#### SCHLAUCH THOMAS J

Form 4

**PAR** 

**VALUE \$.01** 

September 15, 2009

#### **OMB APPROVAL** UNITED STATES SECURITIES AND EXCHANGE COMMISSION OMB 3235-0287 Washington, D.C. 20549 Number: Check this box January 31, Expires: if no longer 2005 STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP OF subject to Estimated average **SECURITIES** Section 16. burden hours per Form 4 or response... 0.5 Form 5 Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934, obligations Section 17(a) of the Public Utility Holding Company Act of 1935 or Section may continue. 30(h) of the Investment Company Act of 1940 See Instruction 1(b). (Print or Type Responses) 1. Name and Address of Reporting Person \* 5. Relationship of Reporting Person(s) to 2. Issuer Name and Ticker or Trading SCHLAUCH THOMAS J Issuer Symbol **BIG 5 SPORTING GOODS CORP** (Check all applicable) [BGFV] (Last) (First) (Middle) 3. Date of Earliest Transaction Director 10% Owner X\_ Officer (give title Other (specify (Month/Day/Year) below) C/O BIG 5 SPORTING GOODS 09/11/2009 Senior VP, Buying CORPORATION, 2525 EAST EL SEGUNDO BLVD (Street) 4. If Amendment, Date Original 6. Individual or Joint/Group Filing(Check Filed(Month/Day/Year) Applicable Line) \_X\_ Form filed by One Reporting Person Form filed by More than One Reporting EL SEGUNDO, CA 90245 (City) (State) (Zip) Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned 3. 1.Title of 2. Transaction Date 2A. Deemed 4. Securities 5. Amount of 7. Nature of Security (Month/Day/Year) Execution Date, if TransactionAcquired (A) or Securities Ownership Indirect (Instr. 3) Code Disposed of (D) Beneficially Form: Direct Beneficial (Month/Day/Year) (Instr. 8) (Instr. 3, 4 and 5) Owned (D) or Ownership Following Indirect (I) (Instr. 4) Reported (Instr. 4) (A) Transaction(s) (Instr. 3 and 4) (D) Price Code V Amount **COMMON** STOCK, $S^{(1)}$ 09/11/2009 956 \$ 16 35,575 D D **PAR VALUE \$.01 COMMON** By STOCK. Schlauch

5,000

I

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

Family

Trust

Persons who respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

SEC 1474 (9-02)

> 9. Nu Deriv Secur Bene Own Follo Repo Trans (Instr

Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned (e.g., puts, calls, warrants, options, convertible securities)

1. Title of	2.	3. Transaction Date	3A. Deemed	4.	5.	6. Date Exerci	sable and	7. Titl	e and	8. Price of	9
Derivative	Conversion	(Month/Day/Year)	Execution Date, if	Transacti	orNumber	Expiration Da	te	Amou	nt of	Derivative	J
Security	or Exercise		any	Code	of	(Month/Day/Y	(ear)	Under	lying	Security	,
(Instr. 3)	Price of		(Month/Day/Year)	(Instr. 8)	Derivative	e		Securi	ities	(Instr. 5)	]
	Derivative				Securities			(Instr.	3 and 4)		(
	Security				Acquired						J
					(A) or						J
					Disposed						7
					of (D)						(
					(Instr. 3,						
					4, and 5)						
									A		
									Amount		
						Date	Expiration	TC:41	or		
						Exercisable	Date	Title	Number		
				C + V	(A) (D)				of		
				Code V	(A) (D)				Shares		

#### **Reporting Owners**

Reporting Owner Name / Address		Relation	ıships	
4	Director	10% Owner	Officer	Other
SCHLAUCH THOMAS J C/O BIG 5 SPORTING GOODS CORPORATION 2525 EAST EL SEGUNDO BLVD EL SEGUNDO, CA 90245			Senior VP, Buying	

### **Signatures**

GARY S. MEADE, ATTORNEY-IN-FACT

09/14/2009

Date

\*\*Signature of Reporting Person

### **Explanation of Responses:**

- \* If the form is filed by more than one reporting person, see Instruction 4(b)(v).
- \*\* Intentional misstatements or omissions of facts constitute Federal Criminal Violations. See 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).
- (1) The sale reported in this Form 4 was effected pursuant to the Rule 10b5-1 trading plan adopted by the reporting person on August 27, 2009.

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, *see* Instruction 6 for procedure. Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB number. TD style="border-bottom:0.5pt solid #000000" valign=bottom width=67.2>

2.79%

Reporting Owners 2

	48,881
	1.512
	1,513
	3.10%
Total deposits	
	108,137
	,
	2,571
	2.38%
	70.004
	70,804
	1,817
	2.57%
	2.31 /0
Borrowings	
	4.024
	4,834
	196
	4.05%
	4.03%

	Edgar Filing: SCHLAUCH THOMAS J - Form 4
	4,381
	184
Federal funds purchased	4.20%
•	
	172
	2
	1.16%
	122
	2
	1.64%
Total interest bearing liabilities	
	113,143
	2,769
	2.45%

	Edgar Filing: SCHLAUCH THOMAS J - Form 4	75,307
		2,003
Noninterest bearing deposits		2.66%
		9,401
		5,431
Other liabilities		
		384
		398
Total liabilities		
		122,928
		81,136
Equity capital		
		14,030

5

Explanation of Responses:

	13,439
Total liabilities and capital	
	\$136,958
	\$ 94,575
Net interest income before	
provision for loan losses	
\$ 4,881	
\$ 3,124	
Interest spread - average yield on interest	
earning assets, less average rate on	
interest bearing liabilities	
	3.63%
	3.33%

Edgar Filing: SCHLAUCH THOMAS J - Form 4
Annualized net interest margin (net
interest income expressed as
percentage of average earning assets)
3.88%
3.65%
Interest income and interest expense are affected by changes in both average interest rates and average volumes of interest-earning assets and interest-bearing liabilities. The following table analyzes changes in net interest income attributable to changes in the volume of interest-sensitive assets and liabilities compared to changes in interest rates Nonaccrual loans are included in average loans outstanding. The changes in interest due to both rate and volume have been allocated to changes due to volume and changes due to rate in proportion to the relationship of the absolute dollar amounts of the changes in each.
20

### Rate/Volume Analysis (In thousands)

	2	2004 vs. 2003		2003 vs. 2002				
	Inc	Increase (Decrease)			Increase (Decrease)			
	Dι	ie to Changes ir	ı	Dı	ie to Changes ii	n		
	Volume	Rate	Total	Volume	Rate	Total		
Interest income								
Loans	\$2,661	\$(183)	\$2,478	\$2,143	\$(280)	\$1,863		
Investment securities	17	(24)	(7)	(173)	(148)	(321)		
Fed funds sold and								
other	42	10	52	(25)	(23)	(48)		
Total interest income	2,720	(197)	2,523	1,945	(451)	1,494		
Interest expense								
Deposits								
Interest checking	15	(3)	12	19	(19)	-		
Money market accounts	87	(9)	78	13	(8)	5		
Savings accounts	6	(3)	3	17	(38)	(21)		
Certificates of deposit	794	(133)	661	311	(162)	149		
Total deposits	902	(148)	754	360	(227)	133		
FHLB Advances	-	-	-	110	(4)	106		
Federal funds purchased	-	-	-	1	-	1		
Other borrowings	12	-	12	18	-	18		
Total interest expense	914	(148)	766	489	(231)	258		
Net interest income	\$1,806	\$ (49)	\$1,757	\$1,456	\$(220)	\$1,236		

#### **Provision for loan losses**

The provision for loan losses for 2004, 2003 and 2002 was \$533,000, \$399,000, and \$313,000, respectively. The 33.6% increase in 2004 and the 27.5% increase in 2003 were due to stronger loan growth in both years. Gross outstanding loans increased by \$42,942,000 in 2004 and by \$42,491,000 in 2003. The amount of the loan loss provision is determined by an evaluation of the level of loans outstanding, the level of non-performing loans, historical loan loss experience, delinquency trends, the amount of actual losses charged to the reserve in a given period and assessment of present and anticipated economic conditions.

#### **Noninterest income**

Noninterest income has increased significantly over the last two years from \$291,000 in 2002 to \$1,434,000 in 2003 and to \$1,759,000 in 2004, an increase of \$1,468,000 over the two year period. This increase is directly attributable to the acquisition of the Bank s mortgage banking subsidiary, Community First. As a result of this acquisition, our gains on loan sales increased from \$96,000 in 2002 to \$818,000 in 2003 and to \$1,073,000 in 2004, a \$977,000 increase over the two year period.

#### Noninterest expense

Noninterest expense for the year ended December 31, 2004 amounted to \$5,585,000, an increase of \$1,495,000, or 36.6%, from the \$4,090,000 recorded in 2003. Salaries and benefits represented the largest increase, increasing from \$2,225,000 in 2003 to \$3,108,000 in 2004, a \$883,000, or 39.7%, increase. This increase as well as other increases in noninterest expense were primarily attributable to the growth of the Bank, a full year of operating expense related to Community First, and the opening of two branches in 2004.

Noninterest expense for the year ended December 31, 2003 totaled \$4,090,000, an increase of \$1,894,000, or 86.2%, from the \$2,196,000 recorded in 2002. Again, salaries and benefits represented the largest increase, increasing by 119.6% in 2003 to \$2,225,000, compared to \$1,013,000 in 2002. This increase as well as other increases in noninterest expense were primarily attributable to the acquisition of Community First and the opening of the Chester branch in 2003.

#### **Income taxes**

We recorded an income tax benefit of \$339,000 in 2004 as a result of removing the valuation allowance against net deferred tax assets. This valuation allowance had been established in prior years due to the Company s operating losses. We did not record any income tax expense in 2003 or 2002.

Commercial banking organizations conducting business in Virginia are not subject to Virginia income taxes. Instead, they are subject to a franchise tax based on bank capital. The Bank recorded a franchise tax expense of \$116,000, \$82,000 and \$84,000 for 2004, 2003 and 2002, respectively.

#### Loans

The following table presents the composition of our loan portfolio at the dates indicated.

Loan Portfolio, Net (in thousands)

December 31, 2004 December 31, 2003

Amount % Amount %

Commercial	\$40,491	29.8%	\$32,822	35.4%
Real estate residential	15,395	11.3%	14,279	15.3%
Real estate commercial	45,121	33.2%	16,500	17.7%
Real estate construction	30,870	22.7%	25,627	27.5%
Consumer	4,130	3.0%	3,836	4.1%
Total loans	136,007	100.0%	93,064	100.0%
Less: unearned income, net	(331)	(404)		
Less: allowance for loan losses	(1,514)			
Total loans, net	\$134,162		\$91,522	
	22			

# Maturities of Selected Loans December 31, 2004 (In thousands)

			Fixed Rate		V	Variable Rate	e	
	Within	1 to 5	After		1 to 5	After		Total
	1 Year	Years	5Years	Total	Years	5Years	Total	Maturities
Commercial	\$25,435	\$4,782	\$4,447	\$9,229	\$5,827	\$ -	\$5,827	\$40,491
R/E								
Construction	21,350	270	7,415	7,685	1,835	-	1,835	30,870

#### Allowance for loan losses

The allowance for loan losses at December 31, 2004 was \$1,514,000, compared to \$1,138,000 at December 31, 2003 and \$755,000 at December 31, 2002. The ratio of the allowance for loan losses to gross loans was 1.12% at December 31, 2004, 1.23% at December 31, 2003, and 1.50% at December 31, 2002. The amount of the loan loss provision is determined by an evaluation of the level of loans outstanding, the level of non-performing loans, historical loan loss experience, delinquency trends, the amount of actual losses charged to the reserve in a given period and assessment of present and anticipated economic conditions. We believe the amount of the allowance for loan losses at December 31, 2004 is adequate to absorb the losses that can reasonably be anticipated from the loan portfolio at that date.

