COOPERATIVE BANKSHARES INC
Form 10-Q
August 11, 2005


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/_/ Yes /X/ No

APPLICABLE ONLY TO CORPORATE ISSUERS: Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date. 4,300,316 shares at August 3, 2005

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COOPERATIVE BANKSHARES, INC. AND SUBSIDIARY CONSOLIDATED STATEMENTS OF FINANCIAL CONDITION

JUNE 30, 2005

ASSETS

| Cash and due from banks, noninterest-bearing Interest-bearing deposits in other banks | \$ | $\begin{array}{r} 16,060,823 \\ 5,171,879 \end{array}$ |
| :---: | :---: | :---: |
| Total cash and cash equivalents |  | $21,232,702$ |
| Securities: |  |  |
| Available for sale (amortized cost of $\$ 43,605,582$ in June 2005 and $\$ 44,432,476$ in December 2004) |  | 43,595,691 |
| Held to maturity (estimated market value of $\$ 2,345,205$ in June 2005 and $\$ 2,678,860$ in December 2004) |  | 2,343,527 |
| FHLB stock |  | 5,334,000 |
| Loans held for sale |  | 38,711,294 |
| Loans |  | 534,497,520 |
| Less allowance for loan losses |  | 5,287,337 |
| Net loans |  | 529,210,183 |
| Other real estate owned |  | 16,003 |
| Accrued interest receivable |  | 2,598,692 |
| Premises and equipment, net |  | 9,150,782 |
| Goodwill |  | 1,461,543 |
| Other assets |  | 13,426,021 |
| Total assets | \$ | 667,080,438 |

LIABILITIES AND STOCKHOLDERS' EQUITY
Deposits
Short-term borrowings
Escrow deposits
\$ $\quad 512,096,853$
39,318,323

Accrued interest payable
Accrued expenses and other liabilities
Long-term

Total liabilities

Stockholders' equity:
Preferred stock, \$1 par value, 3,000,000 shares authorized, no shares issued and outstanding
Common stock, $\$ 1$ par value, $14,000,000$ shares authorized, $4,300,316$ and $2,860,764$ shares issued and outstanding 4,300,316
Additional paid-in capital
Accumulated other comprehensive income (loss)
Retained earnings
Total stockholders' equity

Total liabilities and stockholders' equity
*Derived from audited consolidated financial statements.
**The 2004 information is computed after giving the retroactive effect of a $3-f o r-2$ stock split a $50 \%$ stock dividend declared on January 19, 2005 and paid on February 24, 2005.

THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THE CONSOLIDATED FINANCIAL STATEMENTS.

INTEREST INCOME:

| Loans | \$ | 8,665,774 | \$ | 6,091,877 |
| :---: | :---: | :---: | :---: | :---: |
| Securities |  | 531,862 |  | 556,521 |
| Other |  | 28,020 |  | 7,886 |
| Dividends on FHLB stock |  | 59,482 |  | 37,371 |
| Total interest income |  | 9,285,138 |  | 6,693,655 |

INTEREST EXPENSE:

Deposits
Borrowed funds

Total interest expense

NET INTEREST INCOME
Provision for loan losses

Net interest income after provision for loan losses

NONINTEREST INCOME:
Gain on sale of loans
Service charges and fees on loans
Deposit-related fees
Bank-owned life insurance earnings
Other income, net

Total noninterest income

NONINTEREST EXPENSES:
Compensation and fringe benefits
Occupancy and equipment
Professional and examination fees
Advertising
Other

2,761,724
918,451

3,680,175


| 4,954,963 | 4,229,297 |
| :---: | :---: |

697,290
122,385
394,447
84, 405
58, 841

$1,527,674$
$2,582,502$
2,409,441
857, 240
810,112
128,100
127,676
93,055
117,990
493,424

```
    Total noninterest expenses
        4,223,782
        3,924,022
Income before income taxes
Income tax expense
\begin{tabular}{|c|c|c|c|}
\hline \multicolumn{2}{|r|}{4,223,782} & & 3,924,022 \\
\hline & \[
2,258,855
\] & & \[
1,662,643
\] \\
\hline \$ & 1,390,913 & \$ & 1,123,582 \\
\hline \$ & 0.32 & \$ & 0.26 \\
\hline \$ & 0.32 & \$ & 0.26 \\
\hline & 4,297,363 & & 4,291,146 \\
\hline & 4,373,929 & & 4,363,722 \\
\hline
\end{tabular}
*The 2004 information is computed after giving the retroactive effect of a \(3-f o r-2\) stock split in declared on January 19, 2005 and paid on February 24, 2005.
THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THE CONSOLIDATED FINANCIAL STATEMENTS.
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COOPERATIVE BANKSHARES, INC. AND SUBSIDIARY CONSOLIDATED STATEMENT OF STOCKHOLDERS' EQUITY
(Unaudited)
ACCUMULATED
OTHER

THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THE CONSOLIDATED FINANCIAL STATEMENTS.

COOPERATIVE BANKSHARES, INC. AND SUBSIDIARY CONSOLIDATED STATEMENTS OF CASH FLOWS<br>(Unaudited)

