



FIRST AMERICAN BANK

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STATEMENT OF  
FINANCIAL  
CONDITION  
**2022**

*We were founded in 1903*  
and are one of the oldest and the largest  
**independent community banks**  
in our markets of New Mexico, El Paso and  
west Texas. We are a **fiscally conservative**  
**bank** with **ample capital** and **liquidity**  
and a **strong** risk culture that **prioritizes**  
**safety and soundness**. Our business  
practices have **remained** the same  
throughout our **120 years** – to provide  
**value** and **enhance** the **financial**  
**success** of our customers with  
**decisions made locally**, and **dollars**  
**invested** back into the **economies** of the  
**communities** we proudly serve.



*Franklin Mountains  
El Paso, TX*

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First American Bank	
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*This year, we featured photos of some of the majestic mountain ranges across the expanse of our region symbolizing the strength and longevity of First American Bank.*



# A MESSAGE FROM CEO AND CHAIRMAN

First American Bank's commitment to our customers is at the forefront of our culture as we strive to be transformational from the simplest transactions to our most complex of projects. Ultimately it is our goal to help our customers and communities to be successful at a high level. This customer-centric focus is at the core of our mission of building long-term relationships based on trust and loyalty, which is the main driver of our continued growth.

Our vision is to be a \$2 billion bank by 2025. Several years ago, the decision was made to move to El Paso, Texas as part of our strategic growth plan. In 2018 we opened a loan production office in the market and are pleased with the success we have experienced. When presented with the opportunity to expand further in the market, we were well positioned to act.

The result was the acquisition of United Bank in El Paso, Texas. The \$300 million community bank was an excellent fit culturally as they shared many of the same principles and had a similar business model. Since the closing of the transaction in June 2022, our team has been working diligently to merge and consolidate the organizations. We are excited for our El Paso customers to now have access to our dynamic products, digital solutions, treasury management, and trust and wealth management services. El Paso and Texas will be instrumental to our franchise as we move forward.

We are pleased to be able to present a positive report for 2022 and are optimistic for a solid performance in the near term. The bank closed the year with total assets of \$1.75 billion and net income of \$37.1 million. Net income increased \$7.5 million from the prior year. These earnings resulted in a Return on Assets (ROA) of 2.23% and a Return on Equity (ROE) of 32.21%. This establishes First American as a high performing bank placing us in the top 15% of peer in terms of ROA and ROE. The bank's balance sheet including asset quality and capital continues to be a strength of the company.

We will honor the principles that have served us well over the years while remaining sensitive to the high levels of inflation and economic uncertainty that our nation is facing today. Across the organization, our employees are united by their shared customer-centric beliefs and the value we provide as a local, independent community bank. We are thankful to our shareholders and customers who have placed their trust in us. In the coming year we are positioned to remain strong in our markets.

