



Chief Credit Officers Perspectives

CCO Panel Discussion

- Lisa Canale, Chief Credit Officer, Community Bank of Santa Maria
- Luke Parnell, EVP/Chief Credit Officer, River Valley Community Bank
- Shawn Lipman, Chief Credit Officer, Santa Cruz County Bank

Lisa Canale Chief Credit Officer

I've been in banking over 30 years.

First career was in the US Senate – Washington DC.

Relocated to Washington state and “fell” into banking.

My experience includes 5 other financial institutions, all of which taught me something new.

Headhunter contacted me about CBSM. I've been with the bank over 7 years – by far my favorite institution.



Community Bank of Santa Maria



- This month marks our 24th anniversary.
- Over \$400 million in assets.
- Primarily a commercial bank; not a lot of consumer lending.
 - 57% of the loan portfolio is CRE, with 43% office and retail
 - Only 7% is consumer
- Our culture prioritizes customer service and relationships; people come into the bank to sit and talk with us.
- Heavily involved in the community.



As Chief Credit Officer

- I oversee the lending function.
- Direct reports include the note dept and credit analyst.
- Loan Administrator is my assistant.

We have an extraordinary team; everyone (the entire bank) works together.

I love the success stories of our customers, what they've achieved with our help, you can see the difference we make in people's lives.



RIVER VALLEY
COMMUNITY BANK



River Valley Community Bank

Overview & Highlights

**Luke Parnell, Executive Vice President
Chief Credit Officer/Chief Lending Officer**
lparnell@myrvcb.com

www.myrvcb.com

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“Optimizing
Financial Services
and Lending.”



RIVER VALLEY
COMMUNITY BANK



Luke Parnell

Luke Parnell is an Executive Vice President and serves as Chief Credit Officer/Chief Lending Officer for River Valley Community Bank. Mr. Parnell has been with RVCB since January 2018. He was promoted to Chief Credit Officer in January 2020 and added leadership of the commercial banking team in 2024. He has more than 20 years banking experience including strategy, team leadership, credit, lending, operations and M&A. Prior to joining the Bank, he spent over 10 years with Community 1st Bank in Auburn, CA, as its SVP, Regional Manager, and Senior Credit Officer, where he provided leadership in bank strategy, team building, commercial product delivery and client management.

Mr. Parnell is passionate about developing a team of expert and empowered bankers that deliver unique and creative solutions in a world of commoditized products and services. He takes pride in helping his team and bank clients navigate internal and external challenges with tailored strategies that support their growth and success.

He is a graduate of California Polytechnic State University, San Luis Obispo, CA, Comerica Bank Credit College and the Pacific Coast Banking School's Graduate School of Banking at the University of Washington, Seattle, WA.

Role

- Leads Credit & Commercial Banking Team.
- Oversees Credit Risk & Lending Strategy.
- Drives Business Banking Growth.

Objectives

- Empower team to deliver tailored solutions.
- Build strong, lasting client relationships focused on client success.
- Drive excellence with creativity & learning.





RIVER VALLEY
COMMUNITY BANK

Notable Highlights



Total Assets of December 31, 2024 - **\$602.6 Million**



ROAA & ROAE as of December 31, 2024 - **0.74% and 8.80%**



Loan Growth as of December 31, 2024 - **18.8%**



Primary Footprint - South Sacramento Valley and Sierra Foothills.



Four full services branches and two loan productions offices.



“Community-focused banking in the South Sacramento Valley and Sierra Foothills.”



Loan Portfolio

LOANS	Balance
Real Estate Loans	\$ 321,041,158
Commercial real estate	300,389,400
Construction and development	13,989,166
Multifamily	35,445,340
Commercial	250,954,894
Agriculture	8,512,302
1-4 family residential	12,139,456
Agriculture loans	278,201
Commercial and industrial loans	29,571,066
Individual loans	27,797
TOTAL	\$ 350,918,223

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“Strategic growth,
strong relationships,
and smart lending.”