```
OPERATING ACTIVITIES:
```

    Net income
    Adjustments to reconcile net income to net cash
        provided by operating activities:
            Net accretion, amortization, and depreciation 493,835
            Net gain on sale of loans
            Provision for deferred income taxes
            Loss on sale of premises and equipment
            Loss on sales of foreclosed real estate
            Valuation losses on foreclosed real estate
            Provision for loan losses
            Proceeds from sale of loans held for sale
            Loan originations held for sale
            Changes in assets and liabilities:
            Accrued interest receivable
            Prepaid expenses and other assets
            Accrued interest payable
            Accrued expenses and other liabilities
                    Net cash provided (used) by operating activities
    $\$$| $2,538,550$ |
| ---: |
| 493,835 |
| $(1,324,629$ |
| $(373,976$ |
| 5,571 |
| 11,584 |
| 975,000 |
| $79,990,016$ |
| $(110,138,063$ |
| 1513,528 |
| 188,572 |
| 116,994 |
| 244,374 |

Net cash provided (used) by operating activities

## INVESTING ACTIVITIES:

Purchases of securities available for sale
Proceeds from maturity of securities available for sale
Repayments of mortgage-backed securities available for sale
Repayments of mortgage-backed securities held to maturity
Net purchases of FHLB stock
Loan originations, net of principal repayments
316, 301
$(815,50$
Proceeds from disposals of foreclosed real estate
Additions to other real estate owned
Purchases of premises and equipment
Proceeds from sale of premises and equipment
$(80,804,90$
14,870
(5,717
$(1,057,238$
5,000

Net cash used in investing activities
$(81,521,462$

FINANCING ACTIVITIES:
Net increase in deposits 97, 338,949
Net change in short-term borrowings
Repayments on long-term obligations
Proceeds received on long-term obligations $6,975,445$
$(2,654$
Proceeds from issuance of common stock
Dividends paid
Net change in escrow deposits
Net cash provided by financing activities

(Continued)

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COOPERATIVE BANKSHARES, INC. AND SUBSIDIARY CONSOLIDATED STATEMENTS OF CASH FLOWS, CONTINUED

Cash paid for:
Interest $\quad$ 6, 363,566

Summary of noncash investing and financing activities:
Transfer from loans to foreclosed real estate 36,740
Loans to faciliatate the sale of foreclosed real estate
Unrealized loss on securities available for sale, net of taxes (74,201)
Reclassifications between long-term obligations and short-term borrowings 5,000,000

1,505,015
SIX MONTHS ENDED JUNE 30, 2005

THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THE CONSOLIDATED FINANCIAL STATEMENTS.necessary financial disclosures that might otherwise be necessary in the

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circumstances and should be read in conjunction with the consolidated financial statements and notes thereto in the Company's annual report for the year ended December 31, 2004 (the "Annual Report"). The results of operations for the six-month period ended June 30,2005 are not necessarily indicative of the results to be expected for the full year.
2. Basis of Presentation: The accompanying unaudited consolidated financial statements include the accounts of Cooperative Bankshares, Inc., Cooperative Bank (the "Bank") and its wholly owned subsidiaries, Lumina Mortgage Company, Inc. ("Lumina") and CS\&L Holdings, Inc. ("Holdings"), and Holdings' majority owned subsidiary, CS\&L Real Estate Trust, Inc. (the "REIT"). All significant intercompany items have been eliminated. Certain items for prior periods have been reclassified to conform to the current period presentation. These reclassifications have no effect on the net income or stockholders' equity as previously reported.
3. Earnings Per Share: Earnings per share ("EPS") is calculated by
dividing net income by the weighted average number of common shares outstanding ("basic EPS") and the sum of the weighted average number of common shares outstanding and potential common stock ("diluted EPS"). Potential common stock consists of stock options issued and outstanding. In determining the number of shares of potential common stock, the treasury stock method was applied. This method assumes that the number of shares issuable upon exercise of the stock options is reduced by the number of common shares assumed purchased at market prices with the proceeds from the assumed exercise of the common stock options plus any tax benefits received as a result of the assumed exercise. The following table provides a reconciliation of income available to common stockholders and the average number of shares outstanding for the periods below after giving the retroactive effect of a 3 -for-2 stock split in the form of a $50 \%$ stock dividend declared on January 19, 2005 and paid on February 24, 2005:

THREE MONTHS ENDED JUNE 30,

|  | 2005 |  | 2004 |  | 2005 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net income (numerator) | \$ | 1,390,913 | \$ | 1,123,582 | \$ | $2,538,55$ |
| Shares for basic EPS (denominator) |  | 4,297,363 |  | 4,291,146 |  | 4,294,23 |
| Dilutive effect of stock options |  | 76,566 |  | 72,576 |  | 78, 8 |
| Shares for diluted EPS (denominator) |  | 4,373,929 |  | 4,363,722 |  | 4,373,05 |