Sincerely,

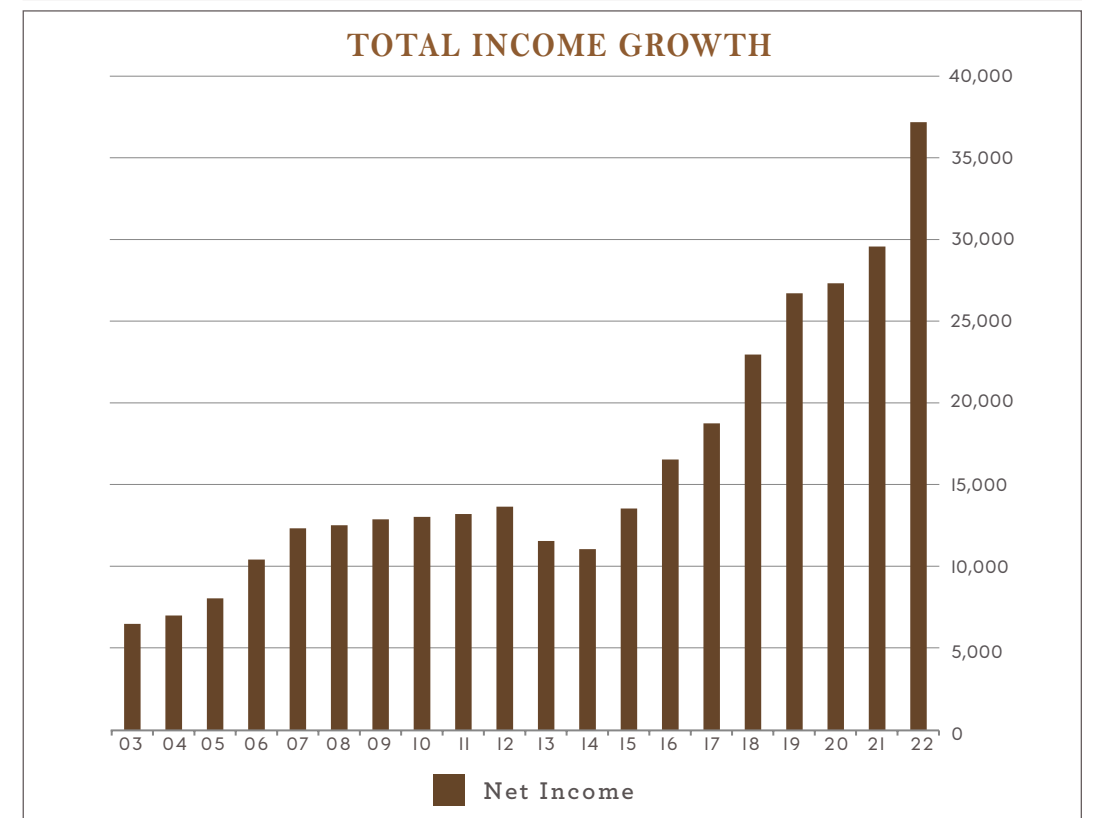
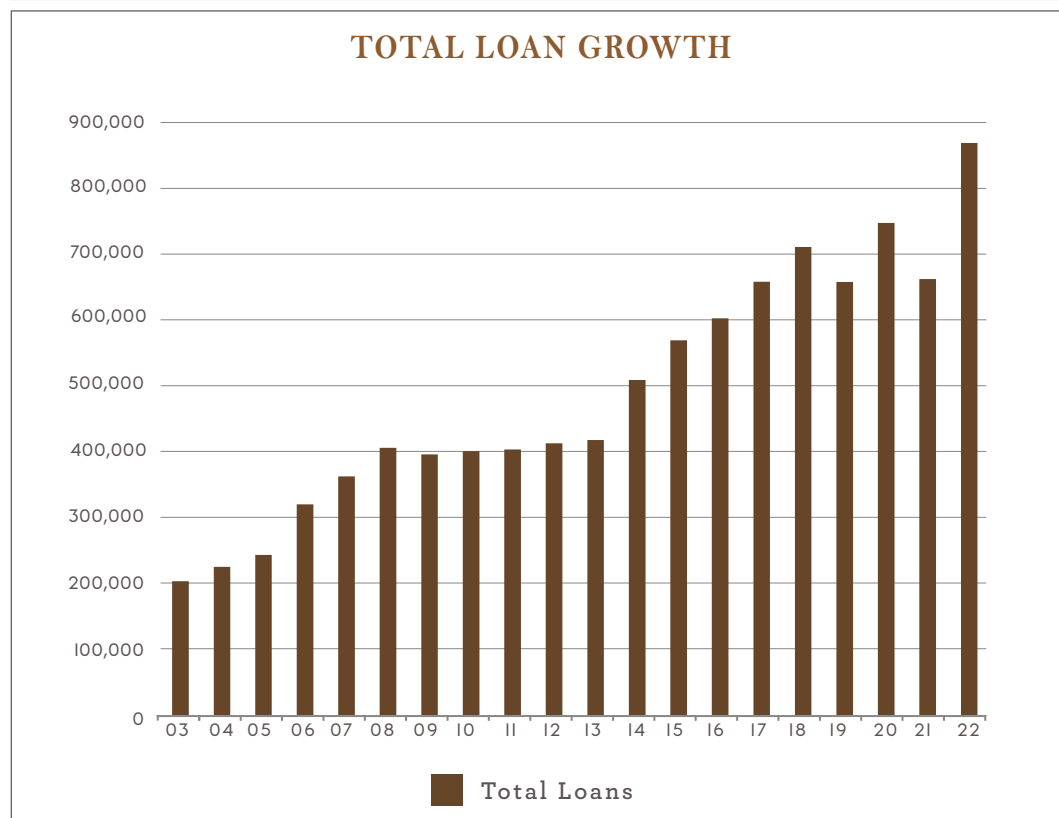