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The Road Ahead:

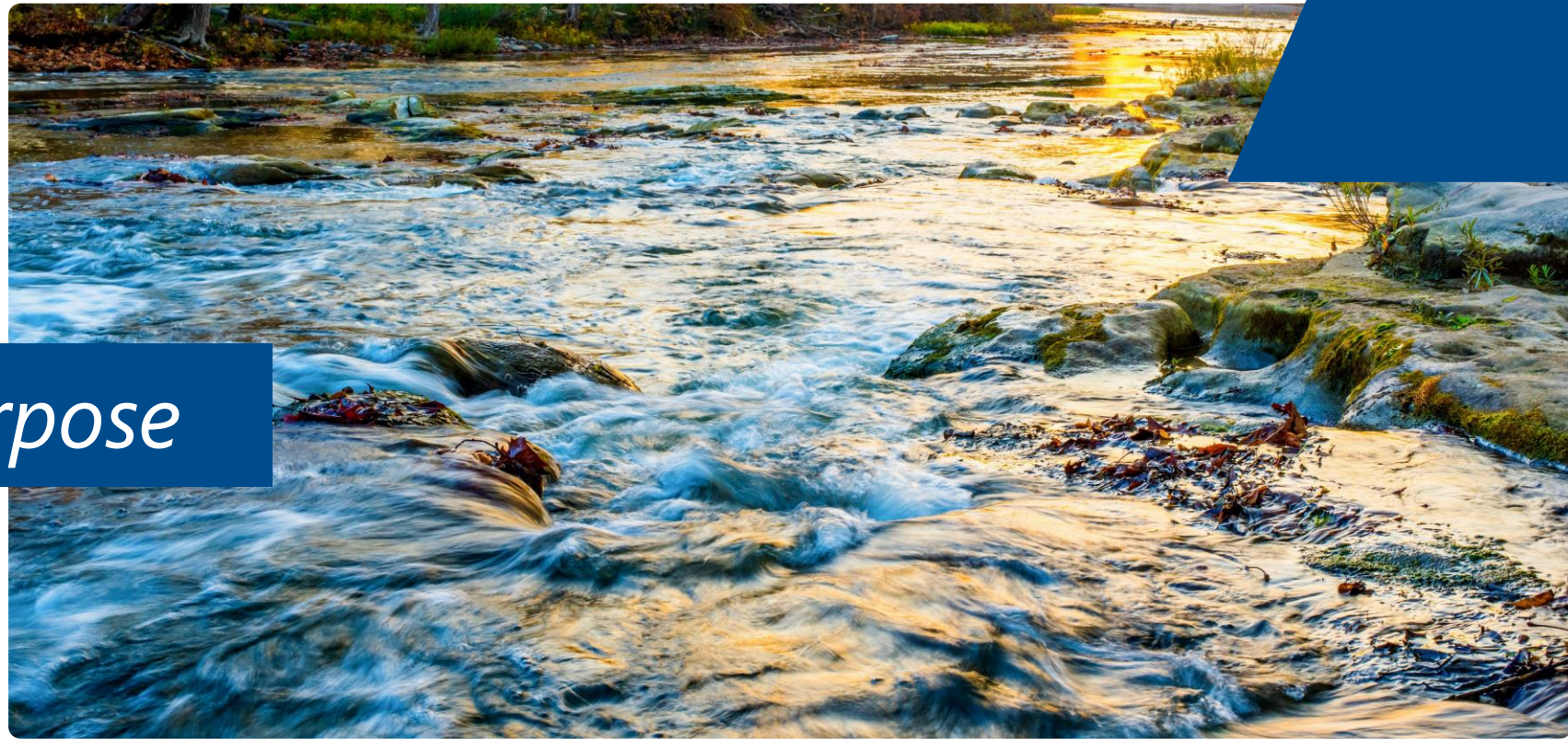


- Organic Growth to 1 Billion in the next five years.
- 11% annualized asset growth / doubling the Loan Portfolio.
- Market Expansion/Team Development
- Risk & Asset Integrity
- Customer-centric value-added solution delivery.
- Talent Excellence and Client Success.

