

2022 Annual Report

### **General Corporate Information**

#### **ANNUAL MEETING**

The annual meeting of shareholders of North State Bancorp will be held on Thursday, June 1, 2023, at 4:00 p.m. at North State Bank, 6200 Falls of Neuse Road, Second Floor, Raleigh, North Carolina 27609. All shareholders are invited to attend and will be able to vote their shares in person, however we strongly encourage you to vote your shares prior to the meeting by sending your proxy card to us in the provided business reply envelope or by scanning and emailing the proxy card to us at ProxyVote@NorthStateBank.com.

# MARKET FOR COMMON EQUITY AND RELATED SHAREHOLDER MATTERS

As of December 31, 2022, we had 6,361,718 shares of common stock outstanding, which were held by approximately 180 beneficial owners. North State Bancorp facilitates trading of shares of its common stock across the Company's desk and they are not available on any exchange.

### **INDEPENDENT AUDITORS**

FORVIS, LLP 1410 Spring Hill Road Suite 500 Tysons, VA 22102

### **Banking and Mortgage Offices**

**CORPORATE HEADQUARTERS & NORTH RALEIGH BANKING OFFICE** 6204 Falls of Neuse Road Raleigh, NC 27609 919.855.9925

**OPERATIONS CENTER** 6200 Falls of Neuse Road Raleigh, NC 27609

**DOWNTOWN RALEIGH** 230 Fayetteville Street Suite 100 Raleigh, NC 27601 **GARNER** 835 Highway 70 West Garner, NC 27529

**NORTH HILLS** 4270 The Circle at North Hills Raleigh, NC 27609

SOUTHEAST RALEIGH MORTGAGE 1708 Trawick Road Suite 101 Raleigh, NC 27604

#### **REGULATORY AND SECURITIES COUNSEL**

Wyrick Robbins Yates & Ponton LLP 4101 Lake Boone Trail, Suite 300 Raleigh, NC 27607

#### AUDITED CONSOLIDATED FINANCIAL STATEMENTS

A copy of North State Bancorp's Audited Consolidated Financial Statements as of and for the years ended December 31, 2022, and 2021 is available without charge to shareholders upon written request to Stacy R. Reedy, Executive Vice President and Chief Financial Officer, North State Bancorp, P.O. Box 18367, Raleigh, NC 27619, and is on our website at NorthStateBank.com.

This Annual Report and the above-referenced Audited Consolidated Financial Statements have not been reviewed or confirmed for accuracy or relevance by the FDIC or any other governmental agency.

> WAKE FOREST 14091 Falls of Neuse Road Raleigh, NC 27614

WEST RALEIGH 2413 Blue Ridge Road Raleigh, NC 27607

**WILMINGTON** 1411 Commonwealth Drive Wilmington, NC 28403

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# 66 We intend to remain a strong and vibrant community bank while we use our nimbleness, flexibility, and financial capabilities to improve the lives of those we serve. No one else can do this better."

### To our Shareholders, Customers, and Friends:

Once again, on behalf of everyone at North State Bank, I am pleased to report that the financial and overall health of our company continues to be strong.

Total assets, loans, and deposits for North State Bancorp as of December 31, 2022, were \$1.30 billion, \$1.04 billion, and \$1.19 billion, compared to totals as of December 31, 2021, of \$1.40 billion, \$918 million, and \$1.29 billion, representing year-overyear changes of -6.6%, 13.8%, and -7.9%, respectively.

While I can easily list many achievements and accomplishments of our people over the last year, I'm reminded that the heart of any business is its purpose and its people. Purpose and human connection. And at North State Bank, our purpose is to add value to those we serve while providing a healthy environment and culture for our people.

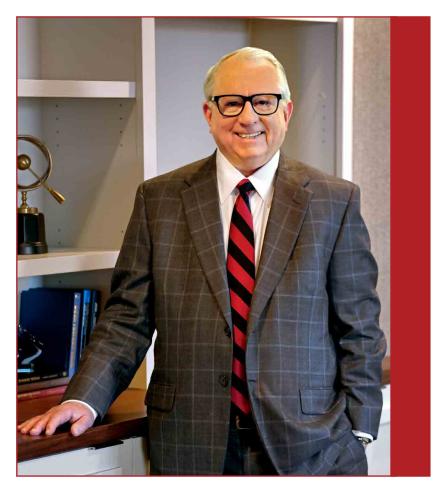
Over the last several weeks, I have read extensively about events in our industry, including two bank failures. I won't repeat all I've read, but what happened reminds me that while our business must change, grow, and improve, some principles in the banking industry should not change. Along those lines, since the very beginning of North State Bank, a key strategic intent is always to know our depositors above all else that we do. Banks are given an almost sacred responsibility to keep all deposits safe and secure. At the same time, banks must convert these deposits into earning assets, primarily loans made to our depositors and others who do business with us on a regular basis. We have kept, and will always keep, a resolute and laser-like focus on our relationship with our depositors.

Furthermore, there are different kinds of deposits, but I believe the best and most stable deposits are called "core" deposits. Core deposits come from individuals, businesses, non-profits, and others who do business with our bank because of mutual benefit and trust, and we usually "know each other."

On the other hand, brokered deposits are obtained from other banks and entities and then converted into earning assets, such as loans. The actual owners of these deposits are unknown to the bank in such situations. I am pleased to share that North State Bank does not depend upon brokered deposits. In fact, we have no brokered deposits. The point here is not to criticize the use of brokered deposits, but to make the point that the best deposits are from those with whom a bank already does business and will do business with in the future.

So, instead of assigning blame for the recent concerns in the banking industry and the resulting bank failures, I think it's more meaningful and productive to see how we can learn from these experiences, but more importantly, to be reminded of how banks should operate.

First, there's a clear distinction between large banks and community banks such as North State Bank. In fact, as of December 31, 2022, there were 4,127 FDIC-insured banks in this country. However, it should be noted that over the last



President and CEO Larry D. Barbour

three decades, smaller banks have declined by more than 9,000, mainly through consolidation by acquisitions. While the United States loses around 140 banks per year out of approximately 4,100 banks, with hardly any new start-ups in process, it's easy to see the critical importance of community banks in view of all this consolidation. If this consolidation continues, there will be fewer and fewer community banks in the future. We intend to remain a strong and vibrant community bank while we use our nimbleness, flexibility, and financial capabilities to improve the lives of those we serve. No one else can do this better.



Executive Management Team (front I to r): Corporate Secretary Stacey Koble and Chief Credit Officer Brian Hedges. (back I to r): Chief Operations Officer Jonathan Krieps, Chief People Officer Amanda Lloyd, Chief Financial Officer Stacy Reedy, and Chief Risk Officer Wayne Adams

Along those lines, it is North State Bank's intent to remain independent because we believe that this is our best way to keep delivering value to those we serve now and into the future. But there is clearly a need for better understanding of how banks operate in order for customers to always be assured that their deposits are safe, even when problems arise.

