



Community Bank of Santa Maria
Home of "Santa Maria Style" Banking®

PRESS RELEASE

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For More Information Contact:

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Janet Silveria, President/CEO
(805) 922-2900
jsilveria@yourcbsm.com

Community Bancorp of Santa Maria Releases Third Quarter Earnings Report

Community Bancorp of Santa Maria released its earnings report for the period ending September 30, 2017. Spokesperson, Janet Silveria, President and Chief Executive Officer, reported across the board increases in Net Income, Net Loans, Deposits, and Total Assets.

Ms. Silveria reported a 98.6% increase in Net Income in 2017. Net Income as of September 30, 2017 was \$1,275,948 versus \$642,613 as of September 30, 2016. While the bank lowered operating expenses in 2017, Silveria commented that the biggest contributing factor to the improvement in Net Income was loan growth. Net Loans increased from \$128.5 million on September 30, 2016 to \$158.7 million on September 30, 2017, which is an increase of 23.5%. That loan growth contributed significantly to the bank's ability to increase Interest Income by 10.9%. Total Deposits increased 11.4%, from \$215.6 million on September 30, 2016 to \$240.3 million on September 30, 2017. Total Assets of the bank increased from \$238.7 million on September 30, 2016 to \$264.8 million on September 30, 2016, which represents a 10.9% increase.

Silveria recounted the long list of recent recognition the bank has received for their success. Recognition which includes being named a '2016 Commendable Performing Bank' by The Findley Report; achieving a 'Five Star Rating' from BauerFinancial; the addition of Community Bancorp of Santa Maria's stock to the OTCQX's Composite Index, Bank Index, and US Index; and, making Pacific Coast Business Times' list of the 50 Fastest Growing Companies in Ventura, Santa Barbara, and San Luis Obispo counties. "Despite the recognition we receive from these outside, independent companies, the recognition that means the most is the recognition we receive from our loyal customers. The bank's growth is largely attributed to their ongoing willingness to refer friends and family to Community Bank of Santa Maria" said Silveria.

Community Bancorp of Santa Maria is the one-bank holding company of Community Bank of Santa Maria. Community Bank of Santa Maria opened for business on March 1, 2001, and currently operates three branches; two in Santa Maria, and their division, Lompoc Community Bank, in Lompoc. Community Bancorp of Santa Maria stock is traded on the OTCQX under the symbol CYSM.

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Community Bancorp of Santa Maria and Subsidiaries
Consolidated Balance Sheets
September 30, 2017
(unaudited)

Dollars in \$1,000's		September 30,	
		2017	2016
Cash and due from banks		\$ 5,936	\$ 8,075
Interest-bearing deposits in banks		5,285	3,873
Fed Funds Sold		102	101
	Cash and Cash Equivalents	11,323	16,191
Investment Securities		81,867	85,923
Loans:			
Construction Loans		9,637	8,390
Real Estate Loans		119,901	95,284
Commercial Loans		30,326	25,665
Consumer Loans		884	1,008
	Total Loans	160,748	130,347
Allowance for loan losses		(1,999)	(1,891)
	Net Loans	158,749	128,456
Other Real Estate Owned		-	-
Fixed Assets		6,310	6,579
BOLI		3,108	3,045
Other assets		3,435	2,640
	Total Assets	\$ 264,792	\$ 238,692
Deposits:			
Demand deposits		\$ 97,717	\$ 87,216
NOW accounts		22,802	17,759
Savings accounts		20,432	28,518
Money market accounts		71,173	60,573
Time deposits		28,156	21,565
	Total Deposits	240,280	215,631
Other liabilities		1,062	862
Other Borrowings		-	-
Subordinated debenture payable		-	-
Shareholders' Equity:			
Common stock, par value		15,342	15,217
Additional Paid-In Capital		629	699
Unrealized gain (loss) on investment securities		(352)	313
Retained earnings (deficit)		7,831	5,970
	Total CBancorp of SM Shareholders' Equity	23,450	22,199
Noncontrolling interest		-	-
	Total Shareholders' Equity	23,450	22,199
	Total Liabilities and Shareholders' Equity	\$ 264,792	\$ 238,692

Community Bancorp of Santa Maria and Subsidiaries
Consolidated Income Statements
September 30, 2017
(unaudited)

		Nine Months Ended	
		September 30,	
		2017	2016
Interest Income	\$	7,398,187	\$ 6,681,514
Interest Expense		229,508	216,864
Net Interest Income		<u>7,168,679</u>	<u>6,464,650</u>
Provision for Loan Losses		-	-
Noninterest Income		515,904	459,603
Noninterest Expense:			
Salaries		3,288,074	3,300,427
Occupancy		390,542	493,415
Equipment		148,865	168,423
Promotion		305,536	277,150
Professional		1,015,804	966,138
General Office		76,536	93,796
Other Expense		398,827	601,415
Interest on Borrowed Funds		-	159
Contingencies		-	-
Reserve for Loan Loss		-	-
		<u>5,624,183</u>	<u>5,900,923</u>
Income before Income Taxes		2,060,399	1,023,330
Income Taxes		<u>784,451</u>	<u>380,717</u>
Net Income	\$	<u><u>1,275,948</u></u>	<u><u>\$ 642,613</u></u>