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## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 5 INVESTMENT SECURITIES: (Continued):

The Bank also holds additional investments in the Federal Home Loan Bank of Atlanta (“FHLB”) in the form of FHLB stock, which is a membership requirement. Loan advances from FHLB are subject to additional stock purchase requirements, which are generally redeemed as outstanding loan balances are repaid, subject to FHLB’s quarterly excess capital evaluation process. FHLB evaluates the excess capital stock of its members on a quarterly basis to determine stock repurchase activities. Additionally, the FHLB generally pays quarterly dividends on the outstanding stock investment of each of its members.

FHLB stock is generally viewed as a long term investment and is considered to be a restricted security, which is carried at cost, because there is no market for the stock other than FHLB or other member institutions. As of December 31, 2019 and 2018 the Bank’s investment in FHLB stock totaled approximately \$438,000 and \$428,000, respectively, and was included in restricted securities on the consolidated balance sheets.

Management’s evaluation of FHLB stock for possible impairment is based on the ultimate recoverability of par value rather than recognizing temporary declines in value. Management’s evaluation of FHLB stock as of December 31, 2019 and 2018 did not consider this investment to be other than temporarily impaired, and therefore, no impairment has been recognized.

### NOTE 6 LOANS:

Loans are stated at their face amount, net of deferred loan fees, and are classified as follows:

	December 31, 2019	December 31, 2018
	(In Thousands)	
Real estate loans		
Construction & land loans	\$ 6,271	\$ 6,440
Residential equity lines of credit	1,386	1,343
Residential 1-4 family	60,931	61,236
Residential second mortgages 1 - 4 family	1,803	2,600
Residential multifamily	4,603	5,350
Commercial agricultural loans	5,017	4,179
Commercial municipal loans	192	228
Commercial owner & non-owner occupied	54,780	53,879
Total real estate loans	<u>134,983</u>	<u>135,255</u>
Commercial non real estate loans	11,199	10,192
Loans to nondepository financial institutions	18,758	---
Consumer non real estate loans		
Personal installments	26,481	23,251
Credit cards	626	651
Total consumer installment loans	<u>27,107</u>	<u>23,902</u>
Gross loans <sup>(1)</sup>	<u>192,047</u>	<u>169,349</u>
Less allowance for loan losses	<u>(2,158)</u>	<u>(2,148)</u>
Net loans receivable	<u>\$ 189,889</u>	<u>\$ 167,201</u>

(1)Gross loans are presented net of deferred loan fees and discounts of \$472,000 and \$392,000 respectively for December 31, 2019 and 2018.

The Bank grants commercial, real estate and consumer installment loans to its customers. Collateral requirements for loans are determined on a case by case basis depending upon the purpose of the loan and the financial condition of the borrower. The ultimate collectability of the Bank’s loan portfolio and the ability to realize the value of any underlying collateral, if needed, are influenced by the economic conditions of its market service area.

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 6 LOANS: (continued)

The Bank's loan portfolio is concentrated in real estate loans, including those secured by residential consumer properties and small business commercial properties. The residential real estate loans, including equity lines of credit, residential 1 – 4 family first and second mortgages, and multifamily loans totaled \$68.7 million as of December 31, 2019 as compared to \$70.5 million at December 31, 2018. The small business commercial real estate loans, including commercial construction and land loans, agricultural/farm loans, and other business properties totaled \$65.5 million as of December 31, 2019 as compared to \$62.9 million at December 31, 2018. Management has established specific lending criteria relating to real estate loans as a means of assessing the risk inherent in the portfolio.

Deposit account overdrafts are also classified as loans and totaled \$79,000 and \$48,000 as of December 31, 2019 and 2018, respectively.

The following table reflects the detailed breakdown of impaired loans with and without a recorded allowance by loan class for the year ended December 31, 2019 (in thousands):

Impaired Loans with a Recorded Allowance <u>December 31, 2019</u>	<u>Recorded Investment</u>	<u>Unpaid Principal</u>	<u>Related Allowance</u>	<u>Average Recorded Investment</u>	<u>Interest Income Recognized</u>
Residential Real Estate 1-4 Family Residences	\$ 98	\$ 98	\$ 18	\$ 141	\$ ---
Commercial Real Estate Owner Occupied	---	---	---	466	---
Consumer Automobile Loans	<u>111</u>	<u>111</u>	<u>83</u>	<u>56</u>	<u>13</u>
Totals	<u>\$ 209</u>	<u>\$ 209</u>	<u>\$ 101</u>	<u>\$ 663</u>	<u>\$ 13</u>

Impaired Loans without a Recorded Allowance <u>December 31, 2019</u>	<u>Recorded Investment</u>	<u>Unpaid Principal</u>	<u>Average Recorded Investment</u>	<u>Interest Income Recognized</u>
Residential Real Estate Equity Lines of Credit	59	59	30	2
1-4 Family Residences	2,202	2,202	2,132	95
Commercial Real Estate Owner Occupied	1,675	1,675	2,422	125
Non-owner Occupied	234	234	242	9
Agricultural Loans	490	490	360	22
Commercial – Non Real Estate Industrial loans	<u>121</u>	<u>121</u>	<u>179</u>	<u>5</u>
Totals	<u>\$ 4,781</u>	<u>\$ 4,781</u>	<u>\$5,365</u>	<u>\$ 258</u>



# PIONEER BANKSHARES, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 6 LOANS: (continued)

The following table reflects the detailed breakdown of impaired loans with and without a recorded allowance by loan class for the year ended December 31, 2018 (in thousands):

Impaired Loans with a Recorded Allowance <u>December 31, 2018</u>	<u>Recorded Investment</u>	<u>Unpaid Principal</u>	<u>Related Allowance</u>	<u>Average Recorded Investment</u>	<u>Interest Income Recognized</u>
Residential Real Estate 1-4 Family Residences	\$ 183	\$ 183	\$ 32	\$ 192	\$ ---
Commercial Real Estate Owner Occupied	932	932	195	446	46
Commercial – Non Real Estate Industrial loans	---	---	---	<u>22</u>	---
Totals	<u>\$ 1,115</u>	<u>\$ 1,115</u>	<u>\$ 227</u>	<u>\$ 660</u>	<u>\$ 46</u>
Impaired Loans without a Recorded Allowance <u>December 31, 2018</u>	<u>Recorded Investment</u>	<u>Unpaid Principal</u>	<u>Average Recorded Investment</u>	<u>Interest Income Recognized</u>	
Construction & Land Loans Commercial	\$ ---	\$ ---	\$ 195	\$ ---	
Other – land only	---	---	8	---	
Residential Real Estate 1-4 Family Residences	2,061	2,061	2,098	68	
Commercial Real Estate Owner Occupied	3,169	3,169	3,855	167	
Non-owner Occupied	250	250	254	15	
Agricultural Loans	229	229	230	--	
Commercial – Non Real Estate Industrial loans	<u>237</u>	<u>237</u>	<u>216</u>	<u>5</u>	
Totals	<u>\$ 5,946</u>	<u>\$ 5,946</u>	<u>\$6,856</u>	<u>\$ 255</u>	

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 6 LOANS: (continued)

The following table reflects the amounts of outstanding delinquencies by loan class as of December 31, 2019 (in thousands):