The following table presents an analysis of the changes in the allowance for loan losses for the periods indicated.

### **Analysis of Allowance for Loan Losses** (In thousands)

	Year Ended Decem	per 31,
	2004	2003
Beginning balance	\$ 1,138	\$ 755
Provision for loan losses	533	399
Charge-offs		
Commercial	(89)	(55)
Consumer	(48)	-
Mortgage	(21)	-
	(158)	(55)
Recoveries	1	-
Acquisition of Community First	-	39
Ending balance	\$ 1,514	\$ 1,138
Loans outstanding at end of year (1) Ratio of allowance for loan losses as a percent of loans outstanding at	\$ 135,676	\$ 92,660
end of year	1.12%	1.23%
Average loans outstanding for the year (1) Ratio of net charge-offs to average loans	\$ 111,829	\$ 72,169
outstanding for the year	0.14%	0.08%

We have allocated the allowance for loan losses according to the amount deemed to be reasonably necessary to provide for the possibility of losses being incurred within each of the categories of loans. The allocation of the allowance as shown in the table below should not be interpreted as an indication that losses in future years will occur

<sup>(1)</sup> Loans are net of unearned income.

in the same proportions or that the allocation indicates future loss trends. Furthermore, the portion allocated to each loan category is not the total amount available for future losses that might occur within such categories since the total allowance is a general allowance applicable to the entire portfolio.

## Allocation of the Allowance for Loan Losses (In thousands)

	Decen	nber 31, 2004	Decer	December 31, 2003		
	Total	%	Total	%		
Commercial	\$ 653	43.2%	\$ 571	50.2%		
Real estate - residential	97	6.4%	71	6.2%		
Real estate - commercial	474	31.3%	225	19.8%		
Real estate - construction	205	13.5%	172	15.1%		
Consumer	85	5.6%	99	8.7%		
Total	\$ 1,514	100.0%	\$ 1,138	100.0%		

#### **Asset quality**

The following table summarizes asset quality information at the dates indicated:

### Asset Quality (In thousands)

	At Dece	ember 30,	
	2004		2003
Nonaccrual loans	\$ 473	\$	336
Restructured loans	-		-
Foreclosed properties	-		-
Total nonperforming assets	\$ 473	\$	336
Loans past due 90 days and still accruing			
(not included in nonaccrual loans above)	\$ 1,134	\$	654
Nonperforming assets to loans at end of year (1)	0.35%		0.36%
Allowance for loan losses to nonaccrual loans	320.1%		338.7%

<sup>(1)</sup> Loans are net of unearned income.

Interest is accrued on outstanding loan principal balances, unless the Company considers collection to be doubtful. Commercial and unsecured consumer loans are designated as non-accrual when payment is delinquent 90 days or at the point which the Company considers collection doubtful, if earlier. Mortgage loans and most other types of consumer loans past due 90 days or more may remain on accrual status if management determines that concern over our ability to collect principal and interest is not significant. When loans are placed in non-accrual status, previously accrued and unpaid interest is reversed against interest income in the current period and interest is subsequently

recognized only to the extent cash is received. Interest accruals are resumed on such loans only when in the judgment of management, the loans are estimated to be fully collectible as to both principal and interest.

At December 31, 2004, the Company had seven loans totaling \$473,000 for which interest was no longer being accrued. These loans are considered impaired and have specific allowances for loan losses totaling \$108,000 at December 31, 2004. The gross interest income that would have been earned in 2004 if the loans classified as nonaccrual had been current in accordance with the original terms was \$60,000. Ten loans totaling \$1,134,000 at December 31, 2004 were past due 90 days or more and interest was still being accrued as such amounts were considered collectible.

#### **Investment portfolio**

At December 31, 2004 and 2003, all of our securities were classified as available-for-sale. The following table presents the composition of our investment portfolio at the dates indicated.

## Investment Securities Available-for-Sale (Dollars in thousands)

			Unrealized	Estimated	
	Par	Amortized	Gain	Fair	Average
	Value	Cost	(Loss)	Value	Yield
<b>December 31, 2004</b>					
US Government Agencies					
Within one year	\$ 1,820	\$ 1,814	\$ (1)	\$ 1,813	2.13%
One to five years	500	513	(8)	505	2.97%
More than five years	2,500	2,500	(49)	2,451	2.82%
Total	4,820	4,827	(58)	4,769	2.57%
Mortgage-backed securities					
More than five years	450	453	10	463	3.62%
Total	450	453	10	463	3.62%
Other investments					
Within one year	146	146	-	146	5.50%
More than five years	50	50		50	3.92%
	196	196	-	196	5.10%
Total investment securities	\$ 5,466	\$ 5,476	\$ (48)	\$ 5,428	2.75%
December 31, 2003					
US Government Agencies					
Within one year	\$ 3,400	\$ 3,398	\$ (1)	\$ 3,397	1.93%
One to five years	1,100	1,138	(9)	1,129	3.85%
More than five years	2,750	2,756	(55)	2,701	5.24%
Total	7,250	7,292	(65)	7,227	3.48%

Mortgage-backed securities					
More than five years	1,316	1,333	14	1,347	4.06%
Total	1,316	1,333	14	1,347	4.06%
Other investments					
More than five years	50	50	-	50	3.92%
Total investment securities	\$ 8,616	\$ 8,675	\$ (51)	\$ 8,624	3.57%
		26			

#### **Deposits**

The following table gives the composition of our deposits at the dates indicated.

### **Deposits**(In thousands)

	December 3	1, 2004	December 31, 2003		
	Amount	%	Amount	%	
Demand accounts	\$ 10,031	7.2%	\$ 7,522	7.8%	
Interest checking accounts	6,453	4.6%	4,686	4.9%	
Money market accounts	24,000	17.1%	20,570	21.4%	
Savings accounts	4,438	3.2%	3,280	3.4%	
Time deposits of \$100,000 and					
over	31,974	22.8%	19,276	20.0%	
Other time deposits	63,131	45.1%	40,989	42.5%	
Total	\$ 140,027	100.0%	\$ 96,323	100.0%	

Total deposits increased by 45.4% in 2004 and by 49.1% in 2003.

The variety of deposit accounts offered by the Company has allowed us to be competitive in obtaining funds and has allowed us to respond with flexibility to, although not to eliminate, the threat of disintermediation (the flow of funds away from depository institutions such as banking institutions into direct investment vehicles such as government and corporate securities). Our ability to attract and retain deposits, and our cost of funds, has been, and will continue to be, significantly affected by money market conditions.

The following table is a schedule of average balances and average rates paid for each deposit category for the periods presented:

#### **Average Deposits and Rates Paid**

#### (In thousands)

Year Ended December 31,

	2004		2003	
Account Type	Amount	Rate	Amount	Rate
Noninterest-bearing demand accounts	\$ 9,401	_	\$ 5,425	-
Interest-bearing deposits				
Interest checking accounts	5,434	0.94%	3,829	1.02%
Money market accounts	20,721	1.46%	14,751	1.52%
Savings accounts	3,930	1.12%	3,349	1.22%
Time deposits of \$100,000 and over	25,857	2.63%	15,846	2.83%
Other time deposits	52,195	2.86%	33,035	3.22%
Total interest-bearing deposits	108,137	2.38%	70,810	2.57%
Total average deposits	\$117,538		\$ 76,235	

The following table is a schedule of maturities for time deposits of \$100,000 or more at the dates indicated.

### Maturities of Time Deposits of \$100,000 or More (In thousands)

	As of December 31,			
	2	2004	200	03
Due within three months	\$	5,685	\$	3,628
Due after three months through six months		6,649		4,623
Due after six months through twelve months		6,966		3,034
Over twelve months		12,674		7,991
	\$	31,974	\$	19,276

#### **Borrowings**

We utilize borrowings to supplement deposits when they are available at a lower overall cost to us or they can be invested at a positive rate of return.

As a member of the Federal Home Loan Bank (FHLB) of Atlanta, the Bank is required to own capital stock in the FHLB and is authorized to apply for borrowings from the FHLB. Each FHLB credit program has its own interest rate, which may be fixed or variable, and range of maturities. The FHLB may prescribe the acceptable uses to which the advances may be put, as well as on the size of the advances and repayment provisions. Borrowings from the FHLB were \$4,000,000 at December 31, 2004 and 2003. The FHLB advances are secured by the pledge of residential mortgage loans, U.S. Government agency securities and our FHLB stock.

Federal funds purchased represent unsecured borrowings from other banks and generally mature daily. We did not have any purchased federal funds at December 31, 2004 or 2003.

#### **Contractual obligations and other commitments**

The Company is a party to financial instruments with off-balance sheet risk in the normal course of business to meet the financing needs of its customers and to reduce its own exposure to fluctuations in interest rates. These financial instruments include commitments to extend credit and standby letters of credit. These instruments involve elements of credit risk and interest rate risk in excess of the amount recognized in the consolidated balance sheets. The contractual amounts of these instruments reflect the extent of the Company s involvement in particular classes of financial instruments.

The Company s exposure to credit loss in the event of nonperformance by the other party to the financial instruments for commitments to extend credit and letters of credit written is represented by the contractual amount of these instruments. The Company uses the same credit policies in making commitments and conditional obligations as it does for on-balance sheet instruments. Unless noted otherwise, the Company does not require collateral or other security to support financial instruments with credit risk.

Commitments to extend credit are agreements to lend to a customer as long as there is no

violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. Since many of the commitments may expire without being completely drawn upon, the total commitment amounts do not necessarily represent future cash requirements.

The following table summarizes our contractual cash obligations and commitments, including maturing certificates of deposit, as of December 31, 2004 and the effect such obligations may have on liquidity and cash flows in future periods.

## Contractual Obligations (Dollars in thousands)

	Less Than One Year	1-3 Years	3-5 Years	Over 5 Years	Total
Leased property	\$ 54	\$ 85	\$ 10	\$ -	\$ 149
Time deposits (1)	51,973	26,830	16,302	-	95,105
FHLB advances	-	2,000	2,000	-	4,000
Other borrowings	835	-	-	-	835
Undisbursed credit					
lines	29,355	-	-	-	29,355
Commitments to extend credit	3,151	-	-	-	3,151
Standby letters of credit	3,527	-	-	-	3,527
	\$ 88,895	\$28,915	\$ 18,312	\$ -	\$136,122

<sup>(1)</sup> We expect to retain maturing deposits or replace maturing amounts with comparable time deposits based on current market rates.

#### **Capital resources**

Stockholders equity at December 31, 2004 was \$14,985,000, compared to \$13,590,000 at December 31, 2003 and \$13,469,000 at December 31, 2002. The \$1,395,000 increase in equity during 2004 was due primarily to the net income for the year of \$862,000 and proceeds from the issuance of common stock of \$515,000. The \$121,000 increase in equity during 2003 was due to the net income for the year of \$69,000, the proceeds from the issuance of common stock of \$112,000, reduced by the \$(61,000) decrease in the net unrealized value of securities available-for-sale.

The following table presents the composition of regulatory capital and the capital ratios at the dates indicated.

### Analysis of Capital (In thousands)

	As of December 31,	
	2004	2003
Tier 1 capital		
Common stock	\$ 7,047	\$ 6,844
Additional paid-in capital	8,616	8,304
Accumulated deficit	(646)	(1,507)
Total equity	15,017	13,641
Less: goodwill	(689)	(934)
Total Tier 1 capital	14,328	12,707
Tier 2 capital		
Allowance for loan losses	1,514	1,138
Total Tier 2 capital	1,514	1,138
Total risk-based capital	15,842	13,845
Risk-weighted assets	\$ 153,020	\$ 99,643
Capital ratios		
Tier 1 capital to risk-weighted assets	9.4%	12.8%
Total capital to risk-weighted assets	10.4%	13.9%
Leverage ratio (Tier 1 capital to		
average assets)	9.4%	11.4%
Equity to total assets	9.3%	11.8%

Federal regulatory agencies are required by law to adopt regulations defining five capital tiers: well capitalized, adequately capitalized, under capitalized, significantly under capitalized, and critically under capitalized. The Bank meets the criteria to be categorized as a well capitalized institution as of December 31, 2004. The well capitalized classification permits financial institutions to minimize the cost of FDIC insurance assessments by being charged a

lesser rate than those that do not meet this definition.

