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# Bankers' Index

AN ANALYSIS OF ARIZONA COMMUNITY BANKS





The Bankers' Index is published by the Arizona office of Moss Adams. For more information on the data presented in this report, contact **Janna Skinner**, Senior Manager, at **(505)-878-7268**.

## Arizona

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### PHOENIX

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Phoenix, AZ 85054  
**(480) 444-3424**

## ASSET SIZE DEFINITION

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**Group A**    \$0-\$250 million

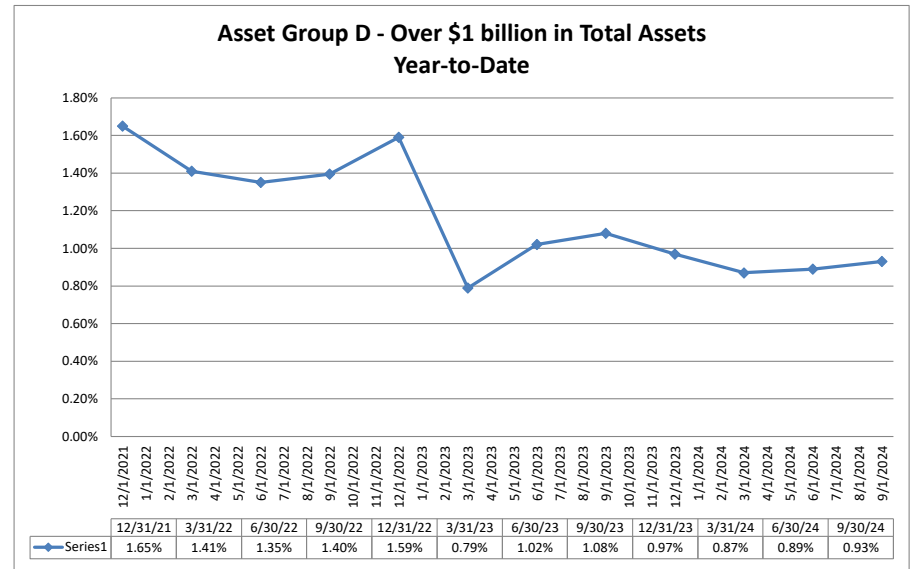
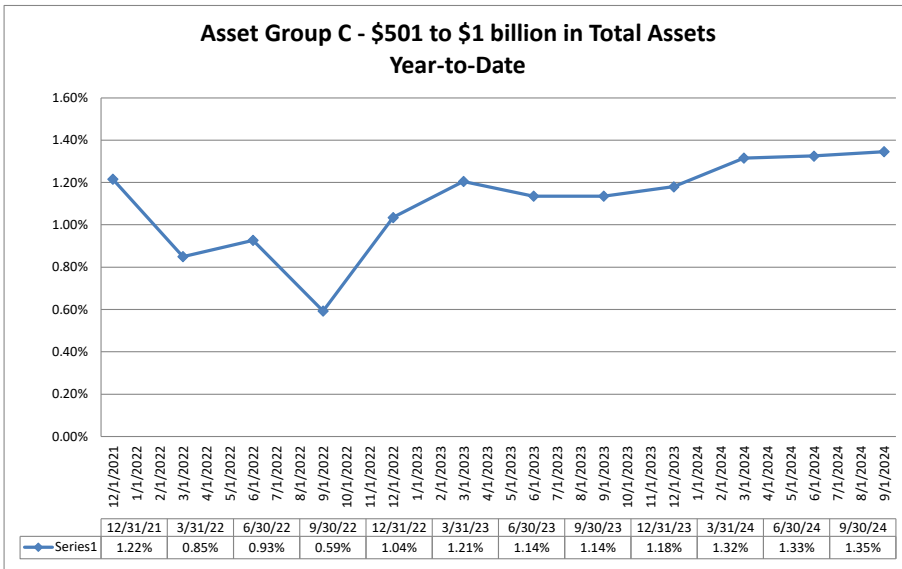
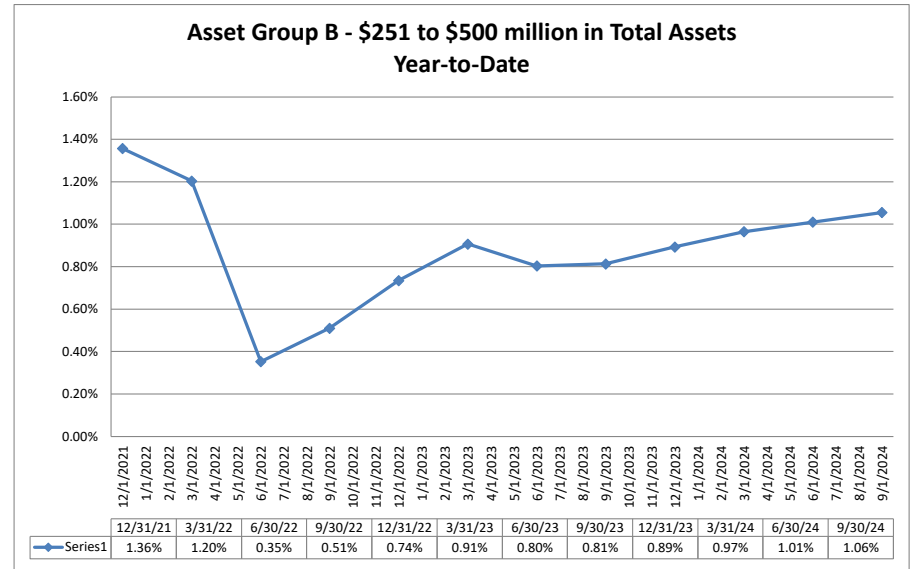
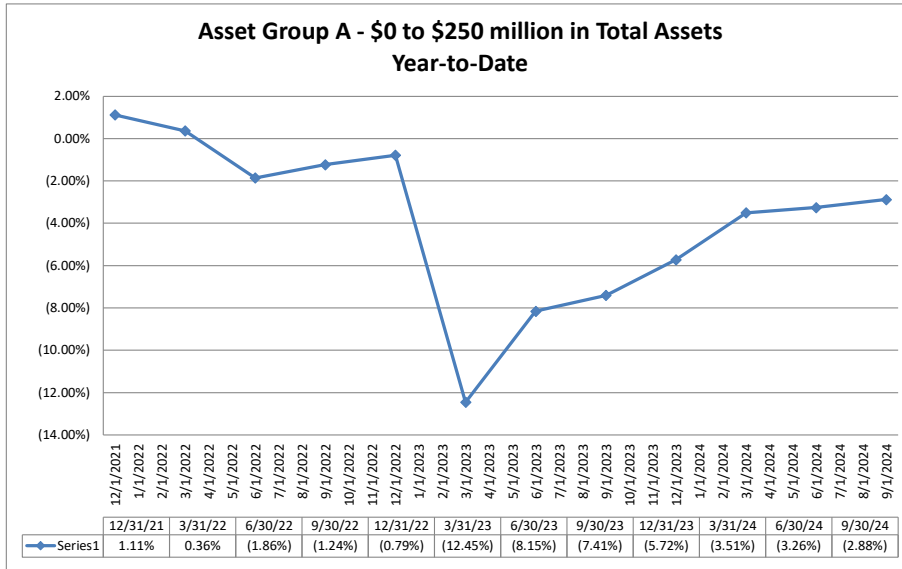
**Group B**    \$251 million-\$500 million

