

SOUTHERN FIRST BANCSHARES INC  
Form 10-Q  
May 11, 2011

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**

**Washington, D.C. 20549**

**FORM 10-Q**

**x QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE  
ACT OF 1934**

**For the Quarterly Period Ended March 31, 2011**

**OR  
o TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE  
ACT OF 1934**

**For the Transition Period from                      to  
Commission file number 000-27719**

**Southern First Bancshares, Inc.**

(Exact name of registrant as specified in its charter)

**864-679-9000**

(Registrant's telephone number, including area code)

**Not Applicable**

(Former name, former address, and former fiscal year, if changed since last report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes x No o

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

Yes o No o

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definitions of "large accelerated filer," "accelerated filer," and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

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Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  
o No x

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date: 3,473,613 shares of common stock, \$.01 par value per share, were issued and outstanding as of April 25, 2011.

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***SOUTHERN FIRST BANCSHARES, INC. AND SUBSIDIARY***  
**March 31, 2011 Form 10-Q**

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**PART I. CONSOLIDATED FINANCIAL INFORMATION**

**Item 1. CONSOLIDATED FINANCIAL STATEMENTS**

***SOUTHERN FIRST BANCSHARES, INC. AND SUBSIDIARY  
CONSOLIDATED BALANCE SHEETS***

(dollars in thousands, except share data)

See notes to consolidated financial statements that are an integral part of these consolidated statements. Paid in capital, retained earnings and common shares outstanding as of December 31, 2010 have been adjusted to reflect the ten percent stock dividend issued in 2011.

***SOUTHERN FIRST BANCSHARES, INC. AND SUBSIDIARY  
CONSOLIDATED STATEMENTS OF INCOME (LOSS)***

(dollars in thousands, except share data)

See notes to consolidated financial statements that are an integral part of these consolidated statements. Earnings per share and common shares outstanding for the 2010 period have been adjusted to reflect the ten percent stock dividend issued in 2011.

***SOUTHERN FIRST BANCSHARES, INC. AND SUBSIDIARY  
CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY  
AND COMPREHENSIVE INCOME (LOSS)***

***FOR THE THREE MONTHS ENDED MARCH 31, 2011 AND 2010***

(Unaudited)

(dollars in thousands, except share data)

See notes to consolidated financial statements that are an integral part of these consolidated statements.

***SOUTHERN FIRST BANCSHARES, INC. AND SUBSIDIARY  
CONSOLIDATED STATEMENTS OF CASH FLOWS***

(dollars in thousands)

See notes to consolidated financial statements that are an integral part of these consolidated statements.

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***SOUTHERN FIRST BANCSHARES, INC. AND SUBSIDIARY  
NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS***

**NOTE 1 - Nature of Business and Basis of Presentation**

*Business activity*

***Southern First Bancshares, Inc.*** (the "Company") is a South Carolina corporation that owns all of the capital stock of Southern First Bank, N.A. (the "Bank") and all of the stock of Greenville First Statutory Trust I and II (collectively, the "Trusts"). On July 2, 2007, the Company and Bank changed their names to Southern First Bancshares, Inc. and Southern First Bank, N.A., respectively. The Bank is a national bank organized under the laws of the United States located in Greenville County, South Carolina and operates as Greenville First Bank in Greenville County. The Bank is primarily engaged in the business of accepting demand deposits and savings deposits insured by the Federal Deposit Insurance Corporation (the "FDIC"), and providing commercial, consumer and mortgage loans to the general public. The Trusts are special purpose non-consolidated entities organized for the sole purpose of issuing trust preferred securities.

*Basis of Presentation*

The accompanying consolidated financial statements have been prepared in accordance with generally accepted accounting principles ("GAAP") for interim financial information and with the instructions to Form 10-Q. Accordingly, they do not include all the information and footnotes required by accounting principles generally accepted in the United States of America for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the three month period ended March 31, 2011 are not necessarily indicative of the results that may be expected for the year ending December 31, 2011. For further information, refer to the consolidated financial statements and footnotes thereto included in the Company's Annual Report on Form 10-K for the year ended December 31, 2010 (Registration Number 000-27719) as filed with the Securities and Exchange Commission on March 7, 2011. The consolidated financial statements include the accounts of the Company and its wholly-owned subsidiary, the Bank. In accordance with Financial Accounting Standards Board ("FASB") Accounting Standards Codification ("ASC") 810, "Consolidation," the financial statements related to the special purpose subsidiaries, the Trusts, have not been consolidated.

*Use of Estimates*

The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities as of the date of the consolidated financial statements and the reported amount of income and expenses during the reporting periods. Actual results could differ from those estimates. Material estimates that are particularly susceptible to significant change in the near term relate to the determination of the allowance for loan losses, fair value of financial instruments, evaluating other-than-temporary-impairment of investment securities and valuation of deferred tax assets.

*Reclassifications*

Certain amounts, previously reported, have been reclassified to state all periods on a comparable basis that had no effect on shareholders' equity or net income.

*Formal Agreement with the Office of the Comptroller of the Currency*



On June 8, 2010, the Bank entered into a formal agreement (the "Formal Agreement") with its primary regulator, the Office of the Comptroller of the Currency (the "OCC"). The Formal Agreement seeks to enhance the Bank's existing practices and procedures in the areas of credit risk management, credit underwriting, liquidity, and funds management. The Board of Directors and management of the Bank have aggressively worked to address the findings of the exam and believe the Company is currently in compliance with substantially all of the requirements of the Formal Agreement. See "Management's Discussion and Analysis of Financial Condition and Results of Operations" for more discussion of the Formal Agreement.

*Subsequent Events*

Subsequent events are events or transactions that occur after the balance sheet date but before financial statements are issued. Recognized subsequent events are events or transactions that provide additional evidence about conditions that existed at the date of the balance sheet, including the estimates inherent in the process of preparing financial statements. Non-recognized subsequent events are events that provide evidence about conditions that did not exist at the date of the balance sheet but arose after that date. Management performed an evaluation to determine whether there have been any subsequent events since the balance sheet date and determined that no subsequent events occurred requiring accrual or disclosure.

*Accounting Developments*

In July 2010, the Receivables topic of the Accounting Standards Codification ("ASC") was amended by Accounting Standards Update ("ASU") 2010-20 to require expanded disclosures related to a company's allowance for credit losses and the credit quality of its financing receivables. The amendments require the allowance disclosures to be provided on a disaggregated basis. The Company is required to include these disclosures in their interim and annual financial statements. See Note 3.

**NOTE 2 - Investment Securities**

The amortized costs and fair value of investment securities available for sale and held to maturity are as follows:

Other investments are comprised of the following and are recorded at cost which approximates fair value.

Contractual maturities and yields on our investments that are available for sale and are held to maturity at March 31, 2011 and December 31, 2010 are shown in the following table. Expected maturities may differ from contractual maturities because issuers may have the right to call or prepay obligations with or without call or prepayment penalties. We had no securities with maturities less than one year at March 31, 2011 or December 31, 2010.

The tables below summarize gross unrealized losses on investment securities and the fair market value of the related securities, aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position.

*Other-than-temporary impairment ("OTTI")*

As prescribed by FASB ASC 320-10-35, the Company recognizes the credit component of OTTI on debt securities through earnings and the non-credit component in other comprehensive income ("OCI") for those securities in which the Company does not intend to sell the security and it is more-likely-than-not that the Company will not be required to sell the security in the foreseeable future.

At March 31, 2011, the Company had 25 individual investments that were in an unrealized loss position for less than 12 months. The unrealized losses were primarily attributable to changes in interest rates, rather than deterioration in credit quality. The majority of these securities are government or agency securities currently rated AA or AAA by Moody's or Standard and Poor's, and therefore, pose minimal credit risk. The Company considers the length of time and extent to which the fair value of available-for-sale debt securities have been less than cost to conclude that such securities were not other-than-temporarily impaired. We also consider other factors such as the financial condition of the issuer including credit ratings and specific events affecting the operations of the issuer, volatility of the security, underlying assets that collateralize the debt security, and other industry and macroeconomic conditions. As the Company has no intent to sell securities with unrealized losses and it is not more-likely-than-not that the Company will be required to sell these securities before recovery of amortized cost, we have concluded that the securities are not impaired on an other-than-temporary basis.

