ANNUAL REPORT 2020

Here for you when relationships matter most.



Mission Statement

The mission of Community First Bank is to be a high performing independent bank that, as a preferred employer, recruits, trains and retains superior personnel to utilize appropriate service skills, technology and tools to deliver a world class customer experience, resulting in positive outcomes for our shareholders and communities.

Board of Directors

BILL HINGST BILL BERSBACH **ROBB BLUME** AUGUST CIJAN **CARTWRIGHT ELLIS REX GINGERICH** DR. J. MICHAEL HARSHMAN MARK MCCANN DAVID MCFATRIDGE RON METZ MIKE STEGALL CURTIS WELKE PETE SMITH MONICA PECK

Mid America Beverage Liberty Financial Group Community First Bank of Indiana Retired, Haynes International, Inc Crume/Ellis Auctioneers/Appraisers McGonigal Buick GMC Cadillac Kokomo Urology McCann Legal Retired, Kokomo Gas and Fuel Company Bucheri McCarty & Metz Retired, Community First Bank of Indiana Welke Law Office Performance Services Co-Owner/Partner Xanderco

Management Team

ROBB BLUME BOB HICKMAN BILL BUCHANAN SCOTT HAMMERSLEY KIM LAFOLLETTE WENDELL PROPES LONDEE DAVIS LARRY ROLLAND JULIE TRACY **BEA WILES**

President & CEO Chief Credit Officer, EVP Chief Financial Officer, SVP Commercial Loan Group Manager, SVP Director of Retail Banking, SVP Mortgage Department Manager, SVP Human Resources Manager, VP Head of Investments, VP Director of IT, VP Chief Operating Officer, VP



ROBB BLUME President & CEO

While many have commented on the difficulty The Paycheck Protection Program was one of the and challenges of 2020, I will remember it as year's biggest challenges, but it also allowed us one of the most fulfilling of my career. With the to provide our communities and customers with challenges of a worldwide pandemic, social unrest, much needed capital in a time of great need. a hastily assembled CARES Act and the associated Our team worked tirelessly to meet the needs Paycheck Protection Program, and a tumultuous of our PPP applicants and followed up on that and often bitter election cycle, it would have been commitment by donating nearly \$100,000 in fees easy to lose focus on CFB's objectives of creating earned back to the not-for-profit organizations that shareholder value while serving our customers participated in the program. Coupled with other and communities. Instead, the Community First donations throughout the year, CFB contributed team excelled in nearly every area. over \$160,000 to our communities. As importantly, our people continue to be deeply involved in Our commitment to creating shareholder value community organizations. We continued our tradition of service on Veterans Day, adding a hot meal as a symbol of our gratitude for the contributions of the veterans in our communities. We also offered two Community Shred Days and participated in numerous other charity activities.

was evidenced in many ways. The growth in our balance sheet and earnings, along with continued business expansion, both geographically and otherwise, were strong evidence of the team's commitment to providing a strong return to shareholders. Bank loan growth of 35% was aided Growth challenges us all and we continue to be by PPP loans, but loan growth in excess of 15% committed to constant improvement. This year was still realized if the PPP loans are excluded. New deposit growth was outstanding, with over saw a redesign of our website and the introduction 2,400 new depository accounts being opened, of a CFB LinkedIn page, expanding our everaccounting for current balances in excess of \$40 growing digital marketing reach. We were once million. With the February opening of our Pebble again honored as the Best Bank in Kokomo by the Village Office in Noblesville, we completed our Kokomo Tribune (14th year in a row) and one of third new branch opening in a 12-month period. the Best Places to Work in Indiana by the Indiana Despite the challenges of COVID-19, we have seen Chamber of Commerce (6th year in a row). 2020 promising growth in all 3 of our new branches, also saw us expand our internal training programs, as well as continuing growth in our Kokomo while also engaging with outside resources to assist us in being a top performing organization locations. and an employer of choice in the banking industry.