**Group C**    \$501 million-\$1 billion

**Group D**    Over \$1 billion

# Performance Analysis

Summary Trends of Historical Asset Group Averages: Return on Average Assets



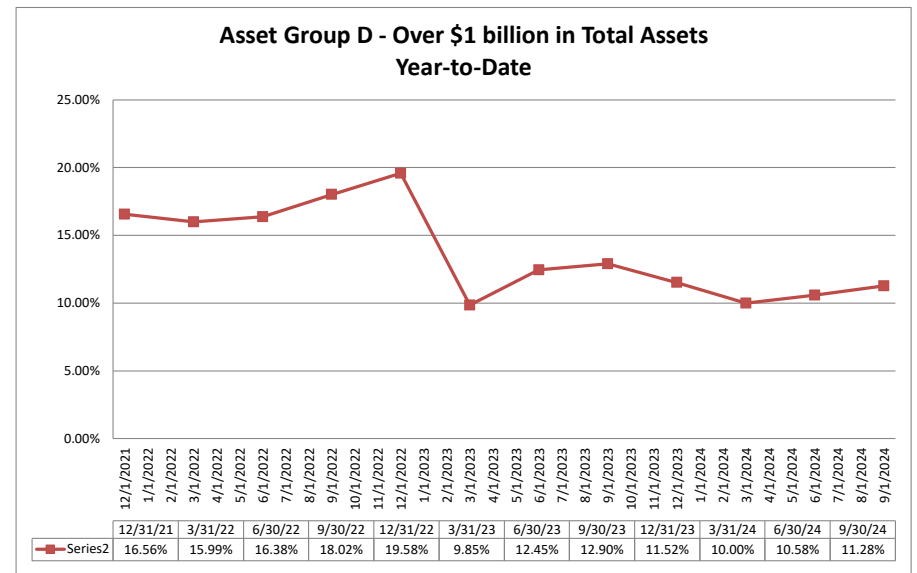
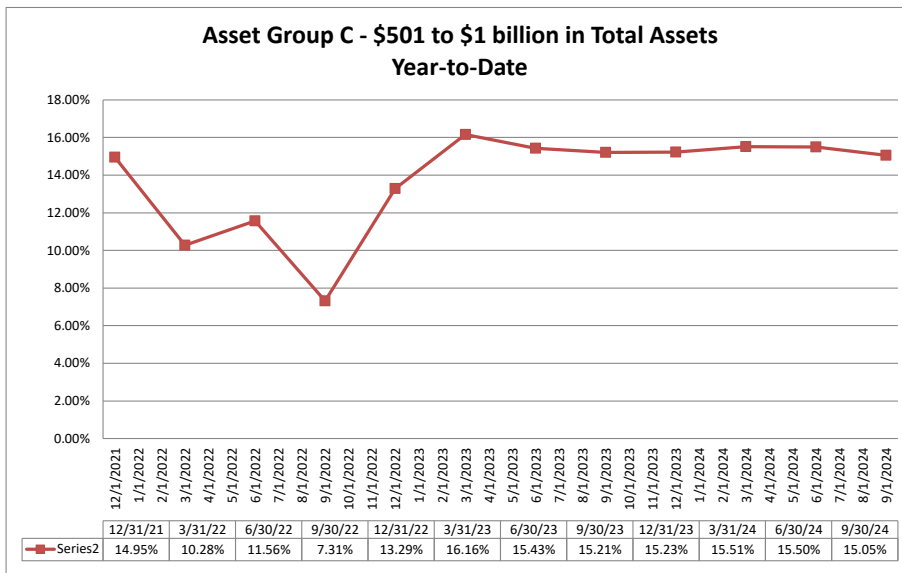
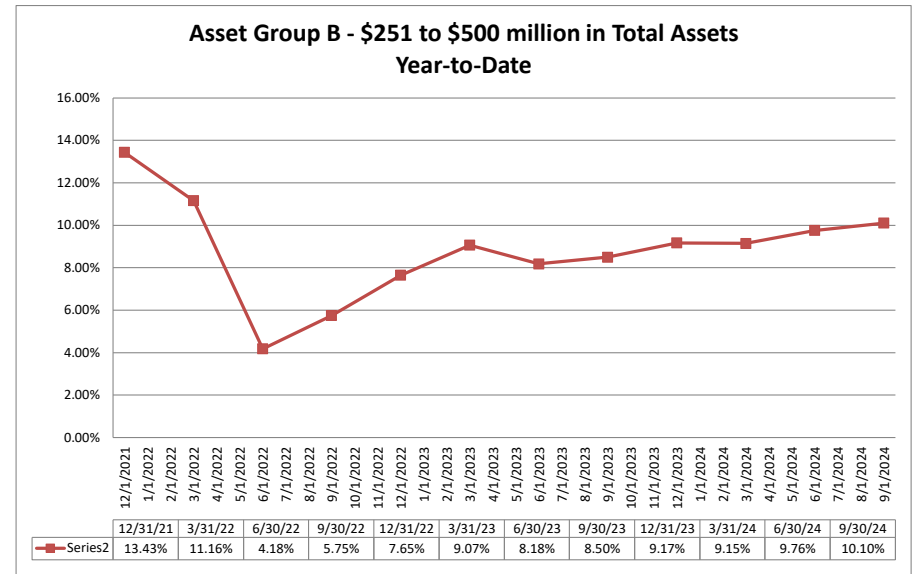
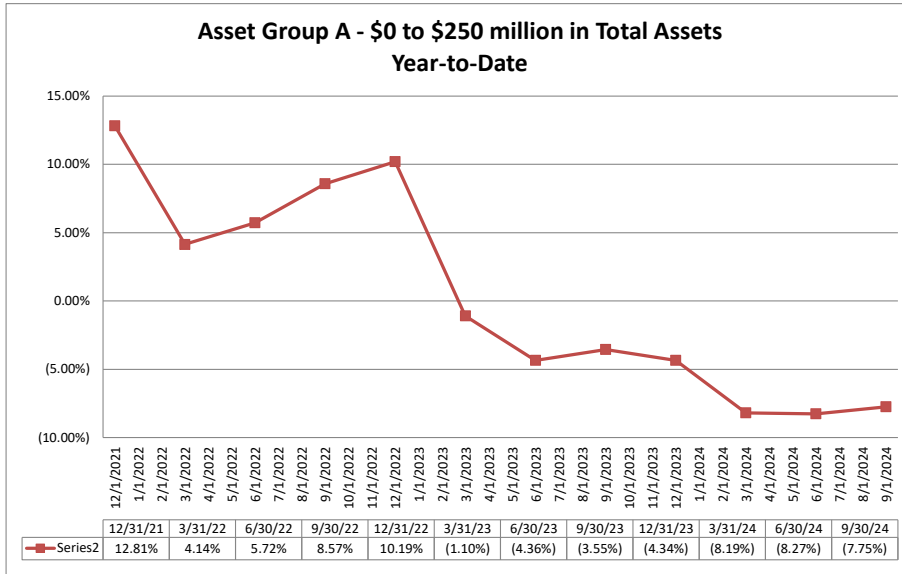
Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Summary Trends of Historical Asset Group Averages: Return on Average Equity



Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Performance Analysis

September 30, 2024

Run Date: November 8, 2024

Region	Institution Name	As of Date	Quarter to Date					Year to Date				
		Total Assets (\$000)	Net Income (Loss) (\$000)	Return on Avg Assets (%)	Return on Avg Equity (%)	Efficiency Ratio (FTE) (%)	Salary Exp/ Employees (\$000)	Net Income (Loss) (\$000)	Return on Avg Assets (%)	Return on Avg Equity (%)	Efficiency Ratio (FTE) (%)	Salary Exp/ Employees (\$000)
<b>Asset Group A - \$0 to \$250 million in total assets</b>												
	<b>Gainey Business Bank</b>	\$42,801	(\$537)	(5.25%)	(21.22%)	205.42%	\$166	(\$1,713)	(5.63%)	(21.36%)	218.68%	\$165
	<b>Western Alliance Trust Company</b>	\$50,970	(\$736)	(5.73%)	(5.93%)	135.91%	\$299	(\$3,181)	(7.96%)	(8.39%)	165.77%	\$302
	<b>Zenith Bank &amp; Trust</b>	\$65,513	(\$26)	(0.16%)	(0.48%)	103.47%	\$145	(\$63)	(0.14%)	(0.38%)	99.37%	\$129
	<b>West Valley National Bank</b>	\$67,640	(\$270)	(1.59%)	(10.98%)	134.01%	\$93	(\$839)	(1.60%)	(11.17%)	134.68%	\$93
	<b>Scottsdale Community Bank</b>	\$70,006	(\$164)	(1.06%)	(4.89%)	124.23%	\$147	(\$798)	(1.90%)	(7.85%)	139.30%	\$143
	<b>Integro Bank</b>	\$94,636	(\$918)	(4.89%)	(22.74%)	170.31%	\$162	(\$3,378)	(6.87%)	(26.22%)	227.48%	\$156
	<b>Mission Bank</b>	\$186,351	\$135	0.29%	5.62%	87.61%	\$96	\$397	0.28%	6.17%	88.28%	\$96
	<b>Gateway Commercial Bank</b>	\$203,530	\$406	0.80%	7.43%	56.12%	\$136	\$1,119	0.75%	7.20%	60.69%	\$140
	Average of Asset Group A	\$97,681	(\$264)	(2.20%)	(6.65%)	127.14%	\$156	(\$1,057)	(2.88%)	(7.75%)	141.78%	\$153
<b>Asset Group B - \$251 to \$500 million in total assets</b>												
	<b>Republic Bank of Arizona</b>	\$291,765	\$1,055	1.44%	14.45%	53.03%	\$120	\$2,861	1.31%	13.62%	57.89%	\$125
	<b>Goldwater Bank, National Association</b>	\$460,042	\$963	0.84%	7.04%	73.99%	\$150	\$2,661	0.80%	6.57%	77.83%	\$153
	Average of Asset Group B	\$375,904	\$1,009	1.14%	10.75%	63.51%	\$135	\$2,761	1.06%	10.10%	67.86%	\$139
<b>Asset Group C - \$501 million to \$1 billion in total assets</b>												
	<b>1st Bank Yuma</b>	\$577,947	\$2,639	1.73%	20.09%	62.72%	\$102	\$8,095	1.73%	21.99%	55.56%	\$108
	<b>BNC National Bank</b>	\$922,801	\$2,362	1.02%	8.40%	65.97%	\$102	\$6,648	0.96%	8.11%	68.18%	\$107
	Average of Asset Group C	\$750,374	2,500.50	1.38%	14.25%	64.35%	\$102	\$7,372	1.35%	15.05%	61.87%	\$108
<b>Asset Group D - Over \$1 billion in total assets</b>												
	<b>Western Alliance Bank</b>	\$79,937,723	\$211,691	1.01%	12.62%	63.31%	\$176	\$551,903	0.93%	11.28%	64.98%	\$173
	Average of Asset Group D	\$79,937,723	211,691	1.01%	12.62%	63.31%	\$176	\$551,903	0.93%	11.28%	64.98%	\$173

Source: SNL Financial

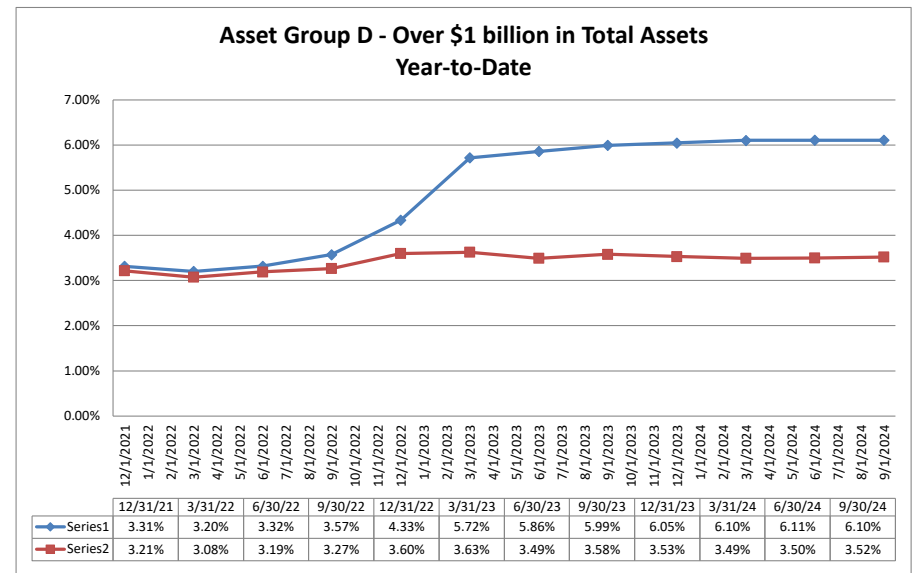
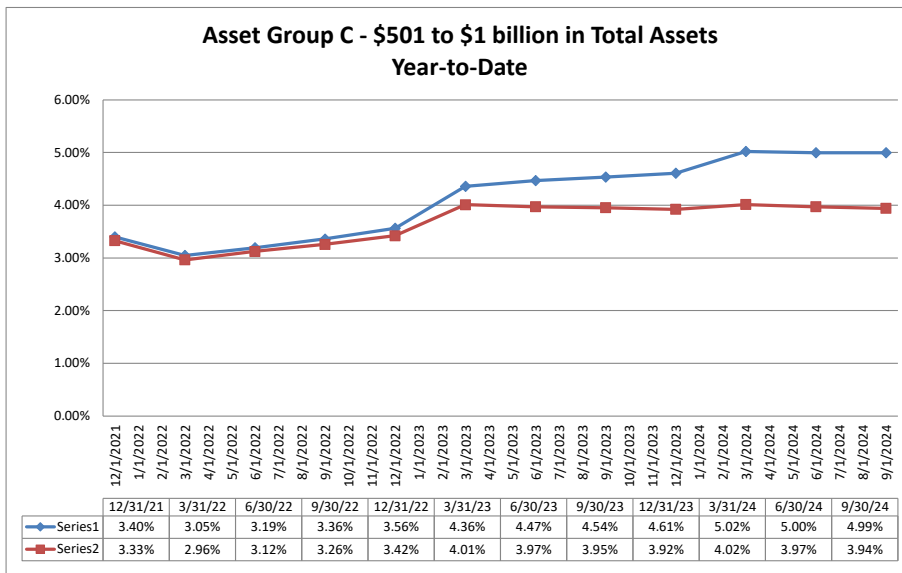
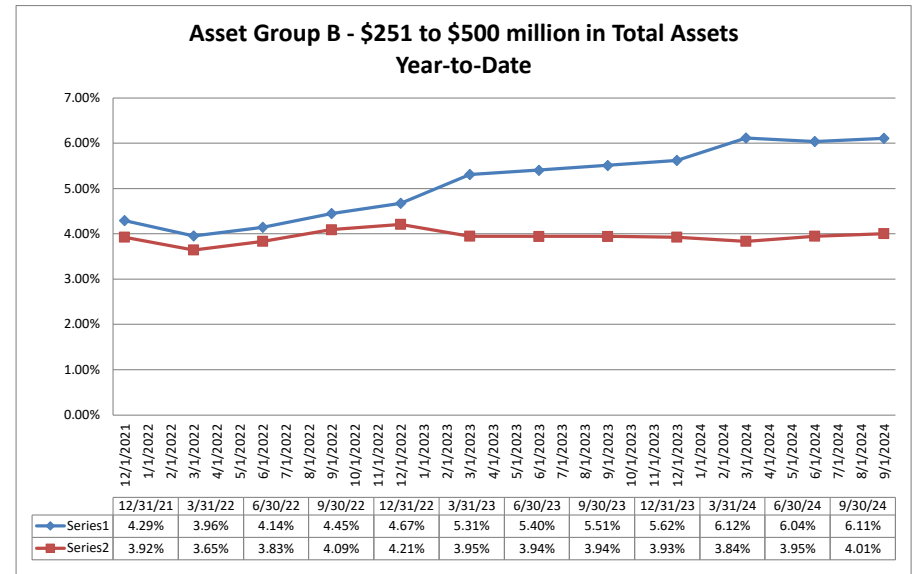
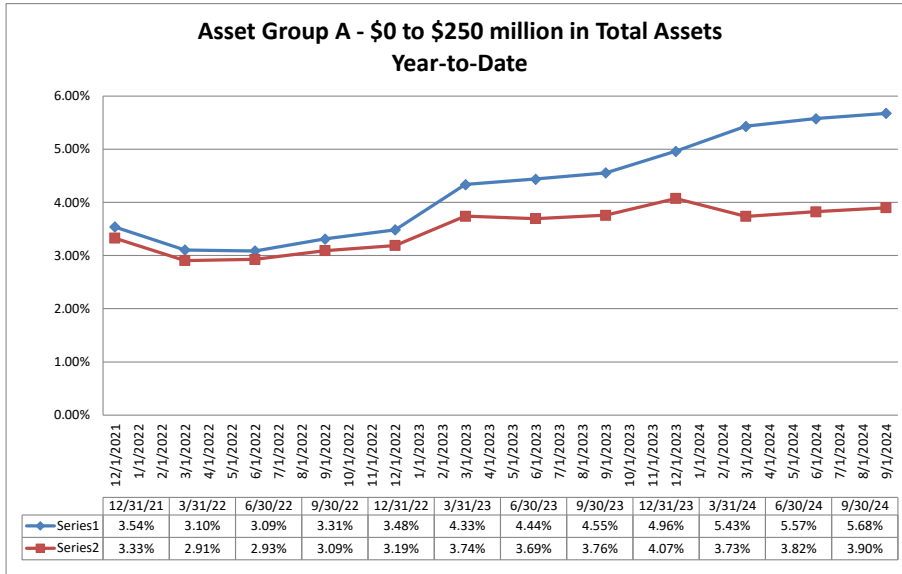
Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