As you know, North State Bancorp does not file public reports with the Securities and Exchange Commission. We are still highly regulated, but do not operate under the stress of "quarterly reporting." In other words, we focus on getting better every day with a long-term commitment to the future. And we are, and have been, abundantly blessed over the years.

Being a private company does not compromise or lessen our commitment to rewarding the owners of our bank. We operate our bank profitably while always treating our customers fairly.

One of our key strategic intents at North State Bank is to grow our bank incrementally, which means that we're not trying to "overreach" for loans from "core" deposits, but believe strongly in compounding our relationships organically. As I've shared before, Truett Cathy, founder of Chick-fil-A, often said that, "If you continue to get better and better, your customers will demand that you get bigger." That is so true and, in my opinion, the best way to grow our bank.

So, having a strong strategic mindset and focusing on incremental growth is the most responsible way to maintain the safety of our depositors. Although most banks are evaluated based on asset size and scale, we should not forget that the clearest distinction between banks, or any company for that matter, is culture. Culture is simply the sum total of our values, beliefs, and behaviors. Our core values and beliefs remain steadfast while our planning continues to adapt, adjust, and change with economic conditions and events in the world.

It is also important to keep focused on our "core." Chris Zook and James Allen in their book, *Profit from the Core*, say it this way, "Core business is the set of products, capabilities, customers, and geographic locations that defines the essence of what the company is or aspires to be. This, in turn, enables a business to grow sustainably and profitably." Our core business is commercial banking, which is enhanced through our Mortgage Division, our Small Business Administration (SBA) Division, and certainly, our *Community*Plus Division, which has the high privilege of handling the banking relationships of many property management companies on behalf of their homeowners' associations.



Market Presidents (clockwise) Casey Atwater, West Raleigh; Sabrina Sells, Wilmington; Kevin Payne, Garner; Sharon Moe, Downtown Raleigh; Bret Burgess, North Hills; June Sadowski, Wake Forest; and John Norwood, North Raleigh

As I've said many times before, everything rises and falls on leadership. And I believe that the best leaders are those who embrace both comfort and pressure in life, including the workplace. In other words, people should be comfortable that they are given the space, support, and encouragement to do their work, while they are under healthy pressure to give back their best work. It's that simple.

In such an environment, people are given permission to make mistakes while they have an obligation to learn from the mistakes and not repeat them. So, the best leaders know the difference between healthy pressure and stress and lead their people accordingly. In fact, I believe that how smart we are is defined by how clearly we can see the intellect and capabilities of others, who are, in turn, given space to use their gifts and talents to improve all we do.

Regarding leadership, I recently read about three leadership myths which are as follows:

- Leadership is an innate capability.
- People cannot change.

These are, indeed, myths because leaders are not heroes, but are individuals who are committed to their continuous growth and development to inspire others to go to better places in life. The best leaders are inspirational and have come to terms through self-awareness that the needs of others should equal or exceed their own needs.

Secondly, leadership is not something we are born with. While we may have inclinations for leadership when we are born, it's something that must be learned and is done best over an entire lifetime. Leaders are deeply committed to personal growth and development.

Thirdly, people can change. If I didn't believe that I would not have read so many books over the years. People can improve. They can grow. I've witnessed this in the lives of so many people here at North State Bank. I am an example of that.

• Leaders are some kind of superheroes.

So, it is our intent to grow leaders to be multipliers of leaders who in turn grow other leaders. Leadership is then multiplied through the continuous growth and development of all of us here at North State Bank. Clearly, this will allow us to also add value to those we serve in ways that will not be diminished by bureaucracy, hierarchy, rules, and regulations.

Now, a few final leadership thoughts. In my opinion, too many leaders "climb to the top." However, the best leaders are "carried to the top." And they are carried by being part of something bigger than themselves. Leaders treat everyone with dignity and respect. I read a story recently which helps make that point. A top executive in a successful company was once stuck in an airport after his flight had been cancelled. While standing in line at the service desk, waiting to get rerouted, he lost his patience and marched to the front of the queue. "Do you know who I am?" he hissed to the person behind the desk.

"Ladies and gentlemen, I need your help," said the airline employee, addressing travelers in the queue. "We have a case of forgotten identity. This man here does not know who he is!"

What a great lesson for all of us. So, I have decided that as a

leader I want to be a "thermostat" rather than a thermometer and help set the temperature in our company, one that is healthy, upbeat, and encouraging. This helps us to do what John Quincy Adams once said, "If your actions inspire others to dream more, learn more, do more and become more, you are a leader." You cannot choose circumstances, but you can control your mindset. Your mindset determines whether you generate hope, inspiration, and energy around you – or bring everyone down. So, choose well.

Regarding our economy, I think it will be just fine if banks and businesses, especially small businesses, are able to adapt, adjust, and keep getting better. This cannot happen, however, if the Federal Reserve continues to raise interest rates to fight inflation which, in my opinion, was not caused by an "over-heated" economy, but by excessive government spending, energy problems, a pandemic, and other fiscal miscues.

We will continue to do all we can to help our customers in good times or otherwise. That's what authentic community banks do.

Thank you for entrusting us with your investment and for understanding how we operate this bank as we strive to add value to the lives of all those we serve.

Cordially,

Lay J.B.N

Larry D. Barbour President and CEO



**Division Presidents** (*I to r*) **Gary Woodlief**, *Community* PLUS and **Jonathan Hand**, Specialized Lending Group

### **Independent Auditors' Report**

# FORV/S

To the Shareholders and the Board of Directors North State Bancorp Raleigh, North Carolina

### Opinion

The accompanying condensed consolidated financial statements, which comprise the condensed consolidated balance sheets as of December 31, 2022 and 2021, and the related condensed consolidated statements of operations for each of the years then ended, are derived from the audited consolidated financial statements of North State Bancorp as of December 31, 2022 and 2021 and for each of the years then ended. We expressed an unmodified audit opinion on those audited consolidated financial statements in our report dated March 29, 2023.

In our opinion, the condensed consolidated financial statements referred to above of North State Bancorp as of December 31, 2022 and 2021 and for each of the years then ended are consistent, in all material respects, with the audited consolidated financial statements from which they have been derived.

### **Condensed Consolidated Statements**

The condensed consolidated financial statements do not contain all the disclosures required by accounting principles generally accepted in the United States of America. Reading the condensed consolidated financial statements and this auditor's report on the statements referred to above, therefore, is not a substitute for reading the audited consolidated financial statements of North State Bancorp and the auditor's report on them.

#### Management's Responsibility for the Condensed Consolidated Financial Statements

Management is responsible for the preparation of the condensed consolidated financial statements in accordance with accounting principles generally accepted in the United States of America.