At March 31, 2011, we held one private label collateralized mortgage obligation ("CMO") which has been in an unrealized loss position for 12 months or longer, with a book value of \$2.8 million. A majority of "structured" investments within all credit markets have been impacted by volatility and credit concerns and economic stresses throughout 2008, 2009, 2010 and continuing into 2011. The result has been that the market for these investments has become significantly less liquid and the spread as compared to alternative investments has widened dramatically.

The company evaluates this security quarterly based on the methodology outlined below and based on this evaluation, currently believes that it will receive all of the principal and interest in accordance with the original contractual terms of the security. Also, since the company has no intent to sell securities with unrealized losses and it is not more-likely-than-not that we will be required to sell this security before recovery of amortized cost, we have concluded that this security is not impaired on an other-than-temporary basis. However, no assurance can be given that market conditions and certain characteristics of the security will continue to support this determination.

*CMO Evaluation Methodology*

The primary cause of mortgage delinquency and foreclosure is the loss of household income due to unemployment. Therefore, the change in unemployment rates is a predictor of the likelihood of mortgage loan delinquency and foreclosures. Prime mortgage borrowers, with secure or steady employment tend to stay current on their mortgages, even if home prices drop significantly, as in a period of severe home price depreciation. Subprime borrowers, on the other hand, who only marginally sustained their initial home purchase, are more likely to become delinquent when home prices dropped precipitously. There is evidence to support the premise that increases in unemployment rates and home price depreciation has a positive correlation with foreclosure rates.

In the non agency mortgage-backed securities ("MBS") sector, FICO scores that measure the credit worthiness of the mortgage borrower are a good indicator of future mortgage delinquency and foreclosure rates. In addition, the level of documentation that was obtained at the time the loan was originated is also a strong indicator of future loan performance. Loans that have limited or reduced documentation have proven to result in higher delinquency and foreclosures. An additional indicator of the likelihood of delinquency and foreclosures is the occupancy type. Generally speaking, loans on owner occupied properties tend to be less likely to default than loans on vacation or investment properties.



The company evaluates its private label CMO for other-than-temporary impairment quarterly based on a Bloomberg Default model which uses relevant assumptions such as prepayment rate, default rate and loss severity in determining the expected recovery of the contractual cash flows. Listed below is various historical data related to our private label CMO:

Based on the independent calculations and assumptions, management currently anticipates receiving all of the outstanding principal and the related interest for this CMO security. Management has reviewed the independent assumptions utilized, compared them to current actual results and believes that they are reasonable. However, there is no precise method to predict if credit losses in the future periods will exceed our current predictions. If actual results significantly vary from the assumptions noted above, we may be required to recognize losses that are later deemed to not be only temporary in nature. The valuation change has been recorded as a change in the unrealized gain/loss recognized in other comprehensive income.

**NOTE 3 - Loans and Allowance for Loan Losses**

The following table summarizes the composition of our loan portfolio.

*Maturities and Sensitivity of Loans to Changes in Interest Rates*

The information in the following tables summarizes the loan maturity distribution by type and related interest rate characteristics based on the contractual maturities of individual loans, including loans which may be subject to renewal at their contractual maturity. Renewal of such loans is subject to review and credit approval, as well as modification of terms upon maturity. Actual repayments of loans may differ from the maturities reflected below, because borrowers have the right to prepay obligations with or without prepayment penalties.

## December 31, 2010

One year or less	After one but within five years	After five years	Total
<b>Commercial:</b>			
Owner occupied RE	98,712	19,946	137,872
Non-owner occupied RE	100,253	8,126	163,972
Construction	4,010	673	11,344
Business	53,933	1,840	109,450
Total commercial loans	256,908	30,585	422,638
<b>Consumer</b>			
Real estate	27,286	12,062	54,161
Home equity	31,398	38,724	79,528
Construction	649	781	8,569
Other	3,338	579	8,079
Total consumer	62,671	52,146	150,337
Deferred origination fees, net	(180)	(319)	(84)
Total gross loan, net of deferred fees	319,260	82,647	572,392
<b>Loans maturing after one year with:</b>			
Fixed interest rates			\$ 200,230
Floating interest			201,677



rates

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## **Portfolio Segment Methodology**

### *Commercial*

Commercial loans are assessed for estimated losses by grading each loan using various risk factors identified through periodic reviews. We apply historic grade-specific loss factors to each funded loan. In the development of our statistically derived loan grade loss factors, we observe historical losses over a relevant period for each loan grade. These loss estimates are adjusted as appropriate based on additional analysis of external loss data or other risks identified from current economic conditions and credit quality trends. The allowance also includes an amount for the estimated impairment on nonaccrual commercial loans and commercial loans modified in a troubled debt restructuring ("TDR"), whether on accrual or nonaccrual status.

### *Consumer*

For consumer loans, we determine the allowance on a collective basis utilizing forecasted losses to represent our best estimate of inherent loss. We pool loans, generally by product types with similar risk characteristics. In addition, we further stratify the pools risk grade and then apply a combination of historical and peer loss rates to the stratified loan pools. In addition, we establish an allowance for consumer loans that have been modified in a TDR, whether on accrual or nonaccrual status.

## **Credit Quality Indicators**

### *Commercial*

We manage a consistent process for assessing commercial loan credit quality by monitoring our loan grading trends and past due statistics. All loans are subject to individual risk assessment. Our categories include Pass, Special Mention, Substandard, and Doubtful, each of which are defined by banking regulatory agencies. Delinquency statistics are also an important indicator of credit quality in the establishment of our allowance for credit losses.

The tables below provide a breakdown of outstanding commercial loans by risk category.

The following tables provide past due information for outstanding commercial loans.

*Consumer*

We manage a consistent process for assessing consumer loan credit quality by monitoring our loan grading trends and past due statistics. All loans are subject to individual risk assessment. Our categories include Pass, Special Mention, Substandard, and Doubtful, each of which are defined by banking regulatory agencies. Delinquency statistics is also an important indicator of credit quality in the establishment of our allowance for credit losses.

The tables below provide a breakdown of outstanding consumer loans by risk category.

The following tables provide past due information for outstanding consumer loans.

**Nonperforming assets**

The following table shows the nonperforming assets and the related percentage of nonperforming assets to total assets and gross loans. Generally, a loan is placed on nonaccrual status when it becomes 90 days past due as to principal or interest, or when we believe, after considering economic and business conditions and collection efforts, that the borrower's financial condition is such that collection of the contractual interest on the loan is doubtful. A payment of interest on a loan that is classified as nonaccrual is recognized as a reduction in principal when received.

(1) Loans over 90 days are included in nonaccrual loans

**Impaired Loans**

The tables below summarize key information for impaired loans. Our impaired loans include loans on nonaccrual status and loans modified in a TDR, whether on accrual or nonaccrual status. These impaired loans may have estimated impairment which is included in the allowance for loan losses.

The following tables disaggregate our allowance for loan losses and recorded investment in loans by impairment methodology.

### **Allowance for Loan Losses**

The allowance for loan losses is management's estimate of credit losses inherent in the loan portfolio at the balance sheet date. We have an established process to determine the adequacy of the allowance for loan losses that assesses the losses inherent in our portfolio. While we attribute portions of the allowance to specific portfolio segments, the entire allowance is available to absorb credit losses inherent in the total loan portfolio. Our process involves procedures to appropriately consider the unique risk characteristics of our commercial and consumer loan portfolio segments. For each portfolio segment, impairment is measured collectively for groups of smaller loans with similar characteristics and individually for larger impaired loans. Our allowance levels are influenced by loan volumes, loan grade migration or delinquency status, historic loss experience and other economic conditions. As of March 31, 2011, we have modified our allowance methodology related to the commercial loan portfolio to use historical loss rates in determining the appropriate level of allowance needed. There were no changes in our allowance methodology related to the consumer loan portfolio. In addition, we have allocated the unallocated component of the allowance that existed at December 31, 2010 into the commercial and consumer portfolio segments.

Included in the allowance for loan losses for both portfolio segments is a component that reflects the margin of imprecision inherent in the underlying assumptions used in the methodologies for estimating specific and general losses in the portfolio. Uncertainties and subjective issues such as changes in the lending policies and procedures, changes in the local/national economy, changes in volume or type of credits, changes in volume/severity or problem loans, quality of loan review and board of director oversight, concentrations of credit, and peer group comparisons are factors considered.

The following table summarizes the activity related to our allowance for loan losses:

The following tables summarize the activity in the allowance for credit losses by our commercial and consumer portfolio segments.