# Balance Sheet & Net Interest Margin

Summary Trends of Historical Asset Group Averages: Yield on Earning Assets & Net Interest Margin (FTE)



Source: SNL Financial

Note: Report includes only bank-level data.

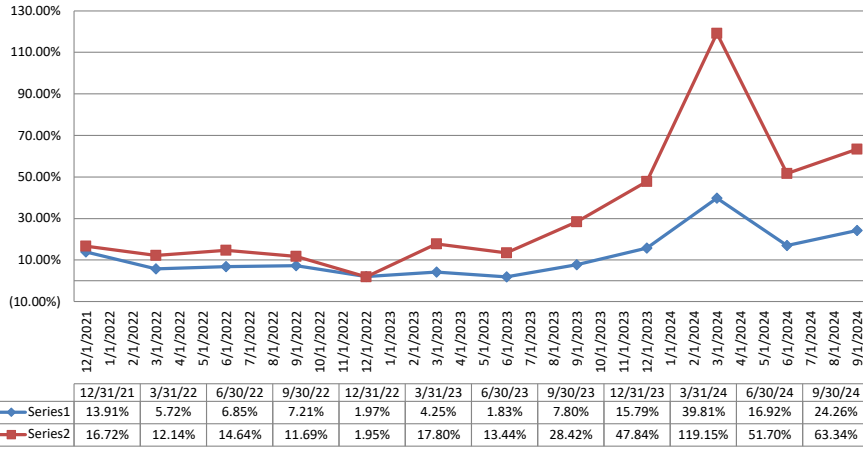
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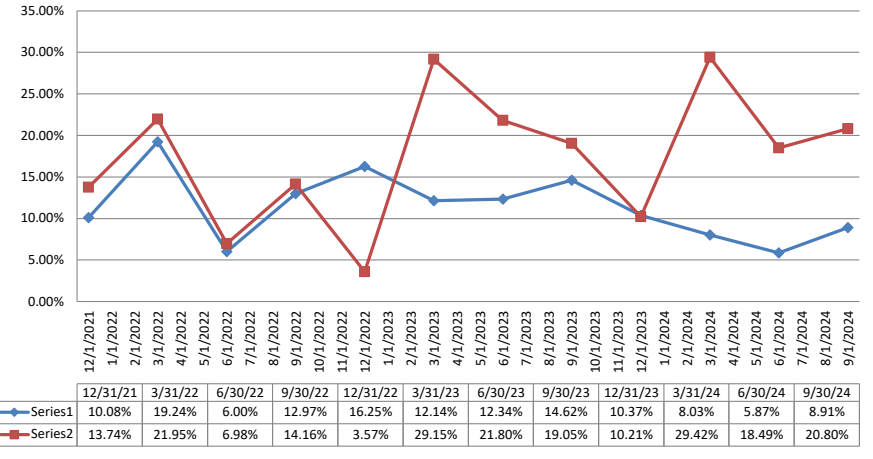


Summary Trends of Historical Asset Group Averages: Asset Growth Rate & Deposit Growth Rate

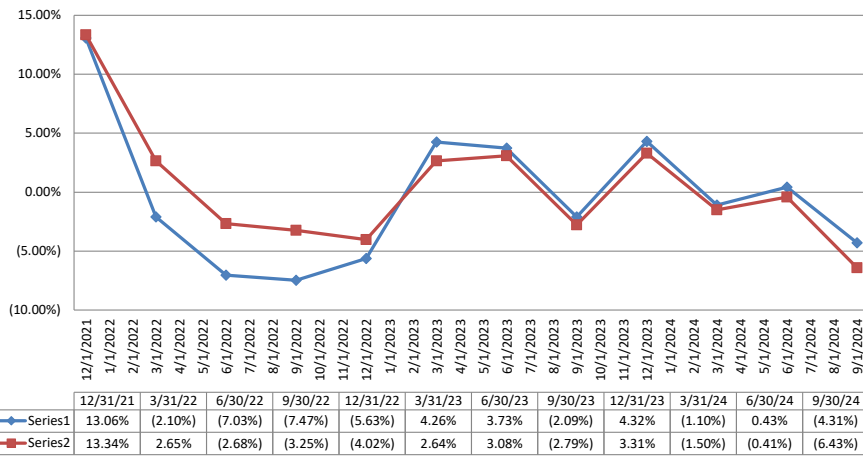
Asset Group A - \$0 to \$250 million in Total Assets  
Year-to-Date



