily through direct communication with the borrower and evaluation of the borrower's financial statements, revenue projections, tax returns, and credit reports. Even if the borrower is not presently in default, management will consider the likelihood that cash flow shortages, adverse economic conditions, and negative trends may result in a payment default in the near future.

#### Notes to Consolidated Financial Statements

There was one performing troubled debt restructurings at December 31, 2018. There were zero defaults within twelve months of restructuring during the year ended December 31, 2018. The one performing restructured loan totaled \$31,000 which was a commercial mortgage.

There were four performing troubled debt restructurings at December 31, 2017. There were zero defaults within twelve months of restructuring during the year ended December 31, 2017. The four performing restructured loans totaled \$1.1 million, the largest of which was a \$1.0 million commercial mortgage. The commercial mortgage was collateralized by property, currently for sale, appraised at \$2.1 million; the borrower requested interest-only payments while the collateral was marketed for sale.

#### Loan Sales

The Corporation originates and sells loans secured by the SBA. The Bank retains the unguaranteed portion of the loan and the servicing on the loans sold and receives a fee based upon the principal balance outstanding. During the years ended December 31, 2018 and 2017, the Bank sold loans held for sale for total proceeds of \$1,933,000 and \$3,148,000, respectively. The loan sales resulted in realized gains of \$108,000 and \$281,000 for the years ended December 31, 2018 and 2017, respectively. There were no SBA loans held for sale at December 31, 2018 and 2017.

Loans serviced for others are not included in the accompanying consolidated balance sheets. The risks inherent in the servicing assets relate primarily to changes in prepayments that result from shifts in interest rates. The unpaid principal balances of loans serviced for others were \$10,573,000 and \$9,836,000 at December 31, 2018 and 2017, respectively. The following summarizes the activity pertaining to mortgage servicing rights using the amortization method for the years ended December 31, 2018 and 2017 (in thousands):

	2018			
Balance, beginning Additions Disposals Amortization	\$ 177 45 (3) (46)	\$	142 73 (5) (33)	
Balance, Ending	\$ 173	\$	177	

#### Notes to Consolidated Financial Statements

#### 5. Bank Premises and Equipment

The components of premises and equipment at December 31, 2018 and 2017 are as follows (in thousands):

	Estimated Useful Lives	2017		
	OSEIUI LIVES	2018		2017
Leasehold improvements Computer equipment and software	10 - 20 years 3 - 5 years	\$ 967 1,116	\$	960 1,045
Automobiles Bank unique equipment	3 years 5 years	194 201		202 187
Furniture, fixtures and equipment Building	3 - 10 years 40 years	325 1,687		305 1,687
Land		1,200		1,200
Accumulated depreciation		5,669 (2,281)		5,586 (2,104)
		\$ 3,388	\$	3,482

Depreciation and amortization expense charged to operations amounted to \$259,000 and \$260,000 for the years ended December 31, 2018 and 2017, respectively.

#### 6. Deposits

The components of deposits at December 31, 2018 and 2017 are as follows (in thousands):

	2018	2017
Demand, non-interest bearing	\$ 38,841	\$ 27,824
Demand interest bearing	36,174	24,539
Money market accounts	52,688	44,815
Savings accounts	51,330	58,104
Time, \$250 and over	16,029	8,927
Time, other	28,717	24,985
		_
	\$ 223,779	\$ 189,194

Included in demand interest bearing are brokered deposits of \$0 and \$1,368,000 at December 31, 2018 and 2017, respectively. Included in money market deposits are brokered deposits of \$0 and \$8,647,000 at December 31, 2018 and 2017, respectively.

#### Notes to Consolidated Financial Statements

At December 31, 2018, the scheduled maturities of time deposits are as follows (in thousands):

Years ending December 31,

2019 2020 2021 2022 2023 Thereafter	\$ 33,150 8,591 2,490 381 65 70
	\$ 44,746

Included in time deposits are brokered deposits of \$2,275,000 and \$3,842,000 at December 31, 2018 and 2017, respectively.

#### 7. Borrowings

The Corporation has a \$1,000,000 unsecured line of credit with a correspondent bank with an interest rate of 5.75%. Borrowings on the line of credit at December 31, 2018 and 2017 were \$250,000 and \$0, respectively.

The Bank has a \$1,500,000 unsecured federal funds overnight line of credit with a correspondent bank. Borrowings on the line of credit at December 31, 2018 and 2017 were \$0 and \$470,000, respectively.

The Bank is a member of the Federal Home Loan Bank of Pittsburgh (FHLB). At December 31, 2018, the Bank has a total borrowing capacity with the FHLB of \$100 million. FHLB advances at December 31, 2018 totaled \$4,030,000, of which \$2,000,000 were long term with a weighted-average interest rate of 1.82% maturing through 2019 and \$2,030,000 were short-term with a weighted-average interest rate of 2.62%.

FHLB advances at December 31, 2017 totaled \$9,490,000, of which \$5,665,000 were long term with a weighted-average interest rate of 1.54% maturing through 2019 and \$3,825,000 were short-term with a weighted-average interest rate of 1.54%.

