



Northrim BanCorp, Inc.

WE BANK ON  
ALASKANS

# Message to Shareholders



**Joe Schierhorn**

For Northrim Bank (the Bank), 2021 was a year of growth and profitability, driven by our employees and our commitment to community.

We opened a new branch in Fairbanks, expanding in response to our customers' needs. We attracted talented new bankers, who brought expertise and relationships that helped drive our growth across all markets. We enhanced customer relationships through dedicated outreach, and we continued to invest in our people, products and services to meet our customers' increasingly sophisticated needs.

The Bank ended the year with net income of \$37.52 million, an increase of 14% from 2020. Total assets increased to \$2.72 billion, up 28% from a year ago. Total revenue was \$133.1 million, compared to \$134 million for 2020.

Our improved profitability in 2021 was due to fee and interest income from the Small Business Administration's (SBA) Paycheck Protection Program (PPP) loans, strong core loan and deposit growth and continued high levels of production at our wholly-owned subsidiary, Residential Mortgage.

Through our active participation in the PPP, we helped both new and existing customers sustain their business operations as the pandemic continued to impact the economy. Northrim was the largest originator of PPP loans in Alaska.

Our PPP efforts brought more than 2,300 new customers to the Bank, and we are working hard to develop full banking relationships with these businesses. We are proud of the work we are doing to address the needs of our customers, and as a result, we are growing our market share across all of our major markets.

Our employees' outreach to customers, including those introduced to the Bank through the PPP, had a meaningful impact on core loan and deposit growth in 2021. Portfolio loans excluding the impact from PPP were \$1.3 billion for 2021, up 14% from the year prior. Total portfolio loans were \$1.41 billion, down 2% from a year ago, a result of PPP loan forgiveness. Total deposits were \$2.42 billion at year-end, up 33% from a year ago, with a large portion of growth coming from new customers gained through the PPP.

Production at Residential Mortgage was another important driver of our 2021 profitability. The company continued to provide Alaskans with industry-leading service and expertise, originating \$1.1 billion in mortgages in 2021, making them Alaska's leading mortgage loan originator.



In spite of historically low interest rates, net interest income for 2021 was \$80.8 million, up 14% from 2020. Excluding PPP interest and fees, core net interest income in 2021 increased 5% to \$65.4 million, compared to \$62.6 million in 2020, and our net interest margin at the end of 2021 remains above peer average.

Also contributing to our 2021 results was a \$4.1 million benefit to the provision for credit losses, compared to a \$2.43 million provision for credit losses in 2020. Higher credit quality and improving economic conditions in the state were major factors in this shift.

Northrim continues to maintain capital levels in excess of the requirements needed to be categorized as “well-capitalized.” We continued our stock repurchase program, which is an important component of our capital plan, repurchasing a total of 279,276 shares. We increased our shareholder dividend twice in 2021, for an increase of 9% from 2020, highlighting the Bank’s steady growth and solid capital position, and commitment to increasing returns to our shareholders.

Our 2021 results reflect the effort of our employees to meet the needs of our community. In addition to serving Alaskans’ banking needs, we also serve our communities through financial support and volunteerism. We increased our community giving in 2021, both at the Bank and individual employee level, and volunteer hours increased from 2020 as we found creative ways to be involved in the community during these challenging times.

As we moved through the second full year of the pandemic, a thoughtful combination of teamwork, customer and employee safety measures, processes and IT infrastructure allowed us to keep our branches operational and provide our customers with a consistently high level of service. We are deeply appreciative of our employees’ efforts and their unwavering dedication to providing Superior Customer First Service.

As Alaska’s local, community bank, we are grateful for the opportunity to serve the customers and communities of our state, and we look forward to continuing to grow together.

**Joe Schierhorn**  
Chairman, President, CEO and COO, Northrim BanCorp, Inc.  
Chairman, President and CEO, Northrim Bank

# + 2021 Financial Snapshot<sup>(1)</sup>

	2021	2020	2019	2018	2017	2016	Five-Year Compound Growth Rate
Net interest income	\$80,827	\$70,665	\$64,442	\$61,208	\$57,678	\$56,357	7%
Provision (benefit) for credit losses	(4,099)	2,432	(1,175)	(500)	3,200	2,298	NM
Other operating income	52,263	63,328	37,346	32,167	40,474	43,263	4%
Compensation expense, RML acquisition payments	-	-	468	-	130	4,775	(100)%
Other operating expense	89,196	89,114	76,370	69,800	71,023	71,505	5%
Income before provision for income taxes	\$47,993	\$42,447	\$26,125	\$24,075	\$23,799	\$21,042	18%
Provision for income taxes	10,476	9,559	5,434	4,071	10,321	6,052	12%
Net income	37,517	32,888	20,691	20,004	13,478	14,990	20%
Less: Net income attributable to noncontrolling interest	-	-	-	-	327	579	(100)%
Net income attributable to Northrim Bancorp, Inc.	\$37,517	\$32,888	\$20,691	\$20,004	\$13,151	\$14,411	21%
<b>Year-End Balance Sheet</b>							
Assets	\$2,724,719	\$2,121,798	\$1,643,996	\$1,502,988	\$1,518,596	\$1,525,851	12%
Loans	1,413,886	1,444,050	1,043,371	984,346	954,953	974,074	8%
Deposits	2,421,631	1,824,981	1,372,351	1,228,088	1,258,283	1,267,653	14%
Shareholders' equity	237,817	221,575	207,117	205,947	192,802	186,712	5%
Common shares outstanding	6,014,813	6,251,004	6,558,809	6,883,216	6,871,963	6,897,890	(3)%
<b>Average Balance Sheet</b>							
Assets	\$2,432,599	\$1,936,047	\$1,555,707	\$1,493,385	\$1,511,052	\$1,506,522	10%
Earning assets	2,260,778	1,758,839	1,386,557	1,346,449	1,367,203	1,361,913	11%
Loans	1,478,318	1,339,908	1,010,098	971,548	981,001	976,613	9%
Deposits	2,125,080	1,638,216	1,276,407	1,227,272	1,248,333	1,250,243	11%
Shareholders' equity	239,214	211,721	208,602	201,022	193,129	181,628	6%
Basic common shares outstanding	6,180,801	6,354,687	6,708,622	6,877,573	6,889,621	6,883,663	(2)%
Diluted common shares outstanding	6,249,313	6,431,367	6,808,209	6,981,557	6,977,910	6,974,864	(2)%
<b>Per Common Share Data</b>							
Basic earnings	\$6.07	\$5.18	\$3.08	\$2.91	\$1.91	\$2.09	24%
Diluted earnings	\$6.00	\$5.11	\$3.04	\$2.86	\$1.88	\$2.06	24%
Book value per share	\$39.54	\$35.45	\$31.58	\$29.92	\$28.06	\$27.07	8%
Tangible book value per share <sup>(2)</sup>	\$36.88	\$32.88	\$29.12	\$27.57	\$25.70	\$24.70	8%
Cash dividends per share	\$1.50	\$1.38	\$1.26	\$1.02	\$0.86	\$0.78	14%
<b>Performance Ratios</b>							
Return on average assets	1.54%	1.70%	1.33%	1.34%	0.87%	0.96%	10%
Return on average equity	15.68%	15.53%	9.92%	9.95%	6.81%	7.93%	15%
Equity/assets	8.73%	10.44%	12.60%	13.70%	12.70%	12.24%	(7)%
Tangible common equity/tangible assets <sup>(3)</sup>	8.19%	9.76%	11.73%	12.76%	11.75%	11.29%	(6)%
Net interest margin	3.58%	4.02%	4.65%	4.55%	4.22%	4.14%	(3)%
Net interest margin (tax equivalent) <sup>(4)</sup>	3.60%	4.05%	4.70%	4.60%	4.28%	4.20%	(3)%
Non-interest income/total revenue	39.27%	47.26%	36.69%	34.45%	41.24%	43.43%	(2)%
Efficiency ratio <sup>(5)</sup>	66.99%	66.47%	75.43%	74.68%	72.39%	76.44%	(3)%
Dividend payout ratio	25.02%	26.66%	40.79%	35.08%	45.44%	37.59%	(8)%
<b>Asset Quality</b>							
Nonperforming loans, net of government guarantees	\$10,672	\$10,048	\$13,951	\$14,694	\$21,411	\$12,936	(4)%
Nonperforming assets, net of government guarantees	\$15,031	\$16,289	\$19,946	\$22,619	\$28,729	\$19,315	(5)%
Nonperforming loans, net of government guarantees/portfolio loans	0.75%	0.70%	1.34%	1.49%	2.24%	1.33%	(11)%
Net charge-offs (recoveries)/average loans	0.07%	0.03%	(0.07)%	0.15%	0.15%	0.08%	(3)%
Allowance for credit losses/portfolio loans	0.83%	1.46%	1.83%	1.98%	2.25%	2.02%	(16)%
Nonperforming assets, net of government guarantees/assets	0.55%	0.77%	1.21%	1.50%	1.89%	1.27%	(15)%
<b>Other Data</b>							
Effective tax rate <sup>(6)</sup>	22%	23%	21%	17%	43%	29%	(5)%
Number of banking offices <sup>(7)</sup>	18	17	16	16	14	14	5%
Number of employees (FTE) <sup>(8)</sup>	451	438	431	430	429	451	- %

## + Banking on Alaska Businesses

Northrim was founded as a commercial bank, and that remains true today. We believe it is important for Alaska businesses to have a dedicated financial team that understands the local economy, and the obstacles and opportunities of operating a business in challenging environments. Northrim has that expertise, and we are committed to sharing it for the benefit of the business community.

