

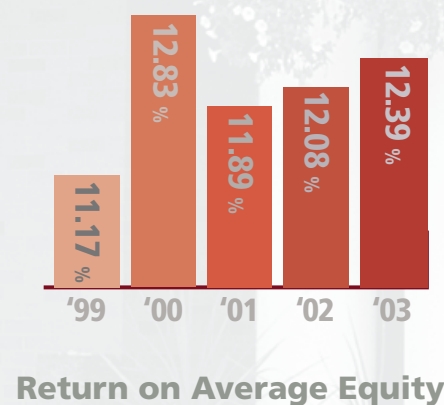
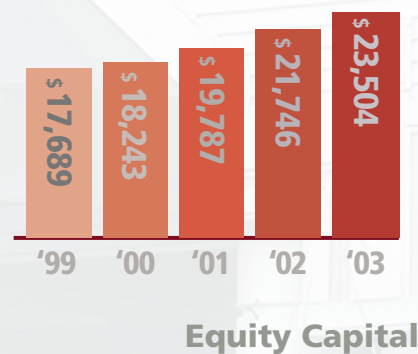
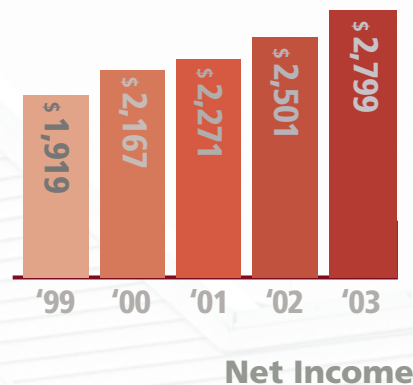


*dedicated to your future...*

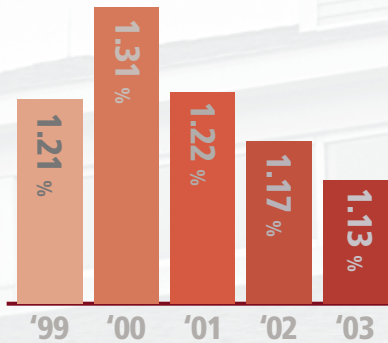
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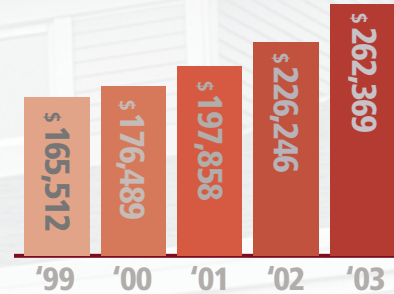
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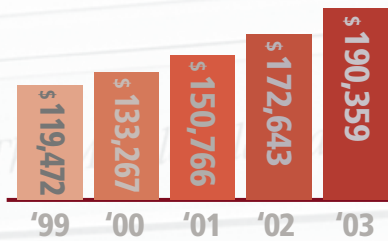
# Statistical Summary



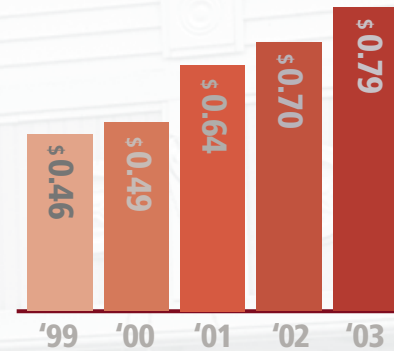
Return on Average Assets



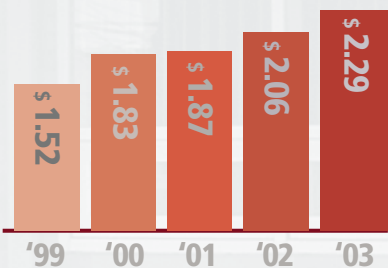
Total Assets



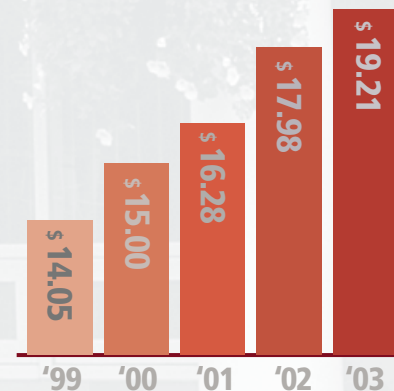
Net Loans Outstanding



Dividends Per Share



Earnings Per Share



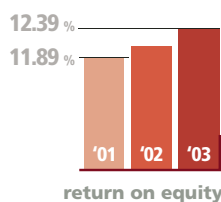
Book Value Per Share



The year 2003 was one filled with many challenges. Our country became engaged in conflict on the other side of the globe. Interest rates remained at historically low levels. Corporate governance issues and increased regulation remained at the forefront of business news. Closer to home, the Ohio Legislature enacted an increased sales tax and added many additional fees that impacted our operation.

As you review the enclosed chronicle of our performance, I believe you will agree that we were modestly successful in turning these challenges into viable opportunities. Our record earnings performance reflects the cooperative efforts and dedication of many fine people. To those Employees, Officers, and Directors, we extend our sincere appreciation.

Earnings for 2003 were \$2,798,620 compared to \$2,500,949 for 2002. On a per share basis, earnings were \$2.29

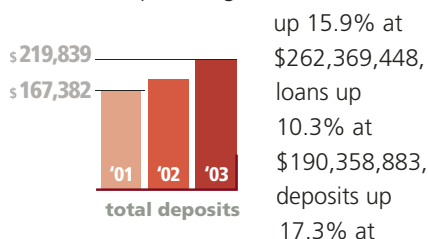


for the twelve months ended December 31, 2003, compared to \$2.06 for the prior twelve month period.

This represents an increase of 11.17% and considers the 5% stock dividend paid to

our shareholders in the fourth quarter of 2003.

Our balance sheet on December 31, 2003, also showed positive growth, with assets



up 15.9% at \$262,369,448, loans up 10.3% at \$190,358,883, deposits up 17.3% at \$219,839,910, and Stockholders' Equity up 8.08% at \$23,504,314. We closed the year with a Return on Average Assets of 1.13% and a Return on Average Equity of 12.39%.

Last year in this letter, we introduced our new logo for Middlefield Banc Corp. and The Middlefield Banking Company. Designed to better reflect the dynamic, forward-looking nature of your company, this change proved to be very well received within our communities. Along with this change, we have committed to increasing our marketing expenditures in an effort to build awareness and profitably grow your company.

In April of 2003, we opened an office in Orwell, Ohio. This, our first venture into Ashtabula County, has produced very promising results. Both loan and

deposit totals have exceeded our initial projections. Another exciting business line was added in August. In cooperation with UVEST Financial Services® we opened a full service brokerage office. Staffed by an experienced, licensed financial representative we are now offering a broader array of investment and savings options.

It is with pleasure that we are also able to report continued success with our electronic banking delivery activities. EasyLine, our voice response banking system, saw growth in usage of over 10% during the year. The flexibility and acceptance of this product is also found in EasyLink, our Internet banking solution. You may enjoy the convenience of banking with us from nearly anywhere in the world at [www.middlefieldbank.com](http://www.middlefieldbank.com). If you have not yet become familiar with this service, and its electronic bill payment function, we urge you to do so.

With all of the negative media coverage on poor corporate stewardship, we want to assure you that we have taken, and continue to take, appropriate measures to ensure the integrity of your company. As we noted last year, we have engaged three separate firms that provide us with independent audit services, internal audit services, and independent loan review.



# To Our Shareholders and Friends

Earlier this year, in following with the recommendations of various regulatory agencies, your Board has created a Corporate Governance and Nominating Committee. This committee is composed entirely of independent directors and is charged with promoting and protecting



the investment of shareholders.

Our shareholders received a 5% share dividend in the fourth quarter of 2003. Middlefield Banc Corp. is building a history of declaring stock splits and share dividends, which have rewarded shareholders for the company's growth and performance. Shareholders benefited from a five for one stock split in 1995, 10% share dividends in 1997 and 1998, a two for one stock split in 2000, and 5% share dividends in 2002 and 2003. A shareholder owning 100 shares in 1994 would now own 1,333

shares. Dividends on these shares, at our current rate of \$0.21 per quarter, would total in excess of \$1,100 a year. Of course, we welcome you to re-invest those funds in your company through our Dividend Reinvestment Plan.

As a part of our strategic planning process near the end of 2003, we identified seven Core Values that we fully believe will work to make us a better organization and add value to your investment. We feel it important to share these with you and

have included them following this letter. Additionally, during that endeavor, we strongly reaffirmed our commitment to remain an independent, community-oriented financial services company. We have taken an introspective look and come away with a strong understanding of our direction and desire to properly reward you, our shareholders.

We have written in the past of the uncertainties that confront us in the year ahead. 2004 would seem to be just one

step up in that path. The financial services industry is, once again, undergoing a period of consolidation, as evidenced by the fact that two of our direct competitors will experience new ownership in a few months. The pattern of election year activities stands poised to add to the mix of items that we may need to address. The potential for rising interest rates and continued global unrest are also present.

Perhaps it is true that the more things change, the more they stay the same. In the face of these concerns, may we assure you that all of us at your company take very seriously the charge presented – to prove capable and prudent stewards of Middlefield Banc Corp. and The Middlefield Banking Company. We thank you for your support and welcome the continued opportunity to serve you.

Sincerely,

Thomas G. Caldwell  
President and Chief Executive Officer

Donald D. Hunter  
Chairman, Board of Directors

**Customer Service:** We will treat all customers in a manner that is both personal and caring. We will show genuine concern and respect for them as individuals. **Honesty and Integrity:** It is imperative that our customers trust us to do business in an ethical manner. We will always honor our commitments, keep our promises, and do the right thing. **Efficiency:** In order to be successful and to remain competitive, we must keep our costs at a reasonable level, strive to improve productivity, and continue to become more efficient in the way we conduct our business. **Team Focus:** Believing that our people are key to our success, we are dedicated to a well-educated and highly skilled workforce. We are one team sharing one focus. **Community Commitment:** Actively participating and investing in our communities is at the foundation of our organization. It is important to provide leadership within our communities and to offer our time, talent, and dollars. **Proactive Approach:** In order to be responsive to our customers' needs, we approach banking in a proactive, flexible, and positive manner. We strive to be creative in solutions to problems, recognizing them as improvement opportunities. **Shareholder Commitment:** Our shareholders have expressed their belief in us and it is our duty to be responsible stewards of their investments. Prudent and fiscally responsible management will provide both short-term and long-term value to our shareholders.

|                                                     | 1994          | 1995          | 1996          |
|-----------------------------------------------------|---------------|---------------|---------------|
| Interest Income                                     | \$9,512,712   | \$10,336,464  | \$10,375,117  |
| Interest Expense                                    | \$4,200,784   | \$4,855,690   | \$4,985,064   |
| Net interest Income                                 | \$5,311,928   | \$5,480,774   | \$5,390,053   |
| Provision for loan loss                             | \$198,000     | \$240,000     | \$351,000     |
| Net interest Income After Provision for loan losses | \$5,113,928   | \$5,240,774   | \$5,039,053   |
| Noninterest Income, Including Security Gains/Losses | \$327,607     | \$355,149     | \$586,328     |
| Noninterest Expense                                 | \$3,076,058   | \$3,221,651   | \$3,245,926   |
| Income Before Income Taxes                          | \$2,365,477   | \$2,374,272   | \$2,379,455   |
| Income Taxes                                        | \$651,000     | \$681,660     | \$657,000     |
| Net Income                                          | \$1,714,477   | \$1,692,612   | \$1,722,455   |
| Total Assets                                        | \$130,589,544 | \$134,570,716 | \$133,867,396 |
| Deposits                                            | \$112,082,402 | \$121,247,047 | \$119,254,240 |
| Equity Capital                                      | \$11,449,463  | \$12,800,762  | \$14,135,561  |
| Loans Outstanding, Net                              | \$80,431,585  | \$86,250,549  | \$83,946,960  |
| Allowance For Loan Losses                           | \$811,212     | \$1,067,956   | \$1,138,919   |
| Net Charge-Offs (Recoveries)                        | \$67,906      | -\$16,744     | \$280,037     |
| Full Time Employees (Average Equivalents)           | 50            | 53            | 53            |
| Number of Offices                                   | 3             | 3             | 3             |
| Earnings Per Share                                  | 1.36          | 1.34          | 1.36          |
| Dividends Per Share                                 | 0.23          | 0.27          | 0.30          |
| Book Value Per Share                                | 9.05          | 10.11         | 11.16         |
| Dividends Pay-out Ratio                             | 16.62%        | 19.64%        | 22.61%        |
| Cash Dividends Paid                                 | \$284,901     | \$332,385     | \$389,365     |
| Return on Average Assets                            | 1.34%         | 1.30%         | 1.29%         |
| Return on Average Equity                            | 14.99%        | 14.05%        | 12.21%        |

#### Notes

The above per share amounts have been restated to reflect the five for one stock split effected in 1995, the 10% stock dividend paid in 1997 and 1998, the two for one stock split effected in 2000 and the 5% stock dividend paid in 2002 and 2003.

# Decade of Progress

|  | 1997          | 1998          | 1999          | 2000          | 2001          | 2002          | 2003          |
|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|  | \$10,599,777  | \$10,901,445  | \$11,448,619  | \$12,770,170  | \$13,706,569  | \$14,119,963  | \$14,647,163  |
|  | \$5,083,713   | \$5,084,615   | \$5,048,276   | \$5,909,884   | \$6,747,922   | \$6,148,086   | \$5,724,907   |
|  | \$5,516,064   | \$5,816,830   | \$6,400,343   | \$6,860,286   | \$6,958,647   | \$7,971,877   | \$8,922,256   |
|  | \$200,000     | \$270,000     | \$296,000     | \$275,000     | \$170,000     | \$300,000     | \$315,000     |
|  | \$5,316,064   | \$5,546,830   | \$6,104,343   | \$6,585,286   | \$6,788,647   | \$7,671,877   | \$8,607,256   |
|  | \$546,103     | \$598,771     | \$804,358     | \$982,663     | \$1,194,193   | \$1,143,217   | \$1,428,144   |
|  | \$3,493,280   | \$3,824,819   | \$4,254,374   | \$4,408,617   | \$4,741,374   | \$5,206,339   | \$6,105,450   |
|  | \$2,368,887   | \$2,320,782   | \$2,654,327   | \$3,159,332   | \$3,241,466   | \$3,608,755   | \$3,929,950   |
|  | \$624,243     | \$630,337     | \$735,318     | \$992,661     | \$970,859     | \$1,107,806   | \$1,131,330   |
|  | \$1,744,644   | \$1,690,445   | \$1,919,009   | \$2,166,671   | \$2,270,607   | \$2,500,949   | \$2,798,620   |
|  | \$142,276,167 | \$155,557,609 | \$165,512,453 | \$176,488,813 | \$197,857,964 | \$226,245,533 | \$262,369,448 |
|  | \$121,482,038 | \$128,827,889 | \$135,094,459 | \$147,166,046 | \$167,382,728 | \$187,384,494 | \$219,839,910 |
|  | \$15,465,255  | \$16,656,797  | \$17,689,055  | \$18,243,362  | \$19,786,807  | \$21,746,408  | \$23,504,314  |
|  | \$88,320,047  | \$102,728,454 | \$119,471,741 | \$133,266,893 | \$150,766,103 | \$172,642,646 | \$190,358,883 |
|  | \$1,334,800   | \$1,538,726   | \$1,756,137   | \$2,037,322   | \$2,062,252   | \$2,300,485   | \$2,521,270   |
|  | \$4,119       | \$66,074      | \$78,589      | -\$6,185      | \$145,070     | \$61,767      | \$94,215      |
|  | 56            | 59            | 61            | 57            | 64            | 66            | 72            |
|  | 3             | 4             | 4             | 4             | 5             | 5             | 6             |
|  | 1.38          | 1.33          | 1.52          | 1.83          | 1.87          | 2.06          | 2.29          |
|  | 0.34          | 0.40          | 0.46          | 0.49          | 0.64          | 0.70          | 0.79          |
|  | 12.22         | 13.15         | 14.05         | 15.00         | 16.28         | 17.98         | 19.21         |
|  | 24.98%        | 29.53%        | 29.82%        | 26.61%        | 33.94%        | 34.47%        | 34.54%        |
|  | \$435,747     | \$499,215     | \$572,343     | \$595,255     | \$772,068     | \$862,696     | \$966,697     |
|  | 1.23%         | 1.15%         | 1.21%         | 1.31%         | 1.22%         | 1.17%         | 1.13%         |
|  | 11.67%        | 10.43%        | 11.17%        | 12.83%        | 11.89%        | 12.08%        | 12.39%        |

# Management's Discussion & Analysis

In the following pages, management presents an analysis of Middlefield Banc Corp's (the Corporation) financial condition and results of operations as of and for the year ended December 31, 2003 as compared to prior years. This discussion is designed to provide shareholders with a more comprehensive review of the operating results and financial position than could be obtained from an examination of the financial statements alone. This analysis should be read in conjunction with the consolidated financial statements and related footnotes and the selected financial data included elsewhere in this report.

Middlefield is an Ohio corporation organized to become the holding company of The Middlefield Banking Company ("Bank"). The Bank is a state-chartered bank located in Middlefield, Ohio. Middlefield and its subsidiary bank derive substantially all of their income from banking and bank-related services, including interest earnings on residential real estate, commercial mortgage, commercial, and consumer financings as well as interest earnings on investment securities and deposit services to its customers through six locations.

## Forward Looking Statement

The Private Securities Litigation Reform Act of 1995 contains safe harbor provisions regarding forward-looking statements. Forward-looking statements can be identified by terminology such as "believes," "expects," "anticipates," "estimates," "intends," "should," "will," "plans," "potential" and similar words. Forward-looking statements are also statements that are not statements of historical fact. Forward-looking statements necessarily involve risks and uncertainties. They are merely predictive or statements of probabilities, involving known and unknown risks, uncertainties and other factors. If one or more of these risks of uncertainties occurs or if the underlying assumptions prove incorrect, actual results could differ materially from those expressed in or implied by the forward-looking statements.

Forward-looking statements are based upon a variety of estimates and assumptions. The estimates and assumptions involve judgments about a number of things, including future economic, competitive, and financial market conditions and future business decisions. These matters are inherently subject to

significant business, economic, and competitive uncertainties, all of which are difficult to predict and many of which are beyond Middlefield's control. Although Middlefield believes its estimates and assumptions are reasonable, actual results could vary materially from those shown. Inclusion of forward-looking information does not constitute a representation by Middlefield or any other person that the indicated results will be achieved. Investors are cautioned not to place undue reliance on forward-looking information.

## Critical Accounting Policies

### Allowance for Loan Losses

Arriving at an appropriate level of allowance for loan losses involves a high degree of judgment. The Company's allowance for loan losses provides for probable losses based upon evaluations of known, and inherent risks in the loan portfolio.

Management uses historical information to assess the adequacy of the allowance for loan losses as well as the prevailing business environment, which is affected by changing economic conditions and various external factors and which may impact the portfolio in ways currently unforeseen. The allowance is increased by provisions for loan losses and by recoveries of loans previously charged-off and reduced by loans charged-off. For a full discussion of the Company's methodology of assessing the adequacy of the reserve for loan losses, refer to Note 1 of "Notes to Consolidated Financial Statements" commencing on the following pages of this Annual Report.

### Results of Operations

For the fifth year in a row your Company posted record earnings. Middlefield recorded net income of \$2.8 million in 2003, which represents an increase of \$300,000, or 11.92%, over 2002. Net income for 2002 of \$2.5 million represented an increase of \$230,000, or 10.1%, over 2001. Diluted earnings per share have increased each of the past three years to \$2.29 per share for 2003, \$2.06 per share for 2002, and \$1.86 per share for 2001.

