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**Richard P. Eidswick** *Managing Partner, Arbor Partners* 

Jan Barney Newman President, Ann Arbor District Library Board

**Richard N. Robb, DDS** Regent Emeritus, Eastern Michigan University

# bankª ann arbor

## www.boaa.com

Member FDIC



**Downtown Ann Arbor** 125 S. Fifth Ave. Ann Arbor, MI 48104 (734) 662-1600

Downtown Saline 179 East Michigan Ave Saline, MI 48176 (734) 470-5001

**Downtown Ypsilanti** 7 W. Michigan Ave. Ypsilanti, MI 48197 (734) 485-9400

**Ellsworth Rd. & Airport Blvd.** 801 W. Ellsworth Rd. Ann Arbor, MI 48108 (734) 669-8900 **Plymouth** 1333 W. Ann Arbor Rd. Plymouth, MI 48170 (734) 455-1511

**Stadium & Liberty** 2204 W. Stadium Blvd. Ann Arbor, MI 48103 (734) 822-1900

Traver Village Shopping Center 2601 Plymouth Rd. Ann Arbor, MI 48105 (734) 662-3800

# Q2 '16: Driving Growth



### Greetings fellow shareholders:

July 2016

I am pleased to report that we had the largest quarterly earnings in the history of the bank as the earnings for the second quarter registered \$4,153,000. Our year to date earnings also reached a record-level at nearly \$8 million. While we anticipate our strong earnings to continue, we will be incurring some one-time transaction related expenses in the third and fourth quarter associated with our pending acquisition. The very positive trend in our second quarter earnings is highlighted as follows:

	2016	2015	2014	<u>2013</u>
Earnings (millions)	\$8.0	\$6.9	\$5.7	\$4.8
% Increase (earnings)	15.6%	21.1%	27.4%	20.0%
Earnings Per Share	\$8.84	\$7.73	\$6.46	\$5.38

The continued strong growth in earnings is a reflection of the excellent work being done by all of the revenue producing areas of the bank. Needless to say, our sales teams are supported by some of the most talented and experienced colleagues in our operations, I/T, marketing, HR, credit, and accounting areas. Combined, we have a team second to none as reflected by our continued high performance. The World's Best Bankers, indeed.

In addition to the positive news on our earnings momentum, we were also very excited to share the recent news on the bank expanding into Oakland County with the signing of the definitive agreement to merge with Bank of Birmingham. This was a strategic opportunity to add a nicely profitable and sizeable one branch bank with nearly \$275 million in total assets. After closing, the combined organization is expected to have approximately 225 employees across eight locations in Washtenaw, western Wayne, and Oakland counties and approximately \$1.5 billion in combined total assets (approximately \$1.5 billion) and assets under management (approximately \$1.0 billion).

The increased footprint of the combined entity, following the close of the transaction by year end, will enable Bank of Ann Arbor to deliver its banking services into the enviable demographic of Oakland County. The close alignment of culture, clientele, and commitment to the community across the two institutions provides us with tremendous confidence that we have found the perfect partner with Bank of Birmingham to expand our reach into Oakland County. If you have any questions on this transaction or other matters relating to the bank, please do not hesitate to contact me.

Sincerely,

im Marshall

Timothy G. Marshall President and CEO

# **ARBOR BANCORP, INC.**

#### Balance Sheet

(000's omitted)	As of June 30	
	2016	2015
Assets:		
Cash	\$ 19,362	\$ 16,004
Overnight Investments	97,394	133,809
Investments	140,686	139,699
Loans:	,	100,000
Commercial	645,501	575,313
Leases	120,252	
	,	72,975
Residential Mortgages	77,564	84,098
Mortgages held for resale	5,125	4,300
Installment	31,091	36,578
Total loans	879,533	773,264
Allowance for loan loss	(15,477)	(13,407
Interest receivable	2,230	1,788
Bank Owned Life Insurance	20,029	14,531
Other Real Estate Owned	967	428
Other assets	12,474	12,378
Bank premises and equip.	12,474	14,840
barik premises and equip.	19,435	14,040
Total Assets	\$1,176,633	\$1,093,334
Liabilities and Capital:		
Deposits		
Demand	\$ 321,449	\$273,634
NOW	90,142	68,567
Smart One	186,146	160,274
Money market savings	249,818	276,642
Savings	59,289	52,678
CDs < \$100,000		31,167
	26,691	
CDs > \$100,000	83,451	79,850
Total deposits	1,016,986	942,812
Federal Home Loan Bank advances	739	882
Repurchase agreements	43,281	49,179
Other debt	10,201	10,170
	160	176
Interest payable	160	176
Other liabilities	14,278	13,633
Trust Preferred Securities	5,000	5,000
Retained earnings	89,144	75,702
Unrealized gain/(loss) on		
securities held for sale	2,142	1,397
Common stock	4,903	4,553
Total Capital	96,189	81,652

NOW 65 Smart One 191 291 Money market savings Savings 44 CD's < \$100,000 63 CD's > \$100.000 171 82 Repurchase agreements Other borrowed money 101 Total interest expense 1,008 Net interest income 21.486 Provision for loan losses 1.156 Net interest income after provision for loan losses 20,330 Other income: Service charges 253 Mortgage origination 971 Trust income 2.376 Miscellaneous income 1,759 Total other income 5.359 Operating expenses: Salaries and benefits 9.855 Marketing and bus. 677 development Building and equipment 1.517 Contracted services 1.427 306 FDIC expense Other expenses 581 Total operating expenses 14.363 Net income before tax 11,326 Federal income tax 3.356 Net Income \$ 7,970 \$ 8.84 Earnings per Share

**Income Statement** 

**Overnight Investments** 

Total income and fees

For six months ended

6/30/15

\$17.317

208

1.618

1,132

57

145

222

45

86

184

82

101

922

19.353

1,230

18,123

205

994

2.351

1,438

4.988

9.284

596

1.379

1.299

275

531

13.364

9,747

2.854

\$ 6,893

\$ 7.73

20.275

6/30/16

\$19.662

357

871

1.604

22.494

(000's omitted)

Interest income:

Investments

Interest expense:

Loans fees

Loans

Total Liabilities and Capital \$1,1

<u>\$1,176,633</u> \$ 1,093,334