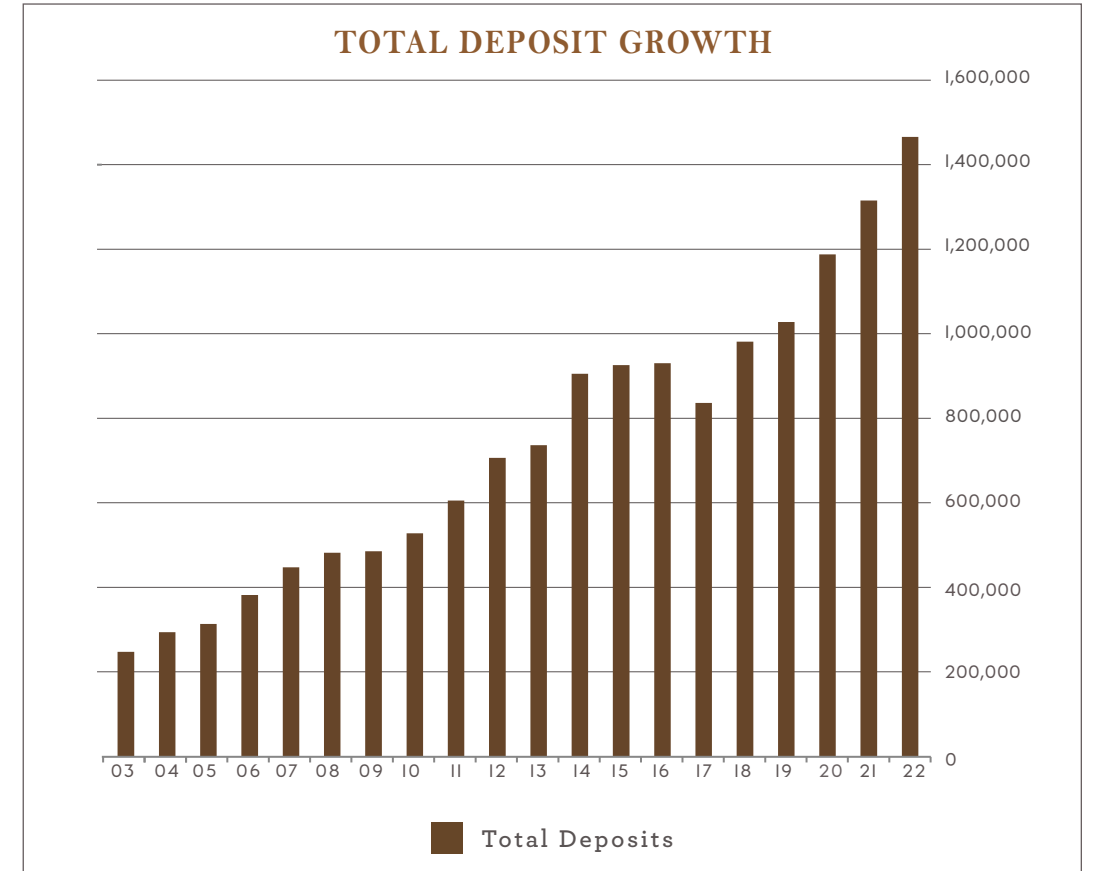
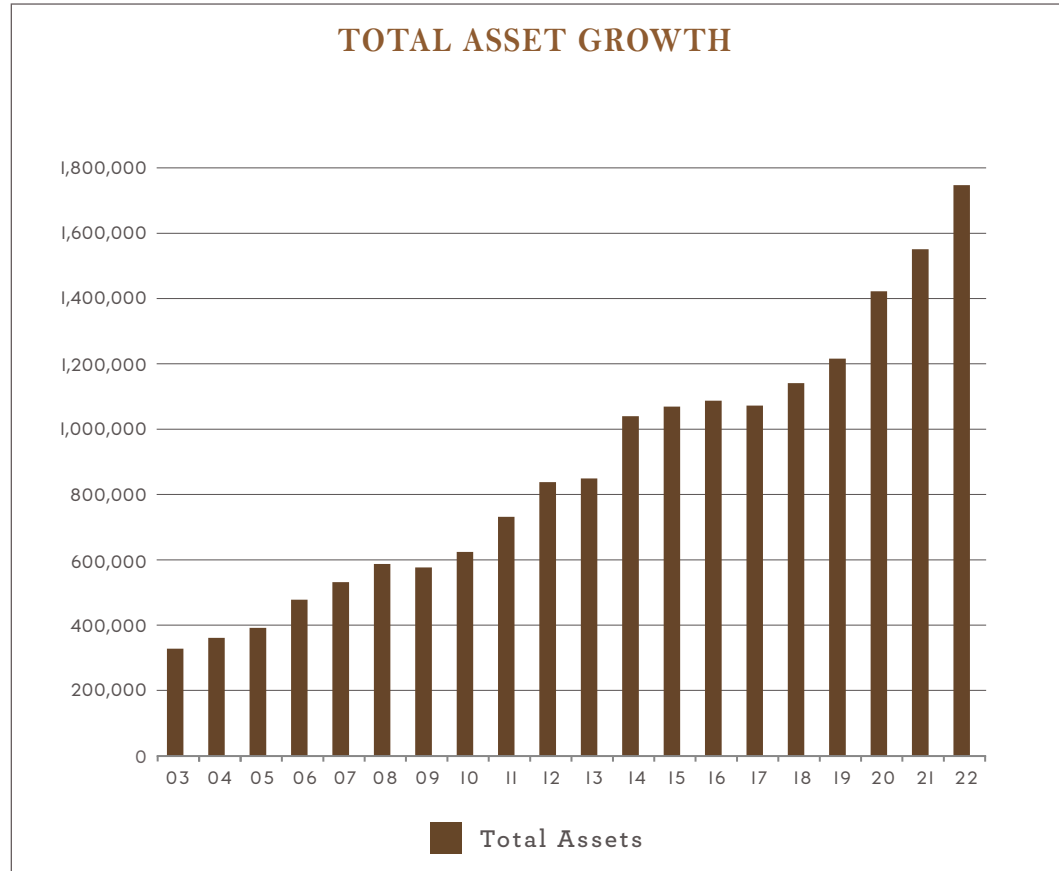


