

Friends & Family Newsletter

June 30, 2021

BARWICK BANKING COMPANY

FOR LOCALS. BY LOCALS



We can all agree that the last 18 months have been unique, to say the least. A global pandemic, ups and downs in the economy and worldwide turmoil has been commonplace. But through it all Barwick Banking Company, your bank, has been moving forward with our business plan and we look forward to talking about our progress in this newsletter.

So, what's happening at your bank?



A MESSAGE FROM CHAD AND JIM

FOR LOCALS! BY LOCALS!

We do not take that lightly. We are proud of the fact that we are locally owned and operated. Part of that pride comes from the outstanding bankers that work every day to take care of our customers financial needs, whether they be personal or for their business.

2021 has been, and will continue to be a period of strong growth for your bank. Some highlights include:

- Opened temporary St. Augustine location on July 12
- Planning improvement and additions to the Barwick Main Office during the 3rd quarter of 2021
- Breaking ground on Daytona Beach location during the 3rd quarter of 2021
- Planning to start a mortgage department during the 4th quarter of 2021
- Continue strong loan and deposit growth in Barwick, St. Augustine, and Daytona Beach

Obviously, we have a lot going on. But we are dedicated to making Barwick Banking Company, your bank, the bank of choice in South Georgia and North/Central Florida. We thank you for your support and please contact us anytime!

FINANCIAL HIGHLIGHTS - JOHN HODAS, CFO

On the financial side of the bank we have had a very successful year so far. We wrapped up our stock sale with over \$20 million raised. This will provide us with the capital to grow our balance sheet as we get started with our expansion into Florida and increase our use of technology in the Barwick market.

While we were without a location outside of Barwick, our business development teams used our new internet banking products and new technology to add \$50 million in new deposits and \$50 million in new loans to our balance sheet in the first six months of 2021. Overall, total assets grew from \$33 million at the start of the year to \$91 million at June 30th. This growth exceeds our financial plans and provides us with a great start towards reaching the levels where we become profitable.

On the income statement, we have had a net loss for the year as expected with the costs associated with our expansion in Florida and added technology. Looking ahead, the balance sheet growth will provide an increasing net interest margin that will help reduce the impact of the costs associated with growing the bank.

We look forward to the upcoming months as we expect we will see continuing growth on the balance sheet as we get started in our St Augustine location.





LENDING UPDATE - MARK CHASTAIN, CHIEF LENDING OFFICER



I am pleased to report Barwick Banking Company ended June 30, 2021 with more than \$68 million in total loans. Total loans have increased 265% from year end 12/31/2000 to 6/30/2021 with no past due loans over 30 days and no criticized loans. Thus far through round 1 and 2 of the SBA PPP Loan Program your Bank made more than \$5 million in loans supporting small businesses in our local communities, helping to save more than 500 jobs.

The loan closing team of Rebecca Beaty, Von Parker and Pam Kelly under the leadership of Christina Zdunek continue to do a fantastic job with loan closings. Loan production officers Chad Bowling (President), Corey Gibbs (Barwick), John Matulia (St. Augustine), Matt Stietzel (Volusia County) and I are busy growing your Bank with quality loans for individuals and businesses. Please reach out via email mchastain@barwickbank.com or phone (386) 523-4178 with any opportunities or referrals. *"Here we grow!"*

OPERATIONS UPDATE - GAIL BAKER, SVP, OPERATIONS MANAGER

2021 has been a very exciting year for Barwick Banking Company!! The introduction of online banking and rollout of consumer and business debit cards were a huge hit, bringing new technology to existing and new clients.

Mobile banking and Remote deposit capture enabled us to provide banking services to clients without a geographical challenge.

The 2nd quarter of 2021 allowed online ACH origination, and coming soon, apple pay, online wire origination, lockbox services, and Positive Pay (a fraud prevention tool) – all this new technology provides Barwick Banking Company the tools to bank all sizes of clients, while remaining a true Community Bank!

Come visit our newest branch location, 1200 Plantation Island Dr. South Ste 110, St. Augustine FL, where you will see your favorite bankers. For Locals By Locals!



Please contact us by phone at (229) 735-3110 or by email below:

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