# Edgar Filing: ALLIED FIRST BANCORP INC - Form 10QSB 

## ALLIED FIRST BANCORP INC

## Form 10QSB

February 14, 2005


Allied First Bancorp, Inc.

INDEX
PART I. FINANCIAL INFORMATION PAGE NO.
Item 1. Unaudited Consolidated Financial Statements
Unaudited Consolidated Balance Sheets at December 31, 2004 and ..... 1June 30, 2004Unaudited Consolidated Statements of Income and ComprehensiveIncome for the three months and six months ended2December 31, 2004 and 2003
Unaudited Consolidated Statements of Cash Flows for the ..... 3
six months ended December 31, 2004 and 20034Notes to Unaudited Consolidated Financial Statements
Item 2. Management's Discussion and Analysis of Financial Condition ..... 7
and Results of Operations
Item 3. Controls and Procedures ..... 15
PART II. OTHER INFORMATION16Items 1-617
Signature Page1810-QSB Certifications
PART I: FINANCIAL INFORMATION, Item 1. Allied First Bancorp, Inc. CONSOLIDATED BALANCE SHEETS
(Unaudited)
ASSETS:
Cash and cash equivalents
Securities available for sale
Time deposits with other financial institutions
Loans held for sale
Loans, net of allowance for loan losses of $\$ 631,094$ at
December 31, 2004 and $\$ 597,515$ at June 30, 2004
Federal Home Loan Bank stock, at cost
Accrued interest receivable
Premises and equipment-netServicing agent receivableGoodwill
Other assets
Total assets
LIABILITIES AND SHAREHOLDERS' EQUITY:

```
Liabilities:
    Non-interest-bearing demand deposits
    Interest-bearing demand deposits
    Savings, Now and money market deposits
    Time deposits
    Total deposits
    Borrowed funds
    Other liabilities
Total liabilities
Shareholders' Equity:
    Preferred stock, $.01 par value, 2,000,000 shares authorized, none issued
    Common stock, $.01 par value, 8,000,000 shares authorized,
                608,350 shares issued and 526,118 outstanding at December 31, 2004
            and 558,350 at June 30, 2004
    Additional paid-in capital
    Retained earnings
    Accumulated other comprehensive income
    Treasury stock, at cost, 82,232 shares at December 31, 2004 and 50,000
            shares at June 30,2004
    Total shareholders' equity
```

                            Total liabilities and shareholders' equity
    The accompanying notes are an integral part of these consolidated financial statements
    1
        PART I: FINANCIAL INFORMATION, Item 1
            Allied First Bancorp, Inc.
        CONSOLIDATED STATEMENTS OF INCOME AND COMPREHENSIVE INCOME
                        (Unaudited)
    ---- - ---

Interest income:

|  | Loans | \$ 1,521,490 | \$ 1,395,996 |
| :---: | :---: | :---: | :---: |
|  | Interest earning depos | 41,530 | 47,466 |
|  | Securities | 181,114 | 97,248 |
|  | Total interest income | 1,744,134 | $1,540,710$ |
| Interest expense: |  |  |  |
|  | Deposits | 556,917 | 360,460 |
|  | Borrowed funds | 191,119 | 123,937 |


| Total interest expense | 748,036 |  | 484,397 |  |
| :---: | :---: | :---: | :---: | :---: |
| Net interest income: |  | 996,098 |  | $1,056,313$ |
| Provision for loan losses |  | 45,000 |  | 91,000 |
| Net interest income after |  |  |  |  |
| provision for loan losses |  | 951,098 |  | 965,313 |
| Non-interest income: |  |  |  |  |
| Credit and debit card transaction |  | 18,738 |  | 124,398 |
| Account fees |  | 33,249 |  | 36,470 |
| Gain on sale of securities |  | -- |  | -- |
| First mortgage loan sales and fees |  | 175,296 |  | 1,777 |
| Call center processing income |  | 163,065 |  | - |
| Other |  | 19,883 |  | 4,282 |
| Total non-interest income |  | 410,231 |  | 166,927 |
| Non-interest expense: |  |  |  |  |
| Salaries and employee benefits |  | 728,967 |  | 334,602 |
| Office operations and equipment |  | 151,252 |  | 92,415 |
| Occupancy |  | 46,888 |  | 27,184 |
| Data processing |  | 88,959 |  | 95,913 |
| Credit and debit card processing |  | 21,019 |  | 110,500 |
| Travel and conference |  | 17,364 |  | 7,356 |
| Professional services |  | 77,732 |  | 63, 030 |
| Marketing and promotion |  | 37,553 |  | 42,675 |
| Loan origination and servicing |  | 20,696 |  | 499 |
| Other expenses |  | 40,027 |  | 24,578 |
| Total non-interest expense |  | 230,457 |  | 798,692 |
| Income before income taxes: |  | 130,872 |  | 333,548 |
| Income tax expense |  | 48,003 |  | 129,860 |
| Net income: |  | 82,869 |  | 203,688 |
| Other comprehensive income (loss) |  | $(3,933)$ |  | $(15,037)$ |
| Total comprehensive income | \$ | 78,936 | \$ | 188,651 |
| Earnings per common share |  |  |  |  |
| Basic | \$ | 0.15 | \$ | 0.36 |
| Diluted . | \$ | 0.15 | \$ | 0.36 |