Past Due Loans by Class	30-59 Days	60-89 Days	90 Days or More	Total Past Due	Total Current	Total Loans
Construction & Land Loans						
Residential	\$ ---	\$ ---	\$ ---	\$ ---	\$ 735	\$ 735
Other – Land only	---	---	---	---	5,536	5,536
Residential Real Estate						
Equity Lines of Credit	---	---	59	59	1,327	1,386
1-4 Family Residences	1,604	992	133	2,729	60,005	62,734
Multifamily Dwellings	---	---	---	---	4,603	4,603
Loans to Nondepository Financial Institutions	---	---	---	---	18,758	18,758
Commercial Real Estate						
Owner occupied	60	---	---	60	41,914	41,974
Non-owner occupied	---	---	234	234	12,572	12,806
Agricultural / Farm loans	---	---	---	---	5,017	5,017
Municipals	---	---	---	---	192	192
Commercial – Non Real Estate						
Agricultural	12	---	---	12	177	189
Industrial	34	---	48	82	10,550	10,632
Municipals	---	---	---	---	378	378
Consumer – Non Real Estate						
Credit Cards	6	13	16	35	591	626
Automobile loans	807	281	114	1,202	18,542	19,744
Other personal loans	<u>53</u>	<u>16</u>	<u>22</u>	<u>91</u>	<u>6,646</u>	<u>6,737</u>
Totals Gross Loans	<u>\$ 2,576</u>	<u>\$ 1,302</u>	<u>\$ 626</u>	<u>\$ 4,504</u>	<u>\$ 187,543</u>	<u>\$ 192,047</u>

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 6 LOANS: (continued)

The following table reflects the amounts of outstanding delinquencies by loan class as of December 31, 2018 (in thousands):

<u>Past Due Loans by Class</u>	<u>30-59 Days</u>	<u>60-89 Days</u>	<u>90 Days or More</u>	<u>Total Past Due</u>	<u>Total Current</u>	<u>Total Loans</u>
<b>Construction &amp; Land Loans</b>						
Residential	\$ ---	\$ ---	\$ ---	\$ ---	\$ 1,787	\$ 1,787
Commercial	---	---	---	---	423	423
Other – Land only	---	---	---	---	4,230	4,230
<b>Residential Real Estate</b>						
Equity Lines of Credit	---	---	62	62	1,281	1,343
1-4 Family Residences	2,759	674	86	3,519	60,317	63,836
Multifamily Dwellings	---	---	---	---	5,350	5,350
<b>Commercial Real Estate</b>						
Owner occupied	379	---	431	810	39,811	40,621
Non-owner occupied	---	---	---	---	13,258	13,258
Agricultural / Farm loans	---	---	---	---	4,179	4,179
Municipals	---	---	---	---	228	228
<b>Commercial – Non Real Estate</b>						
Agricultural	5	---	---	5	215	220
Industrial	78	---	---	78	9,377	9,455
Municipals	---	---	---	---	517	517
<b>Consumer – Non Real Estate</b>						
Credit Cards	6	1	1	8	643	651
Automobile loans	758	272	185	1,215	15,413	16,628
Other personal loans	<u>78</u>	<u>7</u>	<u>54</u>	<u>139</u>	<u>6,484</u>	<u>6,623</u>
<b>Totals Gross Loans</b>	<u>\$ 4,063</u>	<u>\$ 954</u>	<u>\$ 819</u>	<u>\$ 5,836</u>	<u>\$ 163,513</u>	<u>\$ 169,349</u>

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 6 LOANS: (continued)

The following table represents loans 90 days delinquent and still accruing interest and loans in a nonaccrual status as of December 31, 2019 by loan class (in thousands):

	90 days past due & still accruing interest	Nonaccrual Loans
Residential Real Estate		
Equity Lines of Credit	\$ 59	\$ ---
1-4 Family Residences	133	1,014
Commercial Real Estate		
Non-Owner occupied	234	---
Agricultural / Farm loans	---	204
Commercial Non-Real Estate		
Industrial	---	48
Consumer – Non Real Estate		
Automobile loans	114	---
Other personal loans	<u>22</u>	<u>---</u>
Totals Gross Loans	<u>\$ 562</u>	<u>\$ 1,266</u>

The following table represents loans 90 days delinquent and still accruing interest and loans in a nonaccrual status as of December 31, 2018 by loan class (in thousands):

	90 days past due & still accruing interest	Nonaccrual Loans
Construction & Land Loans		
Other- Land Only	\$ ---	\$ 13
Residential Real Estate		
Equity Lines of Credit	61	---
1-4 Family Residences	86	1,174
Commercial Real Estate		
Owner occupied	---	1,092
Agricultural / Farm loans	---	229
Commercial Non-Real Estate		
Industrial	---	67
Consumer – Non Real Estate		
Automobile loans	186	---
Other personal loans	<u>44</u>	<u>10</u>
Totals Gross Loans	<u>\$ 377</u>	<u>\$ 2,585</u>

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

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## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### **NOTE 6**     **LOANS: (continued)**

Loans past due greater than 90 days and still accruing interest at December 31, 2019 and 2018 totaled \$562,000 and \$377,000, respectively. Management continually monitors past due accounts and places these accounts in nonaccrual status if the payment plans are not adhered to. Nonaccrual loans excluded from impaired loan disclosure amounted to \$172,000 and \$219,000, at December 31, 2019 and 2018, respectively. The nonaccrual loans excluded from impaired loan disclosure at December 31, 2019 and 2018 consisted of three real estate loans which were in the process of collection.

The loan portfolio is comprised of various categories or segments, each of which have certain risk characteristics that are evaluated at the time of loan origination and periodically thereafter. Construction loans carry risks associated with whether or not the project will be completed according to schedule and within its original budget, as well as valuation risk associated with the overall value of the collateral upon completion. Residential real estate loans carry risks associated with continued credit-worthiness and financial stability of the borrower, as well as potential valuation changes relating to collateral. Commercial real estate loans carry risks associated with the continued operations of the business, as well as sufficient cash flow and profitability to service the debt. Additionally, commercial real estate loans are subject to risks associated with potential collateral valuation changes.

Commercial non-real estate loans, including those in the industrial and agricultural categories, carry similar risks to the commercial real estate loans, as they are dependent upon the continued successful business operations and cash flow. Commercial non-real estate loans also carry a risk associated with collateral being more difficult to assess. Consumer loans carry risks associated with the continued credit-worthiness and financial stability of the borrower, as well as potential for rapid depreciation or reduced value of the collateral, especially in automobile lending.

Loans to nondepository financial institutions include loans made by the Bank through its participation in the Northpointe Bank Mortgage Participation Program ("Northpointe MPP"). The Bank began funding loans through the Northpointe MPP in 2019. The Northpointe MPP provides interim financing to mortgage originators who originate mortgage loans for sale in the secondary market. The Bank, as a participant in the Northpointe MPP, funds 95% of each advance to the originators with Northpointe Bank funding the remainder and acting as the lead bank in the lending relationships with the originators. Each advance is secured by the underlying mortgage note between the originator and their mortgage customer. These loans carry risks associated with the successful delivery of the mortgage loans by the originators to their secondary market investors; however, sale commitments are in place at origination which limit these risks. Loan advances under the Northpointe MPP are generally funded and repaid within 30 days of origination. The maximum amount of loans the Bank will fund at any given time through the Northpointe MPP is \$20.0 million. The outstanding balance of loans can fluctuate significantly due to the timing of funding and repayments, which varies based on mortgage origination volumes.