#### Liquidity

Liquidity provides us with the ability to meet normal deposit withdrawals, while also providing for the credit needs of customers. We are committed to maintaining liquidity at a level sufficient to protect depositors, provide for reasonable growth, and fully comply with all regulatory requirements.

At December 31, 2004, cash, cash equivalents and investment securities available-for-sale totaled \$14,027,000, or 8.8% of total assets.

30

At December 31, 2004, we had commitments to originate \$36,033,000 of loans. Fixed commitments to incur capital expenditures were less than \$25,000 at December 31, 2004. Certificates of deposit scheduled to mature in the 12-month period ending December 31, 2004 total \$51,804,000. We believe that a significant portion of such deposits will remain with us. We further believe that loan repayments and other sources of funds will be adequate to meet our foreseeable short-term and long-term liquidity needs.

#### **Interest rate sensitivity**

An important element of asset/liability management is the monitoring of our sensitivity to interest rate movements. In order to measure the effects of interest rates on our net interest income, management takes into consideration the expected cash flows from the securities and loan portfolios and the expected magnitude of the repricing of specific asset and liability categories. We evaluate interest sensitivity risk and then formulate guidelines to manage this risk based on management s outlook regarding the economy, forecasted interest rate movements and other business factors. Our goal is to maximize and stabilize the net interest margin by limiting exposure to interest rate changes.

Contractual principal repayments of loans do not necessarily reflect the actual term of our loan portfolio. The average lives of mortgage loans are substantially less than their contractual terms because of loan prepayments and because of enforcement of due-on-sale clauses, which gives us the right to declare a loan immediately due and payable in the event, among other things, the borrower sells the real property subject to the mortgage and the loan is not repaid. In addition, certain borrowers increase their equity in the security property by making payments in excess of those required under the terms of the mortgage.

The sale of fixed rate loans is intended to protect us from precipitous changes in the general level of interest rates. The valuation of adjustable rate mortgage loans is not as directly dependent on the level of interest rates as is the value of fixed rate loans. As with other investments, we regularly monitor the appropriateness of the level of adjustable rate mortgage loans in our portfolio and may decide from time to time to sell such loans and reinvest the proceeds in other adjustable rate investments.

The data in the following table reflects repricing or expected maturities of various assets and liabilities at December 31, 2004. The gap analysis represents the difference between interest-sensitive assets and liabilities in a specific time interval. Interest sensitivity gap analysis presents a position that existed at one particular point in time, and assumes that assets and liabilities with similar repricing characteristics will reprice at the same time and to the same degree.

# Interest Rate Sensitivity GAP Analysis December 31, 2004 (In thousands)

	Within 3	3 to 6	6 to 12	13 to 36	More than 36	
	Months	Months	Months	Months	Months	Total
Interest Rate Sensitive Assets						
Loans (1)						
Fig. 44.	\$	¢ 001	¢ 1.700	¢ 1.071	\$	\$
Fixed rate	1,510	\$ 801	\$ 1,700	\$ 1,971	3,642	9,624
Variable rate	87,617	2,208	4,625	15,483	16,450	126,383
Investment securities	1,814	_		506	3,108	5,428
Loans held for sale	2,867	_	_	-	5,100	2,867
Federal funds sold	4,958	_		_		4,958
r cacrar runas sola	7,230					7,730
Total rate sensitive assets	98,766	3,009	6,325	17,960	23,200	149,260
Cumulative rate	70,700	2,000	0,323	17,500	23,200	11,7,200
sensitive assets	98,766	101,775	108,100	126,060	149,260	
Interest Rate Sensitive Liabilities Interest checking						
(2)	-	-	-	6,453	-	6,453
Money market accounts	24,001	-	-	-	-	24,001
Savings (2)	-	-	-	4,438	-	4,438
Certificates of deposit	16,074	15,830	20,069	26,830	16,302	95,105
FHLB advances	-	-	-	-	4,000	4,000
Other borrowings	835	-	-	-	-	835
Total rate sensitive liabilities	40,910	15,830	20,069	37,721	20,302	134,832
Cumulative rate sensitive liabilities	40,910	56,740	76,809	114,530	134,832	

Rate sensitivity gap for period	\$ 57,856	\$(12,821)	\$(13,744)	\$(19,761)	\$ 2,898	\$ 14,428
Cumulative rate sensitivity gap	\$ 57,856	\$ 45,035	\$ 31,291	\$ 11,530	\$ 14,428	
Ratio of cumulative gap to total assets Ratio of cumulative rate sensitive	35.9%	27.9%	19.4%	7.2%	8.9%	
assets to cumulative rate sensitive						
liabilities Ratio of cumulative gap to	241.4%	179.4%	140.7%	110.1%	110.7%	
cumulative rate sensitive assets	58.6%	44.2%	28.9%	9.1%	9.7%	

At December 31, 2004, our assets that reprice within one year exceeded liabilities that reprice within one year by \$31,291,000 and therefore we were in an asset-sensitive position. A positive gap can adversely affect earnings in periods of falling interest rates. This positive position is due primarily to our adjustable rate loan portfolio.

<sup>(1)</sup> Includes nonaccrual loans of approximately \$472,700, which are spread throughout the categories.

<sup>(2)</sup> Management believes that interest checking and savings accounts are generally not sensitive to changes in interest rates and therefore has placed such deposits in the "13 to 36 months" category.

#### **Critical accounting policies**

The financial condition and results of operations presented in the financial statements, accompanying notes to the financial statements and management's discussion and analysis are, to a large degree, dependent upon the Company's accounting policies. The selection and application of these accounting policies involve judgments, estimates, and uncertainties that are susceptible to change.

Presented below is discussion of those accounting policies that management believes are the most important accounting policies to the portrayal and understanding of our financial condition and results of operations. These critical accounting policies require management's most difficult, subjective and complex judgments about matters that are inherently uncertain. In the event that different assumptions or conditions were to prevail, and depending upon the severity of such changes, the possibility of materially different financial condition or results of operations is a reasonable likelihood. See also Note 1 of the Notes to Consolidated Financial Statements.

We monitor and maintain an allowance for loan losses to absorb an estimate of probable losses inherent in the loan. We maintain policies and procedures that address the systems of controls over the following areas of maintenance of the allowance: the systematic methodology used to determine the appropriate level of the allowance to provide assurance they are maintained in accordance with accounting principles generally accepted in the United States of America; the accounting policies for loan charge-offs and recoveries; the assessment and measurement of impairment in the loan and lease portfolio; and the loan grading system.

We evaluate various loans individually for impairment as required by Statement of Financial Accounting Standards (SFAS) 114, Accounting by Creditors for Impairment of a Loan, and SFAS 118, Accounting by Creditors for Impairment of a Loan - Income Recognition and Disclosures. Loans evaluated individually for impairment include non-performing loans, such as loans on non-accrual, loans past due by 90 days or more, restructured loans and other loans selected by management. The evaluations are based upon discounted expected cash flows or collateral valuations. If the evaluation shows that a loan is individually impaired, then a specific reserve is established for the amount of impairment. If a loan evaluated individually is not impaired, then the loan is assessed for impairment under SFAS 5, Accounting for Contingencies, with a group of loans that have similar characteristics.

For loans without individual measures of impairment, we make estimates of losses for groups of loans as required by SFAS 5. Loans are grouped by similar characteristics, including the type of loan, the assigned loan classification and the general collateral type. A loss rate reflecting the expected loss inherent in a group of loans is derived based upon estimates of default rates for a given loan grade, the predominant collateral type for the group and the terms of the loan. The resulting estimate of losses for groups of loans is adjusted for relevant environmental factors and other conditions of the portfolio of loans and leases, including: borrower and industry concentrations; levels and trends in delinquencies, charge-offs and recoveries; changes in underwriting standards and risk selection; level of experience, ability and depth of lending management; and national and local economic conditions.

The amount of estimated impairment for individually evaluated loans and groups of loans is added together for a total estimate of loans and lease losses. This estimate of losses is compared to our allowance for loan and lease losses as of the evaluation date and, if the estimate of losses is greater than the allowance, an additional provision to the allowance would be made. If the estimate of losses is less than the allowance, the degree to which the allowance exceeds the estimate is evaluated to determine whether the allowance falls outside a range of estimates. If the estimate of losses is below the range of reasonable estimates, the

allowance would be reduced by way of a credit to the provision for loan losses. We recognize the inherent imprecision in estimates of losses due to various uncertainties and variability related to the factors used, and therefore a reasonable range around the estimate of losses is derived and used to ascertain whether the allowance is too high. If different assumptions or conditions were to prevail and it is determined that the allowance is not adequate to absorb the new estimate of probable losses, an additional provision for loan losses would be made, which amount may be material to the Financial Statements.

#### Forward-looking statements

Certain information contained in this discussion may include	forward-looking statements	within the meaning o	f
Section 27A of the Securities Act of 1933, as amended, and Sect	ion 21E of the Securities Exc	change Act of 1934, as	
amended. These forward-looking statements are generally iden	tified by phrases such as w	e expect, we believe	or
words of similar import. Such forward-looking statements inv	olve known and unknown ri	sks including, but not	
limited to, the following factors:			

the ability to successfully manage the Company s growth or implement its growth strategies if it is unable to identify attractive markets, locations or opportunities to expand in the future;

maintaining capital levels adequate to support the Company s growth;

reliance on the Company s management team, including its ability to attract and retain key personnel;

interest rate fluctuations;

risk inherent in making loans such as repayment risks and fluctuating collateral values;

the ability to continue to attract low cost core deposits to fund asset growth;

changes in laws and regulations applicable to us;

changes in general economic and business conditions;
competition within and from outside the banking industry;
new products and services in the banking industry;
problems with our technology; and
changing trends in customer profiles and behavior.
Although we believe that our expectations with respect to the forward-looking statements are based upon reliable assumptions within the bounds of our knowledge of our business and operations, there can be no assurance that actual results, performance or achievements of the Company will not differ materially from any future results, performance or achievements expressed or implied by such forward-looking statements.
New accounting standards
In December 2003, the FASB issued Statement of Position 03-3, Accounting for Certain Loans or Debt Securities Acquired in a Transfer . This SOP, among other things, no longer allows financial institutions to record an allowance for loan losses, related to credit quality, when they purchase loans, including through a purchase business acquisition. The SOP is effective, on a prospective basis, for loans acquired in fiscal years beginning after December 31, 2004. We do not expect the adoption of SOP 03-3 to have an effect on our financial statements.
In January 2003, the FASB s emerging issues task force issued statement 03-1 The Meaning of Other-Than-Temporar Impairment and Its Application to Certain Investments . The statement provides guidance in determining when an investment is considered impaired, whether that impairment is other than temporary, and the measurement of an impairment loss.
34

The guidance also includes accounting considerations subsequent to the recognition of an other-than-temporary impairment and requires certain disclosures about unrealized losses that have not been recognized as other-than-temporary impairments. The adoption of EITF 03-1 did not have a material impact on the Company s results of operations, financial position or cash flows.

In April 2003, the FASB issued Statement No. 149, FAS 149 Amendment of Statement 133 on Derivative Instruments and Hedging Activities. This Statement amends and clarifies financial accounting and reporting for derivative instruments, including certain derivative instruments embedded in other contracts (collectively referred to as derivatives) and for hedging activities under FASB Statement No. 133, Accounting for Derivative Instruments and Hedging Activities. The adoption of FAS 149 did not have a material impact on the Company s results of operations, financial position or cash flows.

