



## Message From The President & CEO

Our financial results for the three months and nine months ended September 30, 2018, confirm that we are successfully executing our Strategic Plan for 2018. With our continual growth in earnings, the Board of Directors has increased our dividend to \$0.09, which is the third increase in the past four quarters.

For the quarter ended September 30, 2018, the Company reported unaudited consolidated net income of \$5,752,000 (\$0.42 per diluted share), compared to \$4,494,000 (\$0.36 per diluted share) for the same period in 2017. The increase in net income during the third quarter of 2018 compared to the same period in 2017 was primarily due to an increase in net interest income of \$2,329,000 and a decrease in the provision for income taxes of \$317,000, partially offset by a decrease in non-interest income of \$91,000 and an increase in total non-interest expenses of \$397,000.

Total average loans, which generally yield higher rates than investment securities, increased by \$143,508,000 to \$914,285,000 for the quarter ended September 30, 2018, from \$770,777,000 for the quarter ended September 30, 2017, and decreased by \$3,986,000 from \$918,271,000 for the quarter ended June 30, 2018. Total average deposits increased \$101,863,000 or 8.19% to \$1,345,198,000 for the nine months ended September 30, 2018, compared to \$1,243,335,000 for the nine months ended September 30, 2017.

On October 17, 2018, the Board of Directors of the Company declared an increase in the regular quarterly cash dividend on the Company's common stock. The dividend is payable on November 16, 2018 to shareholders of record as of November 2, 2018.

As always, we want to thank you for the trust you've placed in our Company. With the support of our employees, shareholders, and the leadership of our management and Board of Directors, we believe we are well-positioned to continue building on the safety and financial strength that form the cornerstone of our success.

James M. Ford  
President and Chief Executive Officer



## Streamline Your Financing With These Business Loan Approval Tips

At Central Valley Community Bank we are here to help you with your business financing from A to Z. This includes simplifying the lending process by being prepared in advance to keep both you and your business on the right track. Whether you are looking to expand facilities, purchase equipment or inventory, carry account receivables, or hire new talent, you may need to obtain a commercial loan.

Applying for a business loan may take time and effort, so ensuring you have all the elements needed to complete the application will speed up the process. Here are some tips for getting your business loan application approved smoothly and successfully.

**Don't be afraid to ask questions.** At Central Valley Community Bank we know the industry and can provide you with advice on the type of loan that would be best for you and guide you on how to complete your loan application.

**Be thoroughly prepared with your complete loan package.** Loan packages typically include an overview of your business strategy, historical financial statements and tax returns, current financials, resumes of company principals, and other supplemental information as requested.

**Anticipate questions** regarding your financing needs, historical profitability, competition, accounting systems and controls, and other items related to your business operations.

**Understand your cash flow and its drivers.** Plenty of profitable companies experience financial stress due to lack of cash flow because profits don't pay the bills – cash flow does.

Ensuring that you have a high quality application package, complete with the necessary historical documents and future projections will help speed up the application process and get you the funds you need for your business faster. Visit [www.cvcb.com](http://www.cvcb.com) today for a listing of Business Lending products. Additional tools and resources for your business can be found on our Financial Health Club webpage.

Sit down with our expert lenders today and find out why so many of our satisfied clients refer us to friends and colleagues. Let Central Valley Community Bank tailor a loan that meets your business needs.

# Help Fight Fraud With Banking Alerts



One of the best ways that you can help fight fraud is by staying informed about your finances. With Online Banking Alerts from Central Valley Community Bank you can setup email and text alerts that help you keep track of your money. Setting up alerts is easy. Sign up today through your desktop or mobile banking application.

## Personal Online Banking

**Alerts:** Automatically monitor your account by setting up alerts and choose to receive automatic transaction or balance alerts sent directly to your mobile device or email. Or you can even be notified when your balance or debit transaction drops below or exceeds a certain amount. Control which alerts you prefer.

## Business Online Banking

**Alerts:** Business Administrators can setup account alerts for notifications via email or text at a designated phone number. Alert options vary based upon the Business or Cash Management services that you use. Choose to be notified when a password changes, there is a login error, for balance alerts on multiple accounts, or schedule an alert when you complete a certain transaction with a specified date and time. You can choose what works best for you and your business.

## Now Available! CardValet

CardValet offers powerful protection for your Personal and Business debit cards. With CardValet, you can safeguard your debit cards by turning them “off” if they are misplaced or stolen and back “on” when you are ready to use them. You have the ability to instantly change settings, giving you complete control.

### With CardValet you can:

- Establish transaction amount limits
- Define the geographic area where the card can be used
- Limit merchant types (gas stations, restaurants, etc.)
- Set limits for spending – great for parents and employers
- Receive alerts when anyone attempts to use your debit card outside of a set dollar limit

### Personal Users:

Download the CVCB Personal Mobile Banking app. In the Accounts listing, select “Manage My Cards,” then select the “Card” tile to activate CardValet.