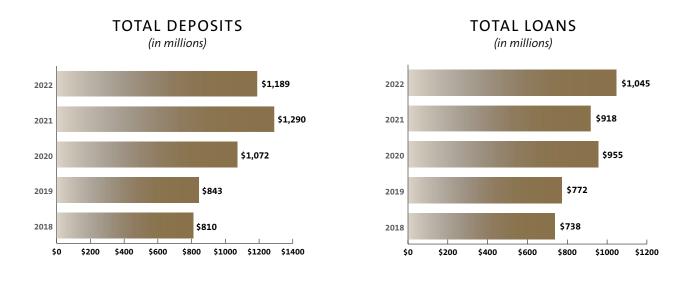
### Auditor's Responsibility

Our responsibility is to express an opinion about whether the condensed consolidated financial statements are consistent, in all material respects, with the audited consolidated financial statements based on our procedures, which were conducted in accordance with auditing standards generally accepted in the United States of America. The procedures consisted principally of comparing the condensed consolidated financial statements from which the condensed consolidated financial statements have been derived, and evaluating whether the condensed consolidated financial statements are prepared in accordance with accounting principles generally accepted in the United in the United States of America.

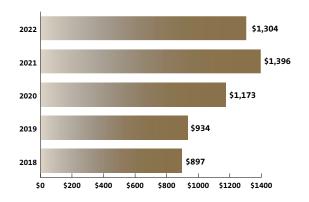
### FORVIS, LLP

Tysons, VA March 29, 2023

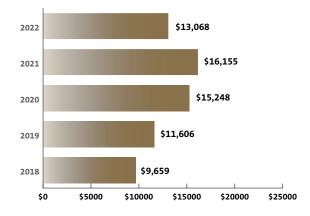
### **Key Financial Graphs**



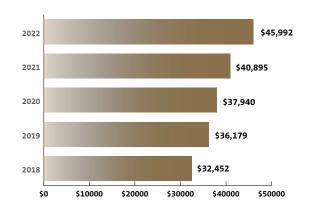
TOTAL ASSETS (in millions)



NET INCOME (in thousands)



### TOTAL NET INTEREST INCOME (in thousands)



## **Selected Financial Highlights**

	As of or for the Year Ended December 31,									
		2022		2021		2020		2019		2018
				(Dollars i	n thou	isands, exce	bt per sh	are data)		
Operating Data:				1		,		,		
Total interest income	\$	49,780		\$ 44,307		\$ 42,783	ç	40,527	\$	35,882
Total interest expense		3,788		3,412		4,843		4,348		3,430
Net interest income		45,992		40,895		37,940		36,179		32,452
Provision for loan losses	_	665			-	5,040		680	_	700
Net interest income after provision										
for loan losses		45,327		40,895		32,900		35,499		31,752
Non-interest income		11,335		17,539		24,942		12,387		14,508
Non-interest expense		43,594		42,279		42,594	-	36,280		36,601
Net income	<u>\$</u>	13,068		<u>\$ 16,155</u>		<u>\$ 15,248</u>	¢ ≝	11,606	<u>\$</u>	9,659
Devictions Data										
Per Share Data:	ح	2.00		ć 2 <i>C</i> 4		ć ara		÷ 105	ح	1.65
Earnings per share - basic	\$ \$	2.08		\$ 2.64		\$ 2.53 \$ 9.38		\$	\$	1.65
Tangible book value*	Ş	10.80		\$ 10.21		\$ 9.38		\$ 8.16	\$	7.52
Weighted average shares outstanding:										
Basic	6,2	268,942		6,126,429		6,035,568	5	,945,338	5,8	367,754
Selected Year-End Balance Sheet Data:										
Total assets	\$ 1,3	304,356	\$	1,395,855	\$	1,172,743	\$	934,278	\$8	96,739
Loans - held for sale		4,797		7,218		27,500		16,480		17,216
Loans	1,0	44,841		917,982		954,864		771,662	7	'38,368
Allowance for loan losses		7,543		6,742		6,518		4,931		4,164
Deposits	1,1	.88,841		1,290,338		1,072,343		842,711		310,427
Borrowings		34,415		33,812		33,875		34,230		34,029
Shareholders' equity		70,875		65,157		59,260		50,973		46,043
Selected Average Balances:										
Total assets	\$ 1.4	425,021	Ś	1,305,156	\$	1,150,534	\$	939,150	\$ 8	379,174
Loans - held for sale	+ =)	7,696	Ŧ	21,893	Ŧ	28,883	Ŧ	16,056		19,638
Loans	C	988,195		916,551		889,168		756,228		597,901
Total interest-earning assets		356,401		1,251,576		1,098,267		886,246		324,057
Deposits		313,399		1,200,348		998,062		847,993		/93,492
Borrowings		34,210		33,886		88,337		34,141		34,419
Total interest-bearing liabilities	7	791,463		731,360		663,659		536,764		518,161
Shareholders' equity		67,011		62,904		55,038		49,595		45,064
				,		, -				

\* Non-GAAP financial measure.

		As of or for th	he Year Ended De	cember 31,	
	2022	2021	2020	2019	2018
		(Dollars in tho	usands, except pe	er share data)	
Selected Performance Ratios:					
Return on average assets	0.92%	1.24%	1.33%	1.24%	1.10%
Return on average equity	19.50%	25.68%	27.70%	23.40%	21.43%
Net interest spread	3.19%	3.07%	3.16%	3.76%	3.66%
Net interest margin	3.39%	3.26%	3.45%	4.08%	3.91%
Non-interest income to total revenue	18.55%	28.36%	36.83%	25.51%	30.89%
Non-interest income to average assets	0.80%	1.34%	2.17%	1.32%	1.65%
Non-interest expense to average assets	3.06%	3.24%	3.70%	3.86%	4.16%
Efficiency ratio	76.04%	72.35%	67.74%	74.70%	77.94%
Asset Quality Ratios:					
Nonperforming loans to period-end loans	0.57%	0.24%	0.38%	0.14%	0.13%
Allowance for loan losses to period-end loans	0.72%	0.73%	0.68%	0.64%	0.56%
Ratio of allowance for loan losses					
to nonperforming loans	1.26x	3.03x	1.80x	4.59x	4.43x
Nonperforming assets to total assets	0.46%	0.16%	0.31%	0.11%	0.10%
Net charge-offs (recoveries) to average loans	(0.01%)	(0.02%)	0.39%	(0.01%)	0.07%
Capital Ratios (Bank Only):					
Total risk-based capital	11.60%	11.83%	11.60%	11.69%	11.24%
Tier 1 risk-based capital	10.81%	11.05%	10.82%	11.04%	10.67%
CET 1 risk-based capital	10.81%	11.05%	10.82%	11.04%	10.67%
Leverage	7.73%	7.08%	7.71%	8.91%	8.83%
Equity to assets	5.43%	4.67%	5.05%	5.46%	5.13%
Average equity to average assets	4.70%	4.82%	4.78%	5.28%	5.13%
Other Data:					
Number of banking offices	7	7	7	7	7
Number of full time equivalent employees	189	206	196	177	182

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... the clearest distinction between banks, or any company for that matter, is culture."