This commitment was demonstrated clearly over the past two years through our participation in the Small Business Administration's (SBA) Paycheck Protection

Program (PPP). We originated more PPP loans than any other bank in Alaska, both in number of loans and in dollar amount, providing the assistance businesses required to survive in the face of tremendous challenges.

Under the initial program, we helped approximately 2,900 businesses receive \$375.6 million in PPP loans. During the second round, we helped approximately 2,870 businesses receive \$237 million in PPP loans. Northrim was recognized as the SBA's 2020 Top Lender of the Year for the state of Alaska.

---

*We are proud to contribute to the strength of Alaska by supporting the businesses that form the foundation of our state's economy.*

---

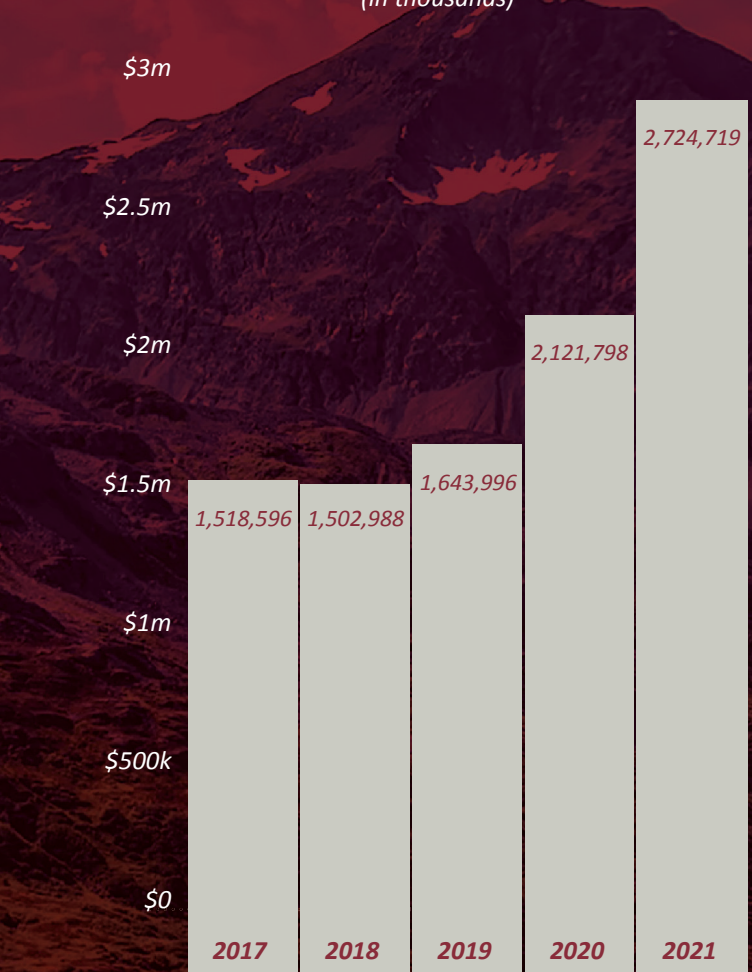
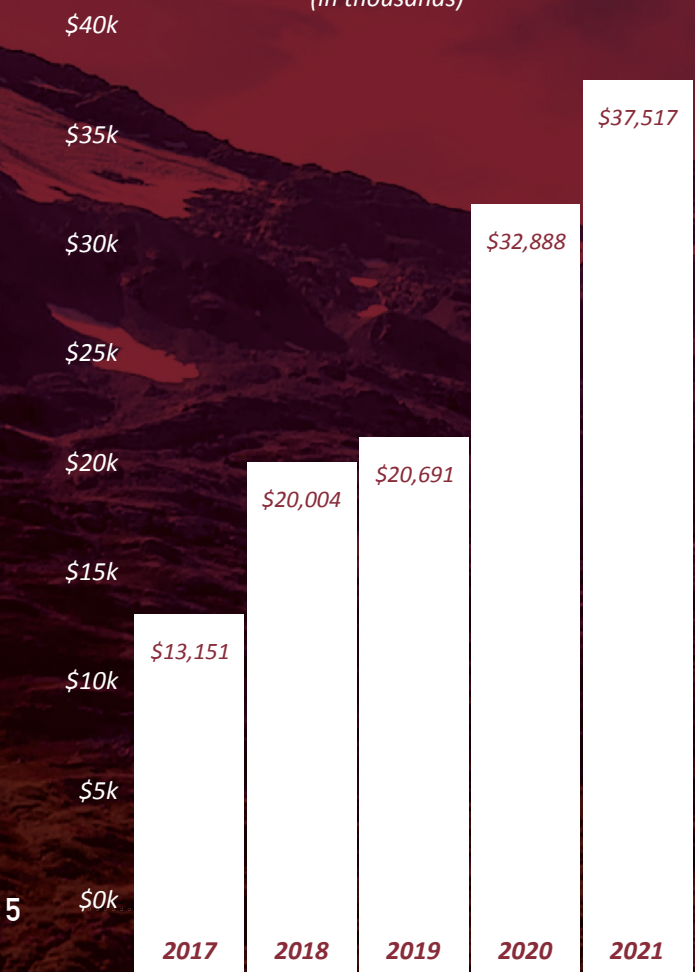




CITC

**Net Income Attribution to Northrim BanCorp, Inc.**  
(in thousands)

**Total Assets**  
(in thousands)



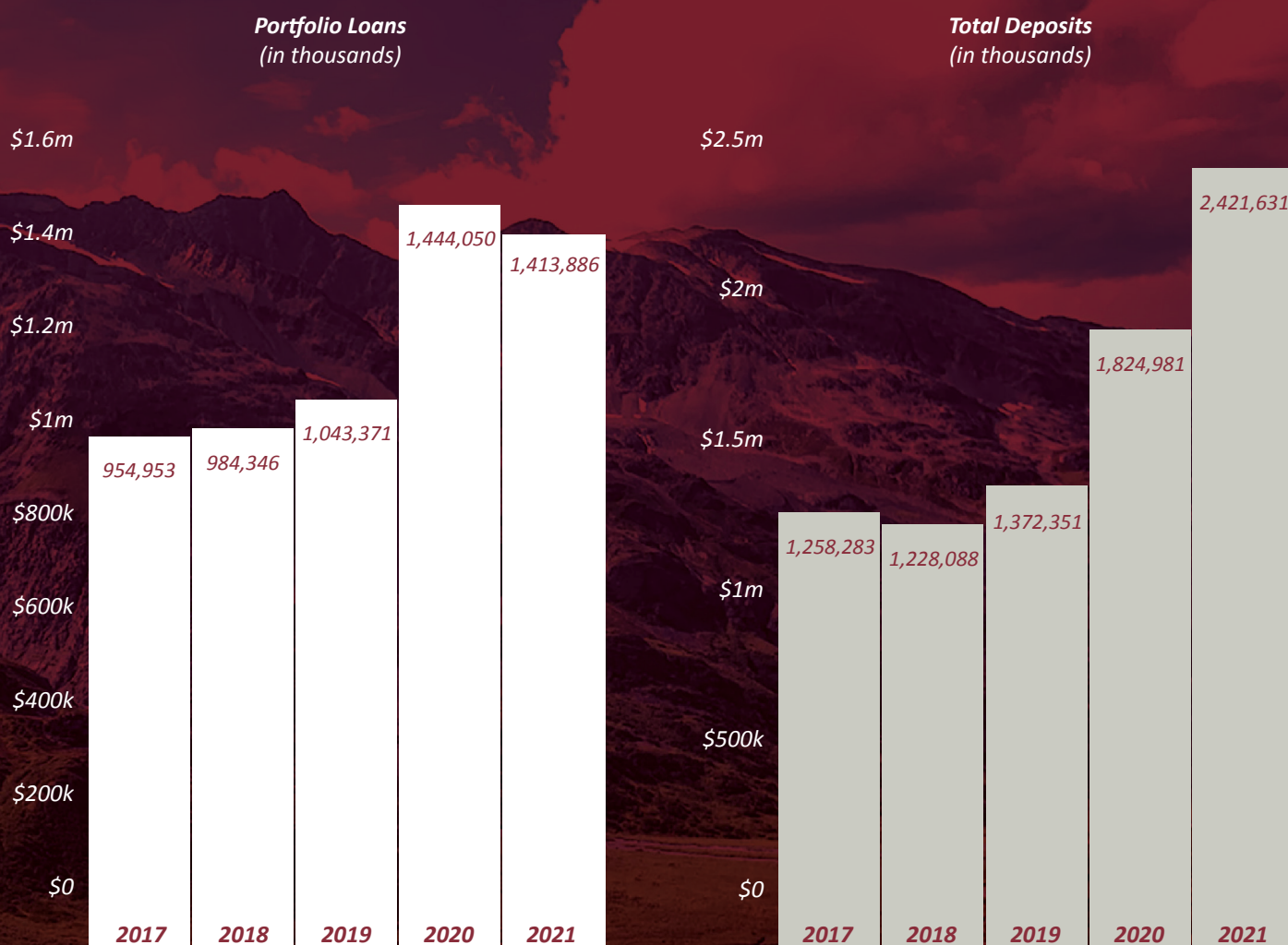
## + From PPP to Full Banking Relationships