**Net Interest Income -- 2003 Compared to 2002.** Net interest income, by definition, is the difference between interest income generated on earning assets and the interest expense

incurred on interest-bearing liabilities. Net interest income for 2003 increased to \$8.9 million, compared to \$8.0 million for 2002. Interest income for 2003 was \$14.6 million as compared to \$14.1 million for 2002. This increase of \$527,000 or 3.7% was influenced primarily by an increase in interest earned on loans receivable of \$506,000, while offset by decreases in interest earned on interest-bearing deposits in other institutions, and federal funds sold, of \$31,000, and \$16,000 respectively. Although the 2003 rate environment was characterized by lower interest rate yields, 2003's increase in interest income was driven by increases in average balances of interest-earning assets. The average balance of loans receivable and investment securities increased \$19.9 million to \$183.7 million and \$9.8 million to \$45.0 million, respectively, during 2003. The tax-equivalent yield on interest earning assets decreased to 6.32% for 2003 from 6.99% for 2002, and primarily resulted from a 91 basis point and 54 basis point decrease in investment securities and loans receivable, respectively. During 2003, \$22.5 million in called, sold, and re-paid investment securities were reinvested at substantially lower rates. The inflow of deposits coupled with the rapid repayment of mortgage-backed securities has resulted in reinvestment options at substantially lower rates than the previous year. The lower interest rate environment resulted when interest rates were driven downward by an aggressive rate reduction policy by the Federal Reserve Board over the past few years.

Interest expense decreased \$423,000 or 6.9% for 2003 to \$5,725,000 from \$6,148,000 for 2002. Interest expense incurred on deposits decreased \$572,000 for 2003 as compared to 2002 and was primarily attributable to the current interest rate environment that resulted in a lowering of the cost of funds to 2.90% for 2003 as compared to 3.68% for 2002. Offsetting the declining rates was an increase in the average balance of interest-bearing liabilities of \$30.4 million to \$197.5 million for 2003. In particular, the average balance of savings and certificates of deposits increased \$11.4 million and \$8.7 million, respectively. Core deposit growth also was driven by a general shift in customer preference away from the equity markets and into insured bank deposits. Although the Bank reduced its costs on all deposit products during 2003, certificates of deposits were the primary target as such costs



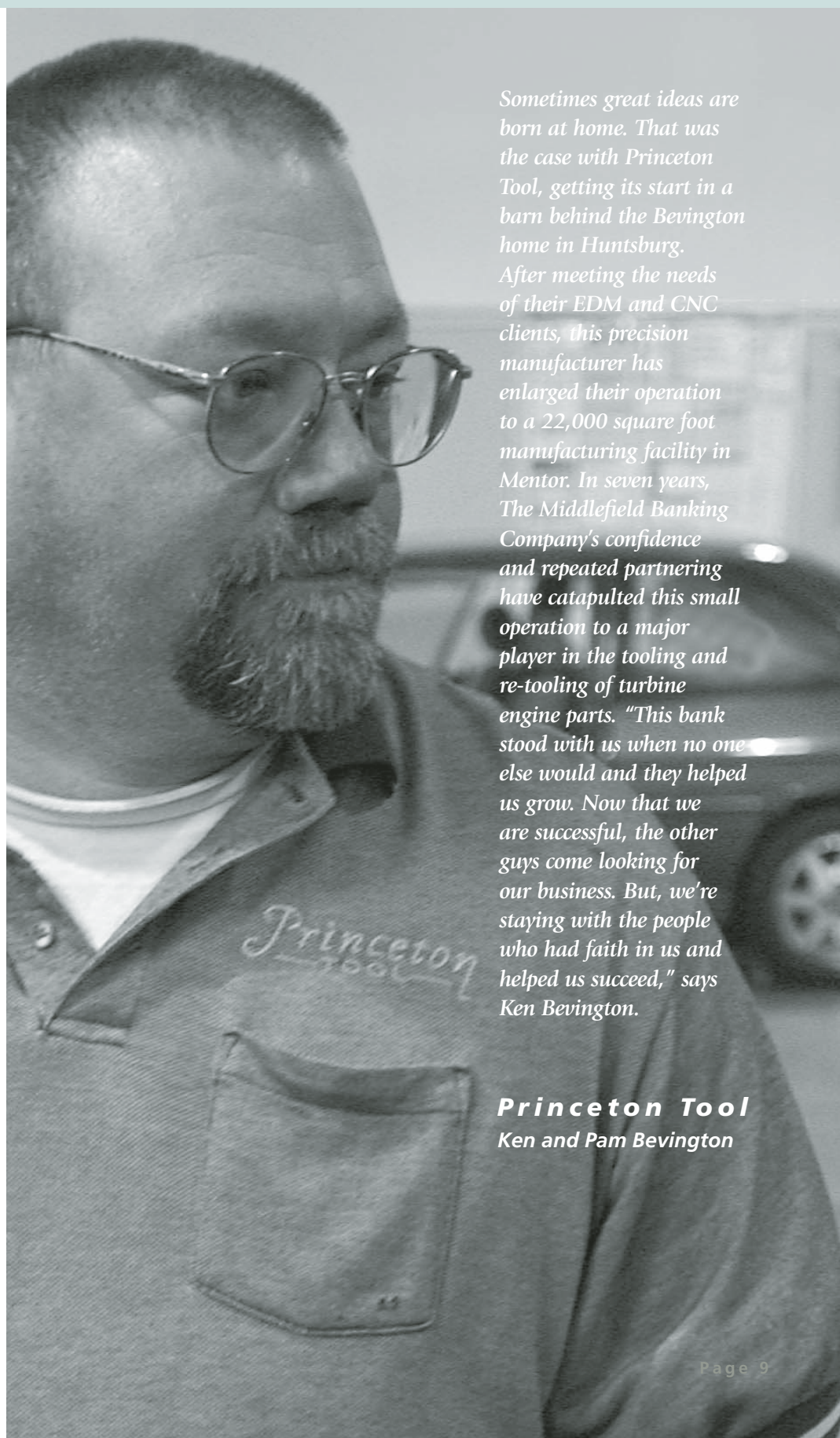
## *dedicated to growth*

decreased by 89 basis points. Interest expense on borrowings increased to \$819,000 for 2003 as compared to \$670,000 for 2002 and resulted primarily from an additional \$5.4 million in borrowings with the Federal Home Loan Bank in 2003. The Company borrowed from the FHLB in varying maturities at an average rate of 2.9% to lock into what management believes to be a low cost of funds.

**Net Interest Income — 2002 Compared to 2001.** Net interest income for 2002 increased to \$8.0 million, compared to \$7.0 million for 2001. Interest income for 2002 was \$14.1 million as compared to \$13.7 million for 2001. This increase of \$413,000 or 3.0% was influenced primarily by an increase in interest earned on loans receivable of \$533,000, while offset by decreases in interest earned on federal funds sold, investment securities, and interest-bearing deposits in other institutions of \$73,000, \$33,000, and \$14,000 respectively. Although Middlefield intentionally caused a decrease to its interest rate yields, interest income was driven by increases in average balances of interest-earning assets. The average balance of loans receivable and investment securities increased \$20.3 million to \$163.8 million and \$5.3 million to \$35.2 million, respectively, during 2002. The tax-equivalent yield on interest earning assets decreased to 6.99% for 2002 from 7.79% for 2001, and primarily resulted from a 102 basis point and 69 basis point decrease in investment securities and loans receivable, respectively. During 2002, \$14.0 million in called, matured, and repayed investment securities were reinvested at substantially lower rates. The inflow of deposits coupled with the rapid repayment of mortgage-backed securities has resulted in reinvestment options at substantially lower rates than the previous year. The lower

*Sometimes great ideas are born at home. That was the case with Princeton Tool, getting its start in a barn behind the Bevington home in Huntsburg. After meeting the needs of their EDM and CNC clients, this precision manufacturer has enlarged their operation to a 22,000 square foot manufacturing facility in Mentor. In seven years, The Middlefield Banking Company's confidence and repeated partnering have catapulted this small operation to a major player in the tooling and re-tooling of turbine engine parts. "This bank stood with us when no one else would and they helped us grow. Now that we are successful, the other guys come looking for our business. But, we're staying with the people who had faith in us and helped us succeed," says Ken Bevington.*

**Princeton Tool**  
Ken and Pam Bevington



# Management's Discussion and Analysis

|                                                                                     | 2003                   |          |                       | For the Year Ended December 31,<br>2002 |          |                       | 2001                   |          |                       |
|-------------------------------------------------------------------------------------|------------------------|----------|-----------------------|-----------------------------------------|----------|-----------------------|------------------------|----------|-----------------------|
|                                                                                     | Average<br>Balance     | Interest | Average<br>Yield/Cost | Average<br>Balance                      | Interest | Average<br>Yield/Cost | Average<br>Balance     | Interest | Average<br>Yield/Cost |
|                                                                                     | (Dollars in thousands) |          |                       | (Dollars in thousands)                  |          |                       | (Dollars in thousands) |          |                       |
| Interest-earning assets:                                                            |                        |          |                       |                                         |          |                       |                        |          |                       |
| Loans receivable <sup>(1)</sup>                                                     | \$183,683              | \$12,847 | 6.99%                 | \$163,828                               | \$12,341 | 7.53%                 | \$143,560              | \$11,808 | 8.23%                 |
| Investments securities                                                              | 45,011                 | 1,683    | 4.30%                 | 35,169                                  | 1,615    | 5.21%                 | 29,887                 | 1,625    | 6.24%                 |
| Interest-bearing deposits with other banks                                          | 6,883                  | 66       | 0.96%                 | 6,116                                   | 164      | 2.68%                 | 5,647                  | 274      | 4.85%                 |
| Total interest-earning assets                                                       | 235,577                | 14,596   | 6.32%                 | 205,113                                 | 14,120   | 6.99%                 | 179,094                | 13,707   | 7.79%                 |
| Noninterest-earning assets                                                          | 12,327                 |          |                       | 8,368                                   |          |                       | 7,455                  |          |                       |
| Total assets                                                                        | \$247,904              |          |                       | \$213,481                               |          |                       | \$186,549              |          |                       |
| Interest-bearing liabilities:                                                       |                        |          |                       |                                         |          |                       |                        |          |                       |
| Interest - bearing demand deposits                                                  | \$ 8,623               | 61       | 0.71%                 | \$ 7,905                                | 109      | 1.38%                 | \$ 6,296               | 153      | 2.43%                 |
| Money market deposits                                                               | 13,355                 | 259      | 1.94%                 | 9,090                                   | 199      | 2.19%                 | 8,123                  | 244      | 3.00%                 |
| Savings deposits                                                                    | 57,413                 | 828      | 1.44%                 | 46,045                                  | 948      | 2.06%                 | 35,432                 | 954      | 2.69%                 |
| Certificates of deposit                                                             | 98,512                 | 3,758    | 3.81%                 | 89,857                                  | 4,222    | 4.70%                 | 83,177                 | 4,847    | 5.83%                 |
| Borrowings                                                                          | 19,635                 | 819      | 4.17%                 | 14,258                                  | 670      | 4.70%                 | 10,211                 | 550      | 5.39%                 |
| Total interest-bearing liabilities                                                  | 197,538                | 5,725    | 2.90%                 | 167,155                                 | 6,148    | 3.68%                 | 143,239                | 6,748    | 4.71%                 |
| Noninterest-bearing liabilities                                                     |                        |          |                       |                                         |          |                       |                        |          |                       |
| Other liabilities                                                                   | 27,773                 |          |                       | 25,621                                  |          |                       | 24,336                 |          |                       |
| Total liabilities                                                                   | 225,311                |          |                       | 192,776                                 |          |                       | 167,455                |          |                       |
| Stockholders' equity                                                                | 22,594                 |          |                       | 20,705                                  |          |                       | 19,094                 |          |                       |
| Total liabilities and stockholders' equity                                          | \$247,904              |          |                       | \$213,481                               |          |                       | \$186,549              |          |                       |
| Net interest income                                                                 |                        | \$ 8,871 |                       |                                         | \$ 7,972 |                       |                        | \$ 6,959 |                       |
| Interest rate spread (3)                                                            |                        |          | 3.40%                 |                                         |          | 3.31%                 |                        |          | 3.08%                 |
| Net yield on interest-earning assets (4)                                            |                        |          | 3.87%                 |                                         |          | 3.99%                 |                        |          | 3.89%                 |
| Ratio of average interest-earning assets to<br>average interest-bearing liabilities |                        |          | 119.26%               |                                         |          | 122.71%               |                        |          | 125.03%               |

(1) Average balances include non-accrual loans.

(2) Includes interest - bearing deposits in other financial institutions.

(3) Interest-rate spread represents the difference between the average yield on interest-earning assets and the average cost of interest-bearing liabilities.

(4) Net yield on interest - earning assets represents net interest income as a percentage of average interest - earning assets.

|                                    | Year Ended December 31,<br>2003 vs. 2002 |          |        | Year Ended December 31,<br>2002 vs. 2001 |          |          |
|------------------------------------|------------------------------------------|----------|--------|------------------------------------------|----------|----------|
|                                    | Increase (Decrease)                      |          |        | Increase (Decrease)                      |          |          |
|                                    | Due to                                   |          |        | Due to                                   |          |          |
|                                    | Volume                                   | Rate     | Total  | Volume                                   | Rate     | Total    |
|                                    | (In Thousands)                           |          |        | (In Thousands)                           |          |          |
| Interest income:                   |                                          |          |        |                                          |          |          |
| Loans Receivable                   | \$ 1,235                                 | \$ (729) | \$ 506 | \$ 1,320                                 | \$ (787) | \$ 533   |
| Investment securities              | 182                                      | (114)    | 68     | (138)                                    | 128      | (10)     |
| Other interest-earning assets      | 24                                       | (71)     | (47)   | 25                                       | (135)    | (110)    |
| Total interest-earning assets      | 1,441                                    | (914)    | 527    | 1,207                                    | (794)    | 413      |
| Interest expense:                  |                                          |          |        |                                          |          |          |
| Interest-bearing demand            | 11                                       | (59)     | (48)   | 64                                       | (108)    | (44)     |
| Money market                       | 79                                       | (19)     | 60     | 35                                       | (80)     | (45)     |
| Savings                            | 563                                      | (683)    | (120)  | (28)                                     | 22       | (6)      |
| Certificates                       | 487                                      | (951)    | (464)  | 443                                      | (1,068)  | (625)    |
| Other interest-bearing liabilities | 212                                      | (63)     | 149    | 177                                      | (57)     | 120      |
| Total interest-bearing liabilities | 1,352                                    | (1,775)  | (423)  | 690                                      | (1,290)  | (600)    |
| Change in net interest income      | \$ 89                                    | \$ 861   | \$ 950 | \$ 517                                   | \$ 496   | \$ 1,013 |





interest rate environment resulted during 2001, when interest rates were driven downward by an aggressive rate reduction policy by the Federal Reserve Board.

Interest expense decreased \$600,000 or 8.9% for 2002 to \$6.1 million from \$6.7 million for 2001. Interest expense incurred on deposits decreased \$720,000 for 2002 as compared to 2001 and was primarily attributable to the current interest rate environment that resulted in a lowering of the cost of funds to 3.68% for 2002 as compared to 4.71% for 2001. Offsetting the declining rates was an increase in the average balance of interest-bearing liabilities of \$23.9 million to \$167.2 million for 2002. In particular, the average balance of savings and certificates of deposits increased \$10.6 million and \$6.7 million, respectively. Core deposit growth also was driven by a general shift in customer preference away from the equity markets and into insured bank deposits. Although the Bank reduced its costs on all deposit products during 2002, certificates of deposits were the primary target as such costs decreased by 113 basis points. Interest expense on borrowings increased to \$670,000 for 2002 as compared to \$550,000 for 2001 and resulted primarily from an additional \$7.0 million in borrowings with the Federal Home Loan Bank that The Middlefield Banking Company did not have at December 31, 2001.

**Rate/Volume Analysis.** The following table (page10, bottom) sets forth certain information regarding the changes in our interest income and interest expense for the periods indicated. For each category of interest-earning assets and interest-bearing liabilities, information is provided on changes attributable to (1) changes in volume (changes in average volume multiplied by prior year rate), and (2) changes in rates (changes in rate multiplied by prior year average volume). Increases and decreases due to both rate and volume have been allocated proportionally to the change due to volume and the change due to rate.

*As a young man interested in veterinary medicine, Joel Percival assisted Dr. John Kroh in Kirtland. As fate would have it, when Dr. Kroh retired in 2003, Dr. Percival was there. By duplicating some of the same successful ideas used in his Big Creek Veterinary Hospital in Concord, Dr. Percival followed his dream of expanding his practice and following closely in the footsteps of his mentor. Dr. Eric Neate was recently added to the practice as a partner. Dr. Percival says, "The Middlefield Banking Company works much the same way we do. We want to provide the greatest level of service possible and we don't stop until every call is followed up. I liked the relationship with Middlefield Bank so much I have moved personal accounts there, too."*

**Joel Percival,  
DVM**

*dedicated to building*

# Management's Discussion and Analysis

**Loan Loss Provision -- 2003 Compared to 2002.** The provision for loan losses is an operating expense recorded to maintain the related balance sheet allowance for loan losses at an amount considered adequate to cover probable losses incurred in the normal course of lending. The provision for loan losses was \$315,000 in 2003 as compared to \$300,000 in 2002. The loan loss provision is based upon management's assessment of a variety of factors, including types and amounts of nonperforming loans, historical loss experience, collectibility of collateral values and guaranties, pending legal action for collection of loans and related guaranties, and current economic conditions. The loan loss provision reflects management's judgment of the current period cost-of-credit risk inherent in the loan portfolio. Although management believes the loan loss provision has been sufficient to maintain an adequate allowance for loan losses, actual loan losses could exceed the amounts that have been charged to operations. The change in the loan loss provision in 2003 was principally a result of an increase in net charge-offs to average loans during the year.

*2002 Compared to 2001.* The provision for loan losses was \$300,000 in 2002 as compared to \$170,000 in 2001. The change in the loan loss provision in 2002 was principally a result of an increase in nonperforming loans during the year coupled with an increase in classified assets from 2001 to 2002.

**Noninterest Income — 2003 Compared to 2002.** Noninterest income is made up of bank related fees and service charges, as well as other income-producing services. These include ATM/interchange income, safe deposit box rental income and other miscellaneous items. In addition the bank invested in Bank Owned Life Insurance (BOLI) in 2003. The earnings from this investment are reflected in the Company's noninterest income. Total noninterest income increased 25% in 2003 to \$1.5 million from \$1.1 million for 2002. The increase is accounted for principally by the income from the purchase of bank owned life insurance (BOLI) of \$202,000 in 2003. An increase in fee income from deposit accounts also contributed significantly to 2003's increased noninterest income. Deposit account service fees have progressively increased as the number of accounts and volume of related transactions have increased.

*2002 Compared to 2001.* Total noninterest income decreased slightly in 2002 to \$1.1

million from \$1.2 million for 2001. The decrease is accounted for principally by the recognition of investment security gains of \$98,000 in 2001 that was not repeated in 2002. Offsetting this decline was an increase in fee income from deposit accounts, as well as increases in ATM surcharges and debit card fees. Such fees have progressively increased as the number of accounts and volume of related transactions have increased.

Transaction deposit accounts grew at a steady pace in 2003, 2002, and 2001. In general, management prices deposits at rates competitive with rates offered by the other banks in Middlefield's market, which rates tend to be somewhat lower than rates offered by thrift institutions and credit unions. Middlefield generally has not imposed service charges and fees to the same extent as other local institutions. Although a wider range of service charges and fees and higher service charges and fees would yield more income for each dollar of deposits, imposing service charges and fees on a basis equivalent to those imposed by many other area banks might adversely affect deposit growth. To promote deposit growth and provide cross-selling opportunities, Middlefield has not adopted the most aggressive fee structure. Deposit growth is generated by developing strong customer relationships and cross-selling deposit relationships to loan customers. Management intends to continue promoting demand deposit products, particularly noninterest-bearing deposit products, in order to obtain additional interest-free lendable funds.

**Noninterest Expense — 2003 Compared to 2002.** Noninterest expense increased 17.3% to \$6.1 million for 2003 as compared to \$5.2 million for 2002. Compensation and employee benefits increased \$562,000, or 22.3%, primarily as a result of normal merit raises and the establishment of an employee profit sharing plan. Occupancy and equipment expenses increased 8.0% or \$55,000 as a result of added capital expenditures in prior years. As a result of increased transaction activity from operating a larger organization, data processing expenses increased \$43,000 or 10.1% during 2003 as compared to 2002. In addition, all other expenses increased \$239,000 or 15.2%. A large part of this increase of \$104,000 was due to an enhanced marketing budget in 2003 to promote the bank's new look and logo. Increases in other expense also included operating expenses that resulted from expanding into a larger organization.

*2002 Compared to 2001.* Noninterest expense increased 9.8% to \$5.2 million for 2002 as compared to \$4.7 million for 2001. Compensation and employee benefits increased \$207,000, or 8.9%, primarily as a result of normal merit raises and a 17.0% increase in health insurance expenses for 2002. Occupancy and equipment expenses increased 16.8% or \$98,000 as a result of added capital expenditures in prior years, in particular the Chardon branch that became operational in 2001. Offsetting these increases was a reduction in marketing costs that occurred in 2001 marking the 100th anniversary of the Bank.

