## TIBB 10-Q 9/30/2008

Section 1: 10-Q (TIB FINANCIAL CORP FORM 10Q)

## UNITED STATES

## SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 30, 2008

Commission File Number 000-21329

TIB FINANCIAL CORP.
(Exact name of registrant as specified in its charter)

FLORIDA
65-0655973
$5999^{\text {th }}$ STREET NORTH, SUITE 101, NAPLES, FLORIDA 34102-5624
(Address of principal executive offices) (Zip Code)
$\frac{\text { (239) 263-3344 }}{\text { (Registrant's telephone number, including area code) }}$
(Former name, former address and former fiscal year, if changed since last report)
 the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. TYes £No
 and "smaller reporting company" in Rule 12b-2 of the Exchange Act (Check one):

> T Accelerated filer $£$ Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule $12 \mathrm{~b}-2$ of the Exchange Act). £Yes TNo
Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date:

TIB FINANCIAL CORP.
FORM 10-Q
For the Quarter Ended September 30, 2008

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## PART I. FINANCIAL INFORMATION

## Item 1. Financial Statements

$\left.\begin{array}{lll} & \begin{array}{c}\text { TIB FINANCIAL CORP. } \\ \text { CONSOLIDATED BALANCE SHEETS }\end{array} \\ \text { (Dollars in thousands, except per share amounts) }\end{array}\right)$

## TIB FINANCIAL CORP.

## CONSOLIDATED STATEMENTS OF OPERATIONS

(Unaudited)

|  |  |  |
| :--- | :--- | ---: | ---: | ---: | ---: |

See accompanying notes to consolidated financial statements

TIB FINANCIAL CORP.

## Consolidated Statements of Changes in Shareholders' Equity

 (Unaudited)(Dollars in thousands, except per share amounts)

|  | Shares | CommonStock |  | Additional Paid in Capital |  | Retained Earnings |  | AccumulatedOtherComprehensiveIncome (Loss) |  | Treasury Stock |  |  | Total Shareholders' Equity |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance, July 1, 2008 | 14,310,506 | \$ | 1,438 | \$ | 67,171 | \$ | 31,822 | \$ | (713) | \$ | \$ | (569) | \$ | 99,149 |
| Comprehensive loss: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net loss |  |  |  |  |  |  | $(2,196)$ |  |  |  |  |  |  | $(2,196)$ |
| Other comprehensive income, net of tax expense of \$366: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net market valuation adjustment on securities available for sale |  |  |  |  |  |  |  |  | 501 |  |  |  |  |  |
| Add: reclassification adjustment for net losses, net of tax benefit of \$47 |  |  |  |  |  |  |  |  | 79 |  |  |  |  |  |
| Other comprehensive income, net of tax |  |  |  |  |  |  |  |  |  |  |  |  |  | 580 |
| Comprehensive loss |  |  |  |  |  |  |  |  |  |  |  |  | \$ | $(1,616)$ |
| Stock-based compensation, related tax effect and other |  |  |  |  | 147 |  |  |  |  |  |  |  |  | 147 |
| Stock dividend declared, 1\% |  |  |  |  | 989 |  | (989) |  |  |  |  |  |  | - |
| Balance, September 30, 2008 | 14,310,506 | \$ | 1,438 | \$ | 68,307 | \$ | 28,637 | \$ | (133) |  | \$ | (569) | \$ | 97,680 |


|  | Shares |  | $\begin{aligned} & \text { mon } \\ & \text { ck } \end{aligned}$ |  | onal <br> Capital |  | $\begin{aligned} & \text { tained } \\ & \text { rnings } \end{aligned}$ |  | ted <br> sive <br> oss) |  |  | al <br> olders' <br> ity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance, July 1, 2007 | 13,078,578 | \$ | 1,308 | \$ | 55,635 | \$ | 46,724 | \$ | $(1,397)$ | \$ | \$ | 102,270 |
| Comprehensive income: |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income |  |  |  |  |  |  | 494 |  |  |  |  | 494 |
| Other comprehensive loss, net of tax benefit of \$1,001: |  |  |  |  |  |  |  |  |  |  |  |  |
| Net market valuation adjustment on securities available <br> for sale |  |  |  |  |  |  |  |  |  |  |  |  |
| Other comprehensive loss, net of tax |  |  |  |  |  |  |  |  |  |  |  | $(1,586)$ |
| Comprehensive income |  |  |  |  |  |  |  |  |  |  | \$ | $(1,092)$ |
| Stock-based compensation, related tax effect and other |  |  |  |  | 174 |  |  |  |  |  |  | 174 |
| The Bank of Venice acquisition |  |  |  |  | (1) |  |  |  |  |  |  | (1) |
| Exercise of stock options | 11,833 |  | 1 |  | 69 |  |  |  |  |  |  | 70 |
| Cash dividends declared, \$.0588 per share |  |  |  |  |  |  | (770) |  |  |  |  | (770) |
| Balance, September 30, 2007 | $\underline{\text { 13,090,411 }}$ | \$ | 1,309 | \$ | $\underline{55,877}$ | \$ | 46,448 | \$ | $\stackrel{(2,983)}{ }$ | \$ | \$ | $\underline{100,651}$ |

