

FIRST RELIANCE BANCSHARES INC  
Form 10QSB  
May 14, 2004  
Table of Contents

---

**SECURITIES AND EXCHANGE COMMISSION**

WASHINGTON, D.C.

---

**FORM 10-QSB**

---

(Mark One)

**QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the Quarterly Period Ended March 31, 2004

OR

**TRANSITION REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the Transition Period from \_\_\_\_\_ to \_\_\_\_\_

Commission File Number 000-49757

---

**FIRST RELIANCE BANCSHARES, INC.**

(Exact name of small business issuer as specified in its charter)

---

Edgar Filing: FIRST RELIANCE BANCSHARES INC - Form 10QSB

**South Carolina**  
(State or other jurisdiction of  
incorporation or organization)

**80-0030931**  
(I.R.S. Employer  
Identification No.)

**2170 West Palmetto Street**  
**Florence, South Carolina 29501**

(Address of principal executive  
offices, including zip code)

**(843) 662-8802**

(Issuer's telephone number, including area code)

---

State the number of shares outstanding of each of the issuer's classes of common equity as of the latest practicable date:

**2,494,560 shares of common stock, par value \$0.01 per share, as of April 30, 2004**

Transitional Small Business Disclosure Format (Check one): Yes  No

---

**Table of Contents**

**FIRST RELIANCE BANCSHARES, INC.**

**INDEX**

	<b><u>Page No.</u></b>
<b><u>PART I. FINANCIAL INFORMATION</u></b>	
Item 1. Financial Statements (Unaudited)	
<u>Condensed Consolidated Balance Sheets - March 31, 2004 and December 31, 2003</u>	3
<u>Condensed Consolidated Statements of Income - Three months ended March 31, 2004 and 2003</u>	4
<u>Condensed Consolidated Statements of Shareholders' Equity and Comprehensive Income - Three months ended March 31, 2004 and 2003</u>	5
<u>Condensed Consolidated Statements of Cash Flows - Three months ended March 31, 2004 and 2003</u>	6
<u>Notes to Condensed Consolidated Financial Statements</u>	7-9
Item 2. <u>Management's Discussion and Analysis or Plan of Operation</u>	10-16
Item 3. <u>Controls and Procedures</u>	16
<b><u>PART II. OTHER INFORMATION</u></b>	
Item 1. <u>Legal Proceedings</u>	17
Item 2. <u>Changes in Securities and Use of Proceeds</u>	17
Item 3. <u>Defaults Upon Senior Securities</u>	17
Item 4. <u>Submission of Matters to a Vote of Securities Holders</u>	17
Item 5. <u>Other Information</u>	17
Item 6. <u>Exhibits and Reports on Form 8-K</u>	
(a) <u>Exhibits</u>	18
(b) <u>Reports on Form 8-K</u>	19

**Table of Contents****FIRST RELIANCE BANCSHARES, INC.****Condensed Consolidated Balance Sheets**

	<b>March 31,</b>	<b>December 31,</b>
	<b>2004</b>	<b>2003</b>
	<b>(Unaudited)</b>	<b>(Audited)</b>
<b>Assets</b>		
Cash and cash equivalents:		
Cash and due from banks	\$ 2,966,418	\$ 4,693,102
Federal funds sold	1,499,000	100,000
<b>Total cash and cash equivalents</b>	<b>4,465,418</b>	<b>4,793,102</b>
Securities available-for-sale	26,558,428	27,688,992
Nonmarketable equity securities	1,120,000	1,055,000
<b>Total investment securities</b>	<b>27,678,428</b>	<b>28,743,992</b>
Loans held for sale	1,734,244	971,627
Loans receivable	151,165,366	139,389,064
Less allowance for loan losses	(1,781,804)	(1,752,282)
<b>Loans, net</b>	<b>149,383,562</b>	<b>137,636,782</b>
Premises and equipment, net	5,805,962	5,796,819
Accrued interest receivable	832,243	949,663
Other real estate owned	366,002	279,393
Other assets	4,342,843	1,192,505
<b>Total assets</b>	<b>\$ 194,608,702</b>	<b>\$ 180,363,883</b>
<b>Liabilities and Shareholders Equity</b>		
<b>Liabilities</b>		
<b>Deposits</b>		
Noninterest-bearing transaction accounts	\$ 20,310,063	\$ 19,084,520
Interest-bearing transaction accounts	16,150,105	15,866,254
Savings	19,700,954	18,217,378
Time deposits \$100,000 and over	64,272,328	54,364,004
Other time deposits	32,047,713	31,882,795
<b>Total deposits</b>	<b>152,481,163</b>	<b>139,414,951</b>
Securities sold under agreement to repurchase	2,244,760	2,363,570
Federal funds purchased		1,043,000
Advances from Federal Home Loan Bank	20,400,000	19,100,000
Accrued interest payable	530,820	442,233
Other liabilities	479,931	297,490

