



**Quail Creek Bank**  
MEMBER FDIC

# To Our Shareholders

I hope this letter finds you in good health and finding success in your own life. It is with immense pleasure that I share the outstanding results of Quail Creek Bank's performance over the past year.

As I noted in last year's annual report, 2023 was the year of **SECRET** (**S**mile, **E**xcellence, **C**ommunication, **R**espectful, **E**agerness, **T**hankful). It was very satisfying to see our employees take great pride in providing quality Customer Service and our customers acknowledging the results throughout the year.

## Record Financial Performance:

I am delighted to report the bank achieved another record-breaking year. Our commitment to excellence along with our strategic vision, the loyalty of our customers and the dedication of our talented team combined to produce remarkable results. Our total net loans ended the year at \$581 million and our pre-tax income grew to \$14.7 million, both were record levels for the bank. This achievement is especially remarkable considering the challenging economic conditions we face nationally and globally. Through it all, Quail Creek Bank continues as one of the "Top Performing Banks" in the nation. For the most recent year available, we were ranked 384 out of 2,856 banks in the US with assets between \$100 million and \$1 billion based on the last 3-year average return on equity (ROE). Our 3-year average pre-tax ROE was 18.5%.

## Key Factors Contributing to Our Success:

1. **Customer Loyalty:** Our unwavering commitment to our customers remains at the forefront of our success. We have continued to build strong relationships with our customers by providing personalized services, understanding their needs, and hopefully exceeding their expectations.
2. **Strategic Loan Focus:** Our lending focus on areas of our strengths and our customers' priorities has played a pivotal role in our financial performance. While we have achieved record production, our loan quality is extremely strong and diversified, minimizing exposure to potential risks.
3. **Operational Efficiency:** We continue to streamline our processes, reduce costs, and optimize resources. 2024 will be a critical year for us to implement even more effective tools as we convert to a new core banking system.
4. **Technological Investments:** Our commitment to technology has positioned us as an industry leader in innovation for community banks. We continue to introduce leading-edge technology to enhance the customer experience, streamline operations, and strengthen cybersecurity measures. As a result, we are well-prepared for the digital banking landscape of the future.
5. **Talent and Leadership:** We continue to be guided by an incredibly talented and dedicated management team, which has been the driving force behind our achievements. Our strategic vision is producing a leadership team posed to navigate us into the next generation of opportunities.

## A Look Ahead:

As we celebrate this record year, we also look ahead with excitement and a strong sense of purpose. 2024 will mark our 50th anniversary! Our journey has just begun. We remain committed to our core foundation of guiding principles and look forward to celebrating with you throughout this year.

Together, we will continue to chart a course toward even greater success, always mindful of our responsibility to our shareholders, customers, employees, and the communities we serve. The future is bright, and we are eager to embrace the opportunities it holds.

Thank you for being part of this remarkable journey.

Doug Fuller  
President & Chief Executive Officer



**Erin D. Batey**  
Senior Vice President  
Chief Communication &  
Innovation Officer

**Carol Fehrlé**  
Executive Vice President  
Chief Operating Officer

**Jerika Coffman**  
Senior Vice President  
Chief Credit Officer

**John A. Workun**  
Executive Vice President  
Chief Lending Officer

**Doug Fuller**  
President  
Chief Executive Officer

**James Griffith**  
Senior Vice President  
Chief Financial Officer



BACK ROW

**Steven R. Thompson**  
INVESTMENTS

**Jay Wilkinson**  
PRESIDENT / OWNER, JAY WILKINSON, LLC

**Rick Goranson**  
MANAGING PARTNER, CPAOKC PLLC

**Robert N. Cooke, M.D.**  
RETIRED SURGEON & PHYSICIAN

**John A. Workun**  
EXECUTIVE VICE PRESIDENT  
CHIEF LENDING OFFICER

**Carol Fehrle**  
EXECUTIVE VICE PRESIDENT  
CHIEF OPERATING OFFICER

**James L. Seikel**  
INVESTMENTS

FRONT ROW

**Doug Fuller**  
PRESIDENT  
CHIEF EXECUTIVE OFFICER

**Mark Davenport**  
CHAIRMAN OF THE BOARD

**Bert Olah, Jr**  
VICE CHAIRMAN OF THE BOARD



NOTICE OF  
**ANNUAL  
MEETING**

The annual meeting of Quail Creek Bancshares, Inc., stockholders will be held at 9 AM, Thursday, March 28th, 2024