The accompanying notes are an integral part of these consolidated financial statements

Allied First Bancorp, Inc. CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)

Cash flows from operating activitiesNet IncomeAdjustments to reconcile net income to net cash fromoperating activitiesDepreciation
Amortization of premiums on securities
Amortization of intangible assets
Net gain on sale of securities
Provision for loan losses
FHLB stock dividend
Net Changes in
Loans held for sale
Accrued interest receivable
Servicing agent receivable
Other assets
Other liabilities
Net cash from operating activities
Cash flows from investing activities
Purchase of available for sale securities
Sale of available for sale securities
Principal collected on mortgage backed securities
Purchase of Federal Home Loan Bank stock
Net expenditures of premises and equipment
Purchase of loans from other institutions
Net changes in:
Loans
Time deposits with other financial institutions
Net cash from investing activities
Cash flows from financing activities
Net change in
Deposits
Proceeds from borrowed
Repayments of borrowings
Purchase of treasury stock
Net cash from financing activities
Increase (decrease) in cash and cash equivalents
Cash and cash equivalents at beginning of period
Cash and cash equivalents at end of period

Allied First Bancorp, Inc. NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS (UNAUDITED)

## (1) Basis of Presentation

The accompanying unaudited consolidated financial statements include the accounts of Allied First Bancorp, Inc. (or the "Company") and it's wholly owned subsidiaries, Allied First Bank, sb, an Illinois state-chartered savings bank and AnyHour Lending, Inc., a loan processing call center which was acquired on April 1, 2004. AnyHour Lending, Inc. was formally known as Eagles Nest Marketing Solutions, Inc. The company officially changed its name on November 1, 2004 . All significant inter-company transactions and balances are eliminated in consolidation. The accompanying unaudited consolidated financial statements have been prepared in accordance with accounting principles for interim financial information and with the instructions to Form 10-QSB and Regulation SB. Accordingly, they do not include all the information and footnotes required by U.S. generally accepted accounting principles for complete consolidated financial statements.

In the opinion of management, the unaudited consolidated financial statements contain all adjustments (consisting only of normal recurring adjustments) necessary to represent fairly the financial condition of the Company as of December 31, 2004 and June 30,2004 and the results of its operations, for the three months and six months ended December 31, 2004 and 2003. Financial statement reclassifications have been made for the prior period to conform to classifications used as of and for the period ended December 31, 2004 .


#### Abstract

Operating results for the three months and six months ended December 31, 2004 are not necessarily indicative of the results that may be expected for the fiscal year ending June 30, 2005. Allied First Bancorp, Inc.'s 2004 annual report on Form $10-K S B$ should be read in conjunction with these statements.


(2) Use of Estimates

The preparation of consolidated financial statements, in conformity with U.S. generally accepted accounting principles, requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the consolidated financial statements, and the reported amounts of income and expenses during the reporting period. Actual results could differ from current estimates. Estimates that are more susceptible to change in the near term include the allowance for loan losses and the fair values of financial instruments.

## (3) Earnings Per Common Share

Basic earnings per common share is computed by dividing net income by the weighted average number of shares of common stock outstanding. For the three-month and six-month periods ended December 31, 2004, the weighted average number of common shares used in the computation of basic earning per share was 527,671 and 538,257, respectively. The weighted average number of common shares for the same periods in 2003 was 558,350. There are no potential dilutive common shares.

