OAK VALLEY COMMUNITYBANK | 2007 ANNUALREPORT
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As we reflect upon the growing turmoil in the banking industry during the past year, we can say with confidence that Oak Valley Community Bank remained true to our philosophy of conservative lending with respect to interest rates and credit risk. Our approach of consistently maintaining sound credit practices has fueled us on the path toward a strong commercial portfolio. And, while we are not immune to hard economic times, the principles we've upheld and the choices we've made in keeping with our long-term growth strategies have served us well, sparing us from the woes of some of our competitors. As a result, we can look back at the decisions we've made over the years with a feeling of security which is relatively uncommon in our industry today.

While we stayed the course with our conservative lending approach, we forged ahead in the product development arena. Consistent with our efforts to provide our customers with service the way they want it, we rolled out several new service enhancements and innovative product extensions. We introduced Health Savings Accounts which are dramatically growing in popularity given the rising costs of health insurance. We expanded our Merchant Services solutions and launched a new line of prepaid Visa Gift Cards for business and retail customers. For our larger commercial customers, we established Positive Pay fraud detection and Remote Deposit Capture, giving business owners greater control over money moving in and out of their accounts. We streamlined our website and upgraded our Online Banking and Bill Pay service to provide greater security, instituted check images, and made e-Statements available. These enhancements will enable our customers to conveniently manage their finances anytime, anywhere. And, while we recognize that in today's ever-changing business world, many of our customers demand these high-tech tools, we know that technology will never replace the personal service upon which we have built our reputation.

We also experienced two major highlights this year in branch
expansion. The first was the final completion and restoration of our new headquarters in Oakdale's Historic Clocktower Building. The next was the grand opening of our full-service Stockton Branch on West March Lane. This new branch solidifies our commitment to San Joaquin County and the continued expansion of our footprint in the Central Valley.

The year also marked the $12^{\text {th }}$ consecutive year in which we paid a cash dividend. The dividend of $\$ 0.19$ cents per share represented a comparable dividend to the previous year and allowed us to offer our shareholders a stable return corresponding to our stable earnings.

For the year ended December 31, 2007, net income increased by $3.6 \%$ to $\$ 3,968,000$, or $\$ 0.53$ per diluted share, compared to $\$ 3,831,000$, or $\$ 0.52$ per diluted share for the same period in 2006.

The Bank's total deposits were $\$ 377.3$ million at year-end 2007, which is a decrease of $\$ 1.2$ million or $0.3 \%$ from December 31,2006 . We are pleased to report that during the same period we saw our low-cost core deposits increase by $\$ 11.6$ million over the previous year, as we continued our efforts to restructure our overall deposit mix. Total assets decreased slightly to \$454.4 million at year-end, a $0.2 \%$ decrease from the year ended 2006. Gross loans increased by $\$ 9.4$ million, or $2.5 \%$, to $\$ 387.8$ million from December 31, 2006 to December 31, 2007.

In light of the current interest rate environment and other economic factors affecting the banking industry, we are pleased with our stable performance in 2007. Strategically, we will remain focused on increasing low-cost core deposits and boosting our commercial and industrial lending portfolios. At times, this can be a methodical process requiring both patience and discipline—a road less traveled, if you will. Although the journey may take a bit longer, positive progress along this path will consistently lead to improved profitability, year-over-year. We thank you, our shareholders, employees, customers and friends, for your support along the way.
—Ronald C. Martin, Chief Executive Officer

True character emerges when adversity strikes. And, while the current economic situation and large loan losses may have led some banks to stray from their long-term financial goals, Oak Valley Community Bank has continued to stay true to our vision and remain on track with our long-range plan.

## The Path of Least

## Resistance Rewards No One

Fortunately, we have been largely unaffected by the recent difficulties in the mortgage industry, with very few problem loans due to our prudent underwriting practices coupled with a strong business and agricultural loan portfolio. But, as many of us witnessed the encroaching subprime lending crisis, one didn't have to look far to see a "bunker mentality" developing in some of our larger competitors. Typically concerned with profitability on a quarter-byquarter basis, many of these banks reacted abruptly by tightening credit, reducing capital spending, and postponing the launch of new products and services. Overburdened with credit problems, many big banks single-mindedly began to view some customers as problems, potentially alienating their clientele. Naturally, these circumstances present opportunities for Oak Valley Community Bank, which in contrast, is dedicated to personalized attention and old-fashioned service in good times or bad.


## Staying on a Proven Course

OakValley Community Bankhas maintained our focus on building the Bank's service offering and investing in infrastructure that will power our profitability well into this century. Investing in a high-quality management team, enhancing existing products and launching new ones, and updating our branches are just a few of the ways we have continued to build our community bank network for a successful future. We've also focused on growing our long-term relationships with key customers and prospects, customizing products and services to meet their business needs and, we've enhanced our deposit mix by reducing dependence on less profitable products while leveraging opportunities based on our relationship-based pricing policies.

Despite a possible prolonged downturn in the real estate market, we will continue to make sound investments in commercial and residential development in accordance with our long-term strategy of supporting California's diverse economy. And, while other banks retract their spending in this area due to loan losses and tight margins, we will keep our eye on the road ahead, upholding our commitment to building better communities for our customers, their families and local businesses.




MILESSTONES

## The addition of a new

 branch in Modesto, along with growth in Oakdale and Sonora, tops off another outstanding year of banking performance.
## 1999

The Bank achieves its seventh consecutive year of record earnings and explores new applications to make banking more efficient in the new century.

If you want to know what Oak Valley Community Bank is all about, just ask our customers. You'll find the overwhelming response to be "personalized service," and we deliver it like no other financial institution near or far. It's because we've made a conscious decision to always go the extra mile for our customers to customize their banking experience. In fact, a true testament to the importance of our personalized approach can be found in the results of this year's customer service surveys which indicated high levels of satisfaction.

## The Road to Satisfaction is Paved with Personal Attention

In all fairness, it's difficult for larger banks to deliver this personal touch for a variety of reasons. Their size alone tends to prohibit them from addressing customers as individuals or tailoring products and services to their specific needs. Financial decisions are typically centralized, made remotely by a lender that never even meets the loan applicant. And, with frequent employee turnover, it's rare that you'll see the same friendly face, day in and day out. Often, customers who patronize these types of banks become accustomed to the lack of attention. But, when times grow tough or problems arise, the ongoing lack of care can be detrimental to the customer. In contrast, Oak Valley employees pride themselves on really knowing our customers, their needs, and their business and financial goals, to ensure a rewarding banking relationship.


A new era of expansion begins with the establishment of Eastern Sierra Community Bank, opening the first branch in Bridgeport. Oak Valley Community Bank becomes known as the "Bank with Heart" for bringing banking back to the citizens of Bridgeport after Bank of America closed its doors.


Mammoth Lakes branch opens, representing the Bank's extended foray into the Eastern Sierra communities.


Another example of our focus on the individual is our relationship-based pricing practices. In making loan determinations, we consider all aspects of a customer relationship and the overall value that individual or business provides to the Bank. And it's not just reserved for our largest customers: loyal customers with a long history at Oak Valley and customers with a known track record of referring family and friends to the bank can also benefit from relationship-based pricing.

## High-Tech, High-Touch for Comfort, Control and Convenience

At Oak Valley Community Bank, we offer our customers the total package: highquality, customized financial products and services delivered the way they want them. While many of our customers still look forward to a visit at the teller window or a friendly chat with a loan officer, others enjoy the convenience of online banking day or night! And it's because we've created the perfect blend of old-fashioned customer service and the latest banking technologies that customers can conduct their banking activities in a way that's most convenient and enjoyable for them. However our customers choose to access our products and services, they can rest assured that they'll get the comfort, control and convenience in banking that they deserve.

Our latest "You Want It, We've Got It" campaign communicates the diversity of our product line and our promise of a "high-tech, high-touch" banking experience. "High-tech" because we've invested in the industry's latest financial products, service delivery mechanisms and security measures, and "high-touch" because, not only are we "in touch" with the latest innovations in banking, but also because customers can always obtain "human assistance." Our new "In Touch" newsletter is just another example of how we reach out to customers and keep them abreast of new developments.
 $n$ the road to long-term success, Oak Valley views quality people and top-notch products as the "fuel" that propels us toward our goals. We've invested in the best resources, from both a staffing and product development perspective, because we know that these vital ingredients are what make our banking experience uniquely personal.

## Improving Access for a New Generation

Always ready to change with the times, we have optimized our approach to service delivery on several fronts.

To facilitate usage of our products and services via the Internet-the access point of choice for an increasing number of our customers-we have revamped our website to make it more user-friendly and represent a truer reflection of our brand. On par with the leading financial institutions, our website features a contemporary look and feel, streamlined information and enhanced online banking products. We also upgraded our Online Banking and Bill Pay services, adding e-Statements and online check imaging, which will go a long way toward retaining current and attracting new customers.

Our commercial customers will also enjoy the convenience of Remote Deposit Capture which allows them to scan checks at their business and transmit deposits securely online for faster posting to their account. Our new Positive Pay service helps businesses detect potential fraud, enabling them to electronically review and approve checks presented before they are paid.

## A Professional Team of Familiar Faces

A key employment strategy that has proven highly successful for Oak Valley is our practice of hiring key staff from within the communities we serve. We view every employee as an investment in the Bank's future and as a direct contributor to customer satisfaction. We also believe in promoting from within to encourage a long-career path with the Bank as an investment in our mutual success.

Most recently, we hired a whole new management team to launch our eagerly anticipated Stockton branch. Sourcing from the local community and from within our existing talent pool, we hired a branch manager, commercial real estate loan officer, a customer service manager, and the support staff to give this branch a great start in working with future customers immediately. We also expanded our Sonora and Eastern Sierra teams to better serve foothill and high sierra families and businesses, adding an area manager and commercial Ioan officer. Finally, we've established a team of investment representatives who will assist customers in meeting their financial goals by establishing and maintaining mutual funds, stocks, bonds and fixed and variable annuities to create a personalized investment portfolio.


