## First Resource Bank

## The Resource Connection

May 2018



Dear Shareholder:

I would invite you to read the full press release for the 1st quarter under the Investor Relations section at FirstResourceBank.com. The financial highlights for the first quarter of 2018 included:

- Net income of \$480,992 was the highest quarterly profit in the Bank's history
- Net income grew 20% over the quarter ended December 31, 2017 and 18% over the quarter ended March 31, 2017
- Total interest income grew 3% over the quarter ended December 31, 2017 and 14% over the quarter ended March 31, 2017
- Total loans grew 11% when comparing March 31, 2018 to March 31, 2017
- Net Interest Margin increased 8 basis points from 3.90% in the quarter ended December 31, 2017 to 3.98% for the quarter ended March 31, 2018

As I referenced in our Virtual Investor Conference presentation on February 22, 2018 (the audio of which appears in the Investor Relations section of the website), we have been actively working on a site for Branch # 3 on Route 30, Lancaster Avenue in Wayne, Pennsylvania. As a point of reference, our Exton branch is in a \$2.2 billion deposit market and ended 2017 at \$152 million in deposits. Our West Chester branch which opened in April of 2015 is located in a \$2.9 billion market and ended the year at \$58 million in deposits. Remember our Hybrid Community Banking Model seeks locations that can achieve \$100 million in deposits in a reasonable timeframe; we target five years. The Wayne location is in a \$4.2 billion deposit market. It is also geographically far enough from the Exton and West Chester locations to pick up several other billion plus deposit submarkets in the triangle that is created by the three location map points. We have some approvals to obtain and planning to complete to get it all done, but we are very excited about this potential 2019 opening.

Our staff continues to acquire business checking accounts for the long term benefit of the deposit mix of the Bank. At present, we are also running some competitive deposit interest rate specials to help us fill a funding need as a result of our loan growth over the past few months and a strong pipeline of loans to close. In past newsletters, I have challenged our shareholders to do business with the Bank to support the success of your investment. Your support is valued and we look to continue to expand our relationships with the owners of the Bank.

This is my annual request for each of you to review your proxy materials then please vote your shares. We need to achieve a quorum for our Annual Meeting, which will be held June 5, 2018 at 9:00 AM at the Hilton Garden Inn, 720 E. Eagleview Boulevard, Exton PA 19341. In the next week or so, your online Voting reference number and Proxy Materials will be mailed directly to you or delivered by your broker via email or their online channel.

As always, if you have questions about the Bank, starting or enhancing your deposit relationship or your voting materials, please feel free to call me on my cell at 610-996-6661.

Sincerely,

B Maulel

Glenn B. Marshall, President and CEO

First Resource Bank



FirstResourceBank.com

Pennsylvania.

We are looking forward

to our new branch which will be located in Wayne,

## **First** Resource Bank

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### **Balance Sheet**

	Mar. 31, 2018	Dec. 31, 2017	
Cash and due from banks	\$ 1,689,709	\$ 2,998,367	
Time deposits at other banks	599,000	599,000	
Investments	20,353,738	36,219,930	
Loans	223,306,504	217,463,906	
Allowance for loan losses	(1,888,321)	(1,751,953)	
Premises & equipment	5,755,854	5,671,763	
Other assets	8,000,132	7,353,942	
Total assets	\$ 257,816,616	\$ 268,554,955	
Deposits	\$ 211,516,652	\$ 210,902,113	
Borrowings	17,568,500	29,284,500	
Subordinated debt	3,979,726	3,977,603	
Other liabilities	1,227,818	1,227,099	
Total liabilities	234,292,696	245,391,315	
Common stock	2,623,575	2,621,887	
Surplus	15,487,350	15,472,980	
Accumulated other comprehensive loss	(226,714)	(89,944)	
Retained earnings	5,639,709	5,158,717	
Total stockholders' equity	23,523,920	23,163,640	
Total Liabilities & Stockholder's Equity	\$ 257,816,616	\$ 268,554,955	

#### **Income Statement**

		Quarter Ended Mar. 31, 2018		Quarter Ended Mar. 31, 2017	
interest income	\$	2,982,300	\$	2,624,123	
nterest expense		584,997		527,732	
let interest income		2,397,303		2,096,391	
Provision for loan losses		134,322		120,024	
lon interest income		115,742		261,270	
on interest expense		1,795,255		1,639,583	
re-tax income		583,468		598,054	
ax expense		102,476		191,501	
let income	\$	480,992	\$	406,553	



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