**NOTE 4 - Fair Value Accounting**

FASB ASC 820, "Fair Value Measurement and Disclosures," defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. FASB ASC 820 also establishes a fair value hierarchy which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The standard describes three levels of inputs that may be used to measure fair value:



Following is a description of valuation methodologies used for assets recorded at fair value.

*Investment Securities*

Securities available for sale are valued on a recurring basis at quoted market prices where available. If quoted market prices are not available, fair values are based on quoted market prices of comparable securities. Level 1 securities include those traded on an active exchange, such as the New York Stock Exchange or U.S. Treasury securities that are traded by dealers or brokers in active over-the-counter markets and money market funds. Level 2 securities include mortgage-backed securities and debentures issued by government sponsored entities, municipal bonds and corporate debt securities. In certain cases where there is limited activity or less transparency around inputs to valuations, securities are classified as Level 3 within the valuation hierarchy. Securities held to maturity are valued at quoted market prices or dealer quotes similar to securities available for sale. The carrying value of Other Investments, such as Federal Reserve Bank and Federal Home Loan Bank ("FHLB") stock, approximates fair value based on their redemption provisions.

*Loans*

The Company does not record loans at fair value on a recurring basis. However, from time to time, a loan may be considered impaired and an allowance for loan losses may be established. Loans for which it is probable that payment of interest and principal will not be made in accordance with the contractual terms of the loan agreement are considered impaired. Once a loan is identified as individually impaired, management measures the impairment in accordance with FASB ASC 310, "Receivables." The fair value of impaired loans is estimated using one of several methods, including collateral value, market value of similar debt, enterprise value, liquidation value and discounted cash flows. Those impaired loans not requiring an allowance represent loans for which the fair value of the expected repayments or collateral exceed the recorded investments in such loans. At March 31, 2011, substantially all of the impaired loans were evaluated based on the fair value of the collateral. In accordance with FASB ASC 820, "Fair Value Measurement and Disclosures," impaired loans where an allowance is established based on the fair value of collateral require classification in the fair value hierarchy. When the fair value of the collateral is based on an observable market price or a current appraised value, the Company considers the impaired loan as nonrecurring Level 2. When an appraised value is not available or management determines the fair value of the collateral is further impaired below the appraised value and there is no observable market price, the Company considers the impaired loan as nonrecurring Level 3.

*Other Real Estate Owned ("OREO")*

OREO, consisting of properties obtained through foreclosure or in satisfaction of loans, is reported at the lower of cost or fair value, determined on the basis of current appraisals, comparable sales, and other estimates of value obtained principally from independent sources, adjusted for estimated selling costs (Level 2). At the time of foreclosure, any excess of the loan balance over the fair value of the real estate held as collateral is treated as a charge against the allowance for loan losses. Gains or losses on sale and generally any subsequent adjustments to the value are recorded as a component of Real estate owned activity.

*Assets and Liabilities Recorded at Fair Value on a Recurring Basis*

The tables below present the recorded amount of assets and liabilities measured at fair value on a recurring basis.

The Company has no liabilities carried at fair value or measured at fair value on a recurring or nonrecurring basis.

The table below presents a reconciliation for the period of January 1, 2011 to March 31, 2011 for all Level 3 assets that are measured at fair value on a recurring basis.

*Assets and Liabilities Recorded at Fair Value on a Nonrecurring Basis*

The Company is predominantly an asset based lender with real estate serving as collateral on approximately 79.6% of loans as March 31, 2011. Loans which are deemed to be impaired are valued net of the allowance for loan losses and real estate acquired in settlement of loans are valued at the lower of cost or net realizable value of the underlying real estate collateral. Such market values are generally obtained using independent appraisals, which the Company considers to be level 2 inputs. The tables below present the recorded amount of assets and liabilities measured at fair value on a nonrecurring basis.

*Fair Value of Financial Instruments*

Financial instruments require disclosure of fair value information, whether or not recognized in the consolidated balance sheets, when it is practical to estimate the fair value. A financial instrument is defined as cash, evidence of an ownership interest in an entity or a contractual obligation which requires the exchange of cash. Certain items are specifically excluded from the disclosure requirements, including the Company's common stock, premises and equipment and other assets and liabilities.

The following is a description of valuation methodologies used to estimate fair value for certain other financial instruments.

Fair value approximates carrying value for the following financial instruments due to the short-term nature of the instrument: cash and due from banks, federal funds sold, federal funds purchased, and securities sold under agreement to repurchase.

*Bank Owned Life Insurance* - The cash surrender value of bank owned life insurance policies held by the Bank approximates fair values of the policies.

*Deposit Liabilities* - Fair value for demand deposit accounts and interest-bearing accounts with no fixed maturity date is equal to the carrying value. The fair value of certificate of deposit accounts are estimated by discounting cash flows from expected maturities using current interest rates on similar instruments.

*FHLB Advances and Other Borrowings* - Fair value for FHLB advances and other borrowings are estimated by discounting cash flows from expected maturities using current interest rates on similar instruments.

*Junior subordinated debentures* - Fair value for junior subordinated debentures are estimated by discounting cash flows from expected maturities using current interest rates on similar instruments.

The Company has used management's best estimate of fair value based on the above assumptions. Thus, the fair values presented may not be the amounts that could be realized in an immediate sale or settlement of the instrument. In addition, any income taxes or other expenses, which would be incurred in an actual sale or settlement, are not taken into consideration in the fair value presented.

The estimated fair values of the Company's financial instruments at March 31, 2011 and December 31, 2010 are as follows:

**NOTE 5 - Preferred Stock Issuance**

On February 27, 2009, as part of the Treasury Department's Capital Purchase Program ("CPP"), the Company entered into a Letter Agreement and a Securities Purchase Agreement (collectively, the "CPP Purchase Agreement") with the Treasury Department, pursuant to which the Company sold 17,299 shares of its Fixed Rate Cumulative Perpetual Preferred Stock, Series T (the "Series T Preferred Stock") and a warrant (the "CPP Warrant") to purchase 363,609.4 shares of the Company's common stock for an aggregate purchase price of \$17.3 million in cash. The Series T Preferred Stock qualifies as Tier 1 capital and is entitled to cumulative dividends at a rate of 5% per annum for the first five years, and 9% per annum thereafter. The Company must consult with the OCC before it may redeem the Series T Preferred Stock but, contrary to the original restrictions in the Emergency Economic Stabilization Act of 2008 (the "EESA"), will not necessarily be required to raise additional equity capital in order to redeem this stock. The CPP Warrant has a 10-year term and is immediately exercisable upon its issuance, with an exercise price, subject to anti-dilution adjustments equal to \$7.136 per share of the common stock. The fair value allocation of the \$17.3 million between the shares of Series T Preferred Stock and the CPP Warrant resulted in \$15.9 million allocated to the shares of Series T Preferred Stock and \$1.4 million allocated to the CPP Warrant.

**NOTE 6 - Earnings Per Common Share and Stock Dividend**

On January 18, 2011, the company's Board of Directors approved a ten percent stock dividend to the company's shareholders. The record date for shareholders entitled to receive the stock dividend was January 28, 2011 and the distribution date was February 14, 2011. Certain amounts in our Consolidated Balance Sheets, including common shares outstanding, have been adjusted for the prior period to reflect the stock dividend. In addition, earnings per share and average shares outstanding in our Consolidated Statements of Income have also been adjusted for the prior period to reflect the stock dividend.

The following schedule reconciles the numerators and denominators of the basic and diluted earnings per share computations for the three month periods ended March 31, 2011 and 2010. Dilutive common shares arise from the potentially dilutive effect of the Company's stock options and warrants that are outstanding. The assumed conversion of stock options and warrants can create a difference between basic and dilutive net income per common share. At March 31, 2011 and 2010, 79,970 and 669,629 options, respectively, were anti-dilutive in the calculation of earnings per share as their exercise price exceeded the fair market value.

(1) Preferred stock dividend required to be accreted over estimated life of warrant issued in conjunction with preferred stock.

**Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS.**

*The following discussion reviews our results of operations for the three month period ended March 31, 2011 as compared to the three month period ended March 31, 2010 and assesses our financial condition as of March 31, 2011 as compared to December 31, 2010. You should read the following discussion and analysis in conjunction with the accompanying consolidated financial statements and the related notes and the consolidated financial statements and the related notes for the year ended December 31, 2010 included in our Annual Report on Form 10-K for that period. Results for the three month period ended March 31, 2011 are not necessarily indicative of the results for the year ending December 31, 2011 or any future period.*

**Discussion of forward-looking statements**

This report, including information included or incorporated by reference in this document, contains statements which constitute forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Forward-looking statements may relate to our financial condition, results of operation, plans, objectives, or future performance. These statements are based on many assumptions and estimates and are not guarantees of future performance. Our actual results may differ materially from those anticipated in any forward-looking statements, as they will depend on many factors about which we are unsure, including many factors which are beyond our control. The words "may," "would," "could," "should," "will," "expect," "anticipate," "predict," "project," "potential," "believe," "continue," "assume," "intend," "plan," and "estimate," as well as similar expressions, are meant to identify such forward-looking statements. Potential risks and uncertainties that could cause our actual results to differ from those anticipated in any forward-looking statements include, but are not limited to, those described under Item 1A- Risk Factors of our Annual Report on Form 10-K for the year ended December 31, 2010, as well as the following:

All forward-looking statements in this report are based on information available to us as of the date of this report. Although we believe that the expectations reflected in our forward-looking statements are reasonable, we cannot guarantee you that these expectations will be achieved. We undertake no obligation to publicly update or otherwise revise any forward-looking statements, whether as a result of new information, future events, or otherwise.

These risks are exacerbated by the recent developments in national and international financial markets, and we are unable to predict what effect these uncertain market conditions will have on our Company. Beginning in 2008 and continuing through the present, the capital and credit markets experienced unprecedented levels of volatility and disruption. There can be no assurance that these unprecedented developments will not materially and adversely affect our business, financial condition and results of operations.

## **Overview**

We were incorporated in March 1999 to organize and serve as the holding company for Greenville First Bank, N.A. On July 2, 2007, we changed the name of our company and bank to Southern First Bancshares, Inc. and Southern First Bank, N.A., respectively. Since we opened our bank in January 2000, we have experienced growth in total assets, loans, deposits, and shareholders' equity.

Like most community banks, we derive the majority of our income from interest received on our loans and investments. Our primary source of funds for making these loans and investments is our deposits, on which we pay interest. Consequently, one of the key measures of our success is our amount of net interest income, or the difference between the income on our interest-earning assets, such as loans and investments, and the expense on our interest-bearing liabilities, such as deposits and borrowings. Another key measure is the spread between the yield we earn on these interest-earning assets and the rate we pay on our interest-bearing liabilities, which is called our net interest spread.

There are risks inherent in all loans, so we maintain an allowance for loan losses to absorb probable losses on existing loans that may become uncollectible. We maintain this allowance by charging a provision for loan losses against our operating earnings for each period. We have included a detailed discussion of this process, as well as several tables describing our allowance for loan losses.

In addition to earning interest on our loans and investments, we earn income through fees and other charges to our clients. We have also included a discussion of the various components of this noninterest income, as well as of our noninterest expense.

Economic conditions, competition, and the monetary and fiscal policies of the Federal government significantly affect most financial institutions, including the Bank. Lending and deposit activities and fee income generation are influenced by levels of business spending and investment, consumer income, consumer spending and savings, capital market activities, and competition among financial institutions, as well as customer preferences, interest rate conditions and prevailing market rates on competing products in our market areas.

Our business model continues to be client-focused, utilizing relationship teams to provide our clients with a specific banker contact and support team responsible for all of their banking needs. The purpose of this structure is to provide a consistent and superior level of professional service, and we believe it provides us with a distinct competitive advantage. We consider exceptional client service to be a critical part of our culture, which we refer to as "ClientFIRST."

The following discussion and analysis also identifies significant factors that have affected our financial position and operating results during the periods included in the accompanying financial statements. We encourage you to read this discussion and analysis in conjunction with our financial statements and the other statistical information included in our filings with the SEC.

The first three months of 2011 continue to reflect the tumultuous economic conditions which have negatively impacted our clients' liquidity and credit quality. Concerns regarding increased credit losses from the weakening economy have negatively affected capital and earnings of most financial institutions, including our Bank. Financial institutions have experienced significant declines in the value of collateral for real estate loans and heightened credit losses, which have resulted in record levels of non-performing assets, charge-offs and foreclosures.

Liquidity in the debt markets remains low in spite of efforts by the U.S. Treasury and the Federal Reserve Bank ("Federal Reserve") to inject capital into financial institutions. The federal funds rate set by the Federal Reserve has remained at 0.25% since December 2008, following a decline from 4.25% to 0.25% during 2008 through a series of seven rate reductions.

The weak economic conditions are expected to continue through the remainder of 2011. Financial institutions likely will continue to experience heightened credit losses and higher levels of non-performing assets, charge-offs and foreclosures. In light of these conditions, financial institutions also face heightened levels of scrutiny from federal and state regulators. These factors negatively influenced, and likely will continue to negatively influence, earning asset yields at a time when the market for deposits is intensely competitive. As a result, financial institutions experienced, and are expected to continue to experience, pressure on credit costs, loan yields, deposit and other borrowing costs, liquidity, and capital.

## **Earnings Review**

Our net income was \$537,000 and \$18,000 for the three months ended March 31, 2011 and 2010, respectively, an increase of \$519,000. The increase in net income resulted primarily from a \$620,000 increase in net interest income and a \$675,000 decrease in the provision for loan losses, partially offset by a \$478,000 increase in noninterest expenses and a \$303,000 increase in income tax expense. After our dividend payment to the U.S. Treasury as preferred shareholder, net income to common shareholders for the first quarter of 2011 was \$208,000 compared to a loss of \$322,000 for the same period in 2010. Our efficiency ratio, excluding gains on sale of investments and real estate owned activity, was 66.7% for the three months ended March 31, 2011 compared to 75.4% for the same period in 2010. The improvement in the efficiency ratio relates primarily to the increase in net interest income, reduced in part by the decrease in noninterest income during the first quarter of 2011.

### *Net Interest Income*

Our level of net interest income is determined by the level of earning assets and the management of our net interest margin. For the three month period ended March 31, 2011 and 2010 our net interest income was \$5.4 million and \$4.8 million, respectively. Our average earning assets increased \$6.8 million during the three months ended March 31, 2011 compared to the average for the three months ended March 31, 2010, while our interest bearing liabilities decreased by \$5.8 million. The increase in average earning assets is primarily related to an increased level of federal funds sold while the increase in average interest-bearing liabilities is related to an \$18.4 million increase in interest bearing deposits, partially offset by a \$24.3 million decrease in notes payable and other borrowings.

We have included a number of tables to assist in our description of various measures of our financial performance. For example, the "Average Balances, Income and Expenses, Yields and Rates" table shows the average balance of each category of our assets and liabilities as well as the yield we earned or the rate we paid with respect to each category during the three month periods ended March 31, 2011 and 2010. A review of this table shows that our loans typically provide higher interest yields than do other types of interest-earning assets, which is why we direct a substantial percentage of our earning assets into our loan portfolio. Similarly, the "Rate/Volume Analysis" table demonstrates the effect of changing interest rates and changing volume of assets and liabilities on our financial condition during the periods shown. We also track the sensitivity of our various categories of assets and liabilities to changes in interest rates, and we have included tables to illustrate our interest rate sensitivity with respect to interest-earning accounts and interest-bearing accounts. Finally, we have included various tables that provide detail about our investment securities, our loans, our deposits, and other borrowings.

The following table sets forth information related to our average balance sheets, average yields on assets, and average costs of liabilities. We derived these yields by dividing income or expense by the average balance of the corresponding assets or liabilities. We derived average balances from the daily balances throughout the periods indicated. During the three month period ended March 31, 2011 we had investments of \$849,000 in certificates of deposit at other banks and investments of \$99,000 in certificates of deposit at other banks at March 31, 2010. During the same periods, we had no securities purchased with agreements to resell. All investments owned have an original maturity of over one year. Nonaccrual loans are included in the following tables. Loan yields have been reduced to reflect the negative impact on our earnings of loans on nonaccrual status. The net of capitalized loan costs and fees are amortized into interest income on loans.





**Average Balances, Income and Expenses, Yields and Rates**

(1) Annualized for the three month period.

(2) The tax-equivalent adjustment to net interest income adjusts the yield for assets earning tax-exempt income to a comparable yield on a taxable basis.

