



ANNUAL REPORT



BANKERS' BANK
— OF KANSAS —

LETTER FROM THE CEO

CALVIN COADY

2021 has been BBOK's best year yet! Financially, the driving factors were over \$800,000 of PPP fee income and a \$500,000 gain on sale of VISA stock. Along with our core earnings, those one-time events pushed our net income after taxes to more than \$2.5 million. We took advantage of the extra income, doubling down on our succession planning and investing in projects focused on the future success of BBOK.

We celebrated the well-deserved retirements of several senior team members in 2021. Each retiree personally invested in and committed to the success of their replacements. We believe the strengths of our new officers, along with their new ideas and energy, will serve our shareholders well. The new team members have transitioned well and are focused on the success of BBOK and our mission. The team will soon start charting the path for 2023 and beyond.

The future for BBOK is in the right hands and will take the bank to the next level. I compliment our board for their patience and willingness to invest in the transition process, oftentimes with duplicate salaries but always with an eye on our long-term success. We say so long to retiring directors Michael Scheopner, Bob Beymer and Mark Emley. Thank you all for your wisdom and investment in BBOK during this very important moment in our history.

2021 FINANCIALS

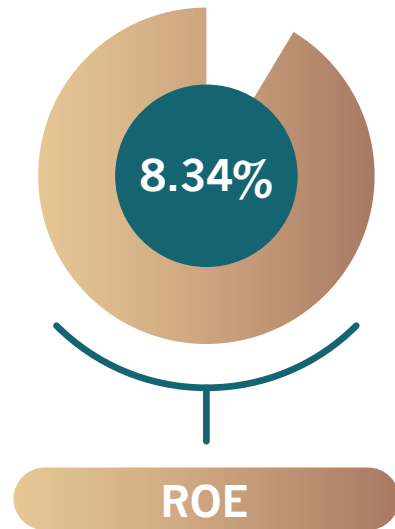
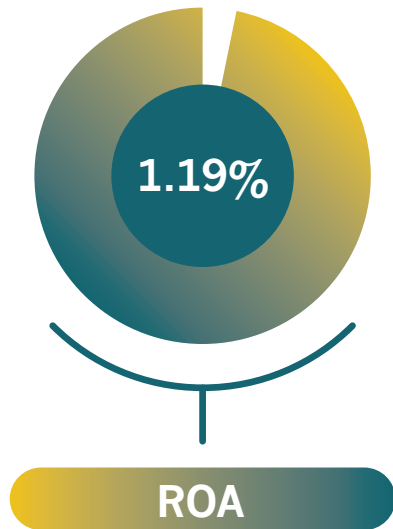
OPERATING DATA	2021	2020	2019
Interest income	6,446,901	7,655,410	7,957,588
Interest expense	383,946	1,336,133	1,921,336
Net Interest Income	6,062,955	6,319,277	6,036,252
Provision for loan losses	590,000	825,000	420,000
Other income	10,167,860	8,720,753	8,501,328
Other expenses	12,314,422	11,713,470	11,594,023
Income before taxes	3,326,393	2,501,560	2,523,557
Taxes on income	786,707	542,914	614,788
Net Income	2,539,686	1,958,646	1,908,769

FINANCIAL CONDITION DATA

Gross loans	108,561,999	149,245,251	129,163,125
Less: allowance for loan losses	2,352,630	3,220,260	2,791,389
Net Loans	106,209,369	146,024,991	126,371,736
Due from banks and federal funds sold	74,770,384	72,758,742	32,218,030
Investment securities and CD's with other banks	905,585	3,749,439	4,395,976
Property and equipment	1,137,684	1,076,049	1,019,099
Other investments	1,354,048	1,525,226	1,504,336
Other real estate owned	-	-	-
Other assets	9,912,731	8,386,162	8,391,434
Total Assets	194,289,801	233,520,609	173,900,611
Deposits	154,103,725	169,703,841	137,366,870
Borrowings	3,389,000	29,060,000	4,000,000
Other liabilities	4,575,694	4,602,138	3,619,233
Stockholders' equity	32,221,382	30,154,630	28,914,508
Total Liabilities and Stockholders' Equity	194,289,801	233,520,609	173,900,611

[View the full 2021 audited financial statement.](#)

PROFITABILITY



22,459
OUTSTANDING SHARES

\$113.08
EARNINGS PER SHARE



\$25.00
DIVIDEND PER SHARE

\$1,434.68
BOOK VALUE PER SHARE

ASSETS UNDER MANAGEMENT



GROWTH

BBOK OFFICERS

EXECUTIVE

Calvin Coady, CEO

Teri Ginther, President/Chief Operations Officer**

Justin T. Sparks, EVP/Chief Credit Officer*

LENDING

Tim Binns, SVP-Senior Lending Officer

Alison Clutter, VP-Lending

Wendy Wayman-Weir, VP-Mortgage Program Director

Cathy Gaines, AVP-Credit Administration Officer

BANK CARD

Jen Caughron, SVP-Bank Card Manager

Nicki Gray, AVP-Bank Card Operations Manager

Karen Schultz, AVP-Bank Card Risk Manager

FINANCE

Gregory Sacks, Chief Financial Officer**

Michael Ray, VP-Finance

Ann Sathngam, AVP-Finance Operations

MERCHANT SERVICES

Berin Lacevic, Relationship Manager-Merchant Services

LOAN REVIEW

Todd Schoenhofer, Manager-Credit Review Services

Andrew Smarsh, Loan Review Officer

BUSINESS DEVELOPMENT

Paula McNutt, VP-Relationship Management/Business Development Officer*

COMPLIANCE

Beth Seals, Enterprise Risk Manager**

IT

Scott Fowler, VP-IT Manager

Hans Lagnevall, Information Security Officer**

MARKETING

Amanda Williams, VP-Marketing/Brand Director

* Joined BBOK in 2021 | ** Promoted in 2021

BOARD OF DIRECTORS

MICHAEL SCHEOPNER

Chairman, BBOK Board

President/CEO

Landmark National Bank, Topeka

LARRY FIEF

Vice Chairman, BBOK Board

President

The Bank of Tescott, Salina

ROBERT BEYMER

Chairman/CFO/Senior Trust Officer

The Kearny County Bank, Lakin

CALVIN COADY

CEO

Bankers' Bank of Kansas, Wichita

MARK EMLEY

President/CEO

Bison State Bank, Kansas City

MICHAEL EWY

CEO

Community State Bank, Coffeyville

TIM MATLACK

President/CEO

FNB Washington, Washington

PATRICIA MINARD

President/CEO/COB

Southwest National Bank, Wichita

STEVEN NIEMACK

President/CEO

Stockgrowers State Bank, Maple Hill

THOMAS L. PRUITT

President/CEO

Peoples Bank & Trust Co., McPherson

BRAD E. YAEGER

President/CEO

Legacy Bank, Wichita

555 N. Woodlawn, Bldg. 5
Wichita, Kansas 67208

800.999.5725
316.681.2265

BBOK.COM



BANKERS' BANK
OF KANSAS