## Selected Financial Data Five-Year Summary

(In thousands except for per share amounts)

| Year Ended December 31, | 2007 | 2006 | 2005 | 2004 | 2003 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | \$31,837 | \$28,695 | \$21,447 | \$16,346 | \$12,883 |
| Interest expense | 13,006 | 11,362 | 6,284 | 3,610 | 3,346 |
| Net interest income before | 18,831 | 17,333 | 15,163 | 12,736 | 9,538 |
| provisions for loan losses |  |  |  |  |  |
| Provision for loan losses | 555 | 595 | 705 | 938 | 655 |
| Net interest income | 18,276 | 16,738 | 14,458 | 11,798 | 8,883 |
| Total non-interest income | 2,198 | 1,689 | 1,313 | 1,452 | 1,734 |
| Total non-interest expense | 14,171 | 12,183 | 9,342 | 7,940 | 6,837 |
| Income taxes | 2,334 | 2,413 | 2,495 | 2,059 | 1,462 |
| Net earnings | 3,968 | 3,831 | 3,935 | 3,251 | 2,318 |
| Per share net earnings (basic) | 0.54 | 0.54 | 0.57 | 0.49 | 0.41 |
| Per share cash dividends declared | 0.190 | 0.190 | 0.250 | 0.290 | 0.275 |
| Cash dividends declared | 1,445 | 1,348 | 1,163 | 888 | 688 |
| Total assets | 454,403 | 455,213 | 382,122 | 313,063 | 240,498 |
| Total earning assets | 425,128 | 417,282 | 351,157 | 296,779 | 221,238 |
| Net loans | 382,264 | 372,819 | 312,787 | 254,035 | 184,319 |
| Federal funds sold | 3,805 | 2,640 | - | 5,000 | 4,000 |
| Investment securities | 33,373 | 36,249 | 33,049 | 33,284 | 28,690 |
| Total deposits | 377,348 | 378,530 | 329,080 | 249,043 | 199,629 |
| Non-interest bearing deposits | 68,151 | 56,339 | 42,423 | 25,954 | 20,787 |
| Interest bearing deposits | 309,197 | 322,191 | 286,656 | 223,089 | 178,842 |
| Total stockholder's equity | 42,640 | 34,424 | 31,038 | 28,245 | 17,998 |
| Weighted average common |  |  |  |  |  |
| shares outstanding | 7,364,681 | 7,062,841 | 6,946,285 | 6,657,413 | 5,620,869 |

## Selected ratios

Rate of return of average:

| Total assets | 0.89 | 0.93 | 1.10 |  |
| :--- | ---: | ---: | ---: | ---: |
| Total stockholder's equity | 10.22 | 11.64 | 1.16 | 12.59 |
| Efficiency Ratio | 66.65 | 64.12 | 13.18 | 55.90 |
| Net Interest Margin | 4.53 | 4.50 | 56.70 | 60.60 |



# Management's Discussion and Analysis of Financial Condition and Results of Operation 


#### Abstract

The following discussion and analysis is intended to provide greater details of our results of operations and financial condition and should be read in conjunction with the information under "Selected Financial Data" and our financial data included elsewhere in this document. Certain statements under this caption may constitute "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, which involve risks and uncertainties. Our actual results may differ significantly from the results discussed in any such forward-looking statements. Factors that might cause such a difference include, but are not limited to, economic conditions, competition in the geographic and business areas in which we conduct our operations, fluctuation in interest rates, credit quality and government regulation. We do not undertake, and specifically disclaim, any obligation to update any forward-looking statements to reflect occurrence or unanticipated events or circumstance after the date of such statements.


## Results of Operations

Net Earnings Net earnings were $\$ 3,968,408$ or $\$ 0.53$ per diluted share in 2007 , compared to $\$ 3,830,876$, or $\$ 0.52$ per diluted share in 2006 and $\$ 3,934,512$, or $\$ 0.54$ per diluted share in 2005, corresponding to return on average assets of 0.89 percent, 0.93 percent and 1.16 percent in 2007, 2006 and 2005, respectively.

The earnings increase of 3.6 percent in 2007, compared to 2006, was a function of increased net interest income of $\$ 1,497,147$ due to average loan growth of 10.5 percent and noninterest income growth of $\$ 508,820$. This income growth was offset by an increase in operating expenses of $\$ 1,986,935$ as a result of costs associated with new facilities and increased personnel necessary to service and support the Bank's continued expansion.

The earnings decrease of 2.6 percent in 2006, compared to 2005 , was a function of increased operating expenses of $\$ 2,842,222$ as a result of costs associated with new facilities and increased personnel necessary to service and support the Bank's continued expansion. These increased operating expenses were offset by an increase in net interest income of $\$ 2,170,454$ due to average loan growth of 24.9 percent and non-interest income growth of $\$ 375,632$.

Net Interest Income The Bank's primary source of revenue is net interest income, representing the difference between interest income generated from interest earning assets and interest expense on interest bearing liabilities. Net interest income is impacted by changes in the volume and mix of earning assets and interest bearing liabilities, and changes in interest rates. Net interest income was $\$ 18,830,601, \$ 17,333,454$ and $\$ 15,163,000$ in 2007, 2006 and 2005, respectively, representing increases of $\$ 1,497,147$ or 8.6 percent in 2007, $\$ 2,170,454$ or 14.3 percent in 2006 and $\$ 2,426,591$ or 19.1 percent in 2005.

Interest income increased by $\$ 3,141,599$ in 2007 compared to 2006. This increase corresponds to the combined impact of increasing earning assets and increasing interest rates. Average earning assets increased by $\$ 33,763,184$, resulting in an increase
to income of $\$ 2,511,543$. The yield on earning assets increased by 15 basis points ( 100 basis points is equal to 1 percent), resulting in an additional increase to income of $\$ 630,056$. Interest income increased by $\$ 7,248,626$ in 2006 compared to 2005. This increase corresponds to the combined impact of increasing earning assets and increasing interest rates. Average earning assets increased by $\$ 68,539,037$, resulting in an increase to income of $\$ 4,633,837$. The yield on earning assets increased by 68 basis points (100 basis points is equal to 1 percent), resulting in an additional increase to income of $\$ 2,614,789$.

Interest expense increased by $\$ 1,644,452$ in 2007 compared to 2006. This increase corresponds to the combined effect of increasing interest-bearing liabilities and increasing interest rates. Average interest-bearing liabilities increased by $\$ 17,894,724$, resulting in an increase in expense of $\$ 620,687$. An increase in rates paid of 30 basis points resulted in an increase in expense of $\$ 1,023,765$. Interest expense increased by $\$ 5,078,172$ in 2006 compared to 2005. This increase corresponds to the combined effect of increasing interest-bearing liabilities and increasing interest rates. Average interest-bearing liabilities increased by $\$ 55,025,058$, resulting in an increase in expense of $\$ 1,268,657$. An increase in rates paid of 116 basis points resulted in an increase in expense of $\$ 3,809,515$.


## Management's Discussion and Analysis of Financial Condition and Results of Operation

Provision for Loan Losses The adequacy of the allowance for loan losses is based upon periodic review of the loan portfolio by management. Economic factors, loan portfolio composition, industry strength, and management's estimates of losses inherent in the portfolio are some of the factors which are taken into consideration. Loans are charged against the allowance for loan losses when classified as a loss by management or by regulatory agencies governing the Bank. Additionally any loan, which is doubtful, is charged off to the extent that it exceeds the fair value of the collateral. With the assistance of outside independent experts management reviewed its loan portfolio in 2007 and expended $\$ 555,000$ to the allowance for possible losses. Loans totaling $\$ 401,510$ were charged off, partially offset by $\$ 4,275$ in recoveries, during the period. During 2007, the allowance corresponding to off balance sheet commitments in the amount of \$7,926 was reclassified from other liabilities to the allowance for loan losses pursuant to SFAS No. 5 and SFAS No. 114. This left a balance of $\$ 4,506,753$ or 1.16 percent of gross loans outstanding at December 31, 2007, compared to $\$ 4,341,062$ or 1.15 percent at December 31, 2006. Loans totaling $\$ 14,922$ were charged off, partially offset by $\$ 2,287$ in recoveries, during 2006. Loans totaling $\$ 903$ were charged off, partially offset by $\$ 200$ in recoveries, during 2005. At this time, management considers the allowance for possible loan losses to be adequate.

Total Non-interest Income Total non-interest income was $\$ 2,197,609, \$ 1,688,789$ and $\$ 1,313,157$ in 2007, 2006 and 2005, respectively. The increase in non-interest income of $\$ 508,820$ or 30.1 percent in 2007 compared to 2006 is primarily attributable to service charge income on deposit accounts, including nonsufficient funds charges, of $\$ 1,090,125$, comprising 49.6 percent of total non-interest income. Total service charge income increased $\$ 224,580$ or 25.9 percent over 2006. Residential mort-


gage commission income comprised 8.9 percent of total noninterest income and totaled \$194,975 for the year, representing a $\$ 50,698$ or 20.6 percent decrease over 2006. Income from point-of-sale commissions comprised 8.7 percent of total noninterest income and totaled \$190,862 for the year, representing a $\$ 77,335$ or 68.1 percent increase over 2006. Earnings on the cash surrender value of life insurance comprised 8.0 percent of total non-interest income and totaled \$175,168 for the year, representing a $\$ 7,230$ or 4.3 percent increase over 2006. Dividend income corresponding to Federal Reserve Bank and Federal Home Loan Bank stocks held by the Bank comprised 7.4 percent of total non-interest income and totaled \$162,571 for the year, representing a $\$ 33,552$ or 26.0 percent increase over 2006.

Total Non-interest Expense Total non-interest expense increased by $\$ 1,986,935$ to $\$ 14,170,802$ in 2007. The increase in 2007 followed an increase of $\$ 2,842,222$ in 2006 and an increase of $\$ 1,433,232$ in 2005. In 2007, increases in salaries and employee benefits totaled $\$ 1,001,375$ or 13.2 percent, net occupancy expense increased by $\$ 431,004$ or 24.6 percent, data processing fees increased by $\$ 57,242$ or 11.8 percent and other operating expenses increased by $\$ 497,315$ or 21.0 percent. The increases during the past three years were the result of additional facilities and corresponding branch personnel, as well as continued additions to the Bank's administrative and support personnel, positioning the Bank for continued growth. These increased operating expenses associated with the new facilities resulted in an increased efficiency ratio of 66.7 percent in 2007 as compared to 64.1 percent in 2006 and 56.7 percent in 2005. The efficiency ratio is computed by dividing total operating expenses by net interest income and other income. An increase in the efficiency ratio indicates that more resources are being utilized to generate the same (or greater) volume of income
while a decrease would indicate a more efficient allocation of resources.

Income Taxes The Banks effective income tax rate was 37.0 percent in 2007 as compared to 38.6 percent and 38.8 percent in 2006 and 2005, respectively. The bank has taken advantage of certain tax benefits associated with California Enterprise Zones, which aim to promote business in certain geographic zones throughout California. At December 31, 2007, the bank had 3 branches located within these zones that qualify for hiring tax credits for certain new employees and a sales tax credit on purchases of certain equipment. Interest and fee income on loans the bank makes to businesses within these enterprise zones is considered tax-exempt. In addition, the bank made an investment in a private limited partnership that acquires affordable housing properties in California that generate low income housing tax credits.

Asset Quality Management is constantly aware of the need for maintaining high credit standards. The Bank continues to generate loans primarily within the geographic market area of Stanislaus, Tuolumne, San Joaquin, Mono and Inyo counties. The principal industries are agriculture, commercial business and commercial real estate. The economic diversity of the target market has enabled the Bank to avoid activities, which have proven risky to other financial institutions in recent years.

The performance of loans is evaluated primarily on the basis of a thorough review of each relationship over a period of time and the judgment of senior officers as to the borrower's ability to continue the repayment terms of the loans. On a semi-annual basis, management employs an independent credit expert who evaluates the loan portfolio with a special emphasis on new credits and potentially troubled loans. At December 31, 2007, the Bank had loans totaling $\$ 9,087,462$ on non-accrual status which were the only loans contractually past due 90 days or more.

Total loans classified for regulatory purposes were $\$ 21,846,200$ at December 31, 2007, $\$ 9,533,724$ at December 31, 2006 and $\$ 7,589,021$ at December 31, 2005. Of the total classified loans, \$13,703,995, \$3,286,912 and \$3,535,923 were classified as substandard as of December 31, 2007, 2006 and 2005, respectively.