For the periods ended June 30,2005 and 2004 , there were 0 and 4,000 options outstanding, respectively, that were not dilutive since the exercise price did not exceed the average market price. These options have been omitted from the calculation of the dilutive effect of stock options.
4. Comprehensive Income: Comprehensive income includes net income and all
other changes to the Company's equity, with the exception of transactions with shareholders ("other comprehensive income"). The Company's only components of other comprehensive income relate to unrealized gains and losses on available for sale securities. The following table sets forth the components of other comprehensive income and total comprehensive income for

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the three and six months ended June 30.

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|  | THREE MONTHS ENDED JUNE 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2005 |  | 2004 |  |
| Net income | \$ | 1,390,913 | \$ | $1,123,582$ |
| Other comprehensive income (loss) <br> Unrealized gains (losses) on available for sale securities |  | $436,238$ |  | $(1,149,854)$ |
| Income tax benefit (expense) |  | $(148,321)$ |  | 390,950 |
| Other comprehensive income (loss) |  | 287,917 |  | $(758,904)$ |
| Comprehensive income | \$ | 1,678,830 | \$ | 364,678 |

5. Stock-Based Compensation: On January 1, 1996 the Company adopted

SFAS No. 123, "Accounting for Stock-Based Compensation." As permitted by SFAS No. 123, the Company has chosen to continue to apply APB Opinion No. 25, "Accounting for Stock Issued to Employees" and related interpretations. The option exercise price is the market price of the common stock on the date the option is granted. Accordingly, no compensation cost has been recognized for options granted under the Option Plan. Had compensation cost for the Company's Option Plan been determined based on the fair value at the grant dates for awards under the option plan consistent with the method of SFAS No. 123, the Company's net income and net income per share would have been reduced to the pro forma amounts indicated below.

|  | THREE MONTHS ENDED JUNE 30, |  |  |  | SIX MON <br> JUNE |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005 |  | 2004 |  | 2005 |  |
| Net income, as reported | \$ | 1,390,913 | \$ | 1,123,582 | \$ | $2,538,550$ |
| Deduct: Total stock-based employee compensation expense determined under fair value based method for all awards, net of related tax effects |  | - |  | - |  | - |
| Pro forma net income | \$ | 1,390,913 | \$ | 1,123,582 | \$ | $2,538,550$ |
| Earnings per share: |  |  |  |  |  |  |
| Basic-as reported | \$ | 0.32 | \$ | 0.26 | \$ | 0.59 |
| Basic-pro forma | \$ | 0.32 | \$ | 0.26 | \$ | 0.59 |
| Diluted-as reported | \$ | 0.32 | \$ | 0.26 | \$ | 0.58 |

Diluted-pro forma

$\$$
$===============$
$==============$
6. Recent Accounting Pronouncements: In December 2004, the FASB issued

SFAS No. $123(R)$, "Accounting for Stock-Based Compensation (SFAS No. 123(R)." SFAS No. 123(R) establishes standards for the accounting for transactions in which an entity exchanges its equity instruments for goods or services. This Statement focuses primarily on accounting for transactions in which an entity obtains employee services in share-based payment transactions. SFAS No. $123(\mathrm{R})$ requires that the fair value of such equity instruments be recognized as an expense in the historical financial statements as services are performed. Prior to SFAS No. 123(R), only certain pro forma disclosures of fair value were required. This Statement was amended on April 14, 2005 to make the provisions of this Statement effective at the beginning of the next fiscal year that begins after June 15, 2005. Accordingly, we will adopt SFAS No. $123(R)$ on January 1, 2006. The adoption of SFAS No. $123(R)$ is expected to have a material effect on our consolidated financial statements.
7. Subsequent Event: On July 22, 2005, the Company announced that its Board of

Directors has authorized the issuance of up to $\$ 15$ million of trust preferred securities ("Trust Preferred Securities") for general corporate purposes and to increase the regulatory capital of the Bank. The Company intends to issue the Trust Preferred Securities in a pooled private placement offering during the third quarter of fiscal 2005.

ITEM 2 - MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

GENERAL

Cooperative Bankshares, Inc. (the "Company") is a registered bank holding company incorporated in North Carolina in 1994. The Company is the parent company of Cooperative Bank (the "Bank"), a North Carolina chartered commercial bank. Cooperative Bank, headquartered in Wilmington, North Carolina, was chartered in 1898. The Bank provides financial services through 20 offices in Eastern North Carolina. One of the Bank's subsidiaries, Lumina Mortgage Company, Inc. ("Lumina") is a mortgage banking firm originating and selling residential mortgage loans through 5 offices along the coast from North Myrtle Beach, South Carolina, to Virginia Beach, Virginia. The Bank's other subsidiary, CS\&L Holdings, Inc. ("Holdings") is a holding company incorporated in Virginia for CS\&L Real Estate Trust, Inc. (the "REIT"), which is a real estate investment trust.

