



**Press Release**  
**August 19, 2008**

### **BANK AHEAD OF PLAN AT SIX MONTHS**

Town & Country Bank ended its first six months of operation on August 18th about 17% ahead of its balance sheet financial projections. Total deposits exceeded projections by 15% and stood at \$14.6 million at quarter end. Although outstanding loans fell somewhat short of plan at \$8.7 million, additional loan commitments of nearly \$4.9 million far surpassed expectations. "We are pleased with our progress to date," says Brad L. Hales, Executive Vice President & Chief Financial Officer. "Expenses are firmly under control despite the fact that loan demand necessitated the unbudgeted hiring of additional staff and the opening of a loan production office,"

With regard to loans, Hales adds, "Our portfolio is in terrific shape. We're not heavily concentrated in any one sector, and the overall quality of our borrowers is superb." Town & Country Bank currently hasn't a single bad loan on its books. Growth in loan assets is partly attributable to the bank's strong liquidity position. While many other banks have been forced to reign in lending because of liquidity concerns, Town & Country has been able to extend credit more freely.



*Brad L. Hales*

According to Hales, the steady rise in new business extends beyond the bank's excess liquidity. "Our unique customer service model and quality of staff have been central to our success," he says. "We are being perceived as innovators in the local financial community." Town & Country has differentiated itself through the introduction of universal private banking, a discount-laden debit card and the area's first business courier that picks up commercial deposits and delivers onsite notary. "We believe the combination of our groundbreaking concepts, our experienced bankers and our attention to the bottom line will perpetuate a winning strategy," says Hales.

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