## Liquidity and Asset/Liability Management

Liquidity The objective of our liquidity management is to maintain our ability to meet the day-to-day cash flow requirements of our customers who either wish to withdraw funds or require
funds to meet their credit needs. We must manage our liquidity position to allow the Bank to meet the needs of its customers while maintaining an appropriate balance between assets and liabilities to meet the return on investment expectations of our shareholders. We monitor the sources and uses of funds on a daily basis to maintain an acceptable liquidity position. In addition to liquidity from core deposits and repayments and maturities of loans and securities, the Bank has access to the brokered deposit market, the ability to sell securities, obtain FHLB advances or purchase overnight Federal Funds.

Net Cash flows from operating activities reflected a net disbursement of $\$ 2,185,656$ in 2007, compared to a positive cash flow of \$8,110,951 and \$5,973,109 in 2006 and 2005, respectively. Cash used by investing activities totaled \$11,504,395 in 2007, $\$ 64,101,506$ in 2006 and $\$ 61,602,926$ in 2005. The large investing cash flows reflect the significant loan activity during the past three years. Net cash provided by financing activities totaled $\$ 73,825$ in 2007, $\$ 63,309,000$ in 2006 and $\$ 63,832,556$ in 2005. Of the financing activities, deposit erosion accounted for a decrease of $\$ 1,182,529$ in 2007 as compared to deposit generation resulting in cash flows of $\$ 49,450,752$ in 2006 and $\$ 80,036,686$ in 2005.

Interest Rate Sensitivity The operating income and net income of the Bank depend to a substantial extent on rate differentials, or the difference between the income the Bank receives from loans, securities and other earning assets, and the interest expense it pays on deposits and other liabilities.

The interest rate sensitivity of the Bank is measured over time and is based on the Bank's ability to reprice its assets and liabilities. The overall goal is to manage interest rate sensitivity so that movements in interest rates do not adversely affect net interest income. Interest rate risk is measured as the potential volatility to net interest income caused by changes in market interest rates. Sensitivity simulations are used to estimate the impact on net interest income of numerous interest rate scenarios, balance sheet trends and strategies. Net interest income risk is measured based on rate shocks over different time horizons versus a current stable interest rate environment. Assumptions used in these calculations are similar to those used in corporate planning and forecasting processes. Estimated net interest at risk over the subsequent year from December 31, 2007 resulting from a 100 basis point increase in interest rates was a positive 2.44 percent, while a 100 basis point decrease in interest rates resulted in a negative 3.07 percent impact on net interest income.

## 2007 AnNuAL REPORT OAK VALLEY COMMUNITY BANK

## Balance Sheets

| DECEMBER 31, | $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 6}$ |
| :--- | ---: | ---: |
| ASSETS |  |  |
| Cash and due from banks | $\mathbf{1 0 , 3 9 7 , 9 5 1}$ | $\mathbf{2 5 , 1 7 9 , 1 7 7}$ |
| Federal funds sold | $3,805,000$ | $2,640,000$ |
| Cash and cash equivalents | $14,202,951$ | $27,819,177$ |
| Securities available for sale | $33,372,624$ | $36,248,824$ |
| Loans, net | $382,264,026$ | $372,819,289$ |
| Bank premises and equipment, net | $10,108,620$ | $5,512,739$ |
| Accrued interest and other assets | $14,455,155$ | $12,813,453$ |

$\$ 454,403,376 \quad \$ 455,213,482$

## LIABILITIES AND SHAREHOLDERS' EQUITY

| Deposits | \$ | 377,347,776 | \$ | 378,530,305 |
| :---: | :---: | :---: | :---: | :---: |
| Accrued interest and other liabilities |  | 3,415,594 |  | 8,658,919 |
| FHLB advances |  | 31,000,000 |  | 33,600,000 |
| Total liabilities |  | 411,763,370 |  | 420,789,224 |
| Commitments and contingencies (Notes 13 and 14) |  |  |  |  |
| Shareholders'equity |  |  |  |  |
| Preferred stock, no par value; 10,000,000 shares authorized, none issued or outstanding |  | - |  |  |
| Common stock, no par value; 10,000,000 shares authorized and 7,607,780 shares and 7,103,243 shares issued and outstanding at |  |  |  |  |
| December 31, 2007 and 2006, respectively |  | 22,843,171 |  | 17,648,475 |
| Additional paid-in capital |  | 1,748,380 |  | 1,502,004 |
| Retained earnings |  | 18,002,262 |  | 15,478,551 |
| Accumulated other comprehensive income (loss), net of tax |  | 46,193 |  | $(204,772)$ |
| Total shareholders' equity |  | 42,640,006 |  | 34,424,258 |
|  | \$ | 454,403,376 | \$ | 455,213,482 |


| YEAR ENDED DECEMBER 31, | 2007 |  | 2006 |  | 2005 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| INTEREST INCOME |  |  |  |  |  |  |
| Interest and fees on loans | \$ | 30,132,688 | \$ | 26,946,158 | \$ | 19,884,820 |
| Interest on securities available for sale |  | 1,541,034 |  | 1,622,746 |  | 1,412,104 |
| Interest on federal funds sold |  | 159,163 |  | 124,106 |  | 147,793 |
| Interest on deposits with banks |  | 4,203 |  | 2,479 |  | 2,146 |
|  |  | 31,837,088 |  | 28,695,489 |  | 21,446,863 |
| INTEREST EXPENSE |  |  |  |  |  |  |
| Deposits |  | 11,227,565 |  | 10,634,843 |  | 5,717,901 |
| FHLB advances |  | 1,730,636 |  | 670,933 |  | 554,424 |
| Federal funds purchased |  | 48,286 |  | 56,259 |  | 11,538 |
|  |  | 13,006,487 |  | 11,362,035 |  | 6,283,863 |
| Net interest income |  | 18,830,601 |  | 17,333,454 |  | 15,163,000 |
| PROVISION FOR LOAN LOSSES |  | 555,000 |  | 595,000 |  | 705,000 |
| Net interest income after provision for loan losses |  | 18,275,601 |  | 16,738,454 |  | 14,458,000 |
| OTHER INCOME |  |  |  |  |  |  |
| Service charges on deposits |  | 1,090,125 |  | 865,545 |  | 631,101 |
| Earnings on cash surrender value of life insurance |  | 175,168 |  | 167,938 |  | 163,475 |
| Mortgage commissions |  | 194,975 |  | 245,673 |  | 229,776 |
| Other |  | 737,341 |  | 409,633 |  | 288,805 |
|  |  | 2,197,609 |  | 1,688,789 |  | 1,313,157 |
| OTHER EXPENSES |  |  |  |  |  |  |
| Salaries and employee benefits |  | 8,586,098 |  | 7,584,724 |  | 5,804,696 |
| Occupancy expenses |  | 2,180,524 |  | 1,749,520 |  | 1,173,472 |
| Data processing fees |  | 541,556 |  | 484,314 |  | 452,720 |
| Telephone expenses |  | 253,500 |  | 223,824 |  | 181,220 |
| Other operating expenses |  | 2,609,124 |  | 2,141,485 |  | 1,729,537 |
|  |  | 14,170,802 |  | 12,183,867 |  | 9,341,645 |
| Earnings before provision for income taxes |  | 6,302,408 |  | 6,243,376 |  | 6,429,512 |
| PROVISION FOR INCOME TAXES |  | 2,334,000 |  | 2,412,500 |  | 2,495,000 |
| Net Earnings | \$ | 3,968,408 | \$ | 3,830,876 | \$ | 3,934,512 |
| Net Earnings Per Share | \$ | 0.54 | \$ | 0.54 | \$ | 0.57 |
| Net Earnings Per Share - assuming dilution | \$ | 0.53 | \$ | 0.52 | \$ | 0.54 |

## 2007 AnNuAL REPORT OAK VALLEY COMMUNITY BANK

## Statement of Shareholders' Equity <br> (December 31, 2007, 2006, and 2005)

## YEARS ENDED DECEMBER 31, 2007, 2006 AND 2005

|  | SHARES | n stock AMOUNT | ADDItional PAID-IN CAPITAL | RETAINED EARNINGS | COMPREHENSIVE INCOME |  | ACCUMULATED OTHER COMPREHENSIVE INCOME | TOTAL SHAREHOLDERS' EQUITY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balances, January 1, 2005 | 4,592,967 | \$16,873,582 | \$1,076,704 | \$10,228,008 |  | \$ | 66,818 | \$28,245,112 |
| Stock options exercised | 65,849 | 325,219 | - | - |  |  | - | 325,219 |
| Tax benefit of stock options exercised | - | - | 135,822 | - |  |  | - | 135,822 |
| Cash dividends (\$0.25 per share) | - | - | - | $(1,163,092)$ |  |  | - | $(1,163,092)$ |
| Three-for-two stock split | 2,329,271 | - | - | $(2,079)$ |  |  | - | $(2,079)$ |
| Comprehensive income <br> Net changes in unrealized loss on available-for-sale securities (net of income tax benefit of $\$ 284,504$ ) | - | - | - | - | \$ $(437,587)$ |  | $(437,587)$ | $(437,587)$ |
| Net earnings | - | - | - | 3,934,512 | 3,934,512 |  | - | 3,934,512 |
| Comprehensive income |  |  |  |  | \$3,496,925 |  |  |  |
| Balances, December 31, 2005 | 6,988,087 | 17,198,801 | 1,212,526 | 12,997,349 |  |  | $(370,769)$ | 31,037,907 |
| Stock options exercised | 115,156 | 449,674 | - | - |  |  | - | 449,674 |
| Tax benefit of stock options exercised | - | - | 158,248 | - |  |  | - | 158,248 |
| Cash dividends (\$0.19 per share) | - | - | - | $(1,347,526)$ |  |  | - | $(1,347,526)$ |
| Cash paid for fractional shares related to stock split effective December 31, 2006 | - | - | - | $(2,148)$ |  |  | - | $(2,148)$ |
| Stock-based compensation | - | - | 131,230 | - |  |  | - | 131,230 |
| Comprehensive income <br> Net changes in unrealized gain onavailable-for-sale securities (net of income tax of $\$ 107,926$ ) | - | - | - | - | \$ 165,997 |  | 165,997 | 165,997 |
| Net earnings | - | - | - | 3,830,876 | 3,830,876 |  | - | 3,830,876 |
| Comprehensive income |  |  |  |  | \$3,996,873 |  |  |  |
| Balances, December 31, 2006 | 7,103,243 | \$17,648,475 | \$1,502,004 | \$15,478,551 |  | \$ | $(204,772)$ | \$34,424,258 |
| Stock offering | 456,431 | \$ 5,020,739 | - | - |  |  | - | \$ 5,020,739 |
| Stock offering expense | - | $(25,000)$ | - | - |  |  | - | $(25,000)$ |
| Stock options exercised | 48,106 | 198,957 | - | - |  |  | - | 198,957 |
| Tax benefit of stock options exercised | - | - | 116,303 | - |  |  | - | 116,303 |
| Cash dividends (\$0.19 per share) | - | - | - | $(1,444,697)$ |  |  | - | $(1,444,697)$ |
| Stock based compensation | - | - | 130,073 | - |  |  | - | 130,073 |
| Comprehensive income <br> Net changes in unrealized gain on available-for-sale securities (net of income tax expenses of $\$ 163,169$ ) | - | - | - | - | \$ 250,965 |  | 250,965 | 250,965 |
| Net earnings | - | - | - | 3,968,408 | 3,968,408 |  | - | 3,968,408 |
| Comprehensive income |  |  |  |  | \$4,219,373 |  |  |  |
| Balances, December 31, 2007 | 7,607,780 | \$22,843,171 | \$1,748,380 | \$18,002,262 |  | \$ | 46,193 | \$42,640,006 |