2020 was also a year that saw expansion of our product lines. In order to help diversify our income So, we look toward the future with optimism and streams, we started an SBA lending department enthusiasm. We've taken on unprecedented and acquired a majority interest in a mortgage challenges and not only survived, but thrived. lending company. The SBA lending department I am honored to lead the most committed and will help create fee income and gains on the sale dedicated group of bankers I've ever been of the guaranteed portion of loans, while allowing associated with. On behalf of our team, including us to serve borrowers recovering from pandemic our board of directors, we thank you for your challenges or starting new ventures. With the support and for the continuing opportunity to purchase of majority ownership in 1st Signature work for Community First Bank of Indiana. Lending, LLC, we have partnered with the premier single-close, construction to permanent residential mortgage lender in the market. This will allow CFB access to new income streams generated by 1st Signature, as well as balance sheet growth and a diversification of loan type and geography.



2020 Contributions & Awards

An overview of awards earned and funds in amounts of \$2,000 and above donated. For more information regarding community involvement, see pages 14-15.

	BEST PLACES TO WORK IN INDIANA 2020 Indiana Chamber of Commerce and Best Companies Group	BANKPAK 200 % CLUB Indiana Bankers Association		INESS OF THE YEAR FIN Komo Chamber of Comm
FINALIST Indiana Bankers Association	IU KOKOMO ATH Donation & Endo		WESTFIELD YMCA Capital Campaign Donatio	n Donation
FRIENDS OF CENTRAL POOL Noblesville Splash Pad Donation NOBLE Donat	Indiana	MEMBER a Bankers Association	BUSINESS PERSON OF THE YEAR FINALIST Greater Kokomo Chamber of Commerce	NOBLESVILL BOYS AND GIRLS CLUB Donation



NOBLESVILLE GIRLS SOFTBALL ASSOCIATION Grand Opening Donation

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BEST BANK & BEST BANK TELLER IN KOKOMO Kokomo Tribune

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SMALL BUSINESS LENDER **OF THE YEAR FINALIST** Indiana Statewide Certified Development Corporation

COMMUNITY FIRST BANK OF INDIAN ഷ്കം

> As a Finalist for the Small Business Lender of the Year





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Community First Financial Corporation Financial Highlights



BILL BUCHANAN Chief Financial Officer

2020 was a year unlike any other in my thirty-two years of financial leadership in the banking industry. I'm proud to say that our bank remained open to serve our customers every step of the way, whether for a lending, depository or any other banking need. We participated heavily in the Paycheck Protection Program (PPP) lending program orchestrated by the federal government, serving both customers and non-customers to help assure their accessibility to this vital program. We funded over forty-five million dollars of PPP loans during the year, which placed stress on both our liquidity and capital positions. I'm again proud to say that we weathered the storm nicely, assuring customer access to funding while maintaining healthy levels of liquidity and capital throughout this process. The bank continued strong organic growth along with the growth attributable to the COVID-19 related PPP, having grown total assets to \$468.2 million at December 31, 2020, which is over \$137.4 million, or 41.6% more than the previous year end. The bank continues to be well positioned to handle the further financial demands related to the pandemic along with handling the organic growth attributable to our valued customers in both Howard and Hamilton counties.

Our extraordinary year over year balance sheet growth was also aided by our acquisition of 50.1% of First Signature Lending, LLC, (FSL), adding over \$67 million in total assets as of December 31, 2020. FSL is a well-regarded mortgage lending company based in Indianapolis that currently serves nine states, including Indiana. The acquisition was effective as of the last day of the year and as a result none of FSL's income and expense items are included in our consolidated December 31, 2020 results.

Net Income and Return on Assets versus Peer Group

The bank recorded net income of \$3.1 million for the year ended December 31, 2020 compared to net income of \$2.6 million for the same time period in 2019. The increase was greatly influenced by recognizing nearly \$1 million in PPP related loan fees for the year. Substantial increases in net interest income and gain on loan sales were also noted. Note that the increases in income were partially offset by continued increases in salaries and wages, along with occupancy expenses, due to the continued expansion efforts in Hamilton County. The bank produced a favorable return on average assets (ROA) of 0.83% when compared to the 0.82% average ROA recorded by our peer group that consists of 187 banks between \$100 and \$500 million in total assets located in Indiana, Michigan, Ohio and Kentucky.

Tangible Book Value per Share

Tangible book value grows each year by the amount of net income earned minus the dividends that are paid to our shareholders, along with any new stock issued during the year. In 2020 our net income was \$3.1 million, dividends paid amounted to \$832 thousand and \$2.84 million of stock was issued, resulting in ending tangible book value of \$25.15 per share, compared to an ending December 31, 2019 book value of \$21.68 per share based on total shares outstanding at December 31, 2020, resulting in a 16.0% increase year over year. Dividends per share in 2020 amounted to \$0.62 per share compared to \$0.60 per share in 2019.