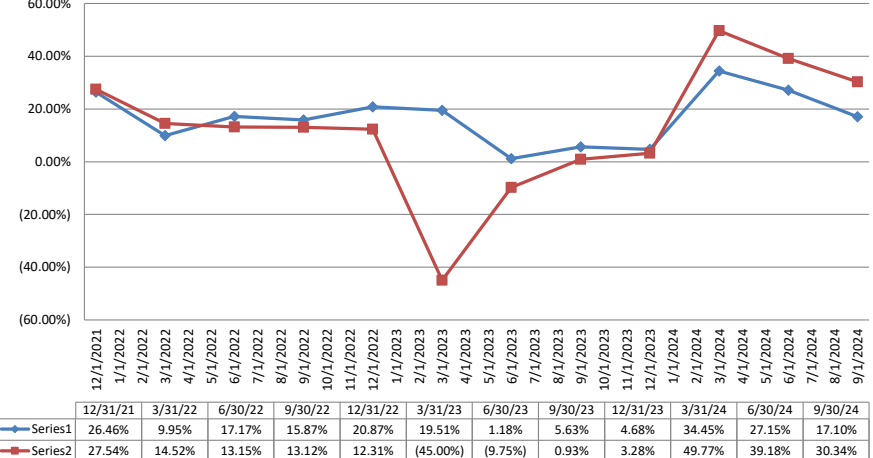
Asset Group B - \$251 to \$500 million in Total Assets  
Year-to-Date



Asset Group C - \$501 to \$1 billion in Total Assets  
Year-to-Date



Asset Group D - Over \$1 billion in Total Assets  
Year-to-Date



Source: SNL Financial

Note: Report includes only bank-level data.

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NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

**Balance Sheet & Net Interest Margin**

**September 30, 2024**

**Run Date: November 8, 2024**

Region	Institution Name	As of Date					Year to Date						
		Total Assets (\$000)	Total Lns & Leases (\$000)	Total Deposits (\$000)	Loans/Deposits (%)	Liquidity Ratio (%)	Assets/Employees (\$000)	Yield on Earning Assets (%)	Cost of Interest Bearing Liab (%)	Cost of Funds (%)	Net Interest Margin (FTE) (%)	Asset Growth Rate (%)	Deposit Growth Rate (%)
<b>Asset Group A - \$0 to \$250 million in total assets</b>													
	<b>Gainey Business Bank</b>	\$42,801	\$35,008	\$31,399	111.49%	19.67%	\$2,675	7.00%	3.57%	3.68%	4.29%	10.11%	23.43%
	<b>Western Alliance Trust Company</b>	\$50,970	\$0	\$0	NA	NM	\$2,039	4.67%	NA	NA	4.67%	(26.83%)	NA
	<b>Zenith Bank &amp; Trust</b>	\$65,513	\$12,179	\$41,932	29.04%	117.98%	\$5,956	5.65%	3.57%	2.78%	3.84%	68.46%	151.08%
	<b>West Valley National Bank</b>	\$67,640	\$54,596	\$51,901	105.19%	13.83%	\$3,075	5.37%	2.49%	1.11%	4.35%	(12.79%)	(24.69%)
	<b>Scottsdale Community Bank</b>	\$70,006	\$47,461	\$53,027	89.50%	38.50%	\$5,834	6.38%	4.10%	3.53%	3.54%	49.23%	97.65%
	<b>Integro Bank</b>	\$94,636	\$66,332	\$76,657	86.53%	32.54%	\$3,053	7.41%	4.17%	3.84%	4.45%	104.86%	187.26%
	<b>Mission Bank</b>	\$186,351	\$74,229	\$174,151	42.62%	59.84%	\$5,324	4.02%	1.43%	0.87%	3.14%	(3.80%)	4.49%
	<b>Gateway Commercial Bank</b>	\$203,530	\$129,756	\$163,537	79.34%	30.33%	\$12,721	4.91%	3.06%	2.13%	2.91%	4.81%	4.19%
	Average of Asset Group A	\$97,681	\$52,445	\$74,076	77.67%	44.67%	\$5,085	5.68%	3.20%	2.56%	3.90%	24.26%	63.34%
<b>Asset Group B - \$251 to \$500 million in total assets</b>													
	<b>Republic Bank of Arizona</b>	\$291,765	\$216,451	\$259,977	83.26%	24.30%	\$7,886	6.38%	3.51%	2.19%	4.36%	9.67%	18.39%
	<b>Goldwater Bank, National Association</b>	\$460,042	\$394,037	\$336,708	117.03%	10.34%	\$6,302	5.83%	3.48%	2.57%	3.65%	8.14%	23.21%
	Average of Asset Group B	\$375,904	\$305,244	\$298,343	100.15%	17.32%	\$7,094	6.11%	3.50%	2.38%	4.01%	8.91%	20.80%
<b>Asset Group C - \$501 million to \$1 billion in total assets</b>													
	<b>1st Bank Yuma</b>	\$577,947	\$284,082	\$518,166	54.82%	45.33%	\$6,963	4.86%	1.20%	0.55%	4.34%	(2.54%)	(4.86%)
	<b>BNC National Bank</b>	\$922,801	\$683,201	\$803,118	85.07%	21.19%	\$6,991	5.13%	2.23%	1.77%	3.54%	(6.07%)	(7.99%)
	Average of Asset Group C	\$750,374	\$483,642	\$660,642	69.95%	33.26%	\$6,977	4.99%	1.72%	1.16%	3.94%	(4.31%)	(6.43%)
<b>Asset Group D - Over \$1 billion in total assets</b>													
	<b>Western Alliance Bank</b>	\$79,937,723	\$56,005,138	\$68,361,131	81.93%	19.44%	\$22,984	6.10%	3.84%	2.78%	3.52%	17.10%	30.34%
	Average of Asset Group D	\$79,937,723	\$56,005,138	\$68,361,131	81.93%	19.44%	\$22,984	6.10%	3.84%	2.78%	3.52%	17.10%	30.34%

Source: SNL Financial

Note: Report includes only bank-level data.

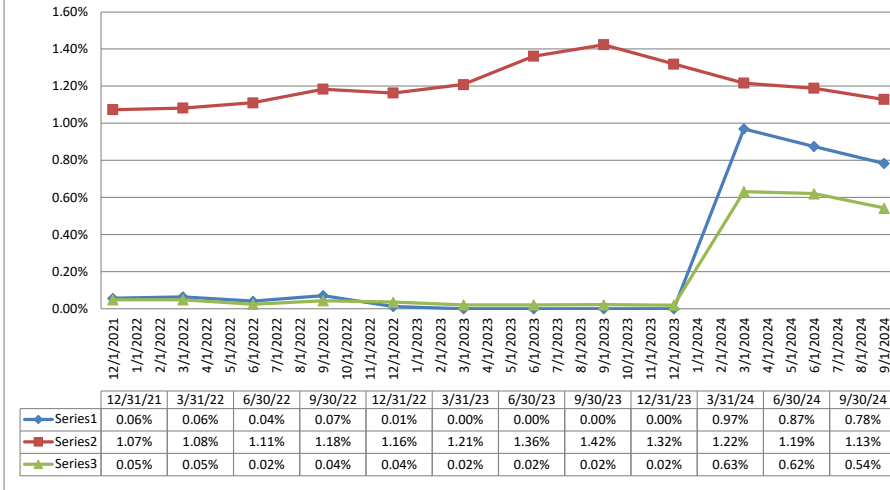
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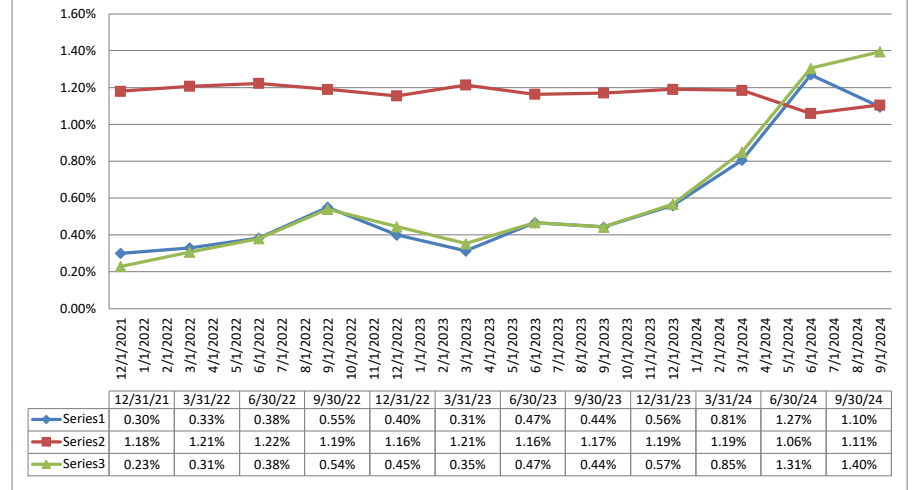
# Asset Quality