**Provision for Income Taxes.** The provision for income taxes fluctuated in 2003, 2002, and 2001 in direct correlation to the changing level of pre-taxable income during these periods. The purchase Bank Owned Life Insurance did not materially alter the effective marginal tax rate

## Financial Condition

**Assets and Liabilities.** Middlefield's total assets increased \$36.1 million, or 16.0%, to \$262.4 million at December 31, 2003 from \$226.2 million at December 31, 2002. This increase primarily resulted from a \$17.7 million, or 10.3%, increase in net loans receivable to \$190.4 million at December 31, 2003 that was funded by a \$32.5 million net increase in customer deposits and a series of borrowings with the Federal Home Loan Bank of approximately \$5.0 million. The increase in net loans receivable resulted from the economic health of Middlefield's market area, the current interest rate environment, and the strategic, service-oriented marketing approach taken by management to meet the lending needs of the area. Although mortgage loans continue to comprise the largest portion of the loan portfolio, the majority of Middlefield's loan growth during 2003 was in the form of open-end, revolving home equity lines of credit and commercial loans. Commercial and commercial real estate loans increased in total by \$7.3 million to \$49.9 million, an increase of 15.0%. Home equity loans experienced an increase of \$7.1 million, or 91.7%, to \$14.7 million at December 31, 2003. Management attributes the loan increases to continued customer referrals and Middlefield's overall relationship with its customers.

Investment securities available for sale increased to \$50.0 million at December 31, 2003



from \$35.9 million at December 31, 2002. Meanwhile, investment securities held to maturity decreased to \$1.9 million at December 31, 2003 from \$6.2 million at December 31, 2002. The net increase in 2003 is primarily due to investment purchases of \$33.0 million primarily in mortgage-backed securities, which was partially offset by investment calls and maturities of \$22.5 million. Purchases of mortgage-backed securities, which have all been classified as available for sale, typically have maturities ranging from 15 to 30 years with yields between 4.5% and 5.5%. Approximately 57% of the entire investment securities portfolio is now comprised of mortgage-backed securities as compared to 50.0% at December 31, 2002. During the first quarter of 2003, Middlefield purchased \$5,000,000 in bank-owned life insurance in order to generate nontaxable earnings that will offset the cost of certain employee benefit plans. Management was able to fund this growth with an influx of deposits coupled with the utilization of excess cash and cash equivalents of \$2.8 million and the reinvestment of called and matured securities during the year. Furthermore, available for sale securities now comprise 96.4% of the investment securities portfolio as compared to 84.9% at December 31, 2002.

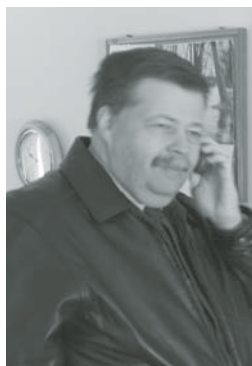
The company's primary source of funds is core deposits from retail and business customers. During 2003, total deposits increased \$32.5 million, or 17.3%, to \$219.8 million at December 31, 2003 from \$187.4 million at December 31, 2002. Growth was primarily concentrated in savings and time deposits, which increased \$19.4 and \$5.1 million, respectively, and resulted from continual marketing efforts by management, as well as management's competitive pricing of such products. As noted previously, deposit growth also was driven by a general shift in customer preference away from the equity markets and

## *dedicated to living*

*Partnering in the lives of the Community is a priority for The Middlefield Banking Company. The independent, non-profit Maple Leaf Community Residences, Inc. has been, and continues to be, one way the bank invests in the needs of mentally handicapped adults. Since 1991, Maple Leaf has provided housing and living assistance, in conjunction with The Metzenbaum Center, so these adults can enjoy a quality of life and work and be active members of society. Forty-four adults are living independently in homes throughout Geauga County. The bank's assistance is needed to purchase new homes, renovate existing homes, and modify homes to adapt to the residents' capabilities. With a waiting list, there is still more work to be done.*

**Maple Leaf  
Community  
Residences, Inc.**

**Brad Petitt,  
Executive Director**



# Management's Discussion and Analysis

into insured bank deposits. Time deposits at December 31, 2003 continue to account for just under half of the total deposit portfolio and remain a dominant resource for funds.

Other borrowings increased \$2.0 million or 12.6% to \$17.7 million at December 31, 2003 from \$15.7 million at December 31, 2002. As noted previously, this primarily consisted of a series of Federal Home Loan Bank borrowings with staggered maturities to be repaid over a fifteen-year period. The Bank has a remaining borrowing capacity of approximately \$113 million at December 31, 2003. The current borrowings are secured by 9% of the Bank's loan portfolio. The proceeds from these borrowings were used to supplement the funding of loan demand.

Total stockholders' equity increased to \$23.5 million at December 31, 2003 due to net income of \$2.8 million that was offset partially by dividend payments of \$967,000 and a decrease in accumulated other comprehensive income of \$350,000. Accumulated other comprehensive income increased as a result of changes in the net unrealized gain on investment securities available for sale due to fluctuations in interest rates. Because of interest rate volatility, accumulated other comprehensive income could materially fluctuate for each interim period and year-end period depending on economic and interest rate conditions. Middlefield declared a 5.0% stock dividend during the period that resulted in a transfer between retained earnings and common stock of approximately \$1.8 million. In 2003, Middlefield completed its first full year of dividend reinvestment plan operation to promote long-term ownership by investors with the proceeds from such purchases being used for general corporate purposes. Shareholders' dividends of approximately \$167,000 were used for reinvestment purposes in 2003, resulting in new equity issued in a like amount in 2003. Middlefield will continue to repurchase shares of common stock for both stock option and restricted stock purposes. In addition, the Board of Directors in light of the earnings and financial condition of Middlefield, including applicable governmental regulations and policies, will determine future dividend policies.

**Allowance for Loan Losses.** The allowance for loan losses represents the amount management estimates is adequate to provide for probable losses inherent in the loan portfolio as of the balance sheet date. Accordingly, all loan losses are charged to the allowance, and all recoveries

are credited to it. At December 31, 2003, Middlefield's allowance for loan losses increased to \$2.5 million from \$2.3 million at December 31, 2002, and now represents 1.30% of the gross loan portfolio as compared to 1.31% for the previous period. The allowance for loan losses is established through a provision for loan losses, which is charged to operations. The provision is based on management's periodic evaluation of the adequacy of the allowance for loan losses, taking into account the overall risk characteristics of the various portfolio segments, the bank's loan loss experience, the impact of economic conditions on borrowers, and other relevant factors. The estimates used to determine the adequacy of the allowance for loan losses, including the amounts and timing of future cash

flows expected on impaired loans, are particularly susceptible to significant change in the near term. The total allowance for loan losses is a combination of a specific allowance for identified problem loans, a formula allowance, and an unallocated allowance.

The specific allowance incorporates the results of measuring impaired loans as provided in Statement of Financial Accounting Standards ("FAS") No. 114, *Accounting by Creditors for Impairment of a Loan*, and FAS No. 118, *Accounting by Creditors for Impairment of a Loan--Income Recognition and Disclosures*. These accounting standards prescribe the measurement methods, income recognition and disclosures for impaired loans. The formula allowance is calculated by applying

|                                                                          | For the Years Ended<br>December 31,<br>2002<br>(Dollars in thousands) |            |            |
|--------------------------------------------------------------------------|-----------------------------------------------------------------------|------------|------------|
|                                                                          | 2003                                                                  | 2002       | 2001       |
| Allowance balance at beginning of period                                 | \$ 2,300                                                              | \$ 2,062   | \$ 2,037   |
| Loans charged off:                                                       |                                                                       |            |            |
| Commercial and industrial                                                | (75)                                                                  | (67)       | (74)       |
| Real estate-construction                                                 |                                                                       |            |            |
| Real estate-mortgage:                                                    |                                                                       |            |            |
| Residential                                                              | (32)                                                                  | —          | (29)       |
| Commercial                                                               | —                                                                     | —          | (92)       |
| Consumer installment                                                     | (37)                                                                  | (52)       | (71)       |
| Total loans charged off                                                  | (144)                                                                 | (119)      | (266)      |
| Recoveries of loans previously charged-off:                              |                                                                       |            |            |
| Commercial and industrial                                                | 28                                                                    | 24         | 4          |
| Real estate-construction                                                 | —                                                                     | —          | —          |
| Real estate-mortgage:                                                    |                                                                       |            |            |
| Residential                                                              | —                                                                     | —          | —          |
| Commercial                                                               | —                                                                     | —          | 95         |
| Consumer installment                                                     | 22                                                                    | 33         | 22         |
| Total recoveries                                                         | 50                                                                    | 57         | 121        |
| Net loans recovered (charged off)                                        | (94)                                                                  | (62)       | (145)      |
| Provision for loan losses                                                | 315                                                                   | 300        | 170        |
| Allowance balance at end of period                                       | \$ 2,521                                                              | \$ 2,300   | \$ 2,062   |
| Loans outstanding:                                                       |                                                                       |            |            |
| Average                                                                  | \$ 183,683                                                            | \$ 163,828 | \$ 143,560 |
| End of period                                                            | 192,880                                                               | 174,943    | 152,828    |
| Ratio of allowance for loan losses to loans outstanding at end of period | 1.31 %                                                                | 1.31 %     | 1.35 %     |
| Net recoveries (charge offs) to average loans                            | (0.05)                                                                | (0.04)     | (0.10)     |





loss factors to outstanding loans by type, excluding loans for which a specific allowance has been determined. Loss factors are based on management's determination of the amounts necessary for concentrations and changes in mix and volume of the loan portfolio, and consideration of historical loss experience.

The unallocated allowance is determined based upon management's evaluation of existing economic and business conditions affecting the key lending areas of the bank and other conditions, such as new loan products, credit quality trends, collateral values, specific industry conditions within portfolio segments that existed as of the balance sheet date, and the impact of those conditions on the collectibility of the loan portfolio. Management reviews these conditions quarterly. The unallocated allowance is subject to a higher degree of uncertainty because it considers risk factors that may not be reflected in the historical loss factors.

Although management believes that it uses the best information available to make such determinations and that the allowance for loan losses was adequate at December 31, 2003, future adjustments could be necessary if circumstances or economic conditions differ substantially from the assumptions used in making the initial determinations. A downturn in the local economy and employment could result in increased levels of nonperforming assets and charge-offs, increased loan loss provisions, and reductions in income. Additionally, as an integral part of the examination process, bank regulatory agencies periodically review a bank's loan loss allowance. The banking agencies could require the recognition of additions to the loan loss allowance based on their judgment of information available to them at the time of their examination.

The table on page 14 (bottom) sets forth information concerning the Middlefield's allowance for loan losses at the dates and for the periods presented.



*When this non-profit care and research Center was conceived in 1999, the only financial partner considered was The Middlefield Banking Company. It was a Center whose mission was and is "to enhance the quality of life for special needs children with metabolic and inherited disorders through early diagnosis and treatment, research and education", working primarily with children from birth to age 21. Believing that special needs children are a "Gift from God", the Amish population in this region is grateful for the Center's practical and emotional support. Since working with DDC, Dr. Wang has discovered and named the previously unknown Cohen Syndrome, a rare malady affecting society worldwide as well as our own Amish community. Their work continues, and their recognition is now international, soon to be outlined in a 60 Minutes television story.*

### ***DDC Clinic for Special Needs Children***

***Dr. Heng Wang,  
Medical Director***

***Dr. Tom Stone, Chairman,  
Board of Directors***

*dedicated to health*

# Management's Discussion and Analysis

|                           | At December 31,<br>2003 |                                                           | At December 31,<br>2002          |                                                           | At December 31,<br>2001 |                                                           |
|---------------------------|-------------------------|-----------------------------------------------------------|----------------------------------|-----------------------------------------------------------|-------------------------|-----------------------------------------------------------|
|                           | Amount                  | Percent of<br>Loans in Each<br>Category to<br>Total Loans | Amount<br>(Dollars in Thousands) | Percent of<br>Loans in Each<br>Category to<br>Total Loans | Amount                  | Percent of<br>Loans in Each<br>Category to<br>Total Loans |
| <b>Type of Loans:</b>     |                         |                                                           |                                  |                                                           |                         |                                                           |
| Commercial and industrial | \$ 568                  | 21.81 %                                                   | \$ 611                           | 18.82 %                                                   | \$ 722                  | 18.53 %                                                   |
| Real estate construction  | 32                      | 1.78                                                      | 38                               | 1.83                                                      | 37                      | 2.09                                                      |
| Mortgage:                 |                         |                                                           |                                  |                                                           |                         |                                                           |
| Residential               | 844                     | 69.48                                                     | 888                              | 70.79                                                     | 781                     | 73.97                                                     |
| Commercial                | 228                     | 4.08                                                      | 230                              | 5.44                                                      | 161                     | 2.22                                                      |
| Consumer installment      | 120                     | 2.85                                                      | 124                              | 3.12                                                      | 111                     | 3.19                                                      |
| Unallocated               | 435                     | —                                                         | 409                              | —                                                         | 250                     | —                                                         |
| Total                     | \$ 2,227                | 100.00 %                                                  | \$ 2,300                         | 100.00 %                                                  | \$ 2,062                | 100.00 %                                                  |

The above table illustrates the allocation of Middlefield's allowance for probable loan losses for each category of loan for each reported period. The allocation of the allowance to each category is not necessarily indicative of future loss in a particular category and does not restrict our use of the allowance to absorb losses in other loan categories.

Accrual of interest is discontinued on a loan when management believes, after considering

economic and business conditions, the borrower's financial condition is such that collection of interest is doubtful. Payments received on nonaccrual loans are recorded as income or applied against principal according to management's judgment as to the collectibility of principal.

A loan is considered impaired when it is probable the borrower will not repay the loan according to the original contractual

terms of the loan agreement. Management has determined that first mortgage loans on one-to-four family properties and all consumer loans represent large groups of smaller-balance homogeneous loans that are to be collectively evaluated. Loans that experience insignificant payment delays, which are defined as 90 days or less, generally are not classified as impaired. A loan is not impaired during a period of delay in payment if the bank expects to collect all amounts due, including interest accrued at the

|                                                                       | At December 31,<br>2003 | At December 31,<br>2002<br>(Dollars in thousands) | At December 31,<br>2001 |
|-----------------------------------------------------------------------|-------------------------|---------------------------------------------------|-------------------------|
| Loans accounted for on a nonaccrual basis:                            |                         |                                                   |                         |
| Commercial and industrial                                             | \$ —                    | \$ —                                              | \$ 48                   |
| Real estate-construction                                              | —                       | —                                                 | —                       |
| Real estate-mortgage:                                                 |                         |                                                   |                         |
| Residential                                                           | 372                     | 357                                               | —                       |
| Commercial                                                            | —                       | —                                                 | —                       |
| Consumer installment                                                  | —                       | —                                                 | —                       |
| Total nonaccrual loans                                                | 372                     | 357                                               | 48                      |
| Accruing loans which are contractually past due 90 days or more:      |                         |                                                   |                         |
| Commercial and industrial                                             | 4                       | 30                                                | 9                       |
| Real estate-construction                                              | —                       | —                                                 | —                       |
| Real estate-mortgage:                                                 |                         |                                                   |                         |
| Residential                                                           | 114                     | 144                                               | 216                     |
| Commercial                                                            | —                       | —                                                 | —                       |
| Consumer installment                                                  | 19                      | 7                                                 | 20                      |
| Total accruing loans which are contractually past due 90 days or more | 137                     | 181                                               | 245                     |
| Total non - performing loans                                          | 509                     | 538                                               | 293                     |
| Real estate owned                                                     | —                       | —                                                 | —                       |
| Other non-performing assets                                           | —                       | —                                                 | —                       |
| Total non-performing assets                                           | \$ 509                  | \$ 538                                            | \$ 293                  |
| Total non-performing loans to total loans                             | 0.26 %                  | 0.31 %                                            | 0.19 %                  |
| Total non-performing loans to total assets                            | 0.19 %                  | 0.24 %                                            | 0.15 %                  |
| Total non-performing assets to total assets                           | 0.19 %                  | 0.24 %                                            | 0.15 %                  |

(1) Represents accruing loans delinquent greater than 90 days that are considered by management to be well secured and that are in the process of collection.



contractual interest rate for the period of delay. Management evaluates all loans identified as impaired individually. The bank estimates credit losses on impaired loans based on the present value of expected cash flows, or the fair value of the underlying collateral if loan repayment is expected to come from the sale or operation of the collateral. Impaired loans, or portions thereof, are charged off when it is determined a realized loss has occurred. Until that time, an allowance for loan losses is maintained for estimated losses.

Unless otherwise required by the loan terms, cash receipts on impaired loans are applied first to accrued interest receivable, except when an impaired loan is also a nonaccrual loan, in which case the portion of the payment related to interest is recognized as income.

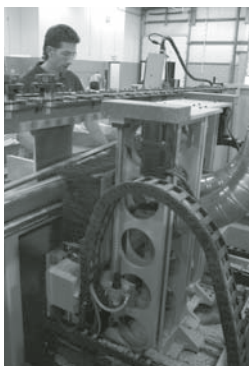
Nonperforming loans as a percentage of total net loans at December 31, 2003 decreased to 0.27% from 0.31% for 2002. The bank had nonaccrual loans of \$372,000 and \$357,000 at December 31, 2003 and 2002, respectively. Interest income recognized on nonaccrual loans during all of the periods was insignificant. Management does not believe the nonaccrual loans or any amounts classified as nonperforming had a significant effect on operations or liquidity in 2003. Furthermore, management is not aware of any trends or uncertainties related to any loans classified as doubtful or substandard that might have a material effect on earnings, liquidity, or capital resources. Management is not aware of any information pertaining to material credits that would cause it to doubt the ability of borrowers to comply with repayment terms.

The table on page 16 (bottom) summarizes nonperforming assets by category.

## *dedicated to industry*

*As a "just-in-time" supplier to the largest semi-custom cabinet manufacturer in the country, Grand Valley Door Company is setting new standards in the wood products industry. This new company looked to The Middlefield Banking Company for facility funding when they were planning their operation. Seeing the company's opportunity to support local business and employ 75 people, the Bank brought its understanding of macro economics to the table. Customized, upscale cabinet doors are produced here in a climate-controlled setting using cherry, maple, oak and hickory to name a few. State of the art machinery - coupled with detailed craftsmanship by local workers - produce just the order-by-order product needed for their worldwide distributor.*

**Grand Valley  
Door Co.**  
*Mike Coffman,  
Controller  
David Smigel, IT  
Director*



# Management's Discussion and Analysis

**Liquidity.** Liquidity management for Middlefield is measured and monitored on both a short- and long-term basis, allowing management to better understand and react to emerging balance sheet trends. After assessing actual and projected cash flow needs, management seeks to obtain funding at the most economical cost to Middlefield. Both short- and long-term liquidity needs are addressed by maturities and sales of investments securities, loan repayments and maturities, and liquidating money market investments such as federal funds sold. The use of these resources, in conjunction with access to credit, provides the core ingredients for satisfying depositor, borrower, and creditor needs.

Middlefield's liquid assets consist of cash and cash equivalents, which include investments in very short-term investments (i.e. federal funds sold), and investment securities classified as available for sale. The level of these assets is dependent on Middlefield's operating, investing, and financing activities during any given period. At December 31, 2003, cash and cash equivalents totaled \$4.9 million or 1.9% of total assets while investment securities classified as available for sale totaled \$50.0 million or 19.0% of total assets. Management believes that the liquidity needs of Middlefield are satisfied by the current balance of cash and cash equivalents, readily available access to traditional funding sources, FHLB advances, and the portion of the investment and loan portfolios that mature within one year. These sources of funds will enable Middlefield to meet cash obligations and off-balance sheet commitments as they come due.

Operating activities provided net cash of \$3.5 million, \$3.2 million, and \$2.7 million for 2003, 2002, and 2001, respectively, generated principally from net income of \$2.8 million, \$2.5 million, and \$2.3 million in each of these respective periods.

Investing activities consist primarily of loan originations and repayments and investment purchases and maturities. These cash usages primarily consisted of loan originations of \$17.9 million, as well as investment purchases of \$33.0 million. During the first quarter, Middlefield purchased \$5,000,000 in bank-owned life insurance in order to generate nontaxable earnings that will offset the cost of certain employee benefit plans. Partially offsetting the usage of investment activities is \$22.5 million of proceeds from investment

security maturities and repayments. For the same period ended 2002, investing activities used \$32.6 million in funds, principally for the net origination of loans and the purchase of investment securities of \$22.1 million and \$25.1 million, respectively.