# Edgar Filing: ALLIED FIRST BANCORP INC - Form 10QSB 

(4) Premises and Equipment

The company is obligated under a five year operating lease for office space that contains a termination option effective as of April 30, 2007. The lease was effective as of September 16, 2003 with terms to begin occupancy in November 2003. The expiration of the lease is April 30, 2009. It contained a period of free rent in the 2004 fiscal year, and escalation clauses providing for increases in rental expense based primarily on increases in real estate taxes and operating costs. The company is also obligated under a lease for office space relating to the expansion of mortgage origination. The expiration of this lease is January 31, 2005

The future minimum commitments under the full lease term at December 31, 2004 for all operating leases are as follows:

| Year Ending June 30, | Amount |
| :---: | :---: |
| 2005 | \$ 61,322 |
| 2006 | 120,988 |
| 2007 | 124,618 |
| 2008 | 128,357 |
| 2009 | 109,625 |
| Total | \$544,910 |

(5) Borrowed Funds

At December 31, 2004 the advance on the $\$ 5.0$ million LaSalle Bank LIBOR based line of credit was as follows:

Open line advance, $4.03 \%$ fixed rate and 3 month term $\$ 732,670$

At December 31, 2004, variable rate and term advance from the Federal Home Loan Bank was as follows:

Open line advance, 2.47\% variable rate and term \$3,000,000
At December 31, 2004, the scheduled maturities of fixed rate Federal Home Loan Bank were as follows.

| 2005 | $1.24 \%$ | $\$$ | $8,500,000$ |
| ---: | :--- | ---: | ---: |
| 2006 | $1.70 \%-2.37 \%$ | $9,000,000$ |  |
| 2007 | $2.12 \%-3.45 \%$ | $10,500,000$ |  |
| 2008 | $3.94 \%$ | $1,500,000$ |  |

Each advance is payable at its maturity date, with a prepayment penalty. All advances including open line advances were collateralized by $\$ 6,036,000$ in mortgaged backed securities and $\$ 60,136,000$ of first mortgage loans under a blanket lien arrangement at December 31, 2004.
(6) Segment Information

## Edgar Filing: ALLIED FIRST BANCORP INC - Form 10QSB

Internal financial information is primarily reported and aggregated in two lines of business, banking and loan processing. Loans, investments, and deposits provide the revenues in the banking operation, and loan processing fees provide the revenues in loan processing. All operations are domestic.

The loan processing and call center, AnyHour Lending, Inc., was acquired by the Company in April 2004. The financial results for AnyHour Lending, Inc. met the requirements for segment reporting for the first time for the quarter ended September 30, 2004.

The accounting policies used are the same as those described in the summary of significant accounting policies. Segment performance is evaluated using net income. Income taxes are allocated and indirect expenses are allocated on revenue.

Significant segment totals are reconciled to the interim consolidated financial statements as follows.

| Three Months Ended December 31, 2004 | Loan |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | \$ | 996,098 | \$ | -- | \$ | 996,098 |
| Provision for loan losses |  | 45,000 |  | -- |  | 45,000 |
| Non-interest income |  | 247,061 |  | 163,170 |  | 410,231 |
| Non-interest expense |  | 1,003,814 |  | 226,643 |  | 1,230,457 |
| Income tax expense (credit) |  | 72,520 |  | $(24,517)$ |  | 48,003 |
| Net income (loss) |  | 121,825 |  | $(38,956)$ |  | 82,869 |
| Assets |  | 143,598,160 |  | 949,013 |  | 144,547,173 |
|  | Loan |  |  |  |  |  |
| Six Months Ended December 31, 2004 |  | Banking |  | Processing |  | Total |
| Net interest income | \$ | 1,893,673 | \$ | -- | \$ | 1,893,673 |
| Provision for loan losses |  | 126,000 |  | -- |  | 126,000 |
| Non-interest income |  | 333,058 |  | 351,602 |  | 684,660 |
| Non-interest expense |  | 1,787,992 |  | 466,634 |  | 2,254,626 |
| Income tax expense (credit) |  | 116,248 |  | $(44,531)$ |  | 71,717 |
| Net income (loss) |  | 196,491 |  | $(70,501)$ |  | 125,990 |
| Assets |  | 143,598,160 |  | 949,013 |  | 144,547,173 |

Part I, Item 2<br>Allied First Bancorp, Inc.<br>MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

## GENERAL

Allied First Bancorp, Inc.'s results of operations are primarily dependent on Allied First Bank's net interest margin, which is the difference between interest income on interest-earning assets and interest expense on interest-bearing liabilities. Allied First Bank's net income is also affected by the level of its non-interest income and non-interest expenses, such as employee compensation and benefits, occupancy expenses and other expenses.

On October 1, 2004, the Company purchased certain fixed assets and employed personnel to expand the retail mortgage operation.