### Business Users:

Download the CardValet App in the Apple App Store or Google Play Store.

**CardValet**



If you suspect any fraudulent activity on your Personal or Business accounts with Central Valley Community Bank, contact us immediately. The sooner you report fraud, the faster you can resolve the issue and initiate legal action if necessary. If you have any questions, please contact our Customer Service Department at (800) 298-1775 or via email at [customerservice@cvcb.com](mailto:customerservice@cvcb.com) during the hours of Monday-Thursday 8:30 a.m. – 5:00 p.m. and Friday 8:30 a.m. to 5:30 p.m.



# Grow with who you know

Finance your small business needs with Central Valley Community Bank. As an SBA Preferred Lender, we have the experience to streamline and process your applications quicker, which saves you time and money!

## SBA 7a Loans

An ideal loan for working capital, real estate, equipment, inventory, debt consolidation & more.

- Fully amortized up to 25 years
- Up to \$5,000,000

## SBA 504 Loans

Available for owner occupied commercial real estate and equipment purchases.

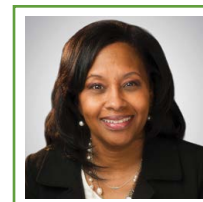
- Long-term, fixed rate financing available
- Projects up to \$25,000,000
- As little as 10% down

## SPECIAL OFFER

**\$250 Off Closing Fees**  
Call today for details!



**Dorothy Thomas**  
SVP, SBA Manager  
(559) 323-3416



**Debra Bradley**  
VP, SBA Loan Officer  
North Valley  
(559) 323-3380



**Stefani Woods**  
SVP, Commercial  
Team Leader  
South Valley  
(559) 594-9919

**Important Notice:** This is not a commitment to lend or extend credit. Restrictions may apply. Information and/or data is subject to change without notice. All loans are subject to credit approval. Special offer available through December 31, 2018 on qualifying SBA 7a Loans or SBA Express Loans.

## Consolidated Balance Sheets and Consolidated Statements of Income

### Condensed Consolidated Balance Sheets September 30, 2018 and December 31, 2017

	(In thousands)	
(Unaudited)	2018	2017
<i>Assets:</i>		
Cash and cash equivalents	\$ 47,307	\$ 100,383
Investment securities	441,881	542,704
Loans, net	902,852	891,901
Premises and equipment, net	8,869	9,398
Goodwill	53,777	53,777
Accrued interest receivable, intangibles & other assets	<u>64,740</u>	<u>63,492</u>
<b>Total assets</b>	<u>\$ 1,519,426</u>	<u>\$ 1,661,655</u>
<i>Liabilities and Shareholders' Equity:</i>		
<b>Deposits:</b>		
Non-interest bearing	\$ 534,636	\$ 585,039
Interest bearing	<u>740,893</u>	<u>840,648</u>
<b>Total deposits</b>	1,275,529	1,425,687
Borrowings	5,155	5,155
Accrued interest payable & other liabilities	<u>25,307</u>	<u>21,254</u>
<b>Total liabilities</b>	<u>1,305,991</u>	<u>1,452,096</u>
<b>Total shareholders' equity</b>	<u>213,435</u>	<u>209,559</u>
<b>Total liabilities and equity</b>	<u>\$ 1,519,426</u>	<u>\$ 1,661,655</u>

### Condensed Consolidated Statements of Income For nine months ended September 30, 2018 and 2017

	(In thousands, except per share amounts)	
(Unaudited)	2018	2017
Net interest income	\$ 46,730	\$ 40,672
Provision for (reversal of) credit losses	<u>50</u>	<u>(1,150)</u>
Net interest income after provision for credit losses	46,680	41,822
Total non-interest income	7,920	8,896
Total non-interest expense	33,658	31,297
Provision for income taxes	<u>4,934</u>	<u>5,730</u>
<b>Net income</b>	<u>\$ 16,008</u>	<u>\$ 13,691</u>
<b>Basic earnings per common share</b>	<u>\$ 1.17</u>	<u>\$ 1.12</u>
<b>Diluted earnings per common share</b>	<u>\$ 1.16</u>	<u>\$ 1.11</u>
<b>Cash dividends paid per share</b>	<u>\$ 0.22</u>	<u>\$ 0.18</u>

# Finding The Right Credit Card Is Rewarding With CVCB



## More Variety, Earn Rewards, Easy Online Applications.

### Personal Credit Cards

Central Valley Community Bank offers several credit card options to meet your lifestyle, whether you want to build credit, boost earnings with rewards or are looking for a low introductory rate for balance transfers and purchases. We have the card for you.