Management has developed an internal loan risk rating system as part of its credit analysis process which serves as the credit quality indicator for loans in the portfolio. Non-retail loans (i.e. all loans, excluding loans to consumers for home mortgages or other consumer purposes) are assigned an appropriate risk rating at the time of origination based on specific assessment factors relating to the borrower's ability to meet contractual obligations under the loan agreement. This process includes reviewing borrowers' financial information, historical payment experience, credit documentation, public information, and other information specific to each borrower. Loan rating assessments also include consideration of business cash flow and debt obligations. Risk ratings are generally reviewed on an annual basis for credit relationships with total credit exposure of \$500,000 or more, or at any point management becomes aware of information affecting the borrower's ability to fulfill their obligations. Management utilizes both internal and external loan review processes as a means of monitoring the appropriateness of risk ratings across the loan portfolio. Retail credits are assigned a pass rating at the time of their origination. Updates to risk ratings assigned to retail credits are made primarily on the basis of the payment activity.

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 6 LOANS: (continued)

The Bank's internal rating system includes multiple ratings considered to be indicative of pass rated credits, as well as several non-pass or classified ratings consisting of special mention, substandard, doubtful, and loss. Pass credits generally consist of loans secured by cash or cash equivalents and loans to borrowers with a strong cash flow ratio, stable financial net worth and above average sources of liquidity to meet financial obligations and may also include loans to borrowers that may have minor, yet manageable, weaknesses related to the stability of cash flow and repayment sources and may require periodic monitoring. Special mention credits are loans that have identified weaknesses or adverse trends in the borrower's financial position that could potentially impact the Bank's credit position at some future date if not monitored closely. Substandard credits are those loans that have been identified as having a well-defined, specific, or major weakness in the primary cash flow sources or upon which significant reliance is being placed on secondary sources of repayment due to the borrower's financial difficulties. Potential for losses related to substandard credits is evaluated on a regular basis with specific allocations being made as needed, as well as other corrective actions necessary to protect the institution. Loans categorized as doubtful also have well defined weaknesses with the added characteristic of the likelihood that collection of payment in full is highly questionable or perhaps improbable. Loans classified as loss are considered to be totally uncollectible or of such little value that their continuance on the Bank's books as an asset is not warranted. Retail credits 90 or more days past due are generally classified as substandard, with residential real estate loans being evaluated for individual impairment on a case by case basis as they become delinquent or are identified as a potential problem credit.

The following tables represent summaries of the Bank's loan portfolio by class and credit quality indicator as of December 31, 2019 (in thousands):

	<u>Pass</u>	<u>Special Mention</u>	<u>Substandard</u>	<u>Doubtful</u>	<u>Loss</u>	<u>Total Loans</u>
Construction & Land Loans						
Residential	\$ 735	\$ ---	\$ ---	\$ ---	\$ ---	\$ 735
Other – Land only	5,519	---	17	---	---	5,536
Residential Real Estate						
Equity Lines of Credit	1,327	---	59	---	---	1,386
1-4 Family Residences	60,540	252	1,942	---	---	62,734
Multifamily Dwellings	4,603	---	---	---	---	4,603
Loans to Nondepository Financial Institutions	18,758	---	---	---	---	18,758
Commercial Real Estate						
Owner occupied	36,883	3,664	1,427	---	---	41,974
Non-owner occupied	9,947	2,626	233	---	---	12,806
Agricultural / Farm loans	3,637	890	490	---	---	5,017
Municipals	192	---	---	---	---	192
Commercial – Non Real Estate						
Agricultural	189	---	---	---	---	189
Industrial	10,511	1	120	---	---	10,632
Municipals	378	---	---	---	---	378
Consumer – Non Real Estate						
Credit Cards	597	13	16	---	---	626
Automobile loans	19,582	---	162	---	---	19,744
Other personal loans	<u>6,699</u>	---	<u>38</u>	---	---	<u>6,737</u>
Totals Gross Loans	<u>\$180,097</u>	<u>\$7,446</u>	<u>\$ 4,504</u>	<u>\$ ---</u>	<u>\$ ---</u>	<u>\$ 192,047</u>

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 6 LOANS: (continued)

The following tables represent summaries of the Bank's loan portfolio by class and credit quality indicator as of December 31, 2018 (in thousands):

	<u>Pass</u>	<u>Special Mention</u>	<u>Substandard</u>	<u>Doubtful</u>	<u>Loss</u>	<u>Total Loans</u>
Construction & Land Loans						
Residential	\$ 1,787	\$ ---	\$ ---	\$ ---	\$ ---	\$ 1,787
Commercial	423	---	---	---	---	423
Other – Land only	4,230	---	---	---	---	4,230
Residential Real Estate						
Equity Lines of Credit	1,281	---	62	---	---	1,343
1-4 Family Residences	62,232	786	818	---	---	63,836
Multifamily Dwellings	5,350	---	---	---	---	5,350
Commercial Real Estate						
Owner occupied	32,699	3,923	3,999	---	---	40,621
Non-owner occupied	10,276	2,732	250	---	---	13,258
Agricultural / Farm loans	2,895	1,055	229	---	---	4,179
Municipals	228	---	---	---	---	228
Commercial – Non Real Estate						
Agricultural	220	---	---	---	---	220
Industrial	9,201	16	238	---	---	9,455
Municipals	517	---	---	---	---	517
Consumer – Non Real Estate						
Credit Cards	649	1	1	---	---	651
Automobile loans	16,171	272	185	---	---	16,628
Other personal loans	<u>6,562</u>	<u>7</u>	<u>54</u>	<u>---</u>	<u>---</u>	<u>6,623</u>
Totals Gross Loans	<u>\$154,721</u>	<u>\$8,792</u>	<u>\$ 5,836</u>	<u>\$ ---</u>	<u>\$ ---</u>	<u>\$ 169,349</u>

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

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## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### **NOTE 6**      *LOANS: (continued)*

Loans classified as troubled debt restructurings are monitored for payment default on an on-going basis. There were no accounts that defaulted within 12 months of the original modification date during the year ended December 31, 2019. There were 3 accounts that defaulted within 12 months of the original modification date during the year ended December 31, 2018. Those accounts consisted of one commercial real estate loan in the amount of \$309,000 and two commercial non-real estate accounts totaling \$56,000. The Bank defines default as those accounts having payments 90 days or more past due as of December 31, 2019 and December 31, 2018.

At December 31, 2019, there were a total of \$2.5 million in loans classified as troubled debt restructurings. There were no accounts added to the troubled debt restructuring category during 2019. There were approximately \$1.4 million in restructured loan balances classified as performing and in compliance with their modified terms at December 31, 2019. Restructured loans classified as nonperforming based on their past due or nonaccrual status at December 31, 2019 totaled \$1.1 million. There were no unfunded commitments for loans classified as troubled debt restructures as of December 31, 2019.

At December 31, 2018, there were a total of \$3.4 million in loans classified as troubled debt restructurings. There were no accounts added to the troubled debt restructuring category during 2018. There were approximately \$1.6 million in restructured loan balances classified as performing and in compliance with their modified terms at December 31, 2018. Restructured loans classified as nonperforming based on their past due or nonaccrual status at December 31, 2018 totaled \$1.8 million. There were unfunded commitments in the amount of \$40,000 for loans classified as troubled debt restructures as of December 31, 2018.