In December 2003, the FASB issued FIN No. 46R, Consolidation of Variable Interest Entities, an interpretation of Accounting Research Bulletin No. 51. FIN No. 46R requires that variable interest entities be consolidated by a company if that company is subject to a majority of the risk of loss from the variable interest entity s activities or is entitled to receive a majority of the entity s residual returns or both. FIN 46R also requires disclosure about variable interest entities that companies are not required to consolidate but in which a company has a significant variable interest. The consolidation requirements must be adopted no later than the beginning of the first fiscal year or interim period beginning after March 15, 2004. The adoption of FIN No. 46R is not expected to have a material impact on the Company s results of operations, financial position or cash flows.

SFAS No. 123 (Revised 2004), Share-Based Payment, issued in December 2004, is a revision of FASB Statement 123, Accounting for Stock-Based Compensation and supersedes APB Opinion No. 25, Accounting for Stock Issued to Employees, and its related implementation guidance. The Statement focuses primarily on accounting for transactions in which an entity obtains employee services in share-based payment transactions. SFAS No. 123 (Revised 2004) requires an entity to measure the cost of employee services received in exchange for an award of equity instruments based on the grant-date fair value of the award (with limited exceptions). That cost will be recognized over the period during which an employee is required to provide service in exchange for the award. This statement is effective as of the beginning of the annual reporting period that begins after December 15, 2005. Although the Company has not completed its assessment, it does not believe the impact on the consolidated financial position or results of operations will be material.

#### Impact of inflation and changing prices and seasonality

The financial statements in this document have been prepared in accordance with generally accepted accounting principles which require the measurement of financial position and operating results in terms of historical dollars, without consideration of changes in the relative purchasing power of money over time due to inflation.

Unlike industrial companies, most of the assets and liabilities of a financial institution are monetary in nature. As a result, interest rates have a more significant impact on a financial institution s performance than the effects of general levels of inflation. Interest rates do not necessarily move in the same direction or in the same magnitude as the price of goods and services, since such prices are affected by inflation.

#### ITEM 7 FINANCIAL STATEMENTS

#### **Audited Financial Statements**

The following 2004 Financial Statements of Southern	Community	Financial Corp.	are included	after the	signature
pages:					

#### **Page**

- Report of Independent Registered Public Accounting Firm
- 42
- Consolidated Statements of Financial Condition
- 43
- Consolidated Statements of Operations
- 44
- 45
- Consolidated Statements of Cash Flows
- 46
- Notes to Consolidated Financial Statements
- 47

## ITEM 8 CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURE

None.
ITEM 8A CONTROLS AND PROCEDURES
As of the end of the period covered by this report, the Company carried out an evaluation, under the supervision and with the participation of the Company s management, including the Company s Chief Executive Officer and Chief Financial Officer, of the effectiveness of the design and operation of the Company s disclosure controls and procedures pursuant to the Securities Exchange Act of 1934, as amended. Based upon that evaluation, the Company s Chief Executive Officer and Chief Financial Officer concluded that the Company s disclosure controls and procedures are effective in timely alerting them to material information relating to the Company (including its consolidated subsidiaries) required to be included in the Company s periodic filings with the Securities and Exchange Commission.
The Company s management is also responsible for establishing and maintaining adequate internal control over financial reporting. There were no changes in the Company s internal control over financial reporting identified in connection with the evaluation of it that occurred during the Company s last fiscal quarter that materially affected, or are reasonably likely to materially affect, internal control over financial reporting.
ITEM 8B OTHER INFORMATION
None.
36

#### **PART III**

# ITEM 9 DIRECTORS, EXECUTIVE OFFICERS, PROMOTERS AND CONTROL PERSONS; COMPLIANCE WITH SECTION 16(a) OF THE EXCHANGE ACT

Pursuant to General Instruction E(3) of Form 10-KSB, the information required to be disclosed in this Item 9 is contained in the Company s Proxy Statement for the 2005 Annual Meeting of Shareholders and is incorporated herein by reference.

#### ITEM 10 EXECUTIVE COMPENSATION

Pursuant to General Instruction E(3) of Form 10-KSB, the information required to be disclosed in this Item 10 is contained in the Company s Proxy Statement for the 2005 Annual Meeting of Shareholders and is incorporated herein by reference.

## ITEM 11 SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT AND RELATED STOCKHOLDER MATTERS

Pursuant to General Instruction E(3) of Form 10-KSB, the information required to be disclosed in this Item 11 is contained in the Company s Proxy Statement for the 2005 Annual Meeting of Shareholders and is incorporated herein by reference.

#### ITEM 12 CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS

Pursuant to General Instruction E(3) of Form 10-KSB, the information required to be disclosed in this Item 12 is contained in the Company s Proxy Statement for the 2005 Annual Meeting of Shareholders and is incorporated herein by reference.

## ITEM 13 EXHIBITS

Exhibit
<u>Number</u>
<u>Description</u>
3.1
Articles of Incorporation of Southern Community Financial Corp., incorporated by reference to Exhibit 3.1 of the Current Report on Form 8-K dated April 30, 2004.
3.2
Bylaws of Southern Community Financial Corp., incorporated by reference to Exhibit 3.2 of the Current Report or Form 8-K dated April 30, 2004.
10.1
Incentive Plan.
10.2
Organizational Investors Warrant Plan.
10.3
Shareholder Loan Referral Warrant Plan.
10.4
10.7

Executive Employment Agreement, effective as of April 1, 2001, between Thomas W. Winfree and Southern Community Bank & Trust.
10.5
Form of Incentive Stock Option Agreement.
10.6
Form of Non-Employee Director Non-Qualified Stock Option Agreement.
21
Subsidiaries of Southern Community Financial Corp.
31.1
Section 302 Certification by Chief Executive Officer.
31.2
Section 302 Certification by Chief Financial Officer.
32
Section 906 Certification.
38

#### ITEM 14 PRINCIPAL ACCOUNTANT FEES AND SERVICES

Pursuant to General Instruction E(3) of Form 10-KSB, the information required to be disclosed in this Item 14 is contained in the Company s Proxy Statement for the 2005 Annual Meeting of Shareholders and is incorporated herein by reference.

#### **SIGNATURES**

In accordance with Section 13 or 15(d) of the Securities Exchange Act of 1934, as amended, the registrant cause	ed this
report to be signed on its behalf by the undersigned, thereunto duly authorized.	

#### SOUTHERN COMMUNITY FINANCIAL CORP.

Date: March 21, 2005

By:/s/ Thomas W. Winfree

Thomas W. Winfree

President and Chief Executive Officer

In accordance with the Exchange Act, this report has been signed below by the following persons on behalf of the registrant and in the capacities and on the dates indicated.

Signature Title Date

<u>/s/ Thomas W. Winfree</u> President and Chief Executive March 21, 2005

Officer and Director

Thomas W. Winfree (Principal Executive Officer)

/s/ C. Harril Whitehurst, Jr.	Senior Vice President and Chief Financial Officer (Principal Financial and Accounting Officer)	March 21, 2005
C. Harril Whitehurst, Jr.		
/s/ R. T. Avery, III	Director	March 21, 2005
R.T. Avery, III		
/s/ Donald J. Balzer, Jr.	Director	March 21, 2005
Donald J. Balzer, Jr.		
/s/ Craig D. Bell	Director	March 21, 2005
Craig D. Bell		
/s/ William B. Chandler	Director	March 21, 2005
William B. Chandler		
/s/ Kent E. Engelke	Director	March 21, 2005
Kent E. Engelke		
	40	

<u>Signature</u>	<u>Title</u>	<u>Date</u>
/s/ R. Calvert Esleeck, Jr.	Director	March 21, 2005
R. Calvert Esleeck, Jr.		
/s/ Dean Patrick	Director	March 21, 2005
Dean Patrick		
/s/ George R. Whittemore	Director	March 21, 2005
George R. Whittemore		
/s/ Michael L. Toalson	Director	March 21, 2005
Michael L. Toalson		
	41	

Edgar Filing: SCHLAUCH THOMAS J - Form 4
Report of Registered Public Accounting Firm
Board of Directors  Southern Community Financial Corp.
Midlothian, Virginia
We have audited the accompanying consolidated statements of financial condition of Southern Community Financial Corp. and Subsidiary as of December 31, 2004 and 2003, and the related consolidated statements of operations, stockholders—equity and cash flows for each of the three years in the period ended December 31, 2004. Thes consolidated financial statements are the responsibility of the Bank—s management. Our responsibility is to express a opinion on these consolidated financial statements based on our audits.
We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the

accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of Southern Community Financial Corp. and Subsidiary as of December 31, 2004 and 2003, and the consolidated results of its operations and its cash flows for each of the three years in the period ended December 31, 2004, in conformity with accounting principles generally accepted in the United States of America.

BDO Seidman, LLP

Richmond, Virginia

February 7, 2005

## Southern Community Financial Corp. and Subsidiary Consolidated Statements of Financial Condition December 31, 2004 and 2003

	2004	2003
Assets		
Cash and due from banks	\$ 3,641,535	\$ 3,547,608
Federal funds sold	4,957,872	2,016,833
Investment securities available for sale	5,427,604	8,623,803
Loans held for sale	2,867,084	1,502,997
Loans		
Outstandings	136,006,900	93,064,168
Allowance for loan losses	(1,514,029)	(1,137,794)
Unearned income	(330,578)	(403,867)
Loans, net	134,162,293	91,522,507
Premises and equipment, net	6,214,573	6,075,786
Accrued interest receivable	610,866	391,658
Goodwill	689,108	934,354
Other assets	1,733,939	443,957
	\$160,304,874	\$115,059,503
Liabilities and Stockholders' Equity		
Liabilities		
Deposits	\$140,027,386	\$ 96,322,607
Federal Home Loan Bank advances	4,000,000	4,000,000
Other borrowings	835,079	804,197
Accrued interest payable	175,154	114,177
Other liabilities	282,096	228,832
Commitments and contingencies	-	-
Total liabilities	145,319,715	101,469,813

## Stockholders' Equity

Preferred stock, \$1 par value - 1,000,000 shares authorized;		
no shares issued and outstanding	<del>-</del>	-
Common stock, \$4 par value - 3,000,000 shares authorized;	7,046,976	6,843,976
1,761,744 shares issued and outstanding at December 31, 2004,		
1,710,994 shares issued and outstanding at December 31, 2003,		
Additional paid-in capital	8,615,748	8,303,810
Accumulated other comprehensive income		
(loss)	(31,798)	(50,786)
Accumulated deficit	(645,767)	(1,507,310)
Total stockholders' equity	14,985,159	13,589,690
	\$160,304,874	\$115,059,503

See accompanying notes to consolidated financial statements.

## Southern Community Financial Corp. and Subsidiary Consolidated Statements of Operations Years Ended December 31, 2004, 2003 and 2002

	2004	2003	2002
Interest income			
Loans	\$ 7,348,033	\$ 4,870,572	\$ 3,008,117
Investment securities	213,027	219,561	539,677
Federal funds sold and other	88,507	36,992	85,510
Total interest income	7,649,567	5,127,125	3,633,304
Interest expense			
Deposits	2,571,166	1,817,087	1,684,372
Borrowed funds	197,675	186,110	60,510
Total interest expense	2,768,841	2,003,197	1,744,882
Net interest income	4,880,726	3,123,928	1,888,422
Provision for loan losses	532,630	399,000	313,000
Net interest income after provision			
for loan losses	4,348,096	2,724,928	1,575,422
Noninterest income			
Service charges and fees	525,140	601,502	157,045
Gain (loss) on securities, net	(26,370)	(69,555)	(20,930)
Gain on sale of loans	1,072,708	818,390	96,353
Other operating income	187,930	83,736	58,283
Total noninterest income	1,759,408	1,434,073	290,751
Noninterest expense			
Salaries and benefits	3,108,032	2,225,006	1,013,441
Occupancy	302,339	251,509	225,509
Equipment	449,519	345,587	235,237
Supplies	188,737	207,106	123,441
Professional and outside			
services	664,487	524,446	277,704
Advertising and marketing	145,615	128,216	105,054
Other operating expense	726,541	408,306	216,113

Edgar Filing: SCHLAUCH THOMAS J - Form 4

Total noninterest expense	5,585,270 4,090,176		2,196,499	
Net income (loss) before income taxes Income tax (expense) benefit		522,234 339,309	68,825	(330,326)
Net income (loss)	\$	861,543	\$ 68,825	\$ (330,326)
Earnings (loss) per share, basic Earnings (loss) per share,	\$	0.50	\$ 0.04	\$ (0.32)
diluted	\$	0.45	\$ 0.04	\$ (0.32)

See accompanying notes to consolidated financial statements.

