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Q1 '15: Executing on all Cylinders



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Downtown Ann Arbor

125 S. Fifth Ave. Ann Arbor, MI 48104 (734) 662-1600

Downtown Saline

179 East Michigan Ave Saline, MI 48176 (734) 470-5001

Downtown Ypsilanti

7 W. Michigan Ave. Ypsilanti, MI 48197 (734) 485-9400

Ellsworth Rd. & Airport Blvd.

801 W. Ellsworth Rd. Ann Arbor, MI 48108 (734) 669-8900

Plymouth

1333 W. Ann Arbor Rd. Plymouth, MI 48170 (734) 455-1511

Stadium & Liberty

2204 W. Stadium Blvd. Ann Arbor, MI 48103 (734) 822-1900

Traver Village Shopping Center

2601 Plymouth Rd. Ann Arbor, MI 48105 (734) 662-3800

Arbor Bancorp, Inc.
Statement of Condition, March 31, 2015

Greetings fellow shareholders: April 2015

On behalf of all my colleagues, the World's Best Bankers, it is with great pleasure to share with you the continued strong results in the first quarter of 2015. The growth in earnings and our balance sheet is a tremendous compliment to every employee and every department of the bank executing on all cylinders as we continue to fight through a difficult regulatory environment and a declining interest margin which finished the quarter at 3.55%, down 17 basis points year over year. While we expect margin pressures for the remainder of the year, we also anticipate growth in our net interest income due to the robust growth in our commercial loan and leasing portfolios which are up 10% and 156%, respectively.

We finished the quarter at nearly \$3.3 million in earnings which was 18% higher than last year's record earning level. Our growth in earnings is attributed to the growth in our balance sheet which crossed the \$1.1 billion mark at quarter end, the 15% growth in our total loans outstanding, and the robust growth in our non-interest income. Kudos to our mortgage department which delivered one of the strongest quarters in our history as mortgage origination and application fee income approached \$550,000, up 131% from first quarter 2014 levels. While revenue growth is a challenge for many banks in this interest rate environment, we have successfully grown revenue by over \$1.2 million or 11% year over year.

The notable results of the bank are a reflection of the highly skilled, exceptional expertise, and strong customer service orientation of our team. We have a team that loves to win and continue to reach for higher and better results. This winning atmosphere also allows us to attract new, best of the best, colleagues. We recently added Tim Gretkierewicz who has been a lender and in numerous high level leadership positions in the Ann Arbor market for over 20 years. Joining Tim as new colleagues on the commercial banking team are Dave Guenther and Mike Chatas who had been lenders with another local community bank that was sold to a larger regional bank in 2014. We also welcomed Denise Staffeld who brings a wealth of mortgage lending experience and will oversee our mortgage lending efforts in our Plymouth branch. With the strategic addition of new colleagues like Tim, Mike, Dave, and Denise to our remarkably talented team, we believe the prospects for continued high quality growth is very good.

To you, our valued shareholders, I wanted to say thank you for all that you do to help us be successful.

Sincerely,

Timothy G. Marshall President and CEO

ARBOR BANCORP, INC.

Balance Sheet (000's omitted)	As of March 31 2015 2014	
Assets:	d 10.000	# 10.0E0
Cash	\$ 16,699	\$ 16,359
Overnight Investments	170,370	119,648
Investments	146,640	158,068
Loans: Commercial	EEO 040	500,058
	552,349 61,324	23,943
Leases Residential Mortgages	80,334	23,943 79,695
Mortgages held for resale	6,971	1,538
<u>Installment</u>	37,227	34,732
Total loans	738,205	639,966
Allowance for loan loss	(12,803)	(11,563)
Interest receivable	1,949	1,897
Bank Owned Life Insurance	14,420	13,986
Other Real Estate Owned	521	1,466
Other assets	13,357	12,190
Bank premises and equip.	13,852	12,324
Total Assets	\$ 1,103,210	\$ 964,341
Liabilities and Capital:		
Deposits		
Demand	\$ 272,382	\$ 212,391
NOW	76,724	60,835
Smart One	167,709	138,832
Money market savings	268,933	244,545
Savings	51,841	45,193
CDs < \$100,000	31,930	37,038
CDs > \$100,000	83,211	93,362
Total deposits	952,730	832,196
Federal Home Loan Bank advances	887	1,048
Repurchase agreements	52,406	49,067
Other debt	-	756
Interest payable	163	178
Other liabilities	13,401	10,452
Trust Preferred Securities	5,000	5,000
Retained earnings	72,078	61,096
Unrealized gain/(loss) on		
securities held for sale	2,073	128
Common stock	4,472	4,420
Total Capital	78,623	65,644
Total Liabilities and Capital	¢ 1 103 210	¢ 064 341

Total Liabilities and Capital \$1,103,210 \$964,341

Income Statement			
(000's omitted) F	or three months ended		
	3/31/15	3/31/14	
Interest income:			
Loans	\$ 8,449	\$ 7,750	
Overnight Investments	114	87	
Investments	796	921	
Loans fees	487	421	
Total income and fees	9,846	9,179	
Interest expense:			
NOW	28	24	
Smart One	72	63	
Money market savings	110	95	
Savings	23	27	
CD's < \$100,000	44	64	
CD's > \$100,000	92	116	
Repurchase agreements	43	40	
Other borrowed money	51	62	
Total interest expense	463	491	
Net interest income	9,383	8,688	
Provision for loan losses	478	399	
Net interest income after	170		
provision for loan losses	8,905	8,289	
Other income:			
Service charges	102	111	
Mortgage origination	443	170	
Trust income	1,121	1,032	
Gain (loss) on sale of secu	ırities -	14	
Miscellaneous income	757	588	
Total other income	2,423	1,915	
Operating expenses:			
Salaries and benefits	4,629	4,295	
Marketing and bus.			
development	266	183	
Building and equipment	t 716	628	
Contracted services	637	591	
FDIC expense	138	128	
Other expenses	336	547	
Total operating expenses	6,722	6,372	
Net income before tax	4,606	3,832	
Federal income tax	1,338	1,066	
Net Income	\$ 3,268	\$ 2,766	
Earnings per Share	\$ 3.67	\$ 3.15	