“Driven by strategic organic growth and a commitment to our communities’ success.”



RIVER VALLEY
COMMUNITY BANK



Banking with a Purpose


- Foster and develop solution-oriented expert banking teams focused on client success
- Setting ourselves apart in a world of commoditized products and services by keeping our focus on the client.
- Building strong, lasting relationships by understanding each client's unique challenges and needs.
- Providing strategic financial guidance, empowering clients grow and thrive in a competitive market.
- Fostering a banking environment that prioritizes trust, transparency and long-term success.

“Every business has its own challenges and opportunities—our goal is to provide financial solutions that are as unique as the businesses themselves.”



Questions?

I appreciate your time and attention during this presentation on River Valley Community Bank. Please let me know if you have any questions, or, please feel free to reach out:

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WEST COAST COMMUNITY BANCORP

CCBN CCO Conference

Shawn Lipman

SANTA CRUZ COUNTY BANK



Community bank headquartered in Santa Cruz, CA
Opened in 2004



Approximately 220 employees as of December 31, 2024



\$2.7 billion in assets as of December 31, 2024



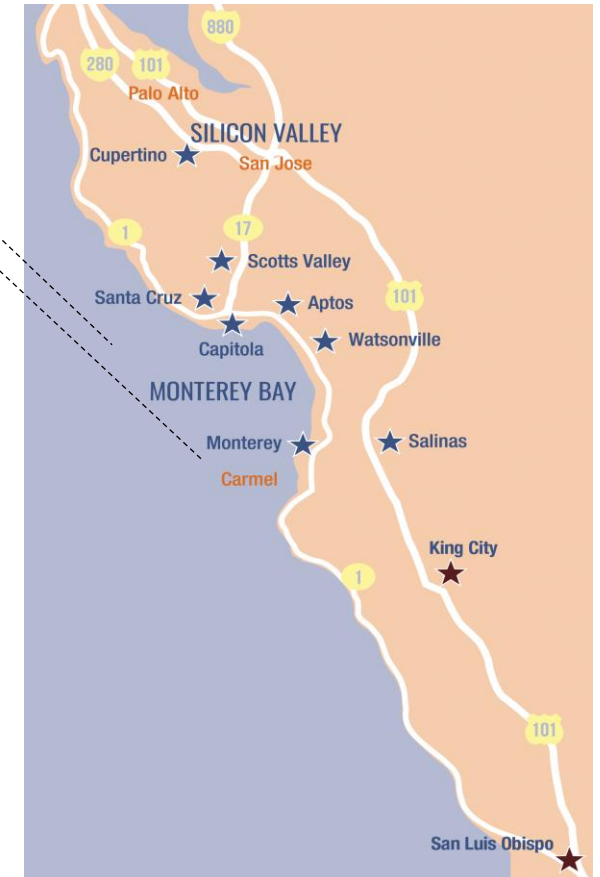
West Coast Community Bancorp was established as SCCB's
bank holding company in Q3 2023



Acquired 1st Capital Bank on October 1, 2024 and completed the
related system conversion in December 2024; combined bank will
rebrand as West Coast Community Bank in Q2 2025