Edgar Filing: FIRST RELIANCE BANCSHARES INC - Form 10QSB

Total liabilities	176,136,674	162,661,244
<b>Shareholders Equity</b>		
Common stock, \$0.01 par value; 5,000,000 shares authorized, 2,494,560 shares and 2,466,660 shares issued and outstanding at March 31, 2004 and December 31, 2003, respectively	24,946	24,667
Capital Surplus	15,371,677	15,106,070
Retained earnings	2,646,776	2,325,602
Accumulated other comprehensive income	428,629	246,300
Total shareholders equity	18,472,028	17,702,639
Total liabilities and shareholders equity	<b>\$ 194,608,702</b>	<b>\$ 180,363,883</b>

See notes to condensed consolidated financial statements.

**Table of Contents****FIRST RELIANCE BANCSHARES, INC.****Condensed Consolidated Statements of Income****(Unaudited)**

	<b>Three Months Ended</b>	
	<b>March 31,</b>	
	<b>2004</b>	<b>2003</b>
<b>Interest income</b>		
Loans, including fees	\$ 2,356,597	\$ 1,601,233
Investment securities		
Taxable	190,413	143,374
Nontaxable	101,147	97,016
Federal funds sold and other	1,395	9,197
<b>Total</b>	<b>2,649,552</b>	<b>1,850,820</b>
<b>Interest expense</b>		
Time deposits \$100,000 and over	336,876	166,325
Other deposits	314,821	346,044
Advances from Federal Home Loan Bank	117,958	39,421
Federal funds purchased and securities sold under agreements to repurchase	5,188	3,202
<b>Total</b>	<b>774,843</b>	<b>554,992</b>
<b>Net interest income</b>	<b>1,874,709</b>	<b>1,295,828</b>
Provision for loan losses	109,928	65,000
<b>Net interest income after provision for loan losses</b>	<b>1,764,781</b>	<b>1,230,828</b>
<b>Noninterest income</b>		
Residential mortgage origination fees	99,005	204,878
Service charges on deposit accounts	248,387	216,519
Securities and insurance brokerage commissions	30,297	11,574
Credit life insurance commissions	22,879	15,038
Other charges, commissions and fees	90,374	48,558
<b>Total</b>	<b>490,942</b>	<b>496,567</b>
<b>Noninterest expenses</b>		
Salaries and benefits	1,071,596	743,660
Occupancy expense	76,857	43,693
Furniture and equipment expense	143,488	51,547
Other operating expenses	503,361	458,652

Edgar Filing: FIRST RELIANCE BANCSHARES INC - Form 10QSB

Total	1,795,302	1,297,552
	<u>                    </u>	<u>                    </u>
<b>Income before taxes</b>	460,421	429,843
Income tax provision	139,247	124,107
	<u>                    </u>	<u>                    </u>
<b>Net income</b>	<b>\$ 321,174</b>	<b>\$ 305,736</b>
	<u>                    </u>	<u>                    </u>
Basic earnings per share	\$ .13	\$ .21
Diluted earnings per share	\$ .13	\$ .20

See notes to condensed consolidated financial statements.