Summary Trends of Historical Asset Group Averages: Non accruals/Loans, Reserves/Loans & NPAs/Total Assets

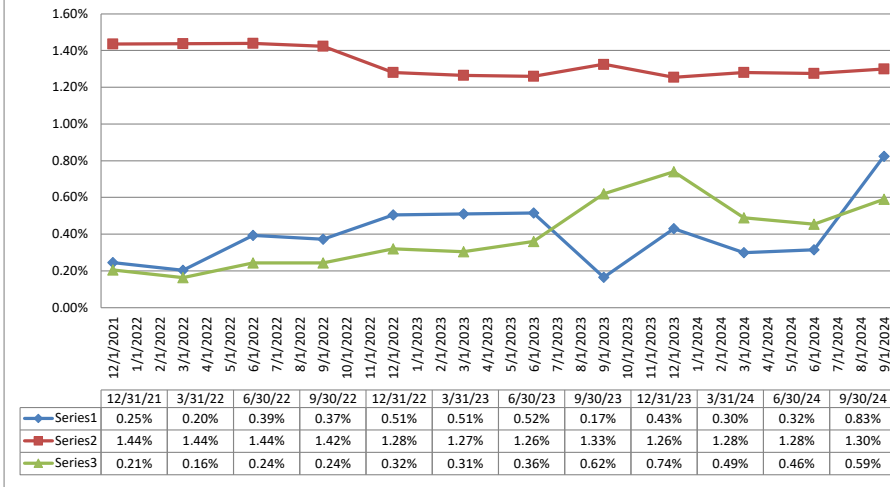
Asset Group A - \$0 to \$250 million in Total Assets  
As of Date



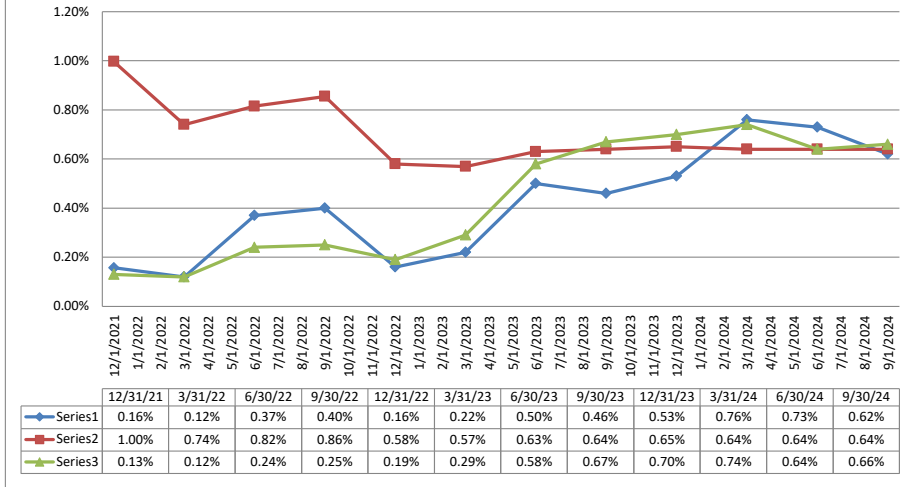
Asset Group B - \$251 to \$500 million in Total Assets  
As of Date



Asset Group C - \$501 to \$1 billion in Total Assets  
As of Date



Asset Group D - Over \$1 billion in Total Assets  
As of Date



Source: SNL Financial

Note: Report includes only bank-level data.

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NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

**Asset Quality**

**September 30, 2024**

**Run Date: November 8, 2024**

Region	Institution Name	As of Date						
		Total Assets (\$000)	Tot Loans & Leases Nonaccrual (\$000)	Nonaccrual Loans/Total Loans (%)	Reserves/Loans (%)	Reserves/ NPLs (%)	NPA+ Loans 90PD / Tang Equity + LLRs (%) Texas Ratio	NPAs/Total Assets (%)
<b>Asset Group A - \$0 to \$250 million in total assets</b>								
	<b>Gainey Business Bank</b>	\$42,801	\$0	0.00%	1.69%	NA	0.00%	0.00%
	<b>Western Alliance Trust Company</b>	\$50,970	\$0	NA	NA	NA	0.00%	0.00%
	<b>Zenith Bank &amp; Trust</b>	\$65,513	\$0	0.00%	0.64%	NA	0.00%	0.00%
	<b>West Valley National Bank</b>	\$67,640	\$1,746	3.20%	1.42%	44.39%	16.49%	2.58%
	<b>Scottsdale Community Bank</b>	\$70,006	\$0	0.00%	1.28%	NA	0.00%	0.00%
	<b>Integro Bank</b>	\$94,636	\$1,512	2.28%	0.86%	37.63%	9.33%	1.60%
	<b>Mission Bank</b>	\$186,351	\$0	0.00%	1.02%	249.17%	2.60%	0.16%
	<b>Gateway Commercial Bank</b>	\$203,530	\$0	0.00%	0.99%	NA	0.00%	0.00%
	Average of Asset Group A	\$97,681	\$407	0.78%	1.13%	110.40%	3.55%	0.54%
<b>Asset Group B - \$251 to \$500 million in total assets</b>								
	<b>Republic Bank of Arizona</b>	\$291,765	\$387	0.18%	1.06%	591.73%	1.20%	0.13%
	<b>Goldwater Bank, National Association</b>	\$460,042	\$7,923	2.01%	1.15%	57.00%	22.56%	2.66%
	Average of Asset Group B	\$375,904	\$4,155	1.10%	1.11%	324.37%	11.88%	1.40%
<b>Asset Group C - \$501 million to \$1 billion in total assets</b>								
	<b>1st Bank Yuma</b>	\$577,947	\$2,234	0.79%	1.20%	132.50%	4.58%	0.45%
	<b>BNC National Bank</b>	\$922,801	\$5,873	0.86%	1.40%	142.00%	5.38%	0.73%
	Average of Asset Group C	\$750,374	\$4,054	0.83%	1.30%	137.25%	4.98%	0.59%
<b>Asset Group D - Over \$1 billion in total assets</b>								
	<b>Western Alliance Bank</b>	\$79,937,723	\$349,579	0.62%	0.64%	68.67%	17.14%	0.66%
	Average of Asset Group D	\$79,937,723	\$349,579	0.62%	0.64%	68.67%	17.14%	0.66%

Source: SNL Financial

Note: Report includes only bank-level data.