Long-term borrowings at December 31, 2018 and 2017 consisted of FHLB borrowings with the following maturity dates and interest rates:

	2018	2017
Fixed note at 1.82%, maturing on June 3, 2019 Fixed note at 1.10%, maturing on September 24, 2018 Fixed note at 1.73%, maturing on July 2, 2018	\$ 2,000 \$	2,000 2,000 1,665
	\$ 2,000 \$	5,665

Advances from the FHLB are secured by FHLB stock and certain assets of the Corporation.

#### Notes to Consolidated Financial Statements

#### Subordinated Debt

On October 15, 2015, the Corporation closed a pooled private offering of \$5 million of subordinated debt, net of offering costs of \$86,000. Unamortized offering costs were \$60,000 and \$68,000 at December 31, 2018 and 2017, respectively. The Company may redeem the subordinated debentures, in whole or in part, in a principal amount with integral multiples of \$100,000, on or after October 1, 2020 at 100% of the principal amount, plus accrued and unpaid interest. The subordinated debentures mature on October 1, 2025. The subordinated debentures are also redeemable in whole or in part from time to time, upon the occurrence of specific events defined within the Subordinated Loan Agreement.

The subordinated debt may be included in Tier 2 capital (with certain limitations applicable) under current regulatory guidelines and interpretations. The subordinated debentures had a fixed rate of interest of 3.35% to 3.95% through February 28, 2016 at which time the interest rate increased to 6.75% to 7.35% until the debt is paid off or matures. The debt is subordinated to the claims of general creditors, is unsecured, and is ineligible as collateral for a loan by the Company.

#### 8. Stockholders' Equity

The Corporation is authorized to issue 50,000 shares of Series E Preferred Stock, par value of \$1 per share. Holders of the shares are entitled to receive a quarterly non-cumulative dividend at an annual rate of 7.0% if and when declared by the Corporation's Board of Directors. Non-cumulative dividends are payable quarterly on the Series E Preferred Stock, beginning January 1, 2011.

#### Redemption of Series E Preferred Stock

On August 24, 2017 the Corporation called all of the 26,158 outstanding shares of the Series E Preferred Stock. Holders of 8,990 shares of the Series E Preferred Stock request redemption and proceeds of \$899,000 were paid in cash. Holders of the remaining 17,168 shares were converted to Common Stock at a conversion ratio of 19.7 shares Common Stock to one share of Series E Preferred Stock resulting in the issuance of 338,209 shares of Common Stock.

#### 9. Federal Income Taxes

The components of income tax expense (benefit) for the years ended December 31, 2018 and 2017 are as follows (in thousands):

	2018	2017		
Current Deferred	\$ 612 (76)	\$	784 118	
	\$ 536	\$	902	

On December 22, 2017, the enacted income tax rate changed from 34% to 21% as a result of the Tax Cuts and Jobs Act. Included in deferred expense for 2017 is \$123,000 related to the write-down of net deferred tax assets from the historic 34 percent to the newly enacted 21 percent, the rate at which the temporary differences are now expected to reverse.

#### Notes to Consolidated Financial Statements

A reconciliation of the statutory federal income tax at a rate of 21% to federal income tax expense included in the statements of income for the years ended December 31, 2018 and 2017 are as follows (in thousands):

	2018	2017
Federal income tax at statutory rate	\$ 512	\$ 773
Bank owned life insurance income Non-deductible dues	(9) 5	(14) 10
Non-deductible meals and entertainment	28	17
Reduction in federal tax rate	_	123
Other	-	(7)
	\$ 536	\$ 902

The components of the net deferred tax asset at December 31, 2018 and 2017 are as follows (in thousands):

	2018	2017
Deferred tax assets:		
Allowance for loan losses	\$ 367	\$ 309
Organization and start-up costs	44	55
Nonqualified stock options	13	13
Unrealized gain on available-for-sale securities	9	9
Total deferred tax assets	433	386
Deferred tax liabilities:		
Depreciation	(16)	(46)
Deferred loan costs	(107)	(105)
Servicing asset	(36)	(37)
Total deferred tax liabilities	(159)	(188)
Net Deferred Tax Asset, Included in Other Assets	\$ 274	\$ 198

#### 10. Transactions with Executive Officers, Directors and Principal Stockholders

The Corporation has had, and may be expected to have in the future, banking transactions in the ordinary course of business with its executive officers, directors, principal stockholders, their immediate families and affiliated companies (commonly referred to as related parties). There were loans receivable from related parties totaling \$5,036,000 and \$3,378,000 at December 31, 2018 and 2017, respectively. Loans originated for related parties totaled \$1,942,000 and \$354,000 and payments received were \$284,000 and \$686,000 for the years ended December 31, 2018 and 2017, respectively. Deposits of related parties totaled \$3,591,000 and \$2,601,000 as of December 31, 2018 and 2017, respectively.

#### Notes to Consolidated Financial Statements

#### 11. Share-Based Compensation

Organizers of the Corporation were issued a total of 100,000 "organizer warrants" for their efforts during the organization and start-up of the Bank. These warrants were immediately exercisable, expire in 10 years and enabled the warrant holder to purchase one share of common stock at \$10.00 per share for each warrant exercised. At December 31, 2017, there were 100,000 warrants outstanding, which expired in 2018.