### North State Bancorp Condensed Consolidated Balance Sheets

As of December 31, 2022 and 2021

	2022		2021
ASSETS	 (Dollars in	thousan	ds)
Cash and due from banks	\$ 11,912	\$	9,426
Interest-earning deposits with banks	122,816		366,040
CDs with banks	101		101
Investment securities available for sale, at fair value	3,221		4,252
Investment securities held to maturity, at amortized cost	53,050		43,561
Loans held for sale	4,797		7,218
Loans	1,044,841		917,982
Less allowance for loan losses	 7,543		6,742
Net loans	1,037,298		911,240
Accrued interest receivable	3,683		2,753
Federal Home Loan Bank and Federal Reserve stock, at cost	1,785		1,630
Premises and equipment, net	28,029		22,617
Bank owned life insurance	22,064		22,185
Prepaid for unexchanged common stock	-	-	3
Other assets	 15,600		4,829
TOTAL ASSETS	\$ 1,304,356	\$	1,395,855
LIABILITIES AND SHAREHOLDERS' EQUITY			
Deposits			
Demand	\$ 505,069	\$	513,146
Savings, money market and NOW	637,943		716,306
Time	45,829		60,886
Total Deposits	 1,188,841		1,290,338
Accrued interest payable	423		394
Payable for unexchanged common stock	-	-	3
Short-term borrowings	264		239
Long-term borrowings, net	34,151		33,573
Accrued expenses and other liabilities	 9,802		6,151
TOTAL LIABILITIES	1,233,481		1,330,698
Commitments	-	-	-
Shareholders' equity			
Preferred stock, no par value, 1,000,000 shares authorized, none issued	-	-	_
Common stock, no par value, 8,136,382 shares authorized, 6,361,718 and			
6,184,714 shares issued and outstanding, December 31, 2022 and 2021, respectively	14,214		11,215
Retained earnings	57,344		53,973
Accumulated other comprehensive loss	 (683)		(31)
TOTAL SHAREHOLDERS' EQUITY	 70,875		65,157
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	\$ 1,304,356	\$	1,395,855