Continued

|  | Shares | $\begin{gathered} \text { Common } \\ \text { Stock } \end{gathered}$ |  |  | itional <br> aid in <br> pital | Retained Earnings |  |  | ated <br> nsive <br> Loss) | Treasury Stock |  | Total Shareholders, Equity |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance, January 1, 2008 | 13,039,759 | \$ | 1,311 | \$ | 56,107 | \$ | 39,151 | \$ | 240 | \$ | (569) | \$ | 96,240 |
| Cumulative-effect adjustment for split-dollar life insurance postretirement benefit |  |  |  |  |  |  | (141) |  |  |  |  |  | (141) |
| Comprehensive loss: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net loss |  |  |  |  |  |  | $(7,675)$ |  |  |  |  |  | $(7,675)$ |
| Other comprehensive loss, net of tax benefit of \$231: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net market valuation adjustment on securities available for sale |  |  |  |  |  |  |  |  | $(1,077)$ |  |  |  |  |
| Add: reclassification adjustment for net losses, net of tax benefit of $\$ 424$ |  |  |  |  |  |  |  |  | 704 |  |  |  |  |
| Other comprehensive loss, net of tax |  |  |  |  |  |  |  |  |  |  |  |  | (373) |
| Comprehensive loss |  |  |  |  |  |  |  |  |  |  |  | \$ | $(8,189)$ |
| Restricted stock grants, net of 1,418 cancellations | 31,530 |  | 3 |  | (3) |  |  |  |  |  |  |  | - |
| Stock-based compensation, related tax effect and other |  |  |  |  | 470 |  |  |  |  |  |  |  | 470 |
| Private placement of common shares | 1,224,120 |  | 122 |  | 9,814 |  |  |  |  |  |  |  | 9,936 |
| Exercise of stock options | 15,097 |  | 2 |  | 96 |  |  |  |  |  |  |  | 98 |
| Stock dividends declared, 1\% |  |  |  |  | 1,823 |  | $(1,823)$ |  |  |  |  |  | - |
| Cash dividends declared, \$.0613 per share |  |  |  |  |  |  | (875) |  |  |  |  |  | (875) |
| Balance, September 30, 2008 | 14,310,506 | \$ | 1,438 | \$ | 68,307 | \$ | 28,637 | \$ | (133) | \$ | (569) | \$ | $\underline{97,680}$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Shares |  |  |  | itional id in pital |  | $\begin{aligned} & \text { ained } \\ & \text { nings } \\ & \hline \end{aligned}$ |  | ated <br> nsive <br> oss) |  |  |  | al <br> olders' <br> ity |
| Balance, January 1, 2007 | 11,955,766 | \$ | 1,196 | \$ | 40,490 | \$ | 44,620 | \$ | (444) | \$ | - | \$ | 85,862 |
| Comprehensive income: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income |  |  |  |  |  |  | 4,077 |  |  |  |  |  | 4,077 |
| Other comprehensive loss, net of tax benefit of \$1,596: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net market valuation adjustment on securities available for sale |  |  |  |  |  |  |  |  | $(2,539)$ |  |  |  |  |
| Other comprehensive loss, net of tax |  |  |  |  |  |  |  |  |  |  |  |  | $(2,539)$ |
| Comprehensive income |  |  |  |  |  |  |  |  |  |  |  | \$ | 1,538 |
| Restricted stock grants | 25,695 |  | 3 |  | (3) |  |  |  |  |  |  |  | - |
| Stock-based compensation, related tax effect and other |  |  |  |  | 492 |  |  |  |  |  |  |  | 492 |
| The Bank of Venice acquisition | 963,382 |  | 96 |  | 13,859 |  |  |  |  |  |  |  | 13,955 |
| Exercise of stock options | 145,568 |  | 14 |  | 1,039 |  |  |  |  |  |  |  | 1,053 |
| Cash dividends declared, \$.1764 per share |  |  |  |  |  |  | $(2,249)$ |  |  |  |  |  | $(2,249)$ |
| Balance, September 30, 2007 | 13,090,411 | \$ | 1,309 | \$ | 55,877 | \$ | 46,448 | \$ | $(2,983)$ | \$ | - | \$ | 100,651 |
|  |  |  | 6 |  |  |  |  |  |  |  |  |  |  |

TIB FINANCIAL CORP.
CONSOLIDATED STATEMENTS OF CASH FLOWS INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS

## (Unaudited)

|  | (Dollars in thousands) |  |
| :--- | ---: | ---: | ---: |
|  |  |  |

## TIB FINANCIAL CORP.

## CONSOLDATED STATEMENTS OF CASH FLOWS

## INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS

(Unaudited)
(Dollars in thousands)

## Note 1 - Basis of Presentation \& Accounting Policies


 Inc., a registered investment advisor






 dividends distributed July 17, 2008 and October 10, 2008 to shareholders of record on July 7, 2008 and September 30, 2008, respectively.
 means TIB Bank and The Bank of Venice.

## Critical Accounting Policies

 banking industry

## Allowance for Loan Losses



 other factors. Allocations of the allowance may be made for specific loans, but the entire allowance is available for any loan that, in management's judgment, should be charged off.
 or doubtful. The general component covers non-classified loans and is based on historical loss experience adjusted for current factors.


 auto loans are collectively evaluated for impairment, and accordingly, they are not separately identified for impairment disclosures.

## Investment Securities and Other Than Temporary Impairment


 assets on the balance sheets.

Interest income includes amortization of purchase premium or discount. Premiums and discounts on securities are amortized on the level -yield method without anticipating prepayments, except for mortgage backed securities where prepayments are anticipated. Gains and losses on sales are recorded on the trade date and determined using the specific identification method based on the amortized cost of the security sold.

## TIB FINANCIAL CORP

Unaudited Notes to Consolidated Financial Statements
(Dollars in thousands except for share and per share amounts)

 anticipated recovery in fair value.

## Earnings Per Common Share

 effect of additional potential common shares issuable under stock options and warrants and the dilutive effect of unvested restricted shares computed using the treasury stock method.


## Acquisitions





 liabilities acquired.

## Recent Accounting Pronouncements




 November 15, 2008, and interim periods within those fiscal years. The impact of adoption, on January 1, 2008 as required, was not material.


 adopting EITF $06-4$ on January 1, 2008, the Company recognized an increase of $\$ 141$ to the balance of other liabilities and a corresponding decrease to beginning retained earnings.

 assets and liabilities. The Company did not elect the fair value option for any financial assets or financial liabilities as of January 1,2008 , the effective date of the standard.



 have on the financial statements.

 affect an entity's financial position, financial performance and cash flows.

## TIB FINANCIAL CORP

Unaudited Notes to Consolidated Financial Statements
(Dollars in thousands except for share and per share amounts)
The new standard is effective for the Company on January 1, 2009. The Company is currently assessing the potential impact SFAS No. 161 will have on the consolidated financial statements.


 impact on the Company's consolidated financial position or results of operations.

 material.

## Note 2 - Investment Securitie

The amortized cost and estimated fair value of investment securities available for sale at September 30, 2008 and December 31, 2007 are presented below:

|  | September 30, 2008 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amortized Cost |  | UnrealizedGains |  | Unrealized Losses |  | Estimated Fair Value |  |
| U.S. Government agencies and corporations | \$ | 39,761 | \$ | 318 | \$ | 6 | \$ | 40,073 |
| States and political subdivisions-tax exempt |  | 7,751 |  | 3 |  | 62 |  | 7,692 |
| States and political subdivisions-taxable |  | 2,408 |  | 2 |  | 48 |  | 2,362 |
| Marketable equity securities |  | 269 |  | 51 |  | - |  | 320 |
| Mortgage-backed securities |  | 134,668 |  | 841 |  | 1,065 |  | 134,444 |
| Corporate bonds |  | 2,869 |  | - |  | 499 |  | 2,370 |
| Collateralized debt obligations |  | 9,883 |  | 528 |  | 276 |  | 10,135 |
|  | \$ | 197,609 | \$ | 1,743 |  | 1,956 | \$ | 197,396 |
|  | December 31, 2007 |  |  |  |  |  |  |  |
|  | Amortized Cost |  | Unrealized Gains |  | Unrealized Losses |  | Estimated Fair Value |  |
| U.S. Government agencies and corporations | \$ | 72,482 | \$ | 1,245 | \$ | 66 | \$ | 73,661 |
| States and political subdivisions-tax exempt |  | 9,629 |  | 6 |  | 51 |  | 9,584 |
| States and political subdivisions-taxable |  | 2,495 |  | 1 |  | 21 |  | 2,475 |
| Marketable equity securities |  | 1,224 |  | - |  | - |  | 1,224 |
| Mortgage-backed securities |  | 60,161 |  | 295 |  | 296 |  | 60,160 |
| Corporate bonds |  | 2,865 |  | - |  | 100 |  | 2,765 |
| Collateralized debt obligations |  | 11,110 |  | - |  | 622 |  | 10,488 |
|  | \$ | 159,966 | \$ | 1,547 | \$ | 1,156 | \$ | 160,357 |