## Southern Community Financial Corp. and Subsidiary Consolidated Statements of Stockholders' Equity Years Ended December 31, 2004, 2003, and 2002

					Accumulated	
	N 1 C		Additional		Other	
	Number of		Paid-in	Accumulated	Comprehensive	m . 1
	Shares	Amount	Capital	Deficit	Income (loss)	Total
Balance, December 31, 2001	880,094	\$3,520,376	\$5,190,854	\$(1,245,809)	\$ (315,622)	\$ 7,149,799
Issuance of common stock	817,200	3,268,800	3,055,471	-	-	6,324,271
Net loss	_	_	_	(330,326)	_	(330,326)
Change in unrealized gain				, , ,		, , , , , , , , , , , , , , , , , , ,
(loss) on securities						
available for sale	-	-	-	-	325,711	325,711
Total comprehensive						
income (loss)	-	-	-	(330,326)	325,711	(4,615)
Balance, December 31,	1 (07 204	( 700 17(	9.246.225	(1.57(.125)	10.000	12 460 455
2002	1,697,294	6,789,176	8,246,325	(1,576,135)	10,089	13,469,455
Issuance of common stock	13,700	54,800	57,485	-	-	112,285
Net income	-	-	-	68,825	-	68,825
Change in unrealized gain						
(loss) on securities						
available for sale	-	-	-	-	(60,875)	(60,875)
Total comprehensive						

income	-	-	-	68,825	(	(60,875)	7,950
Balance, December 31, 2003	1,710,994	6,843,976	8,303,810	(1,507,310)	(	(50,786)	13,589,690
Issuance of common stock	50,750	203,000	311,938	061.542			514,938
Net income Change in unrealized gain				861,543			861,543
(loss) on securities						10.000	10.000
available for sale  Total  comprehensive						18,988	18,988
income	-	-	-	861,543		18,988	880,531
Balance, December 31, 2004	1,761,744	\$7,046,976	\$8,615,748	\$ (645,767)	\$ (	(31,798)	\$ 14,985,159

See accompanying notes to consolidated financial statements.

## Southern Community Financial Corp. and Subsidiary Consolidated Statements of Cash Flows Years Ended December 31, 2004, 2003 and 2002

	2004	2003	2002
Cash Flows from Operating Activities			
Net income (loss)	\$ 861,543	\$ 68,825	\$ (330,326)
Adjustments to reconcile net			
income (loss) to net			
cash provided by (used in) operating activities:			
Depreciation and amortization	336,184	264,168	182,496
Provision for loan losses	532,630	399,000	313,000
Gain on sale of loans	(1,072,708)	(818,390)	(96,353)
Loss on securities	26,370	69,555	20,930
Proceeds from sale of mortgage	45 447 041	27 (52 042	
loans	45,447,941	37,653,942	-
Origination of mortgage loans for sale	(45,739,320)	(32,714,461)	_
Mortgage loans purchased	• • • • • • • • • • • • • • • • • • •	(5,740,531)	-
Amortization of premiums and accretion of			
discounts on securities, net	12,629	231,652	(2,317)
Proceeds from sale of insurance			
business	127,140	-	-
Write-off of goodwill	118,106	-	-
(Increase) decrease in interest			
receivable	(219,208)	(63,084)	29,418
Increase in other assets	(1,273,746)	(68,517)	(136,035)
Increase in interest payable	60,977	26,795	11,360
Increase in other liabilities	53,264	78,952	57,950
Net cash provided by (used in)			
operating activities	(728,198)	(612,094)	50,123
Cash Flows from Investing Activities			
Purchases of available for sale			
securities	(5,956,329)	(20,638,053)	(84,144,501)

54

Explanation of Responses:

Maturities of available for sale securities	9,116,281	34,222,208	65,755,317
Sales of available for sale securities	-	-	13,980,886
Loans originated	(43,172,416)	(42,209,223)	19,734,588)
Purchase of business	-	(934,354)	-
Purchases of premises and			
equipment	(474,971)	(2,453,048)	(3,281,941)
Net cash used in			
investing activities	(40,487,435)	(32,012,470)	(27,424,827)
Cash Flows from Financing Activities			
Issuance of common stock	514,938	112,285	6,324,271
Net increase in deposits	43,704,779	31,735,094	22,958,140
Federal Home Loan Bank			
borrowings	-	2,000,000	2,000,000
Net decrease in federal funds purchased	-	-	(1,710,000)
Net increase in other borrowings	30,882	804,197	-
Net cash provided by			
financing activities	44,250,599	34,651,576	29,572,411
Net increase (decrease) in cash			
and cash equivalents	3,034,966	2,027,012	2,197,707
Cash and cash equivalents,			
beginning of year	5,564,441	3,537,429	1,339,722
Cash and cash equivalents, end of	¢ 0 500 407	¢ 5 5 C A A A 1	¢ 2 527 420
year	\$ 8,599,407	\$ 5,564,441	\$ 3,537,429

See accompanying notes to consolidated financial statements.

#### Southern Community Financial Corp. and Subsidiary

**Notes to Consolidated Financial Statements** 

Years Ended December 31, 2004, 2003 and 2002

#### Note 1.

#### **Summary of Significant Accounting Policies**

The accounting and reporting policies of Southern Community Financial Corp. and subsidiary (the Company ) conform to accounting principles generally accepted in the United States of America and to general practice within the banking industry. The following is a description of the more significant of those policies:

#### **Business**

The Company is the holding company of and successor to Southern Community Bank & Trust (the Bank). Effective April 30, 2004, the Company acquired all of the outstanding stock of the Bank in a statutory share exchange transaction (the Share Exchange) pursuant to an Agreement and Plan of Reorganization, dated January 28, 2003, between the Company and the Bank (the Agreement). The Agreement was approved by the shareholders of the Bank at the annual meeting of shareholders held on April 22, 2003. Under the terms of the Agreement, the shares of the Bank s common stock were exchanged for shares of the Company s common stock, par value \$4.00 per share (Common Stock), on a one-for-one basis. As a result, the Bank became a wholly owned subsidiary of the Company, the Company became the holding company for the Bank and the shareholders of the Bank became shareholders of the Company. All references to the Company in this annual report for dates or periods prior to April 30, 2004 are references to the Bank.

The Bank opened to the public on December 13, 1999 as a traditional community bank offering deposit and loan services to individuals and businesses in the Richmond, Virginia metropolitan area. During 2003, the Bank acquired or formed three wholly owned subsidiaries, Community First Mortgage Corporation (Community First) a full service mortgage banking company, Chippenham Insurance Agency, Inc. (Chippenham Insurance) a full service property and casualty insurance agency, and Southern Community Services, Inc. (Southern Community Services) a financial services company. Through these subsidiaries, the Bank provides a broad array of financial services to its customers.

The Company is subject to intense competition from existing bank holding companies, commercial banks and savings banks which have been in business for many years and have established customer bases. Competition also comes from a variety of other non-bank businesses that offer financial services. Many of these competitors operate in the

same geographic market where the Company operates, are well-known with long-standing relationships with businesses and individuals in the communities, and are substantially larger with greater resources than the Company.

The Bank is also subject to regulations of certain federal and state agencies and undergoes periodic examinations by those regulatory authorities. As a consequence of the extensive regulation of commercial banking activities, the Bank s business is susceptible to being affected by state and federal legislation and regulations.

The majority of the Company s real estate loans are collateralized by properties in markets in the Richmond, Virginia metropolitan area. Accordingly, the ultimate collectibility of those loans

47

collateralized by real estate is particularly susceptible to changes in market conditions in the Richmond area.

#### **Basis of Presentation and Consolidation**

The consolidated financial statements include the accounts of the Company, the Bank and the Bank s subsidiaries. All material intercompany balances and transactions have been eliminated in consolidation.

#### Use of estimates

The preparation of the 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 dates of the statements of financial condition and revenues and expenses during the reporting period. Actual results could differ significantly from those estimates. A material estimate that is particularly susceptible to significant change in the near term relates to the determination of the allowance for loan losses.

#### **Investment securities**

At the time of purchase, debt securities are classified into the following categories: held-to-maturity, available-for-sale or trading. Debt securities that the Company has both the positive intent and ability to hold to maturity are classified as held-to-maturity. Held-to-maturity securities are stated at amortized cost adjusted for amortization of premiums and accretion of discounts on purchase using a method that approximates the effective interest method. Investments classified as trading or available-for-sale are stated at fair market value. Changes in fair value of trading investments are included in current earnings while changes in fair value of available-for-sale investments are excluded from current earnings and reported, net of taxes, as a separate component of stockholders—equity. Presently, the Company does not maintain a portfolio of trading securities.

A decline in the market value of any available-for-sale or held-to-maturity security below cost that is deemed other than temporary results in a charge to earnings and the corresponding establishment of a new cost basis for the security. No such declines have occurred.

Interest income is recognized when earned. Realized gains and losses for securities classified as available-for-sale and held-to-maturity are included in earnings and are derived using the specific identification method for determining the cost of securities sold.

#### Loans held for sale

The Company, through the Bank s mortgage banking subsidiary Community First, originates residential mortgage loans for sale in the secondary market. Mortgage loans originated and intended for sale in the secondary market are carried at the lower of cost or estimated fair value on an individual loan basis as determined by outstanding commitments from investors. Net unrealized losses, if any, are recognized through a valuation allowance by charges to income. Loans held for sale at December 31, 2004 amounted to \$2,867,084, the book value of which approximates their market values.

#### Rate lock commitments

The Company, through the Bank s mortgage banking subsidiary Community First, enters into commitments to originate residential mortgage loans in which the interest rate on the loan is determined prior to funding, termed rate lock commitments. Such rate lock commitments on

mortgage loans to be sold in the secondary market are considered to be derivatives and must be accounted for as such. The period of time between issuance of a loan commitment and closing and sale of the loan generally ranges from 30 to 120 days. The Company protects itself from changes in interest rates during this period by requiring a firm purchase agreement from a permanent investor before a loan can be closed. As a result, the Company is not exposed to losses nor will it realize gains or losses related to its rate lock commitments due to changes in interest rates.

#### Loans

Loans are stated at the principal amount outstanding, net of unearned income. Loan origination fees and certain direct loan origination costs are deferred and amortized to interest income over the life of the loan as an adjustment to the loan s yield over the term of the loan.

Interest is accrued on outstanding principal balances, unless the Company considers collection to be doubtful. Commercial and unsecured consumer loans are designated as non-accrual when payment is delinquent 90 days or at the point which the Company considers collection doubtful, if earlier. Mortgage loans and most other types of consumer loans past due 90 days or more may remain on accrual status if management determines that concern over our ability to collect principal and interest is not significant. When loans are placed in non-accrual status, previously accrued and unpaid interest is reversed against interest income in the current period and interest is subsequently recognized only to the extent cash is received. Interest accruals are resumed on such loans only when in the judgment of management, the loans are estimated to be fully collectible as to both principal and interest.

#### Allowance for loan losses

The allowance for loan losses is maintained at a level considered adequate to provide for losses that can reasonably be anticipated. The allowance is increased by provisions charged to operations and reduced by net charge-offs. Loan performance is reviewed regularly by loan officers and senior management. Management believes the allowance for loan losses is adequate to absorb losses in the loan portfolio.