# PIONEER BANKSHARES, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 7 ALLOWANCE FOR LOAN LOSSES (ALLL):

The summary table below includes the allowance allocations and total loans evaluated both individually and collectively for impairment, as well as a roll-forward representation of the activity that has occurred in the allowance account during the period ending December 31, 2019 (in thousands):

	Construction & Land Loans	Residential Real Estate	Commercial Real Estate	Commercial Non-Real Estate	Consumer Non-Real Estate	Loans to Non depository Financial Institutions	Total
ALLL ending balance 12/31/2018	\$ 39	\$ 648	\$ 752	\$ 74	\$ 635	\$ ---	\$ 2,148
Charge-offs	---	---	---	---	(471)	---	(471)
Recoveries	---	16	12	14	151	---	193
Provision	(6)	(24)	(200)	1	426	91	288
ALLL ending Balance 12/31/2019	\$ 33	\$ 640	\$ 564	\$ 89	\$ 741	\$ 91	\$ 2,158
Evaluated individually for impairment	--	18	---	---	83	---	101
Evaluated collectively for impairment	33	622	564	89	658	91	2,057
Total Gross Loans 12/31/2019	\$ 6,271	\$ 68,723	\$ 59,989	\$ 11,199	\$ 27,107	\$ 18,758	\$ 192,047
Evaluated individually for impairment	---	2,647	2,113	119	111	---	4,990
Evaluated collectively for impairment	6,271	66,076	57,876	11,080	26,996	18,758	187,057

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 7 ALLOWANCE FOR LOAN LOSSES (ALLL): (continued)

The summary table below includes the allowance allocations and total loans evaluated both individually and collectively for impairment, as well as a roll-forward representation of the activity that has occurred in the allowance account during the period ending December 31, 2018 (in thousands):

	Construction & Land Loans	Residential Real Estate	Commercial Real Estate	Commercial Non-Real Estate	Consumer Non-Real Estate	Total
ALLL ending balance 12/31/2017	<u>\$ 31</u>	<u>\$ 700</u>	<u>\$ 589</u>	<u>\$ 97</u>	<u>\$ 588</u>	<u>\$ 2,005</u>
Charge-offs	---	---	(13)	---	(439)	(452)
Recoveries	---	5	17	4	215	241
Provision	<u>8</u>	<u>(57)</u>	<u>159</u>	<u>(27)</u>	<u>271</u>	<u>354</u>
ALLL ending Balance 12/31/2018	<u>\$ 39</u>	<u>\$ 648</u>	<u>\$ 752</u>	<u>\$ 74</u>	<u>\$ 635</u>	<u>\$ 2,148</u>
Evaluated individually for impairment	--	32	195	---	---	227
Evaluated collectively for impairment	39	616	557	74	635	1,921
Total Gross Loans 12/31/2018	<u>\$ 6,440</u>	<u>\$ 70,529</u>	<u>\$ 58,286</u>	<u>\$ 10,192</u>	<u>\$ 23,902</u>	<u>\$ 169,349</u>
Evaluated individually for impairment	---	2,244	4,580	237	---	7,061
Evaluated collectively for impairment	6,440	68,285	53,706	9,955	23,902	162,288

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 8 *BANK PREMISES and EQUIPMENT:*

Bank premises, equipment and computer software included in the financial statements at December 31, 2019 and 2018 are as follows:

	<u>2019</u>	<u>2018</u>
	(In Thousands)	
Land	\$ 1,627	\$ 1,627
Land improvements and buildings	6,049	6,017
Furniture and equipment	5,131	5,789
Computer software	<u>1,699</u>	<u>1,777</u>
	14,506	15,210
Less accumulated depreciation	<u>9,736</u>	<u>10,379</u>
Net	<u>\$ 4,770</u>	<u>\$ 4,831</u>

Depreciation and amortization related to bank premises, equipment and software included in operating expense was \$326,000 and \$333,000 for December 31, 2019 and 2018, respectively.

### NOTE 9 *LEASES:*

On January 1, 2019, the Company adopted ASU No. 2016-02 “Leases (Topic 842)” and all subsequent ASUs that modified Topic 842. The Company elected the prospective application approach provided by ASU 2018-11 and did not adjust prior periods for ASC 842. There was no cumulative effect adjustment at adoption. The Company also elected certain practical expedients within the standard and did not reassess whether any expired or existing contracts are or contain leases, did not reassess the lease classification for any expired or existing leases and did not reassess any initial direct costs for existing leases. The Company’s only long-term lease reflected below was classified as an operating lease prior to adoption and it remained classified as such at adoption. As stated in the Company’s 2018 Annual Report, the implementation of the new standard resulted in recognition of a right-of-use asset and lease liability of \$290,000 for the lease existing at the date of adoption, which is related to the Company’s lease of premises in Charlottesville, Virginia. The right-of-use asset and lease liability are included in other assets and other liabilities, respectively, in the Consolidated Balance Sheets.

Lease liabilities represent the Company’s obligation to make lease payments and are presented at each reporting date as the net present value of the remaining contractual cash flows. Cash flows are discounted at the Company’s incremental borrowing rate in effect at the commencement date of the lease. Right-of-use assets represent the Company’s right to use the underlying asset for the lease term and are calculated as the sum of the lease liability and if applicable, prepaid rent, initial direct costs and any incentives received from the lessor.

There are no options to renew included in the lease agreement for the Company’s Charlottesville location. This lease agreement also does not provide for a residual value guarantee and has no restrictions or covenants that would impact dividends or require incurring additional financial obligations.

The following tables present information about the Company’s leases:

(Dollars in thousands)	<u>At December 31, 2019</u>
Lease liability	\$ 230
Right-of-use asset	\$ 227
Weighted average remaining lease term	3.4 years
Weighted average discount rate	2.81%

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 9 LEASES: (continued)

(Dollars in thousands)	<u>For the Year Ended December 31, 2019</u>	
Cash paid for amounts included in lease liabilities	\$	67
Operating lease cost	\$	70

A maturity analysis of operating lease liability and reconciliation of the undiscounted cash flows to the total operating lease liability is as follows:

For the years ending December 31	<u>Lease Payments Due (in thousands)</u>	
2020	\$	69
2021		70
2022		72
2023		30
Total undiscounted cash flows	<u>\$</u>	<u>241</u>
Discount		(11)
Lease liability	<u>\$</u>	<u>230</u>

### NOTE 10 DEPOSITS:

The Bank's total deposit portfolio consists primarily of demand checking accounts, savings accounts and time deposit accounts. Total deposits were \$195.9 million and \$177.5 million as of December 31, 2019 and 2018, respectively. CDARs deposits, excluding reciprocal deposits, included in this total were \$8.3 million and \$3.3 million as of December 31, 2019 and 2018, respectively. Customer time deposit balances that met or exceeded the \$250,000 FDIC insurance limit totaled \$3.9 million and \$4.5 million as of December 31, 2019 and 2018, respectively. At December 31, 2019, time deposit scheduled maturities (in thousands) are as follows:

2020	\$	35,050
2021		13,363
2022		6,207
2023		1,163
2024		1,055
Thereafter		<u>53</u>
Total	<u>\$</u>	<u>56,891</u>

The Bank has one customer with large deposit balances exceeding 5% of total deposits as of December 31, 2019. The total deposit balances for this customer as of December 31, 2019 were \$20.5 million or 10.49% of total deposits.

