



COMMUNITY BANCORP OF SANTA MARIA

April 20, 2021

To Our Valued Shareholders,

We are pleased to share with you the following financial highlights from the first-quarter ending 2021.

	<u>March 31, 2021</u>	<u>March 31, 2020</u>	<u>Percentage Increase</u>
Net Loans	\$249,150,000	\$178,256,000	39.8%
Total Deposits	\$326,316,000	\$231,936,000	40.7%
Total Assets	\$357,961,000	\$261,745,000	36.8%
Net Income	\$ 565,683	\$ 609,521	-7.2%

While the extraordinary growth numbers presented above were bolstered by the Bank's participation in the Paycheck Protection Program, the percentage increases in Total Deposits and Total Assets are also attributed to growth in our customer base. We continue to further differentiate ourselves from our competition during these challenging times by remaining open, accessible, and willing to help.

The decline in Net Income is largely attributed to provisions for loan losses made in the first quarter. The bank's credit quality remains strong, but additional provisions are prudent given the continued economic uncertainty. Income, excluding taxes and loan loss provisions, increased 25.4% over the same period last year.

Just like all of you, we continue to navigate uncharted waters in 2021. Despite the slow earnings start, our balance sheet remains steadfast and strong, and we look forward to the remainder of 2021 with confidence. Despite ongoing uncertainty, we are optimistic the vaccine and the new round of stimulus will help us all charter the waters to recovery.

Turning now from financial news, we are excited to share with you that Community Bank of Santa Maria was named a 2020 "Super Premier Performing" bank by The Findley Companies, and we celebrated our 39th consecutive quarter with a "Five Star" rating from Bauer Financial. These are independent rating agencies, and these are their highest ratings. Perhaps most exciting is that March 1, 2021 marked our 20-year Anniversary! In keeping with tradition, we sponsored a community shred event where we shredded 28,500 pounds of sensitive information for our customers and community. Additionally, we're celebrating all year long with a pledge to donate \$20,000 to local non-profits nominated by our customers. We're drawing two names a month, March through December, and each one receives a donation of \$1,000. It's our way of showing gratitude to our customers and community for their support these past 20 years.

In closing, we want to thank you for your continued support. We value you as a shareholder, and ask that you please refer your family, friends and business associates to *your* bank for all their banking needs.

Sincerely,

Janet Silveria
President
Chief Executive Officer

	<u>ACTUAL</u> <u>03/31/21¹</u>	<u>YEAR-END GOAL</u> <u>2021</u>
Return on Average Assets	0.71%	0.80%
Return on Average Equity	8.03%	9.25%

¹ Annualized