Total of 10 branches post-consolidation with 1st Capital Bank



Q4 2024 CONSOLIDATED FINANCIAL RESULTS

Balance Sheet Strength

\$2.680 Billion

Total Assets

\$2.045 Billion

Total Loans

\$2.310 Billion

Total Deposits

\$265 Million

Tangible Common Equity

Consistent Profitability

\$34.1 Million

Q4 Net Interest Income

\$3.8 Million

Q4 Net Income

\$14.0 Million

Q4 Non-GAAP Merger
Adjusted Net Income

\$0.36 / \$1.32⁽¹⁾

Q4 Diluted Earnings Per
Share / Q4 Merger
Adjusted Diluted Earnings
Per Share

Strong Earnings Metrics

0.57% / 2.08%⁽¹⁾

Q4 ROAA / Q4 Non-GAAP
Merger Adjusted ROAA

5.72% / 20.94%⁽¹⁾

Q4 ROATCE / Q4 Non-GAAP
Merger Adjusted ROTCE

5.38%

Q4 Net Interest Margin,
Taxable Equivalent

61.62% / 43.05%⁽¹⁾

Q4 Efficiency Ratio / Q4
Merger Adjusted Efficiency
Ratio

Healthy Credit Quality

0.02%

NPAs/Assets

0.03%

NPLs/Loans

1.55%

ACL/Gross Loans

0.00%

Annualized Q4 Net Charge-
offs/Avg. Loans

(1) Non-GAAP measure. See Non-GAAP Reconciliation for reconciliation to GAAP financial measures at the end.