| YEAR ENDED DECEMBER 31, | 2007 |  | 2006 |  | 2005 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CASH FLOWS FROM OPERATING ACTIVITIES: |  |  |  |  |  |  |
| Net earnings | \$ | 3,968,408 | \$ | 3,830,876 | \$ | 3,934,512 |
| Adjustments to reconcile net earnings to net cash from operating activities: |  |  |  |  |  |  |
| Provision for loan losses |  | 555,000 |  | 595,000 |  | 705,000 |
| Depreciation, amortization, and accretion, net |  | 986,559 |  | 893,467 |  | 870,969 |
| Stock-based compensation expense |  | 130,073 |  | 131,230 |  | - |
| Excess tax benefits from stock-based |  |  |  |  |  |  |
| payment arrangements |  | $(106,355)$ |  | $(158,248)$ |  | - |
| Gain on sale of premises and equipment |  | $(14,400)$ |  | - |  | - |
| Decrease (increase) in accrued interest receivable |  | 7,062 |  | $(375,155)$ |  | $(399,409)$ |
| (Decrease) increase in accrued interest |  |  |  |  |  |  |
| payable and other liabilities |  | $(5,127,022)$ |  | 5,654,234 |  | 1,729,285 |
| Increase in other assets |  | $(2,584,981)$ |  | $(2,460,453)$ |  | $(867,248)$ |
| Net cash from operating activities |  | $(2,185,656)$ |  | 8,110,951 |  | 5,973,109 |
| CASH FLOWS FROM INVESTING ACTIVITIES: |  |  |  |  |  |  |
| Purchases of securities available for sale |  | $(19,190,393)$ |  | $(11,444,591)$ |  | $(11,261,641)$ |
| Proceeds from maturities, calls, and principal |  |  |  |  |  |  |
| paydowns of securities available for sale |  | 22,516,909 |  | 8,392,263 |  | 10,410,324 |
| Net increase in loans |  | $(9,999,737)$ |  | $(60,627,165)$ |  | (59,457,082) |
| Proceeds from sales of premises and equipment |  | 14,400 |  | - - |  | - |
| Net purchases of premises and equipment |  | $(4,845,574)$ |  | $(422,013)$ |  | $(1,294,527)$ |
| Net cash from investing activities |  | $(11,504,395)$ |  | $(64,101,506)$ |  | $(61,602,926)$ |
| CASH FLOWS FROM FINANCING ACTIVITIES: |  |  |  |  |  |  |
| FHLB advanced funds |  | 129,174,400 |  | 82,600,000 |  | 33,600,000 |
| FHLB payments |  | $(131,774,400)$ |  | $(68,000,000)$ |  | $(49,100,000)$ |
| Dividends paid |  | $(1,444,697)$ |  | $(1,347,526)$ |  | $(1,165,171)$ |
| Net increase in demand deposits and |  |  |  |  |  |  |
| savings accounts |  | 32,607,147 |  | 37,539,038 |  | 61,227,787 |
| Net (decrease) increase in time deposits |  | $(33,789,676)$ |  | 11,911,714 |  | 18,808,899 |
| Excess tax benefits from stock-based |  |  |  |  |  |  |
| payment arrangements |  | 106,355 |  | 158,248 |  | 135,822 |
| Cash paid for fractional shares related to 3:2 stock split |  | - |  | $(2,148)$ |  | - |
| Proceeds from sale of common stock and exercise of stock options |  | 5,194,696 |  | 449,674 |  | 325,219 |
| Net cash from financing activities |  | 73,825 |  | 63,309,000 |  | 63,832,556 |
| Net (Decrease) Increase in Cash and Cash Equivalents |  | $(13,616,226)$ |  | 7,318,445 |  | 8,202,739 |
| Cash and Cash Equivalents, beginning of year |  | 27,819,177 |  | 20,500,732 |  | 12,297,993 |
| Cash and Cash Equivalents, end of year | \$ | 14,202,951 | \$ | 27,819,177 | \$ | 20,500,732 |

## Supplemental Disclosures of Cash Flow Information:

Cash paid during the year for:

| Interest | $\$$ | $13,341,328$ | $\$$ | $11,034,128$ | 4 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Income taxes | $\$$ | $2,461,000$ | $\$$ | $2,685,983$ | $4,947,583$ |

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## Notes to Financial Statements <br> December 31, 2007, 2006, and 2005

## Note 1-Summary of Accounting Policies

A summary of the significant accounting policies applied in the preparation of the accompanying financial statements follows.

Oak Valley Community Bank (the "Bank") is a California State chartered bank. The Bank was incorporated under the laws of the state of California on May 31, 1990, and began operations in Oakdale on May 28, 1991. The Bank operates branches in Oakdale, Sonora, Bridgeport, Bishop, Mammoth Lakes, Modesto, Patterson, Turlock, Ripon, Stockton, and Escalon, California. The Bridgeport, Mammoth Lakes, and Bishop branches operate as a separate division, Eastern Sierra Community Bank. The Bank's primary source of revenue is providing loans to customers who are predominantly middle-market businesses.

In preparing financial statements in conformity with accounting principles generally accepted in the United States of America, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements and revenues and expenses during the reporting period. Actual results could differ from those estimates.

Stock Offering—During 2007, the Bank facilitated a stock offering in an effort to raise additional capital. The stock was first offered to existing shareholders between May 14, 2007 through June 15, 2007. Subsequently, the offering was extended to the public between June 16, 2007 through July 16, 2007. Common stock of the Bank was offered at $\$ 11$ per share to all investors. As a result of the offering, the Bank raised \$4,995,739 in capital, net of offering expenses of $\$ 25,000$. Additionally, 456,431 in additional common shares of the Bank were issued as a result of the offering.

Cash and cash equivalents-The Bank has defined cash and cash equivalents to include cash, due from banks, certificates of deposit with maturities of three months or less, and federal funds sold. Generally, federal funds are sold for one-day periods. At times throughout the year, balances can exceed FDIC insurance limits. Management believes the risk of loss is remote as these amounts are held by major financial institutions.

Fair values of financial instruments-The financial statements include various estimated fair value information as of December 31, 2007 and 2006. Such information, which pertains to the Bank's financial instruments, does not purport to represent the aggregate net fair value of the Bank. Further, the fair value estimates are based on various assumptions, methodologies, and subjective considerations, which vary widely among different financial institutions and which are subject to change. The following methods and assumptions are used by the Bank.

Cash and cash equivalents-The carrying amounts of cash and cash equivalents approximate their fair value.

Securities (including mortgage-backed securities) -Fair values for securities are based on quoted market prices, where available. If quoted market prices are not available, fair values are based on quoted market prices of comparable instruments.

Loans receivable-For variable-rate loans that reprice frequently and have no significant change in credit risk, fair values are based on carrying values. The fair values for other loans (e.g., real estate construction and mortgage, commercial, and installment loans) are estimated using discounted cash flow analyses, using interest rates currently being offered for loans with similar terms to borrowers of similar credit quality.

Deposit liabilities-The fair values estimated for demand deposits (interest and non-interest checking, passbook savings, and certain types of money market accounts) are, by definition, equal to the amount payable on demand at the reporting date (i.e. their carrying amounts). The carrying amounts for variable-rate, fixed-term money market accounts and certificates of deposit approximate their fair values at the reporting date. Fair values for fixed-rate certificates of deposit are estimated using a discounted cash flow calculation that applies interest rates currently
being offered on certificates to a schedule of the aggregate expected monthly maturities on time deposits.

Federal Home Loan Bank (FHLB) advances-Rates currently available to the Bank for borrowings with similar terms and remaining maturities are used to estimate the fair value of the existing debt.

Accrued interest-The carrying amounts of accrued interest approximate their fair value.

Off-balance-sheet instruments-Fair values for the Bank's off-balancesheet lending commitments are based on fees currently charged to enter into similar agreements, taking into account the remaining terms of the agreements and the credit standing of the counterparties.

Securities available for sale-Available-for-sale securities consist of bonds, notes, and debentures not classified as trading securities or held-to-maturity securities. Available-for-sale securities with unrealized holding gains and losses, net of tax, are reported as a net amount in a separate component of shareholders' equity, accumulated other comprehensive income, until realized. Gains and losses on the sale of available-for-sale securities are determined using the specific identification method. The amortization of premiums and accretion of discounts are recognized as adjustments to interest income over the period to maturity.

Investments with fair values that are less than amortized cost are considered impaired. Impairment may result from either a decline in the financial condition of the issuing entity or, in the case of fixed interest rate investments, from rising interest rates. At each financial statement date, management assesses each investment to determine if impaired investments are temporarily impaired or if the impairment is other than temporary based on the positive and negative evidence available. Evidence evaluated includes, but is not limited to, industry analyst reports, credit market conditions, and interest rate trends. If negative evidence outweighs positive evidence that the carrying amount is recoverable within a reasonable period of time, the impairment is deemed to be other than temporary and the security is written down in the period in which such determination is made.

Loans and allowance for loan losses-Loans are reported at the principal amount outstanding, net of unearned income, deferred loan fees, and the allowance for loan losses. Unearned discounts on installment loans are recognized as income over the terms of the loans. Interest on other loans is calculated by using the simple interest method on the daily balance of the principal amount outstanding.

Loan fees net of certain direct costs of origination, which represent an adjustment to interest yield, are deferred and amortized over the contractual term of the loan.

Loans on which the accrual of interest has been discontinued are designated as non-accrual loans. Accrual of interest on loans is discontinued either when reasonable doubt exists as to the full and timely collection of interest or principal or when a loan becomes contractually past due by ninety days or more with respect to interest or principal. When a loan is placed on non-accrual status, all interest previously accrued, but not collected, is reversed against current period interest income. Income on such loans is then recognized only to the extent that cash is received and where the future collection of principal is probable. Interest accruals are resumed on such loans only when they are brought fully current with respect to interest and principal and when, in the judgment of management, the loans are estimated to be fully collectible as to both principal and interest.

The allowance for loan losses is established through a provision for loan losses charged to operations. Loans are charged against the allowance for loan losses when management believes that the collectibility of the principal is unlikely. Subsequent recoveries of previously charged off amounts, if any, are credited to the allowance.

The allowance for loan losses is evaluated on a regular basis by management and is based on management's periodic review of the
collectibility of the loans in light of historical experience, the nature and volume of the loan portfolio, adverse situations that may affect the borrower's ability to repay, estimated value of any underlying collateral, and prevailing economic conditions. This evaluation is inherently subjective as it requires estimates that are susceptible to significant revision as more information becomes available.

The allowance consists of specific, general, and unallocated components. The specific component relates to loans that are classified as impaired. Impaired loans, as defined, are measured based on the present value of expected future cash flows discounted the toan's effective interest rate or the fair value of the collateral if the loan is collateral dependent. The general component relates to non-impaired loans and is based on historical loss experience adjusted for qualitative factors. An unallocated component is maintained to cover uncertainties that could affect management's estimate of probable losses. The unallocated component of the allowance reflects the margin of imprecision inherent in the underlying assumptions used in the methodologies for estimating specific and general losses in the portfolio.