Table of Contents

## FIRST RELIANCE BANCSHARES, INC.

## Condensed Consolidated Statements of Shareholders Equity and Comprehensive Income

For the Three Months Ended March 31, 2004 and 2003

(Unaudited)

	Common Stock		Capital surplus	Retained earnings	Accumulated other comprehensive income	Total
	Shares	Amount				
<b>Balance, December 31, 2002</b>	1,448,830	\$ 11,488	\$ 7,091,562	\$ 1,309,803	\$ 228,325	\$ 8,644,178
Net income				305,736		305,736
Other comprehensive loss, net of tax benefit of \$77,959					(151,333)	(151,333)
Comprehensive income						154,403
Stock issuance costs			(86,653)			(85,653)
Exercise of stock options	10,000	100	49,900			50,000
<b>Balance, March 31, 2003</b>	<b>1,458,830</b>	<b>\$ 14,588</b>	<b>\$ 7,054,809</b>	<b>\$ 1,615,539</b>	<b>\$ 76,992</b>	<b>\$ 8,761,928</b>
<b>Balance, December 31, 2002</b>	2,466,660	24,667	15,106,070	2,325,602	246,300	17,702,639
Net income				321,174		321,174
Other comprehensive income, net of tax expense of \$93,926					182,329	182,329
Comprehensive income						503,503
Issuance of stock	27,900	279	265,607			265,886
<b>Balance, March 31, 2004</b>	<b>2,494,560</b>	<b>\$ 24,946</b>	<b>\$ 15,371,677</b>	<b>\$ 2,646,776</b>	<b>\$ 428,629</b>	<b>\$ 18,472,028</b>

See notes to condensed consolidated financial statements



**Table of Contents****FIRST RELIANCE BANCSHARES, INC.****Condensed Consolidated Statements of Cash Flows****(Unaudited)**

	<b>Three Months Ended</b>	
	<b>March 31,</b>	
	<b>2004</b>	<b>2003</b>
<b>Cash flows from operating activities:</b>		
Net income	\$ 321,174	\$ 305,736
Adjustments to reconcile net income to net cash provided by operating activities:		
Provision for loan losses	(49,908)	65,000
Depreciation and amortization expense	130,460	59,726
Discount accretion and premium amortization	27,314	42,547
Deferred income tax provision	(205,772)	3,058
Decrease in interest receivable	117,420	68,438
Increase in interest payable	88,587	57,016
Disbursements for loans held for sale	(5,076,584)	(7,093,646)
Proceeds from loans held for sale	4,313,967	7,085,997
Decrease (increase) in other assets	(2,961,810)	116,937
Increase (decrease) in other liabilities	88,515	(91,821)
	<u>(3,206,637)</u>	<u>618,988</u>
<b>Net cash provided by operating activities</b>	<b>(3,206,637)</b>	<b>618,988</b>
<b>Cash flows from investing activities:</b>		
Net increase in loans made to customers	(11,783,481)	(7,367,492)
Maturities of securities available-for-sale	1,379,505	1,273,460
Purchase of Federal Home Loan Bank stock	(65,000)	(120,200)
Purchases of premises and equipment	(122,359)	(1,253,014)
	<u>(10,591,335)</u>	<u>(7,467,246)</u>
<b>Net cash used by investing activities</b>	<b>(10,591,335)</b>	<b>(7,467,246)</b>
<b>Cash flows from financing activities:</b>		
Net increase in demand deposits, interest-bearing transaction accounts and savings accounts	2,992,970	2,399,277
Net increase (decrease) in certificates of deposit and other time deposits	10,073,242	(686,153)
Net increase (decrease) in securities sold under agreements to repurchase	(118,810)	1,443,852
Advances from the Federal Home Loan Bank	1,300,000	
Federal funds purchased	(1,043,000)	
Proceeds from the exercise of stock options		(36,652)
Proceeds from issuance of stock	265,886	
	<u>13,470,288</u>	<u>3,120,324</u>
<b>Net cash provided by financing activities</b>	<b>13,470,288</b>	<b>3,120,324</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>(327,684)</b>	<b>(3,727,934)</b>
<b>Cash and cash equivalents, beginning</b>	<b>4,793,102</b>	<b>6,645,927</b>

Edgar Filing: FIRST RELIANCE BANCSHARES INC - Form 10QSB

<b>Cash and cash equivalents, end</b>	<b>\$ 4,465,418</b>	<b>\$ 2,917,993</b>
<b>Cash paid during the period for:</b>		
Income taxes	\$ 90,136	\$
Interest	\$ 686,256	\$ 497,976