## Note 3 - Loans

Major classifications of loans are as follows:

| Major clasifications | $\begin{gathered} \text { September 30, } \\ 2008 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2007 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Real estate mortgage loans: |  |  |  |  |
| Commercial | \$ | 666,263 | \$ | 612,084 |
| Residential |  | 191,132 |  | 112,138 |
| Farmland |  | 13,541 |  | 11,361 |
| Construction and vacant land |  | 155,465 |  | 168,595 |
| Commercial and agricultural loans |  | 65,987 |  | 72,076 |
| Indirect auto dealer loans |  | 91,639 |  | 117,439 |
| Home equity loans |  | 30,141 |  | 21,820 |
| Other consumer loans |  | 11,291 |  | 12,154 |
| Total loans |  | 1,225,459 |  | 1,127,667 |
|  |  |  |  |  |
| Net deferred loan costs |  | 1,722 |  | 1,489 |
| Loans, net of deferred loan costs | \$ | 1,227,181 | \$ | 1,129,156 |

## TIB FINANCIAL CORP

Unaudited Notes to Consolidated Financial Statements
(Dollars in thousands except for share and per share amounts)

## Note 4 - Allowance for Loan Losses

Activity in the allowance for loan losses for the nine months ended September 30, 2008 and 2007 follows:


| Loan Type | As of September 30, 2008 |  |  | As of June 30, 2008 |  |  | As of December 31, 2007 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number of Loans | Outstanding Balance |  | Number of Loans | Outstanding Balance |  | Number of Loans | Outstanding Balance |  |
| Residential * | 24 | \$ | 4,639 | 27 | \$ | 5,207 | 13 | \$ | 4,442 |
| Commercial and agricultural | 1 |  | 236 | 3 |  | 331 | 4 |  | 293 |
| Commercial real estate | 11 |  | 6,822 | 5 |  | 1,532 | 4 |  | 2,619 |
| Commercial land development | 3 |  | 13,616 | 4 |  | 13,954 | - |  | - |
| Residential land development | - |  | - | - |  | - | 1 |  | 2,686 |
| Participations in residential loan pools * | - |  | - | - |  | - | 9 |  | 1,246 |
| Government guaranteed loan | 2 |  | 349 | 1 |  | 343 | 1 |  | 1,641 |
| Indirect auto, direct auto and consumer loans | 108 |  | 1,323 | 95 |  | 1,234 | 238 |  | 3,159 |
|  |  | \$ | 26,985 |  | \$ | 22,601 |  | \$ | 16,086 |

* Our ownership in the nine loan pools was exchanged for an equivalent value of 10 specific loans from the loan pools during the first quarter.

Impaired loans were as follows:


## TIB FINANCIAL CORP

Unaudited Notes to Consolidated Financial Statements (Dollars in thousands except for share and per share amounts)

## Note 5 - Earnings Per Share and Common Stock

Earnings per share have been computed based on the following weighted average number of common shares outstanding for the three and nine months ended September 30, 2008 and 2007:

|  | Three Months Ended September 30, |  | Nine Months Ended September 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2007 | 2008 | 2007 |
| Basic | 14,210,210 | 13,024,620 | 13,898,424 | 12,540,195 |
| Dilutive effect of options outstanding | - | 129,551 | - | 177,349 |
| Dilutive effect of restricted stock awards | - | 7,031 | - | 10,199 |
| Dilutive effect of warrants |  |  |  |  |
| Diluted | $\stackrel{\text { 14,210,210 }}{ }$ | $\stackrel{13,161,202}{ }$ | $\underline{13,898,424}$ | $\underline{12,727,743}$ |

The dilutive effect of stock options and warrants and the dilutive effect of unvested restricted shares are the only common stock equivalents for purposes of calculating diluted earnings per common share.
Weighted average anti-dilutive stock options and warrants and unvested restricted shares excluded from the computation of diluted earnings per share are as follows:

|  | Three Months Ended September 30, |  | Nine Months Ended September 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2007 | 2008 | 2007 |
| Anti-dilutive stock options | 636,876 | 280,171 | 574,182 | 245,917 |
| Anti-dilutive restricted stock awards | 57,997 | 35,803 | 55,757 | 1,698 |
| Anti-dilutive warrants | 1,224,120 |  | 924,791 |  |

## Note 6 - Capital Adequacy

The Company (on a consolidated basis) and the Banks are subject to various regulatory capital requirements administered by federal and state banking agencies. Failure to meet minimum capital requirements result in certain discretionary actions by regulators that could have an effect on the Company's operations. The regulations require the Company and the Banks to meet specific capital adequacy guidelines that involve quantitative measures of assets, liabilities, and certain off-balance-sheet items as calculated under regulatory accounting practices. The Company's capital amounts and classifications are also subject to qualitative judgments by the regulators about components, risk weightings, and other factors.

To be considered well capitalized and adequately capitalized (as defined) under the regulatory framework for prompt corrective action, the Banks must maintain minimum Tier 1 leverage, Tier 1 risk-based, and total risk-based capital ratios. These minimum ratios along with the actual ratios for the Company and the Banks as of September 30, 2008 and December 31, 2007, are presented in the following table.

|  | Well Capitalized Requirement | Adequately Capitalized Requirement | $\begin{gathered} \hline \text { September 30, } \\ 2008 \\ \text { Actual } \\ \hline \end{gathered}$ | $\begin{gathered} \text { December 31, } 2007 \\ \text { Actual } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Tier 1 Capital (to Average Assets) |  |  |  |  |
| Consolidated | N/A | $\geq 4.0 \%$ | 7.6\% | 8.4\% |
| TIB Bank | $\geq 5.0 \%$ | $\geq 4.0 \%$ | 7.3\% | 7.8\% |
| The Bank of Venice | $\geq 5.0 \%$ | $\geq 4.0 \%$ | 9.9\% | 11.9\% |
| Tier 1 Capital (to Risk Weighted Assets) |  |  |  |  |
| Consolidated | N/A | $\geq 4.0 \%$ | 9.4\% | 10.0\% |
| TIB Bank | $\geq 6.0 \%$ | $\geq 4.0 \%$ | 9.0\% | 9.2\% |
| The Bank of Venice | $\geq 6.0 \%$ | $\geq 4.0 \%$ | 13.4\% | 15.5\% |
| Total Capital (to Risk Weighted Assets) |  |  |  |  |
| Consolidated | N/A | $\geq 8.0 \%$ | 10.7\% | 11.3\% |
| TIB Bank | $\geq 10.0 \%$ | $\geq 8.0 \%$ | 10.2\% | 10.4\% |
| The Bank of Venice | $\geq 10.0 \%$ | $\geq 8.0 \%$ | 14.6\% | 16.7\% |

## TIB FINANCIAL CORP

Unaudited Notes to Consolidated Financial Statements
(Dollars in thousands except for share and per share amounts)

## Note 7. - Acquisition




 intangible assets identified were approximately $\$ 1,238$ as of September 30, 2008.