Financing activities consist of the solicitation and repayment of customer deposits, borrowings and repayments, treasury stock activity, and the payment of dividends. During 2003, net cash provided by financing activities totaled \$33.4 million, principally derived from an increase in deposit accounts in general, and savings and time deposits specifically. Also contributing to this influx of cash was proceeds from other borrowings of \$5.0 million. During 2002, net cash provided by financing activities totaled \$25.6 million, principally derived from an increase in deposit accounts. During the same period ended 2001, net cash provided by financing activities was \$19 million.

The Company has various financial obligations, including contractual obligations and commitments that may require future cash payments.

Commitments to extend credit, include loan commitments, standby letters of credit and do not necessarily represent future cash requirements, in that these commitments often expire without being drawn upon.

Liquidity may be adversely affected by unexpected deposit outflows, excessive interest rates paid by competitors, and similar matters. Management monitors projected liquidity needs and determines the level desirable, based in

part on Middlefield's commitment to make loans, as well as management's assessment of Middlefield's ability to generate funds. Middlefield anticipates that it will have sufficient liquidity to satisfy estimated short-term and long-term funding needs.

**Capital Resources.** Middlefield's primary source of capital has been retained earnings. Historically, Middlefield has generated net retained income to support normal growth and expansion. Management has developed a capital planning policy to not only ensure compliance with regulations, but also to ensure capital adequacy for future expansion.

Middlefield is subject to federal regulations imposing minimum capital requirements. Management monitors both Middlefield's and the Bank's Total risk-based, Tier I risk-based and Tier I leverage capital ratios to assess compliance with regulatory guidelines. At December 31, 2003, both Middlefield and the Bank exceeded the minimum risk-based and leverage capital ratio requirements. Middlefield's Total risk-based, Tier I risk-based and Tier I leverage ratios were 15.79%, 14.54%, and 8.89%, and the Bank's were 16.72%, 15.47%, and 9.42%, respectively, at December 31, 2002.

## Impact of Inflation and Changing Prices

Middlefield's consolidated financial statements and related data herein have been prepared in accordance with accounting principles generally accepted in the United States of America, which require measurement of financial condition and results of operations in terms of historical

### Contractual Obligations:

| (In thousands)                     | One Year or Less | One to Three Years | Three to Five Years | Over Five Years | Total   |
|------------------------------------|------------------|--------------------|---------------------|-----------------|---------|
| Deposits without a stated maturity | 122,073          | —                  | —                   | —               | 122,073 |
| Certificates of Deposit            | 46,193           | 30,539             | 21,035              | —               | 97,767  |
| Borrowed funds                     | 3,173            | 3,951              | 7,538               | 3,448           | 18,110  |

### Commitments to Extend Credit:

| (In thousands)                              | One Year or Less | One to Three Years | Three to Five Years | Over Five Years | Total  |
|---------------------------------------------|------------------|--------------------|---------------------|-----------------|--------|
| Commercial                                  | 4,816            | —                  | —                   | —               | 4,816  |
| Residential real estate                     | 3,175            | —                  | —                   | —               | 3,175  |
| Revolving home equity and credit card lines | 21,358           | —                  | —                   | —               | 21,358 |
| Standby letters of credit                   | 68               | —                  | —                   | —               | 68     |





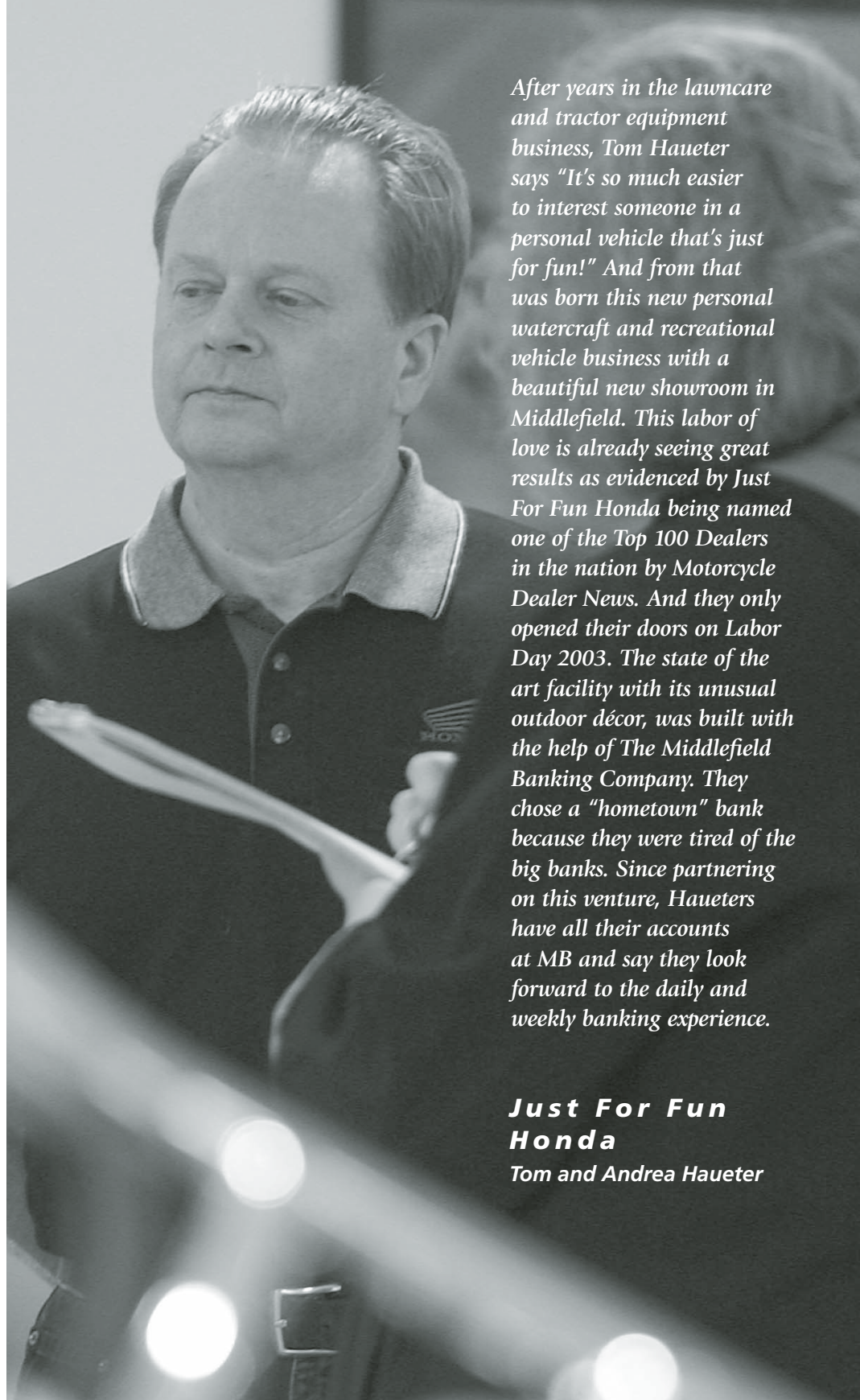
dollars, without considering changes in the relative purchasing power of money over time due to inflation.

Because the primary assets and liabilities of Middlefield and the Bank are monetary in nature, changes in the general level of prices for goods and services have a relatively minor impact on total expenses. Increases in operating expenses such as salaries and maintenance are in part attributable to inflation. However, interest rates have a far more significant effect than inflation on the performance of financial institutions, including the Bank.

#### **Quantitative and Qualitative Disclosures About Market Risk**

Like other financial institutions, the Bank is subject to interest rate risk. The Bank's interest-earning assets could mature or reprice more rapidly than or on a different basis from its interest-bearing liabilities (primarily borrowings and deposits with short- and medium-term maturities) in a period of declining interest rates. Although having assets that mature or reprice more frequently on average than liabilities will be beneficial in times of rising interest rates, that asset/liability structure will result in lower net interest income in periods of declining interest rates.

Interest rate sensitivity, or interest rate risk, relates to the effect of changing interest rates on net interest income. Interest-earning assets with interest rates tied to the prime rate for example, or that mature in relatively short periods of time, are considered interest-rate sensitive. Interest-bearing liabilities with interest rates that can be repriced in a discretionary manner, or that mature in relatively short periods of time, are also considered interest-rate sensitive. The differences between interest-sensitive assets and interest-sensitive liabilities over various



*After years in the lawncare and tractor equipment business, Tom Haueter says "It's so much easier to interest someone in a personal vehicle that's just for fun!" And from that was born this new personal watercraft and recreational vehicle business with a beautiful new showroom in Middlefield. This labor of love is already seeing great results as evidenced by Just For Fun Honda being named one of the Top 100 Dealers in the nation by Motorcycle Dealer News. And they only opened their doors on Labor Day 2003. The state of the art facility with its unusual outdoor décor, was built with the help of The Middlefield Banking Company. They chose a "hometown" bank because they were tired of the big banks. Since partnering on this venture, Haueters have all their accounts at MB and say they look forward to the daily and weekly banking experience.*

#### **Just For Fun Honda**

**Tom and Andrea Haueter**

*dedicated to opportunity*

# Management's Discussion and Analysis

time horizons are commonly referred to as sensitivity gaps. As interest rates change, a sensitivity gap will have either a favorable effect or an adverse effect on net interest income. A negative gap -- with liabilities repricing more rapidly than assets -- generally should have a favorable effect when interest rates are falling, and an adverse effect when rates are rising. A positive gap -- with assets repricing more rapidly than liabilities -- generally should have the opposite effect: an adverse effect when rates are falling and a favorable effect when rates are rising.

Middlefield and the Bank have no financial instruments entered into for trading purposes. Interest rates change daily on federal funds purchased and sold. Federal funds are therefore the most sensitive to the market and have the most stable fair values. Loans and deposits tied to indices such as the prime rate or federal discount rate are also market sensitive, with stable fair values. The least sensitive instruments include long-term, fixed-rate loans and securities and fixed-rate savings deposits, which have the least stable fair value.

Management of maturity distributions of assets and liabilities between these extremes is as important as the balances maintained. Management of maturity distributions involves matching interest rate maturities as well as principal maturities, and it influences net interest income significantly. In periods of rapidly changing interest rates, a negative or positive gap can cause major fluctuations in net interest income and earnings. Managing asset and liability sensitivities to enhance growth regardless of changes in market conditions is one of the objectives of the Bank's asset/liability management strategy.

Evaluating the Bank's exposure to changes in interest rates is the responsibility of the Asset/Liability Committee, a committee of Bank directors and officers. The Asset/Liability Committee assesses both the adequacy of the management process used to control interest rate risk and the quantitative level of exposure, ensuring that appropriate policies, procedures, management information systems, and internal controls are in place to maintain interest rate risk at appropriate levels. Evaluating the

quantitative level of interest rate risk exposure requires assessment of existing and potential effects of changes in interest rates on the bank's financial condition, including capital adequacy, earnings, liquidity, and asset quality.

The Bank uses a static gap analysis to evaluate the risk associated with changes in interest rates. The table below illustrates the maturities or repricing of the Bank's assets and liabilities at December 31, 2003, based upon the contractual maturity or contractual repricing dates of loans and the contractual maturities of time deposits. Prepayment assumptions have not been applied to fixed-rate mortgage loans. Demand loans, loans having no stated schedule of repayments and no stated maturity, and overdrafts are reported as due in one year or less. Allocation of deposits other than time deposits to the various maturity and repricing periods is based upon management's best estimate.

The Bank's policy is that the one-year cumulative interest rate sensitivity gap should generally be within a range of negative 20% to positive

|                                                                  | Within 3 Months | 4 to 12 Months | 1 to 5 Years | Over 5 Years | Total     |
|------------------------------------------------------------------|-----------------|----------------|--------------|--------------|-----------|
| Interest-earning assets:                                         |                 |                |              |              |           |
| Interest-bearing deposits in other institutions                  | \$ 1,469        | \$ —           | \$ —         | \$ —         | \$ 1,469  |
| Investment securities                                            | 8,067           | 21,289         | 12,264       | 10,016       | 51,636    |
| Commercial and industrial                                        | 11,044          | 11,712         | 13,528       | 5,779        | 42,063    |
| Real estate construction loans                                   | 850             | 1,487          | 617          | 480          | 3,434     |
| Real estate-mortgage loans                                       | 33,569          | 34,435         | 65,975       | 7,894        | 141,873   |
| Consumer installment                                             | 697             | 1,401          | 2,412        | 1,000        | 5,510     |
| Total interest-earning assets                                    | 55,696          | 70,324         | 94,796       | 25,169       | 245,985   |
| Interest-bearing liabilities:                                    |                 |                |              |              |           |
| Interest-bearing demand                                          | 590             | 1,843          | 4,938        | —            | 7,370     |
| Money market                                                     | 6,308           | 4,736          | 4,665        | —            | 15,709    |
| Savings                                                          | 15,028          | 17,638         | 14,981       | 21,924       | 69,571    |
| Time                                                             | 8,777           | 35,794         | 53,196       | —            | 97,767    |
| Short term borrowings                                            | 445             | —              | —            | —            | 445       |
| Other borrowings                                                 | 209             | 9,155          | 4,196        | 4,106        | 17,666    |
| Total interest-bearing liabilities                               | 31,357          | 69,165         | 81,976       | 26,030       | 208,528   |
| Interest sensitivity gap                                         | \$ 24,339       | \$ 1,159       | \$ 12,820    | \$ (861)     | \$ 37,457 |
| Cumulative interest sensitivity gap                              | \$ 24,339       | \$ 25,498      | \$ 38,318    | \$ 37,457    |           |
| Cumulative interest sensitivity gap as a percent of total assets | 10.76 %         | 11.27 %        | 16.94 %      | 16.56 %      |           |

For purposes of the gap analysis, loans are not reduced by the allowance for loan losses and nonperforming loans.



20%. As the table above shows, the one-year gap was within this range as of December 31, 2003, with a positive one-year gap of 11.27%. The cumulative gap at December 31, 2003 is due principally to fixed-rate securities and loans in the "over one year to five years" category to maximize yield on assets.

One way to minimize interest rate risk is to maintain a balanced or matched interest-rate sensitivity position. However, matched funding does not always maximize profits. To increase net interest income, the Bank selectively mismatches asset and liability repricing to take advantage of short-term interest rate movements. The magnitude of the mismatch depends on a careful assessment of the risks presented by forecasted interest rate movements. The risk inherent in such a mismatch, or gap, is that interest rates might not move as anticipated.

Interest rate risk exposure is reviewed in quarterly meetings of the Asset/Liability Committee. At each meeting, guidelines are established for the following quarter and longer-term exposure. Matching maturities or repricing more closely mitigates risk. The Bank does not use derivative financial instruments to manage interest rate risk. Limitations are inherent in any method of measuring interest rate risk. Actual results can differ significantly from simulated results if, for example, market conditions and management strategies vary from the assumptions used in the analysis. The static "gap" analysis is based on assumptions concerning such matters as when assets and liabilities will reprice in a changing interest rate environment. Because these assumptions are no more than estimates, certain assets and liabilities indicated as maturing or repricing within a stated period might actually mature or reprice at different times and at different volumes from those estimated. The actual prepayments and withdrawals experienced by the Bank after a change in interest rates could deviate significantly from those assumed in calculating the data shown in the table. Adjustable-rate loans, for example, commonly have provisions that limit changes in interest rates each time the interest rate changes and on a cumulative basis over the life of the loan. Also, the renewal or repricing of some assets and liabilities can be discretionary and

subject to competitive and other pressures. The ability of many borrowers to service their debt could diminish after an interest rate increase. Therefore, the gap table above does not and cannot necessarily indicate the actual future impact of general interest movements on net interest income.

Middlefield's use of a simulation model to better measure the impact of interest rate changes on net interest income is incorporated into the risk management process to effectively identify, measure, and monitor Middlefield's risk exposure. Interest rate simulations using a variety of assumptions are employed by Middlefield to evaluate its interest rate risk exposure. A shock analysis at December 31, 2003 indicated that a 200 basis point movement in interest rates in either direction would have had a minor impact on Middlefield's anticipated net interest income and the market value of assets and liabilities over the next 12 months, well within Middlefield's ability to manage effectively.

## Market for Middlefield's Common Equity and Related Stockholder Matters

Middlefield had approximately 780 stockholders of record as of February 5, 2004. There is no established market for Middlefield common stock. The stock is traded very infrequently. Bid prices are quoted from time to time on the National Quotation Bureau's "pink sheets" under the symbol "MBCN." The following table shows the high and low bid prices of and cash dividends paid on Middlefield common stock in 2003 and 2002, adjusted for stock splits and stock dividends. This information does not reflect retail mark-up, markdown or commissions, and does not necessarily represent actual transactions.

Because Middlefield is dependent on its bank subsidiary for earnings and funds necessary to pay dividends, the ability of Middlefield to pay dividends to its stockholders is subject to bank regulatory restrictions.

|                | High bid  | Low bid   | Cash dividends per share |
|----------------|-----------|-----------|--------------------------|
| 2003:          |           |           |                          |
| First Quarter  | \$ 29.048 | \$ 26.190 | \$ 0.191                 |
| Second Quarter | \$ 29.524 | \$ 27.619 | \$ 0.190                 |
| Third Quarter  | \$ 30.048 | \$ 28.581 | \$ 0.200                 |
| Fourth Quarter | \$ 31.000 | \$ 29.025 | \$ 0.210                 |
| 2002:          |           |           |                          |
| First Quarter  | \$ 23.467 | \$ 21.769 | \$ 0.163                 |
| Second Quarter | \$ 25.714 | \$ 22.458 | \$ 0.171                 |
| Third Quarter  | \$ 32.381 | \$ 24.905 | \$ 0.181                 |
| Fourth Quarter | \$ 32.381 | \$ 25.048 | \$ 0.191                 |

## Consolidated Balance Sheet

| Year Ended December 31,                                                                        | 2003                  | 2002                  |
|------------------------------------------------------------------------------------------------|-----------------------|-----------------------|
| <b>ASSETS</b>                                                                                  |                       |                       |
| Cash and due from banks                                                                        | \$ 3,956,453          | \$ 1,775,324          |
| Federal funds sold                                                                             | 930,000               | 350,000               |
| Cash and cash equivalents                                                                      | 4,886,453             | 2,125,324             |
| Interest-bearing deposits in other institutions                                                | 539,147               | 571,969               |
| Investment securities available for sale                                                       | 49,966,511            | 35,917,057            |
| Investment securities held to maturity (estimated market value of \$1,915,366 and \$6,405,918) | 1,858,904             | 6,242,095             |
| Loans                                                                                          | 192,880,153           | 174,943,131           |
| Less allowance for loan losses                                                                 | 2,521,270             | 2,300,485             |
| Net loans                                                                                      | 190,358,883           | 172,642,646           |
| Premises and equipment                                                                         | 6,807,930             | 6,480,730             |
| Bank-owned life insurance                                                                      | 5,202,385             | —                     |
| Accrued interest and other assets                                                              | 2,749,235             | 2,265,712             |
| <b>TOTAL ASSETS</b>                                                                            | <b>\$ 262,369,448</b> | <b>\$ 226,245,533</b> |
| <b>LIABILITIES</b>                                                                             |                       |                       |
| Deposits:                                                                                      |                       |                       |
| Noninterest-bearing demand                                                                     | \$ 29,423,027         | \$ 26,610,912         |
| Interest-bearing demand                                                                        | 7,369,754             | 7,216,385             |
| Money market                                                                                   | 15,708,932            | 10,660,657            |
| Savings                                                                                        | 69,570,895            | 50,195,270            |
| Time                                                                                           | 97,767,302            | 92,701,270            |
| Total deposits                                                                                 | 219,839,910           | 187,384,494           |
| Short-term borrowings                                                                          | 444,819               | 785,778               |
| Other borrowings                                                                               | 17,665,661            | 15,690,053            |
| Accrued interest and other liabilities                                                         | 914,744               | 638,800               |
| <b>TOTAL LIABILITIES</b>                                                                       | <b>238,865,134</b>    | <b>204,499,125</b>    |
| <b>STOCKHOLDERS' EQUITY</b>                                                                    |                       |                       |
| Common stock, no par value; 5,000,000 shares authorized, 1,279,128 and 1,209,123 shares issued | 10,038,156            | 7,883,155             |
| Retained earnings                                                                              | 15,085,868            | 15,051,110            |
| Accumulated other comprehensive income                                                         | 125,199               | 475,428               |
| Treasury stock, at cost (55,309 and 52,578 shares)                                             | (1,744,909)           | (1,663,285)           |
| <b>TOTAL STOCKHOLDERS' EQUITY</b>                                                              | <b>23,504,314</b>     | <b>21,746,408</b>     |
| <b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>                                              | <b>\$ 262,369,448</b> | <b>\$ 226,245,533</b> |

See accompanying notes to consolidated financial statements.