LOCATION

J. David Davenport  
Board Room

Quail Creek Bank  
2nd Floor

12201 N. May Ave.  
Oklahoma City, OK 73120

# Consolidated Balance Sheet

(EXPRESSED IN THOUSANDS)

December 31st

2023

## ASSETS

CASH AND DUE FROM BANKS	\$	5,976
INTEREST-BEARING DEPOSITS WITH BANKS	\$	61,258
SECURITIES AVAILABLE FOR SALE	\$	125,343
LOANS, NET OF ALLOWANCE FOR POSSIBLE LOAN LOSSES	\$	580,647
PREMISES & EQUIPMENT, NET	\$	4,851
OTHER REAL ESTATE OWNED, NET	\$	-
DEFERRED TAXES	\$	313
INTEREST RECEIVABLE AND OTHER ASSETS	\$	4,871
<b>TOTAL ASSETS</b>	<b>\$</b>	<b>783,259</b>

## LIABILITIES AND STOCKHOLDERS' EQUITY

### LIABILITIES

NON-INTEREST BEARING DEPOSITS	\$	193,124
INTEREST BEARING DEPOSITS	\$	512,151
<b>TOTAL DEPOSITS</b>	<b>\$</b>	<b>705,275</b>
BORROWINGS		-
INCOME TAX PAYABLE	\$	-
INTEREST PAYABLE AND OTHER LIABILITIES	\$	3,625
<b>TOTAL LIABILITIES</b>	<b>\$</b>	<b>708,900</b>

### STOCKHOLDERS' EQUITY

COMMON STOCK	\$	98
ADDITIONAL PAID IN CAPITAL	\$	2,394
RETAINED EARNINGS	\$	74,515
ACCUMULATED OTHER COMPREHENSIVE (LOSS) INCOME	\$	(2,297)
TREASURY STOCK (AT COST)	\$	(351)
<b>TOTAL STOCKHOLDERS' EQUITY</b>	<b>\$</b>	<b>74,359</b>
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	<b>\$</b>	<b>783,259</b>

2022	2021	2020	2019
6,290	3,900	5,381	7,867
66,740	200,460	113,566	70,591
185,991	131,320	136,559	97,046
509,782	497,705	501,313	506,767
4,841	4,848	4,902	5,177
-	-	-	-
335	335	288	288
4,519	3,706	4,736	3,845
<b>778,498</b>	<b>842,274</b>	<b>766,745</b>	<b>691,581</b>
224,402	225,242	185,107	141,742
481,949	537,710	502,247	478,358
706,351	762,952	687,354	620,100
-	-	-	-
-	-	-	500
2,365	2,256	2,835	3,061
708,716	765,208	690,189	623,661
98	98	98	98
2,317	2,249	2,111	2,041
72,537	70,938	70,328	65,162
(4,796)	4,176	4,450	1,072
(374)	(395)	(431)	(453)
69,782	77,066	76,556	67,920
<b>778,498</b>	<b>842,274</b>	<b>766,745</b>	<b>691,581</b>

# Consolidated Statement of Income

(EXPRESSED IN THOUSANDS)

For the twelve months ending December 31st

2023

## INTEREST INCOME

LOANS	\$	34,935
SECURITIES, INCLUDES RECLASSIFICATION FOR REALIZED NET GAIN/LOSS ON SECURITIES AVAILABLE FOR SALE	\$	6,126
OTHER	\$	1,821
TOTAL INTEREST INCOME	\$	42,882

## INTEREST EXPENSE

DEPOSITS	\$	11,617
BORROWINGS	\$	2
TOTAL INTEREST EXPENSE	\$	11,619

NET INTEREST INCOME	\$	31,263
PROVISION FOR CREDIT LOSSES - LOANS	\$	195
PROVISION FOR CREDIT LOSSES - UNFUNDED COMMITMENTS	\$	105
NET INTEREST INCOME AFTER PROVISION FOR POSSIBLE CREDIT LOSSES	\$	30,963

## NON INTEREST INCOME

SERVICE CHARGES ON DEPOSIT ACCOUNTS	\$	505
OTHER REAL ESTATE OWNED	\$	-
OTHER SERVICE CHARGES AND FEES	\$	1,313
TOTAL NON INTEREST INCOME	\$	1,818