Through the Paycheck Protection Program (PPP), we offered assistance to both existing and new customers, working with them as their needs changed and providing solutions tailored to their circumstances. Our responsiveness, expertise and high level of service throughout the PPP process helped us attract 2,300 new customers to the Bank.

*The PPP process helped us attract 2,300 new customers to the Bank.*

While the number of businesses served in the first and second rounds of PPP were comparable, our increased experience, IT infrastructure, automated systems and incredible teamwork resulted in a highly streamlined process in 2021. This allowed us to produce a significant volume of PPP loans in a shorter period of time, providing a better experience for both customers and employees.

Our increased internal efficiency enabled us to adjust employee resources from loan processing to customer outreach, with a focus on converting new PPP customers into full banking relationships. This led to significant loan and deposit growth in 2021, with growth geographically diversified across all of our markets. In 2020 and 2021, \$63 million, or 25% of our core loan growth, and \$119 million, or 11% of our deposit growth, came from new customers obtained from our PPP efforts over the last two years. As a community leader, the Bank reached out to nonprofits and new customers to ensure they were able to apply for PPP loans.



## + Customer-Driven Growth

Listening and responding to the needs of our customers and communities led to continued growth of our places, people, processes, and products and services in 2021.

### Places

To better serve our customers, we opened our second Fairbanks branch in the first quarter of 2021, further diversifying our geographic footprint throughout Alaska. Our decision to expand during a time when some other banks are contracting was validated by our customer, loan, deposit and market share growth in 2021.

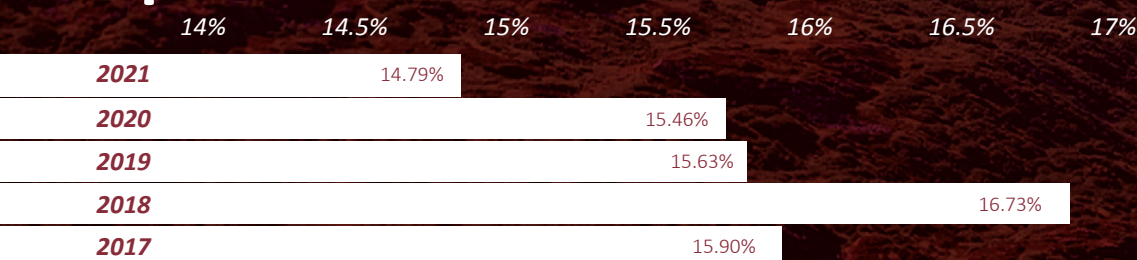
We also made investments in several of our existing facilities, including energy efficiency upgrades that will help us reduce energy consumption and expense.

### People

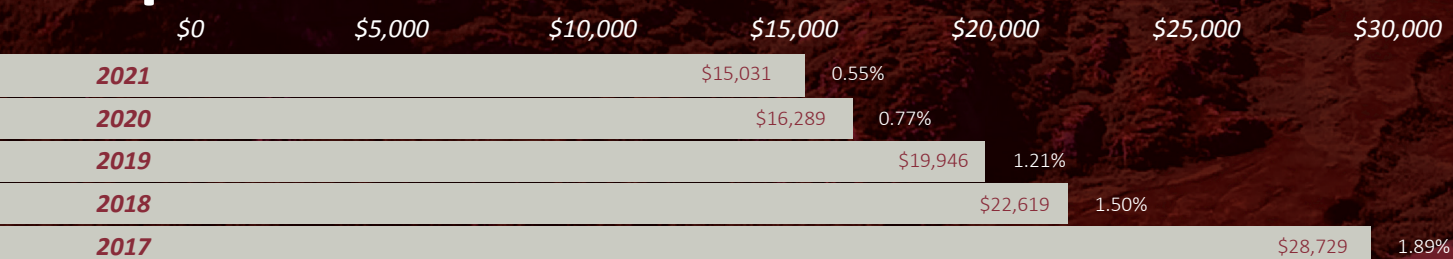
Northrim has a history of attracting talented bankers, and that success continued in 2021 as we added members to our team in communities across Alaska. These new employees brought both expertise and new relationships with them, adding value to the Bank and further encouraging our growth.

We added another experienced lender to our Kodiak loan production office, which opened in spring 2020, enhancing our presence in that market and allowing us to serve more borrowers in the community. We also expanded our lending staff in Soldotna to meet customer needs on the Kenai Peninsula.

### + Total Capital Ratio



### + Nonperforming Assets (NPA) | (in thousands) Net of Government Guarantees



### + Composition of Northrim BanCorp Equity | (in millions) Capital as of December 31, 2021







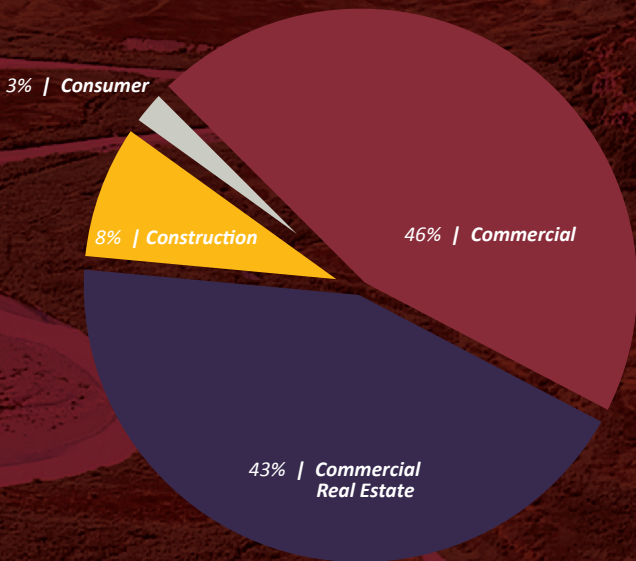
**Processes**

We maintained our investments in IT infrastructure, which facilitated employee communication and collaboration both in-office and remotely, so we could seamlessly serve our customers, whether physically in the branch or virtually online. We also upgraded our online banking platform for an improved customer experience.

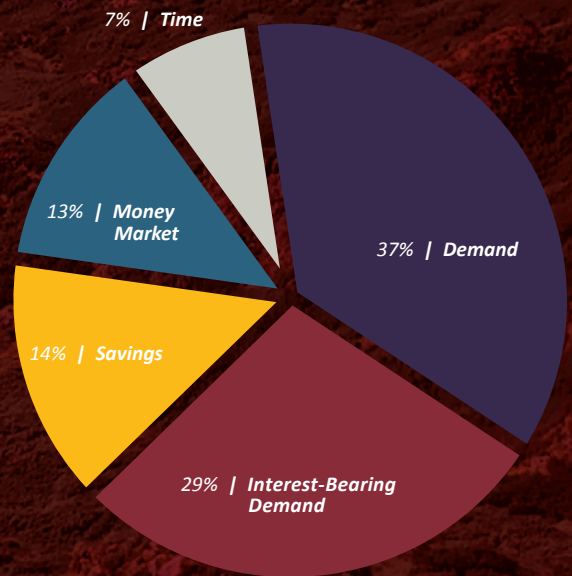
**Products and Services**

We continued to invest in products and services to address the needs of larger and increasingly sophisticated customers. We rebranded our treasury management services in 2021 and hired a new director of treasury management, who is leading the development of enhanced products and services for our customers.

**+** **Loan Portfolio** | As of December 31, 2021



**+** **Deposits** | As of December 31, 2021





RESIDENTIAL  
MORTGAGE, LLC  
NMLS #167729

## Role of Residential Mortgage

With offices in Anchorage, Juneau, Kodiak, Soldotna, Eagle River, Fairbanks and the Mat-Su Region, our wholly-owned subsidiary, Residential Mortgage Lending, LLC, retained their position as a market leader for mortgage loan originations in Alaska.