The allowance for loan losses is established by charges to operations based on management s evaluation of loans, economic conditions and other factors considered necessary to maintain the allowance at a level adequate to absorb possible losses. When collateral is considered in determining potential losses, fair value is based upon recent appraisals and evaluations of other factors. The allowance for loan losses is based on estimates and ultimate losses may vary from the current estimates. These estimates are reviewed periodically and adjusted as necessary. In addition, the Bank s regulatory agencies, as an integral part of their examination process, periodically review the allowance for possible loan losses. Such agencies may require the Bank to recognize additions to the allowance based on their judgments of information available to them at the time of their examination.

In addition, the Company evaluates its loans for impairment. A loan is considered to be impaired when it is probable that the Company will be unable to collect all principal and interest amounts according to the contractual terms of the loan agreement. The entire loan portfolio is regularly reviewed by management to identify impaired loans. Such review includes the maintenance of a current classified and criticized loan list and the regular reporting of delinquent loans to management.

The allowance for loan losses related to loans identified as impaired is primarily based on the excess of the loan s current outstanding principal balance over the estimated fair market value

of the related collateral. For impaired loans that are not collateral dependent, the allowance for loan losses is recorded at the amount by which the outstanding recorded principal balance exceeds the current best estimate of the future cash flows on the loan, discounted at the loan s effective interest rate.

#### Premises and equipment

Land is carried at cost. Premises and equipment are carried at cost less accumulated depreciation and amortization. Depreciation of buildings and improvements is computed using the straight-line method over the estimated useful lives of the assets of 39 years. Depreciation of equipment is computed using the straight-line method over the estimated useful lives of the assets ranging from 3 to 7 years. Amortization of premises (leasehold improvements) is computed using the straight-line method over the term of the lease or estimated lives of the improvements, whichever is shorter.

#### Goodwill

Goodwill, which represents the excess of purchase price over fair value of net assets acquired, is evaluated at least annually for impairment by comparing its fair value with its recorded amount and is written down when appropriate. Projected net operating cash flows are compared to the carrying amount of the goodwill recorded and if the estimated net operating cash flows are less than the carrying amount, a loss is recognized to reduce the carrying amount to fair value.

Subsequent to December 31, 2004, the Company entered into an agreement to sell the insurance business of Chippenham Insurance. When the Company acquired Chippenham Insurance in 2003, it recorded goodwill of \$245,246. As a result of the sale, the Company recognized a loss of \$118,106 representing the difference between the expected proceeds from the sale and the carrying value of the goodwill. The expected proceeds from the sale of \$127,140 are included in other assets.

#### **Income taxes**

Deferred income taxes are recognized for the tax consequences of temporary differences by applying enacted tax rates applicable to future years to differences between the financial statement carrying amounts and the tax bases of existing assets and liabilities. The effect on recorded deferred income taxes of a change in tax laws or rates is recognized in income in the period that includes the enactment date. To the extent that available evidence about the future raises doubt about the realization of a deferred income tax asset, a valuation allowance is established. The primary temporary differences are the allowance for loan losses and depreciation and amortization.

#### **Consolidated statements of cash flows**

For purposes of reporting cash flows, cash and cash equivalents include cash on hand, due from banks (including cash items in process of collection), interest-bearing deposits with banks and federal funds sold. Generally, federal funds are purchased and sold for one-day periods. Cash flows from loans originated by the Bank and deposits are reported net. The Bank paid interest of \$2,708,000, \$1,976,000, and \$1,734,000 in 2004, 2003, and 2002, respectively. No income taxes were paid in 2003, 2002 and 2001.

#### **Comprehensive income**

SFAS 130, *Reporting Comprehensive Income*, established standards for reporting and display of comprehensive income, its components and accumulated balances. Comprehensive income

50

is defined to include all changes in equity except those resulting from investments by owners and distributions to owners. Among other disclosures, SFAS 130 requires that all items that are required to be recognized under current accounting standards as components of comprehensive income be reported in a financial statement that is displayed with the same prominence as other financial statements.

#### Earnings (loss) per common share

Basic earnings (loss) per common share is computed by dividing the net earnings (loss) by the weighted-average number of common shares outstanding during the period, which totaled 1,724,832, 1,698,064 and 1,088,186 during 2004, 2003 and 2002, respectively. Diluted earnings (loss) per share reflects the potential dilution of securities that could share in the net earnings (loss) of the Company. Outstanding options and warrants to purchase Common Stock (see Note 12) were considered in the computation of diluted earnings (loss) per share for the years presented. For the year ended December 31, 2004, the weighted average number of common shares on a fully diluted basis totaled 1,927,004. Outstanding options and warrants to purchase Common Stock were not included in the computation of diluted earnings (loss) per share for the years ended December 31, 2003 and 2002, as their effect would be anti-dilutive.

#### Stock incentive plan

The Bank has a stock incentive plan which is more fully described in Note 12. The Bank applies Accounting Principles Board Opinion 25 in accounting for stock options granted to employees and directors pursuant to the plan. Had compensation expense been determined based upon the fair value of the awards at the grant date and consistent with the method under SFAS 123, the Bank s net income (loss) and net income (loss) per share for the years indicated would have been the pro forma amounts indicated in the following table:

	2	004		d December 3 2003		2002
Net income (loss) as reported Options expense	\$	861,543 (88,000)	\$	68,825 (133,000)	\$	(330,326) (119,000)
Pro forma net income (loss)	\$	773,543	\$	(64,175)	\$	(449,326)
Net (income) loss per share Basic - as reported Basic - pro forma	\$ \$	0.50 0.45	\$ \$	0.04 (0.04)	\$ \$	(0.32) (0.41)

Diluted - as reported \$ 0.45 \$ 0.04 \$ (0.32) Diluted - pro forma \$ 0.40 \$ (0.04) \$ (0.41)

51

The fair value of each option granted is estimated on the date of grant using the Black-Sholes option pricing model with the following assumptions used for grants for the years indicated:

	Year Ended December 31,			
	2004	2003	2002	
Risk-free interest rate	4%	5%	5%	
Dividend yield	0%	0%	0%	
Expected weighted average term	7years	7years	7 years	
Volatility	25%	35%	50%	

#### Fair values of financial instruments

The Bank uses the following methods and assumptions in estimating fair values of financial instruments (see Note 13):

Cash and cash equivalents The carrying amount of cash and cash equivalents approximates fair value.

*Investment securities* The fair value of investment securities held-to-maturity and available-for-sale is estimated based on bid quotations received from independent pricing services. The carrying amount of other investments approximates fair value.

Loans For variable rate loans that reprice frequently and have no significant change in credit risk, fair values are based on carrying values. For all other loans, fair values are calculated by discounting the contractual cash flows using estimated market discount rates which reflect the credit and interest rate risk inherent in the loans, or by using the current rates at which similar loans would be made to borrowers with similar credit ratings and for the same remaining maturities.

*Deposits* The fair value of deposits with no stated maturity, such as demand, interest checking and money market, and savings accounts, is equal to the amount payable on demand at year-end. The fair value of certificates of deposit is

based on the discounted value of contractual cash flows using the rates currently offered for deposits of similar remaining maturities.

*Borrowings* The fair value of FHLB borrowings is based on the discounted value of contractual cash flows using the rates currently offered for borrowings of similar remaining maturities. The carrying amounts of federal funds purchased approximate their fair values. Other borrowings are short-term in nature and the carrying amounts approximate fair value.

Accrued interest The carrying amounts of accrued interest receivable and payable approximate fair value.

Off-balance-sheet instruments The fair value of off-balance-sheet lending commitments is equal to the amount of commitments outstanding at December 31, 2004. This is based on the fact that the Bank generally does not offer lending commitments or standby letters of credit to its customers for long periods, and therefore, the underlying rates of the commitments approximate market rates.

#### **New accounting pronouncements**

In December 2003, the FASB issued Statement of Position 03-3, Accounting for Certain Loans or Debt Securities Acquired in a Transfer . This SOP, among other things, no longer allows financial institutions to record an allowance for loan losses, related to credit quality, when they purchase loans, including through a purchase business acquisition. The SOP is effective, on a prospective basis, for loans acquired in fiscal years beginning after December 31, 2004. We do not expect the adoption of SOP 03-3 to have an effect on our financial statements.

In January 2003, the FASB s emerging issues task force issued statement 03-1 The Meaning of Other-Than-Temporary Impairment and Its Application to Certain Investments . The statement provides guidance in determining when an investment is considered impaired, whether that impairment is other than temporary, and the measurement of an impairment loss. The guidance also includes accounting considerations subsequent to the recognition of an other-than-temporary impairment and requires certain disclosures about unrealized losses that have not been recognized as other-than-temporary impairments. The adoption of EITF 03-1 did not have a material impact on the Company s results of operations, financial position or cash flows.

In April 2003, the FASB issued Statement No. 149, FAS 149 Amendment of Statement 133 on Derivative Instruments and Hedging Activities. This Statement amends and clarifies financial accounting and reporting for derivative instruments, including certain derivative instruments embedded in other contracts (collectively referred to as derivatives) and for hedging activities under FASB Statement No. 133, Accounting for Derivative Instruments and Hedging Activities. The adoption of FAS 149 did not have a material impact on the Company s results of operations, financial position or cash flows.

In December 2003, the FASB issued FIN No. 46R, Consolidation of Variable Interest Entities, an interpretation of Accounting Research Bulletin No. 51. FIN No. 46R requires that variable interest entities be consolidated by a company if that company is subject to a majority of the risk of loss from the variable interest entity s activities or is entitled to receive a majority of the entity s residual returns or both. FIN 46R also requires disclosure about variable interest entities that companies are not required to consolidate but in which a company has a significant variable interest. The consolidation requirements must be adopted no later than the beginning of the first fiscal year or interim period beginning after March 15, 2004. The adoption of FIN No. 46R is not expected to have a material impact on the Company s results of operations, financial position or cash flows.

SFAS No. 123 (Revised 2004), Share-Based Payment, issued in December 2004, is a revision of FASB Statement 123, Accounting for Stock-Based Compensation and supersedes APB Opinion No. 25, Accounting for Stock Issued to Employees, and its related implementation guidance. The Statement focuses primarily on accounting for transactions in which an entity obtains employee services in share-based payment transactions. SFAS No. 123 (Revised 2004) requires an entity to measure the cost of employee services received in exchange for an award of equity instruments

based on the grant-date fair value of the award (with limited exceptions). That cost will be recognized over the period during which an employee is required to provide service in exchange for the award. This statement is effective as of the beginning of the annual reporting period that begins after December 15, 2005. Although the Company has

not completed its assessment, it does not believe the impact on the consolidated financial position or results of operations will be material.

#### Reclassifications

Certain amounts in the financial statements for 2003 and 2002 have been reclassified to conform to classifications adopted in 2004.

53

Note 2.

Investment securities available-for-sale

The amortized cost and estimated fair value of investment securities available-for-sale as of December 31, 2004 and 2003 are as follows:

		Gross	Gross	
	Amortized	Unrealzed	Unrealzed	Estimated
	Cost	Gains	Losses	Fair Value
December 31, 2004				
U.S. Government agencies	\$,827,502	\$ -	\$ (58,058)	\$4,769,444
Mortgage-backed securities	452,594	10,084	-	462,678
Other investments	195,542	-	(60)	195,482
Total	\$5,475,638	\$ 10,084	\$ (58,118)	\$5,427,604
December 31, 2003				
U.S. Government agencies	\$7,291,595	\$ 6,803	\$ (72,022)	\$7,226,376
Mortgage-backed securities	1,332,867	14,560	-	1,347,427
Other investments	50,126	-	(126)	50,000
Total	\$8,674,588	\$ 21,363	\$ (72,148)	\$8,623,803

Investment securities with book values of \$3,484,624 and \$3,279,317 at December 31, 2004 and 2003, respectively, were pledged to secure municipal deposits and borrowings from the FHLB of Atlanta.