## NON INTEREST EXPENSE

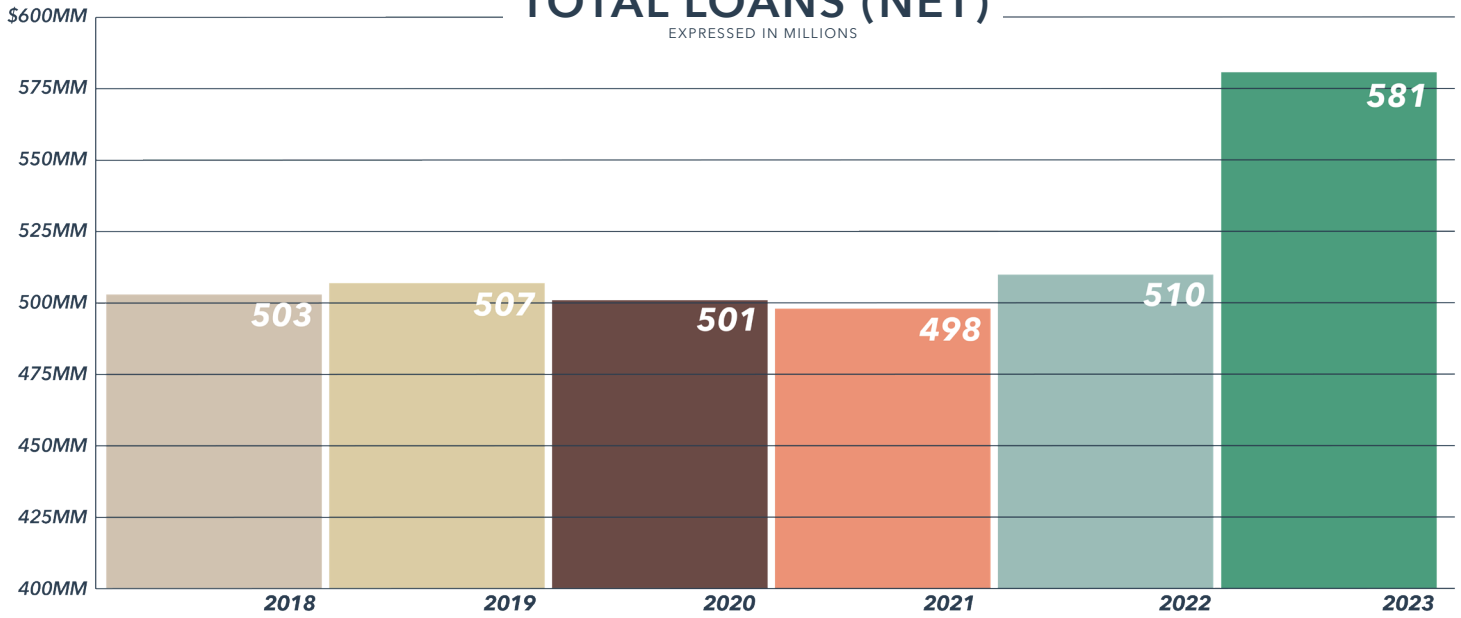
SALARIES AND EMPLOYEE BENEFITS	\$	11,288
OCCUPANCY	\$	587
FURNITURE AND EQUIPMENT	\$	339
OTHER REAL ESTATE OWNED	\$	-
INFORMATION TECHNOLOGY	\$	1,488
OTHER EXPENSES	\$	4,363
TOTAL NON INTEREST EXPENSE	\$	18,065

<b>PRE-TAX NET INCOME</b>	<b>\$</b>	<b>14,716</b>
INCOME TAX EXPENSE	\$	466
<b>NET INCOME</b>	<b>\$</b>	<b>14,250</b>