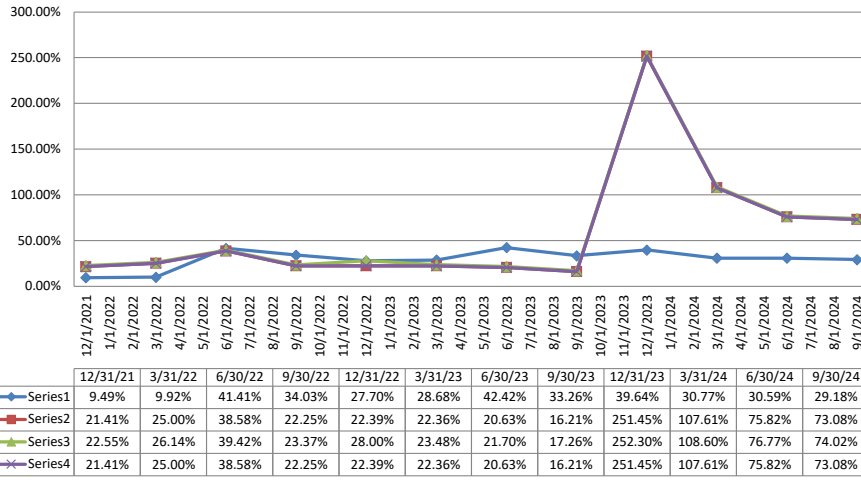
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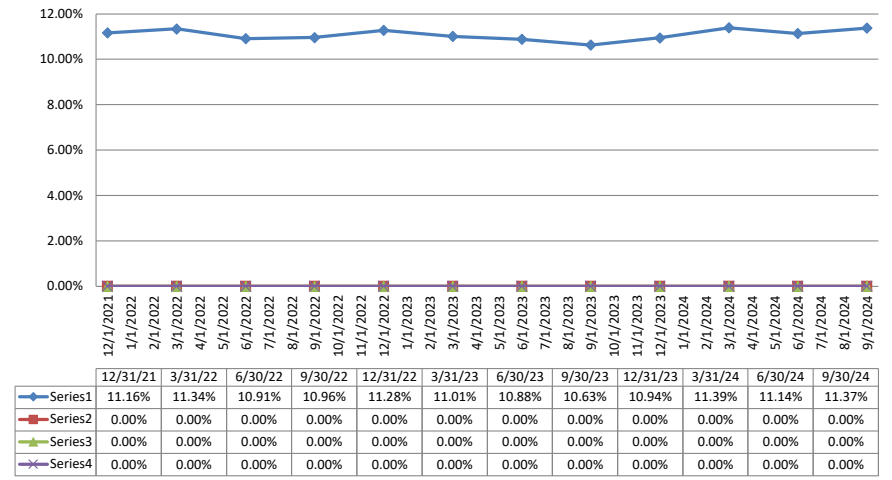
# Capital Adequacy

Summary Trends of Historical Asset Group Averages: Leverage Ratio, Tier 1 Risk Based Ratio, Risk Based Capital Ratio & Common Equity Tier 1 Risk Based Ratio

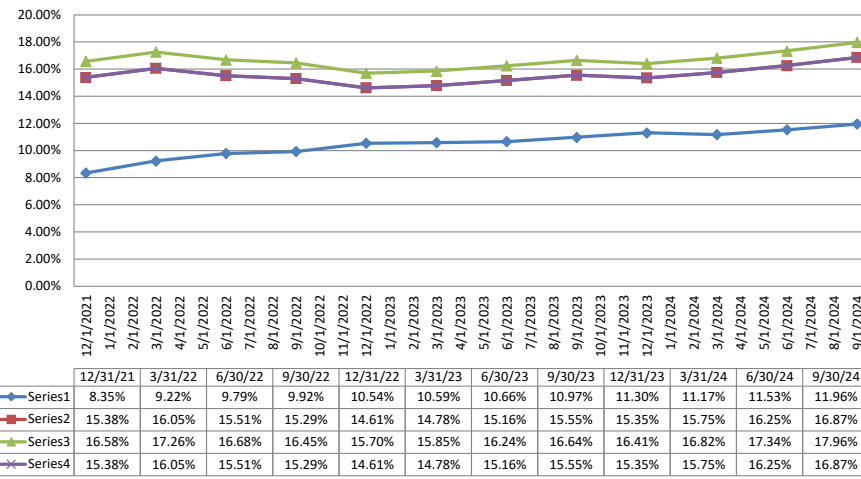
Asset Group A - \$0 to \$250 million in Total Assets  
As of Date



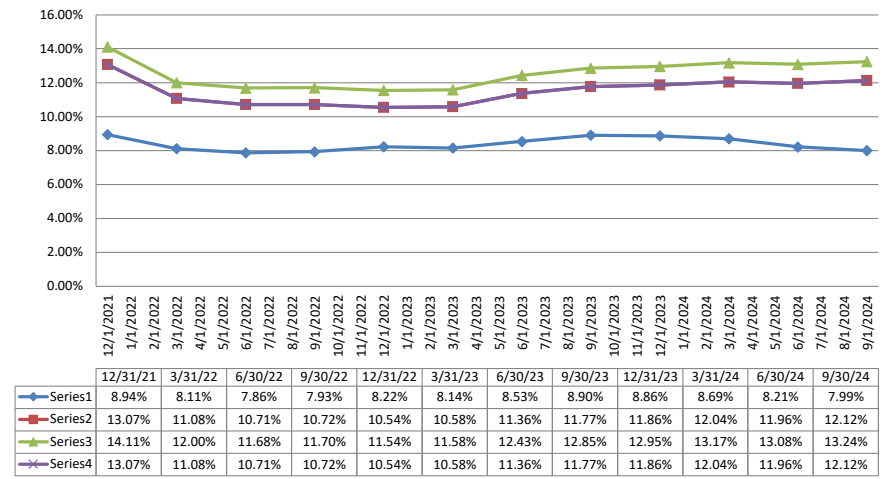
Asset Group B - \$251 to \$500 million in Total Assets  
As of Date