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

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## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### **NOTE 11    *BORROWINGS:***

The Bank has a line of credit with the Federal Home Loan Bank of Atlanta upon which credit advances can be made up to 40% of total Bank assets, subject to certain eligibility requirements. This represents a total credit line of approximately \$91.3 million and \$83.6 million as of December 31, 2019 and 2018, respectively. FHLB advances bear interest at a fixed or floating rate depending on the terms and maturity of each advance and numerous renewal options are available. These advances are secured by first lien 1-4 family residential mortgages totaling \$60.9 million at December 31, 2019. On certain fixed rate advances, the FHLB may convert the advance to an indexed floating rate at some set point in time for the remainder of the term. If the advance converts to a floating rate, the Bank may repay all or part of the advance without a prepayment penalty. At December 31, 2019 and December 31, 2018, total outstanding borrowings with FHLB were \$4.4 million and \$5.9 million, respectively. Outstanding FHLB advances at December 31, 2019 consisted of two fixed rate advances of \$1.9 million and \$2.5 million carrying interest rates of 1.36% and 3.37%, respectively. The \$2.5 million advance requires quarterly interest payments with the full amount of principal due at maturity in December 2028. The \$1.9 million advance matures in January 2021 and requires monthly interest payments with quarterly principal payments. The remaining scheduled principal repayments on this advance at December 31, 2019 were as follows:

(In thousands)	
Due in 2020	\$ 1,500
Due in 2021	375
Total	<u>\$ 1,875</u>

The Bank also has available credit lines with other correspondent banks totaling \$14.0 million, which can be used for short-term liquidity purposes, if necessary. Any funds borrowed on these credit lines are required to be repaid within 7 to 30 consecutive business days. The interest rate on such borrowings is set in accordance with the then current daily market rate. As of December 31, 2019, there were no outstanding borrowings against these credit facilities.

### **NOTE 12    *DIVIDEND LIMITATION ON SUBSIDIARY BANK:***

A principal source of funds of the Company is dividend transfers paid by the Bank. The amount of dividends the Bank may pay to the Company is regulated by the Federal Reserve. As of December 31, 2019, the maximum amount of dividends the Bank could pay to the Company was \$5.8 million or 18.80% of the consolidated net assets, without requesting permission from the Federal Reserve Bank. There are additional regulatory guidelines, which establishes further limitations for banks based on quarterly earnings.

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

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## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 13 INCOME TAXES:

The Company files income tax returns in the U.S. federal jurisdiction and the state of Virginia. The Company is no longer subject to U.S. federal, state and local income tax examinations by tax authorities for years prior to 2016. The components of income tax expense are as follows:

	<u>2019</u>	<u>2018</u>
	<u>(In Thousands)</u>	
Current income tax expense	\$ 153	\$ 220
Deferred income tax expense (benefit)	<u>133</u>	<u>(18)</u>
 Income Tax Expense	 <u>\$ 286</u>	 <u>\$ 202</u>

The reasons for the differences between income tax expense and the amount computed by applying the statutory federal income tax rate are as follows:

	<u>2019</u>	<u>2018</u>
	<u>(In Thousands)</u>	
Income taxes computed at the applicable federal income tax rate	\$ 614	\$ 510
Increase (decrease) resulting from:		
Tax-exempt income and dividends	(16)	(18)
Low income housing investments	(324)	(315)
Other	<u>12</u>	<u>25</u>
 Income Tax Expense	 <u>\$ 286</u>	 <u>\$ 202</u>

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 13 INCOME TAXES: (continued)

At December 31, the net deferred tax asset was made up of the following:

	<u>2019</u>	<u>2018</u>
	(In Thousands)	
Deferred Tax Assets:		
Allowance for loan losses	\$ 362	\$ 347
Lease liability	48	---
Other real estate owned	---	11
Nonaccrual interest	133	172
Securities available for sale	---	33
Deferred loan fees	95	70
Other	<u>4</u>	<u>3</u>
Total	\$ <u>642</u>	\$ <u>636</u>
Deferred Tax Liabilities:		
Depreciation	\$ 165	\$ 121
Right-of-use asset	48	---
Cash surrender value of life insurance	47	44
Securities available for sale	29	---
Goodwill	76	76
Equity securities	76	2
Other	<u>8</u>	<u>5</u>
Total	\$ <u>449</u>	\$ <u>248</u>
Net Deferred Tax Assets	\$ <u>193</u>	\$ <u>388</u>

### NOTE 14 REGULATORY MATTERS:

The Bank is subject to various regulatory capital requirements administered by the federal banking agencies. Failure to meet minimum capital requirements can initiate certain mandatory, and possibly additional discretionary actions by regulators that, if undertaken, could have a direct material effect on the financial statements. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, the Bank must meet specific capital guidelines that involve quantitative measures of assets, liabilities, and certain off-balance sheet items as calculated under regulatory accounting practices. The Bank's capital amounts and classification are also subject to qualitative judgments by the regulators about components, risk weightings, and other factors.

The regulatory capital requirements under Basel III became effective January 1, 2015, with full compliance with all of the requirements to be phased in over a multi-year schedule, and fully phased in by January 1, 2019. As part of the requirements, the Common Equity Tier I Capital ratio is calculated and utilized in the assessment of capital for all institutions. In addition, a capital conservation buffer must be maintained in excess of the minimum capital requirements to allow an institution to avoid restrictions on dividend payments, share repurchase transactions, and discretionary bonus payments. The capital conservation buffer requirement began its phase-in on January 1, 2016, at 0.625% of risk-weighted assets, and increased by the same percentage in each successive year until fully implemented at 2.5% on January 1, 2019. The capital conservation buffer is applicable to all ratios with the exception of the leverage ratio, which is noted below as Tier I Capital to Average Assets.

The quantitative measures established by regulation ensure capital adequacy and require the Bank to maintain minimum amounts and ratios as set forth in the table below. Management believes, as of December 31, 2019 and 2018, the Bank met all capital adequacy requirements to which it was subject. As of December 31, 2019, the most recent notification from the Bank's primary federal regulator categorized the Bank as well capitalized under the regulatory framework for prompt corrective action. To be categorized as well capitalized the Bank must maintain minimum total risk-based, Tier I risk-based, Common Equity Tier I, and Tier I leverage ratios as set forth in the table. The Bank's actual capital amounts and ratios are also presented below:

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 14 REGULATORY MATTERS: (continued)

	<u>Actual</u>		<u>For Capital Adequacy Purposes</u>		<u>Minimum To Be Well Capitalized</u>	
	<u>Amount</u>	<u>Ratio</u>	<u>Amount</u>	<u>Ratio</u>	<u>Amount</u>	<u>Ratio</u>
<b>As of December 31, 2019:</b>						
Total Capital to Risk Weighted Assets:						
Pioneer Bank	\$ 28,173	15.7%	\$ 14,378	≥ 8.0%	\$ 17,973	≥10.0%
Tier I Capital to Risk Weighted Assets:						
Pioneer Bank	\$ 26,015	14.5%	\$ 10,784	≥ 6.0%	\$ 14,378	≥ 8.0%
Common Equity Tier I Capital to Risk Weighted Assets:						
Pioneer Bank	\$ 26,015	14.5%	\$ 8,088	≥ 4.5%	\$ 11,682	≥ 6.5%
Tier I Capital to Average Assets:						
Pioneer Bank	\$ 26,015	11.7%	\$ 8,905	≥ 4.0%	\$ 11,132	≥ 5.0%
<b>As of December 31, 2018:</b>						
Total Capital to Risk Weighted Assets:						
Pioneer Bank	\$ 25,924	16.3%	\$ 12,713	≥ 8.0%	\$ 15,891	≥10.0%
Tier I Capital to Risk Weighted Assets:						
Pioneer Bank	\$ 23,936	15.1%	\$ 9,535	≥ 6.0%	\$ 12,713	≥ 8.0%
Common Equity Tier I Capital to Risk Weighted Assets:						
Pioneer Bank	\$ 23,936	15.1%	\$ 7,151	≥ 4.5%	\$ 10,329	≥ 6.5%
Tier I Capital to Average Assets:						
Pioneer Bank	\$ 23,936	11.7%	\$ 8,214	≥ 4.0%	\$ 10,267	≥ 5.0%

### NOTE 15 EARNINGS PER SHARE:

The following shows the weighted average number of shares used in computing earnings per share for the years ended December 31, 2019 and 2018.