The acquisition of NCA spearheads the Company's entry into a new business line of private banking and wealth management that began operations in the first quarter of 2008. With $\$ 91$ million of assets under advisement, NCA has an existing client base, established operations and presence in the market and revenue to support further growth and expansion.

In early November, the Company received regulatory approval to commence trust operations.

## Note 8. - Fair Value

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

Level 1: Quoted prices (unadjusted) for identical assets or liabilities in active markets that the entity has the ability to access as of the measurement date.
 can be corroborated by observable market data.

Level 3: Significant unobservable inputs that reflect a reporting entity's own assumptions about the assumptions that market participants would use in pricing an asset or liability.

 benchmark quoted securities (Level 2 inputs) and 3) for collateralized debt obligations, custom discounted cash flow modeling (Level 3 inputs).

## Valuation of collateralized debt securities







 modeling was also employed during the third quarter to estimate the fair value of this security (Level 3 inputs).

Valuation of Impaired loans

 income data available. Such adjustments are typically significant and result in a Level 3 classification of the inputs for determining fair value.

## TIB FINANCIAL CORP

Unaudited Notes to Consolidated Financial Statements (Dollars in thousands except for share and per share amounts)

## Assets and Liabilities Measured on a Recurring Basis

Assets and liabilities measured at fair value on a recurring basis are summarized below:

|  | Fair ValueMeasurements at September 30, 2008 Using |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2008 |  | Quoted Prices in Active Markets for Identical Assets (Level 1) |  | Significant Other Observable Inputs (Level 2) |  | Significant Unobservable Inputs (Level 3) |  |
| Assets: |  |  |  |  |  |  |  |  |
| Available for sale securities | \$ | 197,396 | \$ | - | \$ | 187,261 | \$ | 10,135 |

 the quarter ended September 30, 2008 and still held at September 30, 2008.

|  | Fair Value Measurements Using Significant Unobservable Inputs (Level 3) |  |
| :---: | :---: | :---: |
|  |  | Collateralized Debt Obligations |
| Beginning balance, June 30, 2008 | \$ | 9,873 |
| Included in earnings - other than temporary impairment |  | (271) |
| Included in other comprehensive income |  | 533 |
| Ending balance September 30, 2008 | \$ | 10,135 |

 the nine months ended September 30, 2008 and still held at September 30, 2008.

|  | Fair Value Measurements Using Significant Unobservable Inputs (Level 3) |  |
| :---: | :---: | :---: |
|  |  | Collateralized Debt Obligations |
| Beginning balance, January 1, 2008 | \$ | 6,111 |
| Included in earnings - other than temporary impairment |  | $(1,227)$ |
| Included in other comprehensive income |  | 533 |
| Transfer in to Level 3 |  | 4,718 |
| Ending balance, September 30, 2008 | \$ | 10,135 |

## Assets and Liabilities Measured on a Non-Recurring Basis

Assets and liabilities measured at fair value on a non-recurring basis are summarized below:


 considered in the overall determination of the reserve and provision for loan losses.

## Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

## Forward-looking Statements







 or otherwise.


 Advisors subsequent to their acquisitions on April 30, 2007 and January 2, 2008, respectively.

## Quarterly Summary

 compared to diluted net income of $\$ 0.04$ for the comparable 2007 quarter.
 and lower non-interest income.

 $1.47 \%$ of loans at September 30, 2008.
 December 31, 2007. Total deposits of $\$ 1.11$ billion as of September 30, 2008 increased $\$ 63.2$ million, or 6\%, from December 31, 2007.
 of nonperforming assets. Significant developments are outlined below.

- Our expanded complement of commercial and residential mortgage loan officers increased loan production with commercial real estate loans increasing $\$ 20.0$ million and residential mortgages increasing $\$ 17.4$ million during the quarter.
- Under challenging and declining investment markets, Naples Capital Advisors established new investment management accounts with an aggregate value of $\$ 7$ million. However, due to the drop in the U.S. and global stock markets, the market value of assets under management by the firm dropped to $\$ 91$ million as of quarter end.
- The private banking group contributed $\$ 6.7$ million in net new relationship-based deposits and a $\$ 1.1$ million net increase in loans during the quarter.
- Our indirect auto loan portfolio declined $\$ 7.6$ million during the quarter to $\$ 91.6$ million, or $7 \%$ of total loans. Non-performing loans in this business segment remained relatively flat at $\$ 1.3$ million in comparison to $\$ 1.2$ million at June 30,2008 and were significantly lower than the $\$ 3.7$ million at March 31 , 2008. The ongoing restructuring of the auto finance operations has resulted in significant resolution of non-performing loans and disposition of repossessed vehicles. As part of our restructuring, we established internal collections and disposition functions during the quarter and we no longer utilize an outside third party for these functions. We believe this change will improve our management and control of collections and vehicle dispositions in the future. Charge-offs during the quarter declined $31 \%$ to $\$ 2.7$ million, compared to $\$ 4.0$ million in the second quarter, and repossessed vehicles declined to $\$ 635,000$ from $\$ 2.7$ million at the beginning of the quarter.
. Nonaccrual loans increased during the quarter by $\$ 4.4$ million, comprised principally of two separate commercial real estate loan relationships of $\$ 2.3$ million each. Nonperforming loans of $\$ 27.0$ million have remained relatively flat since the first quarter of the year. We continue to aggressively pursue resolution of these loans.
- The net interest margin declined to $3.18 \%$ during the quarter, in comparison to the $3.25 \%$ in the second quarter, due to the higher level of nonaccrual loans which reduced the margin by 4 basis points, the seasonal outflow of lower cost transaction accounts and significantly elevated deposit pricing competition. The intense demand for liquidity and the high level of uncertainty in the global financial system continued to adversely impact our cost of funding.



 negotiations with the borrower to restructure the loan. The negotiations may not be successful and we may have to proceed to foreclosure.


## Three Months Ended September 30, 2008 and 2007:

## Results of Operations

 quarter as compared to basic and diluted earnings per share of $\$ 0.04$ for the comparable 2007 quarter.
 the third quarter of 2008 while the return on average shareholders' equity was $1.93 \%$ for the same quarter of 2007.

## Net Interest Income



 debentures, advances from the FHLB and other short term borrowings.



 deposits and long-term borrowings. Interest expense on short term borrowings decreased due to decreases in interest rates, partially offset by increased balances.
 of 2007. As a result of the actions taken by the Federal Reserve, the prime rate declined from $8.25 \%$ in the third quarter of 2007 to $5.00 \%$ in April 2008 .


 different term structure and interest rate sensitivity of our liabilities. As a consequence, our net interest margin declined 34 basis points compared to the third quarter of 2007.
 and federal funds sold. This higher level of lower yielding assets also reduced the net interest margin during the period.



 significant, we expect any such impact to continue to be less in extent than the relative impact of earning asset growth.



 decline in short-term interest rates in October. See Asset and Liability Management for a more in depth discussion of our management of changes in interest rates and interest rate risk.