## FORWARD-LOOKING STATEMENTS

When used in this filing and in future filings by Allied First Bancorp, Inc. and Allied First Bank, sb with the U.S. Securities and Exchange Commission, in Allied First Bancorp, Inc. and Allied First Bank press releases or other public or shareholder communications, or in oral statements made with the approval of an authorized executive officer, the words or phrases "would be," "will allow," "intends to," "will likely result," "are expected to," "will continue," "is anticipated," "estimate," "project" or similar expressions are intended to identify "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995.

Such statements are subject to risks and uncertainties, including but not limited to changes in economic conditions in our market area, changes in policies by regulatory agencies, fluctuations in interest rates, demand for loans in our market area and competition, all or some of which could cause actual results to differ materially from historical earnings and those presently anticipated or projected.

Allied First Bancorp, Inc. wishes to caution readers not to place undue reliance on any such forward-looking statements, which speak only as of the date made, and advises readers that various factors, including regional and national economic conditions, substantial changes in levels of market interest rates, credit and other risks of lending and investment activities and competitive and regulatory factors, could affect our financial performance and could cause Allied First Bancorp, Inc.'s actual results for future periods to differ materially from those anticipated or projected.

These risks and uncertainties should be considered in evaluating forward-looking statements and you should not rely on these statements.

CRITICAL ACCOUNTING POLICIES

Certain of the Company's accounting policies are important to the portrayal of the Company's financial condition, since they require management to make difficult, complex or subjective judgments, some of which may relate to matters that are inherently uncertain. Estimates associated with these policies are susceptible to material changes as a result of changes in facts and circumstances. Some of the facts and circumstances which
could affect these judgments include changes in interest rates, in the performance of the economy or in the financial condition of borrowers. Management believes that its critical accounting policies include determining the allowance for loan losses, determining the fair value of securities and other financial instruments, and the valuation of intangible assets and goodwill.

FINANCIAL CONDITION

The Company's total assets increased $\$ 11.7$ million during the six months ended December 31, 2004 , to $\$ 144.5 \mathrm{million}$ from $\$ 132.8$ million at June $30,2004$. The increase was due to increases in net loans of $\$ 6.4$ million and $\$ 8.0$ million in available for sale securities. Since the sale of the credit card portfolio in May of 2004, the Company has purchased $1-4$ family first mortgages and

# Edgar Filing: ALLIED FIRST BANCORP INC - Form 10QSB 

mortgage-backed securities to offset the loss of revenue from credit cards.

The Company's total liabilities increased \$12.1 million from \$121.9 million at June 30,2004 , to $\$ 134.1$ million at December 31, 2004 . Total deposits increased from $\$ 84.7$ million at June 30,2004 to $\$ 100.4$ million at December 31, 2004. The increase was due primarily to a $\$ 21.2$ million increase in time deposits and was offset by a decrease in savings, NOW and money market deposits of $\$ 5.8$ million. Recently, Allied First Bank has had success in increasing time deposits by utilizing advertising on BankRate.com.

Stockholders' equity decreased by $\$ 382,000$ from $\$ 10.9$ million at June 30 , 2004 to $\$ 10.5$ million at December 31, 2004 . The decrease is due to the increase in treasury stock of $\$ 577,000$, and was offset by net income of $\$ 126,000$ and an increase in unrealized appreciation on available for sale securities of $\$ 70,000$. During the first quarter of fiscal 2005 the company began a stock repurchase program of 50,000 shares. As of December 31, 2004 the company had bought back 32,232 shares at an average price of $\$ 17.91$ per share. At June 30, 2004 , the company had 558,350 shares outstanding. At December 31, 2004 there were 526,118 shares outstanding.

## COMPARISON OF THREE-MONTH AND SIX-MONTH PERIODS ENDED DECEMBER 31, 2004 AND 2003

GENERAL

Net income for the three-month and six-month periods ended December 31, 2004 was $\$ 83,000$ and $\$ 126,000$, respectively, compared to net income of $\$ 204,000$ and $\$ 281,000$ for the equivalent periods in 2003. The decrease in net income for both the three-month and six-month periods ending 2003 over the same periods in 2003 was due, to higher non-interest expenses primarily from two strategies.

The new loan processing call center, which is a separate operating segment, contributed net losses for the three and six-month periods ended December 31, 2004. The Company also expanded its mortgage origination operation with the opening of a new origination office and the employment of additional personnel. Both of these strategies have resulted in the Company initially experiencing increases in non-interest expense. Management expects these strategies will ultimately add to the Company's profitability.