In 2008, the Board of Directors adopted the 2008 Stock Option Plan ("2008 Plan").

The 2008 Plan enables the Board of Directors to grant stock options to employees, directors, consultants, and other individuals who provide services to the Bank. The shares subject to or related to options under the 2008 Plan are authorized and unissued shares of the Corporation. The maximum number of shares that may be subject to options under the 2008 Plan is 205,092, all of which may be issued as incentive stock options and as non-qualified stock options. Incentive stock options are subject to limitations under Section 422 of the Internal Revenue Code. The Corporation has reserved, for the purposes of the 2008 Plan, out of its authorized and unissued shares, such number of shares. The 2008 Plan will terminate ten years from stockholder approval. Options may not be granted with an exercise price that is less than 100% of the fair market value of the Corporation's common stock on the date of grant. Options may not be granted with a term longer than 10 years. However, any incentive stock option granted to any employee who, at the time such option is granted, owns more than 10% of the voting power of all classes of shares of the Corporation, its parent or of a subsidiary may not have a term of more than five years. Options will vest and be exercisable at such time or times and subject to such terms and conditions as determined by the Board of Directors. Generally, options will vest over a vesting period of equal percentages each year over an initial term no shorter than three years.

The fair value of each option granted during 2009 was estimated at \$3.91 on the date of grant using the Black-Scholes option-pricing model.

There were no stock options granted during the years ended December 31, 2018 and 2017. There were 64,240 stock options forfeited in 2018 and 400 forfeitures in 2017. At December 31, 2018 and 2017, there were 0 and 64,240 options outstanding, respectfully. At December 31, 2017, the weighted average remaining contractual term of stock options outstanding was 1 year with an aggregate intrinsic value of \$-0-.

There were no additional warrants granted during the years ended December 31, 2018 and 2017.

In 2013, the Board of Directors adopted the 2013 Equity Incentive Plan ("2013 Plan"). Under the 2013 Plan 228,000 shares were available to be issued in the form of performance awards that can be settled in stock or cash, restricted stock and restricted stock units, incentive stock options, non-qualified stock options, and stock appreciation rights. During the years ending December 31, 2018 and 2017, no awards were granted.

Victory Bank entered into a Supplemental Executive Retirement Plan (SERP) with the CEO that provides annual retirement benefits starting December 31, 2018 and continuing until the earlier of a Separation of Service or January 1, 2028. The SERP requires the Bank to provide an Annual Contribution and Interest Credit on each December 31. The Bank accrued \$53,000 SERP liability as of December 31, 2018.

#### Notes to Consolidated Financial Statements

In 2019, 149,000 Incentive Stock Options were issued under the Plan and 56,000 Non-Qualified Stock Options were issued under the Plan.

#### 12. Financial Instruments with Off-Balance Sheet Risk

The Corporation is a party to financial instruments with off-balance sheet risk in the normal course of business to meet the financing needs of its customers. These financial instruments include commitments to extend credit. Such commitments involve, to varying degrees, elements of credit and interest rate risk in excess of the amount recognized in the balance sheet.

The Corporation's exposure to credit loss in the event of nonperformance by the other party to the financial instrument for commitments to extend credit is represented by the contractual amount of those instruments. The Corporation uses the same credit policies in making commitments and conditional obligations as it does for on-balance sheet instruments.

The Corporation had the following off-balance sheet financial instruments whose contract amounts represent credit risk at December 31, 2018 and 2017 (in thousands):

	2018	2017	
Unfunded commitments under lines of credit	\$ 55,975	\$ 44,411	
Unfunded commitments under letters of credit	761	761	

Commitments to extend credit are agreements to lend to a customer as long as there is no violation of any condition established in the contract. Since many of the commitments are expected to expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. The Bank evaluates each customer's credit worthiness on a case-by-case basis. The amount of collateral obtained, if deemed necessary by the Bank upon extension of credit, is based on management's credit evaluation. Collateral held varies but may include personal or commercial real estate, accounts receivable, inventory and equipment. The liability associated with these commitments is not material at December 31, 2018.

#### 13. Regulatory Matters

The Bank is subject to various regulatory capital requirements administered by the federal banking agencies. Failure to meet the minimum capital requirements can initiate certain mandatory and possibly additional discretionary-actions by regulators that, if undertaken, could have a direct material effect on the Bank's consolidated financial statements. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, the Bank must meet specific capital guidelines that involve quantitative measures of the Bank's assets, liabilities and certain off-balance sheet items as calculated under regulatory accounting practices. The Bank's capital amounts and classification are also subject to qualitative judgments by the regulators about components, risk-weightings and other factors.

Information presented for December 31, 2018 and December 31, 2017 reflects BASEL III capital requirements that became effective January 1, 2015. Quantitative measures established by regulation to ensure capital adequacy require the Bank to maintain minimum amounts and ratios (set forth below) of Common Equity Tier 1 Capital, total and Tier 1 capital (as defined in the regulations) to risk-weighted assets, and of Tier 1 capital to average assets. Management believes,

#### Notes to Consolidated Financial Statements

as of December 31, 2018, that the Bank meets all capital adequacy requirements to which it is subject.