Asset Group C - \$501 to \$1 billion in Total Assets  
As of Date



Asset Group D - Over \$1 billion in Total Assets  
As of Date



Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

**Capital Adequacy**

**September 30, 2024**

**Run Date: November 8, 2024**

		As of Date							
Region	Institution Name	Total Assets (\$000)	Total Equity Capital (\$000)	Tier 1 Capital (\$000)	Common Equity Tier 1 Capital (\$000)	Leverage Ratio (%)	Tier 1 Risk Based Ratio (%)	Risk Based Capital Ratio (%)	Common Equity Tier 1 Risk Based Ratio (%)
<b>Asset Group A - \$0 to \$250 million in total assets</b>									
	<b>Gainey Business Bank</b>	\$42,801	\$9,857	\$9,856	\$9,856	24.09%	NA	NA	NA
	<b>Western Alliance Trust Company</b>	\$50,970	\$49,278	\$49,241	\$49,241	95.98%	NA	NA	NA
	<b>Zenith Bank &amp; Trust</b>	\$65,513	\$21,823	\$21,816	\$21,816	33.94%	184.96%	185.71%	184.96%
	<b>West Valley National Bank</b>	\$67,640	\$9,816	\$9,962	\$9,962	14.65%	17.69%	18.94%	17.69%
	<b>Scottsdale Community Bank</b>	\$70,006	\$13,439	\$13,610	\$13,610	21.98%	NA	NA	NA
	<b>Integro Bank</b>	\$94,636	\$15,741	\$15,607	\$15,607	20.82%	NA	NA	NA
	<b>Mission Bank</b>	\$186,351	\$10,893	\$16,292	\$16,292	8.72%	16.58%	17.42%	16.58%
	<b>Gateway Commercial Bank</b>	\$203,530	\$22,914	\$26,936	\$26,936	13.29%	NA	NA	NA
	Average of Asset Group A	\$97,681	\$19,220	\$20,415	\$20,415	29.18%	73.08%	74.02%	73.08%
<b>Asset Group B - \$251 to \$500 million in total assets</b>									
	<b>Republic Bank of Arizona</b>	\$291,765	\$29,995	\$31,186	\$31,186	10.67%	NA	NA	NA
	<b>Goldwater Bank, National Association</b>	\$460,042	\$55,320	\$55,340	\$51,759	12.07%	NA	NA	NA
	Average of Asset Group B	\$375,904	\$42,658	\$43,263	\$41,473	11.37%	0.00%	0.00%	0.00%
<b>Asset Group C - \$501 million to \$1 billion in total assets</b>									
	<b>1st Bank Yuma</b>	\$577,947	\$55,645	\$64,408	\$64,408	10.58%	18.68%	19.68%	18.68%
	<b>BNC National Bank</b>	\$922,801	\$115,321	\$121,965	\$121,965	13.33%	15.05%	16.24%	15.05%
	Average of Asset Group C	\$750,374	\$85,483	\$93,187	\$93,187	11.96%	16.87%	17.96%	16.87%
<b>Asset Group D - Over \$1 billion in total assets</b>									
	<b>Western Alliance Bank</b>	\$79,937,723	\$6,880,991	\$6,626,415	\$6,626,415	7.99%	12.12%	13.24%	12.12%
	Average of Asset Group D	\$79,937,723	\$6,880,991	\$6,626,415	\$6,626,415	7.99%	12.12%	13.24%	12.12%

Source: SNL Financial

Note: Report includes only bank-level data.

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NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.



# Definitions



<b>Total assets</b>	All assets owned by the company as of the date indicated, as carried on the balance sheet and defined under the indicated accounting principles.	<b>Cost of funds (%)</b>	Interest incurred on liabilities as a percent of average non-interest-bearing deposits and interest-bearing liabilities.
<b>Net income</b>	Net income after taxes, minority interest, and extraordinary and other after-tax items. Noncontrolling interest may be included, per relevant accounting standards. FASB Accounting Standards Codification® (ASC) Section 810-10-65, which includes noncontrolling interests for fiscal years starting after December 15, 2008, for example.	<b>Net interest margin (FTE) (%)</b>	Net interest income, on a fully taxable-equivalent basis if available, as a percent of average earning assets.
<b>Return on average assets (%)</b>	Return on average assets; net income as a percent of average assets.	<b>Asset growth rate (%)</b>	Growth in total assets. Annualized is equal to (current period total assets minus previous period total assets) divided by previous period total assets.
<b>Return on average equity (%)</b>	Return on average equity; net income as a percent of average equity.	<b>Deposit growth rate (%)</b>	Growth in deposits. Annualized is equal to ((current period deposits minus previous period deposits) times (domestic and foreign office)) divided by previous period deposits.
<b>Efficiency ratio (FTE) (%)</b>	Noninterest expense before foreclosed property expense, amortization of intangibles, and goodwill impairments as a percent of net interest income (fully taxable equivalent, if available) and noninterest revenues, excluding only gains from securities transactions and nonrecurring items.	<b>Total loans and leases nonaccrual</b>	Amount of loans and finance leases, gross of reserves, on which interest is no longer accruing.
<b>Salary expense ÷ employees</b>	Salary and benefits expense divided by number of full-time equivalent employees at end of period.	<b>Nonaccrual loans ÷ total loans (%)</b>	Nonaccrual loans, net of guaranteed loans, as a percent of total gross loans.
<b>Total loans and leases</b>	The total of loans and lease financing receivables, net of unearned income. Includes loans secured by real estate; loans to depository institutions; loans to finance agricultural production and other loans to farmers; commercial and industrial loans; acceptances of other banks (both US and foreign); loans to individuals for household, family, and other personal expenditures; loans to foreign governments and official institutions; obligations of states and political subdivisions in the United States; other loans (for purchasing or carrying securities, for example, and not including consumer loans); lease financing receivables (net of unearned income); and less any unearned income on loans reflected in items above.	<b>Reserves ÷ loans (%)</b>	Reserves for loan losses as a percent of loans before reserves.
<b>Total deposits</b>	Amounts in customers' banking deposits; any accounts subject to federal banking deposit insurance, including any portions in jumbo deposits that aren't insured but subject to the FDIC deposit regulations.	<b>Reserves ÷ nonperforming loans (%)</b>	Loan loss reserves as a percent of nonperforming loans.
<b>Liquidity ratio (%)</b>	Liquid assets (cash and balance due to deposit institution plus securities plus federal funding and repurchasing plus trading accounts minus pledged securities divided by total liabilities.	<b>Nonperforming assets / total assets (%)</b>	Nonperforming assets (nonperforming loans and leases, renegotiated loans and leases, and real estate owned) as a percent of assets.
<b>Total assets ÷ employees</b>	Total assets divided by number of full-time equivalent employees at end of period.	<b>Nonperforming assets + loans 90PD ÷ tangible equity + loan loss reserves (%)</b>	Nonperforming assets plus loans 90 days or more past due divided by tangible common equity and reserves. This is also known as the common version of the Texas ratio.
<b>Loans ÷ deposits (%)</b>	Loans held for investment, before reserves, as a percent of total insured deposits.	<b>Total equity capital</b>	Equity as defined under the indicated accounting principles. Includes par value, paid in capital, retained earnings, and other adjustments to equity. Minority interest may be included, per relevant accounting standards. ASC Section 810-10-65, which includes minority interest for fiscal years starting after December 15, 2008, for example.
<b>Yield on earning assets (%)</b>	Return earned on interest-earning assets, expressed as a percent. Total interest and dividend income divided by average earning assets.	<b>Tier 1 capital</b>	For Office of Thrift Supervision (OTS)-regulated institutions, it represents the amount of core capital as defined under the latest OTS guidelines at period-end. For FDIC-regulated institutions it represents the amount of Tier 1 capital as defined by the latest regulatory agency guidelines.
<b>Cost of interest-bearing liability (%)</b>	Interest incurred on liabilities as a percent of average interest-bearing liabilities. Total interest expense divided by average interest-bearing liabilities.	<b>Leverage ratio (%)</b>	Tier 1 leverage ratio according to regulatory capital guidelines. Usually defined as Tier 1 capital as a percent of tangible assets.
		<b>Tier 1 risk-based ratio (%)</b>	Tier 1 capital as a percent of total risk-adjusted assets.
		<b>Risk-Based Capital Ratio (%)</b>	The regulatory risk-based capital ratio as defined under the latest OTS or FDIC guidelines at period-end. This ratio is usually equal to total risk-based capital divided by total risk-adjusted assets.
		<b>Common Equity Tier Risk Based Ratio (%)</b>	Tier 1 common capital as a percent of risk-weighted assets.