Through its offices, the Bank provides a wide range of banking products, including interest-bearing and noninterest-bearing checking accounts, certificates of deposit, savings accounts and individual retirement accounts. It offers an array of loan products: overdraft protection, commercial, consumer, agricultural, real estate, residential mortgage and home equity loans. Also offered are safe deposit boxes and automated banking services through ATMs and Access24 Phone Banking. The Bank also offers free Online Banking and Bill Pay for personal accounts. In addition, the Bank offers discount brokerage services, annuity sales and mutual funds through a third party arrangement with UVEST Investment Services.

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The Bank opened its new Shipyard office on August 1, 2005, which was a relocation of its Wilmington Long Leaf branch. The Bank is scheduled to move another Wilmington branch to a more desirable location in 2005. The Bank began utilizing its new Operations and Training Center in May 2005. On July 12, 2005, the Company entered into a lease for a mortgage office of Lumina in Charlotte, North Carolina. This office will open in the third quarter of 2005.

## MISSION STATEMENT

It is the mission of the Company to provide the maximum in safety and security for our depositors, an equitable rate of return for our stockholders, excellent service for our customers, and to do so while operating in a fiscally sound and conservative manner, with fair pricing of our products and services, good working conditions, outstanding training and opportunities for our staff, along with a high level of corporate citizenship.

## MANAGEMENT STRATEGY

The Bank's lending activities have traditionally concentrated on the origination of loans for the purpose of constructing, financing or refinancing residential properties. In recent years the Bank has emphasized the origination of nonresidential real estate loans and secured and unsecured consumer and business loans. As of June 30, 2005, approximately $\$ 357$ million, or $63 \%$, of the Bank's loan portfolio, which excludes loans held for sale, consisted of loans secured by residential properties. This compares to approximately $\$ 309$ million, or 68\% at December 31, 2004. The Bank originates adjustable rate and fixed rate loans. As of June 30, 2005, adjustable rate and fixed rate loans totaled approximately $62 \%$ and $38 \%$, respectively, of the Bank's total loan portfolio.

The Bank has chosen to sell a large percentage of its fixed rate mortgage loan originations in the secondary market and through brokered arrangements. This enables the Bank to invest these funds in commercial loans, while increasing fee income and reducing interest rate risk.

## INTEREST RATE SENSITIVITY ANALYSIS

Interest rate sensitivity refers to the change in interest spread resulting from changes in interest rates. To the extent that interest income and interest expense do not respond equally to changes in interest rates, or that all rates do not change uniformly, earnings will be affected. Interest rate sensitivity, at a point in time, can be analyzed using a static gap analysis that measures the match in balances subject to repricing between interest-earning assets and
interest-bearing liabilities. Gap is considered positive when the amount of interest rate sensitive assets exceeds the amount of interest rate sensitive liabilities. Gap is considered negative when the amount of interest rate sensitive liabilities exceeds the amount of interest rate sensitive assets. At June 30, 2005, the Company had a one-year positive gap position of $5.7 \%$ as compared to $8.8 \%$ at December 31, 2004. During a period of falling interest rates, a positive gap would tend to adversely affect net interest income, while a negative gap would tend to result in an increase in net interest income. During a period of rising interest rates, a positive gap would tend to result in an increase in net interest income while a negative gap would tend to adversely affect net interest income. It is important to note that certain shortcomings

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are inherent in static gap analysis. Although certain assets and liabilities may have similar maturities or periods of repricing, they may react in different degrees to changes in market interest rates. For example, a part of the Company's adjustable-rate mortgage loans are indexed to the National Monthly Median Cost of Funds to SAIF-insured institutions. This index is considered a lagging index that may lag behind changes in market rates. The one-year or less interest-bearing liabilities also include checking, savings and money market deposit accounts. Experience has shown that the Company sees relatively modest repricing on these types of transaction accounts. Management takes this into consideration in determining acceptable levels of interest rate risk.

When Lumina gives a rate lock commitment to a customer, there is a concurrent "lock in" for the loan with a secondary market investor under a best efforts delivery mechanism. Therefore, interest rate risk is mitigated because any commitment to fund a loan available for sale is concurrently hedged by a commitment from an investor to purchase the loan under the same terms. Loans are usually sold within 60 days after closing.