2022	2021	2020	2019
25,248	24,570	26,762	27,612
3,426	2,419	2,548	2,174
<u>2,139</u>	<u>254</u>	<u>352</u>	<u>1,883</u>
30,813	27,243	29,662	31,669
2,345	1,773	4,152	6,190
<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
2,345	1,773	4,152	6,190
28,468	25,470	25,510	25,479
400	550	1,275	900
<u>0</u>	<u>-</u>	<u>-</u>	<u>-</u>
28,068	24,920	24,235	24,579
614	635	605	631
-	1	60	-
<u>1,676</u>	<u>1,682</u>	<u>1,300</u>	<u>1,310</u>
2,290	2,318	1,965	1,941
10,223	9,562	9,234	8,974
511	457	434	397
307	244	263	341
52	-	-	1,332
967	924	730	735
<u>4,170</u>	<u>3,790</u>	<u>3,183</u>	<u>3,486</u>
16,230	14,977	13,844	15,265
<b>14,128</b>	<b>12,261</b>	<b>12,356</b>	<b>11,255</b>
584	642	479	211
<u><b>13,544</b></u>	<u><b>11,619</b></u>	<u><b>11,877</b></u>	<u><b>11,044</b></u>

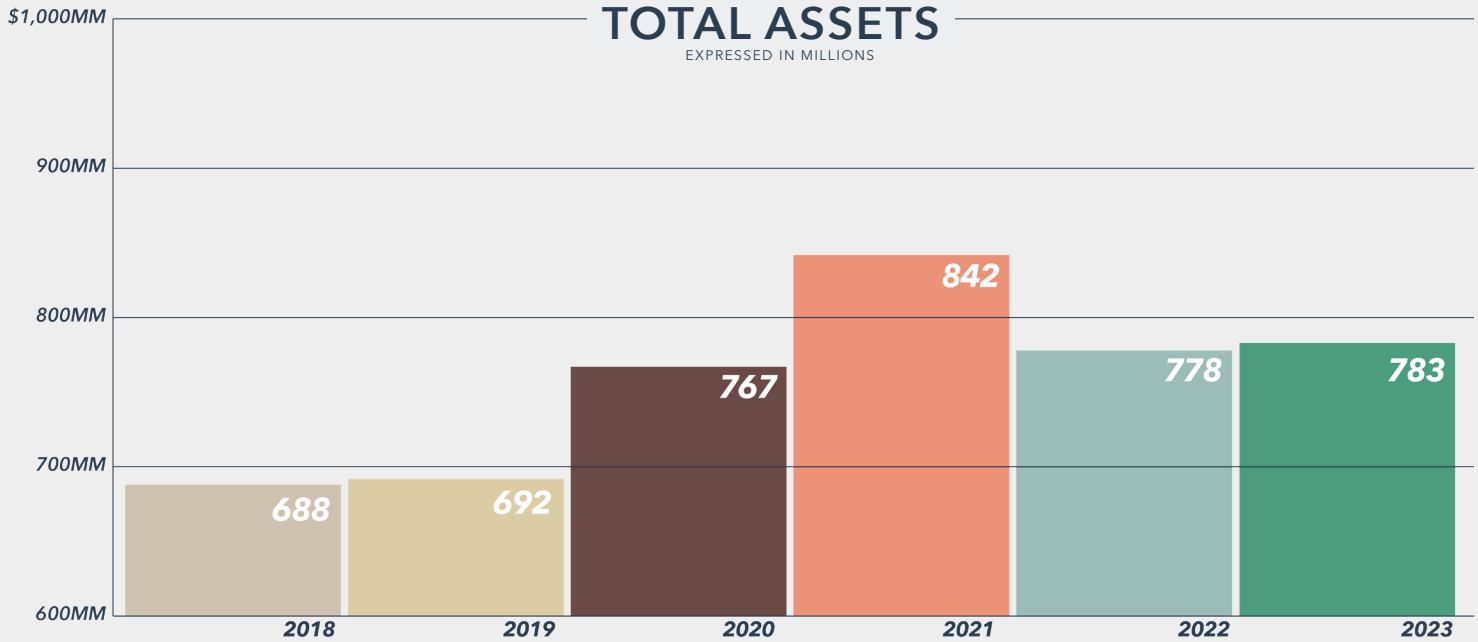
## TOTAL LOANS (NET)