The amortized cost and estimated fair value of investment securities available-for-sale as of December 31, 2004, by contractual maturity, are as follows:

Edgar Filing: SCHLAUCH THOMAS J - Form 4

	Amortized	Estimated
	Cost	Fair Value
Within one year	\$1,959,786	\$1,959,024
One to five years	513,137	505,100
More than five years	3,002,715	2,963,480
Total	\$5,475,638	\$5,427,604

During 2004 investment securities available-for-sale totaling \$9,116,000 were called or sold for gross losses of \$26,370. During 2003 investment securities available-for-sale totaling \$34,222,000 were called or sold for net losses of \$69,555. During 2002 investment securities available-for-sale totaling \$79,736,000 were called or sold for net losses of \$20,930.

#### Note 3.

#### Loans

Loans classified by type as of December 31, 2004 and 2003 are as follows:

	2004	2003
Commercial	\$ 40,491,210	\$32,821,527
Real estate - residential	15,395,373	14,278,932
Real estate - commercial	45,120,414	16,499,978
Real estate - construction	30,869,772	25,627,183
Consumer	4,130,131	3,836,548
Total loans	136,006,900	93,064,168
Less: unearned income, net	(330,578)	(403,867)
Less: Allowance for loan losses	(1,514,029)	(1,137,794)
	<b>4494469 999</b>	404 500 505
	\$134,162,293	\$91,522,507

Gross gains on the sale of loans totaling approximately \$1,073,000, \$818,000 and \$96,000 were realized during the years ended December 31, 2004, 2003 and 2002, respectively.

Ten loans totaling \$1,134,000 at December 31, 2004 were past due 90 days or more yet interest was still being accrued.

The following is a summary of loans directly or indirectly with executive officers or directors of the Company for the year ended December 31, 2004:

Balance, January 1, 2004	\$ 8,703,061
Additions	3,059,746
Reductions	7,895,868

Balance, December 31, 2004 \$ 3,866,939

Executive officers and directors also had unused credit lines totaling \$2,314,000 at December 31, 2004. All loans and credit lines to executive officers and directors were made in the ordinary course of business at the Company s normal credit terms, including interest rate and collateralization prevailing at the time for comparable transactions with other persons.

# Note 4. Allowance for loan losses

Activity in the allowance for loan losses in 2004, 2003 and 2002 was as follows:

	2004	2003	2002
Beginning balance	\$ 1,137,794	\$ 754,866	\$ 458,092
Provision for loan losses	532,630	399,000	313,000
Acquisition of Community First	-	39,416	-
Charge-offs	(158,194)	(55,488)	(16,226)
Recoveries	1,799	-	-
Ending balance	\$ 1,514,029	\$ 1,137,794	\$ 754,866

As of December 31, 2004 and 2003, the Company had impaired loans of \$473,000 and \$336,000, respectively, which were on nonaccrual status. These impairments had valuation allowances of \$108,000 and \$158,000 as of December 31, 2004 and 2003, respectively. The Company does not record interest income on impaired loans. Interest income that would have been recorded had these loans been performing would have been \$60,000 and \$23,000 for 2004 and 2003, respectively.

#### Note 5.

#### Premises and equipment

The following is a summary of premises and equipment as of December 31, 2004 and 2003:

Edgar Filing: SCHLAUCH THOMAS J - Form 4

	2004	2003
Land	\$2,758,965	\$ 2,761,302
Buildings and improvements  Furniture, fixtures and equipment	2,886,221 2,092,330	2,592,441 1,908,390
Total premises and equipment	7,737,516	7,262,133
Less: Accumulated depreciation and amortization	(1,522,943)	(1,186,347)
Premises and equipment, net	\$6,214,573	\$ 6,075,786

Depreciation and amortization of premises and equipment for 2004, 2003 and 2002 amounted to \$336,000, \$264,000 and \$182,000, respectively.

Note 6.

#### **Deposits**

Deposits as of December 31, 2004 and 2003 were as follows:

	2004	2003
Demand accounts	\$ 10,030,927	\$ 7,522,220
Interest checking accounts	6,453,323	4,686,374
Money market accounts	24,000,555	20,570,001
Savings accounts	4,437,962	3,279,538
Time deposits of \$100,000 and over	31,974,101	19,275,603
Other time deposits	63,130,518	40,988,871
Total	\$140,027,386	\$ 96,322,607

The following are the scheduled maturities of time deposits as of December 31, 2004:

	Greater than	
Less Than	or Equal to	
\$100,000	\$100,000	Total
\$32,504,483	\$19,299,504	\$51,803,987
11,280,357	6,553,794	17,834,152
7,039,563	1,956,531	8,996,093
3,717,733	1,993,831	5,711,564
8,588,382	2,170,441	10,758,823
\$63,130,518	\$31,974,101	\$95,104,618
	\$100,000 \$32,504,483 11,280,357 7,039,563 3,717,733 8,588,382	Less Than or Equal to \$100,000 \$100,000 \$100,000 \$132,504,483 \$19,299,504 11,280,357 6,553,794 7,039,563 1,956,531 3,717,733 1,993,831 8,588,382 2,170,441

Deposits held at the Company by related parties, which include officers, directors, greater than 5% shareholders and companies in which directors of the Board have a significant ownership interest, approximated \$1,290,000 and \$1,872,000 at December 31, 2004 and 2003, respectively.

Note 7.

#### **Borrowings**

The Company uses both short-term and long-term borrowings to supplement deposits when they are available at a lower overall cost to the Company or they can be invested at a positive rate of return.

As a member of the Federal Home Loan Bank of Atlanta, the Bank is required to own capital stock in the FHLB and is authorized to apply for advances from the FHLB. Each FHLB credit program has its own interest rate, which may be fixed or variable, and range of maturities. The FHLB may prescribe the acceptable uses to which the advances may be put, as well as on the size of the advances and repayment provisions. The FHLB borrowings are secured by the pledge of U.S. Government agency securities, FHLB stock and qualified single family first mortgage loans. The FHLB advances held at December 31, 2004 mature \$2,000,000 on May 24, 2007 and \$2,000,000 on March 11, 2008.

The Company uses federal funds purchased for short-term borrowing needs. Federal funds purchased represent unsecured borrowings from other banks and generally mature daily.

Information related to borrowings is as follows:

	Year Ended December 31,		
	2004	2003	
Maximum outstanding during the year			
FHLB advances	\$ 4,000,000	\$ 4,000,000	
Federal funds purchased	2,957,000	2,672,000	
Balance outstanding at end of year			
FHLB advances	4,000,000	4,000,000	
Federal funds purchased	-	-	
Average amount outstanding during the year			
FHLB advances	4,000,000	3,621,918	
Federal funds purchased	171,951	121,723	
Average interest rate during the year			
FHLB advances	4.40%	4.57%	
Federal funds purchased	1.93%	1.64%	
Average interest rate at end of year			
FHLB advances	4.36%	4.36%	
Federal funds purchased	-	-	

#### Note 8.

#### **Income taxes**

The following summarizes the tax effects of temporary differences which compose net deferred tax assets and liabilities at December 31, 2004 and 2003:

	2004		/	2003	
Deferred tax assets					
Net operating loss carryforward	\$	-	\$	312,479	
Organizational and start-up costs		-		24,750	
Allowance for loan losses		425,588		244,493	
Unrealized loss on available-for-sale securities		16,381		17,267	
Goodwill		10,184		-	
Less valuation allowance		-	(	(524,986)	
Total deferred tax assets		452,153		74,003	
Deferred tax liabilities					
Depreciation		68,981		73,698	
Other, net		5,548		305	
Total deferred tax liabilities		74,529		74,003	
Net deferred tax asset	\$	377,624	\$	-	

The income tax expense (benefit) charged to operations for the year ended December 31, 2004 consists of the following:

	2004
Current tax expense Deferred tax benefit	\$ 21,934 (361,243)
Provision (benefit) for income taxes	\$ (339,309)

There was no provision for income taxes for the years ended December 31, 2003 and 2002.

A reconciliation of income taxes computed at the federal statutory income tax rate to total income taxes is as follows for the years ended December 31, 2004, 2003 and 2002:

	2004	2003	2002
Net income (loss) before income taxes	\$ 522,234	\$ 68,825	\$ (330,326)
Computed "expected" tax expense	\$ 177,560	\$ 23,401	\$ (112,311)
Nondeductible expenses	7,200	2,777	801
Alternative minimum tax	21,934	-	-
Net operating loss carryforward	(184,760)	(23,910)	-
Valuation reserve	(361,243)	-	111,510
Provision (benefit) for income taxes	\$ (339,309)	\$ -	\$ -

Commercial banking organizations conducting business in Virginia are not subject to Virginia income taxes. Instead, they are subject to a franchise tax based on bank capital. The Company recorded a franchise tax expense of \$116,000, \$82,000 and \$84,000 for 2004, 2003 and 2002, respectively.

#### Note 9.

#### Lease commitments

The Company leases office space under two non-cancelable operating leases. These leases expire on June 30, 2006 and March 31, 2008, respectively. At December 31, 2004, the minimum total rental commitment under such non-cancelable operating leases was as follows:

2005	\$ 54,400
2006	46,500
2007	38,500
2008	9,700

\$149,100

Total rent expense charged to operations was \$196,000, \$153,000 and \$153,000 in 2004, 2003 and 2002, respectively.

59

#### Note 10.

#### **Commitments and contingencies**

The Company is a party to financial instruments with off-balance-sheet risk in the normal course of business to meet the financial needs of its customers. These financial instruments include commitments to extend credit and standby letters of credit. These instruments involve, to varying degrees, elements of credit and interest-rate risk in excess of the amounts recognized in the financial statements. The contract amounts of these instruments reflect the extent of involvement that the Company has in particular classes of instruments.

The Company s exposure to credit loss in the event of non-performance by the other party to the financial instrument for commitments to extend credit, and to potential credit loss associated with letters of credit issued, is represented by the contractual amount of those instruments. The Company uses the same credit policies in making commitments and conditional obligations as it does for loans and other such on-balance sheet instruments.

At December 31, 2004, the Company had outstanding the following approximate off-balance-sheet financial instruments whose contract amounts represent credit risk:

	Contract Amount
Undisbursed credit lines	\$ 29,355,000
Commitments to extend or originate credit	3,151,000
Standby letter of credit	3,527,000
Total commitments to extend credit	\$ 36,033,000

Commitments to extend credit are agreements to lend to a customer as long as there is no violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require the payment of a fee. Historically, many commitments expire without being drawn upon; therefore, the total commitment amounts shown in the above table are not necessarily indicative of future cash requirements. The Company evaluates each customer s creditworthiness on a case-by-case basis. The amount of collateral obtained, as deemed necessary by the Company upon extension of credit, is based on management s credit evaluation of the customer. Collateral held varies but may include personal or income-producing commercial real estate, accounts

receivable, inventory and equipment.

Concentrations of credit risk All of the Company s loans, commitments to extend credit, and standby letters of credit have been granted to customers in the Company s market area. Although the Company is building a diversified loan portfolio, a substantial portion of its clients ability to honor contracts is reliant upon the economic stability of the Richmond, Virginia area, including the real estate markets in the area. The concentrations of credit by type of loan are set forth in Note 3. The distribution of commitments to extend credit approximates the distribution of loans outstanding.

#### Note 11.

#### Stockholders equity and regulatory matters

In September and October 2002, the Company completed an offering of its common stock through the sale of 817,200 shares at a price of \$8.50 per share. Proceeds to the Company from the offering (net of offering expenses of \$624,000) were \$6,322,000. Attached to each share was a warrant to purchase one share of common stock, at a price of \$10.20 per share, at any time through September 27, 2007, unless the warrants are cancelled. The warrants may be cancelled after December 31, 2003 by the Company in whole or in part upon 30 days written notice if for 20 or more trading days within any period of 30 consecutive trading days, including the last day of the period, the bid price of the stock exceeds \$12.75 per share. The Company also issued 40,860 warrants to the underwriter of the offering. As of December 31, 2004, warrants to purchase 49,550 shares of the Company s common stock have been exercised and warrants to purchase 808,510 common shares remain outstanding.