Solid residential mortgage business continued to add strength to the Bank in 2021. Residential Mortgage originated \$1.1 billion in mortgage loans in 2021, compared to \$1.3 billion in 2020. Home mortgage lending provided 25% of the Bank's total revenue and 5% of earnings in 2021.

While refinance activity slowed slightly compared to the record-setting pace of 2020, new home purchases remained strong in 2021 as homebuyers continued to take advantage of interest rates that were at near-historic lows.

Residential Mortgage's keys to success are their long-standing relationships and returning customer base, earned through their team's responsive service and extensive experience. The company deepened its mortgage and executive expertise in 2021 with the addition of a new chief operating officer, who brings many years of mortgage experience to the company.





## We Bank on Alaskans: Cook Inlet Tribal Council

People. Partnership. Potential. This is what Cook Inlet Tribal Council (CITC) is all about. When the Southcentral Alaska-based tribal nonprofit organization takes on new projects, they search for new partners to engage with – especially partners who invest in the community they serve. So when CITC was looking to acquire property for their latest project – the Super Fab Lab – they connected with Northrim.

*“CITC knows how active Northrim is in the community and appreciates the important role they play in philanthropy and as a banking institution for Alaskans,”* says Amy Fredeen, CITC’s Chief Financial Officer. *“Thanks to their great reputation in Alaska, CITC is excited to partner with Northrim on this incredible project.”*

The Super Fab Lab is a milestone in CITC’s efforts to grow Science, Technology, Engineering and Math (STEM) learning for Alaska Native/American Indian youth. In 2013, CITC created the original Fab Lab, an educational space that challenges students to develop hands-on STEM skills.

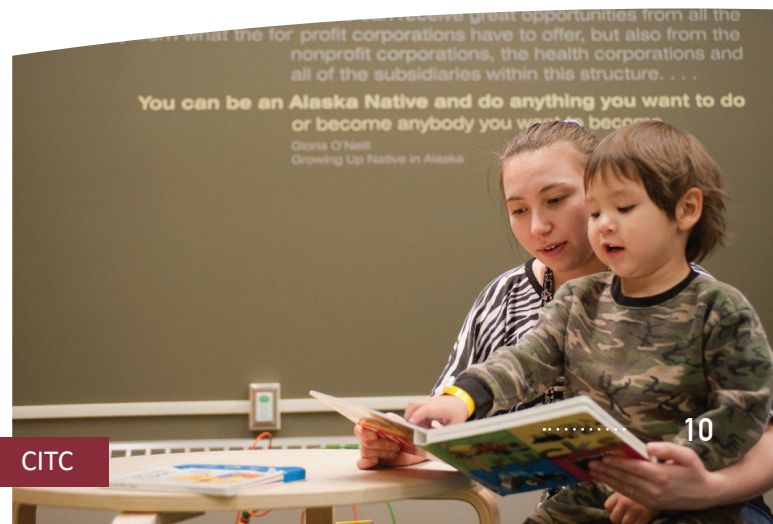
The expanded Super Fab Lab will add capacity for students and programs, increasing access to the latest design and fabrication technology. It will also be a hub for entrepreneurs developing the products and businesses of tomorrow.

After acquiring the property, CITC partnered with Northrim on the renovation of the Super Fab Lab, which they hope to open in winter 2022-23. Northrim also helped CITC acquire a warehouse property for storage, providing CITC with a new earned income stream to support their mission.

*“Going into these projects during the pandemic was a unique situation,”* Fredeen notes. *“Northrim went above and beyond to make sure the pandemic didn’t impact the addition of these important assets for CITC’s mission.”*

CITC has more than doubled in size in the last two years – and has much more planned. *“CITC will continue working to open new paths to opportunity and potential for Our People no matter what obstacles we may face,”* Fredeen says. *“To be successful, we know we need great partners on this journey with us.”*

*“Northrim’s focus is on being an outstanding partner to the community and Alaska businesses. It’s great to collaborate with an organization like CITC that is so aligned with the community and to be able to help them with their projects,”* says Bond Stewart, Northrim Vice President, Commercial Real Estate Loan Officer. *“We really appreciate CITC working with Northrim and look forward to working together on future projects to help the Alaska Native and American Indian community.”*



## + Diversifying Services and Revenue Sources

In addition to home mortgage lending, Northrim has interests in other businesses, including purchased receivables financing and wealth management. These investments allow us to provide additional services to our customers, while diversifying our revenue sources and adding strength to our non-interest income. Other operating income contributed \$52.3 million, or 39% of revenues, in 2021, compared to \$63.3 million, or 47% of revenues, in 2020.



### ***Northrim Funding Services***

Northrim Funding Services, a division of the Bank, purchases the accounts receivable of capital-constrained small to mid-size businesses, as well as businesses experiencing rapid growth or change. The division also offers financial solutions to transition customers back to other bank lending programs.

Northrim Funding Services saw a rebound in 2021, after a decrease in activity in 2020 due to many of its customers obtaining PPP loans or receiving loan accommodations. As the economy began to recover in 2021, the division saw balances increase to nearly pre-pandemic levels.

Northrim Funding Services contributed \$2.3 million to other operating income in 2021, compared to \$2.7 million in 2020.



### ***Northrim Investment Services***

Northrim Investment Services offers investment services through Elliott Cove Capital Management and insurance products via Elliott Cove Insurance Agency. Through this relationship, our business and individual customers can access a range of financial products and services.

In 2021, Northrim Investment Services continued to offer diversified portfolios to our customers.



### ***Pacific Portfolio***

Pacific Wealth Advisors is the holding company for Pacific Portfolio Consulting, LLC and Pacific Portfolio Trust Company (Pacific Portfolio). Founded in 1992 and part of the Northrim family since 2006, Pacific Portfolio is an independent wealth management and investment advisor serving high-net-worth individuals and families, as well as institutions, foundations, and trustee- or participant-directed retirement plans.

Pacific Portfolio had a strong year, growing assets under advisement and adding strength to their organization through the hiring of a chief operating officer at the end of 2020. For the seventh year in a row, the company's founder, President and CEO Larry Hood was recognized by Barron's as one of America's Top 100 Independent Financial Advisors in 2021.

The company contributed \$92,000 to Northrim's other operating income in 2021, compared to \$243,000 in 2020.



## We Bank on Alaskans: Kenaitze Indian Tribe

The mission of the Kenaitze Indian Tribe, located on Alaska’s Kenai Peninsula, is “To assure Kahtnuht’ana Dena’ina thrive forever.” The Tribe was federally recognized as a sovereign, independent nation in 1971. Today, they have more than 1,800 Tribal Members who live across the Kenai Peninsula and beyond.

The Tribe’s more than 300 employees deliver a variety of programs and services that promote the wellness of their people and the community. The Dena’ina Wellness Center, the Tribe’s integrated healthcare facility, as well as tribal justice system, education programs, an Elder center, and social and family services are among the Tribe’s current efforts – and much more is on the horizon.

The Tribe has experienced tremendous growth over the past decade. As the Tribal Council and administration look to the future, they are working to ensure that growth is sustainable, and that the Tribe’s membership and community continue to thrive.

The Tribe is currently constructing the Kahtnuht’ana Duhdeldiht Campus, a 67,000-square-foot facility that will house the Tribe’s education programs, which focus on language and culture preservation.

Also in progress is a new transportation building, named Hetl Qenq’a, or “Sled House,” which will provide a hub for the Tribe’s vehicle fleet. The Tribe also plans to pilot a fixed-route bus service for the central Kenai Peninsula.

Planning is also underway for a new pavilion at the Tribe’s educational fishery at the mouth of the Kenai River, and they are expanding their Tribal Court facility to meet the Tribe’s growing needs.

The Tribe began working with Northrim in spring 2021, choosing the Bank for its return on investment, competitive fee structure and responsive local support. The Tribal Council recognizes it is important to be good stewards of resources, including financial resources. While the Tribe’s primary focus in selecting a financial partner was stewardship of resources, leadership said finding that partner in a local Alaska bank has been an added benefit.

*“Since my childhood on the Kenai Peninsula, the Kenaitze Indian Tribe has remained a leader both in terms of our community and our economy,”* says Mike Dye, Northrim Vice President and Lending Branch Manager in Soldotna. *“We are honored that the Kenaitze Indian Tribe selected Northrim as their financial partner, and we are excited to play a role in supporting their continued growth to serve their people and our community into the future.”*



## + A Leader in Community Commitment

As Alaska's local, community bank, we feel a responsibility to take a leadership role in building the communities we serve. This commitment has been a core value since the Bank began, and we are proud of our continued ability to share our success to improve the quality of life in our communities.