EXPRESSED IN MILLIONS



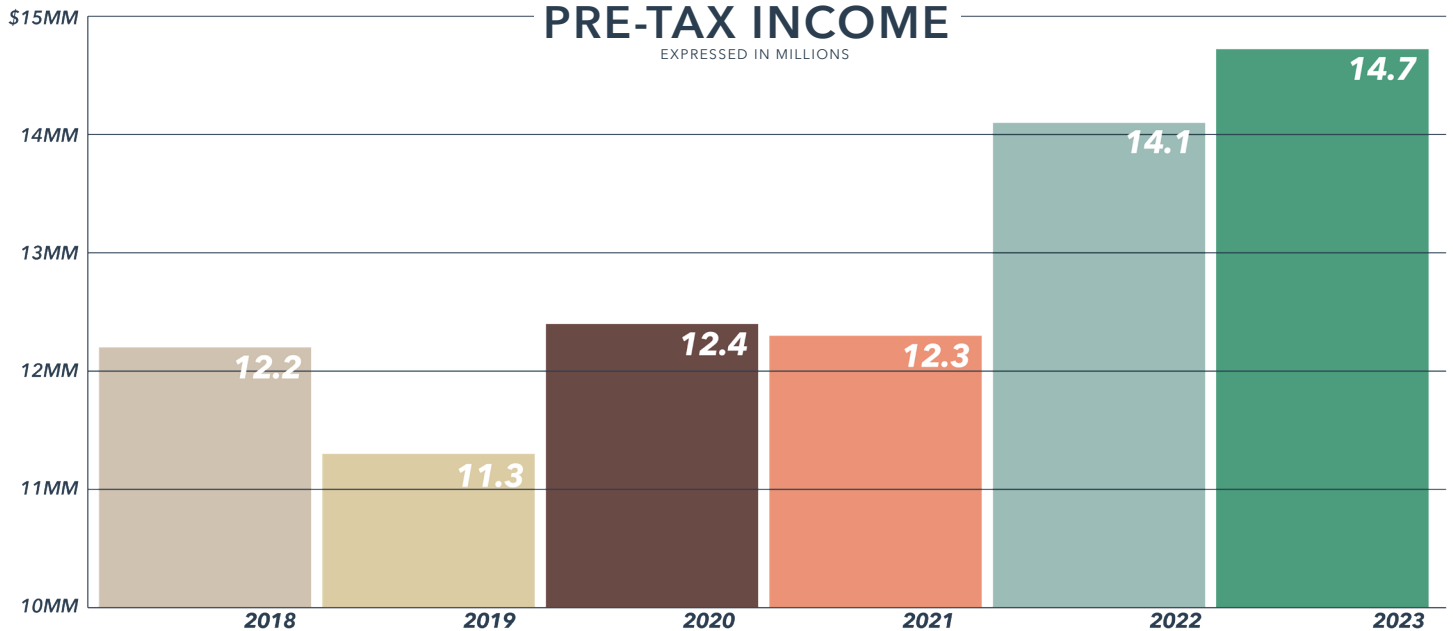