	<u>2019</u>		<u>2018</u>	
	<u>Weighted Average Shares</u>	<u>Per Share Amount</u>	<u>Weighted Average Shares</u>	<u>Per Share Amount</u>
Basic and diluted earnings per share	980,515	\$2.69	975,427	\$ 2.29

There were no potentially dilutive securities outstanding during the years ended December 31, 2019 and 2018.



# PIONEER BANKSHARES, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 16 OFF-BALANCE SHEET COMMITMENTS:

The contract or notional amount of financial instruments with off-balance sheet risks are as follows:

	December 31,	
	2019	2018
	(In Thousands)	
Unfunded lines of credit (commercial and personal)	\$ 8,012	\$ 7,718
Loan commitments and letters of credit (commercial and personal)	7,899	5,799
Credit card unused credit limits	1,523	1,606

Commitments to extend credit are agreements to lend to a customer as long as there is no violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. Since many of the commitments are expected to expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements. The Bank evaluates each customer's credit worthiness on a case-by-case basis. The amount of collateral obtained, if it is deemed necessary by the Bank, is based on management's credit evaluation of the counter-party.

Unfunded commitments under commercial lines of credit, revolving credit lines and overdraft protection agreements are commitments for possible future extensions of credit to existing customers. These lines of credit generally are un-collateralized and usually do not contain a specified maturity date and may not be drawn upon to the total extent to which the Bank is committed.

Commercial and standby letters of credit are conditional commitments issued by the Bank to guarantee the performance of a customer to a third party. Those letters of credit are primarily issued to support public and private borrowing arrangements. Essentially all letters of credit issued have expiration dates within one year. The credit risk involved in issuing letters of credit is essentially the same as that involved in extending loan facilities to customers. The Bank generally holds collateral supporting those commitments for which collateral is deemed necessary.

### NOTE 17 TRANSACTIONS WITH RELATED PARTIES:

During the year, executive officers and directors (and companies controlled by them) were customers of and had transactions with the Company in the normal course of business. These transactions were made on substantially the same terms as those prevailing for other customers and did not involve any abnormal risk. Deposit account balances of executive officers and directors totaled \$24.8 million as of December 31, 2019 and \$23.7 million for the year ended December 31, 2018. Loan transactions, including all extensions of credit to such related parties are shown in the following schedule:

	2019	2018
	(In Thousands)	
Total loans, beginning of year	\$ 2,139	\$ 2,228
New loans	75	---
Payments	(62)	(89)
Total loans, end of year	\$ 2,152	\$ 2,139

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

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## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### **NOTE 18**      **FAIR VALUE MEASUREMENTS:**

The Company uses fair value measurements to record fair value adjustments to certain assets and liabilities and to determine fair value disclosures. In accordance with the Fair Value Measurements and Disclosures topic of FASB ASC, the fair value of a financial instrument is the price (exit price) that would be received to sell an asset or paid to transfer the liability in the principal or most advantageous market for the asset or the liability in an orderly transaction between market participants at the measurement date. Fair value is best determined based upon quoted market prices. However, in many instances, there are no quoted market prices for the Company's various financial instruments. In cases where quoted market prices are not available, fair values are based on estimates using present value or other valuation techniques. Those techniques are significantly affected by the assumptions used, including the discount rate and estimates of future cash flows. Accordingly, the fair value estimates may not be realized in an immediate settlement of the instrument.

The fair value guidance provides a consistent definition of fair value, which focuses on exit price in the principal or most advantageous market for the asset or the liability and in an orderly transaction (that is, not a forced liquidation or distressed sale) between market participants at the measurement date under current market conditions. If there has been a significant decrease in the volume and level of activity for the asset or liability, a change in valuation technique or the use of multiple valuation techniques may be appropriate. In such instances, determining the price at which willing market participants would transact at the measurement date under current market conditions depends on the facts and circumstances and requires the use of significant judgment. The fair value is a reasonable point within the range that is most representative of fair value under current market conditions. U.S. GAAP requires that valuation techniques maximize the use of observable inputs and minimize the use of unobservable inputs.

In accordance with this guidance, the Company groups financial assets and financial liabilities generally measured at fair value into three levels, based on the markets in which the assets and liabilities are traded and the reliability of the assumptions used to determine the fair value.

Level 1 – Valuation is based on quoted prices in active markets for identical assets and liabilities.

Level 2 – Valuation is based on observable inputs including quoted prices in active markets for similar assets and liabilities, quoted prices for identical or similar assets and liabilities in less active markets, and model-based valuation techniques for which significant assumptions can be derived primarily from or corroborated by observable data in the market.

Level 3 – Valuation is based on model-based techniques that use one or more significant inputs or assumptions that are unobservable in the market.

The following describes the valuation techniques used by the Company to measure certain financial assets and liabilities recorded at fair value on a recurring basis in the financial statements:

**Securities available for sale:** Securities available for sale are recorded at fair value on a recurring basis. Fair value measurement is based upon quoted market prices in active markets, when available (Level 1). If quoted market prices are not available, fair values are measured utilizing independent valuation techniques of identical or similar securities for which significant assumptions are derived primarily from or corroborated by observable market data. Third party vendors compile prices from various sources and may determine the fair value of identical or similar securities by using pricing models that considers observable market data (Level 2).

**Equity securities:** Equity securities are recorded at fair value on a recurring basis. Fair values for equity securities are based upon quoted market prices for identical securities in active markets (Level 1) or quoted prices for identical securities in markets not deemed to be active due to the volume of shares transferred and frequency of trades (Level 2).

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 18 FAIR VALUE MEASUREMENTS (continued):

The following table presents the balances of financial assets measured at fair value on a recurring basis as of December 31, 2019 and December 31, 2018:

Description	Balances Outstanding (In Thousands)	Fair Value Measurements Using:		
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
<i>As of December 31, 2019</i>				
U.S. treasury securities	\$ 2,588	\$ ---	\$ 2,588	\$ ---
Mortgage-backed Securities	3,708	---	3,708	---
Agency securities	2,018	---	2,018	---
State & Municipals	<u>1,782</u>	---	<u>1,782</u>	---
Total Available –for-sale securities	<u>\$ 10,096</u>	<u>\$ ---</u>	<u>\$ 10,096</u>	<u>\$ ---</u>
Equity Securities	\$ 3,397	\$ 3,389	\$ 8	\$ ---
<i>As of December 31, 2018</i>				
U.S. treasury securities	\$ 3,525	\$ ---	\$ 3,525	\$ ---
Mortgage-backed Securities	4,359	---	4,359	---
Agency securities	3,929	---	3,929	---
State & Municipals	<u>2,161</u>	---	<u>2,161</u>	---
Total Available –for-sale securities	<u>\$ 13,974</u>	<u>\$ ---</u>	<u>\$ 13,974</u>	<u>\$ ---</u>
Equity Securities	\$ 357	\$ 352	\$ 5	\$ ---

Certain assets are measured at fair value on a nonrecurring basis in accordance with GAAP. Adjustments to the fair value of these assets usually result from the application of lower-of-cost-or-market accounting or write-downs of individual assets.

The following describes the valuation techniques used by the Company to measure certain assets recorded at fair value on a nonrecurring basis in the financial statements:

**Impaired Loans:** The Fair Value Measurement accounting standard also applies to loans measured for impairment including impaired loans measured at an observable market price (if available), or at the fair value of the loan's collateral (if the loan is collateral dependent). Fair value of the loan's collateral, when the loan is dependent on collateral, is determined by appraisals or independent valuation which is then adjusted for the cost related to liquidation of the collateral.