Net Interest Margin versus Peer Group

Net interest margin is one of the primary drivers of the bank's earnings. It's calculated by taking the difference between the total interest income earned on the bank's interestearning-assets, such as loans, investments, etc... minus the total interest expense paid for deposits, borrowings, etc... This result is then divided by the bank's average interest earning assets in order to arrive at the Net Interest Margin (NIM). For the year ended December 31, 2020, NIM was 4.28% compared to 4.52% for the same time period in 2019. Note that our margin was compressed in 2020 due to our originating over \$45 million of PPP loans at an interest rate of 1.0%. Despite this compression, the ratio compares very favorably to our Peer Group NIM of 3.48% for the year ended December 31, 2020.

The challenges that 2020 presented were enormous and we are thankful that the bank was able to end the year in an even stronger financial position than the year before. This was another year of solid profitability with continued quality loan and deposit growth, along with the successful strategic acquisition of FSL that will enhance our performance in the years to come. Our team members are proud to produce such results while at the same time providing personalized, helpful and value-added services to the customers and communities that we serve. We will continue to meet the challenges presented by the pandemic as we move forward and we continue to be energized and eager to maintain our high level of service to all of our stakeholders as we forge ahead in 2021!

TOTAL ASSETS



TOTAL LOANS & DEPOSITS





NET INCOME





RETURN ON AVERAGE ASSETS ROA PEER

BOOK VALUE PER SHARE

Community First Financial Corporation

BALANCE SHEET December 31, 2020 and 2019

STATEMENT OF INCOME Years Ended December 31, 2020 and 2019

	- Unaudited 2020	Audited 2019	
	2020	2019	
Assets			
Cash and due from banks	\$ 28,395,397	\$ 6,530,247	
Interest Bearing Checking Accounts	21,397,706	31,290,478	b
Federal funds sold	18,600,000	2,070,001	
Cash and cash equivalents	68,393,103	39,890,726	
Available-for-sale securities	2,606,070	5,485,530	
Loans held for sale	64,689,998	650,087	
Loans, net of allowance for loan losses of \$5,295,525 and \$4,487,197	296,005,341	260,399,059	
Premises and fixed assets	15,001,124	14,460,280	l.
Goodwill	8,963,749	-	
Other Real Estate Owned	-	181,987	
Federal Home Loan Bank stock	452,500	317,600	
Interest receivable and other assets	12,059,079	9,354,931	
Total assets	\$ 468,170,964	\$ 330,740,200	M
Liabilities			
Deposits:	ć (0.020.210		r
Demand	\$ 69,829,310	\$ 44,405,748	_
Savings, NOW and money market Time	182,367,634	153,454,895	r
	124,119,541	87,779,254	
Total deposits Short-term borrowings	376,316,485 555,000	285,639,897 655,000	
Federal Home Loan Bank Advances	10,000,000	7,000,000	
Other Long Term Borrowings	14,731,106	3,000,000	
Warehouse Lines of Credit	6,964,263	3,000,000	
Interest payable and other liabilities	16,399,374	2,512,150	
Total liabilities	424,966,228	298,807,047	ľ
Stockholders' Equity			
Common stock, \$1 par value; authorized 10,000,000 shares; 1,473,113 and			
1,342,653 shares issued and outstanding	1,473,113	1,342,653	
Additional paid-in capital	15,540,220	12,830,180	
Accumulated earnings	19,994,280	17,750,575	
Accumulated other comprehensive income/loss	46,774	9,745	
Total parent company stockholders' equity	37,054,387	31,933,153	
Noncontrolling interest	6,150,349		N
Total stockholders' equity	43,204,736	31,933,153	
Total liabilities and stockholders' equity	\$ 468,170,964	\$ 330,740,200	n
Book Value Per Share (A)	\$ 25.15	\$ 21.68	ľ

Interest Income

Loans Securities Federal funds sold Total interest income

Interest Expense

Deposits Other borrowings Total interest expense

Net Interest Income

Provision for Loan Losses

Net Interest Income After Provision for Loan Losses

Noninterest Income Service charges on deposit accounts Fees on loans sold Interchange and debit card income Other Total noninterest income

Noninterest Expense

Salaries and employee benefits				
Net occupancy expense				
Equipment expense				
Data processing fees				
Professional fees				
Advertising expense				
Printing and office supplies				
Other				
Total noninterest expense				

Net Income (Loss) Before Taxes

Income Taxes

Net Income

Book Value Per Share (A)	\$ 25.15	\$ 21.68	Net Income Per Share (B)

(A) Total shares outstanding at 12/31/2020 were used to calcuate the Book Value per Share for both 2019 and 2020.