### Business Credit Cards

With our Business credit cards, you'll enjoy a variety of important business features including award-winning expense management tools, rewards for everyday purchases, free employee cards, EMV chip technology and more.

### Apply Online Today!

Visit [www.cvcb.com](http://www.cvcb.com) and submit an application today!

The creditor and issuer of these cards is Elan Financial Services, pursuant to separate licenses from Visa U.S.A. Inc.

## News Briefs

### Holiday Security Reminder

With the holiday season approaching, we want to remind you to take extra precautions with your personal and business information, and to be alert and cautious when making purchases online. For helpful tips and information on Identity Protection, visit our website at [www.cvcb.com/identity-protection](http://www.cvcb.com/identity-protection).

### AHEAD Program Grant

Neighborhood Industries, a Fresno County nonprofit was named as a recipient of a \$25,000 Federal Home Loan Bank of San Francisco AHEAD Program grant, as a result of Central Valley Community Bank's grant submission on their behalf as a member of Federal Home Loan Bank San Francisco. Neighborhood Industries was one of two grants awarded in Fresno County out of a total of 54 grants awarded in California, Arizona and Nevada.

### Stock Prices

The Company's common stock closing price was \$20.14 as of November 7, 2018. Inquiries on Central Valley Community Bancorp stock can be made by calling any licensed stockbroker.

## Locations

### **BUSINESS LENDING**

(559) 298-1775  
(800) 298-1775

### **CAMERON PARK**

3311 Coach Lane  
Cameron Park, CA 95682  
(530) 676-3400

### **CLOVIS**

**Clovis Main**  
600 Pollasky Avenue  
Clovis, CA 93612  
(559) 323-3480

### **Herndon & Fowler**

1795 Herndon Avenue, Suite 101  
Clovis, CA 93611  
(559) 323-2200

### **EXETER**

300 E. Pine Street  
Exeter, CA 93221  
(559) 594-9919

### **FAIR OAKS**

10123 Fair Oaks Boulevard  
Fair Oaks, CA 95628  
(916) 293-4910

### **FOLSOM**

905 Sutter Street, Suite 100  
Folsom, CA 95630  
(916) 985-8700

### **FRESNO**

**Corporate Office**  
7100 N. Financial Drive, Suite 101  
Fresno, CA 93720  
(559) 298-1775

### **Fig Garden Village**

5180 N. Palm, Suite 105  
Fresno, CA 93704  
(559) 221-2760

### **Fresno Downtown**

2404 Tulare Street  
Fresno, CA 93721  
(559) 268-6806

### **River Park**

8375 N. Fresno Street  
Fresno, CA 93720  
(559) 447-3350

### **KERMAN**

360 S. Madera Avenue  
Kerman, CA 93630  
(559) 842-2265

### **LODI**

1901 W. Kettleman Lane, Suite 100  
Lodi, CA 95242  
(209) 333-5000

### **MADERA**

1919 Howard Road  
Madera, CA 93637  
(559) 673-0395

### **MERCED**

3337 G Street, Suite B  
Merced, CA 95340  
(209) 725-2820

### **MODESTO**

2020 Standiford Avenue, Suite H  
Modesto, CA 95350  
(209) 576-1402

### **OAKHURST**

40004 Highway 41, Suite 101  
Oakhurst, CA 93644  
(559) 642-2265

### **PRATHER**

29430 Auberry Road  
Prather, CA 93651  
(559) 855-4100

### **RANCHO CORDOVA**

2865 Sunrise Boulevard  
Rancho Cordova, CA 95742  
(916) 235-4588

### **ROSEVILLE**

2999 Douglas Boulevard, Suite 160  
Roseville, CA 95661  
(916) 859-2550

### **STOCKTON**

2800 W. March Lane, Suite 120  
Stockton, CA 95219  
(209) 956-7800

### **VISALIA**

**Floral**  
120 N. Floral Street  
Visalia, CA 93291  
(559) 625-8733

### **Mission Oaks Plaza**

5412 Avenida de los Robles  
Visalia, CA 93291  
(559) 730-2851

## Board of Directors

*Central Valley Community Bancorp and Central Valley Community Bank:*

**James M. Ford**  
President & CEO

**Daniel J. Doyle**  
Chairman of the Board

**Daniel N. Cunningham**  
Lead Independent Director

**Edwin S. Darden, Jr.**

**F.T. "Tommy" Elliott, IV**

**Robert J. Flautt**

**Gary D. Gall**

**Steven D. McDonald**

**Louis C. McMurray**

**Karen A. Musson**

**William S. Smittcamp**

**Sidney B. Cox**

Founding Director Emeritus



[www.cvcb.com](http://www.cvcb.com)