Loans are designated as impaired when, in the judgment of management based on current information and events, it is probable that all amounts according to the contractual terms of the loan agreement will not be collected when due. The measurement of loss associated with impaired loans can be based on either the observable market price of the loan or the fair value of the collateral. Fair value is measured based on the value of the collateral securing the loans. Collateral may be in the form of real estate or business

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 18 FAIR VALUE MEASUREMENTS (continued):

assets including equipment, inventory, and accounts receivable. The vast majority of the collateral is real estate. The value of real estate collateral is determined utilizing a market valuation approach based on an appraisal, of one year or less, conducted by an independent, licensed appraiser using observable market data (Level 2). However, if the collateral is a house or building in the process of construction or if an appraisal of the property is more than one year old, not solely based on observable market comparables or management determines the fair value of the collateral is further impaired below the appraised value, then a Level 3 valuation is considered to measure the fair value. The value of business equipment is based upon an outside appraisal if deemed significant, or the net book value on the applicable business financial statement if not considered significant using observable market data. Internal collateral evaluations relating to commercial loans secured by business assets such as inventory and equipment are generally performed on an annual basis. However, since this is not a formalized or certified valuation, these evaluations are considered to be level 3 for fair value disclosure and reporting purposes. Likewise, values for inventory and accounts receivables collateral are based on financial statement balances or aging reports (Level 3). Impaired loans allocated to the Allowance for Loan Losses are measured at fair value on a nonrecurring basis. Any fair value adjustments are recorded in the period incurred as provision for loan losses on the Consolidated Statements of Income.

For residential and commercial real estate loans considered to be collateral dependent, appraisals or updated collateral evaluations are generally obtained in conjunction with specific allowance allocations and/or anticipated foreclosure proceedings, on a case by case basis, depending upon the strength of additional mitigating arrangements with individual borrowers. The outstanding principal balance of impaired loans net of specific reserves considered to be collateral dependent in the level 3 category as of December 31, 2019 totaled approximately \$107,000 compared to \$888,000 at December 31, 2018. These loans primarily consisted of consumer real estate and consumer installment loans. As a general rule, management utilizes a significant discount factor for outdated appraisals when calculating its allowance allocation estimates and making specific reserves. Local professional realtors are also contacted regarding potential fair market values in an effort to ensure that the discounted values are within reasonable ranges on individual properties. Additionally, updated tax assessed values are also considered in this evaluation process on a case by case basis.

**Other Real Estate Owned:** Certain assets such as other real estate owned (OREO) are measured at fair market value less selling expenses. Fair value of OREO properties held are generally based on current appraisal values, as previously defined above.

The following table summarizes the Company's assets that were measured at fair value on a nonrecurring basis during the period.

Description of Assets:	Balances Outstanding (In Thousands)	Carrying values		
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
As of December 31, 2019				
Impaired Loans, net of allowance	\$ 107	\$---	\$ ---	\$ 107
As of December 31, 2018				
Impaired Loans, net of allowance	\$ 888	\$---	\$ ---	\$ 888
Other Real Estate Owned	\$ 487	\$---	\$ ---	\$ 487

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 18 FAIR VALUE MEASUREMENTS (continued):

The following table displays quantitative information about Level 3 Fair Value Measurements for December 31, 2019 (dollars in thousands):

	Quantitative information about Level 3 Fair Value Measurements			
	Fair Value	Valuation Technique(s)	Unobservable Input	Range (Weighted Average)
<b>Assets</b>				
Impaired loans	\$ 107	Discounted appraised value or recent tax assessment values	Selling cost	10% - 30% (15%)

The following table displays quantitative information about Level 3 Fair Value Measurements for December 31, 2018 (dollars in thousands):

	Quantitative information about Level 3 Fair Value Measurements			
	Fair Value	Valuation Technique(s)	Unobservable Input	Range (Weighted Average)
<b>Assets</b>				
Impaired loans	\$ 888	Discounted appraised value or recent tax assessment values	Selling cost	0% - 10% (7%)
OREO properties	\$ 487		Discount for lack of marketability, Age of appraisal, or Condition of property	10% - 25% (15%)

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 18 FAIR VALUE MEASUREMENTS (continued):

FASB ASC 825, Financial Instruments, requires disclosure about fair value of financial statements, including those financial assets and financial liabilities that are not required to be measured at fair value on a recurring or nonrecurring basis. ASC 825 excludes certain financial instruments and all nonfinancial instruments from its disclosure requirements. Accordingly, the aggregate fair value amounts are presented in the following tables whether or not recognized on the Consolidated Balance Sheets at fair value. Fair values for December 31, 2019 and 2018 were estimated using an exit price notion.

The carrying values and estimated fair values of the Company's financial instruments as of December 31, 2019 are as follows:

	Carrying Value	Fair Value Measurements at December 31, 2019 using			Total Fair Value Balance
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	
(In thousands)					
<b>Assets</b>					
Cash and cash equivalents	\$4,019	\$ 4,019	\$ ---	\$ ---	\$4,019
Interest bearing deposits in other banks	12,127	11,727	398	---	12,125
Federal funds sold	2,424	2,424	---	---	2,424
Securities available for sale	10,096	---	10,096	---	10,096
Equity securities	3,397	3,389	8	---	3,397
Loans, net	189,889	---	---	190,567	190,567
Bank owned life insurance	422	---	422	---	422
Accrued interest receivable	1,079	---	1,079	---	1,079
<b>Liabilities</b>					
Non-interest bearing deposits	57,221	---	57,221	---	57,221
Interest bearing deposits	35,904	---	35,904	---	35,904
Savings deposits	45,868	---	45,868	---	45,868
Time deposits	56,891	---	---	57,327	57,327
Borrowings	4,375	---	4,604	---	4,604
Accrued interest payable	240	---	240	---	240

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 18 FAIR VALUE MEASUREMENTS (continued):

The carrying values and estimated fair values of the Company's financial instruments as of December 31, 2018 are as follows:

	Carrying Value	Fair Value Measurements at December 31, 2018 using			Total Fair Value Balance
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	
<b>Assets</b>					
(In thousands)					
Cash and cash equivalents	\$8,035	\$ 8,035	\$ ---	\$ ---	\$8,035
Interest bearing deposits in other banks	10,429	10,029	387	---	10,416
Federal funds sold	2,369	2,369	---	---	2,369
Securities available for sale	13,974	---	13,974	---	13,974
Equity securities	357	352	5	---	357
Loans, net	167,201	---	---	165,806	165,806
Bank owned life insurance	406	---	406	---	406
Accrued interest receivable	1,093	---	1,093	---	1,093
<b>Liabilities</b>					
Non-interest bearing deposits	54,747	---	54,747	---	54,747
Interest bearing deposits	34,253	---	34,253	---	34,253
Savings deposits	41,515	---	41,515	---	41,515
Time deposits	46,976	---	---	47,269	47,269
Borrowings	5,875	---	5,963	---	5,963
Accrued interest payable	188	---	188	---	188

### NOTE 19 BENEFIT PLANS:

The Bank has a 401(k) Profit Sharing Plan available to employees at least 18 years of age on the first day of the month following their start date. Employees may contribute compensation subject to certain limits based on federal tax laws. The Bank makes matching contributions up to 3 percent of an employee's eligible annual compensation contributed to the Profit Sharing Plan. Additional amounts may be contributed, at the option of the Bank's Board of Directors. Employer contributions vest to the employee at 100% after six years of service. A year of vesting service is a plan year during which an employee is credited with at least 1,000 hours of service. Total expense attributable to this 401(k) plan amounted to approximately \$64,000 and \$55,000 for years ending December 31, 2019 and 2018.