(B) Total shares outstanding at 12/31/2020 were used to calcuate the Net Income Per Share for both 2019 and 2020.

2020 Annual Report

U	Inaudited 2020			Audited 2019	
\$	17,420,819		\$	14,240,836	
	157,153			457,347	
	11,460			42,775	
	17,589,432			14,740,958	
	2,700,318			2,667,130	
	272,693			69,283	
	2,973,011			2,736,413	
	14,616,421			12,004,545	
	755,000			225,000	
	13,861,421			11,779,545	
	414,396			448,450	
	1,349,893			571,206	
	705,509			533,503	
	1,014,338			720,412	
	3,484,136			2,273,571	
	5,101,130			2,2,3,3,1	
	7,953,901			6,506,291	
	739,765			513,033	
	774,077		586,115		
	1,231,467		1,048,205		
	348,133			177,455	
	430,223		479,5		
	105,413		112,594		
	1,603,933			1,117,650	
	13,186,912			10,540,931	
\$	4,158,645		\$	3,512,185	
	1,082,496			886,537	
\$	3,076,149		\$	2,625,648	
				<u> </u>	
\$	2.09		\$	1.78	



"Banker's Hours (Noun, Plural): Def. – A work day that is shorter than that of most businesses, typically between 10 am and 3 pm on Monday though Friday, the hours when banks used to be open."

The definition above comes from the Cambridge English Dictionary. It's a common phrase, one that is quite familiar to most people of my generation. However, for those of us that worked in banking in 2020, these words will never have the same meaning again.

Last year at this time, we had no idea what was about to hit us. In my annual letter to the shareholders, I talked about the robust economy that led to an excellent year for the bank in 2019. All signs pointed to continued prosperity; low unemployment, strong GDP, a stock market hitting new highs seemingly every week.

Then, COVID-19 hit. Suddenly, we were getting used to words like "social distancing" and "pandemic". Fear was prevalent; no one knew just how bad this disease might be, or how it would affect people. The economy went from "full speed ahead" to "shut down" almost overnight.

In the midst of this chaos, the government announced their plan to support and stabilize the business community through a program called the Paycheck Protection Program, or PPP. In essence, banks working in tandem with the SBA would be providing billions of dollars of forgivable government guaranteed loans that would help keep people employed and receiving their pay during the shut-down.

Many banks looked at the monumental task of trying to create a loan program almost overnight during a pandemic and said "we are not going to participate." Others joined in, but limited the program to only their "preferred customers", those that already borrowed money or kept high deposit balances. **At Community First Bank, we made the decision right away that we would do everything we could to help any small business that came to us seeking a PPP loan, whether they were already a customer or not (more about this in a moment).**

Creating the infrastructure for this program within the bank in a matter of days was a seemingly insurmountable task. After an attempt to utilize an outside vendor to assist us didn't work out, we decided to bring everything inhouse (a prospect that frankly terrified me). Almost the entire bank mobilized to make this happen; retail, operations, accounting, information technology, marketing, and commercial lending. On the eve of the roll-out of our in-house solution, I sat in Robb Blume's office and discussed the possibility of failure, and how it could impact and damage the reputation of the bank if we were unable to come through for our customers.

Which brings us back to the phrase "Banker's Hours". Last April, that term took on a new meaning. For several weeks, "Banker's Hours" meant 24 hours a day, seven days a week. People worked through the night, taking advantage of the wee hours of the morning to try to transmit loan applications through an overloaded government system. Everyone pitched in; whether it was processing loans, documenting and closing, setting up checking accounts, keeping the flow of information going to our customers, or just keeping the computer systems up and running, my co-workers did an amazing job.