## Provision for Loan Losses







 nonperforming loans and net charge offs, which cannot be reasonably predicted.



 basis and increase the volume and severity of the losses incurred during the first nine months of 2008.

Indirect Loan Portfolio Statistics

| (Dollars in thousands) | As of or For the Quarter Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sept 2008 |  | June 2008 |  | Mar 2008 |  | Dec 2007 |  | Sept 2007 |  |
| 30-89 days delinquent | \$ | 3,782 | \$ | 2,193 | \$ | 2,682 | \$ | 3,702 | \$ | 3,647 |
| Non Accrual | \$ | 1,317 | \$ | 1,220 | \$ | 3,543 | \$ | 3,135 | \$ | 1,708 |
| Total delinquencies |  | 5.56\% |  | 3.44\% |  | 5.55\% |  | 5.82\% |  | 4.20\% |
| Net charge offs for the quarter | \$ | 2,707 | \$ | 3,951 | \$ | 1,662 | \$ | 1,199 | \$ | 615 |
| Net (gain)/loss on disposition of vehicles | \$ | 149 | \$ | (55) | \$ | 1,208 | \$ | 650 | \$ | 134 |
| Number of vehicles sold during the quarter |  | 314 |  | 271 |  | 245 |  | 137 |  | 110 |
| Collection costs incurred during the quarter | \$ | 331 | \$ | 306 | \$ | 240 | \$ | 265 | \$ | 155 |




 higher charge-offs and higher collection related expenses in future periods.

## Non-interest Income


 of investment advisory fees during the period, up $13 \%$ over the prior quarter.

## Non-interest Expense

 attributable to the operations of Naples Capital Advisors, Inc.

 increases for our employees.

 operating costs.

 approximately $\$ 85,000$ expressing our commitment to and reinvestment in the community by funding the construction of affordable local housing.

## Nine Months Ended September 30, 2008 and 2007:

## Results of Operations

 for the 2008 period as compared to diluted earnings per share of $\$ 0.32$ for the comparable 2007 period.
 $10.18 \%$ for the first nine months of 2008 while the return on average shareholders' equity was $5.72 \%$ for the same period of 2007 .

## Net Interest Income




 an increase in interest expense on time deposits, short-term borrowings and FHLB advances and long-term borrowings, which more than offset the effect of lower interest rates paid.
 in the third quarter of 2007. As a result of the actions taken by the Federal Reserve, the prime rate declined from $8.25 \%$ to $5.00 \%$ by April 2008 .


 deposits and funding sources as quickly and to the same magnitude as the reductions in our interest earning assets. As a consequence, our net interest margin declined 47 basis points.
 and federal funds sold. This higher level of lower yielding assets also reduced the net interest margin during the period.



 rates could be significant, we expect any such impact to continue to be less in extent than the relative impact of earning asset growth.



 decline in short-term interest rates in October. See Asset and Liability Management for a more in depth discussion of our management of changes in interest rates and interest rate risk.

The following table presents average balances of the Company, the taxable-equivalent interest earned, and the rate paid thereon during the nine months ended September 30, 2008 and September 30, 2007.

| (Dollars in thousands) | 2008 |  |  |  |  | 2007 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balances |  | Income/ Expense |  | Yields/ Rates | Average Balances |  | Income/ Expense |  | Yields/ Rates |
| Interest-earning assets: |  |  |  |  |  |  |  |  |  |  |
| Loans (1)(2) | \$ | 1,172,173 | \$ | 59,148 | 6.74\% | \$ | 1,080,188 | \$ | 63,532 | 7.86\% |
| Investment securities (2) |  | 174,337 |  | 6,209 | 4.76\% |  | 141,958 |  | 5,489 | 5.17\% |
| Interest-bearing deposits in other banks |  | 2,478 |  | 50 | 2.71\% |  | 393 |  | 15 | 5.10\% |
| Federal Home Loan Bank stock |  | 9,370 |  | 330 | 4.71\% |  | 8,220 |  | 367 | 5.97\% |
| Federal funds sold and securities sold under agreements to resell |  | 69,795 |  | 1,338 | 2.56\% |  | 43,892 |  | 1,724 | 5.25\% |
| Total interest-earning assets |  | 1,428,153 |  | 67,075 | 6.27\% |  | 1,274,651 |  | 71,127 | 7.46\% |
|  |  |  |  |  |  |  |  |  |  |  |
| Non-interest-earning assets: |  |  |  |  |  |  |  |  |  |  |
| Cash and due from banks |  | 19,165 |  |  |  |  | 20,711 |  |  |  |
| Premises and equipment, net |  | 37,650 |  |  |  |  | 36,132 |  |  |  |
| Allowance for loan losses |  | $(15,623)$ |  |  |  |  | $(9,675)$ |  |  |  |
| Other assets |  | 53,939 |  |  |  |  | 39,793 |  |  |  |
| Total non-interest-earning assets |  | 95,131 |  |  |  |  | 86,961 |  |  |  |
| Total assets | \$ | $\underline{1,523,284}$ |  |  |  | \$ | $\underline{1,361,612}$ |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |
| NOW accounts | \$ | 183,947 | \$ | 2,601 | 1.89\% | \$ | 153,503 | \$ | 3,870 | 3.37\% |
| Money market |  | 164,444 |  | 3,128 | 2.54\% |  | 190,660 |  | 6,018 | 4.22\% |
| Savings deposits |  | 50,232 |  | 436 | 1.16\% |  | 55,145 |  | 688 | 1.67\% |
| Time deposits |  | 559,959 |  | 18,629 | 4.44\% |  | 481,933 |  | 17,968 | 4.98\% |
| Total interest-bearing deposits |  | 958,582 |  | 24,794 | 3.45\% |  | 881,241 |  | 28,544 | 4.33\% |
|  |  |  |  |  |  |  |  |  |  |  |
| Other interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |
| Short-term borrowings and FHLB advances |  | 229,503 |  | 5,661 | 3.29\% |  | 163,582 |  | 5,579 | 4.56\% |
| Long-term borrowings |  | 63,000 |  | 2,545 | 5.40\% |  | 34,406 |  | 2,085 | 8.10\% |
| Total interest-bearing liabilities |  | 1,251,085 |  | 33,000 | 3.52\% |  | 1,079,229 |  | 36,208 | 4.49\% |
|  |  |  |  |  |  |  |  |  |  |  |
| Non-interest-bearing liabilities and shareholders' equity: |  |  |  |  |  |  |  |  |  |  |
| Demand deposits |  | 151,566 |  |  |  |  | 167,642 |  |  |  |
| Other liabilities |  | 19,930 |  |  |  |  | 19,472 |  |  |  |
| Shareholders' equity |  | 100,703 |  |  |  |  | 95,269 |  |  |  |
| Total non-interest-bearing liabilities and shareholders' equity |  | 272,199 |  |  |  |  | 282,383 |  |  |  |
| Total liabilities and shareholders' equity | \$ | 1,523,284 |  |  |  | \$ | $\underline{\text { 1,361,612 }}$ |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Interest rate spread (tax equivalent basis) |  |  |  |  | 2.75\% |  |  |  |  | 2.97\% |
| Net interest income (tax equivalent basis) |  |  | \$ | 34,075 |  |  |  | \$ | 34,919 |  |
| Net interest margin (3) (tax equivalent basis) |  |  |  |  | 3.19\% |  |  |  |  | 3.66\% |

(1) Average loans include non-performing loans.
(2) Interest income and rates include the effects of a tax equivalent adjustment using applicable statutory tax rates in adjusting tax exempt interest on tax exempt investment securities and loans to a fully taxable basis.
(3) Net interest margin is net interest income divided by average total interest-earning assets.