Our net interest margin is calculated as net interest income, on an annualized basis, divided by average interest-earning assets. Our net interest margin, on a tax-equivalent basis, for the three months ended March 31, 2011 was 3.18% compared to 2.83% for the three months ended March 31, 2010. Our net interest spread was 2.96% for the three months ended March 31, 2011 compared to 2.60% for the three months ended March 31, 2010. The net interest spread is the difference between the yield we earn on our interest-earning assets and the rate we pay on our interest-bearing liabilities.

The increase in net interest margin resulted primarily from the 36 basis point increase in our net interest spread. The increase in the net interest spread is primarily due to the fact that more of our rate-sensitive liabilities repriced downward than our rate-sensitive assets during the twelve months ended March 31, 2011. While our loan yield increased 14 basis points for the three months ended March 31, 2011 compared to the three months ended March 31, 2010, the overall yield on our interest-earning assets decreased by 18 basis points during the same period due to the lower balances and yields on our investment portfolio during the 2011 period. However, the decrease in our interest-earning asset yield was offset by a 54 basis point decrease in the cost of our interest bearing liabilities due primarily to a 43 basis point reduction in the cost of our interest-bearing deposits. As of March 31, 2011, substantially all of our FHLB advances were at fixed interest rates, while all of our other borrowings, including notes payable and junior subordinated debt, had variable interest rates.

*Rate/Volume Analysis*

Net interest income can be analyzed in terms of the impact of changing interest rates and changing volume. The following table sets forth the effect which the varying levels of interest-earning assets and interest-bearing liabilities and the applicable rates have had on changes in net interest income for the periods presented.

Net interest income, the largest component of our income, was \$5.4 million for the three month period ended March 31, 2011 and \$4.8 million for the three months ended March 31, 2010. Average interest-earning assets were \$6.8 million higher during the three months ended March 31, 2011 compared to the same period in 2010 while average interest-bearing liabilities decreased \$5.8 million. While our average interest-earning assets increased by \$12.6 million more than our interest-bearing liabilities during the first three months of 2011 compared to the same period in 2010, the mix of the earning assets actually resulted in lower net interest income of \$109,000 for the three months ended March 31, 2011, but lower rates on these average balances produced additional net interest income of \$668,000.

Interest income for the three months ended March 31, 2011 was \$8.6 million, consisting of \$8.1 million on loans, \$454,000 on investments, and \$28,000 on federal funds sold. Interest income for the three months ended March 31, 2010 was \$8.9 million, consisting of \$8.0 million on loans, \$887,000 on investments, and \$11,000 on federal funds sold. Interest on loans for the three months ended March 31, 2011 and 2010 represented 94.4% and 89.9%, respectively, of total interest income, while income from investments and federal funds sold represented only 5.6% and 10.1%, respectively, of total interest income. The high percentage of interest income from loans relates to our strategy to maintain a significant portion of our assets in higher earning loans compared to lower yielding investments. Average loans represented 82.7% and 84.0% of average interest-earning assets for the three months ended March 31, 2011 and 2010, respectively. Included in interest income on loans for the three months ended March 31, 2011 and 2010 was \$104,000 and \$116,000, respectively, related to the net amortization of loan fees and capitalized loan origination costs.

Interest expense for the three months ended March 31, 2011 was \$3.2 million, consisting of \$2.0 million related to deposits and \$1.2 million related to other borrowings. Interest expense for the three months ended March 31, 2010 was \$4.1 million, consisting of \$2.4 million related to deposits and \$1.7 million related to other borrowings. Interest expense on deposits for the three months ended March 31, 2011 and 2010 represented 61.7% and 58.8%, respectively, of total interest expense, while interest expense on other borrowings represented 38.3% and 41.2%, respectively, of total interest expense for the same three month periods.

*Provision for Loan Losses*

We have established an allowance for loan losses through a provision for loan losses charged as an expense on our statement of income. We review our loan portfolio periodically to evaluate our outstanding loans and to measure both the performance of the portfolio and the adequacy of the allowance for loan losses. Please see the discussion below under "Balance Sheet Review - Allowance for Loan Losses" for a description of the factors we consider in determining the amount of the provision we expense each period to maintain this allowance.

For the three months ended March 31, 2011 and 2010, we incurred a noncash expense related to the provision for loan losses of \$725,000 and \$1.4 million, respectively, bringing the allowance for loan losses to \$8.4 million and \$7.9 million, respectively. The allowance represented 1.45% of gross loans at March 31, 2011 and 1.36% of gross loans at March 31, 2010. During the three months ended March 31, 2011, we charged-off \$724,000 of loans and recorded \$1,000 of recoveries on loans previously charged-off. During the three months ended March 31, 2010, we charged-off \$1.2 million of loans and had no recoveries on loans previously charged-off. The \$723,000 and \$1.2 million net charge-offs during the first quarters of 2011 and 2010, respectively, represented 0.51% and 0.86% of the average outstanding loan portfolio for the three months ended March 31, 2011 and 2010, respectively.

#### *Noninterest Income*

The following table sets forth information related to our noninterest income.

Noninterest income for the three month period ended March 31, 2011 was \$595,000 compared to \$590,000 for the same period of 2010. While loan fee income and other income increased by \$24,000 and \$43,000, respectively, during the 2011 period, service fees on deposit accounts and income from bank owned life insurance decreased by \$8,000 and \$21,000, respectively, during the same period.

Loan fee income was \$144,000 and \$120,000 for the three months ended March 31, 2011 and 2010, respectively, consisting primarily of late charge fees, fees from issuance of lines and letters of credit, and mortgage origination fees we receive on residential loans funded and closed by a third party. The \$24,000 increase in loan fee income during the first quarter of 2011 compared to the same period in 2010 related primarily to the \$31,000 increase in mortgage origination fees. Offsetting the increase in mortgage origination fees was a \$7,000 decrease in late charge fees.

Service fees on deposit accounts consist primarily of service charges on our checking, money market, and savings accounts and the fee income received from client non-sufficient funds ("NSF") transactions. Deposit fees were \$138,000 and \$146,000 for the three months ended March 31, 2011 and 2010, respectively. The \$8,000 decrease is primarily related to an \$11,000 decrease in NSF fees and a \$6,000 decrease in overdraft and returned item fees, partially offset by a \$10,000 increase in deposit related fees such as service charges. NSF fee income was \$51,000 and \$62,000 for the first quarters of 2011 and 2010, respectively, representing 37.0% of total service fees on deposits in the 2011 period compared to 42.5% of total service fees on deposits in the 2010 period.

Income derived from bank owned life insurance was \$132,000 and \$153,000 for the three months ended March 31, 2011 and 2010, respectively. The \$21,000 decrease in income from life insurance is due to reduced rates of return on the insurance policies due to the current market environment.

Other income consists primarily of fees received on debit card transactions, sale of customer checks, and wire transfers. Other income was \$142,000 and \$102,000 for the three months ended March 31, 2011 and 2010, respectively. The \$40,000 increase related primarily to increases of \$20,000 in debit card transaction fees, \$7,000 in other client service related fees and \$13,000 of rent income. Debit card transaction fees were \$92,000 and \$72,000 for the three months ended March 31, 2011 and 2010, respectively, and represented 64.8% and 70.6% of total other income for the first quarters of 2011 and 2010, respectively. The corresponding transaction costs associated with debit card transactions are included in noninterest data processing and related costs. The debit card transaction costs were \$35,000 and \$27,000 for the three months ended March 31, 2011 and 2010 respectively. The net impact of the fees received and the related cost of the debit card transactions on earnings for the three months ended March 31, 2011 and 2010 was \$57,000 and \$30,000, respectively.

*Noninterest expenses*

The following table sets forth information related to our noninterest expenses.

We incurred noninterest expenses of \$4.5 million during the three month period ended March 31, 2011 and \$4.0 million during the three months ended March 31, 2010. Noninterest expense as a percentage of noninterest income and net interest income, excluding the gain on sale of investments and real estate owned activity, or the efficiency ratio, was 66.7% for the three months ended March 31, 2011 compared to 75.4% for the same period in 2010. The improvement in the efficiency ratio relates primarily to the increase in net interest income during the first quarter 2011.

For the three months ended March 31, 2011, compensation and benefits, occupancy, and data processing and related costs represented 67.4% of the total noninterest expense compared to 76.3% for the same period in 2010.