EXCEPTIONAL CREDIT CULTURE

Nonperforming Loans Including Deferred Loan Fees and Costs

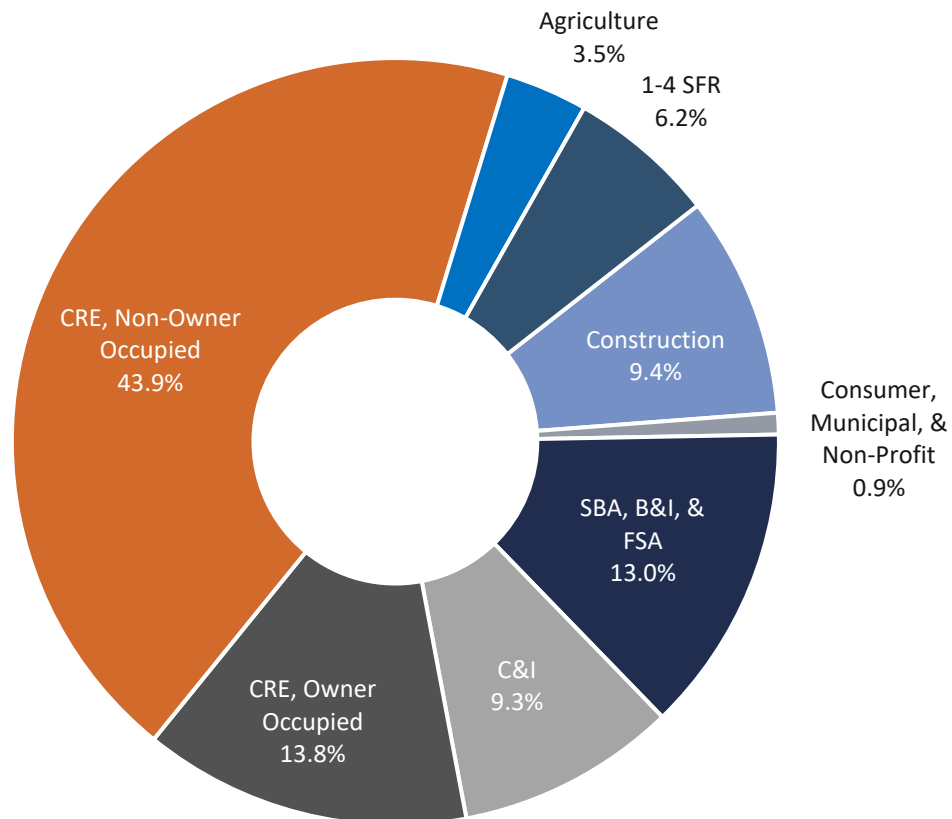
As of December 31, 2024

(\$000)	2019	2020	2021	2022	2023	2024Q1	2024Q2	2024Q3	2024Q4
Nonaccrual Loans									
1-4 Family	\$0	\$0	\$0	\$808	\$0	\$0	\$0	\$0	\$554
CRE & Multifamily	0	0	0	0	6,526	0	0	2,404	0
Construction	0	0	0	990	0	0	0	0	0
Consumer	0	31	61	0	0	25	0	0	0
Commercial	0	0	251	1,363	0	65	0	0	64
Other	0	0	69	0	0	0	0	0	0
Total Nonaccrual	\$0	\$31	\$381	\$3,161	\$6,526	\$90	\$0	\$2,404	\$618
Accruing Restructured Loans	\$0	\$0	\$0	\$26	\$320	\$293	\$266	\$238	\$10,367
Loan Loss Reserve	\$10,296	\$13,021	\$19,978	\$21,444	\$23,943	\$23,043	\$22,999	\$23,099	\$31,622

Nonperforming loans to total loans of 0.03%.

Three 1-4 family loans totaling \$554 thousand and two commercial loans totaling \$64 thousand were placed on nonaccrual status during Q4 2024.

LOANS BY TYPE



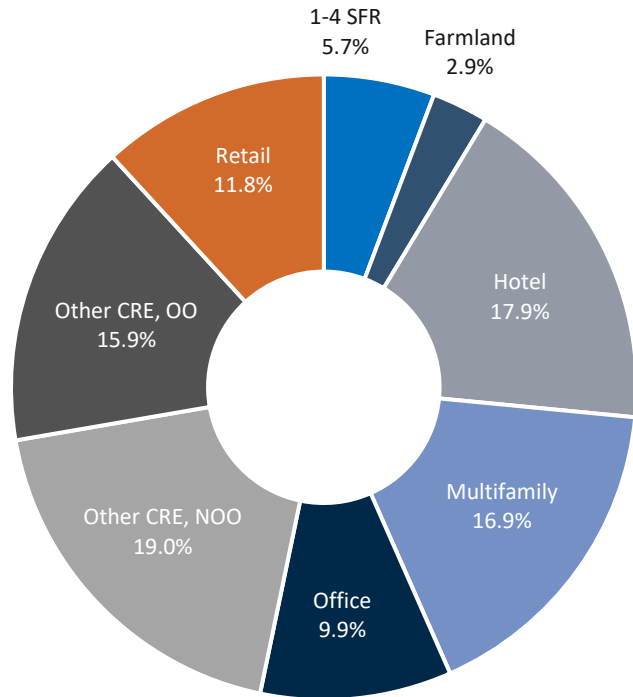
Outstanding Loans as of December 31, 2024

Q4 2024 loan yield of 7.44%, up 42 bps from 7.02% in Q3 2024.

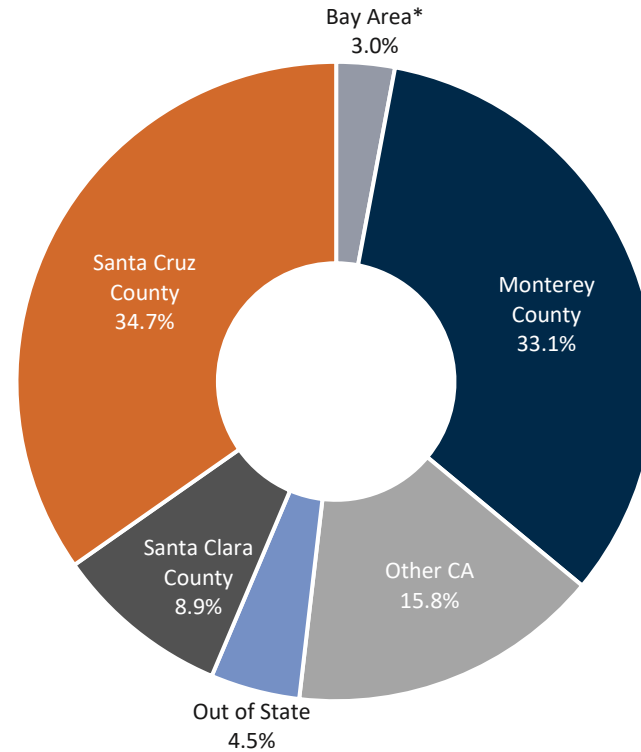
Increase was driven by post-merger accretion of purchase discount on acquired loans, partially offset by 100 basis points of cumulative Prime rate decreases during Q4 2024.