# Consolidated Statements

## Consolidated Statement of Income

| Year Ended December 31,                                    | 2003         | 2002         | 2001         |
|------------------------------------------------------------|--------------|--------------|--------------|
| <b>INTEREST INCOME</b>                                     |              |              |              |
| Interest and fees on loans                                 | \$12,340,920 | \$12,340,920 | \$11,807,799 |
| Interest-bearing deposits in other institutions            | 17,188       | 48,293       | 61,718       |
| Federal funds sold                                         | 48,947       | 64,994       | 138,415      |
| Investment securities:                                     |              |              |              |
| Taxable                                                    | 1,192,221    | 1,241,399    | 1,235,922    |
| Tax-exempt                                                 | 486,485      | 424,357      | 462,715      |
| Other dividend income                                      | 51,797       | 50,891       | 73,830       |
| Total interest income                                      | 14,647,163   | 14,119,963   | 13,706,569   |
| <b>INTEREST EXPENSE</b>                                    |              |              |              |
| Deposits                                                   | 4,905,826    | 5,478,030    | 6,198,365    |
| Short-term borrowings                                      | 4,048        | 7,175        | 15,411       |
| Other borrowings                                           | 815,033      | 662,881      | 534,146      |
| Total interest expense                                     | 5,724,907    | 6,148,086    | 6,747,922    |
| <b>NET INTEREST INCOME</b>                                 | 8,922,256    | 7,971,877    | 6,958,647    |
| Provision for loan losses                                  | 315,000      | 300,000      | 170,000      |
| <b>NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES</b> | 8,607,256    | 7,671,877    | 6,788,647    |
| <b>NONINTEREST INCOME</b>                                  |              |              |              |
| Service charges on deposit accounts                        | 1,033,928    | 955,121      | 930,431      |
| Investment securities gains                                | 542          | —            | 97,807       |
| Other income                                               | 202,385      | —            | —            |
| Other income                                               | 191,289      | 188,096      | 165,955      |
| Total noninterest income                                   | 1,428,144    | 1,143,217    | 1,194,193    |
| <b>NONINTEREST EXPENSE</b>                                 |              |              |              |
| Salaries and employee benefits                             | 3,085,451    | 2,523,433    | 2,316,342    |
| Occupancy expense                                          | 403,591      | 357,500      | 291,706      |
| Equipment expense                                          | 333,163      | 324,659      | 292,168      |
| Data processing costs                                      | 470,393      | 427,164      | 361,839      |
| Professional fees                                          | 218,838      | 246,285      | 247,222      |
| Ohio state franchise tax                                   | 265,050      | 250,050      | 225,081      |
| Advertising                                                | 168,849      | 65,263       | 63,201       |
| Postage and freight                                        | 161,632      | 140,628      | 121,377      |
| Other expense                                              | 998,483      | 1,077,248    | 1,007,016    |
| Total noninterest expense                                  | 6,105,450    | 5,206,339    | 4,741,374    |
| Income before income taxes                                 | 3,929,950    | 3,608,755    | 3,241,466    |
| Income taxes                                               | 1,131,330    | 1,107,806    | 970,859      |
| <b>NET INCOME</b>                                          | \$ 2,798,620 | \$ 2,500,949 | \$ 2,270,607 |
| <b>EARNINGS PER SHARE</b>                                  |              |              |              |
| Basic                                                      | \$ 2.29      | \$ 2.06      | \$ 1.87      |
| Diluted                                                    | 2.29         | 2.06         | 1.86         |



## Consolidated Statement of Changes in Stockholders' Equity

|                                                                                | Common Stock<br>Shares | Common Stock<br>Amount | Retained<br>Earnings | Accumulated<br>Other<br>Comprehensive<br>Income (Loss) | Treasury<br>Stock | Total<br>Stockholders'<br>Equity | Comprehensive<br>Income |
|--------------------------------------------------------------------------------|------------------------|------------------------|----------------------|--------------------------------------------------------|-------------------|----------------------------------|-------------------------|
| Balance, December 31, 2000                                                     | 1,148,676              | \$ 6,287,011           | \$ 13,343,980        | \$ 88,811                                              | \$ (1,476,440)    | \$ 18,243,362                    |                         |
| Net income                                                                     |                        |                        | 2,270,607            |                                                        |                   | 2,270,607                        | \$ 2,270,607            |
| Other comprehensive income:                                                    |                        |                        |                      |                                                        |                   |                                  |                         |
| Unrealized gain on available for sale securities net of taxes of \$ 23,133     |                        |                        |                      | 44,906                                                 |                   | 44,906                           | 44,906                  |
| Comprehensive income                                                           |                        |                        |                      |                                                        |                   |                                  | \$ 2,315,513            |
| Cash dividends (\$.64 per share)                                               |                        |                        | (772,068)            |                                                        |                   | (772,068)                        |                         |
| Balance, December 31, 2001                                                     | 1,148,676              | 6,287,011              | 14,842,519           | 133,717                                                | (1,476,440)       | 19,786,807                       |                         |
| Net income                                                                     |                        |                        | 2,500,949            |                                                        |                   | 2,500,949                        | \$ 2,500,949            |
| Other comprehensive income:                                                    |                        |                        |                      |                                                        |                   |                                  |                         |
| Unrealized gain on available for sale securities net of taxes of \$176,033     |                        |                        |                      | 341,711                                                |                   | 341,711                          | 341,711                 |
| Comprehensive income                                                           |                        |                        |                      |                                                        |                   |                                  | \$ 2,842,660            |
| Exercise of stock options                                                      | 988                    | 23,509                 |                      |                                                        |                   | 23,509                           |                         |
| Sale of treasury stock                                                         |                        | 795                    |                      |                                                        | 17,225            | 18,020                           |                         |
| Purchase of treasury stock                                                     |                        |                        |                      |                                                        | (204,070)         | (204,070)                        |                         |
| Five percent stock dividend (including cash paid for fractional shares)        | 54,997                 | 1,429,662              | (1,434,607)          |                                                        |                   | (4,945)                          |                         |
| Dividend reinvestment plan                                                     | 4,462                  | 142,178                |                      |                                                        |                   | 142,178                          |                         |
| Cash dividends (\$.67 per share)                                               |                        |                        | (857,751)            |                                                        |                   | (857,751)                        |                         |
| Balance, December 31, 2001                                                     | 1,209,123              | 7,883,155              | 155,051,110          | 475,428                                                | (1,663,285)       | 21,746,408                       |                         |
| Net income                                                                     |                        |                        | 2,798,620            |                                                        |                   | 2,798,620                        | \$ 2,798,620            |
| Other comprehensive income:                                                    |                        |                        |                      |                                                        |                   |                                  |                         |
| Unrealized gain on available for sale securities net of taxes of \$180,421     |                        |                        | (350,229)            |                                                        |                   | (350,229)                        | (350,229)               |
| Comprehensive income                                                           |                        |                        |                      |                                                        |                   |                                  | \$ 2,448,391            |
| Exercise of stock options                                                      | 847                    | 19,916                 |                      |                                                        |                   | 19,916                           |                         |
| Common stock issued                                                            | 5,612                  | 170,513                |                      |                                                        |                   | 170,513                          |                         |
| Purchase of treasury stock                                                     |                        |                        |                      |                                                        | (81,624)          | (81,624)                         |                         |
| Five percent stock dividend (including cash paid for fractional shares)        | 57,972                 | 1,797,165              | (1,801,961)          |                                                        |                   | (4,796)                          |                         |
| Dividend reinvestment plan                                                     | 5,574                  | 167,407                |                      |                                                        |                   | 167,407                          |                         |
| Cash dividends (\$.79 per share)                                               |                        |                        | (961,901)            |                                                        |                   | (961,901)                        |                         |
| Balance, December 31, 2003                                                     | 1,279,128              | \$ 10,038,156          | \$ 15,085,868        | \$ 125,199                                             | \$ (1,744,909)    | \$ 23,504,314                    |                         |
|                                                                                |                        |                        |                      |                                                        | <b>2003</b>       | <b>2002</b>                      | <b>2001</b>             |
| Components of comprehensive income:                                            |                        |                        |                      |                                                        |                   |                                  |                         |
| Change in net unrealized gain (loss) on investments available for sale         |                        |                        |                      |                                                        | \$ (349,871)      | \$ 341,711                       | \$ 109,459              |
| Realized gains included in net income, net of taxes of \$184,\$0, and \$33,254 |                        |                        |                      |                                                        | (358)             | —                                | (64,553)                |
| Total                                                                          |                        |                        |                      |                                                        | \$ (350,229)      | \$ 341,711                       | \$ 44,906               |

See accompanying notes to consolidated financial statements.

# Consolidated Statements

## Consolidated Statement of Cash Flow

| Year Ended December 31,                                                           | 2003         | 2002         | 2001         |
|-----------------------------------------------------------------------------------|--------------|--------------|--------------|
| <b>OPERATING ACTIVITIES</b>                                                       |              |              |              |
| Net income                                                                        | \$2,798,620  | \$2,500,949  | \$2,270,607  |
| Adjustments to reconcile net income to net cash provided by operating activities: |              |              |              |
| Provision for loan losses                                                         | 315,000      | 300,000      | 170,000      |
| Depreciation and amortization                                                     | 377,546      | 354,550      | 300,531      |
| Amortization of premium and discount on investment securities                     | 259,890      | 159,047      | 69,237       |
| Amortization of net deferred loan costs (fees)                                    | (117,524)    | (76,684)     | (31,666)     |
| Investment securities gains                                                       | (542)        | —            | (97,807)     |
| Earnings on bank-owned life insurance                                             | (202,385)    | —            | —            |
| Deferred income taxes                                                             | (69,934)     | (72,302)     | 54,403       |
| Decrease (increase) in accrued interest receivable                                | (11,796)     | 34,337       | 140,147      |
| Increase (decrease) in accrued interest payable                                   | (77,862)     | (121,258)    | 38,927       |
| Other, net                                                                        | 184,434      | 124,129      | (211,763)    |
| Net cash provided by operating activities                                         | 3,455,447    | 3,202,768    | 2,702,616    |
| <b>INVESTING ACTIVITIES</b>                                                       |              |              |              |
| Decrease (increase) in interest-bearing deposits in other institutions, net       | 32,822       | 668,238      | (255,766)    |
| Investment securities available for sale:                                         |              |              |              |
| Proceeds from repayments and maturities                                           | 16,167,324   | 10,006,949   | 5,144,986    |
| Purchases                                                                         | (32,985,572) | (24,359,041) | (16,392,621) |
| Proceeds from sales                                                               | 1,991,917    | —            | 2,092,980    |
| Investment securities held to maturity:                                           |              |              |              |
| Proceeds from repayments and maturities                                           | 4,370,070    | 3,960,491    | 7,853,057    |
| Purchases                                                                         | —            | —            | (200,000)    |
| Increase in loans, net                                                            | (17,913,713) | (22,099,859) | (17,637,544) |
| Purchase of Federal Home Loan Bank stock                                          | (52,000)     | (189,700)    | (143,100)    |
| Purchase of bank-owned life insurance                                             | (5,000,000)  | —            | —            |
| Purchase of premises and equipment                                                | (704,746)    | (590,483)    | (1,112,856)  |
| Net cash used for investing activities                                            | (34,093,898) | (32,603,405) | (20,650,864) |
| <b>FINANCING ACTIVITIES</b>                                                       |              |              |              |
| Net increase in deposits                                                          | 32,455,416   | 20,001,766   | 20,216,682   |
| Increase (decrease) in short-term borrowings, net                                 | (340,959)    | 125,100      | 117,456      |
| Proceeds from other borrowings                                                    | 5,000,000    | 7,000,000    | —            |
| Repayment of other borrowings                                                     | (3,024,392)  | (611,281)    | (560,262)    |
| Purchase of treasury stock                                                        | (81,624)     | (204,070)    | —            |
| Sale of treasury stock                                                            | —            | 18,020       | —            |
| Exercise of stock options                                                         | 19,916       | 23,509       | —            |
| Common stock issued                                                               | 170,513      | —            | —            |
| Proceeds from dividend reinvestment plan                                          | 167,407      | 142,178      | —            |
| Cash dividends                                                                    | (966,697)    | (862,696)    | (772,068)    |
| Net cash provided by financing activities                                         | 33,399,580   | 25,632,526   | 19,001,808   |
| Increase (decrease) in cash and cash equivalents                                  | 2,761,129    | (3,768,111)  | 1,053,560    |
| <b>CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR</b>                             | 2,125,324    | 5,893,435    | 4,839,875    |
| <b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>                                   | \$4,886,453  | \$2,125,324  | \$5,893,435  |
| <b>SUPPLEMENTAL INFORMATION</b>                                                   |              |              |              |
| Cash paid during the year for:                                                    |              |              |              |
| Interest on deposits and borrowings                                               | \$5,802,769  | \$6,269,344  | \$6,708,995  |
| Income taxes                                                                      | 1,295,000    | 1,054,000    | 980,000      |

# Notes To Consolidated Financial Statement

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A summary of the significant accounting and reporting policies applied in the presentation of the accompanying financial statements follows:

### Nature of Operations and Basis of Presentation

Middlefield Banc Corp. (the "Company") is an Ohio corporation organized to become the holding company of The Middlefield Banking Company (the "Bank"). The Bank is a state-chartered bank located in Ohio. The Company and its subsidiary derive substantially all of their income from banking and bank-related services which includes interest earnings on residential real estate, commercial mortgage, commercial and consumer financings, as well as interest earnings on investment securities and deposit services to its customers through five locations. The Company is supervised by the Board of Governors of the Federal Reserve System, while the Bank is subject to regulation and supervision by the Federal Deposit Insurance Corporation and the Ohio Division of Financial Institutions.

The consolidated financial statements of the Company include its wholly owned subsidiary, the Bank. Significant intercompany items have been eliminated in preparing the consolidated financial statements.

The financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America. In preparing the financial statements, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities as of the balance sheet date and revenues and expenses for the period. Actual results could differ significantly from those estimates.

### Investment Securities

Investment securities are classified at the time of purchase, based on management's intention and ability, as securities held to maturity or securities available for sale. Debt securities acquired with the intent and ability to hold to maturity are stated at cost adjusted for amortization of premium and accretion of discount, which are computed using a level yield method and recognized as adjustments of interest income. Certain other debt securities have been classified as available for sale to serve principally as a source of liquidity. Unrealized holding gains and losses for available-for-sale securities are reported as a separate component of stockholders' equity, net of tax, until realized. Realized security gains and losses are computed using the specific identification method. Interest and dividends on investment securities are recognized as income when earned.

Common stock of the Federal Home Loan Bank ("FHLB") represents ownership in an institution that is wholly owned by other financial institutions. This equity security is accounted for at cost and classified with other assets.

### Loans

Loans are reported at their principal amount net of the allowance for loan losses. Interest income is recognized as income when earned on the accrual method. The accrual of interest is discontinued on a loan when management believes, after considering economic and business conditions, the borrower's financial condition is such that collection of interest is doubtful. Interest received on nonaccrual loans is recorded as

income against principal according to management's judgment as to the collectibility of such principal.

Loan origination fees and certain direct loan origination costs are being deferred and the net amount amortized as an adjustment of the related loan's yield. Management is amortizing these amounts over the contractual life of the related loans.

### Allowance for Loan Losses

The allowance for loan losses represents the amount which management estimates is adequate to provide for probable loan losses inherent in its loan portfolio. The allowance method is used in providing for loan losses. Accordingly, all loan losses are charged to the allowance, and all recoveries are credited to it. The allowance for loan losses is established through a provision for loan losses which is charged to operations. The provision is based on management's periodic evaluation of the adequacy of the allowance for loan losses, which encompasses the overall risk characteristics of the various portfolio segments, past experience with losses, the impact of economic conditions on borrowers, and other relevant factors. The estimates used in determining the adequacy of the allowance for loan losses, including the amounts and timing of future cash flows expected on impaired loans, are particularly susceptible to significant change in the near term.

A loan is considered impaired when it is probable the borrower will not repay the loan according to the original contractual terms of the loan agreement. Management has determined that first mortgage loans on one-to-four family properties and all consumer loans represent large groups of smaller-balance homogeneous loans that are to be collectively evaluated. Loans that experience insignificant payment delays, which are defined as 90 days or less, generally are not classified as impaired. A loan is not impaired during a period of delay in payment if the Company expects to collect all amounts due including interest accrued at the contractual interest rate for the period of delay. All loans identified as impaired are evaluated independently by management. The Company estimates credit losses on impaired loans based on the present value of expected cash flows or the fair value of the underlying collateral if the loan repayment is expected to come from the sale or operation of such collateral. Impaired loans, or portions thereof, are charged off when it is determined a realized loss has occurred. Until such time, an allowance for loan losses is maintained for estimated losses. Cash receipts on impaired loans are applied first to accrued interest receivable unless otherwise required by the loan terms, except when an impaired loan is also a nonaccrual loan, in which case the portion of the payment related to interest is recognized as income.

Mortgage loans secured by one-to-four family properties and all consumer loans are large groups of smaller-balance homogeneous loans and are measured for impairment collectively. Loans that experience insignificant payment delays, which are defined as 90 days or less, generally are not classified as impaired. Management determines the significance of payment delays on a case-by-case basis taking into consideration all circumstances concerning the loan, the credit worthiness and payment history of the borrower, the length of the payment delay, and the amount of shortfall in relation to the principal and interest owed.

### Premises and Equipment

Premises and equipment are stated at cost net of accumulated



depreciation. Depreciation is computed on the straight-line method over the estimated useful lives of the assets, which range from three to twenty years for furniture, fixtures, and equipment and three to forty years for buildings and leasehold improvements. Expenditures for maintenance and repairs are charged against income as incurred. Costs of major additions and improvements are capitalized.

### Income Taxes

The Company and the Bank file a consolidated federal income tax return. Deferred tax assets and liabilities are reflected at currently enacted income tax rates applicable to the period in which the deferred tax assets or liabilities are expected to be realized or settled. As changes in tax laws or rates are enacted, deferred tax assets and liabilities are adjusted through the provision for income taxes.

### Earnings Per Share

The Company provides dual presentation of basic and diluted earnings per share. Basic earnings per share are calculated utilizing net income as reported in the numerator and average shares outstanding in the denominator. The computation of diluted earnings per share differs in that the dilutive effects of any stock options, warrants, and convertible securities are adjusted in the denominator.

### Stock Options

The Company maintains a stock option plan for key officers, employees, and non-employee directors. Had compensation expense for the stock option plans been recognized in accordance with the fair value accounting provisions of FAS No. 123, *Accounting for Stock-Based Compensation*, net income applicable to common stock, basic, and diluted net income per common share for the year ended December 31 would have been as follows:

|                                          | 2003         | 2002         | 2001         |
|------------------------------------------|--------------|--------------|--------------|
| Net income as reported:                  | \$ 2,798,620 | \$ 2,500,949 | \$ 2,270,607 |
| Less pro forma expense related to option | 52,459       | 52,434       | 37,644       |
| Pro forma net income                     | \$ 2,746,161 | \$ 2,448,515 | \$ 2,232,963 |
| Basic net income per common share:       |              |              |              |
| As reported                              | \$ 2.29      | \$ 2.06      | \$ 1.87      |
| Pro forma                                | 2.25         | 2.02         | 1.83         |
| Diluted net income per common share:     |              |              |              |
| As reported                              | \$ 2.29      | \$ 2.06      | \$ 1.86      |
| Pro forma                                | 2.25         | 2.01         | 1.83         |

For purposes of computing pro forma results, the Company estimated the fair values of stock options using the Black-Scholes option pricing model. The model requires the use of subjective assumptions which can materially affect fair value estimates. Therefore, the pro forma results are estimates of results of operations as if compensation expense had been recognized for the stock option plans. The fair value of each stock option granted was estimated using the following weighted-average assumptions:

| Grant Year | Expected Dividend Yield | Risk-free Interest Rate | Expected Volatility | Expected Life (in years) |
|------------|-------------------------|-------------------------|---------------------|--------------------------|
| 2000       | 2.50 %                  | 5.29 %                  | 5.00 %              | 9.95                     |
| 2002       | 2.72                    | 4.19                    | 27.04               | 9.94                     |
| 2003       | 2.72                    | 4.25                    | 14.00               | 9.94                     |

### Stockholders' Equity

The Board of Directors approved a 5 percent stock dividend to stockholders of record as of December 3, 2003, payable December 12, 2003. As a result of the dividend, 57,972 additional shares of the Company's common stock were issued, common stock was increased by \$1,797,165, and retained earnings decreased by \$1,801,961.