## TOTAL ASSETS

EXPRESSED IN MILLIONS

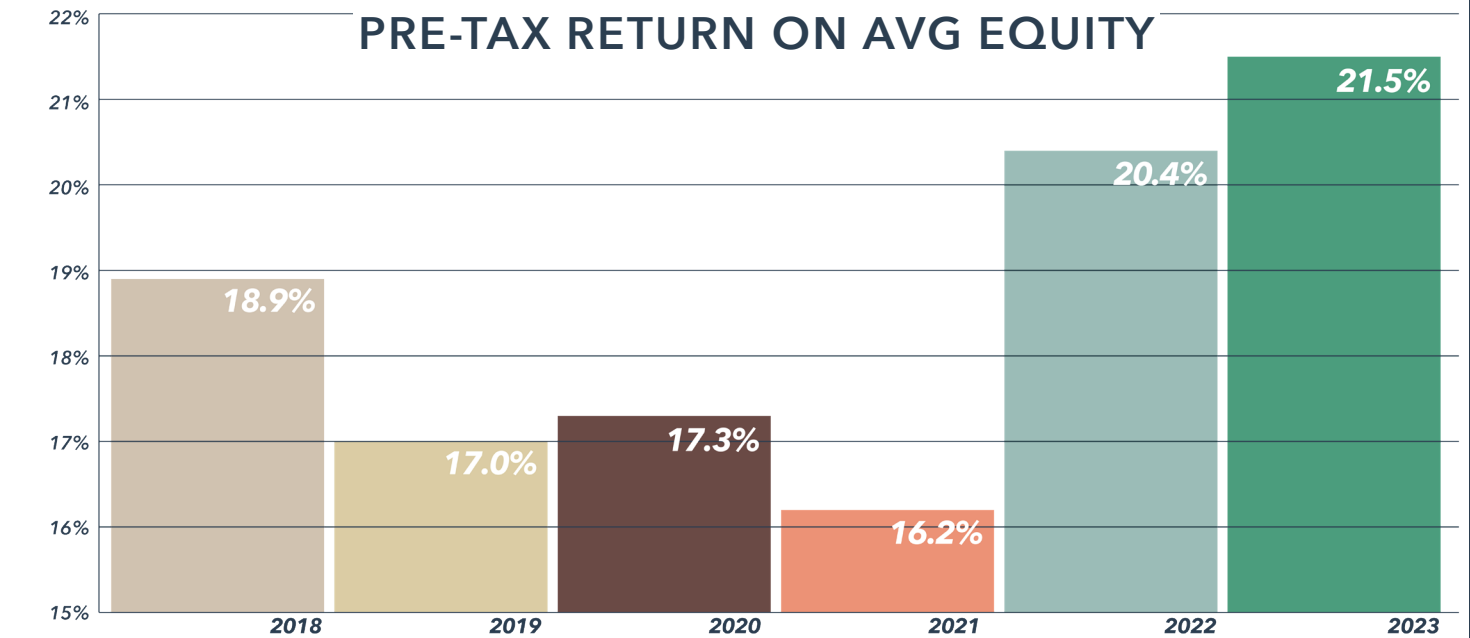