*SBA, USDA Business and Industry, and Farm Service Agency related loan products are reported in their own category, which includes SBA 504 real estate secured loans. All other loans are categorized primarily based on CALL code.

REAL ESTATE LOAN DETAIL



Total Weighted Average LTV: 47% based on the most recently available appraisal data.



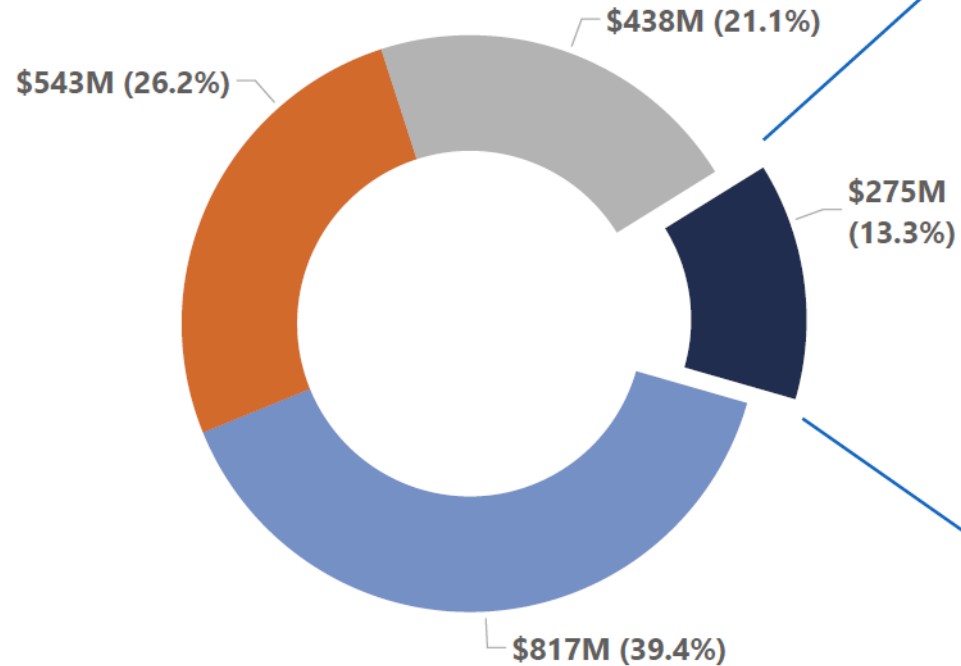
*Alameda, San Francisco, San Mateo, Contra Costa, Sonoma, Solano, Napa and Marin counties

Total Real Estate Loans as of December 31, 2024

FIXED VS. VARIABLE RATE LOANS AND REPRICING

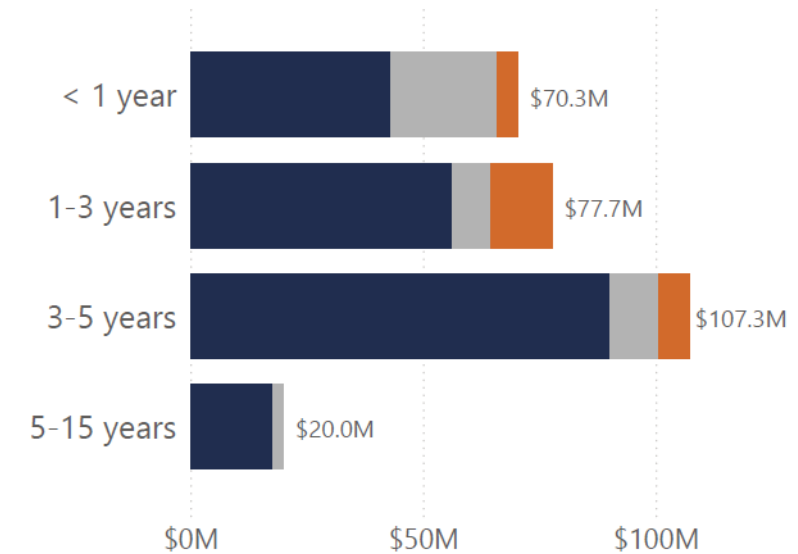
Interest Rate Structure as of 12/31/2024