The Board of Directors approved a 5 percent stock dividend to stockholders of record as of June 1, 2002, payable June 14, 2002. As a result of the dividend, 54,997 additional shares of the Company's common stock were issued; common stock was increased by \$1,429,662 and retained earnings decreased by \$1,434,607.

Fractional shares paid were paid in cash. All average shares outstanding and all per share amounts included in the financial statements are based on the increased number of shares after giving retroactive effects to the stock dividend.

### Cash Flow Information

The Company has defined cash and cash equivalents as those amounts included in the Consolidated Balance Sheet captions "Cash and due from banks" and "Federal funds sold."

### Advertising Costs

Advertising costs are expensed as the costs are incurred. Advertising expenses amounted to \$168,849, \$65,263, and \$63,201 for 2003, 2002, and 2001, respectively.

### Recent Accounting Pronouncements

In December 2003, the Financial Accounting Standards Board ("FASB") revised Statement of Financial Accounting Standards ("FAS") No. 132, *Employers' Disclosures about Pension and Other Postretirement Benefit*. This statement retains the disclosures required by FAS No. 132, which standardized the disclosure requirements for pensions and other postretirement benefits to the extent practicable and requires additional information on changes in the benefit obligations and fair value of plan assets. Additional disclosures include information describing the types of plan assets, investment strategy, measurement date(s), plan obligations, cash flows, and components of net periodic benefit cost recognized during interim periods. This statement retains reduced disclosure requirements for nonpublic entities from FAS No. 132, and it includes reduced disclosure for certain of the new requirements. This statement is effective for financial statements with fiscal years ending after December 15, 2003. The interim disclosures required by this statement are effective for interim periods beginning after December 15, 2003. The adoption of this statement did not have a material effect on the Company's disclosure requirements.

In August 2001, the FASB issued FAS No. 143, *Accounting for Asset Retirement Obligations*, which requires that the fair value of a liability be

## Notes To Consolidated Financial Statement

recognized when incurred for the retirement of a long-lived asset and the value of the asset be increased by that amount. The statement also requires that the liability be maintained at its present value in subsequent periods and outlines certain disclosures for such obligations. The adoption of this statement, which was effective January 1, 2003, did not have a material effect on the Company's financial position or results of operations.

In July 2002, the FASB issued FAS No. 146, *Accounting for Costs Associated with Exit or Disposal Activities*, which requires companies to recognize costs associated with exit or disposal activities when they are incurred, rather than at the date of a commitment to an exit or disposal plan. This statement replaces EITF Issue No. 94-3, *Liability Recognition for Certain Employee Termination Benefits and Other Costs to Exit an Activity (Including Certain Costs Incurred in a Restructuring)*. The new statement is effective for exit or disposal activities initiated after December 31, 2002. The adoption of this statement did not have a material effect on the Company's financial position or results of operations.

On December 31, 2002, the FASB issued FAS No. 148, *Accounting for Stock-Based Compensation – Transition and Disclosure, which amends FAS No. 123, Accounting for Stock-Based Compensation*. FAS No. 148 amends the disclosure requirements of FAS No. 123 to require more prominent and more frequent disclosures in financial statements about the effects of stock-based compensation. Under the provisions of FAS No. 123, companies that adopted the preferable, fair value based method were required to apply that method prospectively for new stock option awards. This contributed to a “ramp-up” effect on stock-based compensation expense in the first few years following adoption, which caused concern for companies and investors because of the lack of consistency in reported results. To address that concern, FAS No. 148 provides two additional methods of transition that reflect an entity's full complement of stock-based compensation expense immediately upon adoption, thereby eliminating the ramp-up effect. FAS No. 148 also improves the clarity and prominence of disclosures about the pro forma effects of using the fair value based method of accounting for stock-based compensation for all companies—regardless of the accounting method used—by requiring that the data be presented more prominently and in a more user-friendly format in the footnotes to the financial statements. In addition, the statement improves the timeliness of those disclosures by requiring that this information be included in interim, as well as annual financial statements. The transition guidance and annual disclosure provisions of FAS No. 148 are effective for fiscal years ending after December 15, 2002, with earlier application permitted in certain circumstances. The interim disclosure provisions are effective for financial reports containing financial statements for interim periods beginning after December 15, 2002.

In April 2003, the FASB issued FAS No. 149, *Amendment of Statement 133 on Derivative Instruments and Hedging Activities*. This statement amends and clarifies accounting for derivative instruments, including certain derivative instruments embedded in other contracts, and for hedging activities under FAS No. 133. The amendments set forth in FAS No. 149 improve financial reporting by requiring that contracts with comparable characteristics be accounted for similarly. In particular, this statement clarifies under what circumstances a contract with an initial net investment meets the characteristic of a derivative as discussed in FAS No. 133. In addition, it clarifies when a derivative contains a financing component that warrants special reporting in the statement of cash

flows. FAS No. 149 amends certain other existing pronouncements. Those changes will result in more consistent reporting of contracts that are derivatives in their entirety or that contain embedded derivatives that warrant separate accounting. This statement is effective for contracts entered into or modified after September 30, 2003, except as stated below and for hedging relationships designated after September 30, 2003. The guidance should be applied prospectively. The provisions of this statement that relate to FAS No. 133, *Implementation Issues*, that have been effective for fiscal quarters that began prior to September 15, 2003, should continue to be applied in accordance with their respective effective dates. In addition, certain provisions relating to forward purchases or sales of when-issued securities or other securities that do not yet exist, should be applied to existing contracts as well as new contracts entered into after September 30, 2003. The adoption of this statement did not have a material effect on the Company's financial position or results of operations.

In May 2003, the FASB issued FAS No. 150, *Accounting for Certain Financial Instruments with Characteristics of both Liabilities and Equity*. This statement establishes standards for how an issuer classifies and measures certain financial instruments with characteristics of both liabilities and equity. It requires that an issuer classify a financial instrument that is within its scope as a liability (or an asset in some circumstances). Such instruments may have been previously classified as equity. This statement is effective for financial instruments entered into or modified after May 31, 2003, and otherwise is effective at the beginning of the first interim period beginning after September 15, 2003. The adoption of this statement did not have a material effect on the Company's reported equity.

In November 2002, the FASB issued Interpretation No. 45, *Guarantor's Accounting and Disclosure Requirements for Guarantees, Including Indirect Guarantees of Indebtedness of Others*. This interpretation elaborates on the disclosures to be made by a guarantor in its interim and annual financial statements about its obligations under certain guarantees that it has issued. This interpretation clarifies that a guarantor is required to disclose: (a) the nature of the guarantee, including the approximate term of the guarantee, how the guarantee arose, and the events or circumstances that would require the guarantor to perform under the guarantee; (b) the maximum potential amount of future payments under the guarantee; (c) the carrying amount of the liability, if any, for the guarantor's obligations under the guarantee; and (d) the nature and extent of any recourse provisions or available collateral that would enable the guarantor to recover the amounts paid under the guarantee. This interpretation also clarifies that a guarantor is required to recognize, at the inception of a guarantee, a liability for the obligations it has undertaken in issuing the guarantee, including its ongoing obligation to stand ready to perform over the term of the guarantee in the event that the specified triggering events or conditions occur. The objective of the initial measurement of that liability is the fair value of the guarantee at its inception. The initial recognition and initial measurement provisions of this interpretation are applicable on a prospective basis to guarantees issued or modified after December 31, 2002, irrespective of the guarantor's fiscal year-end. The disclosure requirements in this interpretation are effective for financial statements of interim or annual periods ending after December 15, 2002. The adoption of this interpretation did not have a material effect on the Company's financial position or results of operations.

In December 2003, the FASB issued a revision to Interpretation 46, *Consolidation of Variable Interest Entities*, which established standards for identifying a variable interest entity (VIE) and for determining under what circumstances a VIE should be consolidated with its primary beneficiary. Application of this Interpretation is required in financial statements of public entities that have interests in special-purpose entities for periods ending after December 15, 2003. Application by public entities, other than small business issuers, for all other types of VIEs is required in financial statements for periods ending after March 15, 2004. Small business issuers must apply this Interpretation to all other types of VIEs at the end of the first reporting period ending after December 15, 2004. The adoption of this interpretation has not and is not expected to have a material effect on the Company's financial position or results of operations.

### Reclassification of Comparative Amounts

Certain items previously reported have been reclassified to conform with the current year's format. Such reclassifications did not affect net income or stockholders' equity.

## 2. EARNINGS PER SHARE

There are no convertible securities which would affect the numerator in calculating basic and diluted earnings per share; therefore, net income as presented on the Consolidated Statement of Income will be used as the numerator. The following table sets forth the composition of the weighted-average common shares (denominator) used in the basic and diluted earnings per share computation.

|                                                                                                          | 2003      | 2002      | 2001      |
|----------------------------------------------------------------------------------------------------------|-----------|-----------|-----------|
| Weighted-average common shares outstanding                                                               | 1,274,309 | 1,205,155 | 1,206,110 |
| Average treasury stock shares                                                                            | (54,833)  | (47,786)  | (45,722)  |
| Weighted-average common shares and common stock equivalents used to calculate basic earnings per share   | 1,219,476 | 1,157,369 | 1,160,388 |
| Additional common stock equivalents (stock options) used to calculate diluted earnings per share         | 3,362     | 1,899     | 1,203     |
| Weighted-average common shares and common stock equivalents used to calculate diluted earnings per share | 1,222,838 | 1,159,268 | 1,161,591 |

Options to purchase 9,975 shares of common stock at prices from \$29.52 to \$30.24 per share were outstanding during 2002 and 2001 but were not included in the computation of diluted EPS because to do so would have been anti-dilutive. In 2003, there were no options to purchase shares of common stock that were anti-dilutive.

## 3. INVESTMENT SECURITIES AVAILABLE FOR SALE

The amortized cost and estimated market values of securities available for sale are as follows:

|                                                   |                | 2003                   |                         |                        |
|---------------------------------------------------|----------------|------------------------|-------------------------|------------------------|
|                                                   | Amortized Cost | Gross Unrealized Gains | Gross Unrealized Losses | Estimated Market Value |
| U.S. Government agency securities                 | \$ 6,061,807   | \$ 132,978             | \$ (17,744)             | \$ 6,177,041           |
| Obligations of states and political subdivisions: |                |                        |                         |                        |
| Taxable                                           | 209,534        | 6,195                  | —                       | 215,729                |
| Tax-exempt                                        | 14,564,866     | 324,412                | (48,570)                | 14,840,708             |
| Corporate securities                              | 349,910        | 9,059                  | —                       | 358,969                |
| Mortgage-backed securities                        | 28,590,695     | 112,244                | (328,875)               | 28,374,064             |
| Total                                             | \$49,776,812   | \$ 584,888             | \$ (395,189)            | \$49,966,511           |

|                                                   |                | 2002                   |                         |                        |
|---------------------------------------------------|----------------|------------------------|-------------------------|------------------------|
|                                                   | Amortized Cost | Gross Unrealized Gains | Gross Unrealized Losses | Estimated Market Value |
| U.S. Government agency securities                 | \$ 3,737,068   | \$ 162,442             | \$ —                    | \$ 3,899,510           |
| Obligations of states and political subdivisions: |                |                        |                         |                        |
| Taxable                                           | 1,160,507      | 21,107                 | —                       | 1,181,614              |
| Tax-exempt                                        | 10,113,698     | 290,242                | (27,762)                | 10,376,178             |
| Corporate securities                              | 349,747        | 23,659                 | —                       | 373,406                |
| Mortgage-backed securities                        | 19,835,691     | 263,981                | (13,323)                | 20,086,349             |
| Total                                             | \$35,196,711   | \$ 761,431             | \$ (41,085)             | \$35,917,057           |

The following table shows the Company's gross unrealized losses and fair value, aggregated by investment category and length of time, that the individual securities have been in a continuous unrealized loss position, at December 31, 2003.



## Notes To Consolidated Financial Statement

|                                                  | Less than Twelve Months |                         | Twelve Months or Greater |                         | Total                  |                         |
|--------------------------------------------------|-------------------------|-------------------------|--------------------------|-------------------------|------------------------|-------------------------|
|                                                  | Estimated Market Value  | Gross Unrealized Losses | Estimated Market Value   | Gross Unrealized Losses | Estimated Market Value | Gross Unrealized Losses |
| U.S. Government agency securities                | \$ 1,047,461            | \$ (17,744)             | \$ —                     | \$ -                    | \$ 1,047,461           | \$ (17,744)             |
| Obligations of states and political subdivisions | 2,303,600               | (48,570)                | —                        | —                       | 2,303,600              | (48,570)                |
| Mortgage-backed securities                       | 17,700,010              | (317,263)               | 1,236,753                | (11,612)                | 18,936,763             | (328,875)               |
| Total                                            | \$ 21,051,071           | \$ (383,577)            | \$ 1,236,753             | \$ (11,612)             | \$ 22,287,824          | \$ (395,189)            |

The Company's investment securities portfolio contains unrealized losses of direct obligations of the U.S. Treasury, securities, including mortgage-related instruments, issued or backed by the full faith and credit of the U.S. Government or are generally viewed as having the implied guarantee of the U.S. Government, and debt obligations of a U.S. state or political subdivision.

On a quarterly basis, the Company evaluates the severity and duration of impairment for its investment securities portfolio unless the Company has the ability to hold the security to maturity without incurring a loss. Generally, impairment is considered other than temporary when an investment security has sustained a decline of 10 percent or more for six months.

The Company has concluded that any impairment of its investment securities portfolio is not other than temporary but is the result of interest rate changes that are not expected to result in the noncollection of principal and interest, during the period.

The amortized cost and estimated market value of debt securities at December 31, 2003, by contractual maturity, are shown below. Expected maturities will differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

|                                        | Amortized Cost | Estimated Market Value |
|----------------------------------------|----------------|------------------------|
| Due in one year or less                | \$ 3,831,887   | \$ 3,910,936           |
| Due after one year through five years  | 7,584,355      | 7,779,391              |
| Due after five years through ten years | 8,905,904      | 9,018,376              |
| Due after ten years                    | 29,454,666     | 29,257,808             |
| Total                                  | \$ 49,776,812  | \$ 49,966,511          |

Investment securities with an approximate carrying value of \$21,323,044 and \$11,397,600 at December 31, 2003 and 2002, respectively, were pledged to secure deposits and other purposes as required by law.

The following is a summary of proceeds received, gross gains, and gross losses realized on the sale of investment securities available for sale for the years ended December 31, 2003 and 2001. The Company had no sales in 2002.

|                     | 2003         | 2001         |
|---------------------|--------------|--------------|
| Proceeds from sales | \$ 1,991,917 | \$ 2,092,980 |
| Gross gains         | 6,350        | 97,807       |
| Gross losses        | 5,808        | —            |

#### 4. INVESTMENT SECURITIES HELD TO MATURITY

The amortized cost and estimated market values of investment securities held to maturity are as follows:

|                                                   | 2003           |                        |                         |                        |
|---------------------------------------------------|----------------|------------------------|-------------------------|------------------------|
|                                                   | Amortized Cost | Gross Unrealized Gains | Gross Unrealized Losses | Estimated Market Value |
| Obligations of states and political subdivisions: |                |                        |                         |                        |
| Taxable                                           | \$ 945,234     | \$ 17,769              | \$ —                    | \$ 963,003             |
| Tax-exempt                                        | 913,670        | 38,693                 | —                       | 952,363                |
| Total                                             | \$ 1,858,904   | \$ 56,462              | \$ —                    | \$ 1,915,366           |

|                                                   | 2002           |                        |                         |                        |
|---------------------------------------------------|----------------|------------------------|-------------------------|------------------------|
|                                                   | Amortized Cost | Gross Unrealized Gains | Gross Unrealized Losses | Estimated Market Value |
| Obligations of states and political subdivisions: |                |                        |                         |                        |
| Taxable                                           | \$ 1,370,215   | \$ 50,360              | \$ —                    | \$ 1,420,575           |
| Tax-exempt                                        | 3,368,276      | 95,092                 | —                       | 3,463,368              |
| Corporate securities                              | 1,503,604      | 18,371                 | —                       | 1,521,975              |
| Total                                             | \$ 6,242,095   | \$ 163,823             | \$ —                    | \$ 6,405,918           |

The amortized cost and estimated market value of debt securities at December 31, 2003, by contractual maturity, are shown below. Expected maturities will differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

|                                        | Amortized Cost | Estimated Market Value |
|----------------------------------------|----------------|------------------------|
| Due in one year or less                | \$ 1,431,872   | \$ 1,455,469           |
| Due after one year through five years  | 290,186        | 300,884                |
| Due after five years through ten years | 36,846         | 40,960                 |
| Due after ten years                    | 100,000        | 118,053                |
| Total                                  | \$ 1,858,904   | \$ 1,915,366           |

Investment securities held to maturity with carrying values of approximately \$685,186 and \$1,535,726 and estimated market values of approximately \$704,240 and \$1,590,910 at December 31, 2003 and 2002, respectively, were pledged to secure public deposits and other purposes required by law.

## 5. LOANS

Major classifications of loans are summarized as follows:

|                                | 2003           | 2002           |
|--------------------------------|----------------|----------------|
| Commercial and industrial      | \$ 42,063,086  | \$ 32,915,776  |
| Real estate - construction     | 3,433,614      | 3,207,434      |
| Real estate - mortgage:        |                |                |
| Residential                    | 134,007,401    | 123,843,881    |
| Commercial                     | 7,865,893      | 9,520,812      |
| Consumer installment           | 5,510,159      | 5,455,228      |
|                                | 192,880,153    | 174,943,131    |
| Less allowance for loan losses | 2,521,270      | 2,300,485      |
| Net loans                      | \$ 190,358,883 | \$ 172,642,646 |

The Company's primary business activity is with customers located within its local trade area, eastern Geauga County, and contiguous counties to the north, east, and south. Commercial, residential, consumer, and agricultural loans are granted. Although the Company has a diversified loan portfolio at December 31, 2003 and 2002, loans outstanding to individuals and businesses are dependent upon the local economic conditions in its immediate trade area.

## 6. ALLOWANCE FOR LOAN LOSSES

Changes in the allowance for loan losses for the years ended December 31 are as follows:

|                                  | 2003         | 2002         | 2001         |
|----------------------------------|--------------|--------------|--------------|
| Balance, January 1               | \$ 2,300,485 | \$ 2,062,252 | \$ 2,037,322 |
| Add:                             |              |              |              |
| Provisions charged to operations | 315,000      | 300,000      | 170,000      |
| Recoveries                       | 49,942       | 57,388       | 120,814      |
| Less loans charged off           | 144,157      | 119,155      | 265,884      |
| Balance, December 31             | \$ 2,521,270 | \$ 2,300,485 | \$ 2,062,252 |

## 7. PREMISES AND EQUIPMENT

Major classifications of premises and equipment are summarized as follows:

|                                                | 2003         | 2002         |
|------------------------------------------------|--------------|--------------|
| Land and land improvements                     | \$ 1,295,938 | \$ 1,094,647 |
| Building and leasehold improvements            | 6,815,018    | 6,068,568    |
| Furniture, fixtures, and equipment             | 2,656,874    | 2,452,273    |
| Construction in progress                       | —            | 447,595      |
|                                                | 10,767,830   | 10,063,083   |
| Less accumulated depreciation and amortization | 3,959,900    | 3,582,353    |
| Total                                          | \$ 6,807,930 | \$ 6,480,730 |

Depreciation and amortization charged to operations was \$377,547 in 2003, \$354,550 in 2002, and \$300,531 in 2001.