See notes to condensed consolidated financial statements

**Table of Contents****FIRST RELIANCE BANCSHARES, INC.****Notes to Condensed Consolidated Financial Statements****Note 1 - Basis of Presentation**

The accompanying financial statements have been prepared in accordance with the requirements for interim financial statements and, accordingly, they are condensed and omit certain disclosures, which would appear in audited annual financial statements. The financial statements as of March 31, 2004 and for the interim periods ended March 31, 2004 and 2003 are unaudited and, in the opinion of management, include all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation. The financial information as of December 31, 2003 has been derived from the audited financial statements as of that date. For further information, refer to the financial statements and the notes included in First Reliance Bancshares, Inc.'s 2003 audited financial statements in Form 10-KSB.

**Note 2 - Recently Issued Accounting Pronouncements**

No recent authoritative pronouncements that affect accounting, reporting, and disclosure of financial information by us have occurred during the quarter ending March 31, 2004.

Other accounting standards that have been issued or proposed by the FASB or other standards-setting bodies that do not require adoption until a future date are not expected to have a material impact on the consolidated financial statements upon adoption.

**Note 3 - Stock-Based Compensation**

The Company has a stock-based employee compensation plan which is accounted for under the recognition and measurement principles of Accounting Principles Board ( APB ) Opinion No. 25, *Accounting for Stock Issued to Employees*, and related Interpretations. No stock-based employee compensation cost is reflected in net income, as all stock options granted under these plans had an exercise price equal to the market value of the underlying common stock on the date of grant. The following table illustrates the effect on net income and earnings per share as if we had applied the fair value recognition provisions of Financial Accounting Standards Board ( FASB ) SFAS No. 123, *Accounting for Stock-Based Compensation*, to stock-based employee compensation.

	<b>Three Months Ended March 31,</b>	
	<b>2004</b>	<b>2003</b>
Net income, as reported	\$ 321,174 48,263	\$ 305,736 13,690

Edgar Filing: FIRST RELIANCE BANCSHARES INC - Form 10QSB

Deduct: Total stock-based employee compensation expense determined under fair value based method for all awards, net of related tax effects

Pro forma net income	<u>\$ 272,911</u>	<u>\$ 292,046</u>
Earnings per share:		
Basic - as reported	<u>\$ 0.13</u>	<u>\$ 0.21</u>
Basic - pro forma	<u>\$ 0.10</u>	<u>\$ 0.20</u>
Diluted - as reported	<u>\$ 0.13</u>	<u>\$ 0.20</u>
Diluted - pro forma	<u>\$ 0.10</u>	<u>\$ 0.19</u>

-7-

Table of Contents

## FIRST RELIANCE BANCSHARES, INC.

## Notes to Condensed Consolidated Financial Statements

Note 4 - Earnings Per Share

A reconciliation of the numerators and denominators used to calculate basic and diluted earnings per share for the three month periods ended March 31, 2004 and 2003 are as follows:

	<u>Three Months Ended March 31, 2004</u>		
	<u>Income</u>	<u>Shares</u>	<u>Per Share</u>
	<u>(Numerator)</u>	<u>(Denominator)</u>	<u>Amount</u>
<b>Basic earnings per share</b>			
Income available to common shareholders	\$ 321,174	2,470,646	<u>\$ 0.13</u>
<b>Effect of dilutive securities</b>			
Stock options		33,370	
<b>Diluted earnings per share</b>			
Income available to common shareholders plus assumed conversions	<u>\$ 321,174</u>	<u>2,504,016</u>	<u>\$ 0.13</u>
	<u>Three Months Ended March 31, 2003</u>		
	<u>Income</u>	<u>Shares</u>	<u>Per Share</u>
	<u>(Numerator)</u>	<u>(Denominator)</u>	<u>Amount</u>
<b>Basic earnings per share</b>			
Income available to common shareholders	\$ 305,736	1,458,830	<u>\$ 0.21</u>
<b>Effect of dilutive securities</b>			
Stock options		67,533	
<b>Diluted earnings per share</b>			
Income available to common shareholders plus assumed conversions	<u>\$ 305,736</u>	<u>1,526,363</u>	<u>\$ 0.20</u>

**Table of Contents****FIRST RELIANCE BANCSHARES, INC.****Notes to Condensed Consolidated Financial Statements****Note 5 - Comprehensive Income**

Comprehensive income includes net income and other comprehensive income, which is defined as nonowner related transactions in equity. The following table sets forth the amounts of other comprehensive income included in equity along with the related tax effect.