Which brings us to the end of the story. The program was an overwhelming success. In all, Community First Bank extended more than \$45 million dollars in loans to hundreds of businesses in our communities. The money helped save many of these businesses from going under, and by extension, helped thousands of their employees to keep their jobs and provide for their families. As it turned out, CFB's decision to open our program to all businesses was also the right thing to do; we made many new friends and won many customers for life because we were there to help them when they really needed it.

And for the rest of my life, every time I hear someone use the words "Banker's Hours", I'm sure that I will get a wry smile on my face and remember that time when a group of bankers worked together night and day against some really long odds to achieve something tremendous for our community. It has been the highlight of my career.

CARES Act Establishes Paycheck Protection Program

"Community First Bank helped me get a PPP loan for my business. Everyone I worked with was top-notch! They worked around the clock to help me and were so prompt and responsive, even on weekends and after business hours. They kept me informed about need-toknow details so I didn't have to try and figure things out for myself. The entire process was so efficient and easy thanks to Community First's hard-working staff. It was such a great overall experience, I would without question go to Community First with any banking needs!!" Karen Saylor, Google Review

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"At the start of the quarantine when we were notified about the availability of Payroll Protection SBA loans, we filled out an application with our bank, Chase, with whom we have had a business and personal account for 15 years. They sat on the application and notified us 10 days later that they would not be able to process our application in time for us to get the loan. A friend told us about Bob Hickman at CFB of Indiana. Bob was fantastic. **Bob went out of his way to be sure the form was correct and that our loan was processed immediately. We had the forms in three days and the check in less than one week.** Needless to say, I told all of my friends about him and Bob helped several of them receive the SBA loan. So grateful to Bob Hickman and CFB of Indiana for helping our friends and for helping us." *Amy Englert, Team Englert, Google Review*

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"CFB went out of their way to help our business obtain a PPP loan. All calls were answered or returned very quickly. All questions were answered professionally, no matter how trivial they may have seemed. They also worked after hours with us to make sure all documents were submitted on time. I would highly recommend CFB to anyone!" Bud DeCleene, Google Review "| P C o b p h o B

GIVING BACK PPP Donations

CFB announced an initiative to support every Hoosier nonprofit organization that entrusted the bank to process their Small Business Administration (SBA) Paycheck Protection Program (PPP) Loan. In total, CFB has donated over \$96,000 to organizations in the communities they serve in central Indiana. Each



641 PPP Loans \$45MM+ Loaned \$96K Donated

"We are very glad we went with Community First Bank for our PPP Ioan. The process to apply was seamless and we were very impressed with the amount of updates and communication CFB had with us from start to finish. It was comforting to see daily updates from the COO and knowing everyone at Community First Bank was working day and night to make sure their customers were getting the funds they needed during this tough time. Knowing how hard they worked for us when we needed it most makes me a life-long customer." Noah Herron, Urban Vines Winery and Brewery

"Bob Hickman went above and beyond to make our PPP loan experience successful. I highly recommend Community First, Kokomo. My son is in the process of obtaining a mortgage with them and Korbin Cruea has been extremely good to work with - very accessible and prompt. We have banked with CFB for many years and have never had anything other than great service with our business and personal accounts." Banner Flower House, Google Review

> donation was equal to the fee the bank earned, rounded up to the nearest \$25 increment, for processing and funding each organization's SBA PPP loan.

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LARRY ROLLAND Head of Investments

Community First Investment Group had a successful year in 2020 with gross revenue to the bank growing from \$431,746 in 2019 to \$466,144 in 2020. The 8 percent increase was despite the fact that COVID-19 caused a disruption in our client meetings for much of the year as our department had to pivot to doing client reviews and other business via either Zoom and with our phone. In addition to our fee revenue increase, our focus the past few years has been to grow our advisory (fee-based) business. Advisory business provides ongoing revenue to the bank versus needing to uncover new business every year to increase fee revenue. From the end of 2019 to the end of 2020, our advisory business grew by 44 percent.

We continue to enjoy our broker-dealer relationship with LPL Financial and Banker's Bank. With LPL being the largest broker-dealer in the country, they provide us with superior technology, excellent marketing support, and highly competitive advisory platforms for clients. Banker's Bank is our liaison with LPL. They provide us with personalized service and quick responses to questions or concerns. In my opinion, the arrangement we have with those two companies gives us personal attention while enjoying the benefits of superior products and services.