NET INTEREST INCOME

The net interest income for the three-month period ended December 31, 2004 was $\$ 996,000$ compared to $\$ 1,056,000$ for the same period in 2003 . This is a $5.68 \%$ decrease over the same period in 2003. The net interest margin dropped from $3.38 \%$ from $2.79 \%$. The reason for the lower yield in 2004 was that the average rate paid on interest bearing liabilities increased 58 basis points to $2.36 \%$ as well as the yield on interest earnings assets
decreasing from $4.93 \%$ to $4.89 \%$. The increase in average rate paid was due to the increase in time deposits as well as the rate increasing on borrowed funds.

The net interest income for the six-month period ended December 31, 2004, was $\$ 1,894,000$ compared to $\$ 1,952,000$ for the same period in 2003 , a decrease of $2.97 \%$ and resulted in a net interest margin of $2.75 \%$ compared to $3.32 \%$ in 2003 . The reason for the lower net yield in six-month period ended December 31, 2004 was that the yield on earnings assets decreased from $4.93 \%$ to $4.74 \%$ while the yield on interest bearing liabilities increased from 1.86\% to 2.25\%.

## Edgar Filing: ALLIED FIRST BANCORP INC - Form 10QSB

Total average interest earning balances increased \$17.7 million and \$20.1 million, for the three-month and six-month periods over one-year ago. The increase is primarily due to increases in loans as well as an increase in available for sale securities. Total average loans increased $\$ 10.5$ million and $\$ 5.6$ million, for the three-month and six-month periods over one-year ago. Total average available for sale securities increased $\$ 6.8$ million and $\$ 3.6$ million for the three-month and six-month periods over the prior year. The yields on total average earning assets were $4.89 \%$ and $4.93 \%$ for the three-month periods ended December 31, 2004, and 2003 and 4.74\% and 4.93\% for the six-month periods ended December 31, 2004 and 2003.

Total average interest bearing liabilities increased $\$ 17.7$ million, and $\$ 19.8$ million, for the three-month and six-month periods ended December 31, 2004, over the comparative periods in 2003. Interest bearing liabilities increased in the three-month period ended December 31, 2004 compared to the same period in 2003 due to the $\$ 25.9$ million increase in time deposits. This increase was partially offset by the decrease of $\$ 8.0$ million in money market deposits. Interest bearing liabilities increased in the six-month period ended December 31, 2004 compared to the same period in 2003 due to the $\$ 11.1$ million increase in borrowed funds and a $\$ 19.0$ million increase in time deposits. This increase was partially offset by the decrease of $\$ 8.4$ million in money market deposits. During 2004, the company used both time deposits as well as Federal Home Loan Bank advances to purchase loans and mortgage backed securities.

## INTEREST INCOME

Interest income for the three months and six months ended December 31, 2004 was $\$ 1,744,000$ and $\$ 3,261,000$ compared to $\$ 1,541,000$ and $\$ 2,898,000$ for the same period in 2003. The increase in both the three-month and six-month periods was due to an increase in average earning assets.

## INTEREST EXPENSE

Interest expense for the three months ended December 31, 2004 was $\$ 748,000$ compared to $\$ 484,000$ for the same period in 2003 . The increase in interest expense for the three-month period ended December 31, 2004 was due to higher balances and higher rates paid on interest-bearing liabilities during the 2004 period which was $2.36 \%$ a 58 basis point increase from 1.78\% paid during 2003. The increase in average rate is primarily due to the company increasing its time deposits which have a higher cost than money market and savings deposits. Also the average cost of borrowed funds has increased due to the current rising rate environment.

Interest expense for the six months ended December 31, 2004 was $\$ 1,367,000$ compared to $\$ 946,000$ for the same period in 2003. The increase in interest expense for the six-month period ended December 31, 2004 was due to higher balances and higher rates paid on interest-bearing liabilities which was $2.25 \%$ a 39 basis point increase from the $1.86 \%$ paid during 2003. The increase in average rate is primarily due to the increase in average rate paid for borrowed funds as a result of market conditions.

The following tables set forth consolidated information regarding average balances and annualized average rates.