The Bank considers a loan impaired when it is probable that all amounts of principal and interest due, according to the contractual terms of the loan agreement, will not be collected, which is the same criteria used for the transfer of loans to non-accrual status. Interest income is recognized on impaired loans in the same manner as non-accrual loans. 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.

Premises and equipment-Premises and equipment are stated at cost less accumulated depreciation and amortization. Depreciation and amortization are provided for in amounts sufficient to relate the cost of depreciable assets to operations over their estimated service lives using the straight-line basis. The estimated lives used in determining depreciation are:

| Building | 31.5 years |
| :--- | ---: |
| Equipment | $3-12$ years |
| Furniture and fixtures | $3-7$ years |
| Leasehold improvements | $5-15$ years |
| Automobiles | $3-5$ years |

Leasehold improvements are amortized over the lesser of the useful life of the asset or the remaining term of the lease. The straight-line method of depreciation is followed for all assets for financial reporting purposes, but accelerated methods are used for tax purposes. Deferred income taxes have been provided for the resulting temporary differences.

Income taxes—Deferred income taxes are provided for the temporary differences between the financial reporting basis and the tax basis of the Bank's assets and liabilities. Deferred tax assets and liabilities are reflected at currently enacted income tax rates applicable to the period in which the deferred tax assets or liabilities are expected to be realized or settled using the liability method. As changes in tax laws or rates are enacted, deferred tax assets and liabilities are adjusted through the provision for income taxes.

The Bank adopted the provisions of FASB Interpretation No. 48, Accounting for Uncertainty in Income Taxes, on January 1, 2007. The Bank had no unrecognized tax benefits which would require an adjustment to the

January 1, 2007 beginning balance of retained earnings. The Bank had no unrecognized tax benefits at January 1, 2007 and at December 31, 2007.

The Bank recognizes interest accrued and penalties related to unrecognized tax benefits in tax expense. During the years ended December 31, 2007 and 2006 the Bank recognized no interest and penalties.

The Bank files income tax returns in the U.S. federal jurisdiction, and various states. With few exceptions, the Bank is no longer subject to U.S. federal or state/local income tax examinations by tax authorities for years before 2004.

Transfers of financial assets-Transfers of financial assets 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 Bank, (2) the transferee obtains the right (free of conditions that contain it from taking advantage of that right) to pledge or exchange the transferred assets, and (3) the Bank does not maintain effective control over the transferred assets through an agreement to repurchase them before their maturity.

Advertising costs—The Bank expenses marketing costs as they are incurred. Advertising expense was \$119,000, \$133,000, and \$108,000 for the years ended December 31, 2007, 2006, and 2005, respectively.

Comprehensive income-Comprehensive income is comprised of net income and other comprehensive income. Other comprehensive income includes items previously recorded directly to equity, such as unrealized gains and losses on securities available for sale. Comprehensive income is presented in the statement of shareholders' equity. For the years ended December 31, 2007, 2006, and 2005, no amounts were reclassified out of comprehensive income into earnings.

Investment in limited partnership—During 2007, the Bank acquired limited interests in a private limited partnership that acquires affordable housing properties in California that generate Low Income Housing Tax Credits under Section 42 of the Internal Revenue Code of 1986, as amended. The Bank's limited partnership investment is accounted for under the equity method. The Bank's noninterest expense associated with the utilization of these tax credits for the year ended December 31, 2007 was $\$ 54,308$. The limited partnership investment is expected to generate a total tax benefit of approximately $\$ 1.16$ million over the life of the investment from the combination of tax credits and deductions on non interest expense. The tax credits expire between 2009 and 2022. It's expected that a tax benefit of $\$ 72,000$ will be utilized for income tax purposes for the year ended December 31, 2007. The recorded investment in limited partnerships totaled $\$ 377,790$ at December 31, 2007, and is reflected as a component of accrued interest and other assets on the balance sheets.

Stock based compensation—Effective January 1, 2006, the Bank adopted the provisions of Statement of Financial Accounting Standards ("SFAS") No. 123R, Share Based Payments, a revision to the previously issued guidance on accounting for stock options and other forms of equity-based compensation. SFAS No. 123 R requires companies to recognize in the income statement the grant-date fair value of stock options and other equity-based forms of compensation issued to employees over the employees'requisite service period (generally the vesting period). Prior to January 1, 2006, the Bank accounted for share-based compensation to employees under the intrinsic value method prescribed in Accounting Principles Board ("APB") Opinion No. 25, Accounting for Stock Issued to Employees, which recognizes compensation cost to the extent of the difference between the quoted market price of the stock at the date of grant and the amount an employee must pay to acquire the stock. The Bank also followed the disclosure requirements of SFAS No. 123, Accounting for Stock-Based Compensation, as amended by SFAS No. 148, Accounting for Stock-Based Compensation-Transition and Disclosure.

The Bank has adopted SFAS No. 123R using the modified prospective method which means that the unvested portion of previously granted awards and any awards that are granted or modified after the date of adoption will be

## Notes to Financial Statements

December 31, 2007, 2006, and 2005
measured and accounted for under the provisions of SFAS No. 123R. Accordingly, financial statement amounts for prior periods presented have not been restated to reflect the fair value method of recognizing compensation cost relating to stock options. The Bank will continue to use straight-line recognition of expenses for awards with graded vesting.

The following table illustrates the effect on net earnings and earnings per share if the Bank had applied the fair value recognition provisions of SFAS No. 123 to stock-based employee compensation for 2005.

| DECEMBER 31, | 2005 |
| :--- | :---: |
| Net earnings, as reported | $\$ 3,934,512$ |
| Deduct: Total stock-based employee <br> compensation expense determined <br> under fair value based method for all <br> awards, net of related tax effects |  |
| Pro forma net earnings | $\$ 3,770,039$ |
| Basic earnings per share |  |
| As reported | $\$$ |
| Pro forma | $\$ 0.57$ |
| Diluted earnings per share | 0.54 |
| As reported | $\$$ |
| Pro forma | 0.54 |

The fair value of each option grant is estimated as of the grant date using an option-pricing model with the assumptions noted in the following table. The Bank implemented a binomial pricing model for all grants subsequent to 2005 and utilized a Black-Scholes pricing model for all periods prior to 2006. Expected volatility is based on the historical volatility of the price of the Bank's stock. The Bank uses historical data to estimate option exercise and stock option forfeiture rates within the valuation model. The expected term of options granted for the binomial model is derived from applying a historical suboptimal exercise factor to the contractual term of the grant. For binomial pricing, the risk-free rate for periods is equal to the U.S. Treasury yield at the time of grant and commensurate with the contractual term of the grant.

The fair value of each option is estimated on the date of grant using an options pricing model with the following weighted average assumptions:

|  | YEAR ENDED DECEMBER 31, |  |  |
| :--- | :---: | :---: | :---: |
|  | 2007 | 2006 | 2005 |
| Pricing model | Binomial | Binomial | Black-Scholes |
| Dividend yield | $1.73 \%$ | $1.35 \%$ | $1.30 \%$ |
| Expected volatility | $36.33 \%$ | $35.11 \%$ | $25.00 \%$ |
| Risk-free interest rate | $4.79 \%$ | $4.84 \%$ | $4.44 \%$ |
| Expected option term | 7.25 years | 5.0 years | 7.5 years |
| Stock-based compensation <br> recorded | $\$ 130,073$ | $\$ 131,230$ | $\$$ |

Reclassifications - Certain prior year amounts have been reclassified to conform to the current year presentation.

## Note 2-Cash and Due from Banks

Cash and due from banks includes balances with the Federal Reserve Bank and other correspondent banks. The Bank is required to maintain specified reserves by the Federal Reserve Bank. The average reserve requirements are based on a percentage of the Bank's deposit liabilities. In addition, the Federal Reserve Bank requires the Bank to maintain a certain minimum balance at all times.

Note 3—Securities
The amortized cost and estimated fair values of debt securities as of December 31, 2007, are as follows:

|  | Amortized <br> Cost | Gross <br> Unrealized <br> Gains | Gross <br> Unrealized <br> Losses | Estimated <br> Fair <br> Value |
| :--- | ---: | ---: | ---: | ---: |
| Available-for-sale securities: |  |  |  |  |
| U.S. agencies $\$ 24,874,744$ $\$ 153,914$ $\$(66,313)$ $\$ 24,962,345$ <br> Collateralized mortgage     <br> $\quad$ obligations $4,024,103$ 7,014 $(69,967)$ $3,961,150$ <br> Municipalities $2,343,015$ 58,834 $(1,855)$ $2,399,994$ <br> SBA Pools $2,054,076$ - $(4,941)$ $2,049,135$ <br>  $\$ 33,295,938$ $\$ 219,762$ $\$(143,076)$ $\$ 33,372,624$ |  |  |  |  |

The following table details the gross unrealized losses and fair values aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position at December 31, 2007.

| Description of Securities | U.S. Agencies | Collateralize <br> Mortgage Obligations | Munici- <br> s palities | SBA Pools | Total Temporarily Impaired Securities |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Less than 12 months |  |  |  |  |  |
| Fair Value | \$1,564,653 | \$977,951 | \$304,611 | \$2,049,134 | \$4,896,349 |
| Unrealized Loss | $(1,182)$ | $(6,821)$ | (406) | $(4,941)$ | (13,350 |

Greater than 12 months

| Fair Value | $\$ 7,076,297$ | $\$ 2,241,900$ | $\$ 259,621$ | - | $\$ 9,577,818$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Unrealized Loss | $(65,131)$ | $(63,146)$ | $(1,449)$ | - | $(129,726)$ |

Total

| Fair Value | $\$ 8,640,950$ | $\$ 3,219,851$ | $\$ 564,232$ | $\$ 2,049,134$ | $\$ 14,474,167$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Unrealized Loss | $(66,313)$ | $(69,967)$ | $(1,855)$ | $(4,941)$ | $(143,076)$ |

A total of ten U.S. agencies, four collateralized mortgage obligations, three municipal securities, and two SBA pools make up the total amount of securities in an unrealized loss position for greater than 12 months. Management periodically evaluates each available-for-sale investment security in an unrealized loss position to determine if the impairment is temporary or other than temporary. Management has determined that no investment security is other than temporarily impaired. The unrealized losses are due solely to interest rate changes and the Bank has the ability and intent to hold all investment securities with identified impairments resulting from interest rate changes to the earlier of the forecasted recovery or the maturity of the underlying investment security.

The amortized cost and estimated fair value of debt securities at December 31, 2007, by contractual maturity or call date, are shown below. Expected maturities will differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

|  | Amortized <br> Cost | Estimated <br> Fair Value |
| :--- | ---: | ---: |
| Available-for-sale securities: | $\$ 996,486$ | $\$ 998,245$ |
| Due in one year or less | $1,098,711$ | $1,103,109$ |
| Due after one year through five years | $2,695,262$ | $2,698,864$ |
| Due after five years through ten years | $28,505,479$ | $28,572,406$ |
| Due after ten years | $\$ 33,295,938$ | $\$ 33,372,624$ |

The amortized cost and estimated fair values of debt securities as of December 31, 2006, are as follows:

|  | Amortized <br> Cost | Gross <br> Unrealized <br> Gains | Gross <br> Unrealized <br> Losses | Estimated <br> Fair <br> Value |
| :--- | ---: | ---: | ---: | ---: |
| Available-for-sale securities: |  |  |  |  |
| U.S. agencies $\$ 27,464,267$ $\$ 32,429$ $\$(246,990)$ $\$ 27,249,706$ <br> Collateralized     <br> mortgage obligations $6,219,133$ - $(198,714)$ $6,020,419$ <br> Municipalities $2,902,872$ 76,730 $(903)$ $2,978,699$ <br>  $\$ 36,586,272$ $\$ 109,159$ $\$(446,607)$ $\$ 36,248,824$ |  |  |  |  |

There were no realized gains or losses on sales of available-for-sale securities during 2007, 2006, and 2005. There were no sales of available-for-sale securities during 2007, 2006, and 2005.