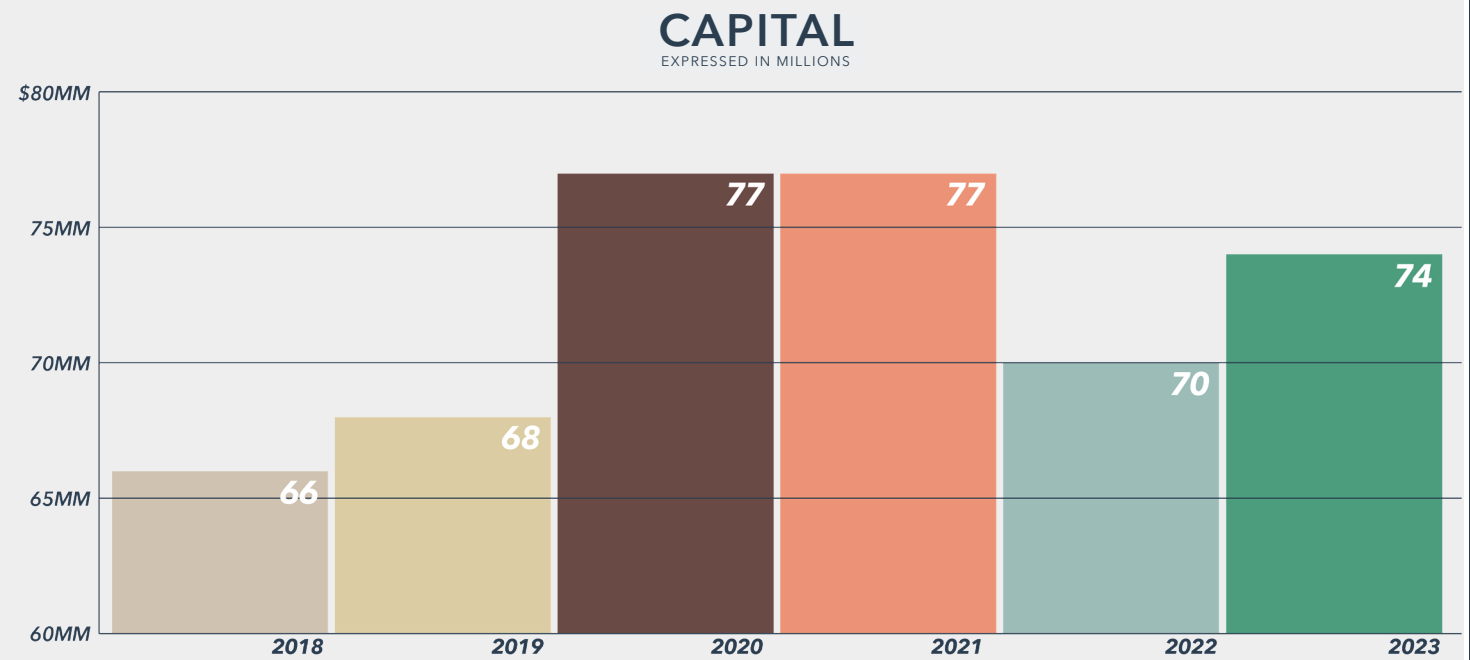
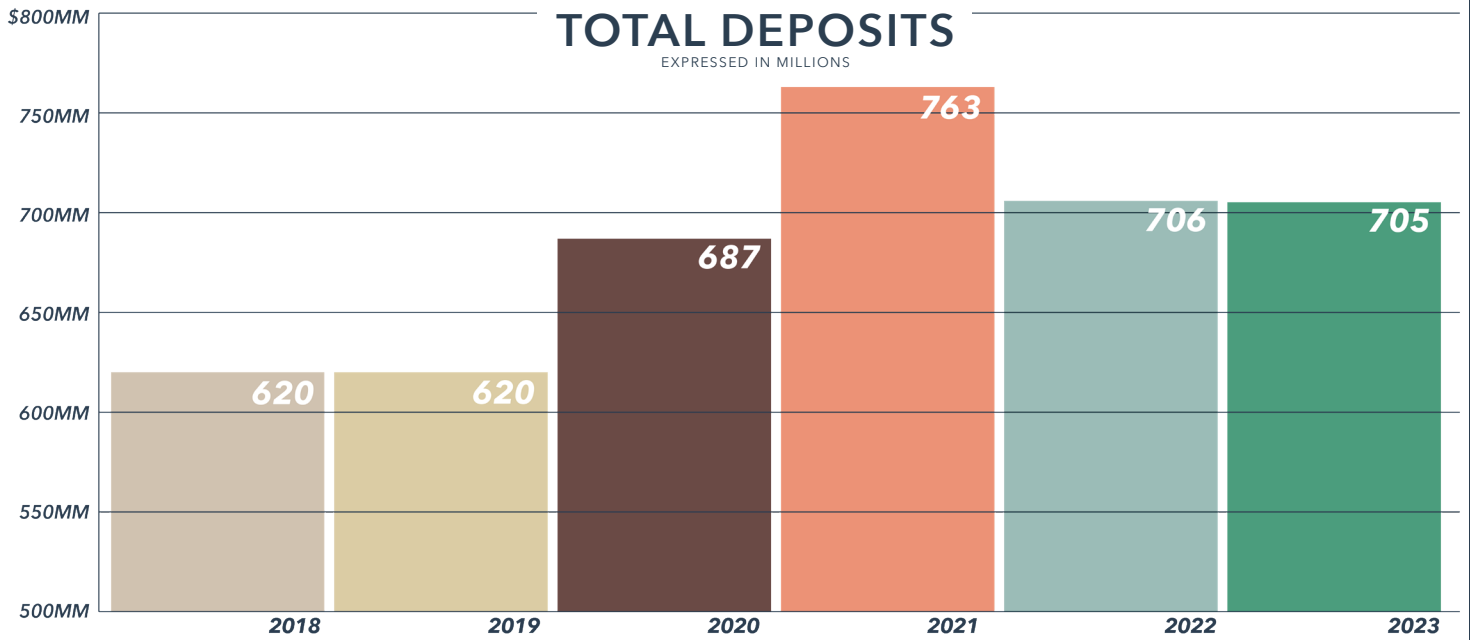