### North State Bancorp Condensed Consolidated Statements of Operations

Years Ended December 31, 2022 and 2021

20222021(Dollars in thousands, except per share data)INTEREST INCOMELoans held for sale\$ 4,4344\$ 42,674Loans held for sale962692Dividends and interest-earning deposits4,211443Total interest income49,78044,307INTEREST EXPENSE48613Savings, money market and NOW1,9151,597Time deposits408613Short-term borrowings22Long-term borrowings1,4631,202Total interest expense3,7883,412Net interest income45,99240,895PROVISION FOR LOAN LOSSES665-NON-INTEREST INCOME665-Fees from mortgage operations4,40312,152Fees and gains on sales from SBA operations3,5732,918Other13,33512,75392,469NON-INTEREST INCOME3,5932,4693,621Fees from mortgage operations4,60312,152Fees and gains on sales from SBA operations3,5732,918Other13,33517,5390,610NON-INTEREST EXPENSE3,5233,523Salaries and employee benefits24,66524,655Octupancy and equipment3,6213,532Data processing and other outsourced services7,3936,610Net cost of foreclosed assets16Other513,068\$ 16,155NET INCOME\$ 13,068\$ 16,155NE		Decer	December 31,			
INTEREST INCOME     \$ 44,344     \$ 42,674       Loans held for sale     263     4988       Investments     962     692       Dividends and interest-earning deposits     4,211     443       Total interest income     49,780     44,307       INTEREST EXPENSE     3     498       Savings, money market and NOW     1,915     1,597       Time deposits     408     613       Short-term borrowings     2     1       Long-term borrowings     1,463     1,202       Total interest expense     3,788     3,412       Net interest income     45,992     40,895       PROVISION FOR LOAN LOSSES     665     -       NON-INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES     45,327     40,895       NON-INTEREST INCOME     3,359     2,469       Total non-interest income     3,253     2,469       Total non-interest income     3,621     3,532       NON-INTEREST EXPENSE     3,621     3,532       Salaries and employee benefits     24,665     24,665       Octup and equipment						
Loans\$ 44,344\$ 42,674Loans held for sale263498Investments962692Dividends and interest-earning deposits4,211443Total interest income49,78044,307INTEREST EXPENSE408613Short-term borrowings21,915Long-term borrowings1,4631,202Total interest expense3,7883,412Net interest income45,99240,895PROVISION FOR LOAN LOSSES665NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES45,32740,895NON-INTEREST INCOME3,3592,46911,335Fees from mortgage operations4,40312,1527,539NON-INTEREST EXPENSE3,3592,46917,539NON-INTEREST EXPENSE3,2532,6652,4655Other3,3592,46911,33517,539NON-INTEREST EXPENSE516Other7,9687,4763,621Other7,9687,4761Other7,9687,47643,594Other7,9687,47643,594Other51,6,6101,6155NET INCOME\$13,668\$Basic\$2,08\$2,644WEIGHTED AVERAGE COMMON SHARE\$2,08\$2,644		(Dollars in thousand	s, except per share data)			
Loans held for sale263498Investments962692Dividends and interest-earning deposits4,211443Total interest income49,78044,307INTEREST EXPENSE1,9151,597Savings, money market and NOW1,9151,597Time deposits408613Short-term borrowings1,4631,202Long-term borrowings1,4631,202Total interest expense3,7883,412Net interest income45,99240,895PROVISION FOR LOAN LOSSES665NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES45,32740,895NON-INTEREST INCOME3,5732,918Other3,3592,469Total non-interest income3,5732,918Other3,6213,532Data non-interest income3,6213,532Dotal non-interest expense3,6213,532Other7,3996,610NON-INTEREST EXPENSE16Other7,9687,476Total non-interest expense43,59442,279NET INCOME\$ 13,068\$ 16,155NET INCOME\$ 13,068\$ 16,155NET INCOME\$ 13,068\$ 16,155NET INCOME PER COMMON SHARE\$ 2,08\$ 2,264WEIGHTED AVERAGE COMMON SHARES OUTSTANDING\$ 2,08\$ 2,264	INTEREST INCOME					
Investments962692Dividends and interest-earning deposits4,2114433Total interest income49,78044,307INTEREST EXPENSE1,9151,597Savings, money market and NOW1,9151,597Time deposits4086.13Short-term borrowings21,463Long-term borrowings1,4631,202Total interest expense3,7883,412Net interest income45,99240,895PROVISION FOR LOAN LOSSES665-NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES45,32740,895PROVISION FOR LOAN LOSSES4,40312,152Fees and gains on sales from SBA operations3,5732,918Other3,3592,466524,655Occupancy and equipment3,6213,532Data processing and other outsourced services7,3396,610Net cost of foreclosed assets16Other7,9687,476Total non-interest expense43,59442,279NET INCOME\$13,068\$NET INCOME\$13,068\$NET INCOME\$13,068\$NET INCOME\$13,068\$NET INCOME\$2,08\$Basic\$2,08\$VEIGHTED AVERAGE COMMON SHARE\$2,08\$WEIGHTED AVERAGE COMMON SHARES OUTSTANDING\$2,08\$VEIGHTED AVERAGE COMMON SHARE SOUTSTANDING\$2,08\$<		\$ 44,344	\$ 42,674			
Dividends and interest-earning deposits4,211443Total interest income49,78044,307INTEREST EXPENSE1,9151,597Savings, money market and NOW1,9151,597Time deposits408613Short-term borrowings22Long-term borrowings1,4631,202Total interest expense3,7883,412Net interest income45,99240,895PROVISION FOR LOAN LOSSES665-NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES45,32740,895NON-INTEREST INCOME11,33517,539NON-INTEREST INCOME3,5532,469Total non-interest income11,33517,539NON-INTEREST EXPENSE3,3592,469Other3,3592,469Total non-interest income11,33517,539NON-INTEREST EXPENSE31,6153,532Salaries and employee benefits24,66524,665Occupancy and equipment3,6213,532Data processing and other outsourced services7,3396,610Net cost of foreclosed assets16Other7,9687,476Total non-interest expense43,59442,279NET INCOME\$ 13,068\$ 16,155NET INCOME\$ 13,068\$ 16,155NET INCOME PER COMMON SHARE\$ 2,08\$ 2,208Basic\$ 2,08\$ 2,208\$ 2,204WEIGHTED AVERAGE COMMON SHARES OUTSTANDING14,217	Loans held for sale	263				
Total interest income49,78044,307INTEREST EXPENSE Savings, money market and NOW1,9151,597Time deposits408613Short-term borrowings22Long-term borrowings1,4631,202Total interest expense3,7883,412Net interest income45,99240,895PROVISION FOR LOAN LOSSES665NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES45,32740,895NON-INTEREST INCOME4,40312,152Fees and gains on sales from SBA operations3,5732,918Other3,3592,46911,335Total non-interest income11,33517,539NON-INTEREST EXPENSE Salaries and employee benefits24,66524,655Occupancy and equipment Data processing and other outsourced services7,3396,610Net cost of foreclosed assets16Other7,9687,476Total non-interest expense43,59442,279NET INCOME\$13,068\$NET INCOME\$13,068\$NET INCOME\$13,068\$NET INCOME\$13,068\$NET INCOME\$13,068\$NET INCOME\$2,008\$NET INCOME\$13,068\$NET INCOME\$2,008\$NET INCOME\$2,008\$NET INCOME\$2,008\$NET INCOME\$2,008\$ </td <td></td> <td>962</td> <td>692</td>		962	692			
INTEREST EXPENSE Savings, money market and NOW Time deposits Short-term borrowings Long-term borrowings Total interest expense Total interest expense Net interest income 45,992 40,895 PROVISION FOR LOAN LOSSES 665  NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES NON-INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES NON-INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES NON-INTEREST INCOME Fees from mortgage operations 5,573 2,918 Other Total non-interest income Salaries and employee benefits 0ccupancy and equipment 5,213 0ther Total non-interest expense Salaries and other outsourced services 7,339 6,610 Net cost of foreclosed assets 1 6 Other 7,968 7,476 Total non-interest expense NET INCOME Salaries and employee benefits 0ccupancy and equipment 3,621 3,532 Total non-interest expense 1 6,610 Net cost of foreclosed assets 1 6 0ther 7,968 7,476 Total non-interest expense NET INCOME Salaries 2,088 S 13,068 S 16,155 NET INCOME Basic S 2.08 S 2.08 S 2.04 WEIGHTED AVERAGE COMMON SHARES Basic S 2.08 S 2.08 S 2.04						
Savings, money market and NOW   1,915   1,597     Time deposits   408   613     Short-term borrowings   1,463   1,202     Long-term borrowings   1,463   1,202     Total interest expense   3,788   3,412     Net interest income   45,992   40,895     PROVISION FOR LOAN LOSSES   665   -     NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES   45,327   40,895     NON-INTEREST INCOME   45,992   40,895     PROVISION FOR LOAN LOSSES   45,327   40,895     NON-INTEREST INCOME   4,403   12,152     Fees from mortgage operations   4,403   12,152     Fees and gains on sales from SBA operations   3,573   2,918     Other   3,359   2,469     Total non-interest income   11,335   17,539     NON-INTEREST EXPENSE   5   24,665   24,655     Salaries and employee benefits   24,665   24,655   24,655     Octupancy and equipment   3,621   3,532   2469     Net cost of foreclosed assets   1   6   6     Other	Total interest income	49,780	44,307			
Time deposits   408   613     Short term borrowings   2     Long-term borrowings   1,463   1,202     Total interest expense   3,788   3,412     Net interest expense   3,788   3,412     Net interest expense   45,992   40,895     PROVISION FOR LOAN LOSSES   665   -     NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES   45,327   40,895     NON-INTEREST INCOME   -   -     Fees from mortgage operations   4,403   12,152     Fees and gains on sales from SBA operations   3,573   2,918     Other   3,359   2,469     Total non-interest income   11,335   17,539     NON-INTEREST EXPENSE   -   -     Salaries and employee benefits   24,665   24,655     Occupancy and equipment   3,621   3,532     Data processing and other outsourced services   7,339   6,610     Net cost of foreclosed assets   1   6     Other   7,968   7,476     Total non-interest expense   43,594   42,279     NET INCOME   \$	INTEREST EXPENSE					