● At Floor¹ ● Floating/Instant² ● Fixed Rate³ ● Adjustable Rate



Adjustable Rate Repricing Frequency

● CRE ● Other Loans ● SBA RE



1) Of the loans at their floor rate, 89% will remain at the floor for over 12 months

2) Floating/Instant: WSJ Prime and SOFR based loans that reprice instantly or monthly based on their respective index.

3) 90% of fixed rate loans have maturities beyond 12 months

UPCOMING CRE INTEREST RATE REPRICING

Scheduled Interest Rate Repricing Through 12/31/2026

Non Owner Occupied CRE, Non-SBA

Total Loans to Reprice
\$122.48M

% of Total NOO CRE
15.5%

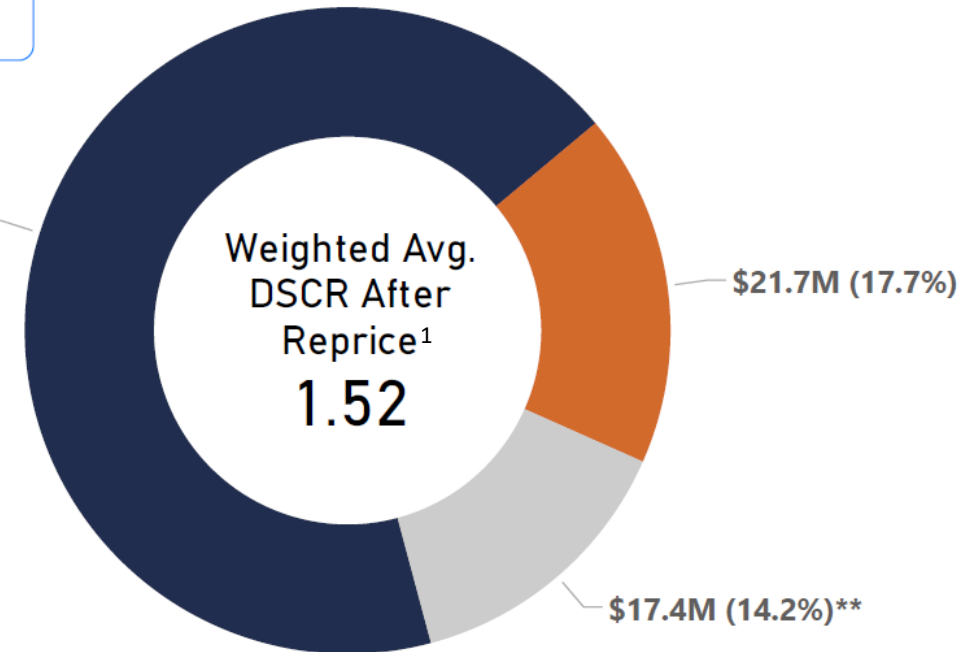
Avg. Rate Change
2.99%

Current Weighted Avg. DSCR¹
1.98

Debt Service After Reprice* **\$83.4M (68.1%)**

- DSCR > 1.20
- DSCR 1.00-1.20
- DSCR < 1.00

¹ Based on borrowers' most recent available net operating income data.