When community needs shifted and grew due to the pandemic, so did our giving. We made new contributions to organizations including Cook Inlet Soccer Club and the University of Alaska Anchorage athletics program, as well as increased giving to the Alaska Native Heritage Center, United Way and the University of Alaska.

We continued support of organizations forced to postpone or cancel events, and we were flexible with our donation request deadlines. We modified our School-Business Partnerships, focusing on donations that helped connect students to the community whether from home or the classroom.

Our employees also demonstrated their generosity through increased giving in 2021. Together, we increased our annual United Way campaign and have contributed nearly \$2.5 million to support United Way since the Bank was founded.

In addition to financial contributions, we actively encourage employee volunteerism, both during work hours and personal time. Volunteer hours increased from 2020 as in-person opportunities began to return. In 2021, Northrim employees gave more than 1,343 hours of their time, supporting a wide range of community activities and causes.

Our employees also serve in leadership roles with professional and nonprofit organizations, adding value by sharing their passion and expertise in the community. Our team gave presentations on government assistance programs and other financial topics, and we presented a virtual economic event for our customers and employees, as we were once again unable to hold our in-person event due to pandemic precautions.

*Our employees also serve in leadership roles with professional and nonprofit organizations, adding value by sharing their passion and expertise in the community.*

Facilitating the availability of affordable housing for Alaska families continued to be a priority for the Bank in 2021. We were honored to receive the Charles L. Edson Tax Credit Excellence Award from the Affordable Housing Tax Credit Coalition for our involvement in the Coronado Park II/Qintali View project, which provides safe, quality affordable housing to residents of Eagle River. We were pleased to work with project partners Cook Inlet Housing Authority, R4 Capital, The Rasmuson Foundation and the Federal Home Loan Bank of Des Moines on this important effort.



# + Environmental, Social and Governance

In 2021, Northrim began work on our initial environmental, social and governance (ESG) report, which was published on the Bank's website in the first quarter of 2022. We believe we have built a strong foundation in these areas, as they have been integral to Northrim throughout our history.

The ESG report highlights our hard work and achievements in areas including energy efficiency; diversity, equity and inclusion; workplace flexibility; employee training, health and wellness; volunteerism and giving; support of small businesses and low- and moderate-income communities; and compliance, management and marketing. We look forward to continually enhancing these practices for the benefit of the customers and communities we serve.



## + Talent and Teamwork

Northrim Bank is a collection of our people, and our success is the result of their dedication and effort. Throughout our history, we have been successful in attracting the right people with the right expertise and the right attitude.

In 2021, our people demonstrated their ability to work together as a team to care for our customers and the community, while adjusting to a changing environment, to produce a year of strong growth and profitability.

We feel pride in seeing employees from different departments throughout the Bank collaborating and taking on new roles to provide services that, in many cases, were essential for customers to remain in business. Our employees understand the importance of their work to our customers and community, and this sense of purpose drives them to put forth their best effort every day.

In line with our Vision to be Alaska's Employer of Choice, we are purposeful in supporting our employees, so they can remain highly focused on our customers. In 2021, we created the foundations for an employee development program with the goal of building the next generation of Bank leaders internally. We also continue to promote from within and recognize the growing expertise and capabilities of our employees.

*Our people demonstrated their ability to work together as a team to care for our customers and the community.*







## We Bank on Alaskans: American Mechanical

From designing and building state-of-the-art aircraft hangars at Fairbanks International Airport, to installing window walls at a 28-story apartment building in Waikiki, American Mechanical, Inc. and its family of companies play an important role in shaping Interior Alaska – and beyond.

Founded in 1982 by Dennis L. Michel, American Mechanical provides general contracting, design-build, and general building/facilities maintenance and repair to commercial and industrial customers throughout Alaska.

American-Bucher JV is a Fairbanks-based joint venture between American Mechanical and Bucher Glass that installs curtain/window walls, exterior metal and glass finish products in commercial and residential high-rise buildings in Hawaii.

Omni Logistics, Inc. is an aviation ground handling company at Fairbanks International Airport providing aircraft, security and passenger services for its airline partners, which range from small commuters, to commercial airlines and cargo aircraft.

Arctic Sands LLC is a real estate and equipment leasing company that services the family of companies’ capital expenditure needs.

As an Alaska Native, family-owned company with a long history and deep roots in the community, the Michels believe in the importance of giving back. This includes sponsoring a wide variety of youth organizations. They also strive to provide sustainable wages and steady employment for employees.

*“Being locally owned and operated means that every dollar of revenue that flows through our companies stays in the local community. We are proud of that,”* says Dennis L. Michel II, President of Omni Logistics.

The multi-faceted family of companies began working with Northrim in 2020, starting with a line of credit for American-Bucher JV and expanding into a full banking relationship, including assistance with a PPP loan.

*“Like a lot of companies during the pandemic, we applied for a PPP loan. American Mechanical had a very good experience with Northrim to get this done. Their expertise working with our CPA and the SBA to quickly process our PPP loan application and forgiveness was outstanding,”* remarks Karen Michel, Vice President of American Mechanical.

*“There are lots of opportunities for Interior Alaska coming down the pike,”* Dennis says. *“All of this is backed by our financial partner, Northrim Bank, that gives us the capacity to respond to these opportunities.”*

Scotty Watkins, Northrim Vice President – Commercial Lending Team Lead in Fairbanks, says it is an honor to work with the Michels and their group of companies.

*“The Michel family of companies have been a staple in our community over the past 40 years,”* he says. *“They have provided Interior Alaska with superior integrity and knowledge in the industries they support.”*



## + Shining in Superior Customer First Service

The changes and challenges resulting from the pandemic presented many opportunities for our employees to provide Superior Customer First Service. As an organization, we remained adaptable and made adjustments throughout the year in order to provide a consistently high level of service to our customers.

We focused on keeping our branches operational, our services accessible, and our employees and customers safe. This involved a combination of remote work, facilitated by our IT infrastructure, and CDC-approved health and safety measures that allowed our frontline employees to remain on-site. These efforts enabled our customers to access the support and services they needed, when they needed it, throughout the year.

Our employees were highly responsive to Paycheck Protection Program (PPP) applicants, critically reviewing the applications to maximize the assistance businesses could receive. Depending on a customer's circumstances, we identified other programs they might benefit from. We also assisted customers through the PPP forgiveness process, again helping them take advantage of the available support.

Beyond responsiveness, our employees were also proactive in reaching out to customers. From government assistance programs to growth opportunities, we explored and presented solutions tailored to customers' specific situations, then helped them navigate the process from start to finish. As appropriate, we worked with customers to restructure their debt and provide loan repayment accommodations.

---

*We focused on keeping our branches operational, our services accessible, and our employees and customers safe.*

---



## + Celebrating Customer First Service

Each year, we present our Customer First Service Awards to celebrate employees who embody Northrim's core value of Superior Customer First Service: demonstrating sincere appreciation for our customers, and building lasting customer relationships through professional, prompt and caring service.

We honor our 2021 Customer First Service Award recipients, and thank them and the many other members of the Northrim family for their dedication and genuine care for their jobs, their co-workers and the customers they serve.

**Daisy Arce**

Assistant Branch Manager,  
Sitka Financial Center

**Michele Bear**

Card Services Administrator,  
Electronic Banking



**Cindy Fields**

SVP, Internal Audit Director,  
Internal Audit

**Mary Ann Robinson**

Branch Supervisor,  
Wasilla Financial Center

**Julius Bustarde**

Operations Specialist,  
Electronic Banking

**Tori Brandon**

Data Analyst,  
Information Technology

## + Our Leadership Team

We grew our leadership team in 2021 through internal promotions and outside talent, adding strength and a diverse set of skills to the Bank. This team offers expertise and vision gained through decades of experience at Northrim and in the industry. With their combined talent, and the support of our employees, they led the Bank through a year of changes, challenges and opportunities to achieve our 2021 growth and profitability.

**Jed Ballard**  
EVP, Chief Financial  
Officer

**Mark Edwards**  
EVP, Chief Credit Officer  
& Bank Economist

**Mike Huston**  
EVP, Chief Lending  
Officer

**Amber Zins**  
EVP, Chief Administration  
Officer

**Benjamin Craig**  
EVP, Chief Information  
Officer

**Joe Schierhorn**  
Chairman, President  
and CEO

+ IN MEMORY +



Michael Martin, EVP — Chief Operating Officer, General Council and Corporate Secretary, passed away in November 2021. He had recently celebrated his 10-year anniversary at Northrim. Mike will be remembered for his deep commitment to the company and the meaningful relationships he formed throughout his career.

Mike was active in his community, having served as a past-president of Alaska Public Media and was currently on the board of the Anchorage Symphony Orchestra and president of the Alaska Bankers Association. In addition, he taught many courses at Alaska Pacific University, the University of Alaska Anchorage, Pacific Coast Banking School at the University of Washington and the American Institute of Banking.