Short-term borrowings2Long-term borrowings1,463Total interest expense3,7883,7883,412Net interest income45,99240,895665PROVISION FOR LOAN LOSSES665AFT INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES45,327ANN-INTEREST INCOME44,03Fees from mortgage operations4,403Fees from mortgage operations3,573Other3,3592,46911,335Total non-interest income11,335NON-INTEREST EXPENSE24,665Salaries and employee benefits24,665Occupancy and equipment3,621Other7,9396,6101Net cost of foreclosed assets1Other7,9687,9687,476Total non-interest expense43,59442,27942,279NET INCOME\$11,068\$11,068\$11,068\$12,068\$24,0652,0824,0652,0824,0652,0824,0652,0813,068\$16,010Net cost of foreclosed assets13,068\$14,06814,06815,068\$20,08\$20,08\$20,08\$20,08\$20,08\$20,08\$20,08\$20,08\$20,08\$ <tr< td=""><td>Savings, money market and NOW</td><td>1,915</td><td>1,597</td></tr<>	Savings, money market and NOW	1,915	1,597			
Long-term borrowings1,4631,202Total interest expense3,7883,412Net interest income45,99240,895PROVISION FOR LOAN LOSSES665NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES45,32740,895NON-INTEREST INCOME45,32740,895Fees from mortgage operations4,40312,152Fees and gains on sales from SBA operations3,5732,918Other3,3592,469Total non-interest income11,33517,539NON-INTEREST EXPENSE24,66524,655Salaries and employee benefits24,66524,655Occupancy and equipment3,6213,532Data processing and other outsourced services7,3396,610Net cost of foreclosed assets16Other7,9687,476Total non-interest expense43,59442,279NET INCOME\$13,068\$Basic\$2,08\$VEIGHTED AVERAGE COMMON SHARES OUTSTANDING\$2,08	Time deposits	408	613			
Total interest expense3,7883,412Net interest income45,99240,895PROVISION FOR LOAN LOSSES665-NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES45,32740,895NON-INTEREST INCOME44,0312,152Fees from mortgage operations4,40312,152Fees and gains on sales from SBA operations3,5732,918Other3,3592,469Total non-interest income11,33517,539NON-INTEREST EXPENSE33,6213,532Salaries and employee benefits24,66524,655Occupancy and equipment3,6213,532Data processing and other outsourced services7,3396,610Net cost of foreclosed assets16Other7,9687,476Total non-interest expense43,59442,279NET INCOME\$13,068\$Basic\$2.08\$VEIGHTED AVERAGE COMMON SHARE\$2.08\$WEIGHTED AVERAGE COMMON SHARES OUTSTANDING\$2.08\$	Short-term borrowings	2				
Net interest income45,99240,895PROVISION FOR LOAN LOSSES665NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES45,32740,895NON-INTEREST INCOME44,0312,152Fees from mortgage operations4,40312,152Fees and gains on sales from SBA operations3,5732,918Other3,3592,469Total non-interest income11,33517,539NON-INTEREST EXPENSE24,66524,655Salaries and employee benefits24,66524,655Occupancy and equipment3,6213,532Data processing and other outsourced services7,3396,610Net cost of foreclosed assets16Other7,9687,476Total non-interest expense43,59442,279NET INCOME\$13,068\$16,155NET INCOME\$2,08\$2,64WEIGHTED AVERAGE COMMON SHARES OUTSTANDING\$2,08\$2,64	Long-term borrowings	1,463	1,202			
PROVISION FOR LOAN LOSSES665-NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES45,32740,895NON-INTEREST INCOME4,40312,152Fees from mortgage operations4,40312,152Fees and gains on sales from SBA operations3,5732,918Other3,3592,469Total non-interest income11,33517,539NON-INTEREST EXPENSE24,66524,665Salaries and employee benefits24,66524,655Occupancy and equipment3,6213,532Data processing and other outsourced services7,3396,610Net cost of foreclosed assets16Other7,9687,476Total non-interest expense43,59442,279NET INCOME\$13,068\$NET INCOME\$2,08\$Basic\$2,08\$WEIGHTED AVERAGE COMMON SHARES\$2,08WEIGHTED AVERAGE COMMON SHARES OUTSTANDING52,08	Total interest expense	3,788	3,412			
NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES45,32740,895NON-INTEREST INCOMEFees from mortgage operations4,40312,152Fees and gains on sales from SBA operations3,5732,918Other3,3592,469Total non-interest income11,33517,539NON-INTEREST EXPENSE24,66524,655Salaries and employee benefits24,66524,655Occupancy and equipment3,6213,532Data processing and other outsourced services7,3396,610Net cost of foreclosed assets16Other7,9687,476Total non-interest expense43,594422,279NET INCOME\$13,068\$NET INCOME\$2.08\$Maic\$2.08\$VEIGHTED AVERAGE COMMON SHARE\$2.08\$WEIGHTED AVERAGE COMMON SHARES OUTSTANDING\$2.08\$	Net interest income	45,992	40,895			
NON-INTEREST INCOMEFees from mortgage operations4,40312,152Fees and gains on sales from SBA operations3,5732,918Other3,3592,469Total non-interest income11,33517,539NON-INTEREST EXPENSE24,66524,655Salaries and employee benefits24,66524,655Occupancy and equipment3,6213,532Data processing and other outsourced services7,3396,610Net cost of foreclosed assets16Other7,9687,476Total non-interest expense43,59442,279NET INCOME\$13,068\$Basic\$2.08\$WEIGHTED AVERAGE COMMON SHARES OUTSTANDING\$2.08	PROVISION FOR LOAN LOSSES	665				
Fees from mortgage operations4,40312,152Fees and gains on sales from SBA operations3,5732,918Other3,3592,469Total non-interest income11,33517,539NON-INTEREST EXPENSE24,66524,655Salaries and employee benefits24,66524,655Occupancy and equipment3,6213,532Data processing and other outsourced services7,3396,610Net cost of foreclosed assets16Other7,9687,476Total non-interest expense43,59442,279NET INCOME\$13,068\$Basic\$2.08\$WEIGHTED AVERAGE COMMON SHARES OUTSTANDING\$2.08\$	NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES	45,327	40,895			
Fees and gains on sales from SBA operations3,5732,918Other3,3592,469Total non-interest income11,33517,539NON-INTEREST EXPENSE24,66524,655Salaries and employee benefits24,66524,655Occupancy and equipment3,6213,532Data processing and other outsourced services7,3396,610Net cost of foreclosed assets16Other7,9687,476Total non-interest expense43,59442,279NET INCOME\$13,068\$Basic\$2.08\$WEIGHTED AVERAGE COMMON SHARES OUTSTANDING\$2.08\$	NON-INTEREST INCOME					
Fees and gains on sales from SBA operations3,5732,918Other3,3592,469Total non-interest income11,33517,539NON-INTEREST EXPENSE24,66524,655Salaries and employee benefits24,66524,655Occupancy and equipment3,6213,532Data processing and other outsourced services7,3396,610Net cost of foreclosed assets16Other7,9687,476Total non-interest expense43,59442,279NET INCOME\$13,068\$Basic\$2.08\$WEIGHTED AVERAGE COMMON SHARES OUTSTANDING\$2.08\$	Fees from mortgage operations	4,403	12,152			
Other3,3592,469Total non-interest income11,33517,539NON-INTEREST EXPENSE24,66524,655Salaries and employee benefits24,66524,655Occupancy and equipment3,6213,532Data processing and other outsourced services7,3396,610Net cost of foreclosed assets16Other7,9687,476Total non-interest expense43,59442,279NET INCOME\$13,068\$Basic\$2.08\$WEIGHTED AVERAGE COMMON SHARES OUTSTANDING\$2.08						
Total non-interest income11,33517,539NON-INTEREST EXPENSE24,66524,655Salaries and employee benefits24,66524,655Occupancy and equipment3,6213,532Data processing and other outsourced services7,3396,610Net cost of foreclosed assets16Other7,9687,476Total non-interest expense43,59442,279NET INCOME\$13,068\$Basic\$2.08\$WEIGHTED AVERAGE COMMON SHARES OUTSTANDING\$2.08	÷ .					
Salaries and employee benefits24,66524,655Occupancy and equipment3,6213,532Data processing and other outsourced services7,3396,610Net cost of foreclosed assets16Other7,9687,476Total non-interest expense43,59442,279NET INCOME\$13,068\$NET INCOME PER COMMON SHARE\$2.08\$Basic\$2.08\$2.64WEIGHTED AVERAGE COMMON SHARES OUTSTANDING52.08\$	Total non-interest income					
Occupancy and equipment3,6213,532Data processing and other outsourced services7,3396,610Net cost of foreclosed assets16Other7,9687,476Total non-interest expense43,59442,279NET INCOME\$13,068\$NET INCOME PER COMMON SHARE\$2.08\$Basic\$2.08\$2.64WEIGHTED AVERAGE COMMON SHARES OUTSTANDING\$\$2.08	NON-INTEREST EXPENSE					
Data processing and other outsourced services7,3396,610Net cost of foreclosed assets16Other7,9687,476Total non-interest expense43,59442,279NET INCOME\$13,068\$16,155NET INCOME PER COMMON SHARE Basic\$2.08\$2.64WEIGHTED AVERAGE COMMON SHARES OUTSTANDING\$2.08\$2.64	Salaries and employee benefits	24,665	24,655			
Net cost of foreclosed assets16Other7,9687,476Total non-interest expense43,59442,279NET INCOME\$13,068\$16,155NET INCOME PER COMMON SHARE Basic\$2.08\$2.64WEIGHTED AVERAGE COMMON SHARES OUTSTANDING52.08\$2.64	Occupancy and equipment	3,621	3,532			
Other   7,968   7,476     Total non-interest expense   43,594   42,279     NET INCOME   \$ 13,068   \$ 16,155     NET INCOME PER COMMON SHARE Basic   \$ 2.08   \$ 2.64     WEIGHTED AVERAGE COMMON SHARES OUTSTANDING   \$ 2.64	Data processing and other outsourced services	7,339	6,610			
Total non-interest expense43,59442,279NET INCOME\$ 13,068\$ 16,155NET INCOME PER COMMON SHARE Basic\$ 2.08\$ 2.64WEIGHTED AVERAGE COMMON SHARES OUTSTANDING\$ 2.64	Net cost of foreclosed assets	1	6			
NET INCOME\$13,068\$16,155NET INCOME PER COMMON SHARE Basic\$2.08\$2.64WEIGHTED AVERAGE COMMON SHARES OUTSTANDING	Other	7,968	7,476			
NET INCOME PER COMMON SHARE   Basic   \$ 2.08   \$ 2.08   \$ 2.64	Total non-interest expense	43,594	42,279			
Basic\$2.08\$2.64WEIGHTED AVERAGE COMMON SHARES OUTSTANDING	NET INCOME	\$ 13,068	\$ 16,155			
Basic\$2.08\$2.64WEIGHTED AVERAGE COMMON SHARES OUTSTANDING	NET INCOME PER COMMON SHARE					
		\$ 2.08	\$ 2.64			
	WEIGHTED AVERAGE COMMON SHARES OUTSTANDING					
		6,268,942	6,126,429			