It has been nearly fourteen years ago since the bank decided to provide investment and financial planning services to customers. The Investment Department has realized steady growth in number of clients served and fee income to the bank. All department employees strive to understand the financial and personal goals and objectives of our clients so we can provide the best advice possible. We offer a full range of investment products including mutual funds, ETFs, real estate trusts, annuities, and individual stocks and bonds. We also assist our clients in identifying needs in the life insurance, long term care, and disability areas. We service over twenty small business retirement plans including 401 Ks, SIMPLE IRAs, and SEPs.

We understand that we are a part of the bank and encourage clients to use CFB for loans, deposits, and other services. We provide referrals to both the mortgage department, commercial loan department, the branches, and other areas. We welcome referrals from all other bank departments but understand fully that referrals need to flow both ways.

We are very pleased with the results in 2020 and look forward to an even better year in 2021 as we continue to add value to both the bank and our clients.

Jamy Rolland



WENDELL PROPES Mortgage Department Manager

Community First Bank Mortgage Department had another successful year in 2020, partially fueled by continued low residential mortgage loan rates. Our residential mortgage loan balances increased by \$11,000,000, which was 40% over 2019. What makes this even more impressive is that 81% of our mortgage production was sold to the secondary market and never hit our balance sheet.

We are currently holding in excess of \$66,000,000 in residential mortgage, home equity and consumer loans earning interest income for the bank. As a result, interest income jumped more than \$650,000 for the year, an increase of nearly 24% from 2019. In addition, fees on mortgage loans sold grew 150% in 2020 for a total of over \$1.2 Million.

All of the above was fanned by our production in 2020. Our mortgage and home equity loan production was up 68% in 2020, with mortgage loans being up by 87% compared to 2019. The bank's total residential mortgage originations in 2020 was over \$57,000,000, a bank record I believe.

All of the above was accomplished by a great staff. There were some changes in our staff, as well as a couple additions. It would be nice to mention them individually and list their attributes, but all of the employees, the seasoned and the new, have performed remarkably! They all had to work extremely hard and smart to nearly double our mortgage production. When you consider the regulations we deal with on a daily basis, the difficulties of the pandemic, and the even lower interest rate environment for 2020, it is hard to put into words what they accomplished. The mortgage team works extremely well together as we move requests through the system to a clean closing. We are looking forward to 2021 and its new and different challenges.

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Wender & . f

"Janelle is a true professional with incredible follow up, detail, and patience. I would highly recommend her for your mortgage financing needs, and Community First in general for your banking needs. Unlike the big banks, personal service and respect are still important factors in gaining my trust and confidence."

Chad Lewton, Google Review

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make it work" attitude!" Ben Hoffman, Google Review 99

66 "Incredibly impressed with the professionalism, help, and guidance shown. LOVE the "find a way to

Community Involvement

The CFB team remained eager to get out and support the community, quickly adjusting to ever-changing guidelines in order to be present and helpful in Kokomo, Westfield, and Noblesville.



Dunk a Banker raised funds for Kokomo Urban Outreach's UP program.



Free Shred Days were held in both Hamilton & Howard Counties. Donations for Westfield Youth Assistance and Bridges Outreach were collected during the events.









Lunch on us! CFB Cares Committee bought lunch for local nonprofits' staff during the shutdown.





Each year, the CFB team looks forward to serving the Veterans in our communities in honor of Veterans Day. In 2020, we served a meal to 300 Veterans in Howard and Hamilton County & completed fall cleanup projects outdoors at the homes of 19 Veterans.











75+ **Organizations Supported**

600+ **People Served**

\$15,000+ **Employee Donated Funds**

\$160,000+ **Bank Donated Funds**





201 W. Sycamore Street Kokomo



1308 E. Hoffer Street Kokomo



2101 S. Dixon Roa Kokomo

Community First Bank of Indiana LOCATIONS

Kokomo Westfield Noblesville

CFBindiana.com 765.236.0600



OAK RIDGE 707 E. State Road 32 Westfield



LOAN PRODUCTION OFFICE 5570 Pebble Village Lane Noblesville



PEBBLE VILLAGE 17661 Village Center Drive Noblesville