To honor his legacy, the Bank created the Michael Martin Youth and Sport Development Endowment fund with a donation of \$100,000 to the Nordic Skiing Association of Anchorage (NSAA), administered by the Alaska Community Foundation. The donation will benefit NSAA's Junior Nordic program and will be used to ensure that NSAA is able to promote cross-country skiing as a health and wellness activity and is made available to children of low-income families and throughout diverse neighborhoods.

Mike was passionate about his work at the Bank and the many customers and colleagues that he worked with over the years. Northrim is grateful to him for his many years of dedicated service to the Bank and our community.

# + Senior Management



**TJ Alinen**  
SVP, Human Resources  
Director



**Audrey Amundson**  
SVP, Director of  
Accounting, Treasury &  
Financial Planning



**Katie Bates**  
SVP, Director of  
Business Applications  
& Digital Channels



**Ryan Caldwell**  
SVP, Systems &  
Network Manager



**Catherine Claxton**  
SVP, Real Estate  
Lending Manager



**Jason Criqui**  
SVP, Commercial  
Lending Manager



**Barb Ervin**  
SVP, Director of Core  
Applications



**Cindy Fields**  
SVP, Internal Audit  
Director



**Doug Frey**  
SVP, Security &  
Business Continuity  
Manager



**Latosha Frye**  
SVP, Corporate  
Accounting Manager



**Joe Gelione**  
SVP, Commercial Loan  
Unit Manager



**Carolyn Jennings**  
SVP, Retail Banking  
Director



**Josh King**  
SVP, Northrim Funding  
Services Division  
Manager



**Tammy Kosa**  
SVP, Regional Market  
Manager



**Doug Ladenburger**  
SVP, Director of  
Treasury Management  
Services



**Nate Olmstead**  
SVP, Data Analytics  
Manager



**Kari Skinner**  
SVP, Marketing &  
Communications  
Director



**Erick Stoeckle**  
SVP, Enterprise  
Architecture Manager



**Kevin Tillotson**  
SVP, Regional Market  
Manager



**Linda Uttech**  
SVP, Director of  
Facilities Operations



**Suzanne Whittle**  
SVP, Compliance  
Manager

## + Board of Directors



**Joe Schierhorn**  
Director since 2016



**Larry Cash**  
Director since 1995



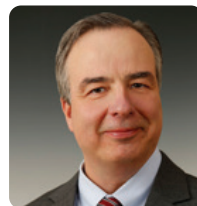
**Anthony Drabek**  
Director since 1991



**Karl Hanneman**  
Director since 2014



**David Karp**  
Director since 2015



**Joe Marushack**  
Director since 2021



**David McCambridge**  
Director since 2011  
Chairman, Audit  
Committee



**Krystal Nelson**  
Director since 2015  
Chairman,  
Compensation  
Committee



**Aaron Schutt**  
Director since 2018



**John Swalling**  
Director since 2002  
Lead Director, Chairman,  
Governance &  
Nominating Committee



**Linda Thomas**  
Director since 2014



**David Wight**  
Director since 2004

Our Board of Directors is composed of Alaska business leaders representing industries and communities across the state. We are grateful for their diverse perspectives and guidance as they add strength to our organization and help guide the direction and continued success of the Bank.

### Joe Schierhorn

Chairman, President, CEO and COO,  
Northrim BanCorp, Inc.  
Chairman, President and CEO, Northrim Bank

### Larry Cash

Founder and Chair, RIM Architects, LLC  
(President, 1986-2016)  
Executive Committee/Director, Anchorage Economic  
Development Corporation (Emeritus)  
Member/Manager of RIM Investments, LLC  
Board Trustee of Alaska Pacific University (Emeritus)

### Anthony Drabek

Director, Koniag, Inc., an Alaska Native Corporation,  
2019-2020; Secretary since 2021  
President and CEO, Natives of Kodiak, Inc.,  
an Alaska Native Corporation, 1989-2010  
Chairman, Koncor Forest Products Company,  
1986-2010 (President 2001-2010)

### Karl Hanneman

CEO and Director, International Tower Hill Mines Ltd.  
(COO 2015-2016, Alaska General Manager 2010-2015)  
Director, Fairbanks Chamber of Commerce, 2010-2020  
Director, Usibeli Coal Mine, Inc., since 2011  
Director, Sunshine Silver Mining & Refining Corp.,  
2018-2019  
Director, Gatos Silver, Inc., since 2020

### David Karp

SVP, Managing Director, Alaska Saltchuk, since 2019  
President and CEO, Northern Aviation Services, Inc.,  
2011-2018  
Director, Alaska Communications Systems, Inc.,  
2011-2021  
Community Advisory Board Chair, Alaska  
Communications Systems, Inc., since 2022  
Director, Anchorage Economic Development  
Corporation  
Director, Alaska Resource Education

### Joe Marushack

Board Member, Yellowstone Forever, since 2015  
President, ConocoPhillips Alaska, 2015-2021  
President, ConocoPhillips Asia, Pacific and Middle East,  
2012-2015  
President, ConocoPhillips Canada, 2010-2012  
President, ConocoPhillips Australia, 2007-2010

### David McCambridge

Audit Partner, KPMG LLP, 1978-2010  
Director and Treasurer, the Tanaka Foundation,  
1985-2015  
Director, Great Alaska Council Boy Scouts of America,  
1993-2012  
Director, Alaska Kidney Foundation, 1999-2020  
and President

### Krystal Nelson

EVP and COO, Bering Straits Native Corporation,  
since 2014  
SVP and COO, Ahtna Engineering Services, 2007-2014  
Recipient of the Alaska Top 40 under 40 Award, 2004

### Aaron Schutt

President and CEO, Doyon Limited, an Alaska Native  
Corporation, since 2011 (COO 2008-2011 and SVP  
2006-2011)  
Director, Akeela, Inc., since 2001 and Chair, since 2018  
Recipient of the William A. Egan Alaskan of the Year  
Award, 2021  
Member of the University of Alaska Fairbanks Advisory  
Board, since 2021  
Director, Alaska Native Heritage Center, 2012-2019  
Director, ANCSA Regional Association and Chair,  
since 2018  
Board of Managers for Doyon Utilities, LLC, since 2007

### John Swalling

Founder, Swalling & Associates, PCC, an accounting  
firm, 1991-2020  
Director of Swalling Construction Co., Inc.,  
1975-2018  
Ernst & Young LLP, Partner, 1984-1991  
Director and past Chairman, Providence Health &  
Services Alaska, 1998-2019  
Director and past Chairman, Visit Anchorage,  
1986-2019  
Director and Vice Chairman, CIVIC Ventures,  
2005-2019  
Director, Commonwealth North, 2002-2020

### Linda Thomas

CEO, VP and Director, Alaskan Brewing & Bottling Co.  
and its subsidiaries, since 2016 CFO 1994-1996,  
COO 1996-2016  
Member and Past President,  
Juneau Chamber of Commerce  
Co-Chair, Mayor's Task Force for Economic  
Stabilization Juneau, 2020  
Board Member, League of Women Voters, since 2021

### David Wight

President and CEO, Alyeska Pipeline Service Company,  
2000-2005, following a 41-year career with the  
Amoco Corporation, which became BP in 1999  
Director, Storm Cat Energy, 2006-2010  
Director, Alaska Gasline Development Corporation,  
since 2016  
Director, Commonwealth North  
Director, United Way of Anchorage  
Past Director and Chair of Providence Alaska and  
UAA Chancellor's Advisory Board

# + Northrim Bank Officers

## **Executive Vice Presidents**

Joseph Schierhorn, Chairman, President & Chief Executive Officer<sup>6</sup>  
Jed Ballard, Chief Financial Officer  
Benjamin Craig, Chief Information Officer<sup>2</sup>  
Mark Edwards, Chief Credit Officer & Bank Economist<sup>2</sup>  
Michael Huston, Chief Lending Officer  
Amber Zins, Chief Administrative Officer<sup>2</sup>

## **Senior Vice Presidents**

Thomas Alinen, Human Resources Director  
Audrey Amundson, Dir of Accounting, Treasury & Fncl Planning<sup>6</sup>  
Kathleen Bates, Dir of Bus Applications & Digital Channels<sup>4</sup>  
Ryan Caldwell, Systems & Network Manager<sup>1</sup>  
Catherine Claxton, Real Estate Lending Manager<sup>5</sup>  
Jason Criqui, Commercial Lending Manager<sup>1</sup>  
Barbara Ervin, Director of Core Applications<sup>2</sup>  
Cynthia Fields, Internal Audit Director  
Douglas Frey, Security & Business Continuity Manager<sup>1</sup>  
Latosha Frye, Corporate Accounting Manager<sup>3</sup>  
Joseph Gelione, Commercial Loan Unit Manager  
Carolyn Jennings, Retail Banking Director<sup>5</sup>  
Josh King, Division Manager<sup>2</sup>  
Tammy Kosa, Regional Market Manager I<sup>3</sup>  
Douglas Ladenburger, Director of Treasury Management Services  
Nathaniel Olmstead, Data Analytics Manager<sup>1</sup>  
Kari Skinner, Marketing & Communications Director  
Erick Stoeckle, Enterprise Architecture Manager<sup>1</sup>  
Kevin Tillotson, Regional Market Manager I  
Linda Uttech, Director of Facilities Operations<sup>1</sup>  
Suzanne Whittle, Compliance Manager<sup>4</sup>