The BASEL III rules also establish a "capital conservation buffer" of 2.5% above the new regulatory minimum capital requirements, which must consist entirely of common equity Tier 1 capital and would result in the following minimum ratios: (i) a common equity Tier 1 capital ratio of 7.0%, (ii) a Tier 1 capital ratio of 8.5%, and (iii) a total capital ratio of 10.5%. The new capital conservation buffer requirement will be phased in beginning in January 2016 at 0.625% of risk-weighted assets and would increase by that amount each year until fully implemented in January 2019. An institution would be subject to limitations on paying dividends, engaging in share repurchases, and paying discretionary bonuses if its capital level falls below the buffer amount. These limitations would establish a maximum percentage of eligible retained income that could be utilized for such actions.

As of December 31, 2018, the most recent notification from the Federal Deposit Insurance Corporation categorized the Bank as well capitalized under the regulatory framework for prompt correction action. To be categorized as well capitalized, the Bank must maintain minimum Common Equity Tier 1 ("CET 1"), Tier 1 leverage, Tier 1 risk-based, and total risk-based ratios as set forth in the table (in thousands):

December 31, 2018	Actu	ıal	For Capital . Purpo	. ,	Minimum Adequacy v Buf	ith Capital	To Be Well C Under P Corrective Provis	rompt e Action
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Total capital (to risk weighted assets)	\$ 24,556	10.6%	\$ ≥18,510	≥8.0%	\$ ≥22,849	≥9.875%	\$ ≥23,138	≥10.0%
Tier 1 capital (to risk weighted assets) Common equity Tier 1 capital (to risk-	\$ 22,460	9.7%	\$ ≥13,883	≥6.0%	\$ ≥18,221	≥7.875%	\$ ≥18,510	≥ 8.0%
weighted assets)	\$ 22,460	9.7%	\$ ≥10,412	≥4.5%	\$ ≥14,750	≥6.375%	\$ ≥15,040	≥ 6.5%
Tier 1 capital (to average assets)	\$ 22,460	9.0%	\$ ≥ 9,937	≥4.0%	\$ ≥ 9,937	≥4.000%	\$ ≥12,422	≥ 5.0%

December 31, 2017		Actu	al		I Adequacy oses	Minimum Adequacy w Buf	ith Capital	To Be Well C Under P Corrective Provis	rompt e Action
		Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Total capital (to risk weighted assets)	\$	21,630	10.6%	\$ ≥16,274	≥8.0%	\$ ≥18,817	≥9.250%	\$ ≥20,343	≥10.0%
Tier 1 capital (to risk weighted assets) Common equity Tier 1 capital (to risk-	\$	19,823	9.7%	\$ ≥12,206	≥6.0%	≥14,749	≥7.250%	\$ ≥16,274	≥ 8.0%
weighted assets)	\$	19,823	9.7%	\$ ≥ 9,154	≥4.5%	≥11,697	≥5.750%	\$ ≥13,223	≥ 6.5%
Tier 1 capital (to average assets)	\$	19,823	9.0%	\$ ≥ 8,795	≥4.0%	≥ 8,795	≥4.000%	\$ ≥10,994	≥ 5.0%

The Bank is subject to certain restrictions on the amount of dividends that it may declare due to regulatory considerations.

#### 14. Fair Value Measurements

Management uses its best judgment in estimating the fair value of the Corporation's financial instruments; however, there are inherent weaknesses in any estimation technique. Therefore, for substantially all financial instruments, the fair value estimates herein are not necessarily indicative of the amounts the Corporation could have realized in a sales transaction on the dates indicated. The estimated fair value amounts have been measured as of their respective year-ends and have not been re-evaluated or updated for purposes of these financial statements subsequent to those respective dates. As such, the estimated fair values of these financial instruments subsequent to the respective reporting dates may be different than the amounts reported at each year end.

#### Notes to Consolidated Financial Statements

#### **Determination of Fair Value**

The Corporation uses fair value measurements to record fair value adjustments to certain assets and liabilities and to determine fair value disclosures. In accordance with the Topic 820, Fair Value Measurements and Disclosures, fair value of a financial instrument is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Fair value is best determined based upon quoted market prices. However, in many instances, there are no quoted market prices for the Corporation's various financial instruments. In cases where quoted market prices are not available, fair values are based on estimates using present value or other valuation techniques. Those techniques are significantly affected by the assumptions used, including the discount rate and estimates of future cash flows. Accordingly, the fair value estimates may not be realized in an immediate settlement of the instruments.

Current fair value guidance provides a consistent definition of fair value, which focuses on exit price in an orderly transaction (that is, not a forced liquidation or distressed sale) between market participants at the measurement date under current market conditions. If there has been a significant decrease in the volume and level of activity for the asset or liability, a change in valuation technique or the use of multiple valuation techniques may be appropriate. In such instances, determining the price at which willing market participants would transact at the measurement date under current market conditions depends on the facts and circumstances and requires the use of significant judgment. The fair value is a reasonable point within

#### Fair Value Hierarchy

The Corporation groups its financial assets and financial liabilities generally measured at fair value in three levels, based on the markets in which the assets and liabilities are traded and the reliability of the assumptions used to determine fair value.