(1) Total Loans less deferred net loan fees

INTEREST EARNING ASSETS

Loans (1)
Available for sale securities
Federal Home Loan Bank stock
Interest earning balances

Total interest-earning assets

NON-INTEREST EARNING ASSETS

Premises and equipment
384
(622)

Other non-earning assets

Total assets

## INTEREST BEARING LIABILITIES

Interest checking
Savings
Money market
Time deposits
Borrowed funds

Checking
7,311
Other liabilities
1,355
Equity

Total liabilities and equity

Net Interest/Spread

Margin

$\$ 14$
$1.17 \%$
$0.50 \%$
251

1. $45 \%$
$3.78 \%$
$2.14 \%$
$2.25 \%$

NON-INTEREST BEARING LIABILITIES AND EQUITY

Net Interest/Spread
\$ 1,894 2.49\%
$=====================$
$2.75 \%$
===
(1) Total Loans less deferred net loan fees

## PROVISION FOR LOAN LOSSES

The provision for loan losses was $\$ 45,000$ and $\$ 126,000$, respectively, for the three-month and six-month periods ended December 31, 2004 and $\$ 91,000$ and $\$ 212,000$ for the same periods in 2003 . The decrease in both the three-month and the six-month periods ended December 31, 2003 over the same periods in 2003 is due to the decrease in net charge-offs. The decrease in net charge-offs is a result of an increase in recoveries, the change in the loan portfolio composition and the economic environment. Changes in the provision for loan losses are attributed to management's analysis of the adequacy of the allowance for loan losses to address probable losses. Net charge-offs of $\$ 36,000$ have been recorded for the three-month period ended December 31, 2004, compared to $\$ 82,000$ of net charge-offs for the same period in 2003. Net charge-offs of $\$ 93,000$ have been recorded for the six-month period ended December 31, 2004, compared to $\$ 155,000$ of net charge-offs for the same period in 2003. The allowance for loan losses was $\$ 631,000$ or $0.53 \%$ of net loans as of December 31, 2003, compared to $\$ 598,000$ or $0.53 \%$ of net loans at June 30, 2004. Allied First Bancorp, Inc. holds a small percentage in secured commercial loans, which was $\$ 4.8$ million or $4.0 \%$ of net loans at December 31, 2004. At December 31, 2004 first mortgage and home equity loans comprised nearly 76\% of the loan portfolio.

We establish provisions for loan losses, which are charged to operations, at a level management believes is appropriate to absorb probable incurred credit losses in the loan portfolio. In evaluating the level of the allowance for loan losses, management considers historical loss 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, peer group information, and prevailing economic conditions. This evaluation is inherently subjective as it requires estimates that are susceptible to significant revisions as more information becomes available or as future events change.

Approximately $90 \%$ of our deposit customer base consists of American Airlines pilots and their family members. Although this customer base has had historically relatively stable employment and sources of income, terrorist attacks on the United States in 2001 and the current economic environment including higher oil prices may have adverse affects on the airline industry. As a result of these factors, the stability of the employment and income of the American Airline pilots may be adversely affected and could negatively affect the ability of our customers to repay their loans. As a result of these factors, we may have higher loan delinquencies and defaults in future periods. At December 31, 2004, our delinquent loans past due 60 days or more, was less than $0.10 \%$ of our loan portfolio, compared to less than $0.07 \%$ at June 30, 2004. In an effort to diversify our loan portfolio, the Company has purchased secured commercial loans, and 1-4 family residential mortgage loans without recourse from other financial institutions. These purchased loans currently represent approximately $50 \%$ of the gross loan portfolio.

## NON-INTEREST INCOME

Non-interest income for the three-month periods ended December 31, 2004 and 2003 were $\$ 410,000$ and $\$ 167,000$, respectively and for the six-month periods were $\$ 685,000$ and $\$ 371,000$. The increase for both the three-month and six-month periods ended December 31, 2004 from 2003 was due to the increase in mortgage originations as well as call center processing income. Call center processing income is generated from the purchase of AnyHour Lending, Inc. in April 2004. The increase in first mortgage sales and fees is a result of the expansion of our mortgage origination function, through the employment of additional personnel in October 2004. This income should increase in the future as a result of the Company utilizing resources to originate mortgage loans. Credit card income decreased by $\$ 105,000$, and $\$ 219,000$, respectively, for the three-month and six-month periods ended December 31, 2004, over the comparative periods in 2003. The reason for the decrease was the sale of the credit card loan portfolio
to Town North Bank in May 2004. Account fee income for the six-month period ended December 31, 2004 was $\$ 62,000$ compared to $\$ 81,000$ in 2003 , a decrease of $\$ 19,000$ due to less overdraft volume. Other income for the three-month periods ended December 31, 2004
and 2003 was $\$ 20,000$ and $\$ 4,000$, respectively and for the six-month periods were $\$ 54,000$ and $\$ 10,000$. The increase for both the three-month and six-month periods ended December 31, 2004 from 2003 was due to commissions from Town North Bank on card transaction volume related to the sale of the credit card portfolio as well as commissions received from Smith Barney for retirement accounts. As part of the agreement with Town North Bank, the Company will receive a percent of revenue generated from the card base as well as premiums for new credit card customers for a period of six years.