Greg Marris  
Chief Executive Officer, Chairman



## GREG MARRS

# SUMMARY OF GROWTH





STATEMENT OF  
FINANCIAL CONDITION

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*Organ Mountains  
Las Cruces, NM*

# Statement of FINANCIAL CONDITION

Year Ended December 31

Assets		
<b>Cash and Cash Equivalents</b>	<b>2022</b>	<b>2021</b>
Cash and due from banks	19,484,462	13,365,836
Interest bearing deposits	30,198,624	82,920,264
<b>Total cash and cash equivalents</b>	<b>49,683,086</b>	<b>96,286,100</b>
<b>Securities</b>		
Available for sale	671,820,580	661,968,469
Restricted stock	2,867,516	1,340,581
Held to maturity	72,328,231	79,606,543
<b>Loans held for sale</b>	<b>692,623</b>	<b>3,830,536</b>
<b>Loans, net</b>	<b>853,522,383</b>	<b>646,916,230</b>
<b>Bank premises &amp; equipment, net</b>	<b>30,803,194</b>	<b>24,425,458</b>
<b>Accrued interest receivable</b>	<b>6,087,299</b>	<b>4,941,334</b>
<b>Other assets</b>	<b>58,663,777</b>	<b>31,409,410</b>
<b>TOTAL ASSETS</b>	<b>1,746,468,689</b>	<b>1,550,724,661</b>
<b>Liabilities &amp; Stockholder's Equity</b>		
<b>Liabilities</b>		
Deposits		
Demand	634,865,382	491,593,945
Interest bearing		
Savings, NOW and Money Market deposits	747,280,739	741,719,813
Certificates of deposit	82,769,659	81,450,214
<b>Total deposits</b>	<b>1,464,915,780</b>	<b>1,314,763,972</b>
Federal funds purchased and securities sold under agreement to repurchase	122,413,706	52,113,832
Other borrowed funds	20,000,000	-
Accrued interest payable and other liabilities	25,335,598	22,182,097
<b>Total liabilities</b>	<b>1,632,665,084</b>	<b>1,389,059,901</b>
<b>Commitments and Contingencies</b>		
<b>Stockholder's Equity</b>		
Common stock: \$188.44 stated value; 20,000 shares authorized, issued and outstanding	3,768,750	3,768,750
Capital surplus	101,759,604	55,997,338
Retained earnings	90,684,220	100,548,333
Accumulated other comprehensive income	(82,408,969)	1,350,339
<b>Total stockholder's equity</b>	<b>113,803,605</b>	<b>161,664,760</b>
<b>TOTAL LIABILITIES &amp; STOCKHOLDER'S EQUITY</b>	<b>1,746,468,689</b>	<b>1,550,724,661</b>