## LIQUIDITY

The Company's goal is to maintain adequate liquidity to meet potential funding needs of loan and deposit customers, pay operating expenses and meet regulatory liquidity requirements. Maturing securities, principal repayments of loans and securities, deposits, income from operations and borrowings are the main sources of liquidity. The Bank has been granted a line of credit by the Federal Home Loan Bank of Atlanta ("FHLB") in an amount of up to 25\% of the Bank's total assets. At June 30, 2005, the Bank's borrowed funds from the FHLB equaled $14.3 \%$ of its total assets. Scheduled loan repayments are a relatively predictable source of funds, unlike deposits and loan prepayments that are significantly influenced by general interest rates, economic conditions and competition.

At June 30, 2005, the estimated market value of liquid assets (cash, cash equivalents, marketable securities and loans held for sale) was approximately $\$ 105.9$ million, which represents $17.2 \%$ of deposits and borrowed funds as compared to $\$ 70.8$ million or $14.2 \%$ of deposits and borrowed funds at December 31, 2004. The increase in liquid assets was due to increases in loans held for sale and cash and cash equivalents.

The Company's primary uses of liquidity are to fund loans and to make investments. Management considers current liquidity levels adequate to meet the Company's cash flow requirements taking into consideration management's intention to issue up to $\$ 15$ million in Trust Preferred Securities during the third fiscal quarter of 2005. If the loan portfolio continues to increase as it has in 2005, additional funding sources, such as brokered deposits or loan sales may need to be considered.

## OFF-BALANCE SHEET ARRANGEMENTS AND CONTRACTUAL COMMITMENTS

At June 30, 2005, outstanding off-balance sheet commitments to extend credit totaled $\$ 64.8$ million, and the undisbursed portion of construction loans was $\$ 65.5$ million. The Bank continued to be obligated to make future payments under contracts, such as debt and lease agreements, the amounts of which were consistent with the amounts at December 31, 2004 other than the increase in borrowed funds of $\$ 17.0$ million and the increase in deposits of $\$ 97.3$ million at June 30, 2005. For further information see "Financial Condition at June 30, 2005 compared to December 31, 2004 ".

## CAPITAL

Stockholders' equity at June 30,2005 , was $\$ 49.0$ million, up $4.4 \%$ from $\$ 46.9$ million at December 31, 2004. Stockholders' equity at June 30, 2005, includes an unrealized loss net of tax of $\$ 7,000$ as compared to an unrealized gain net of
tax at December 31,2004 , of $\$ 68,000$ on securities available for sale marked to estimated fair market value.

Under the capital regulations of the FDIC, the Bank must satisfy minimum leverage ratio requirements and risk-based capital requirements. Banks supervised by the FDIC must maintain a minimum leverage ratio of core ("Tier I") capital to average adjusted assets ranging from $3 \%$ to $5 \%$. At June 30, 2005, the Bank's ratio of Tier I capital was 7.50\%. The FDIC's risk-based capital rules
require banks supervised by the FDIC to maintain risk-based capital to risk-weighted assets of at least $8.00 \%$. Risk-based capital for the Bank is defined as Tier I capital plus the balance of allowance for loan losses. At June 30, 2005, the Bank had a ratio of qualifying total capital to risk-weighted assets of $10.33 \%$.

The Company, as a bank holding company, is also subject, on a consolidated basis, to the capital adequacy guidelines of the Board of Governors of the Federal Reserve (the "Federal Reserve Board"). The capital requirements of the Federal Reserve Board are similar to those of the FDIC governing the Bank. The Company currently exceeds all of its capital requirements. Management expects the Company to continue to exceed these capital requirements without altering current operations or strategies.

The Company's Board of Directors approved a quarterly cash dividend of $\$ .05$ per share, paid on July 15, 2005 to stockholders of record as of July 1, 2005. Any future payment of dividends is dependent on the financial condition and capital needs of the Company, requirements of regulatory agencies and economic conditions in the marketplace.

## CRITICAL ACCOUNTING POLICIES

The Bank's most significant critical accounting policies are those that govern accounting for loans and its allowance for loan losses and goodwill. A critical accounting policy is one that is both very important to the portrayal of the Company's financial condition and results, and requires a difficult, subjective or complex judgment by management. What makes these judgments difficult, subjective and/or complex is the need to make estimates about the effects of matters that are inherently uncertain. For further information on the allowance for loan losses, see the "Critical Accounting Policies" and the "Financial Condition" in Management's Discussion and Analysis and Note 3 of "Notes to Consolidated Financial Statements" included in the Annual Report on Form $10-\mathrm{K}$ filed with the SEC on March 30, 2005. For further information on goodwill, see the "Critical Accounting Policies" in Management's Discussion and Analysis and Note 13 of "Notes to Consolidated Financial Statements" included in the Annual Report on Form 10-K filed with the SEC on March 30, 2005.