Level 1 - Valuation is based on unadjusted quoted prices in active markets for identical assets or liabilities that the reporting entity has the ability to access at the measurement date. Level 1 assets and liabilities generally include debt and equity securities that are traded in an active exchange market. Valuations are obtained from readily available pricing sources for market transactions involving identical assets or liabilities.

Level 2 - Valuation is based on inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly. The valuation may be based on quoted prices for similar assets or liabilities; quoted prices in markets that are not active or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the asset or liability.

Level 3 - Valuation is based on unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities. Level 3 assets and liabilities include financial instruments whose value is determined using pricing models, discounted cash flow methodologies, or similar techniques, as well as instruments for which determination of fair value requires significant management judgment or estimation.

A financial instrument's categorization within the valuation hierarchy is based upon the lowest level of input that is significant to the fair value measurement. During the years ended December 31, 2018 and 2017, the Corporation made no transfers between levels.

#### Notes to Consolidated Financial Statements

For financial assets measured at fair value on a recurring basis, the fair value measurements by level within the fair value hierarchy used at December 31, 2018 and 2017 are as follows (in thousands):

December 31, 2018	Total	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	е
Residential mortgage-backed securities	\$ 9,696	\$ -	\$ 9,696	\$ -	
December 31, 2017	Total	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	e
Residential mortgage-backed securities	\$ 5,962	\$ -	\$ 5,962	\$ -	

Residential mortgage backed securities are comprised of FHLMC, FNMA, and GNMA pass through certificates at December 31, 2018 and 2017.

The Corporation's available-for-sale investment securities, which include mortgage-backed securities, are reported at fair value. These securities are valued by an independent third party. The valuations are based on market data. They utilize evaluated pricing models that vary by asset and incorporate available trade, bid and other market information. For securities that do not trade on a daily basis, their evaluated pricing applications apply available information such as benchmarking and matrix pricing. The market inputs normally sought in the evaluation of securities include benchmark yields, reported trades, broker/dealer quotes (only obtained from market makers or broker/dealers recognized as market participants), issuer spreads, two-sided markets, benchmark securities, bid, offers and reference data. For certain securities additional inputs may be used or some market inputs may not be applicable. Inputs are prioritized differently on any given day based on market conditions.

#### Notes to Consolidated Financial Statements

Assets and liabilities measured at fair value on a non-recurring basis at December 31, 2018 and 2017 are summarized below (in thousands):

December 31, 2018	Total	Quoted Prices in Active Markets for Identical Assets (Level 1)			Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	
Impaired loans Other real estate owned	\$ 154 93	\$	-	\$	- -	\$	154 93
December 31, 2017	Total		Quoted Prices in Active Markets for Identical Assets (Level 1)		Significant Other Observable Inputs (Level 2)	Und	gnificant observable Inputs Level 3)

The Bank generally measures impairment for loans based on the fair value of the loan's collateral. Fair value is determined based upon independent third-party appraisals of the properties or discounted cash flows based upon the expected proceeds. These assets are included as Level 3 fair values, based upon the lowest level of input that is significant to the fair value measurements.

\$

\$

\$

224

99

224

99

\$

Impaired loans

Other real estate owned

The following table presents additional quantitative information about assets measured at fair value on a non-recurring basis and for which the Corporation has utilized Level 3 inputs to measure fair value at December 31, 2018 and 2017 (dollars in thousands):

December 31, 2018	Total	Valuation Technique	Unobservable Input	Range (Weighted Average)
Impaired loans	\$ 154	Appraisal of collateral	Appraisal discounts Liquidation expenses	0% (0)% 12%
Other real estate owned	93	Appraisal of collateral	Appraisal discounts Liquidation expenses	8% 7%

#### Notes to Consolidated Financial Statements

December 31, 2017	Total	Valuation Technique	Unobservable Input	Range (Weighted Average)
Impaired loans	\$ 224	Appraisal of collateral	Appraisal discounts Liquidation expenses	0% (0)% 10%
Other real estate owned	99	Appraisal of collateral	Appraisal discounts Liquidation expenses	0-5% (3)% 10%

The following information should not be interpreted as an estimate of the fair value of the entire Corporation since a fair value calculation is only provided for a limited portion of the Corporation's assets and liabilities. Due to a wide range of valuation techniques and the degree of subjectivity used in making the estimates, comparisons between the Corporation's disclosures and those of other companies may not be meaningful. In addition to the fair value methods for available-for-sale securities and impaired loans, previously disclosed, the following methods and assumptions were used to estimate the fair values of a portion of the Corporation's assets and liabilities at December 31, 2018 and 2017:

Mortgage Servicing Asset (Carried Lower of Cost or Fair Value)

The fair value of the mortgage servicing asset is based on a valuation model that calculates the present value of estimated net servicing income. The valuation incorporates assumptions that market participants would use in estimating future net servicing income. The Corporation is able to compare the valuation model inputs and results to widely available published industry data for reasonableness.