## NON-INTEREST EXPENSE

Non-interest expense for the three-month period ended December 31, 2004, was $\$ 1,230,000$, an increase of $\$ 431,000$, compared to $\$ 799,000$ for the same period in 2003. Salary and employee benefits was $\$ 729,000$ for the three-month period ended December 31, 2003 an increase of $\$ 394,000$, from $\$ 335,000$ for the same period in 2003. Office operations and equipment was $\$ 151,000$ for the three-month period ended December 31, 2004 an increase of $\$ 59,000$ or $64.13 \%$, from $\$ 92,000$ for the same period in 2003. Occupancy expense was $\$ 47,000$ for the three-month period ended December 31, 2004, an increase of $\$ 20,000$ compared to the same period in 2003. The increase in salaries and benefits, office operations and equipment and occupancy was primarily due to the expansion of mortgage origination efforts and the new AnyHour Lending, Inc. office. Credit card and debit card processing expense was $\$ 21,000$ for the three months ended December 31, 2004 a decrease of $\$ 90,000$ or $81.08 \%$, from $\$ 111,000$ in the same period ended 2003. This decrease was due to the sale of the credit card loan portfolio in May 2004. Travel and conference for the three-month period ended December 31, 2004, was $\$ 17,000$, an increase of $\$ 10,000$, compared to the same period in 2003. Professional services expense was $\$ 78,000$ for the three-month period ended December 31, 2003, an increase of $\$ 15,000$ or $23.81 \%$, from $\$ 63,000$ for the same period in 2003. The increase in professional services was a result of the additional professional fees related to AnyHour Lending, Inc. AnyHour Lending, Inc. incurs professional fees related to the setup and maintenance of technology for customer accounts. Marketing and promotion was $\$ 38,000$ for the three-month period ended December 31, 2004 a decrease of $\$ 5,000$ or $11.63 \%$ from $\$ 43,000$ for the same period in 2003. Loan origination and servicing expense was $\$ 21,000$ for the three-month period ended December 31, 2004. This expense is attributed to mortgage origination expenses. Other expenses for the three-month period ended December 31, 2004 were $\$ 40,000$ an increase of $\$ 15,000$ from the same period ended December 31, 2003.

Non-interest expense was $\$ 2,255,000$ for the six-month period ended December 31, 2004, an increase of $\$ 605,000$ or $36.64 \%$ from $\$ 1,650,000$ for the same six-month period in 2003. Salary and employee benefits was $\$ 1,273,000$ for the six-month period ended December 31, 2004 an increase of $\$ 605,000$, from $\$ 668,000$ for the same period in 2003. Office operations and equipment was $\$ 301,000$ for the six-month period ended December 31, 2004 an increase of $\$ 101,000$ or $50.50 \%$ from $\$ 200,000$ for the same period in 2003 . Occupancy expense was $\$ 82,000$ for the six-month period ended December 31, 2003, an increase of $\$ 29,000$ compared to the same period in 2003. The increase in salaries and benefits, office operations and equipment and occupancy was primarily due to the expansion of mortgage origination efforts and the new AnyHour Lending, Inc. office. Data processing expense was $\$ 159,000$ for the six-month period ended December 31, 2004 a decrease of $\$ 17,000$ from $\$ 176,000$ for the same period in
2003. Credit card and debit card processing expense was $\$ 40,000$ for the six month period ended December 31, 2004 a $\$ 190,000$ decrease from the $\$ 230,000$ for the same period in 2003. This decrease is due to the sale of the credit card loan portfolio in May of 2004. Travel and conference for the six-month period ended December 31, 2004, was $\$ 32,000$, an increase of $\$ 7,000$, compared to the same period in 2003. Professional service expense was $\$ 185,000$ for the six-month period ended December 31, 2004, an increase of $\$ 30,000$ or 19.55\% from $\$ 155,000$ for the same six-month period in 2003. Loan origination and servicing expense was $\$ 27,000$ for the three-month period ended December 31, 2004 compared to $\$ 3,000$ for the same period ended 2003. This expense is attributed to mortgage origination expenses. Other expenses for the six-month period ended December 31 , 2004 were $\$ 76,000$ an increase of $\$ 18,000$ from the same period ended December 31, 2003.