FINANCIAL CONDITION AT JUNE 30, 2005 COMPARED TO DECEMBER 31, 2004

The Company's total assets increased $21.3 \%$ to $\$ 667.1$ million at June 30,2005 , as compared to $\$ 550.1$ million at December 31, 2004 . The primary causes of the increase in assets were increases of $\$ 80.7$ million (17.8\%) in loans, $\$ 31.5$ million (434.8\%) in loans held for sale and $\$ 4.8$ million (29.5\%) in cash and cash equivalents which were funded primarily by an increase in deposits of $\$ 97.3$ million (23.5\%), short-term borrowings of $\$ 7.0$ million (21.6\%) and long-term obligations of $\$ 10.0 \mathrm{million}(18.8 \%)$. The increase in loans and deposits was a result of continued growth in newer branches and being located in vibrant

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markets. The majority of the loan growth occurred in construction and land development loans which grew $\$ 30.4$ million (47.5\%) and commercial real estate loans which grew $\$ 27.5$ million (25.3\%) over the six month period ending June 30 , 2005, due to the economic expansion in the Bank's market area and the Bank's increased emphasis on commercial lending. Loans held for sale increased because management designated additional loans for sale to assist in future liquidity needs. The largest increase in deposits was in the thirteen and twenty-two month certificates and checking accounts. The increase in the certificates was due to the Bank offering competitive promotional rates on reasonably short term deposits in an effort to foster deposit growth. The Bank continues to emphasize obtaining business accounts, which is the reason for the checking account increase. The Bank also attracted an additional $\$ 26.0$ million in internet deposits during the six month period ending June 30, 2005. Internet deposits are usually obtained from other financial institutions with terms primarily of one to two years. Borrowed funds which are collateralized through an agreement with the FHLB for advances increased $\$ 16$ million since December 31, 2004. These advances are secured by the Bank's investment in FHLB stock and qualifying first mortgage loans. Loans made at Lumina are held for sale and are funded by a short-term borrowing at another financial institution, which increased $\$ 652,000$ since December 31, 2004 and are collateralized by Lumina's loans held for sale.

The Company's nonperforming assets (loans 90 days or more delinquent and foreclosed real estate) were $\$ 585,000$, or $0.09 \%$ of assets, at June 30, 2005, compared to $\$ 207,000$, or $0.04 \%$ of assets, at December 31, 2004. Foreclosed real estate increased to $\$ 16,000$ at June 30,2005 , from $\$ 0$ at December 31, 2004. The Company assumes an aggressive position in collecting delinquent loans and disposing of foreclosed assets to minimize balances of nonperforming assets and continues to evaluate the loan and real estate portfolios to provide loss reserves as considered necessary. For further information see "Comparison of Operating Results - Provision and Allowance for Loan Losses."

COMPARISON OF OPERATING RESULTS

## OVERVIEW

The net income of the Company depends primarily upon net interest income. Net interest income is the difference between the interest earned on loans, the securities portfolio and interest-earning deposits and the cost of funds, consisting principally of the interest paid on deposits and borrowings. The Company's operations are materially affected by general economic conditions, the monetary and fiscal policies of the Federal government, and the policies of regulatory authorities. Yields and costs have increased because of the increase in loans and deposits, as well as the actions taken by the Federal Reserve over the past several months to increase interest rates.

NET INCOME

Net income for the three and six-month periods ended June 30, 2005, increased $23.8 \%$ to $\$ 1.4$ million and $24.3 \%$ to $\$ 2.5$ million respectively, as compared to the same periods last year. The increase in net income for the three and six-month periods ended June 30,2005 can be attributed to an increase in net interest income of $\$ 1.1$ million and $\$ 1.8$ million respectively, as well as an increase in noninterest income of $\$ 170,000$ and $\$ 281,000$ respectively. For further information see the captions "Noninterest Income" and "Noninterest Expense."

For the three-month period ended June 30, 2005, interest income increased $38.7 \%$ as compared to the same period a year ago. The average balance of interest-earning assets increased $23.9 \%$ and the average yield increased 65 basis points as compared to the same period a year ago. Interest income increased $29.4 \%$ for the six-month period ended June 30, 2005, as compared to the same period a year ago. The increase in interest income can be attributed to the yield on average interest-earning assets increasing to $5.99 \%$ as compared to $5.49 \%$ for the same period a year ago. In addition, the average balance of interest-earning assets increased $18.6 \%$ for the six month period ended June 30 , 2005, as compared to the same period a year ago.