#### Other Real Estate Owned (OREO)

OREO assets are originally recorded at fair value less costs to dispose upon transfer of the loans to OREO. Subsequently, OREO assets are carried at the lower of carrying value or fair value less costs to dispose. The fair value of OREO is based on independent appraisals less selling costs. Appraised values may be discounted based upon management's historical knowledge and changes in the market conditions from the time of the appraisal. Because of the high degree of judgment required in estimating the fair value of OREO and because of the relationship between fair value and general economic conditions, the Corporation considers fair values of OREO to be highly sensitive to market conditions. These assets are included as Level 3 fair values, based upon the lowest level of input that is significant to the fair value measurements.

#### Notes to Consolidated Financial Statements

The fair values, and related carrying amounts, of the Corporation's financial instruments were as follows at December 31, 2018 and 2017 (in thousands):

	2018			2017			
	Carrying Amount		Estimated Fair Value		Carrying Amount		Estimated Fair Value
Assets							
Cash and cash equivalents	\$ 6,126	\$	6,126	\$	3,276	\$	3,276
Securities available-for-sale Restricted investments in	9,696		9,696		5,962		5,962
	715		715		70/		70/
bank stocks	715		715		706		706
Loans, net	228,261		226,214		204,206		202,997
Mortgage servicing asset	173		173		177		177
Accrued interest receivable	811		811		647		647
Liabilities							
Deposits	223,779		208,583		189,194		176,962
Short term borrowings	2,280		2,280		4,295		4,295
Long-term debt	2,000		1,990		5,665		5,636
Subordinated debt	4,941		4,941		4,933		4,933
Accrued interest payable	153		153		139		139
Off Balance Sheet Asset							
(Liability)							
Commitments to extend credit	_		_		_		_
Standby letters of credit	_		_		_		_

#### 15. Revenue Recognition

The Corporation adopted Topic 606 using the modified retrospective method applied to all contracts not completed as of January 1, 2018. Results for reporting periods beginning after January 1, 2018 are presented under Topic 606 while prior period amounts continue to be reported in accordance with legacy GAAP. The adoption of Topic 606 did not result in a change to the accounting for any of the in-scope revenue streams; as such, no cumulative effect adjustment was recorded.

The revenue standard's core principle is built on the contract between a vendor and a customer for the provision of goods and services. It attempts to depict the exchange of rights and obligations between the parties in the pattern of revenue recognition based on the consideration to which the vendor is entitled.

Management determined that revenue derived from financial instruments, including revenue from loans and investment securities, along with non-interest income resulting from gains (losses) from the sale of investment securities or SBA loans, commitment and other loan related fees as well as income from bank owned life insurance are not within the scope of Topic 606. As a result, no changes were made during the period related to these sources of revenue.

Topic 606 is applicable to non-interest income streams such as service charges on deposits and other non-interest income. However, the recognition of these revenue streams did not change significantly upon adoption of Topic 606. Noninterest revenue streams in-scope of Topic 606 are discussed below.

#### Notes to Consolidated Financial Statements

#### Service Charges and Activity Fees on Deposits

Service charges on deposit accounts consist of monthly ATM Income, Wire Transfer Fees, Non-Sufficient Funds Charges, and other Deposit related fees. The Corporation's performance obligation for monthly service fees is generally satisfied, and the related revenue recognized, over the period in which the service is provided. Check orders and other deposit account related fees are largely transactional based, and therefore, the Corporation's performance obligation is satisfied, and related revenue recognized, at a point in time. Payment for service charges on deposit accounts is primarily received immediately or in the following month through a direct charge to customers' accounts. The Corporation's performance obligation for wire transfers and returned deposit fees, are largely satisfied, and related revenue recognized, when the services are rendered or upon completion. Payment is typically received immediately or in the following month.

#### Other

Other fees are primarily comprised of Remote/Mobile Deposit Fees and other service charges. Other noninterest income consists primarily of other non-recurring revenue which is not recorded in the categories listed above. This revenue is miscellaneous in nature and is recognized as income upon receipt.

The following presents noninterest income, segregated by revenue streams in-scope and out-of-scope of Topic 606, for the years ended December 31, 2018 and 2017.

	2018	2017	
Non-interest Income			
In-scope of Topic 606 Service Charges and Activity Fees on Deposits	\$ 191	\$	174
Other	27		27
Non-Interest Income (in-scope of Topic 606)	218		201
Non-Interest Income (out-of-scope of Topic 606)	197		424
Total Non-Interest Income	\$ 415	\$	625

#### **Contract Balances**

A contract asset balance occurs when an entity performs a service for a customer before the customer pays consideration (resulting in a contract receivable) or before payment is due (resulting in a contract asset). A contract liability balance is an entity's obligation to transfer a service to a customer for which the entity has already received payment (or payment is due) from the customer. The Corporation's noninterest revenue streams are largely based on transactional activity. Consideration is often received immediately or shortly after the Corporation satisfies its performance obligation and revenue is recognized. The Corporation does not typically enter into long-term revenue contracts with customers, and therefore, does not experience significant contract balances. As of December 31, 2018, and December 31, 2017, the Corporation did not have any contract balances.