The Bank is subject to various regulatory capital requirements administered by the federal and state banking agencies. Failure to meet minimum capital requirements can initiate certain mandatory, and possible additional discretionary, actions by regulators that, if undertaken, could have a direct material effect on the Bank s financial statements. Under the capital adequacy guidelines and the regulatory framework for prompt corrective action, the Bank must meet specific capital guidelines that involve quantitative measures of the Bank s assets, liabilities, and certain off-balance-sheet items as calculated under regulatory accounting practices. The Bank s capital amounts and classification are also subject to qualitative judgments by the regulators about components, risk weightings, and other factors.

Quantitative measures are established by regulation to ensure capital adequacy require the Bank to maintain minimum amounts and ratios (set forth in the table below) of total and Tier 1 Capital (as defined in the regulations) to risk-weighted assets, and of Tier 1 Capital to average assets (the Leverage ratio). Management believes that as of December 31, 2004, the Bank meets all capital adequacy requirements to which it is subject.

Federal regulatory agencies are required by law to adopt regulations defining five capital tiers: well capitalized, adequately capitalized, under capitalized, significantly under capitalized, and critically under capitalized. The Bank meets the criteria to be categorized as a well capitalized institution as of December 31, 2004. The well capitalized classification permits financial institutions to minimize the cost of FDIC insurance assessments by being charged a lesser rate than those that do not meet this definition.

The Bank's capital amounts and ratios at December 31, 2004 and 2003 are presented in the table below:

			For Cap	ital		
	Actual	Actual Adequacy Purposes			To be Well Capitalized	
	Amount	Ratio	Amount	Ratio	Amount	Ratio
December 31, 2004						
Total capital (to risk-weighted assets)	\$15,842,000	10.4%	\$ 12,242,000	8.0%	\$15,302,000	10.0%
Tier 1 capital (to risk-weighted assets)	14,328,000	9.4%	6,121,000	4.0%	9,181,000	6.0%
Leverage ratio (Tier 1 capital to average assets)	14,328,000	9.4%	6,085,000	4.0%	5,593,000	5.0%
December 31,	14,320,000	9 <b>.</b> 470	0,083,000	4.070	3,393,000	3.0%
2003 Total capital (to risk-weighted assets)	\$13,845,000	13.9%	\$ 7,971,000	8.0%	\$ 9,964,000	10.0%
Tier 1 capital (to risk-weighted	ψ13,013,000	13.770	ψ 7,571,000	0.070	ψ	10.070
assets)	12,707,000	12.8%	3,986,000	4.0%	5,979,000	6.0%
Leverage ratio (Tier 1 capital to average						
assets)	12,707,000	11.4%	4,474,000	4.0%	5,593,000	5.0%

In addition, banking regulations limit the amount of cash dividends that may be paid without prior approval of the Bank s regulatory agencies. Such dividends are limited to the lesser of the Bank s retained earnings or the net income of the previous two years combined with the current year net income.

T A	4	-	^
N	ote	- 1	7.

#### Stock incentive and stock warrant plans

On March 21, 2000 the Company approved the following stock incentive and warrant plans:

The Organizational Investors Warrant Plan made available 140,000 warrants for grant to the Company s initial (organizational) investors for certain risks associated with the establishment of the Company. The warrants have an exercise price of \$10 per share (which approximated the fair value per share of common stock at issuance date) and expire in April 2008. At December 31, 2004, 137,500 warrants had been issued and none had been exercised.

The Stockholder Loan Referral Warrant Plan provides for the issuance of warrants to purchase up to 50,000 shares of common stock of the Company to shareholders who refer qualifying loans that are accepted by the Company. All shareholders of record of 100 shares or more of common stock are eligible to participate in the plan. The plan applies to all qualifying loans originated during the period from May 1, 2000 through April 30, 2003. The exercise price of each warrant is equal to the fair value of a share of common stock at the date of grant and the warrant has a twelve-month term. During the year ended December 31, 2003, 9,500 warrants were issued under the plan with a weighted-average exercise price of \$7.94. Warrants to purchase 5,900 shares were exercised during 2003. Total warrants issued under this plan amounted to 36,000 and none remain outstanding at December 31, 2004. The value of the warrants issued is considered immaterial to the financial statements.

The Stock Incentive Plan initially authorizes the issuance of up to 255,000 shares of Common Stock to assist the Bank in recruiting and retaining key personnel. The following table summarizes options outstanding:

		Weig	ghted
		Ave	rage
	Options	Exercis	se Price
Options outstanding January 1, 2002	136,770	\$	8.50
Granted	16,130		8.66
Forfeited	(3,660)		8.50
Exercised	-		-
Options outstanding December 31, 2002	149,240		8.56
Granted	34,000		8.39
Forfeited	(22,340)		8.48
Exercised	-		-
Options outstanding December 31, 2003	160,900		8.44
Granted	37,850		12.16
Forfeited	(1,340)		9.86
Exercised	-		-
Options outstanding December 31, 2004	197,410	\$	9.14
Options exercisable December 31, 2004	122,610		

The fair value per share of the options granted was \$4.73, \$2.69, and \$4.43 for the years ended December 31, 2004, 2003 and 2002, respectively.

63

The following table summarizes information about stock options outstanding at December 31, 2004:

		Outstanding Weighted		Exe	ercisable
		Average	Weighted		Weighted
		Remaining	Average		Average
Range of Exercise Prices	Number of Options	Years of Contractual Life	Exercise Price	Number of Options	Exercise Price
\$7.68 - \$9.24	160,060	7.2	\$ 8.44	122,610	\$ 8.44
\$11.20 - \$12.50	37,350	9.4	12.17	-	-
	197,410			122,610	

#### **Note 13.**

#### Fair values of financial instruments

The estimated fair values of the Company s financial instruments at December 31, 2004 and 2003 are as follows:

	2004		2003	
	Carrying	Estimated	Carrying	Estimated
	Value	Fair Value	Value	Fair Value
Financial assets				
		\$		
Cash and cash equivalents	\$ 8,599,407	8,599,407	\$ 5,564,441	\$ 5,564,441

Investment securities available for sale Loans held for sale Loans	5,427,604 2,867,084 134,162,293	5,427,604 2,867,084 134,040,889	8,623,803 1,502,997 91,522,507	8,623,803 1,502,997 91,911,200
Accrued interest receivable	610,866	610,866	391,658	391,658
Financial liabilities				
Deposits	140,027,38	139,946,050	96,322,607	96,533,100
FHLB borrowings	4,000,000	4,017,460	4,000,000	4,067,200
Other borrowings	835,079	835,079	804,197	804,197
Accrued interest payable	175,154	175,154	114,177	114,177
Off-balance-sheet instruments				
Undisbursed credit lines		29,355,000		27,955,000
Commitments to extend or originate				
credit		3,151,000		7,040,000
Standby letters of credit		3,527,000		525,000

#### **Note 14.**

#### Parent corporation only financial statements

# Southern Community Financial Corp. (Parent Corporation Only) Balance Sheet December 31, 2004

٨	ccetc

Cash and due from banks	\$ 361,095
Investment in subsidiaries	14,531,524
Receivable from subsidiary	77,274
Prepaid expenses	15,266
	\$ 14,985,159
Liabilities and Stockholders' Equity	
Liabilities	\$ -
Stockholders' equity	
Preferred stock	-
Common stock	7,046,976
Additional paid-in capital	8,615,748
Accumulated other comprehensive	-
income (loss)	(31,798)
Retained earnings (deficit)	(645,767)
Total stockholders' equity	14,985,159
	\$ 14,985,159

Southern Community Financial Corp.
(Parent Corporation Only)
Statement of Operations
Year Ended December 31, 2004

### **Expenses**

Advertising and marketing	\$ 196
Supplies	22,200
Legal	24,388
Other outside services	4,992
Total expenses	51,776
Net loss before undistributed equity in subsidiary  Undistributed equity in subsidiary	(51,776) 913,319
Net income	\$ 861,543

65

# Southern Community Financial Corp. (Parent Corporation Only) Statement of Cash Flows Year Ended December 31, 2004

<b>Cash Flows</b>	from	Onerating	Activities
Cash Flows	11 0111	Operaning	Acuvines

Net income	\$ 861,543
Adjustments to reconcile net income to net cash	
provided by operating activities	
Undistributed earnings of subsidiary	(913,319)
Increase in other assets	(92,539)
Net cash provided by operations	(144,315)
Cash Flows from Financing Activities	
Proceeds from exercise of warrants	505,410
	505,410
Net increase in cash	361,095
Cash, beginning of year	-
Cash, end of year	\$ 361,095

Note 15.
Selected quarterly financial data (unaudited)

Condensed quarterly financial data is shown as follows:

		First Juarter	Second Quarter	Third Quarter		Fourth Duarter
2004	•	Zuartor	Zuarter	Zuarter	•	zuur ter
Interest income	\$	1,669,882	\$ 1,869,791	\$ 1,904,670	\$	2,205,224
Interest expense		600,508	675,019	684,455		808,859
Net interest income before provision for loan losses		1,069,374	1,194,772	1,220,215		1,396,365
Provision for loan losses		104,000	56,900	206,484		165,246
Gain on sale of loans		205,154	321,157	294,922		251,475
Loss on securities		(16,396)	(9,974)	-		-
Fees and other noninterest						
income		132,087	161,408	210,577		208,998
Noninterest expenses		1,284,262	1,351,291	1,380,200		1,569,517
Income tax benefit		-	-	-		(339,309)
Net income		1,957	259,172	139,030		461,384
Earnings per share						
Basic	\$	-	\$ 0.15	\$ 0.08	\$	0.26
Diluted	\$	-	\$ 0.14	\$ 0.07	\$	0.24
2003						
Interest income	\$	1,057,100	\$ 1,158,635	\$ 1,385,802	\$	1,525,588
Interest expense		432,560	457,637	540,877		572,123
Net interest income before provision for loan losses		624,540	700,998	844,925		953,465
Provision for loan losses		111,000	136,000	100,000		52,000
Gain on sale of loans		11,651	30,776	515,683		260,280
Loss on securities		(1,222)	(10,037)	(43,783)		(14,513)
Fees and other noninterest income		84,867	124,857	280,213		195,301

Noninterest expenses	698,447		759,874	-	1,356,857	1,274,998
Net income (loss)	(89,611)		(49,280)		140,181	67,535
Earnings (loss) per share						
Basic	\$ (0.05)	\$	(0.03)	\$	0.08	\$ 0.04
Diluted	\$ (0.05)	\$	(0.03)	\$	0.08	\$ 0.04
		67				

#### **Exhibit Index**

<u>Number</u>
<u>Description</u>
3.1
Articles of Incorporation of Southern Community Financial Corp., incorporated by reference to Exhibit 3.1 of the Current Report on Form 8-K dated April 30, 2004.
3.2
Bylaws of Southern Community Financial Corp., incorporated by reference to Exhibit 3.2 of the Current Report on Form 8-K dated April 30, 2004.
10.1
Incentive Plan.
10.2
Organizational Investors Warrant Plan.
10.3
Shareholder Loan Referral Warrant Plan.
10.4
Executive Employment Agreement, effective as of April 1, 2001, between Thomas W. Winfree and Southern Community Bank & Trust.
10.5

Form of Incentive Stock Option Agreement.

Form of Non-Employee Director Non-Qualified Stock Option Agreement.

10.6

21

Subsidiaries of Southern Community Financial Corp.
31.1 Section 302 Certification by Chief Executive Officer.
31.2
Section 302 Certification by Chief Financial Officer.
32
Section 906 Certification.