Securities carried at \$28,930,614 and \$36,048,824 at December 31, 2007 and 2006, respectively, were pledged to secure deposits of public funds.

## Note 4-Loans

The Bank's customers are primarily located in Stanislaus, San Joaquin, Tuolumne, Inyo, and Mono Counties. Approximately 54\% of the Bank's loans are commercial real estate loans. Approximately $12 \%$ of the Bank's loans are for general commercial uses including professional, retail, and small business. Additionally, 21\% of the Bank's loans are for real estate construction for residential and commercial real estate. The remaining 13\% are in agriculture, residential real estate, and consumer loans. Generally, real estate loans are collateralized by real property while commercial and other loans are collateralized by funds on deposit, business, or personal assets. Repayment of loans is generally expected from cash flows of the borrower. Pre-approved permanent financing generally pays off construction loans.

Loan totals were as follows:

|  | DECEMBER 31, |  |
| :--- | ---: | ---: |
|  | 2007 | 2006 |
| Loans |  |  |
| Commercial real estate | $\$ 208,309,072$ | $\$ 233,109,999$ |
| Commercial | $45,496,794$ | $41,077,140$ |
| Real estate construction | $83,173,030$ | $60,269,322$ |
| Agriculture | $31,429,970$ | $27,527,386$ |
| Residential real estate and consumer | $19,400,263$ | $16,409,301$ |
| $\quad$ Total loans | $387,809,129$ | $378,393,148$ |
| Less: |  |  |
| Deferred loan fees and costs, net | $(1,038,350)$ | $(1,232,797)$ |
| Allowance for loan losses | $(4,506,753)$ | $(4,341,062)$ |
| $\quad$ Net loans | $\$ 382,264,026$ | $\$ 372,819,289$ |

Changes in the allowance for loan losses were as follows:

|  | 2007 | YEARS ENDED DECEMBER 31,2006 |  |
| :---: | :---: | :---: | :---: |
| Balance, beginning of year | \$4,341,062 | \$3,976,380 | \$3,272,083 |
| Provision charged to operations | 555,000 | 595,000 | 705,000 |
| Loans charged off | $(401,510)$ | $(14,922)$ | (903) |
| Loan recoveries | 4,275 | 2,287 | 200 |
| Reclassification of reserve related to off-balance-sheet commitments | 7,926 | $(217,683)$ | - |
| Balance, end of year | \$4,506,753 | \$4,341,062 | \$3,976,380 |

The total recorded investment in impaired loans at December 31, 2007, was $\$ 9,087,462$. The average recorded investment in impaired loans was $\$ 1,411,000$ during 2007. The recorded investment in impaired loans that have a specific reserve was $\$ 977,218$ at December 31, 2007. The recorded investment in impaired loans that did not have a specific reserve was $\$ 8,476,508$ at December 31, 2007. The total specific reserve related to impaired loans and included in the allowance for loan losses was $\$ 95,430$. No interest income was recognized on impaired loans, while considered impaired during 2007. There were no loans impaired at December 31, 2006 and 2005, and no loans were considered impaired during these years. The total recorded investment in non-accrual loans was $\$ 9,087,462$ at December 31, 2007. There were no non-accrual loans at December 31, 2006. In addition, there were no loans past due greater than 90 days and still accruing interest at December 31, 2007, 2006 or 2005.

At December 31, 2007 and 2006, loans carried at $\$ 85,855,655$ and $\$ 258,504,620$, respectively, were pledged as collateral on advances from the Federal Home Loan Bank.

## Note 5—Premises and Equipment

Major classifications of premises and equipment are summarized as follows:

|  | DECEMBER 31, |  |
| :--- | ---: | ---: |
|  | 2007 | 2006 |
| Land | $\$ 3,611,703$ | $\$ 483,000$ |
| Building | $2,480,649$ | $1,805,649$ |
| Leasehold improvements | $3,152,407$ | $2,372,749$ |
| Furniture, fixtures, and equipment | $5,606,695$ | $4,614,128$ |
|  | $14,851,454$ | $9,275,526$ |
| Less accumulated depreciation | $4,742,834$ | $3,762,787$ |
| $\quad$ and amortization | $\$ 10,108,620$ | $\$ 5,512,739$ |

Depreciation expense was $\$ 1,022,739, \$ 767,284$, and $\$ 506,380$ for the years ended 2007, 2006, and 2005, respectively.

## Note 6—Accrued Interest and Other Assets

Other assets are summarized as follows:

|  | DECEMBER 31, |  |
| :--- | ---: | ---: |
|  | 2006 | 2006 |
| Interest income receivable on loans | $\$ 1,693,677$ | $\$ 1,649,411$ |
| Interest income receivable on investments | 184,940 | 236,271 |
| Net deferred tax asset | $2,382,000$ | $2,567,000$ |
| Federal Reserve Bank stock | 669,500 | 573,200 |
| Federal Home Loan Bank stock | $2,283,300$ | $1,833,200$ |
| Cash surrender value of life insurance | $4,749,230$ | $4,574,063$ |
| Investment in limited partnership | 377,790 | - |
| Prepaid expenses and other | $2,114,718$ | $1,380,308$ |
|  | $\$ 14,455,155$ | $\$ 12,813,453$ |

## Notes to Financial Statements

December 31, 2007, 2006, and 2005

## Note 7—Deposits

Deposit totals were as follows:

|  | DECEMBER 31, |  |
| :--- | ---: | ---: |
| 2006 |  |  |
| Demand | $\$ 68,150,833$ | $\$ 56,339,290$ |
| NOW accounts | $54,496,524$ | $54,748,343$ |
| Money market deposit accounts | $138,413,815$ | $111,041,709$ |
| Savings | $16,438,359$ | $22,763,042$ |
| Time, under \$100,000 | $42,227,602$ | $48,266,078$ |
| Time, \$100,000 and over | $57,620,643$ | $85,371,843$ |
| Total deposits | $\$ 377,347,776$ | $\$ 378,530,305$ |

Certificates of deposit issued and their remaining maturities at December 31, 2007, are as follows:

Year Ending December 31,

| 2008 | $\$ 96,168,046$ |
| :--- | ---: |
| 2009 | $2,589,194$ |
| 2010 | 782,632 |
| 2011 | 13,623 |
| 2012 | 294,750 |
|  | $\$ 99,848,245$ |

## Note 8-FHLB Advances

At December 31, 2007, the Bank had advances from the Federal Home Loan Bank ("FHLB") totaling \$31,000,000. Of the total advances outstanding, \$10,000,000 represents term advances due in 2008, \$3,000,000 represents term advances due in 2009, and \$18,000,000 represents overnight open advances. The weighted average interest rate on these advances was $4.69 \%$ and interest payments are due monthly. Unused and available advances totaled $\$ 67,740,720$ at December 31, 2007. Loans carried at $\$ 85,855,655$ at December 31, 2007 were pledged as collateral on advances from the Federal Home Loan Bank.

At December 31, 2006, the Bank had advances from the FHLB totaling $\$ 33,600,000$. Of the total advances outstanding, $\$ 12,000,000$ is term advances due in 2007 and $\$ 21,600,000$ is overnight open advances. The weighted average interest rate on these advances was $5.21 \%$ and interest payments are due monthly. Unused and available advances totaled $\$ 55,475,288$ at December 31, 2006. Loans carried at $\$ 258,504,620$ at December 31, 2006, were pledged as collateral on advances from the FHLB.

## Note 9—Interest on Deposits

Interest on deposits was comprised of the following:

|  | YEARS ENDED DECEMBER 31, |  |  |
| :--- | ---: | ---: | ---: |
|  | 2007 | 2006 | 2005 |
| Savings and other deposits | $\$ 5,636,857$ | $\$ 5,210,451$ | $\$ 1,774,000$ |
| Time deposits of $\$ 100,000$ or more | $3,457,958$ | $3,509,499$ | $2,458,779$ |
| Other time deposits | $2,132,750$ | $1,914,893$ | $1,485,122$ |
|  | $\$ 11,227,565$ | $\$ 10,634,843$ | $\$ 5,717,901$ |

Note 10-Income Taxes
The provision for income taxes consists of the following:

|  | YEARS ENDED DECEMBER 31, <br>  <br>  <br> 2000 |  |  |
| :--- | ---: | ---: | ---: |
| Current |  |  |  |
| Federal | $\$ 1,739,000$ | $\$ 2,089,500$ | $\$ 2,069,000$ |
| State | 530,000 | 718,000 | 705,000 |
|  | $2,269,000$ | $2,807,500$ | $2,774,000$ |
| Deferred |  |  |  |
| Federal | 64,700 | $(353,000)$ | $(219,000)$ |
| State | 300 | $(42,000)$ | $(60,000)$ |
|  | 65,000 | $(395,000)$ | $(279,000)$ |
|  | $\$ 2,334,000$ | $\$ 2,412,500$ | $\$ 2,495,000$ |

The components of the Bank's deferred tax assets and liabilities (included in accrued interest and other assets on the balance sheet), is shown below:

|  | DECEMBER 31, |  |  |
| :--- | ---: | ---: | ---: |
| Deferred tax assets: |  | 2007 |  |
| Deferred loan fees |  | 400 | $\$$ |
| Allowance for loan losses | $1,910,000$ | $2,003,000$ |  |
| State income tax | 200,000 | 223,000 |  |
| Accumulated depreciation | - | 26,000 |  |
| Accrued vacation | 31,000 | 22,000 |  |
| Accrued salary continuation liability | 280,000 | 237,000 |  |
| Split Dollar Life Insurance | 108,000 | 99,000 |  |
| Stock Options | 2,600 | 1,000 |  |
| Nonaccrual loans | 113,000 | - |  |

Unrealized loss on securities

| available for sale | 13,000 | 133,000 |
| :--- | ---: | ---: |
|  | $2,658,000$ | $2,745,000$ |
| Deferred tax liabilities: |  |  |
| Prepaid expenses | $(51,000)$ | $(62,000)$ |
| FHLB dividends | $(167,000)$ | $(116,000)$ |
| Accumulated depreciation | $(58,000)$ | - |
|  | $(276,000)$ | $(178,000)$ |
| Net deferred income tax asset | $\$ 2,382,00$ | $\$ 2,567,000$ |

Management has assessed the realizability of deferred tax assets and believes it is more likely than not that all deferred tax assets will be realized in the normal course of operations. Accordingly, these assets have not been reduced by a valuation allowance.

## Note 11-Stock Option Plan

During 1991, the Bank's Board of Directors approved a fixed stock option plan (the "Plan") under which incentive and non-qualified stock options may be granted to key employees and directors, respectively, to purchase up to thirty-five percent of the authorized and un-issued common stock of the Bank at a price equal to the fair market value on the date of grant. The Plan provides that the options are exercisable in equal increments over a five-year period from the date of grant or over any other schedule approved by the Board of Directors. All incentive stock options expire no later than ten years from the date of grant. The Plan was ratified by the shareholders at the Bank's annual meeting in April 1992.