### **Corporate Board of Directors**



Seated | to r: Burley Mitchell, Leslie Bristow, Leigh Ann Rotz, and Jule Smith Standing | to r: Charles Francis, Forrest Ball, Fred Smith, Larry Barbour, Hal Perry, Reid Smith, and Jim Branch

**Forrest H. Ball** *President* Hartwell Realty, Inc. Garner, NC

Larry D. Barbour President and CEO North State Bancorp and North State Bank Raleigh, NC

James C. Branch Retired Personal Investments Raleigh, NC

Leslie B. Bristow Co-Owner Bristow Landscaping, LLC Wake Forest, NC Charles T. Francis

*Attorney and Managing Member* The Francis Law Firm, PLLC Raleigh, NC

**The Honorable Burley B. Mitchell Jr.** *Retired Chief Justice* North Carolina Supreme Court Raleigh, NC

W. Harold (Hal) Perry Vice Chairman of the Board North State Bancorp Chief Executive Officer Real Estate Marketing & Consulting, Inc. Raleigh, NC Leigh Ann P. Rotz Executive Vice President of Operations Real Estate Marketing & Consulting, Inc. Raleigh, NC

Fred J. Smith Jr. Chairman of the Board North State Bancorp Chief Executive Officer Fred Smith Company Clayton, NC **Fred J. "Jule" Smith III** *Chief Executive Officer* Construction Partners, Inc. Raleigh, NC

**Reid M. Smith** Founder and CEO RiverWild Clayton, NC

### **Local Advisory Boards**

#### DOWNTOWN RALEIGH

**David R. Crabtree** Chief Executive Officer PBS North Carolina Raleigh, NC

**Robin M. Hammond** Retired Attornev Raleigh, NC

John Latteri Director of Development **Campbell University** Norman Adrian Wiggins School of Law Raleigh, NC

**Rita Anita Linger, PhD** Executive Director **Recovery Communities of** North Carolina Raleigh, NC

**Andy Patrick Roberts** Partner The Roberts Law Group, PLLC Raleigh, NC

Kerry B. Saunders **Business Development Consultant** & Project Manager Cary, NC

**David L. Sherlin** Partner **Epstein Sherlin, PLLC** Raleigh, NC

The Reverend Charles R. Tyner Sr. **Executive Director** White Oak Foundation Head Pastor White Oak Missionary Baptist Church Apex, NC

Thomas C. Worth Jr. Attorney-at-Law Raleigh, NC

M. Carter Worthy President Carter Worthy Commercial, Inc. Raleigh, NC

#### GARNER

David J. Adams, DMD, MS Owner David J. Adams, DMD, PA Garner, NC

Jonathan D. Adams CPA - Managing Partner John D. Adams & Company Garner, NC

Douglas Ball Member Manager **Ball Rentals** Garner, NC

David W. Bannister President **Bannister Properties** Garner, NC

Johnny G. Blankenship Vice President **Pipeline Utilities** Raleigh, NC

Lynda R. Herring Attorney Lynda R. Herring, PA Garner, NC

Jerry E. Jones President Jones Insurance Garner, NC

Scott D. Leonard Vice President Water & Waste Systems Construction Co. Garner, NC

Jason D. "Dan" Moore Ninja Cow Farm Raleigh, NC

Tracy W. Pleasant President Triangle Auto Sales Raleigh, NC

#### NORTH HILLS

Jacob Austin Owner Austin Trucking Clavton, NC

William T. Barker Jr. President Barker Realty Raleigh, NC

Jon Bruce, MD Bariatric Surgeon WakeMed Cary, NC

John E. Lawton Consultant Raleigh, NC

Theodore "Ted" Van Dyk Owner New City Design Group Raleigh, NC

Nikhil ("Nik") Vyas, Esq. Founder, Managing Attorney Vyas Realty Law Raleigh, NC

Henry Ward Partner Loden Properties Raleigh, NC

### NORTH RALEIGH

Robert Cerwin, MD Chairman North Raleigh Board North State Bank Retired Wake Radiology Consultants Raleigh, NC