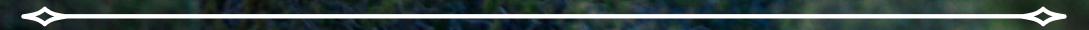
# Statement of INCOME

Year Ended December 31

Interest Income		
Loans	45,689,260	43,089,255
Securities available for sale	15,263,127	9,228,771
Securities held to maturity	1,501,181	1,607,770
Federal funds sold and deposits	1,860,209	170,537
<b>Total interest income</b>	<b>64,313,777</b>	<b>54,096,333</b>
<b>Interest Expense</b>		
Deposits	1,531,650	1,319,617
Federal funds purchased and securities sold under agreement to repurchase	62,218	25,878
Other borrowed funds	96,157	-
<b>Total interest expense</b>	<b>1,690,025</b>	<b>1,345,495</b>
<b>Net Interest Income</b>	<b>62,623,752</b>	<b>52,750,838</b>
Provision for loan losses	190,020	564,994
<b>Net interest income after provisions for loan losses</b>	<b>62,433,732</b>	<b>52,185,844</b>
<b>Non Interest Income</b>		
Service charges & fees on deposit accounts	5,178,481	4,301,812
Income from fiduciary activities	3,779,653	3,877,829
Other service charges and fees	227,743	265,305
Net gain on sale of securities	188,118	-
Other	1,084,500	944,756
<b>Total non interest income</b>	<b>10,458,495</b>	<b>9,389,702</b>
<b>Non Interest Expense</b>		
Salaries and employee benefits	19,079,328	20,488,185
Occupancy and equipment expense	3,807,073	3,186,417
Data processing	3,941,268	2,975,107
Professional services	1,530,174	1,406,537
Advertising and promotional	538,249	413,042
FDIC assessment	376,504	347,140
Net loss (gain) on sale of other real estate owned	424	(9,867)
Other	6,461,373	3,205,928
<b>Total non interest expense</b>	<b>35,734,393</b>	<b>32,012,489</b>
<b>Net income</b>	<b>37,157,834</b>	<b>29,563,057</b>



**BOARD OF DIRECTORS,  
EXECUTIVES AND OFFICERS**



*Capitan Mountains  
Lincoln National Forest, NM*

## A TRIBUTE



### IN MEMORIAM OF HARRY W. NEWLON

6/14/1931 – 2/26/2023

It is with sadness that we announce the passing of Harry W. Newlon, former Chairman and CEO of First National Bank. Harry was a formidable leader and led our bank through some of the most difficult and most optimistic periods in our history. A true visionary, he oversaw the openings of our first locations outside of Artesia including Hobbs, Las Cruces and Roswell. This was the beginning of the expansion that positioned us

to become the 1.75 billion dollar community bank that we are today. Harry's leadership and guidance established First American Bank well for many years of success.

Greg Marrs says, "I was privileged to work with Harry during 11 of the 13 years he was with the bank. I am honored to call him a mentor and friend."

#### *An excerpt from Harry's Obituary*

*"Always game for more adventure, Harry and his wife Nancy, moved to Artesia, New Mexico where he served as President, Chairman of the Board and Chief Executive Officer of First National Bank of Artesia for 13 years. It was a very special final job in a great close-knit community. Harry followed in the footsteps of First National Bank Chairman and mentor, Mr. Charles Johnson – they both valued helping people as individuals rather than based on their material net worth. It was a vision Harry believed in throughout his banking career and tried to live up to during his final years as a banker for the community of Artesia."*