A summary of the status of the Bank's fixed stock option plan and changes during the year are presented below.

| DECEMBER 31, 2007 | Shares | Weighted- <br> Average <br> Exercise price |
| :--- | :---: | :---: |
| Outstanding at beginning of year | 540,420 | $\$ 6.63$ |
| Granted | 19,500 | $\$ 10.74$ |
| Exercised | $(48,106)$ | $\$ 4.14$ |
| Forfeited | $(5,250)$ | $\$ 12.95$ |
| Outstanding at end of year | 506,564 | $\$ 6.96$ |


|  | 2007 | DECEMBER 31, <br> 2006 | 2005 |
| :--- | ---: | ---: | ---: |
| Weighted-average fair value of |  |  |  |
| options granted during the year | $\$ 4.18$ | $\$ 6.73$ | $\$ 4.18$ |
| Intrinsic value of options exercised | $\$ 314,048$ | $\$ 1,115,583$ | $\$ 907,729$ |
| Options exercisable at year end: | 357,913 | 331,918 | 371,817 |
| Weighted average exercise price | $\$ 5.52$ | $\$ 4.77$ | $\$ 3.88$ |
| Intrinsic value | $\$ 1,155,012$ | $\$ 2,748,814$ | $\$ 4,207,114$ |
| Weighted average remaining <br> $\quad$ contractual life | 4.36 years | 4.85 years | 5.10 Years |
| Options outstanding at year end: | 506,564 | 540,420 | 662,176 |
| Weighted average exercise price | $\$ 6.96$ | $\$ 6.63$ | $\$ 6.00$ |
| Intrinsic value | $\$ 1,210,741$ | $\$ 3,525,661$ | $\$ 6,084,828$ |
| Weighted average remaining |  |  |  |
| $\quad$ contractual life | 5.22 years | 5.94 years | 6.5 years |

Tax benefits totaling $\$ 1,600$ were recorded in the statement of earnings during 2007 related to the vesting of non-qualified stock options. As of December 31, 2007, there was $\$ 325,205$ of total unrecognized compensation cost related to non-vested stock options which is expected to be recognized over a weighted-average period of 1.92 years.

For the year ended December 31, 2007, the Bank received \$198,957 from the exercise of stock options and received income tax benefits of \$116,303 related to the exercise of non-qualified employee stock options and disqualifying dispositions in the exercise of incentive stock options.

## Note 12—Earnings Per Share

The Bank computes earnings per share ("EPS") in accordance with SFAS No. 128, Earnings per Share. SFAS No. 128 requires the presentation of basic EPS, which does not consider the effect of common stock equivalents and diluted EPS, which considers all dilutive common stock equivalents.

|  | Year ended december 31, 2007 |  |  |
| :---: | :---: | :---: | :---: |
|  | Income (Numerator) | $\begin{array}{r} \text { Shares } \\ \text { (Denominator) } \end{array}$ | Per-Share Amount |
| Net earnings | \$3,968,408 |  |  |
| Basic EPS: |  |  |  |
| Net earnings available to common shareholders | \$3,968,408 | 7,364,681 | \$0.54 |
| Effect of dilutive securities: |  |  |  |
| Stock options | - | 159,824 |  |
| Diluted EPS: |  |  |  |
| Net earnings available to |  |  |  |
| common shareholders plus |  |  |  |
| assumed conversions | \$3,968,408 | 7,524,505 | \$0.53 |

Options to purchase 104,750 shares of common stock in prices ranging from $\$ 10.85$ to $\$ 15.67$ were outstanding during 2007. They were not included in the computation of diluted EPS because the options' exercise price was greater than the average market price of the common shares. These options begin to expire in 2015.

|  | YEAR ENDED DECEMBER 31, 2006 |  |
| :--- | :---: | :---: | :---: |
| Shcome |  |  |
| (Numerator) |  |  |\(\left.\quad \begin{array}{c}Shares <br>

(Denominator)\end{array} \quad $$
\begin{array}{c}\text { Per-Share } \\
\text { Amount }\end{array}
$$\right]\)

| Diluted EPS: |  |  |  |
| :--- | :--- | :--- | :--- |
| Net earnings available to <br> common shareholders plus <br> assumed conversions | $\$ 3,830,876$ | $7,304,725$ | $\$ 0.52$ |

Options to purchase 14,500 shares of common stock in prices ranging from $\$ 14.75$ to $\$ 15.67$ a share were outstanding during 2006. They were not included in the computation of diluted EPS because the options' exercise price was greater than the average market price of the common shares. These options expire in October 2016.

|  | YEAR ENDED DECEMBER 31, 2005 |  |  |
| :---: | :---: | :---: | :---: |
|  | Income (Numerator) | Shares (Denominator) | Per-Share Amount |
| Net earnings | \$3,934,512 |  |  |
| Basic EPS: <br> Net earnings available to common shareholders | \$3,934,512 | 6,946,285 | \$0.57 |
| Effect of dilutive securities: Stock options | - | 392,511 |  |
| Diluted EPS: <br> Net earnings available to common shareholders plus assumed conversions | \$3,934,512 | 7,338,796 | \$0.54 |

Options to purchase 28,500 shares of common stock in prices ranging from $\$ 13.47$ to $\$ 15.67$ a share were outstanding during 2005. They were not included in the computation of diluted EPS because the options' exercise price was greater than the average market price of the common shares. These options expire in October 2015.

## Notes to Financial Statements

December 31, 2007, 2006, and 2005

## Note 13-Commitments and Contingencies

The Bank is obligated for rental payments under certain operating lease agreements, some of which contain renewal options and escalation clauses that provide for increased rentals. Total rental expense for the years ended December 31, 2007, 2006, and 2005, was $\$ 627,037, \$ 513,928$, and $\$ 316,400$, respectively.

At December 31, 2007, the future minimum commitments under these operating leases are as follows:

| Year ending December 31, |  |
| :--- | ---: |
| 2008 | $\$ 861,728$ |
| 2009 | 818,313 |
| 2010 | 811,986 |
| 2011 | 784,286 |
| 2012 | 794,542 |
| Thereafter | $4,738,204$ |
|  | $\$ 8,809,059$ |

## Note 14-Financial Instruments

The Bank 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 in the form of loans or through standby letters of credit. These instruments involve, to varying degrees, elements of credit and interest-rate risk in excess of the amount recognized in the balance sheet. The contract amounts of those instruments reflect the extent of involvement the Bank has in particular classes of financial instruments.

The Bank's exposure to credit loss in the event of non-performance by the other party to the financial instrument for commitments to extend credit and standby letters of credit is represented by the contractual amount of those instruments. The Bank uses the same credit policies in making commitments and conditional obligations as it does for on-bal-ance-sheet instruments.

Financial instruments whose contract amounts represent credit risk:
Contract Amount

|  | Contract Amount |
| :--- | ---: |
| Undisbursed loan commitments | $\$ 73,887,970$ |
| Checking reserve | 282,607 |
| Equity lines | $6,093,453$ |
| Standby letters of credit | $1,137,111$ |
|  | $\$ 81,401,141$ |

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. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. Since many of the commitments are expected to expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements. The Bank evaluates each customer's creditworthiness 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 accounts receivable, inventory, property, plant and equipment, and income-producing commercial properties.

Standby letters of credit are conditional commitments issued by the Bank to guarantee the performance of a customer to a third party. The credit risk involved in issuing letters of credit is essentially the same as that involved in extending loan facilities to customers.

The estimated fair values of the Bank's financial instruments at December 31, 2007, are as follows:

|  | Carrying <br> Amount | Estimated <br> Fair <br> Value |
| :--- | ---: | ---: |
| Financial assets: | $\$ 14,202,951$ | $\$ 14,202,951$ |
| Cash and cash equivalents | $33,372,624$ | $33,372,624$ |
| Securities available for sale | $387,809,129$ | $394,349,356$ |
| Loans | $1,878,617$ | $1,878,617$ |
| Accrued interest receivable |  |  |
| Financial liabilities: | $(377,347,776)$ | $(377,536,730)$ |
| Deposits | $(31,000,000)$ | $(31,080,813)$ |
| FHLB advance | $(1,816,645)$ | $(1,816,645)$ |
| Accrued interest payable |  |  |
| Off-balance-sheet assets (liabilities): | - | $(814,000)$ |
| Commitments and standby letters of credit |  |  |

The estimated fair values of the Bank's financial instruments at December 31, 2006, were as follows:

|  | Carrying <br> Amount | Estimated <br> Fair <br> Value |
| :--- | ---: | ---: |
| Financial assets: | $\$ 27,819,177$ | $\$ 27,819,177$ |
| Cash and cash equivalents | $36,248,824$ | $36,248,824$ |
| Securities available-for-sale | $378,393,148$ | $368,311,925$ |
| Loans | $1,885,682$ | $1,885,682$ |
| Accrued interest receivable |  |  |
| Financial liabilities: | $(378,530,305)$ | $(378,536,262)$ |
| Deposits | $(33,600,000)$ | $(33,586,869)$ |
| FHLB advance | $(2,151,486)$ | $(2,151,486)$ |
| Accrued interest payable |  |  |
| Off-balance-sheet assets (liabilities): | - | $(854,000)$ |

## Note 15—Related Party Transactions

The Bank, in the normal course of business, makes loans and receives deposits from its directors, officers, principal shareholders, and their associates. In management's opinion, these transactions are on substantially the same terms as comparable transactions with other customers of the Bank. Loans to directors, officers, shareholders, and affiliates are summarized below:

|  | YEARS ENDED DECEMBER 31, |  |
| :--- | ---: | ---: |
| 2007 | 2006 |  |
| Aggregate amount outstanding, beginning of year | $\$ 7,307,946$ | $\$ 11,518,551$ |
| New loans or advances during year | $2,793,291$ | $3,819,815$ |
| Repayments during year | $(4,315,445)$ | $(8,030,420)$ |
| Aggregate amount outstanding, end of year | $\$ 5,785,792$ | $\$ 7,307,946$ |

Related party deposits totaled $\$ 9,367,808$ and $\$ 9,727,110$ at December 31, 2007 and 2006, respectively.

## Note 16—Profit Sharing Plan

The profit sharing plan to which both the Bank and eligible employees contribute was established in 1995. Bank contributions are voluntary and at the discretion of the Board of Directors. Contributions were approximately $\$ 326,000, \$ 251,000$, and $\$ 178,000$ for 2007, 2006, and 2005, respectively.

## Note 17—Restrictions on Retained Earnings

Under current California State banking laws, the Bank may not pay cash dividends in an amount that exceeds the lesser of retained earnings of the Bank or the Bank's net earnings for its last three fiscal years (less the amount of any distributions to shareholders made during that period). If the above requirements are not met, cash dividends may only be paid with the prior approval of the Commissioner of the Department of Financial Institutions, in an amount not exceeding the Bank's net earnings for its last fiscal year or the amount of its net earnings for its current fiscal year. Accordingly, the future payment of cash dividends will depend on the Bank's earnings and its ability to meet its capital requirements.