## **Vice Presidents**

Lisa Adams, NFS Operations Manager<sup>2</sup>  
Mark Anderson, Loan Officer IV - Commercial  
Adam Baxter, Loan Officer V - Commercial<sup>1</sup>  
James Beasley, Electronic Banking Manager<sup>1</sup>  
Katherine Bender, Community & Public Relations Manager<sup>1</sup>  
Clark Bihag, Loan Officer IV - Commercial  
Timothy Breeden, Loan Officer IV - Commercial  
David Byrne, Loan Officer IV - Commercial  
Casey Campbell, Loan Officer IV - Commercial  
Sean Christian, Strategic & Planning Manager<sup>3</sup>  
John Damjanovich, Loan Officer V - Commercial Real Estate  
Anita DeVore, Regional Sales & Service Manager<sup>4</sup>  
Michael Dye, Lending Branch Manager II  
Cynthia El-Khoury Hanna, Loan Administrative Manager  
Kimberly Farrell Brewington, Treasury Management Consultant<sup>4</sup>  
Jyah Gitomer, Call Center Manager<sup>1</sup>  
Allen Hippler, Lending Team Lead<sup>1</sup>  
Jaime Kissner, Loan Officer IV - Commercial  
Jeanine Lillo, Controller<sup>3</sup>  
Kelly Lykins-Longlet, Risk Manager<sup>3</sup>  
Steven Manley, Loan Officer IV - Commercial  
Kathleen Martin, Loan Officer V - Construction<sup>4</sup>  
Kelly McCormack, Credit Analyst Team Lead<sup>3</sup>  
Gerlie Monta-Guevarra, Branch Manager II<sup>1</sup>  
Loren Olsen, Lending Branch Manager I  
Darci Ornellas, Regional Sales & Consumer Lending Manager<sup>5</sup>  
Aili Peyton-Jalbert, Treasury Management Consultant  
Nicole Pintsch, Controller of Financial Reporting<sup>2</sup>  
Phillip Reid, Loan Officer V - Commercial  
James Richards, Bus Development Offr Relationship Manager II<sup>1</sup>  
Jeffrey Sanford, Loan Officer IV - Commercial  
Davina Simmons Napier, Consumer Lending Manager  
William Simpson, Collections Supervisor<sup>2</sup>  
Susan Stenstrom, Corporate Secretary<sup>2</sup>  
James Stewart, Loan Officer V - Commercial Real Estate  
Mildred Sy, Special Credits & Loan Servicing Manager<sup>2</sup>  
Joann Thayer, Treasury Management Consultant<sup>3</sup>  
Jonathan Tibbs, Loan Officer V - Commercial  
Bruce Tretzen, NFS Relationship Manager<sup>1</sup>  
Scotty Watkins, Lending Team Lead  
Lynn Wolfe, Loan Operations Manager<sup>6</sup>





### **Assistant Vice Presidents**

Lindsay Atkins, Branch Manager I<sup>1</sup>  
 Aracelis Bell, Nrim Investment Services Relationship Banker<sup>3</sup>  
 Erika Bills, Business Banker III<sup>5</sup>  
 Angela Bradford, Community Development & Ln Compliance Manager<sup>1</sup>  
 Christopher Chambos, Retail & Investment Services Manager<sup>2</sup>  
 Rena Dalman, Treasury Management Business Banker II  
 Kristi Dent, Consumer Lender III  
 Paul Dombroski, Loan Officer III - Commercial  
 Seane English, Credit Administration Operations Manager<sup>1</sup>  
 Erin Gage, Retail Banking Operations Manager<sup>4</sup>  
 Melissa Galloway, Loan Officer III - Commercial  
 Lawrence Gluck, Loan QA Officer<sup>1</sup>  
 Eric Hamilton, Loan Officer IV - Commercial Real Estate  
 Maia Hernandez, Branch Manager II<sup>1</sup>  
 Dawn Hoxie, Branch Manager II<sup>5</sup>  
 Eileen Kehoe, Mortgage Servicing Manager  
 James Larson, Special Credits Officer II  
 Terre Lefebvre, Treasury Merchant Relationship Manager<sup>3</sup>  
 Brian Leonard, Branch Manager II<sup>2</sup>  
 Katreena Little, Branch Manager I<sup>2</sup>  
 Yana Millette, Electronic Banking Operations Manager<sup>1</sup>  
 Jill Milham, Retail Banking Operations Assistant Manager<sup>2</sup>  
 Joseph Moran, Loan Officer III – Construction<sup>1</sup>  
 Bessie Paraoan, Special Credits Officer I<sup>3</sup>  
 Rick Pinkerton, Loan Review Officer<sup>3</sup>  
 Kelly Reynolds, Security Manager<sup>3</sup>  
 Blake Rod, Branch Manager I  
 Teresa Saaiman, Branch Manager I<sup>1</sup>  
 Judith Schnese, Audit Manager<sup>2</sup>  
 Benjamin Schulman, Loan Officer III – Commercial<sup>2</sup>  
 Micah Scott, BSA & Deposit Comp Manager<sup>3</sup>  
 Delores Siah, Branch Manager II<sup>1</sup>  
 Sathiane Sikeo, Branch Manager I  
 Rodlynn Smallwood, Operations Support Manager<sup>4</sup>  
 Diana Soliday, Branch Manager II<sup>3</sup>  
 Kathleen Stilwell, Card Services Manager  
 Maureen Swartwood, Branch Manager II  
 Reynold Udarbe, Branch Manager I<sup>2</sup>  
 Tammi Whistler, Loan Administrative Officer<sup>1</sup>

### **Officers**

Kevin Anderson, Corporate Training Manager  
 Daisy Arce, Assistant Branch Manager I<sup>1</sup>  
 Johnico Bashford-Blumer, Assistant Branch Manager I  
 Deborah Bolton, Assistant Branch Manager II<sup>2</sup>  
 Maricel Bratcher, Assistant Branch Manager I<sup>4</sup>  
 Milagros Castiglione, Business Banker I<sup>3</sup>  
 Cindy Cheely, Business Banker II<sup>4</sup>  
 Christina Clayton, Assistant Branch Manager II<sup>1</sup>  
 Paula Duracinski, Facilities Manager<sup>4</sup>  
 Astrid Erdman, Treasury Management Business Banker I  
 Donna Fountain, Call Center Assistant Manager<sup>3</sup>  
 Mary Fox, Special Credits Officer I<sup>3</sup>  
 Jay Gilling, Security Officer<sup>1</sup>  
 Heidi Hurben, Assistant Branch Manager II  
 Brigitte Lampert, Assistant Branch Manager I<sup>2</sup>  
 Christina Lawrence, Assistant Branch Manager II<sup>4</sup>  
 Stephanie Love, Marketing & Sales Manager<sup>1</sup>  
 Michelle Lozano, Special Credits Associate Officer<sup>3</sup>  
 Lloyd Malpaya, Assistant Branch Manager I  
 Amanda Maly, Consumer Lender II  
 Neddie Manabat, Assistant Branch Manager II<sup>1</sup>  
 Nicole Mariman, Operations Support Assistant Manager<sup>4</sup>  
 Sarah Maycock, Electronic Banking Support Manager  
 Chellaney Middlemas, Assistant Branch Manager I  
 Fejie Monta-Carandang, Assistant Branch Manager I<sup>1</sup>  
 Pamela Oberts, Assistant Branch Manager II  
 Criselda Parrocha, Business Banker I<sup>4</sup>  
 Ruth Regan, Assistant Branch Manager I  
 William Ringo, Assistant Branch Manager I  
 Kiersten Russell, Loan Officer II – Commercial<sup>1</sup>  
 Dagmar Sanchez, Senior Training Specialist<sup>5</sup>  
 Jodie Stone, Assistant Branch Manager I  
 Edwin Strupulis, Assistant Branch Manager I  
 Deatrice Swazer, Senior Real Estate Valuation Officer<sup>3</sup>  
 Elias Wilterding, Credit Administration Officer<sup>1</sup>  
 Rosemarie Yadao, Assistant Branch Manager I<sup>1</sup>

AVP and above as of 2/2/2022:

1 ≥ Five-year employee | 2 ≥ Ten-year employee | 3 ≥ Fifteen-year employee | 4 ≥ Twenty-year employee  
 5 ≥ Twenty-five-year employee | 6 ≥ Thirty-year employee



## + Mission

**To Be Alaska's Most Trusted Financial Institution**

We are committed to adding value for our customers, communities and shareholders.