INTEREST EXPENSE
Interest expense increased $70.0 \%$ for the three-month period ended June 30, 2005, as compared to the same period a year ago. This increase was due to the average cost of interest-bearing liabilities increasing 75 basis points and the average balance of interest-bearing liabilities increasing $23.4 \%$ as compared to the same period a year ago. In the six-month period ended June 30, 2005, interest expense increased 49.2\% as compared to the same period a year ago. The average balance of interest-bearing liabilities increased $17.5 \%$ as compared to the same period a year ago. The cost of interest-bearing liabilities increased to $2.53 \%$ as compared to $1.99 \%$ for the same period last year.

## NET INTEREST INCOME

Net interest income for the three and six-month periods ended June 30, 2005, as compared to the same period a year ago, increased $23.7 \%$ and $19.8 \%$ respectively. The increase was due to interest-earning assets increasing more than interest-bearing liabilities. This can be attributed to the increase in noninterest bearing checking accounts and the retention of earnings.

## AVERAGE YIELD/COST ANALYSIS

The following table contains information relating to the Company's average balance sheet and reflects the average yield on assets and average cost of liabilities for the periods indicated. Such annualized yields and costs are derived by dividing income or expense by the average balances of assets or liabilities, respectively, for the periods presented. The average loan portfolio balances include nonaccrual loans.


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## NONINTEREST INCOME

Noninterest income increased by $11.2 \%$ for the six-month period ended June 30, 2005, as compared to the same period a year ago. The change in noninterest income can be primarily attributed to service charges and fees on loans increasing $\$ 211,000$. This increase was primarily caused by an increase in brokered loan fees.

In the three-month period ended June 30, 2005, noninterest income increased $12.5 \%$ as compared to the same period last year. Service charges and fees on loans increased $\$ 128,000$ for the three-month period ended June 30, 2005 as compared to the same period a year ago. The reason for this increase is the same as stated above for the six-month period.

## NONINTEREST EXPENSE

For the six-month period ended June 30, 2005, noninterest expense increased 7.0\% as compared to the same period last year. Compensation and fringe benefits increased $\$ 399,000$ due to increases in costs of benefits, staffing levels, incentive pay and normal increases in salaries.

In the three-month period ended June 30, 2005, noninterest expense increased $7.6 \%$ as compared to the same period last year. This increase can primarily be attributed to compensation and fringe benefits increasing $\$ 173,000$. The reason for this change is identical to the one stated above for the six-month period ended June 30, 2005.

INCOME TAXES
The effective tax rate for the six-month periods ended June 30, 2005 and 2004 was $38.0 \%$ and $33.3 \%$ respectively. The effective tax rate for the three-month periods ended June 30,2005 and 2004 was $38.4 \%$ and $32.4 \%$ respectively. The higher rate in 2005 resulted principally from a change in organizational structure, which included the formation of Holdings and the REIT, that the company implemented in December 2002. In addition to the benefits for which the revised structure was implemented, it also resulted in reduced state income taxes. State taxing authorities have recently announced that they will vigorously pursue taxpayers who have utilized certain organizational structures that result in reduced state income taxes, including the structure the Company has utilized. While the Company believes its tax position is sound, it has decided to modify its business plan in 2005 and subsequent years in response to that announcement. For further information on income taxes see "Income Taxes" in Management's Discussion and Analysis and Note 10 of "Notes to Consolidated Financial Statements" included in the Annual Report.

## NOTE REGARDING FORWARD-LOOKING STATEMENTS

This document, as well as other written communications made from time to time by Cooperative Bankshares, Inc. and subsidiaries and oral communications made from time to time by authorized officers of the Company, may contain statements relating to the future results of the Company (including certain projections, such as earnings projections and business trends) that are considered "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995 (the PSLRA). Such forward-looking statements may be

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identified by the use of such words as "intend," "believe," "expect," "should," "planned," "estimated" and "potential." For these statements, the Company claims the protection of the safe harbor for forward-looking statements contained in the PSLRA. The Company's ability to predict future results is inherently uncertain and the company cautions you that a number of important factors could cause actual results to differ materially from those currently anticipated in any forward-looking statement. These factors include among others; changes in market interest rates and general and regional economic conditions, changes in government regulations, changes in accounting principles and the quality or composition of the loan and investment portfolios and other factors that may be described in the Company's quarterly reports on Form 10-Q and in its annual report on Form 10-K, each filed with the Securities and Exchange Commission, which are available at the Securities and Exchange Commission's Internet website (www.sec.gov) and to which reference is hereby made.