## Changes in Net Interest Income


 the proportionate absolute changes in each category.

| (Dollars in thousands) | 2008 Compared to $2007{ }^{(1)}$ Due to Changes in |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Volume |  | Average Rate |  | Net Increase (Decrease) |  |
| Interest income |  |  |  |  |  |  |
| Loans ${ }^{(2)}$ | \$ | 5,122 | \$ | $(9,506)$ | \$ | $(4,384)$ |
| Investment securities ${ }^{(2)}$ |  | 1,179 |  | (459) |  | 720 |
| Interest-bearing deposits in other banks |  | 45 |  | (10) |  | 35 |
| Federal Home Loan Bank stock |  | 47 |  | (84) |  | (37) |
| Federal funds sold and securities purchased under agreements to resell |  | 739 |  | $(1,125)$ |  | (386) |
| Total interest income |  | 7,132 |  | $(11,184)$ |  | $(4,052)$ |
|  |  |  |  |  |  |  |
| Interest expense |  |  |  |  |  |  |
| NOW accounts |  | 663 |  | $(1,932)$ |  | $(1,269)$ |
| Money market |  | (743) |  | $(2,147)$ |  | $(2,890)$ |
| Savings deposits |  | (57) |  | (195) |  | (252) |
| Time deposits |  | 2,721 |  | $(2,060)$ |  | 661 |
| Short-term borrowings and FHLB advances |  | 1,879 |  | $(1,797)$ |  | 82 |
| Long-term borrowings |  | 1,320 |  | (860) |  | 460 |
| Total interest expense |  | 5,783 |  | $(8,991)$ |  | $(3,208)$ |
|  |  |  |  |  |  |  |
| Change in net interest income | \$ | 1,349 | \$ | $(2,193)$ | \$ | (844) |

(1) The change in interest due to both rate and volume has been allocated to the volume and rate components in proportion to the relationship of the dollar amounts of the absolute change in each.


## Provision for Loan Losses








 higher levels of nonperforming loans and repossessed vehicles, which may cause an increase in charge-offs and collection costs in future periods


 future periods.

## Non-interest Income




 fees from Naples Capital Advisors, Inc. contributed approximately $\$ 413,000$ to the current year total.

## Non-interest Expense


 million attributable to our indirect lending operations.

 were incurred in the first nine months of 2008

 continue to focus on consolidating our facilities and containing operating costs


 our commitment to and reinvestment in the community by funding the construction of affordable local housing.

## Balance Sheet


 purchased to maintain appropriate levels of liquid assets on the balance sheet.
 2008 increased $\$ 63.2$ million, or 6\%, from December 31, 2007.

 dividend in the second and third quarters of 2008 and a quarterly cash dividend of $\$ 0.0613$ per share in the first quarter of 2008 and $\$ 0.0588$ per share in each of the first three quarters of 2007 .

## Investment Securities




 months of 2007.




 were placed on nonaccrual and as of September 30, 2008, these securities remain on nonaccrual.


 in the second quarter. As additional defaults by certain underlying issuers occurred in two of these securities during the third quarter, additional non-cash write downs of $\$ 271,000$ were recognized.





 was other than temporary and wrote this investment down by $\$ 1.0$ million.


 financial condition and results of operations of the Company.

## Loan Portfolio Composition


 September 30, 2008 and December 31, 2007.

| (Dollars in thousands) | September 30, 2008 |  |  | December 31, 2007 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Commercial RealEstate |  | Percentage Composition |  | ercial <br> Estate | Percentage Composition |
| Mixed Use Commercial/Residential | \$ | 111,062 | 17\% | \$ | 103,937 | 17\% |
| 1-4 Family and Multi Family |  | 96,812 | 14\% |  | 76,339 | 13\% |
| Hotels/Motels |  | 91,362 | 14\% |  | 86,909 | 14\% |
| Guesthouses |  | 85,185 | 13\% |  | 81,817 | 13\% |
| Office Buildings |  | 98,432 | 15\% |  | 97,633 | 16\% |
| Retail Buildings |  | 72,181 | 11\% |  | 64,819 | 11\% |
| Restaurants |  | 48,744 | 7\% |  | 37,186 | 6\% |
| Marinas/Docks |  | 20,112 | $3 \%$ |  | 20,364 | 3\% |
| Warehouse and Industrial |  | 28,860 | 4\% |  | 29,958 | 5\% |
| Other |  | 13,513 | 2\% |  | 13,122 | 2\% |
| Total | \$ | 666,263 | 100\% | \$ | 612,084 | 100\% |


|  | September 30, 2008 |  |  | December 31, 2007 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Construction and Vacant Land |  | Percentage Composition |  | uction nt Land | Percentage Composition |
| Construction: |  |  |  |  |  |  |
| Residential - owner occupied | \$ | 20,579 | 13\% | \$ | 20,620 | 12\% |
| Residential - commercial developer |  | 14,017 | 9\% |  | 36,107 | 21\% |
| Commercial structure |  | 23,153 | 15\% |  | 14,367 | $9 \%$ |
|  |  | 57,749 | 37\% |  | 71,094 | $42 \%$ |
| Land: |  |  |  |  |  |  |
| Raw land |  | 25,909 | 17\% |  | 25,890 | 15\% |
| Residential lots |  | 13,577 | 9\% |  | 16,775 | 10\% |
| Land development |  | 19,360 | 12\% |  | 19,818 | 12\% |
| Commercial lots |  | 38,870 | 25\% |  | 35,018 | 21\% |
| Total land |  | 97,716 | 63\% |  | 97,501 | $58 \%$ |
| Total | \$ | 155,465 | 100\% | \$ | 168,595 | 100\% |


 considered impaired when it is probable that not all principal and interest amounts will be collected according to the loan contract.