## PRE-TAX INCOME

EXPRESSED IN MILLIONS









PHYLLIS 1980



SUE 1982



SHARON 1986



CAROL 1991



STEVE 1993



JOHN 1993



JAMES 1995



RANDY 1995



SHELLI 2000



CAROLE 2001



MIKE 2002



KATHY 2002



L.D. 2003



LAUREL 2003



JENNIFER 2003



KAYE 2003



ERIN 2009



KENTON 2010



JERIKA 2011



ALICE 2011



TYLER 2011



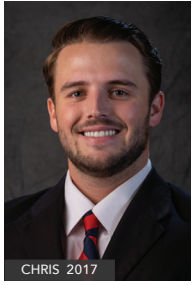
DIANE 2011



MIKE 2011



LAURA 2012



CHRIS 2017



FRANKLIN 2017



JOBI 2017



BLAKE 2018



CARLEE 2018



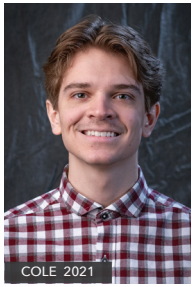
BRANDON 2018



MEGAN 2018



TIM 2019



COLE 2021



MIKE 2021



STEPHEN 2021



COLE 2022



DAVID 2022



KYLA 2022



LIEGHLA 2022



ALEX 2022



CINDY 2023



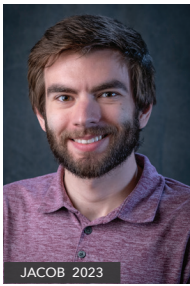
SARA 2023



RACHEL 2023



MANDY 2023



JACOB 2023



ELI 2023



STEFANY 2023



CAROL 2023



# OUR 2023 TEAM



# OFFICERS

## EXECUTIVE TEAM

**DOUG FULLER**  
PRESIDENT  
CHIEF EXECUTIVE OFFICER

**JOHN A. WORKUN**  
EXECUTIVE VICE PRESIDENT  
CHIEF LENDING OFFICER

**CAROL FEHRLE**  
EXECUTIVE VICE PRESIDENT  
CHIEF OPERATING OFFICER

**JAMES GRIFFITH**  
SENIOR VICE PRESIDENT  
CHIEF FINANCIAL OFFICER

**ERIN D. BATEY**  
SENIOR VICE PRESIDENT  
CHIEF COMMUNICATION AND  
INNOVATION OFFICER

**JERIKA COFFMAN**  
SENIOR VICE PRESIDENT  
CHIEF CREDIT OFFICER

## SENIOR VICE PRESIDENT

**STEVE BOYD**  
SENIOR VICE PRESIDENT

**STEPHEN CARNIS**  
SENIOR VICE PRESIDENT

**RANDY CORP**  
SENIOR VICE PRESIDENT

**SUMMER HOFFMAN**  
SENIOR VICE PRESIDENT

**JEFFREY MASSAD**  
SENIOR VICE PRESIDENT

**KENTON OWENS**  
SENIOR VICE PRESIDENT

**BRYAN PETTY**  
SENIOR VICE PRESIDENT

**DIANNA PRITCHETT**  
SENIOR VICE PRESIDENT

**DAVID SINE**  
SENIOR VICE PRESIDENT

**MICHAEL D. SPANN**  
SENIOR VICE PRESIDENT

**MICHAEL THAGARD**  
SENIOR VICE PRESIDENT

**ALAN WEBB**  
SENIOR VICE PRESIDENT

## VICE PRESIDENT

**LACEY L. BIFFLE**  
VICE PRESIDENT

**DEREK BRIGGS**  
VICE PRESIDENT

**L.D. FERGUSON**  
VICE PRESIDENT

**PHYLLIS FORD**  
VICE PRESIDENT

**JEFF HAYDEN**  
VICE PRESIDENT

**JULIE KIRK**  
VICE PRESIDENT

**COLE MARTIN**  
VICE PRESIDENT

**STEPHANIE MILLS**  
VICE PRESIDENT

**LAURA NUNNERY**  
VICE PRESIDENT

**BRYAN SCOTT**  
VICE PRESIDENT

**TYLER STROUD**  
VICE PRESIDENT

## ASSISTANT VICE PRESIDENT

**ELISABETH ACOSTA**  
ASSISTANT VICE PRESIDENT

**JENNIFER BRYANT**  
ASSISTANT VICE PRESIDENT

**PAM DURAN**  
ASSISTANT VICE PRESIDENT

**SHELLI FISCUS**  
ASSISTANT VICE PRESIDENT

**ADAM HOWELL**  
ASSISTANT VICE PRESIDENT

**CHRIS LONGWELL**  
ASSISTANT VICE PRESIDENT

**KATHLEEN MASTBROOK**  
ASSISTANT VICE PRESIDENT

**REGAN ROBINETT**  
ASSISTANT VICE PRESIDENT

## OFFICERS

**DAVID BAGGETT**  
CRA OFFICER

**TIM GOODWIN**  
COMPLIANCE OFFICER

**JOBI SWEARENGIN**  
MORTGAGE LOAN OFFICER



## Quail Creek Bank