David Ford Attorney The Ford Firm, PLLC Raleigh, NC

Retired Chief Medical Officer Palmetto GBA Raleigh, NC

**Ronald B. Gridley** Consultant Raleigh, NC

Shelton Griffin Vice President, Acquisitions and Development **York Properties** Raleigh, NC

Michelle Keaton-Barrow Chief Executive Officer Keaton-Barrow Realty Raleigh, NC

Mohammad "Moe" Malek, DDS Dentist Malek & Knight DDS, PA Knightdale, NC

Ken Martin Managing Partner Stancil CPAs and Advisors Raleigh, NC

Mark E. Roberts President Mark Roberts Enterprises, Inc. Raleigh, NC

Jason and Lisa Schneider Partners Schneider Law Group Raleigh, NC

Jay Street Owner Atlantic Realty LLC Raleigh, NC

Darrell Tennie President The Tennie Group Raleigh, NC

#### WAKE FOREST

James R. "Rob" Craig Executive Director **Runner's Camp International** Wake Forest, NC

Michael D. Feldbusch, CPA, CFP, TM Partner Leland E. Garrett, MD FACP FASN CPC Holden, Moss, Knott & Company, PA Raleigh, NC

> James Gerdts, DBA, CCIM Principal and Real Estate Broker SquareHat Real Estate Raleigh, NC

**Michael Horwin, MA JD** President Michael Horwin, MA, JD, LLC Raleigh, NC

George E. Pittman President Ammons Pittman Property Management Pittman & Associates Raleigh, NC

Thomas G. Walters President Walters Insurance Agency, Inc. Wake Forest, NC

**David Williams Jr.** *President* Focus Design Builders Wake Forest, NC

### WEST RALEIGH

Jamie Baker President The Lundy Group, Inc. Raleigh, NC

Mark J. Livingston CPA Hughes Pittman & Gupton, LLP Raleigh, NC

Robert E. Monroe Chairman West Raleigh Board North State Bank Attorney Monroe Wallace Morden & Sherrill, PA Raleigh, NC

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Brian J. P. Oschwald, PE Senior Project Manager Highfill Infrastructure Engineering, P.C. Cary, NC

Donald L. Oschwald, MD Plastic Surgeon Retired Raleigh, NC

**A. Silvia Ross, MD** *Rheumatologist* Raleigh, NC

WILMINGTON

**Thomas H. Fetzer Jr.** *President* Fetzer Strategic Partners Wilmington, NC

Douglas S. Fry, DDS Retired Owner Sunshine Pediatric Dentistry Wilmington, NC Rick Graves Senior Partner, Attorney Graves May, PLLC Wilmington, NC

**Michael W. Head** *Retired* Wilmington, NC

Michael F. Stonestreet Chairman Wilmington Board North State Bank Retired President CAMS, Inc. Wilmington, NC

Tara Tatum, CPA CPA – Practice Administrator Wilmington Plastic Surgery Wilmington, NC

David L. Ray Attorney/Partner Toll Ray & Associates, PLLC Wilmington, NC Keith D. Walker CEO and President East Carolina Community Development, Inc. Beaufort, NC

Kenneth S. White, MD Surgeon/Partner Wilmington Plastic Surgery Wilmington, NC

# ... the heart of any business is its purpose and its people."

### **Management Team and Staff**

#### **EXECUTIVE MANAGEMENT**

Larry D. Barbour President Chief Executive Officer

**Brian S. Hedges** Executive Vice President Chief Credit Officer

Jonathan N. Krieps Executive Vice President Chief Operations Officer

Amanda M. Lloyd Executive Vice President Chief People Officer

**Stacy R. Reedy** Executive Vice President Chief Financial Officer

**Stacey S. Koble** Senior Vice President Corporate Secretary

### **EXECUTIVE VICE PRESIDENT**

**B. Wayne Adams** Chief Risk Officer Risk Management

#### SENIOR VICE PRESIDENT

Kelly T. Arrington Chief Mortgage Operations Officer Mortgage Operations

**Gregory W. Asbelle** Director, Cash Management Bank Operations

**Casey V. Atwater** Market President West Raleigh

Christopher R. Bruffey CommunityPLUS Senior Commercial Officer CommunityPLUS

**Gina Bunch** Relationship Banking Manager West Raleigh & North Hills

**Bret W. Burgess** Market President North Hills

Sondra G. Collins Mortgage Community Outreach Officer Southeast Raleigh Debra C. Cook Consumer Credit Administration Officer Credit Administration

S. Alexander Covington Chief Information Officer Bank Operations

Allison W. Ferguson Director, Bank Operations Administration

J. Marty Ferguson Director, Government Lending Tennessee

Lauryn M. Fowler Loan Operations Manager Bank Operations

Jeffery D. Gleeson Director, Credit Administration Credit Administration

**M. Dean Gooden Jr.** SBA Business Development Officer Bank Operations

Jonathan E. Hand President, Specialized Lending Group Bank Operations

Susan R. Jordan Mortgage Accounting Manager Mortgage Finance

Diane D. Klietsch CommunityPLUS Relationship Banker CommunityPLUS

**Sharon R. Moe** Market President Downtown Raleigh

Kathy M. Nall Director, Human Resources Human Resources

John H. Norwood Market President North Raleigh

Kevin M. Payne Market President Garner

Kelly H. Purcell Deposit Support Manager Bank Operations

**Tyler M. Roe** Chief Accounting Officer Finance **Robert D. Ross** Commercial Banker North Raleigh

June A. Sadowski Market President Wake Forest

Sabrina Sells Market President Wilmington

Heather L. Sirgany Chief Mortgage Sales Officer Mortgage Operations

J. Kenneth Sykes Senior Relationship Development Officer North Raleigh

Susan Watkins SBA Operations Manager Bank Operations

Gary L. Woodlief President, CommunityPLUS CommunityPLUS

Cameron R. Young Chief Mortgage Capital Markets Officer Mortgage Operations

### VICE PRESIDENT

**Donald W. Borowski** Commercial Loan Portfolio Manager Wake Forest

Andrew P. Callanan Credit Administration Officer Credit Administration

**Conor J. Clougherty** Wealth Advisor North Hills

Elaine C. Crabtree Relationship Banking Manager Garner

**Thomas W. Eller** Mortgage Loan Officer Mortgage Operations

Sherry P. Green Mortgage Loan Officer Mortgage Operations

**Debra D. Hause** Marketing Officer Wilmington Laura P. Jeffries Consumer Credit Administration Manager Credit Administration

**D. Worth Joyner III** Mortgage Loan Officer North Raleigh

**Tara M. Lau** Commercial Banker North Hills

John G. Lehman Commercial Loan Portfolio Manager North Raleigh

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