## BOARD OF DIRECTORS

### FIRST ARTESIA BANCSHARES, INC.

**RAYE MILLER**  
Chairman

**GREG MARRS**  
Director

**BRETT deMILLIANO**  
Advisory Director

**MIKE CASABONNE**  
Director

**RUSTY SMITH**  
Director

**VICKY TOWNLEY**  
Secretary to the Board

**DANIEL JOHNCOX**  
Director

### FIRST AMERICAN BANK

**GREG MARRS**  
Chairman

**MIKE CASABONNE**  
Director

**JOEL MILLER**  
Director

**BRYAN BARTLETT**  
Director

**AMY HUMMER**  
Director

**RUSTY SMITH**  
Director

**ALARIC "BUCK" BUCKNER**  
Director

**DANIEL JOHNCOX**  
Director

**CRAWFORD CULP**  
Director Emeritus



# FIRST AMERICAN BANK

## CORPORATE EXECUTIVE TEAM



L-R: Joshua Whitehurst, Brett deMilliano, Zane Bergman, Vicky Townley, Greg Marrs

**GREG MARRS**  
President, Chairman  
Chief Executive Officer

**ZANE BERGMAN**  
Executive Vice President  
Chief Credit Officer

**BRETT deMILLIANO**  
Executive Vice President  
Chief Financial Officer

**VICKY TOWNLEY**  
Executive Vice President  
Chief Administration Officer

**JOSHUA WHITEHURST**  
Executive Vice President  
Chief IT/Operations Officer

# OFFICERS - ADMINISTRATION

**GREG MARRS**  
President, Chairman  
Chief Executive Officer

**ZANE BERGMAN**  
Executive Vice President  
Chief Credit Officer

**BRETT DEMILLIANO**  
Executive Vice President  
Chief Financial Officer

**VICKY TOWNLEY**  
Executive Vice President  
Chief Administration Officer

**JOSHUA WHITEHURST**  
Executive Vice President  
Chief IT/Operations Officer

**TIM ALTAMIRANO**  
Senior Vice President  
Treasury Management

**KEITH BIRD**  
Senior Vice President  
Loan Operations

**BARBARA EVANS**  
Senior Vice President  
Compliance Manager

**BRENT HAMMETT**  
Senior Vice President  
Loan Review

**SANDRA MEAD**  
Senior Vice President  
Marketing

**MARTHA MENDEZ**  
Senior Vice President  
Operations

**MANNY MORALES**  
Senior Vice President  
Operations

**SANDRA SNOW**  
Senior Vice President  
BSA Officer

**KRISTINA AGUIRRE**  
Vice President  
Human Resources

**GLADYS AVALOS**  
Vice President  
Loan Administration

**J. KEVIN BALLARD**  
Vice President  
Employee Development

**IAN BRUMANA**  
Vice President  
Controller

**JACK CLARKE III**  
Vice President  
Operations

**ARLENE CORTEZ**  
Vice President  
Credit Analyst Manager

**RUSSELL DILLON II**  
Vice President  
SBA Lending

**ELVA MURILLO**  
Vice President  
Operations

**JULIAN SALAZAR**  
Vice President  
Treasury Management

**KELLY WISEMAN**  
Vice President  
Compliance

**APRIL CARRASCO**  
Assistant Vice President  
Deposit Operations

**MELISSA DELGADO-SALAZAR**  
Assistant Vice President  
Loan Operations

**DORIS GARCIA**  
Assistant Vice President  
Compliance

**CHRISTINA KANE**  
Assistant Vice President  
Operations

**BETTY LOMELI**  
Assistant Vice President  
Special Assets

**SUZETTE MCFATRIDGE**  
Assistant Vice President  
Compliance

**PAMELA NANCE**  
Assistant Vice President  
Loan Operations

**ANGELICA TORRES**  
Assistant Vice President  
Marketing

**NALEHUA WISE-HURST**  
Operations Officer  
Treasury Management

## OFFICERS - NM BANKING CENTERS

### ALAMOGORDO

#### CHAPARRAL LAS CRUCES

**FARRAH MARQUEZ**  
Market President

#### ALAMOGORDO

**DARRO PANNELL**  
Vice President  
Commercial Lending

**DOREEN PADILLA**  
Assistant Vice President  
Branch Manager

**SUE STROTHER**  
Assistant Vice President  