#### Notes to Consolidated Financial Statements

#### **Contract Acquisition Costs**

In connection with the adoption of Topic 606, an entity is required to capitalize, and subsequently amortize into expense, certain incremental costs of obtaining a contract with a customer if these costs are expected to be recovered. The incremental costs of obtaining a contract are those costs that an entity incurs to obtain a contract with a customer that it would not have incurred if the contract had not been obtained (for example, sales commission). The Corporation utilizes the practical expedient which allows entities to immediately expense contract acquisition costs when the asset that would have resulted from capitalizing these costs would have been amortized in one year or less. Upon adoption of Topic 606, the Bank did not capitalize any contract acquisition cost.

#### 16. Subsequent Events

On March 14, 2019, the Corporation closed a pooled private offering of \$3 million of subordinated debt. Offering costs approximated \$25,000. The Company may redeem the subordinated debentures, in whole or in part, in a principal amount, on or after March 14, 2024 at 100% of the principal amount, plus accrued and unpaid interest. The subordinated debentures mature on March 14, 2029. The subordinated debentures are also redeemable in whole or in part from time to time, upon the occurrence of specific events defined within the Subordinated Loan Agreement.

The subordinated debt may be included in Tier 2 capital (with certain limitations applicable) under current regulatory guidelines and interpretations. The subordinated debentures had a fixed rate of interest of 6.5% through March 13, 2024 at which time the interest rate will reset quarterly equal to the Benchmark rate plus 390 basis points until the debt is paid off or matures. The Benchmark rate is the three (3) month LIBOR rate; if LIBOR should be discontinued the agreement has provisions for a replacement benchmark. The debt is subordinated to the claims of general creditors, is unsecured, and is ineligible as a collateral for a loan by the Corporation.

## **Executive Leadership Team**





# **Saul Rivkin**Client Experience Leader

Saul Rivkin's role at The Victory Bank is to manage the Retail Department, develop and maintain strong, mutually beneficial relationships with institutional depositors, and manage the Marketing Department for the Bank. Since beginning at the Bank in 2007, he has consistently demonstrated what he values most is ensuring that every client experience is nothing short of exceptional. Saul appreciates every client relationship and takes personal responsibility to go beyond meeting expectations. His twenty-one year track record in the financial industry has produced many loyal clients and won him numerous banking awards.

Saul is a continuous learner and is known as the "go to person" when fellow employees or clients have a problem that needs to be solved. Saul is a graduate of the PA Bankers Advanced School of Banking where he earned honors, and a graduate of the American Bankers Association Stonier Graduate School of Banking where he earned a graduate degree and a Wharton Leadership Certificate.

Following his passion with automobiles, Saul enjoys collecting, working on, racing, and showing his cars. If you are quick enough, you can catch Saul racing his Audi S4 at various tracks on the East Coast, attending a "Cars & Coffee" event on a Saturday morning in West Chester, or attending many shows in one (or more) of his cars. He is currently President of the Audi Club of North America Eastern PA Chapter, a charter board member of the Merkur Club of America and a board member of the Boyertown Museum of Historic Vehicles.

# **Shelly Stockmal**Victory Community Leader

Shelly Stockmal is our Victory Community Leader. What does that mean? This means Shelly handles things typically associated with Human Resources responsibilities and more. Shelly embodies the culture and values of our bank, which has a serious commitment to employing a superior workforce, which we consider to be a "community". Shelly works hard to make sure we have the best employees. She oversees that we offer great benefits and training programs so our employees feel valued and supported.

Shelly also handles special projects for the Bank and is willing to pitch in when help is needed in any area. She is known for her positive attitude and strong work ethic. She has nearly 30 years of banking experience and is an important part of our leadership team.

Shelly is also the Treasurer to the Board of the Greater Pottstown Society for Human Resources Management (SHRM). Greater Pottstown SHRM holds monthly meetings focused on educating local professionals involved in the field of Human Resources.

Shelly's community involvement also includes over 10 years of being a Girl Scout Leader and was honored with the Volunteer of the Year Award in 2016 by the Manatawny Service Unit in Pottstown. She serves as the Event Director of the Girl Scout Manatawny Service Unit and enjoys planning events for over 200 girls on a regular basis. Girl Scouts is the premier leadership program for girls in the world and allows her to further her passion of helping everyone develop their best abilities. She can often be seen in the community with her girls and is very proud of every one of them.

She also serves as an Extraordinary Minister of Holy Communion and Finance Council member at Saint Gabriel's Roman Catholic Church in Stowe.



## **Robert Schultz** Chief Financial Officer

Robert Schultz, CPA, obtained an accounting degree at the University of Delaware. He worked for 5 years in the public accounting field with Ernst & Young serving clients in retail, manufacturing and financial services. He began his career in banking with Founders' Bank in Bryn Mawr. He then moved on to help found Allegiance Bank, a de novo institution. In 2007 after 17 years at these two community banks he helped Joe Major, Rich Graver and the Board of Directors found The Victory Bank. At Victory his work responsibilities have included accounting, compliance, human resources and information technology, as well as being the corporate secretary.