The following table sets forth information related to our compensation and benefits.

Total compensation and benefits expense was \$2.1 million for both of the three month periods ended March 31, 2011 and 2010, respectively, and represented 45.8% and 52.9% of our total noninterest expense for each of the respective periods. The \$67,000 decrease in compensation and benefits in the first quarter of 2011 compared to the same period in 2010 resulted primarily from a \$72,000 decrease in benefits expense. In addition, loan origination compensation expense, which is required to be capitalized and amortized over the life of the loan as a reduction of loan interest income, is recorded as a reduction in compensation and benefits expense.

Our base compensation remained virtually unchanged during the three months ended March 31, 2011 compared to the three months ended March 31, 2010. Incentive compensation represented 6.3% and 6.0% of total compensation and benefits for the three months ended March 31, 2011 and 2010, respectively. The incentive compensation expense recorded for the first quarters of 2011 and 2010 represented an accrual of the estimated incentive compensation earned during the first quarter of the respective year. Benefits expense decreased \$72,000 in the first quarter of 2011 compared to the same period in 2010 due to a reduction in the accrual related to our executive retirement plan. Benefits expense represented 27.3% and 27.4% of the total compensation for the three months ended March 31, 2011 and 2010, respectively.

Occupancy expense represented 12.0% and 13.8% of total noninterest expense for the three months ended March 31, 2011 and 2010, respectively. Occupancy expense decreased by \$17,000 for the three months ended March 31, 2011 and 2010 to \$539,000 from \$556,000, respectively, due primarily to reduced depreciation and property tax expenses during the 2011 period.

The following table sets forth information related to our data processing and related costs.

Total data processing and related costs were \$435,000 and \$385,000, an increase of \$50,000, or 13.0%, for the three months ended March 31, 2011 and 2010, respectively.

We have contracted with an outside computer service company to provide our core data processing services. Our core data processing costs increased \$43,000, or 14.8%, from \$290,000 to \$333,000 for the three months ended March 31, 2011 compared to the same period in 2010. A significant portion of the fee charged by the third party processor is directly related to the number of loan and deposit accounts and the related number of transactions. Comparatively, our retail deposits were \$486.1 million at March 31, 2011, a 21.5% increase over retail deposits of \$399.6 million at March 31, 2010.

Also included in data processing and related costs is income we receive from debit card transactions performed by our clients. Since we outsource this service, we are charged related transaction expenses from our merchant service provider. Debit card transaction expense was \$35,000 and \$27,000 for the three months ended March 31, 2011 and 2010, respectively.

Real estate owned activity includes income and expenses from property held for sale and other real estate we own, including real estate acquired in settlement of loans. The loss on sale of real estate owned properties was \$512,000 during the three months ended March 31, 2011, while expenses such as maintenance, legal and property taxes were \$19,000. Comparatively, during the first quarter of 2010 expenses related to owning the real estate were \$20,000.

The remaining noninterest expenses totaled \$936,000 for the three month period ended March 31, 2011 compared to \$935,000 for the same period in 2010. During the first quarter of 2011, professional fees decreased by \$23,000, marketing expenses decreased by \$42,000 and other expenses decreased by \$64,000. Offsetting these decreases was an increase of \$128,000 in insurance expenses and a \$2,000 increase in telephone expenses. The decrease in professional fees is primarily related to reduced loan attorney and appraisal fees during the 2011 period while the reduction in marketing expenses was due to costs related to new advertising and television commercials during the three months ended March 31, 2010. The decrease in other expenses is due primarily to increased collection expenses and deposit account losses during the 2010 period. The increase in insurance expense is due to the increased cost of FDIC insurance premiums resulting from our Formal Agreement with the OCC.

We incurred income tax expense of \$228,000 for the three months ended March 31, 2011 compared to an income tax benefit of \$75,000 during the same period in 2010. The lower income tax expense for the 2010 period resulted from a pre-tax loss of \$57,000 combined with the effect of our tax exempt income.

### **Balance Sheet Review**

At March 31, 2011, we had total assets of \$760.1 million, consisting principally of \$571.2 million in net loans, \$69.2 million in investments, \$67.1 million in federal funds sold, \$14.7 million in bank owned life insurance, and \$15.8 million in property and equipment. Our liabilities at March 31, 2011 totaled \$700.3 million, which consisted principally of \$560.1 million in deposits, \$122.7 million in FHLB advances and repurchase agreements, and \$13.4 million in junior subordinated debentures. At March 31, 2011, our shareholders' equity was \$59.8 million.

At December 31, 2010, we had total assets of \$736.5 million, consisting principally of \$572.4 million in net loans, \$72.9 million in investments, \$49.7 million in federal funds sold, \$14.5 million in bank owned life insurance, and \$15.9 million in property and equipment. Our liabilities at December 31, 2010 totaled \$677.3 million, consisting principally of \$536.3 million in deposits, \$122.7 million in FHLB advances and repurchase agreements, and \$13.4 million in junior subordinated debentures. At December 31, 2010, our shareholders' equity was \$59.2 million.



*Federal Funds Sold*

At March 31, 2011, our federal funds sold were \$67.1 million, or 8.8% of total assets. At December 31, 2010, our \$49.7 million in short-term investments in federal funds sold on an overnight basis comprised 6.8% of total assets.

*Investment Securities*

At March 31, 2011, the \$69.2 million in our investment securities portfolio represented approximately 9.1% of our total assets. We held Government sponsored enterprise securities, municipal securities, and mortgage-backed securities with a fair value of \$60.1 million and an amortized cost of \$61.0 million for an unrealized loss of \$896,000.

At December 31, 2010, the \$72.9 million in our investment securities portfolio represented approximately 9.9% of our total assets. We held Government sponsored enterprise securities, municipal securities, and mortgage-backed securities with a fair value of \$63.8 million and an amortized cost of \$64.9 million for an unrealized loss of \$1.1 million.

*Loans*

Since loans typically provide higher interest yields than other types of interest earning assets, a substantial percentage of our earning assets are invested in our loan portfolio. Our loan portfolio balance has remained relatively stable over the past twelve months with average balances of \$576.6 million and \$579.6 million for the three months ended March 31, 2011 and 2010, respectively. During the first quarter of 2011, owner occupied real estate loans increased by \$10.3 million due to approximately \$9.0 million of our loans that we repurchased from participating banks.

The principal component of our loan portfolio is loans secured by real estate mortgages. Most of our real estate loans are secured by residential or commercial property. We do not generally originate traditional long term residential mortgages, but we do issue traditional second mortgage residential real estate loans and home equity lines of credit. We obtain a security interest in real estate, in addition to any other available collateral. This collateral is taken to increase the likelihood of the ultimate repayment of the loan. Generally, we limit the loan-to-value ratio on loans to coincide with the appropriate regulatory guidelines. We attempt to maintain a relatively diversified loan portfolio to help reduce the risk inherent in concentration in certain types of collateral.

Following is a summary of our loan composition:



*Nonperforming assets*

Following is a summary of our nonperforming assets.

At March 31, 2011 nonperforming assets were \$14.8 million, or 1.95% of total assets and 2.56% of gross loans. Comparatively, nonperforming assets were \$15.0 million, or 2.03% of total assets and 2.61% of gross loans at December 31, 2010. Nonaccrual loans increased \$1.6 million to \$11.0 million at March 31, 2011 from \$9.3 million at December 31, 2010. The increase in nonaccrual loans is primarily related to ten loan relationships which were put on nonaccrual status during the three months ended March 31, 2011. In addition, three loans were returned to accrual status or paid off during the first quarter of 2011. The amount of foregone interest income on the nonaccrual loans in the first three months of 2011 was approximately \$143,000. The amount of interest income recorded in the first three months of 2011 for loans that were on nonaccrual at March 31, 2011 was approximately \$5,000.

Nonperforming assets include real estate acquired in settlement of loans which decreased by \$1.8 million from December 31, 2010. During the first three months of 2011 we sold two properties totaling \$1.5 million and added no new properties. In addition, we incurred write-downs totaling \$236,000 on two of our properties. The balance at March 31, 2011 includes nine commercial properties totaling \$3.9 million all of which are located in Upstate South Carolina. We believe that these properties are appropriately valued at the lower of cost or market as of March 31, 2011. In conjunction with the changes in the current economic environment and as required by our Formal Agreement with the OCC, we have revised and updated our credit risk policy which addresses treatment of other real estate owned.