Consumer Lending

#### CHAPARRAL

**IMELDA QUINTANA**  
Assistant Vice President  
Branch Manager

#### LAS CRUCES

**PAUL FIERRO**  
Vice President  
Senior Operations Officer

**DAVID MEDINA**  
Vice President  
Commercial Lending

**BILLIE HOOD**  
Branch Manager

**LENOR PARKER-SEDILLO**  
Commercial Lending

#### ALBUQUERQUE METRO

**GEOFF WAGNER**  
Market President

**KENNETH MADDEN**  
Vice President  
Branch Manager

#### ARTESIA CARLSBAD ROSWELL

**JOHN BAIN**  
Market President

#### ARTESIA

**AREN DADE**  
Assistant Vice President  
Commercial Lending

#### ROSWELL

**KRIS HOLLOWAY**  
Vice President  
Commercial Lending

**LINDA CISNEROS**  
Branch Manager

**JOSUE RAMIREZ**  
Commercial Lending

#### GRANT COUNTY

**MELANIE GOMEZ**  
Vice President/Managing Officer  
Commercial Lending

**AARON PEÑA**  
Operations Manager  
Lending

#### HOBBS

**DAVID WIBERG**  
Market President

**JAROD WARE**  
Assistant Vice President  
Commercial Lending

#### LOVINGTON

**DAVID CAMPBELL**  
Market President

**PASHA MYRICK**  
Branch Manager

## OFFICERS - TX BANKING CENTERS

#### BROWNWOOD

**DOUG MCLEAN**  
Market President

**DANIEL HUTSON**  
Senior Vice President  
Commercial Lending

#### EL PASO

**NORM PETERS**  
Market President

**DAVID KELLER**  
Senior Vice President  
Senior Commercial Lending

**ARMANDO MORENO**  
Senior Vice President  
Commercial Lending

**JOSHUA PLASENCIO**  
Senior Vice President  
Commercial Lending

**DANIEL SALAZAR**  
Senior Vice President  
Commercial Lending

**LORENA GARAY**  
Vice President  
Commercial Lending

## OFFICERS - DEPARTMENTS

#### TRUST & WEALTH MANAGEMENT

**CYNTHIA GREEN**  
Senior Vice President  
Manager

**DANIEL MARTINEZ**  
Vice President  
Senior Portfolio Manager

**BRITT PORTER**  
Vice President  
Senior Wealth Advisor

**AMANDA GAY**  
Vice President  
Operations Manager

**MARIANNE GILLESPIE**  
Vice President  
Trust Officer

**DIANA MASON**  
Vice President  
Trust Officer

**SUE MCGEE-CHIODINI**  
Vice President  
Trust Officer

**EMOLENE AGUILAR**  
Trust Officer

**DIXIE EDWARDS**  
Business Development

**JONATHON HERRERA**  
Portfolio Manager

#### MORTGAGE

**CHRIS SANDERS**  
Vice President  
Manager

**CORI SAVAGE**  
Compliance Officer

# LOCATIONS

## BANKING CENTERS

### NEW MEXICO

**ALAMOGORDO**  
1300 N. White Sands Blvd.

**ALBUQUERQUE**  
8110 Ventura NE  
4301 The 25 Way NE

**ARTESIA**  
303 W. Main St.

**BAYARD**  
1401 Tom Foy Blvd.

**CARLSBAD**  
2201 W. Pierce St.

**CHAPARRAL**  
324 McCombs Rd.

**HOBBS**  
1220 W. Joe Harvey Blvd.  
600 W. Bender Blvd.

**LAS CRUCES**  
2145 E. Lohman Ave.  
1553 Avenida de Mesilla

**LOVINGTON**  
19 W. Washington Ave.

**RIO RANCHO**  
3002 Southern Blvd. SE

**ROSWELL**  
111 E. Fifth St.  
3220 N. Main St.

**SILVER CITY**  
1609 N. Swan St.

### TEXAS

**BROWNWOOD**  
Loan Production Office

**EL PASO**  
401 E. Main St.  
9801 Gateway West Blvd.  
125 N. Mesa Hills Drive  
1726 N. Zaragoza Rd.

## MORTGAGE OFFICES

### NEW MEXICO

**LAS CRUCES**  
223 E. Idaho Ave.

**RUIDOSO**  
2825 Sudderth Dr.

# Mission

*Building Relationships that Last.*

**1903**  
*Founded*

**\$1.75B**  
*Assets*

**257**  
*Employees*

**2**  
*States*

**15**  
*Communities*

**23**  
*Locations*

# OUR REGION



firstamericanbanknm.com  
800.289.6140



*Robledo Mountains  
Radium Springs, NM*