Non-performing assets are as follows:

| (Dollars in thousands) | September 30, 2008 |  | December 31, 2007 |  |
| :---: | :---: | :---: | :---: | :---: |
| Total non-accrual loans (a) | \$ | 26,985 | \$ | 16,086 |
| Accruing loans delinquent 90 days or more |  | - |  | - |
| Total non-performing loans |  | 26,985 |  | 16,086 |
|  |  |  |  |  |
| Non-accrual investment securities (b) |  | 5,411 |  | 3,154 |
| Repossessed personal property (primarily indirect auto loans) |  | 635 |  | 3,136 |
| Other real estate owned |  | 4,648 |  | 1,846 |
| Other assets (c) |  | 2,073 |  | 2,915 |
| Total non-performing assets | \$ | $\underline{39,752}$ | \$ | $\underline{\text { 27,137 }}$ |
|  |  |  |  |  |
| Allowance for loan losses | \$ | 18,035 | \$ | 14,973 |
|  |  |  |  |  |
| Non-performing assets as a percent of total assets |  | 2.54\% |  | 1.88\% |
| Non-performing loans as a percent of total loans |  | 2.20\% |  | 1.43\% |
| Allowance for loan losses as a percent of non-performing loans |  | 66.83\% |  | 93.08\% |
| Annualized net charge-offs as a percent of average loans |  | 1.15\% |  | 0.45\% |

(a) Non-accrual loans as of September 30, 2008 and December 31, 2007 are as follows:

| (Dollars in thousands) | September 30, 2008 |  |  | December 31, 2007 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Number of } \\ & \text { Loans } \end{aligned}$ | Outstanding Balance |  | $\begin{aligned} & \text { Number of } \\ & \text { Loans } \end{aligned}$ | Outstanding Balance |  |
| Residential ** | 24 | \$ | 4,639 | 13 | \$ | 4,442 |
| Commercial and agricultural | 1 |  | 236 | 4 |  | 293 |
| Commercial real estate | 11 |  | 6,822 | 4 |  | 2,619 |
| Residential land development | - |  | - | 1 |  | 2,686 |
| Commercial land development | 3 |  | 13,616 | - |  | - |
| Participations in residential loan pools ** | - |  | - | 9 |  | 1,246 |
| Government guaranteed loans | 2 |  | 349 | 1 |  | 1,641 |
| Indirect auto, auto and consumer loans | 108 |  | 1,323 | 238 |  | 3,159 |
|  |  | \$ | 26,985 |  | \$ | 16,086 |

** Our ownership in the nine loan pools was exchanged for an equivalent value of 10 specific loans from the loan pools during the first quarter.


 entitled "Investment Portfolio".

 provisions of the trust agreement, beneficiaries cannot receive trust assets until November 2010.

The portion of this loan guaranteed by the USDA and held by us was approximately $\$ 1.6$ million at December 31, 2007. The loan was accruing interest until December 2006 when the Bank ceased the accrual of interest pursuant to a ruling made by the USDA. Accrued interest on this loan totaled approximately $\$ 941,000$ at December 31, 2007. During the second quarter of 2008, the USDA paid the Company the principal and accrued interest and allowed the Company to apply other proceeds previously received to capitalized liquidation costs and protective advances.

The non-guaranteed principal and interest ( $\$ 2.0$ million at September 30, 2008 and December 31, 2007) and the reimbursable capitalized liquidation costs and protective advance costs totaling approximately $\$ 109,000$ and $\$ 954,000$ at September 30, 2008 and December 31, 2007, respectively, are included as "other assets" in the financial statements.

Florida law requires a bank to liquidate or charge off repossessed real property within five years, and repossessed personal property within six months. Since the property had not been liquidated during this period, the Bank charged-off the non guaranteed principal and interest totaling $\$ 2.0$ million at June 30 , 2003, for regulatory purposes. Since we believe this amount is ultimately realizable, we did not write off this amount for financial statement purposes under generally accepted accounting principles.

Net activity relating to nonaccrual loans during the third quarter of 2008 is as follows:

## Nonaccrual Loan Activity (Other Than Indirect Auto and Consumer)

Dollars in thousands)


 medical emergency resulting in a delay of the negotiations of the renewal. At this time, we are unable to determine whether we will be able to successfully negotiate the renewal of the loan.

Net activity relating to other real estate owned loans during the third quarter of 2008 is as follows:

| OREO Activity <br> (Dollars in thousands) |  |  |  |
| :---: | :---: | :---: | :---: |
| OREO as of June 30, 2008 |  | \$ | 5,037 |
| Real estate foreclosed |  |  | 377 |
| Other increases |  |  | - |
| Write-down of value |  |  | (326) |
| Property sold |  |  | (440) |
| OREO as of September 30, 2008 |  | \$ | $\underline{4,648}$ |






 global), perceived strength of our management, recent trends in loan loss history, and concentrations of credit.










 available to them at the time of their examination.

## Capital and Liquidity






 2008. Consistent with our focus on maintaining our strong capital position, on October 28, 2008, the Board terminated its authorization for the repurchase of common stock.
 and maturities of earning assets in relation to the sources available to fund current and future needs to ensure that adequate funding will be available at all times.






 sales to meet our foreseeable liquidity requirements.




 quarterly dividend and our dividend policy in light of current and expected trends in our financial performance and financial condition.
 preferred debt securities and for other general corporate purposes. During the first three quarters of 2008, the holding company invested $\$ 10.75$ million of capital in TIB Bank.

## Asset and Liability Management

 margins and to minimize risk due to changes in interest rates. We review and evaluate our gap position as presented below as part of our asset and liability management process.

| (Dollars in thousands) | 3 Months or Less |  | 4 to 6 <br> Months |  | 7 to 12 <br> Months |  | 1 to 5 <br> Years |  | Over 5 <br> Years |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-earning assets: |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans | \$ | 338,540 | \$ | 51,327 | \$ | 134,200 | \$ | 592,563 | \$ | 108,829 | \$ | 1,225,459 |
| Investment securities-taxable |  | 28,095 |  | 726 |  | 2,629 |  | 67,589 |  | 90,345 |  | 189,384 |
| Investment securities-tax exempt |  | - |  | - |  | - |  | 5,632 |  | 2,060 |  | 7,692 |
| Marketable equity securities |  | 320 |  | - |  | - |  | - |  | - |  | 320 |
| FHLB stock |  | 10,824 |  | - |  | - |  | - |  | - |  | 10,824 |
| Federal funds sold and securities purchased under agreements to resell |  | 32,347 |  | - |  | - |  | - |  | - |  | 32,347 |
| Interest-bearing deposit in other banks |  | 428 |  | - |  | - |  | - |  | - |  | 428 |
| Total interest-earning assets |  | 410,554 |  | 52,053 |  | 136,829 |  | 665,784 |  | 201,234 |  | 1,466,454 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |  |  |
| NOW accounts |  | 148,362 |  | - |  | - |  | - |  | - |  | 148,362 |
| Money market |  | 130,910 |  | - |  | - |  | - |  | - |  | 130,910 |
| Savings deposits |  | 48,505 |  | - |  | - |  | - |  | - |  | 48,505 |
| Time deposits |  | 198,547 |  | 179,494 |  | 142,841 |  | 129,020 |  | - |  | 649,902 |
| Subordinated debentures |  | 25,000 |  | - |  | - |  | - |  | 8,000 |  | 33,000 |
| Other borrowings |  | 156,351 |  | - |  | 4,150 |  | 128,750 |  | - |  | 289,251 |
| Total interest-bearing liabilities |  | 707,675 |  | 179,494 |  | 146,991 |  | 257,770 |  | 8,000 |  | 1,299,930 |
| Interest sensitivity gap | \$ | $(297,121)$ | \$ | $(127,441)$ | \$ | $(10,162)$ | \$ | 408,014 | \$ | 193,234 | \$ | 166,524 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cumulative interest sensitivity gap | \$ | $\underline{(297,121)}$ | \$ | $\underline{(424,562)}$ | \$ | $(434,724)$ | \$ | $\underline{(26,710)}$ | \$ | 166,524 | \$ | 166,524 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cumulative sensitivity ratio |  | (20.3\%) |  | (29.0\%) |  | (29.6\%) |  | (1.8\%) |  | 11.4\% |  | 11.4\% |






 increased short term borrowings and shorter term certificates of deposit.


 category will be approximately offset by new deposit generation.



 income. We also develop tactics and strategies to increase our net interest margin and net interest income that are consistent with our operating policies.