*Allowance for Loan Losses*

We have established an allowance for loan losses through a provision for loan losses charged as an expense. Loan losses are charged against the allowance when management believes the uncollectibility of a loan balance, either in whole or in part, is confirmed. Subsequent recoveries, if any, are credited to the allowance.

In conjunction with the changes in the current economic environment and as required by our Formal Agreement with the OCC, we have revised and updated our allowance for losses policy. Management regularly evaluates the allowance for loan losses and periodically reviews the collectibility of the loans in light of historical experience, the nature and volume of the loan portfolio, adverse situations that may affect the borrower's ability to repay, estimated value of any underlying collateral and prevailing economic conditions. This evaluation is inherently subjective as it requires estimates that are susceptible to significant revision as more information becomes available. Periodically, we adjust the amount of the allowance based on changing circumstances.

The allowance for loan losses was \$8.4 million and \$7.9 million at March 31, 2011 and 2010, respectively, or 1.45% and 1.36% of outstanding loans, respectively. At December 31, 2010, our allowance for loan losses was \$8.4 million, or 1.47% of outstanding loans, and we had net loans charged-off of \$5.0 million for the year ended December 31, 2010. During the three months ended March 31, 2011 and 2010 we had net charge-offs of \$723,000 and \$1.2 million, respectively.

In addition, at March 31, 2011 and 2010, the allowance for loan losses represented 76.6% and 61.8% of the total amount of non-performing loans. A significant portion, or 73.0%, of nonperforming loans at March 31, 2011 is secured by real estate. Our nonperforming loans have been written down to approximately 76% of their original nonperforming balance. We have evaluated the underlying collateral on these loans and believe that the collateral on these loans is sufficient to minimize future losses. As a result of this level of coverage on non-performing loans, we believe the provision for loan losses of \$725,000 for the three months ended March 31, 2011 to be adequate.

For loans that are also classified as impaired, an allowance is established when the discounted cash flows (or collateral value or observable market price) of the impaired loan are lower than the carrying value of that loan. A loan is considered impaired when, based on current information and events, it is probable that the Company will be unable to collect the scheduled payments of principal or interest when due according to the contractual terms of the loan agreement. Factors considered by management in determining impairment include, among other factors, payment status, collateral value, and the probability of collecting scheduled principal and interest payments when due. Loans that experience insignificant payment delays and payment shortfalls generally are not classified as impaired. Management determines the significance of payment delays and payment shortfalls on a case-by-case basis, taking into consideration all of the circumstances surrounding the loan and the borrower, including, without limitation, the length of the delay, the reasons for the delay, the borrower's prior payment record, and the amount of the shortfall in relation to the principal and interest owed. Impairment is measured on a loan by loan basis for commercial and construction loans by either the present value of expected future cash flows discounted at the loan's effective interest rate, the loan's obtainable market price, or the fair value of the collateral if the loan is collateral dependent. Large groups of smaller balance homogeneous loans are collectively evaluated for impairment. Accordingly, the Company does not separately identify individual consumer loans for impairment disclosures, unless such loans are the subject of a restructuring agreement.

A significant portion of the loans in our loan portfolio have been originated in the past five years. In general, loans do not begin to show signs of credit deterioration or default until they have been outstanding for some period of time, a process known as seasoning. The benefit of having time for loans to "season," is that it allows a company to evaluate how loans perform during different economic cycles. We believe that the recent prolonged recession has allowed us to evaluate the performance of our loan portfolio during "stressful" times. If delinquencies and defaults increase, we may be required to increase our provision for loan losses, which would adversely affect our results of operations and financial condition.

As a general practice, most of our loans are originated with relatively short maturities of five years or less. As a result, when a loan reaches its maturity we frequently renew the loan and thus extend its maturity using the same credit standards as those used when the loan was first originated. Due to these loan practices, we may, at times, renew loans which are classified as nonperforming after evaluating the loan's collateral value and financial strength of its guarantors. Nonperforming loans are renewed at terms generally consistent with the ultimate source of repayment and rarely at reduced rates. In these cases the Bank will seek additional credit enhancements, such as additional collateral or additional guarantees to further protect the loan. When a loan is no longer performing in accordance with its stated terms, the Bank will typically seek performance under the guarantee.

In addition, at March 31, 2011, approximately 80% of our loans are collateralized by real estate and approximately 95% of our impaired loans are secured by real estate. The Bank utilizes third party appraisers to determine the fair value of collateral dependent loans. Our current loan and appraisal policies require the Bank to obtain updated appraisals on an annual basis, either through a new external appraisal or an appraisal evaluation. Impaired loans are individually reviewed on a quarterly basis to determine the level of impairment. As of March 31, 2011, we do not have any impaired real estate loans carried at a value in excess of the appraised value. We typically charge-off a portion or create a specific reserve for impaired loans when we do not expect repayment to occur as agreed upon under the original terms of the loan agreement.

The Company's loan approval process includes review of modifications on all criticized loans greater than \$100,000. A loan is considered to be a TDR when the debtor was experiencing financial difficulties and the Company provided concessions such that we will not collect all principal and interest in accordance with the original terms of the loan agreement. We have loans totaling \$1.7 million at March 31, 2011 and \$488,000 at December 31, 2010, which we considered as TDRs. The related allowance for these loans was \$366,000 and \$282,000 at March 31, 2011 and December 31, 2010, respectively. Included in the nonaccrual loan amounts in the table above is \$1.1 million and \$488,000 for the respective 2011 and 2010 periods.

For commercial loans, we generally fully charge off or charge collateralized loans down to net realizable value when management determines the loan to be uncollectible; repayment is deemed to be protracted beyond reasonable time frames; the loan has been classified as a loss by either our internal loan review process or our banking regulatory agencies; the customer has filed bankruptcy and the loss becomes evident owing to a lack of assets; or the loan is 180 days past due unless both well-secured and in the process of collection. For consumer loans, we generally charge down to net realizable value when the loan is 120 days past due.

#### *Deposits and Other Interest-Bearing Liabilities*

Our primary source of funds for loans and investments is our deposits, advances from the FHLB, and structured repurchase agreements. National and local market trends over the past several years suggest that consumers have moved an increasing percentage of discretionary savings funds into investments such as annuities, stocks, and fixed income mutual funds. Accordingly, it has become more difficult to attract deposits. We have chosen to obtain a portion of our certificates of deposits from areas outside of our market, which are also known as out-of-market deposits or brokered deposits. The deposits obtained outside of our market area generally have lower rates than rates being offered for certificates of deposits in our local market. We also utilize out-of-market deposits in certain instances to obtain longer term deposits than are readily available in our local market. We generally obtain out-of-market time deposits of \$100,000 or more through brokers with whom we maintain ongoing relationships. In accordance with our Formal Agreement, we have adopted guidelines regarding our use of brokered CDs that limit our brokered CDs to 25% of total deposits and dictate that our current interest rate risk profile determines the terms. In addition, we do not obtain time deposits of \$100,000 or more through the Internet. These guidelines allow us to take advantage of the attractive terms that wholesale funding can offer while mitigating the inherent related risk.

The amount of out-of-market deposits was \$74.0 million at March 31, 2011 and \$86.4 million at December 31, 2010. As our wholesale deposits have matured during the past 12 months, we have successfully replaced them with local deposits. While wholesale deposits decreased \$12.4 million during the first three months of 2011, our retail deposits have increased \$36.1 million. We anticipate being able to continue to either renew or replace these out-of-market deposits when they mature, although we may not be able to replace them with deposits with the same terms or rates. Our loan-to-deposit ratio was 103% and 107% at March 31, 2011 and December 31, 2010, respectively.

The following table shows the average balance amounts and the average rates paid on deposits held by us.

The \$100.1 million increase in transaction accounts for the three months ended March 31, 2011 compared to the 2010 period and the \$62.8 million decrease in time deposits of \$100,000 or more is a result of our intense focus to replace our out-of-market deposits with local deposits.

Core deposits, which exclude out-of-market deposits and time deposits of \$100,000 or more, provide a relatively stable funding source for our loan portfolio and other earning assets. Our core deposits were \$380.6 million and \$356.6 million at March 31, 2011 and December 31, 2010, respectively.