The Bank also provides a cafeteria insurance plan including medical, life, and long-term disability coverage for eligible employees. The net expense attributable to this insurance plan was approximately \$359,000 and \$320,000, for the years ending December 31, 2019 and 2018, respectively.

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

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## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### **NOTE 20**    *LOW INCOME HOUSING TAX CREDIT INVESTMENTS:*

The Bank has invested in seven separate housing equity funds at December 31, 2019. The general purpose of these funds is to encourage and assist participants in investing in low-income residential rental properties located in the Commonwealth of Virginia, develop and implement strategies to maintain projects as low-income housing, deliver Federal Low Income Housing Credits to investors, allocate tax losses and other possible tax benefits to investors, and to preserve and protect project assets. The investments in these funds were recorded as other assets on the consolidated balance sheets and were \$2.1 million and \$2.3 million at December 31, 2019 and 2018, respectively. The expected terms of these investments and the related tax benefits run through 2033. Tax credits and other tax benefits recognized as a component of income tax expense during the years ended December 31, 2019 and 2018 were \$324,000 and \$315,000 respectively, related to these investments. Additional capital calls expected for the funds totaled \$50,000 thousand and \$472,000 thousand December 31, 2019 and 2018, respectively, and are included in other liabilities on the consolidated balance sheets.

### **NOTE 21**    *REVENUE RECOGNITION:*

On January 1, 2018, the company adopted ASU No. 2014-09, "Revenue from Contracts with Customers: Topic 606", and all subsequent amendments to the ASU No. 2014-09. Using Topic 606 guidelines, the company concluded that Topic 606 primarily applies to the Company's noninterest income excluding certain out-of-scope revenue streams (e.g. gains on sales of securities available for sale, change in fair value of equity securities, etc.).

#### **Service Charges on Deposit Accounts**

The majority of the company's noninterest income is derived from short term contracts associated with services provided for deposit account holders. These revenue streams are principally comprised of overdrawn account charges, account maintenance charges, ATM and interchange fees, and fees for various services such as stop payments, wire transfers, and cashiers checks. The Company's performance obligations on revenue generated from deposit accounts and other related services are generally satisfied immediately, when the transaction occurs, or by month-end. Typically, the duration of a contract does not extend beyond the services performed. Due to the short duration of most customer contracts which generate these sources of noninterest income, no significant judgments must be made in the determination of the amount and timing of revenue recognized. The company earns interchange fees from debit and credit cardholder transactions conducted through the Visa and MasterCard payment networks. Interchange fees from cardholder transactions represent a percentage of the underlying transaction value and are generally recognized daily, concurrently with the transaction processing services provided to the cardholder.

#### **Commission Income**

Commissions are primarily received on the brokerage of investment and insurance services to customers. Brokerage fee commissions are earned when a financial instrument trade is completed or an insurance contract is signed. Revenue from these services is recognized monthly.



# PIONEER BANKSHARES, INC. AND SUBSIDIARY

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## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 21 REVENUE RECOGNITION (continued):

Noninterest income disaggregated by major source, for the years ended December 31, 2019 and 2018, consisted of the following:

Noninterest income (in thousands):	Years Ended December 31,	
	2019	2018
Service charges on deposit accounts {1}:		
Overdrawn account and nonsufficient funds charges	\$ 512	\$ 512
ATM fees	627	557
Monthly service charges	106	97
Other service charges	20	17
Commission income [1]	86	82
Gains on sales of available for sale securities, net	-	-
Change in fair value of equity securities	371	(191)
Other operating income [2]	84	83
Total noninterest income	<u>\$ 1,806</u>	<u>\$ 1,157</u>

[1] Income within the scope of Topic 606.

[2] For the years ended December 31, 2019 and 2018, includes other income within the scope of Topic 606 amounting to \$64 thousand and \$66 thousand, respectively.

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 22 PARENT CORPORATION ONLY FINANCIAL STATEMENTS:

#### BALANCE SHEETS

	December 31,	
	2019	2018
	(In Thousands)	
<b>ASSETS</b>		
Cash and cash equivalents	\$ 824	\$ 3,830
Investment in subsidiary	26,495	24,182
Equity securities, at fair value	3,397	357
Bank premises and equipment, net	391	416
Other assets	7	85
Total Assets	<u>\$ 31,114</u>	<u>\$ 28,870</u>
<b>LIABILITIES</b>		
Accrued expenses and other liabilities	\$ 92	\$ 8
Total Liabilities	<u>92</u>	<u>8</u>
<b>STOCKHOLDERS' EQUITY</b>		
Common stock	491	489
Retained earnings	30,422	28,498
Accumulated other comprehensive income (loss)	109	(125)
Total Stockholders' Equity	<u>31,022</u>	<u>28,862</u>
Total Liabilities and Stockholders' Equity	<u>\$ 31,114</u>	<u>\$ 28,870</u>

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 22 PARENT CORPORATION ONLY FINANCIAL STATEMENTS: (continued)

#### STATEMENTS OF INCOME

	December 31,	
	2019	2018
	(In Thousands)	
<b>INCOME</b>		
Dividends from subsidiary	\$ 270	\$ ---
Interest income	8	7
Dividend income	61	92
Change in fair value of equity securities	371	(191)
Rent income	82	82
Total Income (Loss)	<u>792</u>	<u>(10)</u>
<b>EXPENSES</b>		
Compensation expense	66	66
Occupancy expenses	37	34
Other operating expenses	53	59
Total Expenses	<u>156</u>	<u>159</u>
Net income (loss) before income tax expense (benefit) and undistributed income of subsidiary	636	(169)
<b>INCOME TAX EXPENSE (BENEFIT)</b>	<u>79</u>	<u>(32)</u>
Net income (loss) before undistributed income of subsidiary	557	(137)
Undistributed income of subsidiary	<u>2,079</u>	<u>2,366</u>
<b>NET INCOME</b>	<u>\$ 2,636</u>	<u>\$ 2,229</u>

# PIONEER BANKSHARES, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 22 PARENT CORPORATION ONLY FINANCIAL STATEMENTS: (continued)

#### STATEMENTS OF CASH FLOWS

	<u>2019</u>	<u>2018</u>
		(In Thousands)
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Net income	\$ 2,636	\$ 2,229
Adjustments to reconcile net income to net cash provided by operating activities:		
Undistributed subsidiary income	(2,079)	(2,366)
Fair value adjustment on equity securities	(371)	191
Proceeds from sales of equity securities	---	11,592
Purchase of equity securities	---	(7,156)
Depreciation	25	25
Stock based compensation	153	88
Net change in:		
Other assets	78	(83)
Accrued expenses and other liabilities	84	(110)
Net Cash Provided by Operating Activities	<u>526</u>	<u>4,410</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Proceeds from sales of equity securities	342	---
Purchase of equity securities	<u>(3,011)</u>	---
Net Cash Used In Investing Activities	<u>(2,669)</u>	<u>---</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Dividends paid	<u>(863)</u>	<u>(820)</u>
Net Cash Used in Financing Activities	<u>(863)</u>	<u>(820)</u>
Net (Decrease) Increase in Cash and Cash Equivalents	(3,006)	3,590
Cash and Cash Equivalents, Beginning of Year	<u>3,830</u>	<u>240</u>
Cash and Cash Equivalents, End of Year	<u>\$ 824</u>	<u>\$ 3,830</u>