## Commitments

 extend credit and standby letters of credit. These instruments involve, to varying degrees, elements of credit risk in excess of the amount recognized in the consolidated balance sheets.

 instruments.

 require the payment of a fee. At September 30, 2008, total unfunded loan commitments were approximately $\$ 113.5$ million


 million.
 funding requirements occur, we have available borrowing capacity from various sources as discussed in the "Capital and Liquidity" section above.

## FASB Statement 157





 were no longer observable level 2 inputs available. Therefore, custom discounted cash flow modeling was employed to estimate the fair value of this security (Level 3 inputs).

## Collateralized Debt Obligations



 impact on our regulatory capital ratios.








 default.

## Impaired Loans


 regulatory capital ratios. As loans, in general, are illiquid and are not considered by management as a source of liquidity, changes in their fair value have no impact on our liquidity

## Item 3. Quantitative and Qualitative Disclosures About Market Risk

 foreign exchange rates, equity rates, equity prices, credit spreads and/or commodity prices. The Company has assessed its market risk as predominately interest rate risk.



 related to the level of interest rates and changes in the slope of the yield curve. All rate change scenarios are "ramped" over a three-month period in our modeling.

 monetary policy actions in October.

 longer-term interest rates remaining relatively unchanged is projected to result in an increase in net interest income of approximately $\$ 500,000$, or $1 \%$, over a 12 -month period



 the interest rate sensitivity of our investment securities, wholesale funding, and Fed Funds positions consistent with the re-pricing characteristics of our deposits and other interest bearing liabilities.

## Item 4. Controls and Procedure

(a) Evaluation of Disclosure Controls and Procedures

 Corporation
(b) Changes in Internal Control Over Financial Reporting
 materially affect, the Company's internal control over financial reporting.

## PART II. OTHER INFORMATION

## Item 1a. Risk Factors

There has not been any material change in the risk factor disclosure from that contained in the Company's 2007 Annual Report on Form 10-K for the year ended December 31, 2007.

## Item 5. Other Information

Not applicable

## Item 6. Exhibits

(a) Exhibits

| Exhibit 31.1 | - | Chief Executive Officer's certification required under Section 302 of Sarbanes-Oxley Act of 2002 |
| :--- | :--- | :--- |
| Exhibit 31.2 | - | Chief Financial Officer's certification required under Section 302 of Sarbanes-Oxley Act of 2002 |
| Exhibit 32.1 | - | Chief Executive Officer's certification required under Section 906 of Sarbanes-Oxley Act of 2002 |
| Exhibit 32.2 | - | Chief Financial Officer's certification required under Section 906 of Sarbanes-Oxley Act of 2002 |

## Section 2: EX-31.1 (CEO CERTIFICATIONS PURSUANT TO SECTION 302)

Exhibit 31.1

## CERTIFICATIONS

I, Thomas J. Longe, Chairman and CEO, certify that:

1. I have reviewed this quarterly report on Form 10-Q of TIB Financial Corp.;
 such statements were made, not misleading with respect to the period covered by this report;
 the registrant as of, and for, the periods presented in this report;
 control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
 registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 of the end of the period covered by this report based on such evaluation; and
 reasonably likely to materially affect, the registrant's internal control over financial reporting.
 registrant's board of directors (or persons performing the equivalent functions):
 record, process, summarize and report financial information; and
b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

## Section 3: EX-31.2 (CFO CERTIFICATIONS PURSUANT TO SECTION 302)

Exhibit 31.2

## CERTIFICATIONS

I, Stephen J. Gilhooly, Executive Vice President and CFO, certify that:

1. I have reviewed this quarterly report on Form $10-\mathrm{Q}$ of TIB Financial Corp.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
 control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
 registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 of the end of the period covered by this report based on such evaluation; and
 reasonably likely to materially affect, the registrant's internal control over financial reporting.
 registrant's board of directors (or persons performing the equivalent functions):
 record, process, summarize and report financial information; and
b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.
/s/ Stephen J. Gilhooly
Stephen J. Gilhooly
Executive Vice President, Chief Financial Officer and Treasurer

## Section 4: EX-32.1 (CEO CERTIFICATIONS PURSUANT TO SECTION 906)

## Exhibit 32.1

Chief Executive Officer's Certification required under Section 906 of Sarbanes-Oxley Act of 2002
In connection with the quarterly report of TIB Financial Corp. (the "Company") on Form 10-Q for the period ended September 30, 2008, as filed with the Securities and Exchange Commission (the "Report"), I, Thomas J. Longe, Chairman and Chief Executive Officer of the Company, certify pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that this Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934 and that, to my knowledge, the information contained in the Report fairly presents, in all material respects, the financial condition and results of operation of the Company
Date: November 10, 2008 /s/ Thomas J. Longe

Thomas J. Longe
Chairman and Chief Executive Officer

A signed original of this written statement required by Section 906, or other document authenticating, acknowledging, or otherwise adopting the signature that appears in typed form within the electronic version of this written statement required by Section 906, has been provided to TIB Financial Corp. and will be retained by TIB Financial Corp. and furnished to the Securities and Exchange Commission or its staff upon request.

## Section 5: EX-32.2 (CFO CERTIFICATIONS PURSUANT TO SECTION 906)

Exhibit 32.2

Chief Financial Officer's Certification required under Section 906 of Sarbanes-Oxley Act of 2002
In connection with the quarterly report of TIB Financial Corp. (the "Company") on Form 10-Q for the period ended September 30, 2008, as filed with the Securities and Exchange Commission (the "Report"), I, Stephen J. Gilhooly, Executive Vice President and Chief Financial Officer of the Company, certify pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that this Report fully complies with the requirements of Section 13 (a) or 15(d) of the Securities Exchange Act of 1934 and that, to my knowledge, the information contained in the Report fairly presents, in all material respects, the financial condition and results of operation of the Company.
Date: November 10, 2008
$/ \mathrm{s} /$ Stephen J. Gilhooly
Stephen J. Gilhooly
Executive Vice President, Chief Financial Officer and Treasurer

A signed original of this written statement required by Section 906, or other document authenticating, acknowledging, or otherwise adopting the signature that appears in typed form within the electronic version of this written statement required by Section 906, has been provided to TIB Financial Corp. and will be retained by TIB Financial Corp. and furnished to the Securities and Exchange Commission or its staff upon request.