## 8. OTHER ASSETS

The components of other assets are as follows:

|                                           | 2003         | 2002         |
|-------------------------------------------|--------------|--------------|
| FHLB stock                                | \$ 1,297,700 | \$ 1,245,700 |
| Accrued interest on investment securities | 281,438      | 294,077      |
| Accrued interest on loans                 | 449,085      | 424,650      |
| Deferred tax asset, net                   | 337,471      | 87,117       |
| Other                                     | 383,541      | 214,168      |
| Total                                     | \$ 2,749,235 | \$ 2,265,712 |

## 9. DEPOSITS

Time deposits at December 31, 2003, mature \$46,193,688, \$23,504,838, \$7,033,704, \$9,054,077, and \$11,980,995 during 2004, 2005, 2006, 2007, and 2008, respectively.

Time deposits include certificates of deposit in denominations of \$100,000 or more. Such deposits aggregated \$18,834,869 and \$17,677,677 at December 31, 2003 and 2002, respectively.

Maturities on time deposits of \$100,000 or more at December 31, 2003, are as follows:

|                                     |               |
|-------------------------------------|---------------|
| Within three months                 | \$ 1,486,844  |
| Beyond three but within six months  | 1,773,454     |
| Beyond six but within twelve months | 3,956,701     |
| Beyond one year                     | 11,617,870    |
| Total                               | \$ 18,834,869 |

## 10. SHORT-TERM BORROWINGS

The outstanding balances and related information of short-term borrowings which includes securities sold under agreements to repurchase are summarized as follows:

|                                       | 2003       | 2002       |
|---------------------------------------|------------|------------|
| Balance at year-end                   | \$ 444,819 | \$ 785,778 |
| Average balance outstanding           | 726,874    | 977,343    |
| Maximum month-end balance             | 2,327,544  | 1,176,829  |
| Weighted-average rate at year-end     | 0.23 %     | 0.33 %     |
| Weighted-average rate during the year | 0.56       | 0.73       |

Average balances outstanding during the year represent daily average balances, and average interest rates represent interest expense divided by the related average balance.

The Company maintains a \$4,000,000 line of credit at an adjustable rate, currently 4 percent, from Lorain National Bank. At December 31, 2003 and 2002, there were no outstanding balances on this line.

# Notes To Consolidated Financial Statement

## 11. OTHER BORROWINGS

Other borrowings consist of advances from the FHLB as follows:

| Description           | Maturity range<br>from | to       | Weighted-<br>average<br>interest rate | Stated interest<br>rate range<br>from | to     | 2003          | 2002          |
|-----------------------|------------------------|----------|---------------------------------------|---------------------------------------|--------|---------------|---------------|
| Fixed rate            | 08/09/04               | 08/09/06 | 3.30 %                                | 2.70 %                                | 3.87 % | \$ 1,560,000  | \$ 3,000,000  |
| Fixed rate amortizing | 07/01/07               | 02/01/23 | 3.59                                  | 2.70                                  | 6.40   | 8,105,661     | 4,690,053     |
| Convertible           | 09/04/08               | 07/28/10 | 5.43                                  | 4.53                                  | 6.45   | 8,000,000     | 8,000,000     |
|                       |                        |          |                                       |                                       |        | \$ 17,665,661 | \$ 15,690,053 |

The scheduled maturities of advances outstanding are as follows:

| Year Ending<br>December 31, | 2003<br>Amount | Weighted-<br>average Rate |
|-----------------------------|----------------|---------------------------|
| 2004                        | \$ 2,728,089   | 3.51 %                    |
| 2005                        | 2,190,158      | 3.60                      |
| 2006                        | 1,761,155      | 3.73                      |
| 2007                        | 902,873        | 3.56                      |
| 2008                        | 6,635,268      | 4.92                      |
| Beyond 2008                 | 3,448,118      | 5.14                      |
|                             | \$ 17,665,661  | 4.39 %                    |

The Bank entered into ten-year "Convertible Select" fixed commitment advance with the FHLB. Rates may be reset at the FHLB's discretion on a quarterly basis based on the three-month LIBOR rate. At each rate change the Bank may exercise a put option and satisfy the obligation without penalty.

Advances from the FHLB maturing July 1, 2007, February 1, 2012, June 4, 2012, February 2, 2013, June 4, 2017, February 1, 2018, and February 1, 2023 require monthly principal and interest payments and an annual 20 percent paydown of outstanding principal. Monthly principal and interest payments are adjusted after each 20 percent paydown. Under terms of a blanket agreement, collateral for the FHLB borrowings are secured by certain qualifying assets of the Bank which consist principally of first mortgage loans. Under this credit arrangement, the Bank has a remaining borrowing capacity of approximately \$113 million at December 31, 2003.

## 12. OTHER LIABILITIES

The components of other liabilities are as follows:

|                          | 2003       | 2002       |
|--------------------------|------------|------------|
| Accrued interest payable | \$ 408,084 | \$ 485,946 |
| Other                    | 506,660    | 152,854    |
| Total                    | \$ 914,744 | \$ 638,800 |

## 13. INCOME TAXES

The provision for federal income taxes consists of:

|                 | 2003         | 2002         | 2001       |
|-----------------|--------------|--------------|------------|
| Current payable | \$ 1,201,264 | \$ 1,180,108 | \$ 916,456 |
| Deferred        | (69,934)     | (72,302)     | 54,403     |
| Total provision | \$ 1,131,330 | \$ 1,107,806 | \$ 970,859 |

The tax effects of deductible and taxable temporary differences that give rise to significant portions of the deferred tax assets and deferred tax liabilities are as follows:

|                                   | 2003       | 2002       |
|-----------------------------------|------------|------------|
| Deferred tax assets:              |            |            |
| Allowance for loan losses         | \$ 788,299 | \$ 713,232 |
| Supplemental retirement plan      | 37,300     | 19,348     |
| Gross deferred tax assets         | 825,599    | 732,580    |
| Deferred tax liabilities:         |            |            |
| Deferred origination fees, net    | 157,979    | 173,186    |
| Premises and equipment            | 141,866    | 122,908    |
| Net unrealized gain on securities | 64,498     | 244,918    |
| Other                             | 123,785    | 104,451    |
| Gross deferred tax liabilities    | 488,128    | 645,463    |
| Net deferred tax assets           | \$ 337,471 | \$ 87,117  |

No valuation allowance was established at December 31, 2003 and 2002, in view of the Company's ability to carryback to taxes paid in previous years and certain tax strategies, coupled with the anticipated future taxable income as evidenced by the Company's earnings potential.

The reconciliation between the federal statutory rate and the Company's effective consolidated income tax rate is as follows:



|                                       | 2003        |                     | 2002        |                     | 2001        |                     |
|---------------------------------------|-------------|---------------------|-------------|---------------------|-------------|---------------------|
|                                       | Amount      | % of Pre-tax Income | Amount      | % of Pre-tax Income | Amount      | % of Pre-tax Income |
| Provision at statutory rate           | \$1,336,030 | 34.0 %              | \$1,226,976 | 34.0 %              | \$1,102,098 | 34.0 %              |
| Tax-free income                       | (236,760)   | (6.1)               | (147,425)   | (4.1)               | (157,362)   | (4.9)               |
| Nondeductible interest expense        | 22,789      | 0.6                 | 21,590      | 0.6                 | 26,068      | 0.8                 |
| Other                                 | 9,271       | 0.4                 | 6,665       | 0.2                 | 55          | 0.1                 |
| Actual tax expense and effective rate | \$1,131,330 | 28.9 %              | \$1,107,806 | 30.7 %              | \$ 970,859  | 30.0 %              |

## 14. EMPLOYEE BENEFITS

### Retirement Plan

The Bank maintains a section 401(k) employee savings and investment plan for all full-time employees and officers of the Bank with more than one year of service. The Bank's contribution to the plan is based on 50 percent matching of voluntary contributions up to 6 percent of compensation. An eligible employee can contribute up to 15 percent of salary. Employee contributions are vested at all times, and the Bank contributions are fully vested after six years beginning at the second year in 20 percent increments. Contributions for 2003, 2002, and 2001 to this plan amounted to \$56,731, \$53,268, and \$49,130, respectively.

### Supplemental Retirement Plan

Effective December 1, 2001, the Bank adopted a Directors Retirement Plan to provide post-retirement payments over a ten-year period to members of the Board of Directors who have completed five or more years of service.

The Plan requires payment of 25 percent of the final average annual board fees paid to a director in the three years preceding the director's retirement. The expense of the plan for the years ended December 31, 2003, 2002, and 2001, amounted to \$52,800, \$52,800, and \$4,107, respectively.

### Stock Option Plan

The Company maintains a stock option plan ("the Plan") for granting incentive stock options and non-qualified stock options for key officers and employees and non-employee directors of the Company. A total of 126,640 shares of authorized and unissued or issued common stock are reserved for issuance under the Plan, which expires ten years from the date of stockholder ratification. The per share exercise price of an option granted will not be less than the fair value of a share of common stock on the date the option is granted. No option shall become exercisable earlier than one year from the date the Plan was approved by the stockholders.

The following table presents share data related to the outstanding options:

|                          | 2003   | Weighted-average Exercise Price | 2002    | Weighted-average Exercise Price |
|--------------------------|--------|---------------------------------|---------|---------------------------------|
| Outstanding, January 1   | 31,968 | \$ 25.69                        | 23,084  | \$ 24.87                        |
| Granted                  | 18,270 | 29.52                           | 9,923   | 27.14                           |
| Exercised                | (877)  | 23.41                           | (1,038) | 21.77                           |
| Forfeited                | —      | —                               | —       | —                               |
| Outstanding, December 31 | 49,361 | \$ 27.14                        | 31,968  | \$ 25.69                        |
| Exercisable at year-end  | 31,091 | 25.74                           | 22,046  | 25.03                           |

The following table summarizes the characteristics of stock options at December 31, 2003:

| Grant Date        | Exercise Price | Shares | Outstanding Contractual Average Life | Average Exercise Price | Exercisable Shares | Average Exercise Price |
|-------------------|----------------|--------|--------------------------------------|------------------------|--------------------|------------------------|
| June 14, 1999     | \$ 28.80       | 7,503  | 5.45                                 | \$ 28.80               | 7,503              | \$ 28.80               |
| November 23, 1999 | 28.12          | 2,748  | 5.90                                 | 28.12                  | 2,748              | 28.12                  |
| December 11, 2000 | 21.77          | 10,917 | 6.95                                 | 21.77                  | 10,917             | 21.77                  |
| December 9, 2002  | 27.14          | 9,923  | 8.94                                 | 27.14                  | 9,923              | 27.14                  |
| December 8, 2003  | 29.52          | 18,270 | 9.94                                 | 29.52                  | —                  | —                      |
|                   |                | 49,361 |                                      |                        | 31,091             |                        |

# Notes To Consolidated Financial Statement

## 15. COMMITMENTS

In the normal course of business, there are various outstanding commitments and certain contingent liabilities, which are not reflected in the accompanying consolidated financial statements. These commitments and contingent liabilities represent financial instruments with off-balance sheet risk. The contract or notional amounts of those instruments reflect the extent of involvement in particular types of financial instruments which were comprised of the following:

|                              | 2003                 | 2002                 |
|------------------------------|----------------------|----------------------|
| Commitments to extend credit | \$ 29,349,316        | \$ 20,131,380        |
| Standby letters of credit    | 67,800               | 86,692               |
| <b>Total</b>                 | <b>\$ 29,417,116</b> | <b>\$ 20,218,072</b> |

These instruments involve, to varying degrees, elements of credit and interest rate risk in excess of the amount recognized in the consolidated balance sheet. The Company's exposure to credit loss, in the event of nonperformance by the other parties to the financial instruments, is represented by the contractual amounts as disclosed. The Company minimizes its exposure to credit loss under these commitments by subjecting them to credit approval and review procedures and collateral requirements as deemed necessary. Commitments generally have fixed expiration dates within one year of their origination.

Standby letters of credit are conditional commitments issued by the Company to guarantee the performance of a customer to a third party. Performance letters of credit represent conditional commitments issued by the Bank to guarantee the performance of a customer to a third party. These instruments are issued primarily to support bid or performance-related contracts. The coverage period for these instruments is typically a one-year period with an annual renewal option subject to prior approval by management. Fees earned from the issuance of these letters are recognized over the coverage period. For secured letters of credit, the collateral is typically Bank deposit instruments or customer business assets.

## 16. REGULATORY RESTRICTIONS

### Loans

Federal law prevents the Company from borrowing from the Bank unless the loans are secured by specific obligations. Further, such secured loans are limited in amount of 10 percent of the Bank's common stock and capital surplus.

### Dividends

The Bank is subject to a dividend restriction which generally limits the amount of dividends that can be paid by an Ohio state-chartered bank. Under the Ohio Banking Code, cash dividends may not exceed net profits as defined for that year combined with retained net profits for the two preceding years less any required transfers to surplus. Under this formula, the amount available for payment of dividends in 2004 was \$3,401,475 plus 2004 profits retained up to the date of the dividend declaration.

## 17. REGULATORY CAPITAL

Federal regulations require the Company and the Bank to maintain minimum amounts of capital. Specifically, each is required to maintain certain minimum dollar amounts and ratios of Total and Tier I capital to risk-weighted assets and of Tier I capital to average total assets.

In addition to the capital requirements, the Federal Deposit Insurance Corporation Improvement Act ("FDICIA") established five capital categories ranging from "well capitalized" to "critically undercapitalized." Should any institution fail to meet the requirements to be considered "adequately capitalized," it would become subject to a series of increasingly restrictive regulatory actions.

As of December 31, 2003 and 2002, the FDIC categorized the Bank as well capitalized under the regulatory framework for prompt corrective action. To be classified as a well capitalized financial institution, Total risk-based, Tier 1 risk-based, and Tier 1 Leverage capital ratios must be at least 10 percent, 6 percent, and 5 percent, respectively.

The Company's actual capital ratios are presented in the following table which shows the Company met all regulatory capital requirements. The capital position of the Bank does not differ significantly from the Company's.

|                                          | 2003          |         | 2002          |         |
|------------------------------------------|---------------|---------|---------------|---------|
|                                          | Amount        | Ratio   | Amount        | Ratio   |
| Total Capital (to Risk-weighted Assets)  |               |         |               |         |
| Actual                                   | \$ 25,395,628 | 15.79 % | \$ 22,997,205 | 16.72 % |
| For Capital Adequacy Purposes            | 12,865,299    | 8.00    | 11,001,899    | 8.00    |
| To Be Well Capitalized                   | 16,081,624    | 10.00   | 13,752,374    | 10.00   |
| Tier I Capital (to Risk-weighted Assets) |               |         |               |         |
| Actual                                   | \$ 23,379,115 | 14.54 % | \$ 21,270,980 | 15.47 % |
| For Capital Adequacy Purposes            | 6,432,650     | 4.00    | 5,500,950     | 4.00    |
| To Be Well Capitalized                   | 9,648,975     | 6.00    | 8,251,424     | 6.00    |
| Tier I Capital (to Average Assets)       |               |         |               |         |
| Actual                                   | \$ 23,379,115 | 8.89 %  | \$ 21,270,980 | 9.42 %  |
| For Capital Adequacy Purposes            | 10,514,492    | 4.00    | 9,033,386     | 4.00    |
| To Be Well Capitalized                   | 13,143,115    | 5.00    | 11,291,733    | 5.00    |

## 18. FAIR VALUE DISCLOSURE OF FINANCIAL INSTRUMENTS

The estimated fair value of the Company's financial instruments at December 31 are as follows:

|                                                 | 2003           |                | 2002           |                |
|-------------------------------------------------|----------------|----------------|----------------|----------------|
|                                                 | Carrying Value | Fair Value     | Carrying Value | Fair Value     |
| Financial assets:                               |                |                |                |                |
| Cash and due from banks                         | \$ 3,956,453   | \$ 3,956,453   | \$ 1,775,324   | \$ 1,775,324   |
| Federal funds sold                              | 930,000        | 930,000        | 350,000        | 350,000        |
| Interest-bearing deposits in other institutions | 539,147        | 539,147        | 571,969        | 571,969        |
| Investment securities:                          |                |                |                |                |
| Available for sale                              | 49,966,511     | 49,966,511     | 35,917,057     | 35,917,057     |
| Held to maturity                                | 1,858,904      | 1,915,366      | 6,242,095      | 6,405,918      |
| Net loans                                       | 190,358,883    | 199,157,402    | 172,642,646    | 182,439,113    |
| Bank-owned life insurance                       | 5,202,385      | 5,202,385      | —              | —              |
| Federal Home Loan Bank stock                    | 1,297,700      | 1,297,700      | 1,245,700      | 1,245,700      |
| Accrued interest receivable                     | 730,523        | 730,523        | 718,727        | 718,727        |
| Financial liabilities:                          |                |                |                |                |
| Deposits                                        | \$ 219,839,910 | \$ 223,046,359 | \$ 187,384,494 | \$ 191,025,787 |
| Short-term borrowings                           | 444,819        | 444,819        | 785,778        | 785,778        |
| Other borrowings                                | 17,665,661     | 17,763,971     | 15,690,053     | 16,390,391     |
| Accrued interest payable                        | 408,084        | 408,084        | 485,946        | 485,946        |

Financial instruments are defined as cash, evidence of ownership interest in an entity, or a contract which creates an obligation or right to receive or deliver cash or another financial instrument from/to a second entity on potentially favorable or unfavorable terms.

Fair value is defined as the amount at which a financial instrument could be exchanged in a current transaction between willing parties other than in a forced liquidation sale. If a quoted market price is available for a financial instrument, the estimated fair value would be calculated based upon the market price per trading unit of the instrument.

If no readily available market exists, the fair value estimates for financial instruments should be based upon management's judgment regarding current economic conditions, interest rate risk, expected cash flows, future estimated losses, and other factors as determined through various option pricing formulas or simulation modeling. As many of these assumptions result from judgments made by management based upon estimates, which are inherently uncertain, the resulting estimated fair values may not be indicative of the amount realizable in the sale of a particular financial instrument. In addition, changes in assumptions on which the estimated fair values are based may have a significant impact on the resulting estimated fair values.

As certain assets such as deferred tax assets and premises and equipment are not considered financial instruments, the estimated fair value of financial instruments would not represent the full value of the Company.

The Company employed simulation modeling in determining the estimated fair value of financial instruments for which quoted market prices were not available based upon the following assumptions:

**Cash and Due From Banks, Federal Funds Sold, Interest-Bearing Deposits in Other Institutions, Federal Home Loan Bank Stock, Accrued Interest Receivable, Accrued Interest Payable, and Short-Term Borrowings**

The fair value is equal to the current carrying value.

### **Bank-Owned Life Insurance**

The fair value is equal to the cash surrender value of the life insurance policies.

### **Investment Securities**

The fair value of investment securities available for sale and held to maturity is equal to the available quoted market price. If no quoted market price is available, fair value is estimated using the quoted market price for similar securities.

### **Loans, Deposits, and Other Borrowings**

The fair value of loans, certificates of deposit, and other borrowings is estimated by discounting the future cash flows using a simulation model which estimates future cash flows and constructs discount rates that consider reinvestment opportunities, operating expenses, noninterest income, credit quality, and prepayment risk. Demand, savings, and money market deposit accounts are valued at the amount payable on demand as of year-end.

### **Commitments to Extend Credit**

These financial instruments are generally not subject to sale, and estimated fair values are not readily available. The carrying value, represented by the net deferred fee arising from the unrecognized commitment or letter of credit, and the fair value, determined by discounting the remaining contractual fee over the term of the commitment using fees currently charged to enter into similar agreements with similar credit risk, are not considered material for disclosure. The contractual amounts of unfunded commitments and letters of credit are presented in Note 15.



# Notes To Consolidated Financial Statement

## 19. PARENT COMPANY

Following are condensed financial statements for the Company.