At the University of Delaware Mr. Schultz enjoyed playing collegiate soccer and rugby. He is married with two children in college. While not at work he volunteers with his church, enjoys watching his son play lacrosse and paddle boarding with his wife and daughter. The family's passion is working with Habitat for Humanity and other mountain housing ministries in North Carolina where they have spent a week each year for most of the past 22 years.









# **Board of Directors**



Alan S. Apt President and CEO **Aptcor Commercial Realtors** 



Matthew "Bo" Bates Chief Executive Officer **Evans Network of Companies** 



Robert L. Brant Esquire Robert L. Brant & Associates, LLC



Michael A. Eddinger Principal and Co-Owner Suburban Water Technology



Steven D. Gilmore, P.E. President and CEO Gilmore and Associates, Inc.



Kevin L. Johnson, P.E. President Traffic Planning and Design, Inc.



Joanne M. Judge, Esq. **CPA** Stevens & Lee



Joseph W. Major Chairman of the Board / Bank Leader The Victory Bank



Women's Health Care Group of PA



Dennis R. Urffer, CPA Retired Senior Director HBK CPAs & Consultants





Richard Graver

## Chief Lending Officer

Rich was born and raised in Boyertown. He now resides in Chester Springs with his wife, Holly. He has 2 adult children and 2 grandchildren.

He is active in the Tri County Chamber of Commerce, the South Eastern Economic Development Company of Pennsylvania (Seedcopa) and the PaBankers Association.

In his spare time, he loves to play golf and read. He is a devout Philadelphia Eagles fan. He also enjoys boating and spends weekends at the Delaware shore.



**Eric Offner** 

## Chief Credit Officer

Eric has been married to the love of his life for 39 years. He also has five children who have provided many great adventures along the way. Two grandchildren means visits to the zoo, museums and many other activities all over again.

Enjoys reading fiction, watching classic movies of the '30s and '40s, and traveling.





## **Our Team**

#### **LENDING TEAM**

**Richard Graver,** President – Victory Bancorp/ Chief Lending Officer – The Victory Bank

Joseph Giunta, Business Development

Kimberly Grohosky, Relationship Assistant II

Rose Hoffman, Relationship Assistant II

**Alexander Kroll,** Senior Commercial Relationship Manager, SVP

Benjamin Major, Commercial Relationship Manager, AVP

Warren Major, Business Development

Vince Raffeo, Business Development

Mary Ann Riggins, Business Development

**Michael Senico,** Commercial Relationship Manager, VP

**Jon Swearer,** Senior Commercial Relationship Manager, SVP

Leslie Unger, Lead Relationship Assistant

Bill Vitiello, Business Development, AVP

**H. Steen Woodland II,** Senior Commercial Relationship Manager, SVP

#### **INSTITUTIONAL DEPOSITS & RETAIL TEAM**

Saul Rivkin, Client Experience Leader, SVP

Nicole Crocker, Marketing Coordinator

Stephanie Frederick, Personal Banker II

Jennifer Gilbert, Retail Team Leader, AVP

Leah Holdsworth, Banking Support Representative

Betsy Knott, Personal Banker II

Thomas Moore, Courier

Ashley Mossie, Personal Banker II, IRA Specialist

Bristol Sauer, Personal Banker

#### **OPERATIONS TEAM**

**Robert Schultz,** Chief Financial Officer, Chief Operating Officer & Compliance Officer

Denise Bowie, Loan Operations Specialist

Christine Carlozzi, Staff Accountant, Bank Officer

Donna Colella, Retail Operations Manager, AVP

Kaitlin Doyle, Loan Documentation Specialist

Pamela Havrilla, Loan Administration Manager, AVP



**Mary Locricchio,** Deposit Operations Specialist, Bank Officer

Charlotte Mathias, Loan Operations Specialist

Danielle Millar, Loan Documentation Specialist

Diana Scott, Deposit Operations Specialist, BSA Analyst,
Bank Officer

**Sally Shirk,** Loan Operations Manager **Dennis Zielinski,** Bank Secrecy Act, Security, and Emergency Preparedness Officer

#### **CREDIT TEAM**

Eric Offner, Chief Credit Officer, EVP
Sarah Benson, Senior Credit Analyst, Bank Officer
Deborah Lee, Credit Department Manager, SVP
Matthew Melcher, Senior Credit Analyst, AVP
Brian Meyer, Senior Credit Analyst, VP

#### **ADMINISTRATIVE TEAM**

Joseph Major, Bank Leader, President, CEO & Chairman Shelly Stockmal, Victory Community Leader, VP Kelly Taylor, Executive Assistant & Investor Relations

#### WYOMISSING LOAN OFFICE TEAM

**Tony D'Antonio,** Senior Commercial Relationship Manager, SVP

Jodi Moore, Junior Commercial Relationship Manager Dana Perrott, Relationship Assistant II





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