The company has undertaken a long term strategy with the local mortgage market and mortgage originations through the call center operation. Although net operating expenses have increased due to expansion of the operations and the associated start up costs, management believes that the future increases in non-operating income will justify this strategy.

INCOME TAXES

The provision for income taxes was $\$ 48,000$ and $\$ 130,000$, for the three-month periods ending December 31, 2004 and 2003 . The provision for income taxes was $\$ 71,000$ and $\$ 180,000$, for the six-month periods ending December 31, 2004 and 2003. The decreases in both the three-month and six-month periods in 2003 are a result of lower income. The effective rate for the three-month periods ended December 31, 2004 and 2003 was $36.68 \%$ and $38.93 \%$, and for the six-month periods were $36.27 \%$ and $39.00 \%$.

## REGULATORY CAPITAL REQUIREMENTS

Pursuant to federal law, Allied First Bank must meet three separate minimum capital ratio requirements. As of December 31, 2004, Allied First Bank had core capital, Tier I risk-based and total risk-based ratios of $6.76 \%$, $9.91 \%$ and $10.55 \%$ respectively, compared to well-capitalized requirements of $5.00 \%$, $6.00 \%$ and $10.00 \%$. At June 30,2004 , Allied First Bank had core capital, Tier I risk-based ratios of $8.30 \%, 11.50 \%$ and $12.10 \%$, respectively.

## LIQUIDITY

Liquidity management refers to the ability to generate sufficient cash to fund current loan demand; meet deposit withdrawals and pay operating expenses. Allied First Bancorp, Inc. relies on various funding sources in order to meet these demands. Primary sources of funds include interest-earning balances with other financial institutions, money market mutual funds, proceeds from principal and interest payments on loans as well as the ability to borrow against first mortgages, and marketable securities. At December 31, 2004 , Allied First Bank had $\$ 3.6$ million in cash and cash equivalents that could be used for its funding needs. Cash and cash equivalents decreased by $\$ 2.8$ million compared to the period ended June 30,2004 . Securities available for sale increased by $\$ 8.0$ million and time deposits with other institutions decreased $\$ 99,000$.

For further liquidity, the Company may borrow against its mortgage-backed securities and first mortgages through the Federal Home Loan Bank of Chicago. The Company also has a fed funds line of $\$ 4.0$ million and a working capital line of $\$ 5.0$ million with LaSalle Bank. The remaining borrowing capacity at December 31, 2004 was approximately $\$ 18.5$ million.

As of December 31, 2004, management is not aware of any current recommendations by regulatory authorities, which, if they were to be implemented, would have or are reasonably likely to have a material adverse effect on the Allied First Bancorp, Inc.'s liquidity, capital resources or operations.

## ADOPTION OF NEW ACCOUNTING POLICY

Allied First Bank adopted separate segment reporting requirements of Statement of Financial Accounting Standard No. 131, and accordingly has presented financial information on AnyHour Lending, Inc., a loan processing and call center, in the notes to the interim consolidated financial statements. Previous financial reports reflected banking as the only segment.

## Item 3 <br> Allied First Bancorp, Inc. CONTROLS AND PROCEDURES

An evaluation was carried out as of December 31, 2004 under the supervision and with the participation of Allied First Bancorp Inc.'s management, including the Chief Executive Offer and Chief Financial Officer, of the effectiveness of disclosure controls and procedures. Based on their evaluation, Allied First Bancorp Inc.'s Chief Executive Officer and Chief Financial Officer have concluded that Allied First Bancorp, Inc.'s disclosure controls and procedures are to the best of their knowledge, effective to ensure that the information required to be disclosed by Allied First Bancorp Inc. in reports that it files or submits under the Securities Exchange Act of 1934 is recorded, processed, summarized and reported within the time periods specified in Securities and Exchange Commission rules and forms. Subsequent to the date of their evaluation, there were no significant changes in Allied First Bancorp Inc.'s internal controls or in other factors that could significantly affect these controls, including any corrective actions with regard to significant deficiencies and material weaknesses.


Total Number of Shares Purchased

July1-July 31
August 1-August 31 -----------------

Average Price Paid Per Share
---------

Edgar Filing: ALLIED FIRST BANCORP INC - Form 10QSB


SIGNATURES

Pursuant to the requirement of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

| Date: | February 11, 2005 | /s/ Kenneth L. Bertrand |
| :---: | :---: | :---: |
|  |  | Kenneth L. Bertrand President and Chief Executive Officer |
| Date: | February 11, 2005 | /s/ Brian K. Weiss |
|  |  | Brian K. Weiss <br> Chief Financial Officer |