All of our time deposits are certificates of deposits. The maturity distribution of our time deposits of \$100,000 or more at March 31, 2011 was as follows:

The Dodd-Frank Act also permanently raises the current standard maximum deposit insurance amount to \$250,000. The standard maximum insurance amount of \$100,000 had been temporarily raised to \$250,000 until December 31, 2013. The FDIC insurance coverage limit applies per depositor, per insured depository institution for each account ownership category.

### **Capital Resources**

Total shareholders' equity at March 31, 2011 was \$59.8 million. At December 31, 2010, total shareholders' equity was \$59.2 million.

On February 27, 2009, as part of the CPP, the Company entered into the CPP Purchase Agreement with the Treasury, pursuant to which we sold 17,299 shares of our Series T Preferred Stock and the CPP Warrant to purchase 363,609.4 shares of our common stock (adjusted for the stock dividend in 2011) for an aggregate purchase price of \$17.3 million in cash. The Series T Preferred Stock is entitled to cumulative dividends at a rate of 5% per annum for the first five years, and 9% per annum thereafter. The CPP Warrant has a 10-year term and is immediately exercisable upon its issuance, with an exercise price, subject to anti-dilution adjustments equal to \$7.136 per share of the common stock (adjusted for the stock dividend in 2011).

Under the capital adequacy guidelines, regulatory capital is classified into two tiers. These guidelines require an institution to maintain a certain level of Tier 1 and Tier 2 capital to risk-weighted assets. Tier 1 capital consists of common shareholders' equity, excluding the unrealized gain or loss on securities available for sale, minus certain intangible assets. In determining the amount of risk-weighted assets, all assets, including certain off-balance sheet assets, are multiplied by a risk-weight factor of 0% to 100% based on the risks believed to be inherent in the type of asset. Tier 2 capital consists of Tier 1 capital plus the general reserve for loan losses, subject to certain limitations. We are also required to maintain capital at a minimum level based on total average assets, which is known as the Tier 1 leverage ratio.

At both the holding company and bank level, we are subject to various regulatory capital requirements administered by the federal banking agencies. To be considered "well-capitalized," we must maintain total risk-based capital of at least 10%, Tier 1 capital of at least 6%, and a leverage ratio of at least 5%. To be considered "adequately capitalized" under these capital guidelines, we must maintain a minimum total risk-based capital of 8%, with at least 4% being Tier 1 capital. In addition, we must maintain a minimum Tier 1 leverage ratio of at least 4%.

In addition, we have agreed with the OCC that the Bank will maintain total risk-based capital of at least 12%, Tier 1 capital of at least 10%, and a leverage ratio of at least 9%. As of March 31, 2011, our capital ratios exceed these ratios and we remain "well capitalized." However, if we fail to maintain these required capital levels, then the OCC may deem noncompliance to be an unsafe and unsound banking practice which may make the Bank subject to an additional capital directive, consent order, or such other administrative action or sanction as the OCC considers necessary. It is uncertain what actions, if any, the OCC would take with respect to noncompliance with these ratios, what action steps the OCC might require the Bank to take to remedy this situation, and whether such actions would be successful.

The following table summarizes the capital amounts and ratios of the Bank and the regulatory minimum requirements.

The following table summarizes the capital amounts and ratios of the Company and the minimum regulatory requirements.

The ability of the Company to pay cash dividends is dependent upon receiving cash in the form of dividends from the Bank. The dividends that may be paid by the Bank to the Company are subject to legal limitations and regulatory capital requirements. The approval of the OCC is required if the total of all dividends declared by a national bank in any calendar year exceeds the total of its net profits for that year combined with its retained net profits for the preceding two years, less any required transfers to surplus. Further, the Company cannot pay cash dividends on its common stock during any calendar quarter unless full dividends on the Series T preferred stock for the dividend period ending during the calendar quarter have been declared and the Company has not failed to pay a dividend in the full amount of the Series T preferred stock with respect to the period in which such dividend payment in respect of its common stock would occur. In addition, the Company must currently obtain preapproval of the Federal Reserve Board before paying dividends.

The following table shows the return on average assets (net income divided by average total assets), return on average equity (net income divided by average equity), and equity to assets ratio (average equity divided by average assets) annualized for the three months ended March 31, 2011 and the year ended December 31, 2010. Since our inception, we have not paid cash dividends.

Our return on average assets was 0.29% for the three months ended March 31, 2011 compared to 0.12% for the year ended December 31, 2010. In addition, our return on average equity increased to 3.63% for the three months ended March 31, 2011 from 1.47% for the year ended December 31, 2010. Our equity to assets ratio at March 31, 2011 was 8.11% compared to 8.16% at December 31, 2010. In addition, our return on average common equity was 1.87% and our tangible common equity to total assets ratio was 5.91% for the three months ended March 31, 2011.

### **Effect of Inflation and Changing Prices**

The effect of relative purchasing power over time due to inflation has not been taken into account in our consolidated financial statements. Rather, our financial statements have been prepared on an historical cost basis in accordance with generally accepted accounting principles.

Unlike most industrial companies, our assets and liabilities are primarily monetary in nature. Therefore, the effect of changes in interest rates will have a more significant impact on our performance than will the effect of changing prices and inflation in general. In addition, interest rates may generally increase as the rate of inflation increases, although not necessarily in the same magnitude. As discussed previously, we seek to manage the relationships between interest sensitive assets and liabilities in order to protect against wide rate fluctuations, including those resulting from inflation.

### **Off-Balance Sheet Risk**

Commitments to extend credit are agreements to lend money to a client as long as the client has not violated any material condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require the payment of a fee. At March 31, 2011, unfunded commitments to extend credit were \$85.4 million, of which \$8.7 million was at fixed rates and \$76.8 million was at variable rates. At December 31, 2010, unfunded commitments to extend credit were \$86.4 million, of which approximately \$9.5 million was at fixed rates and \$76.9 million was at variable rates. A significant portion of the unfunded commitments related to consumer equity lines of credit. Based on historical experience, we anticipate that a significant portion of these lines of credit will not be funded. We evaluate each client's credit worthiness on a case-by-case basis. The amount of collateral obtained, if deemed necessary by us upon extension of credit, is based on our credit evaluation of the borrower. The type of collateral varies but may include accounts receivable, inventory, property, plant and equipment, and commercial and residential real estate.

At March 31, 2011 there was a \$2.7 million commitment under letters of credit. At December 31, 2010 there was a \$2.8 million commitment under letters of credit. The credit risk and collateral involved in issuing letters of credit is essentially the same as that involved in extending loan facilities to customers. Since most of the letters of credit are expected to expire without being drawn upon, they do not necessarily represent future cash requirements.

Except as disclosed in this document, we are not involved in off-balance sheet contractual relationships, unconsolidated related entities that have off-balance sheet arrangements or transactions that could result in liquidity needs or other commitments that significantly impact earnings.

### **Market Risk and Interest Rate Sensitivity**

Market risk is the risk of loss from adverse changes in market prices and rates, which principally arises from interest rate risk inherent in our lending, investing, deposit gathering, and borrowing activities. Other types of market risks, such as foreign currency exchange rate risk and commodity price risk, do not generally arise in the normal course of our business.

We actively monitor and manage our interest rate risk exposure in order to control the mix and maturities of our assets and liabilities utilizing a process we call asset/liability management. The essential purposes of asset/liability management are to ensure adequate liquidity and to maintain an appropriate balance between interest sensitive assets and liabilities in order to minimize potentially adverse impacts on earnings from changes in market interest rates. Our asset/liability management committee ("ALCO") monitors and considers methods of managing exposure to interest rate risk. We have both an internal ALCO consisting of senior management that meets at various times during each month and a board ALCO that meets monthly. The ALCOs are responsible for maintaining the level of interest rate sensitivity of our interest sensitive assets and liabilities within board-approved limits.

Our interest rate risk exposure is managed by measuring our interest sensitivity "gap," which is the positive or negative dollar difference between assets and liabilities that are subject to interest rate repricing within a given period of time. Interest rate sensitivity can be managed by repricing assets or liabilities, selling securities available for sale, replacing an asset or liability at maturity, or adjusting the interest rate during the life of an asset or liability. Managing the amount of assets and liabilities repricing in this same time interval helps to hedge the risk and minimize the impact on net interest income of rising or falling interest rates. We generally would benefit from increasing market rates of interest when we have an asset-sensitive gap position and generally would benefit from decreasing market rates of interest when we are liability-sensitive.



The following tables set forth information regarding our rate sensitivity for each of the time intervals indicated.