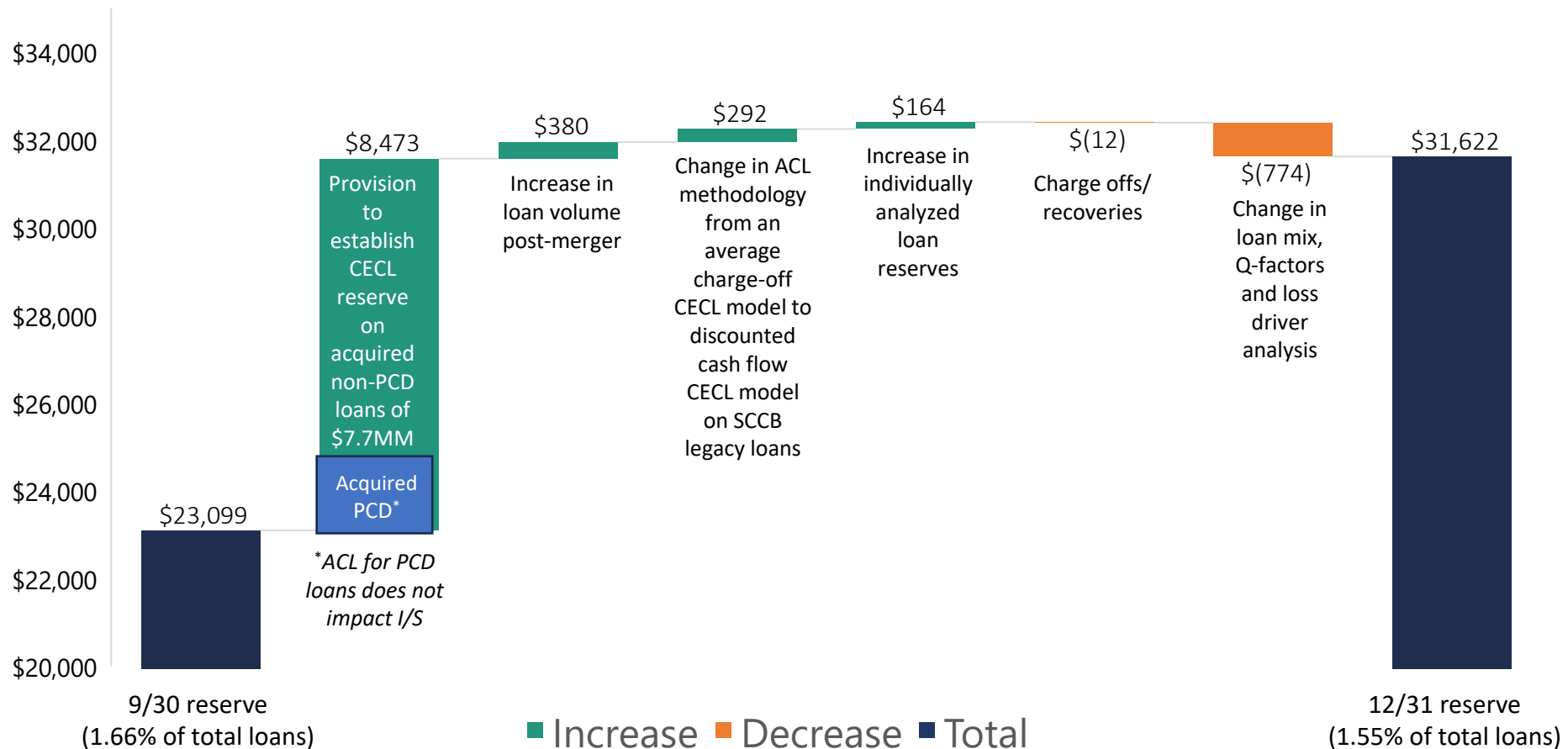


*Using index rates as of 12/31/2024.

**Regularly monitored by Credit Admin. All loans with a projected DSCR < 1 are supported by guarantors, either through global cash flow, liquidity, or other outside equity.

CHANGES IN THE CREDIT RESERVE

Q4 Changes in the ACL (\$ in Thousands)



CREDIT ADMINISTRATION STRUCTURE