## ITEM 3 - QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

The Company's primary market risk is interest rate risk. Interest rate risk is the result of differing maturities or repricing intervals of interest-earning assets and interest-bearing liabilities and the fact that rates on these financial instruments do not change uniformly. These conditions may impact the earnings generated by the Company's interest-earning assets or the cost of its interest-bearing liabilities, thus directly impacting the Company's overall earnings. The Company's management actively monitors and manages interest rate risk. One way this is accomplished is through the development of, and adherence to, the Company's asset/liability policy. This policy sets forth management's strategy for matching the risk characteristics of the Company's interest-earning assets and interest-bearing liabilities so as to mitigate the effect of changes in the rate environment. The Company's market risk profile has not changed materially since December 31, 2004.

ITEM 4 - CONTROLS AND PROCEDURES
The Company's management, including the Company's principal executive officer and principal financial officer, has evaluated the effectiveness of the Company's "disclosure controls and procedures", as such term is defined in Rule 13a-15(e) promulgated under the Securities Exchange Act of 1934, as amended, (the "Exchange Act"). Based upon their evaluation, the principal executive officer and principal financial officer concluded that, as of the end of the period covered by this report, the Company's disclosure controls and procedures were effective for the purpose of ensuring that the information required to be disclosed in the reports that the Company files or submits under the Exchange Act with the Securities and Exchange Commission (the "SEC") (1) is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms, and (2) is accumulated and communicated to the Company's management, including its principal executive and principal financial officers, as appropriate to allow timely decisions regarding required disclosure. In addition, based on that evaluation, no change in the Company's internal control over financial reporting occurred during the quarter ended June 30, 2005 that has materially affected, or is reasonably likely to materially affect, the Company's internal control over financial reporting.

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ITEM 1. LEGAL PROCEEDINGS

Not applicable

ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

Not applicable

ITEM 3. DEFAULTS UPON SENIOR SECURITIES

Not applicable

ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY-HOLDERS
(1) Annual Meeting of Stockholders, April 29, 2005
(a) Election of Directors

PAUL G. BURTON
H. THOMPSON KING, III
R. ALLEN RIPPY

|  | FOR |  | AGAINST |
| :---: | :---: | :---: | :---: |
| Number | --- | Number | $\%-----$ |
| of Votes | $\%$ of | of Votes | Votes |

Number
of Votes
23,940
23,940
24,318

The following directors are serving terms of office that continue through 2006 and 2007, as noted:

James D. Hundley, M.D. 2007
O. Richard Wright, Jr. 2007

Russell M. Carter 2007
Frederick Willetts, III 2006
F. Peter Fensel, Jr. 2006
(b) Amend Articles of Incorporation to increase authorized shares of common stock

|  |  | AGAINST |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Number | \% of | Number | \% of | Number |
| of Votes | Votes | of Votes | Votes | of Votes |
| 3,394,426 | 97.441 | 74,184 | 2.13 | 14,961 |

ITEM 5. OTHER INFORMATION

None

ITEM 6. EXHIBITS

Exhibit 3.1(1) Articles of Incorporation

Exhibit 3.2(2) Articles of Amendment to Articles of Incorporation
Exhibit 3.3(1) Bylaws, as amended

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| Exhibit $11.1 \quad$ | Statement re: Computation of Per Share Earnings (See |
| :--- | :--- |
| note 3 to Unaudited Consolidated Financial Statements |  |
| on page 8) |  |

Exhibit 31.1 Rule 13a-14(a) Certification of Chief Executive Officer

Exhibit 31.2 Rule 13a-14(a) Certification of Chief Financial Officer

Exhibit 32 Certificate Pursuant to 18 U.S.C. Section 1350
(1) Incorporated by reference to the Registrant's Registration Statement on Form S-4 (Reg. No. 33-79206) filed with the SEC.
(2) Incorporated by reference to Registrant's Proxy Statement filed with the SEC on March 31, 2005

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SIGNATURES

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

Dated: August 11, 2005 Cooperative Bankshares, Inc.

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/s/ Frederick Willetts, III
Frederick Willetts, III
President/Chief Executive Officer
/s/ Todd L. Sammons
Todd L. Sammons
Senior Vice President/Chief Financial Officer
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