## + Vision

**To Be Alaska's Premier Bank And Employer Of Choice**

We will be a leader in financial expertise, products and services, focused on continuous improvement and market growth.

## + Values

### **Proud To Be Alaskan**

We are Alaskan managed. We embody Alaska's frontier spirit and values, and strongly support our communities.

### **Superior Customer First Service**

We have a sincere appreciation for our customers. We want to build lasting customer relationships through professional, prompt and caring service.

### **Growth**

We look for growth opportunities for our customers, our institution and our employees. We strive to be better, personally and professionally.

### **Integrity**

We are trustworthy, reliable and ethical, and provide our customers with secure, confidential services. We do what is right.

# We Are

### **Engaged**

We achieve more because we are dynamic, proactive and innovative.

### **Accountable**

We take personal responsibility. We do what we say we will do.

### **Aligned**

We value alignment within teams and across departments. Together we are stronger.

# + Information & Addresses

## Annual Meeting:

May 26, 2022  
Virtual Meeting

## Stock Symbol:

Northrim BanCorp, Inc. (NASDAQ: NRIM)

## Auditor:

Moss Adams LLP

## Transfer Agent & Registrar:

American Stock Transfer & Trust Company LLC  
(800) 937-5449, info@amstock.com

## Legal Counsel:

Davis Wright Tremaine LLP  
Accretive Legal, PLLC

## Investor Information:

For stock information and SEC filings, copies of earnings and dividend releases, click on “Investor Relations” section at northrim.com

## Investor Requests:

Call our Corporate Secretary at (907) 562-0062 or write Corporate Secretary, Northrim Bank  
PO Box 241489, Anchorage, AK 99524-1489



This report has not been approved or disapproved for accuracy or adequacy by the Federal Deposit Insurance Corporation, Federal Reserve Bank, Securities and Exchange Commission, or any other regulatory authority.

An Equal Opportunity and Affirmative Action Employer. Qualified applicants and employees receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, age, national origin, physical or mental disability, protected veteran status, pregnancy, parenthood, marital status, changes in marital status, genetic information or any other status protected by federal, state or local law.

### Cautionary Note Regarding Forward-Looking Statements

This report contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, as amended, which are not historical facts. These forward-looking statements are, in effect, management’s attempt to predict future events, and thus are subject to various risks and uncertainties. Readers should not place undue reliance

on forward- looking statements, which reflect management’s views only as of the date hereof. When used herein, the words “anticipate,” “believe,” “estimate,” “expect,” and “intend” and words or phrases of similar meaning are intended to help identify forward-looking statements. Although we believe that management’s expectations as reflected in forward- looking statements are reasonable, we cannot assure readers that those expectations will prove to be correct as forward- looking statements are subject to various risks and uncertainties that may cause our actual results to differ materially and adversely from our expectations as indicated in the forward-looking statements. Many of these risks, as well as other risks that may have a material adverse impact on our operations and business, are identified in our filings with the Securities and Exchange Commission. Forward-looking statements contained herein are made only as of the date of this report, and Northrim does not undertake any obligation to release revisions to these forward- looking statements to reflect events or conditions after the date of this report.

## Financial Snapshot Endnotes:

- 1 These unaudited schedules provide selected financial information concerning the Company that should be read in conjunction with Item 7 “Management’s Discussion and Analysis of Financial Condition and Results of Operations” of this report.
- 2 Tangible book value per share is a non-GAAP ratio defined as shareholders’ equity, less intangible assets, divided by common shares outstanding. Management believes that tangible book value is a useful measurement of the value of the Company’s equity because it excludes the effect of intangible assets on the Company’s equity.
- 3 Tangible common equity to tangible assets is a non-GAAP ratio that represents total equity less goodwill and intangible assets divided by total assets less goodwill and intangible assets. Management believes this ratio is important as it has received more attention over the past several years from stock analysts and regulators. The most comparable GAAP measure of shareholders’ equity to total assets is calculated by dividing total shareholders’ equity by total assets.
- 4 Tax-equivalent net interest margin is a non-GAAP performance measurement in which interest income on non-taxable investments and loans is presented on a tax-equivalent basis using a combined federal and state statutory rate of 28.43% in 2018 through 2021 and 41.11% in all other years presented. Management believes that tax-equivalent net interest margin is a useful financial measure because it enables investors to evaluate net interest margin excluding tax expense in order to monitor our effectiveness in growing higher interest yielding assets and managing our costs of interest bearing liabilities over time on a fully tax equivalent basis.
- 5 In managing our business, we review the efficiency ratio exclusive of intangible asset amortization, which is a non-GAAP performance measurement. Management believes that this is a useful financial measurement because we believe this presentation provides investors with a more accurate picture of our operating efficiency. The efficiency ratio is calculated by dividing other operating expense, exclusive of intangible asset amortization, by the sum of net interest income and other operating income. Other companies may define or calculate this data differently.
- 6 The Company’s 2017 results included the impact of the enactment of the Tax Cuts and Jobs Act, which was signed into law on December 22, 2017. The law includes significant changes to the U.S. corporate tax system, including a Federal corporate rate reduction from 35% to 21%. In 2017, the Company applied the newly enacted corporate federal income tax rate of 21%, reducing the value of the Company’s net deferred tax asset, resulting in approximately a \$2.7 million increase in tax expense. In 2018, the Company finalized changes related to the reduction in the federal tax rate which resulted in a \$470,000 reduction in tax expense.
- 7 Number of banking offices does not include RML locations. 2021 number of banking offices includes 17 full service branches and 1 loan production office. 2020 number of banking offices includes 16 full service branches and 1 loan production office. 2018 number of banking offices include 15 full service branches and 1 loan production office.
- 8 FTE includes 321, 312, 311, 320, 314, and 321 Community Banking employees in 2021, 2020, 2019, 2018, 2017 and 2016, respectively. FTE includes 130, 126, 120, 110, 115, and 130 Home Mortgage Lending employees in 2021, 2020, 2019, 2018, 2017 and 2016, respectively.





## Anchorage

---

### Northrim Headquarters

PO Box 241489  
Anchorage, AK 99524  
(907) 562-0062  
(800) 478-2265 outside Anchorage  
[northrim.com](http://northrim.com)

### Eastside Community Branch

7905 Creekside Center Drive, Suite 100

### Huffman Branch

1501 E. Huffman Road

### Jewel Lake Branch

4000 W. Dimond Blvd., Suite 2

### Lake Otis Community Branch

2270 E. 37th Avenue

### Midtown Financial Center

3111 C Street

### Seventh Avenue Branch

517 W. 7th Avenue, Suite 300

### Southside Financial Center

8730 Old Seward Highway

### West Anchorage Branch

2709 Spenard Road

## Eagle River

---

### Eagle River Branch

12812 Old Glenn Highway, Suite C-3

## Fairbanks

---

### Fairbanks Financial Center

360 Merhar Avenue  
(907) 455-1111

### Fairbanks West Community Branch

3637 Airport Way  
(907) 452-5965

## Juneau

---

### Juneau Financial Center

2094 Jordan Avenue  
(907) 790-5168

### Juneau Downtown Branch

301 N. Franklin Street  
(907) 586-1010

## Ketchikan

---

### Ketchikan Financial Center

2491 Tongass Avenue  
(907) 225-4545

## Kodiak

---

### Kodiak Loan Production Office

2011 Mill Bay Road  
(907) 481-1020

## Sitka

---

### Sitka Financial Center

315 Lincoln Street, Suite 206  
(907) 747-6252

## Soldotna

---

### Soldotna Financial Center

44384 Sterling Highway, Suite 101  
(907) 260-7669

## Wasilla

---

### Wasilla Financial Center

850 E. USA Circle, Suite A  
(907) 376-0357

## Bellevue, Washington

---

### Northrim Funding Services

170 120th Ave. NE, Suite 202  
PO Box 50245  
Bellevue, WA 98015  
(425) 453-1105

## Home Mortgage Lending

---

### Residential Mortgage, LLC

#### Headquarters

100 Calais Drive  
Anchorage, AK 99503  
(907) 222-8800

[residentialmtg.com](http://residentialmtg.com)

10 locations statewide

## Affiliated Companies

---

### Northrim Investment Services

3111 C Street  
Anchorage, AK 99503  
(907) 562-0062

### Pacific Portfolio Consulting, LLC and Pacific Portfolio Trust Company

Columbia Center  
701 5th Ave., Suite 6850  
Seattle, WA 98104  
(206) 623-6641

[pacific-portfolio.com](http://pacific-portfolio.com)