### CONDENSED BALANCE SHEET

|                                                 | December 31,         |                      |
|-------------------------------------------------|----------------------|----------------------|
|                                                 | 2003                 | 2002                 |
| <b>ASSETS</b>                                   |                      |                      |
| Cash and due from banks                         | \$ 329,683           | \$ 292,947           |
| Interest-bearing deposits in other institutions | 539,147              | 283,969              |
| Investment in subsidiary bank                   | 22,635,484           | 21,169,492           |
| <b>TOTAL ASSETS</b>                             | <b>\$ 23,504,314</b> | <b>\$ 21,746,408</b> |
| <b>STOCKHOLDERS' EQUITY</b>                     | <b>\$ 23,504,314</b> | <b>\$ 21,746,408</b> |

### CONDENSED STATEMENT OF INCOME

|                                                                | Year Ended December 31, |                     |                     |
|----------------------------------------------------------------|-------------------------|---------------------|---------------------|
|                                                                | 2003                    | 2002                | 2001                |
| <b>INCOME</b>                                                  |                         |                     |                     |
| Dividends from subsidiary bank                                 | \$ 1,044,637            | \$ 1,020,895        | \$ 854,703          |
| Interest income                                                | 5,179                   | 6,963               | 4,709               |
| Total income                                                   | 1,049,816               | 1,027,858           | 859,412             |
| <b>EXPENSES</b>                                                | <b>99,473</b>           | <b>166,800</b>      | <b>152,626</b>      |
| Income before income tax benefit                               | 950,343                 | 861,058             | 706,786             |
| Income tax benefit                                             | (32,056)                | (54,636)            | (48,063)            |
| Income before equity in undistributed net income of subsidiary | 982,399                 | 915,695             | 754,849             |
| Equity in undistributed net income of subsidiary               | 1,816,221               | 1,585,254           | 1,515,758           |
| <b>NET INCOME</b>                                              | <b>\$ 2,798,620</b>     | <b>\$ 2,500,949</b> | <b>\$ 2,270,607</b> |

### CONDENSED STATEMENT OF CASH FLOWS

|                                                                                   | Year Ended December 31, |                   |                   |
|-----------------------------------------------------------------------------------|-------------------------|-------------------|-------------------|
|                                                                                   | 2003                    | 2002              | 2001              |
| <b>OPERATING ACTIVITIES</b>                                                       |                         |                   |                   |
| Net income                                                                        | \$2,798,620             | \$2,500,949       | \$2,270,607       |
| Adjustments to reconcile net income to net cash provided by operating activities: |                         |                   |                   |
| Equity in undistributed net income of subsidiary                                  | (1,816,221)             | (1,585,254)       | (1,515,758)       |
| Other                                                                             | —                       | —                 | 32,210            |
| Net cash provided by operating activities                                         | 982,399                 | 915,695           | 787,059           |
| <b>INVESTING ACTIVITIES</b>                                                       |                         |                   |                   |
| Decrease (increase) in interest-bearing deposits in other institutions            | (255,178)               | 93,237            | (350,766)         |
| Net cash provided by (used for) investing activities                              | (255,178)               | 93,237            | (350,766)         |
| <b>FINANCING ACTIVITIES</b>                                                       |                         |                   |                   |
| Purchase of treasury stock                                                        | (81,624)                | (204,070)         | —                 |
| Sale of treasury stock                                                            | —                       | 18,020            | —                 |
| Exercise of stock options                                                         | 19,916                  | 23,509            | —                 |
| Common stock issued                                                               | 170,513                 | —                 | —                 |
| Proceeds from dividend reinvestment plan                                          | 167,407                 | 142,178           | —                 |
| Cash dividends                                                                    | (966,697)               | (862,696)         | (772,068)         |
| Net cash used for financing activities                                            | (690,485)               | (883,059)         | (772,068)         |
| Increase (decrease) in cash                                                       | 36,736                  | 125,873           | (335,775)         |
| <b>CASH AT BEGINNING OF YEAR</b>                                                  | <b>292,947</b>          | <b>167,074</b>    | <b>502,849</b>    |
| <b>CASH AT END OF YEAR</b>                                                        | <b>\$ 329,683</b>       | <b>\$ 292,947</b> | <b>\$ 167,074</b> |

## 20. SELECTED QUARTERLY FINANCIAL DATA (Unaudited)

|                                                     | March 31,<br>2003 | Three Months Ended |                       | December 31,<br>2003 |
|-----------------------------------------------------|-------------------|--------------------|-----------------------|----------------------|
|                                                     |                   | June 30,<br>2003   | September 30,<br>2003 |                      |
| Total interest income                               | \$ 3,587,523      | \$ 3,626,098       | \$ 3,700,273          | \$ 3,681,472         |
| Total interest expense                              | 1,451,033         | 1,450,680          | 1,430,071             | 1,393,123            |
| Net interest income                                 | 2,136,490         | 2,175,418          | 2,270,202             | 2,288,349            |
| Provision for loan losses                           | 105,000           | 105,000            | 105,000               | -                    |
| Net interest income after provision for loan losses | 2,031,490         | 2,070,418          | 2,165,202             | 2,288,349            |
| Total noninterest income                            | 276,579           | 358,101            | 375,364               | 469,897              |
| Total noninterest expense                           | 1,310,758         | 1,613,208          | 1,592,379             | 1,589,105            |
| Income before income taxes                          | 997,311           | 815,311            | 948,187               | 1,169,141            |
| Income taxes                                        | 344,565           | 200,363            | 246,000               | 340,402              |
| Net income                                          | \$ 652,746        | \$ 614,948         | \$ 702,187            | \$ 828,739           |
| Per share data:                                     |                   |                    |                       |                      |
| Net income                                          |                   |                    |                       |                      |
| Basic                                               | \$ 0.53           | \$ 0.50            | \$ 0.58               | \$ 0.68              |
| Diluted                                             | 0.53              | 0.50               | 0.57                  | 0.68                 |
| Average shares outstanding                          |                   |                    |                       |                      |
| Basic                                               | 1,214,251         | 1,214,057          | 1,216,920             | 1,219,449            |
| Diluted                                             | 1,216,402         | 1,217,239          | 1,220,484             | 1,223,684            |

|                                                     | March 31,<br>2002 | Three Months Ended |                       | December 31,<br>2002 |
|-----------------------------------------------------|-------------------|--------------------|-----------------------|----------------------|
|                                                     |                   | June 30,<br>2002   | September 30,<br>2002 |                      |
| Total interest income                               | \$ 3,426,323      | \$ 3,499,140       | \$ 3,585,611          | \$ 3,557,998         |
| Total interest expense                              | 1,536,068         | 1,512,260          | 1,590,727             | 1,509,031            |
| Net interest income                                 | 1,890,255         | 1,986,880          | 1,994,884             | 2,048,967            |
| Provision for loan losses                           | 75,000            | 75,000             | 75,000                | 75,000               |
| Net interest income after provision for loan losses | 1,815,255         | 1,911,880          | 1,919,884             | 1,973,967            |
| Total noninterest income                            | 261,077           | 283,715            | 285,499               | 363,817              |
| Total noninterest expense                           | 1,259,422         | 1,345,672          | 1,268,026             | 1,333,219            |
| Income before income taxes                          | 816,910           | 849,923            | 937,357               | 1,004,565            |
| Income taxes                                        | 268,000           | 278,000            | 298,000               | 263,806              |
| Net income                                          | \$ 548,910        | \$ 571,923         | \$ 639,357            | \$ 740,759           |
| Per share data:                                     |                   |                    |                       |                      |
| Net income                                          |                   |                    |                       |                      |
| Basic                                               | \$ 0.45           | \$ 0.47            | \$ 0.53               | \$ 0.61              |
| Diluted                                             | 0.45              | 0.47               | 0.53                  | 0.61                 |
| Average shares outstanding                          |                   |                    |                       |                      |
| Basic                                               | 1,216,296         | 1,216,598          | 1,213,990             | 1,214,300            |
| Diluted                                             | 1,217,465         | 1,217,156          | 1,217,241             | 1,216,811            |



CERTIFIED PUBLIC ACCOUNTANTS  
AND CONSULTANTS

Board of Directors and Stockholders  
Middlefield Banc Corp.

We have audited the accompanying consolidated balance sheet of Middlefield Banc Corp. and subsidiary as of December 31, 2003 and 2002, and the related consolidated statements of income, changes in stockholders' equity, and cash flows for each of the three years in the period ended December 31, 2003. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit 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 financial position of Middlefield Banc Corp. and subsidiary as of December 31, 2003 and 2002, and the results of their operations and their cash flows for each of the three years in the period ending December 31, 2003, in conformity with accounting principles generally accepted in the United States of America.

*S.R. Snodgrass, A.C.*

Wexford, PA  
January 16, 2004

S.R. Snodgrass, A.C.  
1000 Stonewood Drive, Suite 200 Wexford, PA 15090-8399 Phone: 724-934-0344 Facsimile: 724-934-0345

# Shareholder Information

## Corporate Headquarters

The Corporation's headquarters is located at:

Middlefield Banc Corp.  
15985 East High Street  
P. O. Box 35  
Middlefield, Ohio 44062  
(440) 632-1666  
(888) 801-1666

## Form 10-K And 10-Q Availability

A copy of Middlefield Banc Corp.'s Annual Report on Form 10-K and Quarterly Reports on 10-Q filed with the Securities and Exchange Commission will be furnished to any shareholder, free of charge, upon written or e-mail request to:

Donald L. Stacy  
Treasurer and CFO  
Middlefield Banc Corp.  
P. O. Box 35  
Middlefield, Ohio 44062  
or  
dstacy@middlefieldbank.com

## Stock Trading

The symbol for Middlefield Banc Corp. common stock is MBCN and the CUSIP is 596304204.

|                                                                                                                                   |                                                                                                                                                                                             |
|-----------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Sweney Cartwright & Co.<br>George Geissbuhler<br>17 South High Street<br>Columbus, Ohio 43215<br>(614) 228-5391<br>(800) 334-7481 | UVEST Financial Services<br>Member NASD, SIPC<br>(440) 632-3444<br>(888) 801-1666 x 3444<br>Located at:<br>The Middlefield Banking Co.<br>15985 East High Street<br>Middlefield, Ohio 44062 |
|-----------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

## Notice Of Annual Meeting

The Annual Meeting of Shareholders of Middlefield Banc Corp. will be held at 1:00 p.m. on Wednesday, May 12, 2004, at Grandview Inn, 13404 Old State Road, Middlefield, Ohio.

## Transfer Agent And Registrar

American Stock Transfer & Trust Company  
59 Maiden Lane  
Plaza Level  
New York, NY 10038  
(877) 366-6443

## Independent Auditors

S. R. Snodgrass, A. C.  
1000 Stonewood Drive, Suite 200  
Wexford, Pennsylvania 15090-8399  
(724) 934-0344

## Internet Information

Information on The Middlefield Banking Company's products and services is available on the Internet at [www.middlefieldbank.com](http://www.middlefieldbank.com).

## Dividend Payment Dates

Subject to action by the Board of Directors, Middlefield Banc Corp. will pay dividends in March, June, September, and December.

## Dividend Reinvestment And Stock Purchase Plan

Shareholders may elect to reinvest their dividends in additional shares of Middlefield Banc Corp.'s common stock through the company's Dividend Reinvestment Plan. To arrange automatic purchase of shares with quarterly dividend proceeds, please call (888) 801-1666.

## Direct Deposit Of Dividends

The direct deposit program, which is offered at no charge, provides for automatic deposit of quarterly dividends directly to a checking or savings account with The Middlefield Banking Company. For information regarding this program, please call (888) 801-1666.



# Branch Locations

Recognizing the need for a local bank within the community, a group of local business men met in early 1901 to fulfill this need. On September 16, 1901, The Middlefield Banking Company was opened with an authorized capital of \$25,000.

The organizers of the bank were: Joe E. Johnson, A. W. Belden, W. S. Hodges, F. P. Work, C. E. Lampson and E. H. Brigden. Organization was completed by electing the original Board of Directors: C. E. Lampson, J. J. Rose, William Pinks, W. S. Hodges, E. G. Norris, A. W. Belden, C. F. Harrison, Henry Thompson and William Cromwell. This newly elected Board of Directors selected A. W. Belden as President, J.J. Rose as Vice President and Henry Thompson as Secretary/Treasurer. Walter E. Norris was elected as Cashier of the bank and charged with its proper opening and operation.

From these humble beginnings, the bank has continued to grow and expand in an effort to better serve the community. To this end, a branch office was established in 1985 on West High Street in Middlefield. The establishment of this office was necessitated by the inability to acquire sufficient land to expand the main office. However, in the early 1990s, additional land became available and in 1993 a newly expanded Main Office facility was opened. In conjunction with this move, the bank constructed Middlefield Village Center. This project represented a major redevelopment of a key section of Middlefield and represented the bank's commitment to its community.

Expansion opportunities presented themselves in other areas also and were coupled closely with an expanding customer base. An office in Garrettsville, in Portage County, was opened in November of 1986. This office was relocated in January 1999 to a newly constructed facility designed to



**Chardon** (Drive Up ATM)  
348 Center Street  
P.O. Box 1078  
Chardon, Ohio 44024  
888-801-1666 • 440-286-1222  
Fax 440-286-1111



**Garrettsville** (Drive Up ATM)  
8058 State Street  
Garrettsville, Ohio 44231  
888-801-2121 • 330-527-2121  
Fax 330-527-4210



**Mantua** (Walk Up ATM, May 2004)  
10519 South Main Street  
P.O. Box 648  
Mantua, Ohio 44255  
877-274-0881 • 330-274-0881  
Fax 330-274-0883



### **Middlefield – Main Office**

**(Walk Up ATM)**

15985 East High Street  
P.O. Box 35  
Middlefield, Ohio 44062  
888-801-1666 • 440-632-1666  
Fax 440-632-1700

accommodate the growth of the area and to provide maximum customer service. In November of 1998, an office was opened in the Portage County community of Mantua. Chardon, the county seat of Geauga County, became home to the bank's fifth office in 2001. The latest addition has been in Orwell, in Ashtabula County.

In an effort to better position the bank for the future, the Board of Directors, in 1988, formed Middlefield Banc Corp. This Bank Holding Company became the parent of The Middlefield Banking Company through the one-for-one exchange of shares by stockholders in January 1989.

The growth and success of The Middlefield Banking Company and Middlefield Banc Corp. may be attributed to the association of many dedicated men and women who have served as Directors, Officers and Employees. Throughout our 100 year history, only eight individuals have had the distinction to serve as president.

The Middlefield Banking Company operates with the general objective to remain a state-chartered independent commercial bank and to aggressively expand its asset base and market share. As a full-service, FDIC-insured commercial bank, The Middlefield Banking Company is proud to offer a full array of financial services.



### **Middlefield – West Branch**

15545 West High Street  
P.O. Box 35  
Middlefield, Ohio 44062  
888-801-1666 • 440-632-1666  
Fax 440-632-9781



### **Orwell (Drive Up ATM)**

30 South Maple Avenue  
P.O. Box 66  
Orwell, Ohio 44076  
888-801-1666 • 440-437-7200  
Fax 440-437-1111

### **Additional ATM Location –**

Hiram College, Kennedy Center,  
Main Entrance, 11730 Garfield  
Avenue, Hiram, Ohio 44234



# Staff & Directors

## Staff

### Main Office:

Karen Westover – 1983 – Head Teller  
Louise Fenselon – 1984 – Teller  
Bonnie Steele – 1985 – Customer Services  
Diana Koller – 1998 – Teller  
Summer Phillips – 1999 – Customer Services  
Elizabeth Pixley – 2001 – Teller\*  
Monica Szilagyi – 2001 – Teller  
Rachel Strong – 2002 – Receptionist\*  
Karah Vance – 2002 – Teller\*  
Lauralyn Johnson – 2003 – Teller\*  
Erica Stewart – 2003 – Teller\*  
Jamie Fleming – 2003 – Teller\*

### West Branch:

Patti Russo – 1982 – Customer Services  
Rachel Lilly – 1985 – Head Teller  
Kelly Gibney – 1987 – Teller  
Lori Sheridan – 2000 – Teller\*  
Stacy Siracki – 2000 – Teller  
Lisa Sanborn – 2000 – Teller  
Ellen Wilson – 2001 – Teller  
Jenni Trask – 2002 – Teller\*

### Garrettsville Branch:

Marian Nichols – 1986 – Teller\*  
Kathy Vanek – 1998 – Customer Services  
Colleen Steele – 1998 – Teller\*  
Vickie Moss – 1998 – Teller  
Michelle Lutz – 2001 – Teller  
Jeremy Bailey – 2001 – Teller\*  
Janis Pollack – 2002 – Teller

### Mantua Branch:

Sara Hedge – 2000 – Teller  
Robin Morris – 2002 – Teller  
Rebecca Reinard – 2002 – Teller\*  
Joan Sweet – 2002 – Branch Supervisor

### Chardon Branch:

Amanda Miller – 2001 – Teller  
Gretchen Mihalic – 2001 – Teller\*  
Karen Graham – 2002 – Teller  
Jennifer Bartholomew – 2003 – Teller\*

### Orwell Branch:

Pamela Hummel – 1999 – Teller  
Jessica Osburn – 2001 – Customer Services  
Alyssa Lipps – 2003 – Teller  
Sharon Clements – 2003 – Branch Manager  
Diane Giel – 2003 – Teller

### Loan Department:

Helen Stowe – 1985 – Loan Assistant  
Carole Triplett – 1993 – Loan Assistant  
Jennifer Gabrielson – 1997 – Loan Assistant  
Jane Armstrong – 1998 – Collection Manager  
Vivian Helmick – 1998 – Loan Assistant  
Carolyn Fackler – 2001 – Loan Assistant  
Melissa Clark – 2002 – Loan Assistant  
Thomas Munson – 2003 – Loan Officer

### Operations:

Pamela Malcuit – 1989 – Bookkeeper  
Donna Williams – 1990 – Bookkeeper  
Lauren Harth – 1995 – Audit Clerk\*  
Tara Morgan – 1997 – Proof Operator  
Derrick Pilarczyk – 1999 – Facility Maintenance  
Ashley Durst – 2001 – Bookkeeper  
Kristina McGuire – 2001 – Network Support

## Officers

Thomas G. Caldwell – 1986  
President and Chief Executive Officer

James R. Heslop, II – 1996  
Executive Vice President  
Chief Operating Officer

Teresa M. Hetrick – 1996  
Senior Vice President  
Operations/Administration

Jay P. Giles – 1998  
Senior Vice President  
Senior Commercial Lender

Donald L. Stacy – 1999  
Senior Vice President  
Chief Financial Officer

Nancy C. Snow – 1979  
Vice President and Corporate Secretary  
and West Branch Manager

Kathleen M. Johnson – 1971  
Vice President  
Chief Accounting Officer

Jack L. Lester – 1990  
Vice President  
Compliance and Security Officer

Joann Vance – 1986  
Vice President  
Garrettsville Branch Manager

\* Part Time

## Directors

Alfred F. Thompson, Jr. – 1996  
Vice President  
Senior Retail Lender

William L. Douglass – 1997  
Vice President/Lending

R. E. West – 1998  
Vice President  
Main Office Manager

Sharon R. Jarold – 2001  
Vice President/Lending

Edward F. Kent – 2002  
Vice President/Lending

Gail Neikirk – 1983  
Assistant Vice President

Karen Branhan – 1983  
Assistant Vice President

Nancy R. Kitson – 2003  
Assistant Vice President

Christine A. Polzer – 1989  
Network Administrator

Thomas R. Neikirk – 1994  
Banking Officer

Lori A. Graham – 1998  
Banking Officer  
Chardon Branch Supervisor

Marlin J. Moschell – 2000  
Banking Officer



Donald D. Hunter – 1977  
Chairman  
Co-Owner: H&H Hardware,  
Inc.



Donald E. Villers – 1987  
Retired: Copperweld Steel



Thomas C. Halstead – 1988  
Co-Owner: Settlers' Farm



George F. Hasman – 1989  
Retired: Chairman &  
President of  
The Twinsburg Banking  
Company



Frances H. Frank – 1995  
Secretary/Treasurer  
The Frank Agency, Inc.



Thomas G. Caldwell – 1997  
President and Chief Executive  
Officer  
Middlefield Banc Corp.  
The Middlefield Banking  
Company



Richard T. Coyne – 1997  
General Manager  
Jaco Products



Martin S. Paul – 1998  
President  
Paul Feed & Supply, Inc.  
dba Paul's Do-It Best Lumber



James R. Heslop, II – 2001  
Executive Vice President and  
Chief Operating Officer  
Middlefield Banc Corp.  
The Middlefield Banking  
Company



James J. McCaskey\* – 2003  
President  
McCaskey Landscape &  
Design, LLC



Carolyn J. Turk, C.P.A.\* – 2003  
Controller  
Molded Fiber Glass  
Companies

\* Director of The Middlefield Banking Company





**Main Office**

15985 East High Street  
440-632-1666

**West Branch**

15545 West High Street  
440-632-1666

**Garrettsville**

8058 State Street  
330-527-2121

**Mantua**

10519 South Main Street  
330-274-0881

**Chardon**

348 Center Street  
440-286-1222

**Orwell**

30 South Maple Street  
440-437-7200



**Middlefield Banc Corp.**

15985 East High Street • Middlefield, Ohio • 888-801-1666  
[www.middlefieldbank.com](http://www.middlefieldbank.com)

*And Its Wholly-Owned Subsidiary*