## Note 18 - Other Post-Retirement Benefit Plans

The Bank has awarded certain officers a salary continuation plan (the "Plan"). Under the Plan, the participants will be provided with a fixed annual retirement benefit for 20 years after retirement. The Bank is also responsible for certain pre-retirement death benefits under the Plan. In connection with the implementation of the Plan, the Bank purchased single premium life insurance policies on the life of each of the officers covered under the Plan. The Bank is the owner and partial beneficiary of these life insurance policies. The assets of the Plan, under Internal Revenue Service regulations, are owned by the Bank and are available to satisfy the Bank's general creditors.

During December 2001, the Bank awarded its directors a director retirement plan ("DRP"). Under the DRP, the participants will be provided with a fixed annual retirement benefit for ten years after retirement. The Bank is also responsible for certain pre-retirement death benefits under the DRP. In connection with the implementation of the DRP, the Bank purchased single premium life insurance policies on the life of each director covered under the DRP. The Bank is the owner and partial beneficiary of these life insurance policies. The assets of the DRP, under Internal Revenue Service regulations, are the property of the Bank and are available to satisfy the Bank's general creditors.

Future compensation under both plans is earned for services rendered through retirement. The Bank accrues for the salary continuation liability based on anticipated years of service and vesting schedules provided under the plans. The Bank's current benefit liability is determined based on vesting and the present value of the benefits at a corresponding discount rate. The discount rate used is an equivalent rate for
investment-grade bonds with lives matching those of the service periods remaining for the salary continuation contracts, which average approximately 20 years. At December 31, 2007 and 2006, \$680,844 and \$576,098, respectively, has been accrued to date, based on a discounted cash flow using a discount rate of $6 \%$, and is included in other liabilities.

The Bank entered into split-dollar life insurance agreements with certain officers. In connection with the implementation of the split-dollar agreements, the Bank purchased single premium life insurance policies on the life of each of the officers covered by the split-dollar life insurance agreements. The Bank is the owner of the policies and the partial beneficiary in an amount equal to the cash surrender value of the policies.

The combined cash surrender value of all Bank-owned life insurance policies was \$4,749,230 and \$4,574,063 at December 31, 2007 and 2006, respectively. The cash surrender value of the life insurance policies is included in other assets (Note 6).

## Note 19—Regulatory Matters

The Bank is subject to various regulatory capital requirements administered by federal and state banking agencies. Failure to meet 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 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-balancesheet items as calculated under regulatory accounting practices. The Bank's capital amounts and classifications are also subject to qualitative judgments by the regulators about components, risk weightings, and other factors.

Quantitative measures established by regulation to ensure capital adequacy require the Bank to maintain minimum amounts and ratios (set forth in the table on the next page) of total and Tier I capital (as defined in the regulations) to risk-weighted assets (as defined), and of Tier I capital (as defined) to average assets (as defined). Management believes, as of December 31, 2007, that the Bank meets all capital adequacy requirements to which it is subject.

As of December 31, 2007, the most recent notification from the Federal Reserve Bank categorized the Bank as well capitalized under the regulatory framework for prompt corrective action. To be categorized as well capitalized, the Bank must maintain minimum total risk-based, Tier I risk-based, and Tier I leverage ratios as set forth in the following table. There are no conditions or events since notification that management believes have changed the Bank's category.

The Bank's actual capital amounts and ratios at December 31, 2007 and 2006, are presented in the following table.
$\left.\begin{array}{lccccc} & & & \begin{array}{c}\text { To be well } \\ \text { capitalized under } \\ \text { prompt corrective } \\ \text { action provisions }\end{array} \\ \hline \text { As apital } \\ \text { adequacy purposes }\end{array}\right)$

## 2007 AnNuAL REPORT OAK VALLEY COMMUNITY BANK

## Independent Auditor's Report

## To The Board of Directors and Shareholders Oak Valley Community Bank

We have audited the accompanying balance sheets of Oak Valley Community Bank (the "Bank") as of December 31, 2007 and 2006, and the related statements of earnings, shareholders' equity, and cash flows for the three years then ended. These financial statements are the responsibility of the Bank's management. Our responsibility is to express an opinion on these 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 financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Bank at December 31, 2007 and 2006, and the results of its operations and its cash flows for the three years then ended, in conformity with accounting principles generally accepted in the United States of America.

As discussed in Note 1 and Note 11 to the financial statements, effective January 1, 2006, the Bank changed its method of accounting for share-based payment arrangements to conform to Statement of Financial Accounting Standards No. 123(R), ShareBased Payment.

Moss Adams LLP

Stockton, California
March 6, 2008

## MOSS ADAMS LLD

| DIRECTORS | OfFICERS | Transfer Agent | Chris Hodges |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | and registrar | Marge Imfeld | FOUNDERS |
| Thomas A. Haidlen | Ronald C. Martin |  | Steven Jensen MD |  |
| Chairman of the Board | Chief Executive Officer | Computershare | Larry Jones | Steve Benak, MD |
| Automobile Dealer |  | 250 Royall Street | Olga Jones | Andrea Boston-Gilbert |
|  | Chris Courtney | Canton, Massachusetts 02021 | Brenda Kamper | Gordon A. and Yvonne |
| Michael Q. Jones | President | (800) 962-4284 | Peter Kay | Brown |
| Vice Chairman of the Board |  |  | Mike Kline | Robert and Beverly Brunker |
| General Contracting, | Rick McCarty | Market Makers | Theresa Lara | William D. and Joyce |
| Land Development | Executive Vice President |  | Dr. Daniel Lee | A.Compton |
| and General Real Estate | Chief Administration Officer | Troy Norlander | Craig Lewis | Hal and Chrys Copp |
|  | Chief Financial Officer | The Seidler Companies | Gary Linhares | Betty Dallas |
| Donald L. Barton |  | (800) 288-2811 | Dave Lyon | Ramon A. Esslinger |
| Walnut Grower and Processor | Wendy Burth |  | Tim Martin | Donald Fagundes |
|  | Executive Vice President | John Cavender | Dr. Charles McBride | Richard A. and Susan J. |
| Christopher M. Courtney | Retail Banking Group | Howe Barnes Hoeffer | Jaime McManis | Franco |
| President |  | and Arnett | Stan Nelsen | Joel W. Geddes, Jr. |
| Oak Valley Community Bank | Dave Harvey | (415) 538-5725 | Carol Ornelas | Harrison Gibbs |
|  | Executive Vice President |  | Ray Perez | James Lawrence Gilbert |
| James L. Gilbert | Commercial Banking Group |  | Scott Piercey | Thomas A. and Julia D. |
| Chairman Loan Committee |  | Advisors | Bruce Porter | Haidlen |
| Feed and Seed Business | Mike Rodrigues |  | John Ramos |  |
|  | Executive Vice President | John Amistadi CPA | Blake Rasmussen | Heckendorf |
| Arne J. Knudsen | Chief Credit Officer | Jeff Arambel | Marc Robinson | Barbara Heckendorf |
| Corporate Secretary |  | Debbie Armstrong | Frank Rocha | Mrs. Beverly Haidlen |
| Oak Valley Community Bank | Ron Briw | Joe Azzopardi | Kathy Rocha | Holloway |
| Wholesale Nurseryman | Senior Vice President Senior Credit Officer | Nelson Bahler Joseph Barlupo | Mike Ruddy, Sr. Ward Schemper | Leonard B. and Betty M. Jackson |
| Ronald C. Martin |  | Gary Barton | Reginald Schubert | Barry M. and Betty-Lynn Jett |
| Chief Executive Officer | Janis Powers | Jennifer Bethel | Rick Schiltz | Henry Kamps, Jr. |
| Oak Valley Community Bank | Senior Vice President | David Bhakta | Collin Schut | Arne and Birgitta Knudsen |
|  | Risk Management Officer | Mike Billington | Donald Segerstrom | Soren and Sharon Knudsen |
| Roger M. Schrimp |  | Dennis Bitters | Dave Silva | Steven Knudsen |
| Chairman Compensation |  | Candido Borges | Kevin Sosinsky | Joe and Joyce Martin |
| Committee | Independent Auditors | Roy R. Brown, Jr., DDS | Roger Stevens | Della Messner |
| Chairman Audit Committee |  | Larry Buehner | Jim Stevens | Bill and Sharon Morris |
| Oak Valley Community Bank | Moss-Adams LLP | Wendy Coddington | Niniv Tamimi | James A. Morrison III |
| Attorney and Cattle Rancher | 3121 West March Lane, | Harold Copp | Bruce Thompson | Ben and Judy Mullins |
|  | Suite 100 | Gary Der | Willie Traina | Dr. and Mrs. J. Patrick |
| Danny L. Titus | Stockton, CA 95219-2303 | Jim Devenport | John Vereuck | Mulrooney |
| Chairman CRA Committee |  | Herb Dompe | Arlon Waterson | Thomas W. and Marsha L. Orr |
| Oak Valley Community Bank |  | John Ebster | Pat Wilkey | Willem Postma |
| Real Estate and Investments | Legal counsel | Paula M. Frago Arlene Francis | Gilbert O. Wymond, III | Mike Reed Roger M. and Delsie Schrimp |
| Richard J. Vaughan | Donald G. Parachini | Matt Friedrich |  | Romain and Janette |
| Chairman Investment | Leland, Parachini, Steinberg, | Richard Gilton |  | Schonhoff |
| Committee | Matzger \& Melnick, LLP | Richard Gonzales |  | Ralph P. and Margitta R. |
| Oak Valley Community Bank | 333 Market Street, 27th Floor | Rick Gray |  | Sikkema, D.V.M. |
| Agribusinessman | San Francisco, CA 94105-2171 | Roger Gregg |  | Richard D. and Ola L. Stokes |
|  |  | Carmen Hagan |  | George and Ruth Thoukis |
|  |  | Frank Hagan |  | Danny L. and Suzette Titus |
| DIRECTORS EMERITUS | Correspondent bank | Dick Hagerty |  | DeWayne F. Titus |
| Barry M. Jett |  | Stephen Haycock |  | Lynda Vaughan |
| Real Estate Investor | Union Bank of California, N.A. 400 California Street |  |  | Richard J. Vaughan Jack Watkins |
| Romain J. Schonhoff | San Francisco, CA 94104 |  |  | Jack Watkins |
| CPA and Farmer |  |  |  |  |
|  | Pacific Coast Bankers' Bank |  |  |  |
|  | 340 Pine Street, Suite 401 |  |  |  |
|  | San Francisco, CA 94104 |  |  |  |

OAK Valley Community bank
Deep Roots ~ Strong Branches


[^0]:    Noncash Investing and Financing Activities:
    During 2007, the Bank recognized a decrease in the unrealized loss on available-for-sale securities of $\$ 414,134$. As a result, the deferred tax asset was decreased by $\$ 163,169$ and equity was increased by $\$ 250,965$.
    During 2007, the Bank transferred \$773,048 in other assets to Bank premises and equipment.
    During 2006, the Bank recognized a decrease in the unrealized loss on available-for-sale securities of \$273,923. As a result, the deferred tax asset was decreased by $\$ 107,926$ and equity was increased by $\$ 165,997$. During 2006, the Bank transferred \$1,987,747 in other assets to Bank premises and equipment.
    During 2005, the Bank recognized a decrease in the unrealized gain on available-for-sale securities of $\$ 722,091$. As a result, the deferred tax asset was increased by $\$ 284,504$ and equity was decreased by $\$ 437,587$.