	<u>Pre-tax Amount</u>	<u>Income Tax Expense</u>	<u>Net-of-tax Amount</u>
<b>For the Three Months Ended March 31, 2004:</b>			
Unrealized gains (losses) on available-for-sale securities:			
Unrealized holding gains (losses) arising during the period	\$ 276,255	\$ (93,926)	\$ 182,329
Plus: reclassification adjustment for (gains) losses realized in net income			
	<u>276,255</u>	<u>(93,926)</u>	<u>182,329</u>
Net unrealized gains (losses) on securities	276,255	(93,926)	182,329
Other comprehensive income (loss)	<u>\$ 276,255</u>	<u>\$ (93,926)</u>	<u>\$ 182,329</u>
	<u>Pre-tax Amount</u>	<u>Income Tax Benefit</u>	<u>Net-of-tax Amount</u>
<b>For the Three Months Ended March 31, 2003:</b>			
Unrealized gains (losses) on available-for-sale securities:			
Unrealized holding gains (losses) arising during the period	\$ (229,292)	\$ 77,959	\$ (151,333)
Plus: reclassification adjustment for (gains) losses realized in net income			
	<u>(229,292)</u>	<u>77,959</u>	<u>(151,333)</u>
Net unrealized gains (losses) on securities	(229,292)	77,959	(151,333)
Other comprehensive income (loss)	<u>\$ (229,292)</u>	<u>\$ 77,959</u>	<u>\$ (151,333)</u>

Accumulated other comprehensive income (loss) consists solely of the unrealized gain (loss) on securities available-for-sale, net of the deferred tax effects.

**Note 6 - Advances from the Federal Home Loan Bank**

## Edgar Filing: FIRST RELIANCE BANCSHARES INC - Form 10QSB

Advances from the Federal Home Loan Bank of Atlanta were \$20,400,000 as of March 31, 2004. Of this amount, the following have scheduled maturities greater than one year:

<u>Maturing on</u>	<u>Interest Rate</u>	<u>Principal</u>
04/08/05	2.040%	\$ 1,000,000
07/01/05	4.120	500,000
04/10/06	2.600	1,000,000
10/12/06	0.640	3,500,000
12/19/06	2.870	1,500,000
04/09/07	3.130	1,000,000
12/19/07	3.440	1,500,000
04/08/08	3.400	1,000,000
03/19/09	2.480	3,000,000
01/17/12	3.825	1,000,000
07/05/12	4.080	1,000,000
		<u>\$ 16,000,000</u>

**Table of Contents**

**FIRST RELIANCE BANCSHARES, INC.**

**Item 2. Management's Discussion and Analysis or Plan of Operation**

The following discussion of financial condition as of March 31, 2004 compared to December 31, 2003, and the results of operations for the three months ended March 31, 2004 compared to the three months ended March 31, 2003 should be read in conjunction with the condensed financial statements and accompanying footnotes appearing in this report.

**Advisory Note Regarding Forward-Looking Statements**

The statements contained in this report on Form 10-QSB that are not historical facts are forward-looking statements subject to the safe harbor created by the Private Securities Litigation Reform Act of 1995. We caution readers of this report that such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of us to be materially different from those expressed or implied by such forward-looking statements. Although we believe that our expectations of future performance is based on reasonable assumptions within the bounds of our knowledge of our business and operations, there can be no assurance that actual results will not differ materially from our expectations.

Factors which could cause actual results to differ from expectations include, among other things:

the challenges, costs and complications associated with the continued development of our branches;

the potential that loan charge-offs may exceed the allowance for loan losses or that such allowance will be increased as a result of factors beyond the control of us;

our dependence on senior management;

competition from existing financial institutions operating in our market areas as well as the entry into such areas of new competitors with greater resources, broader branch networks and more comprehensive services;

adverse conditions in the stock market, the public debt market, and other capital markets (including changes in interest rate conditions);

changes in deposit rates, the net interest margin, and funding sources;

inflation, interest rate, market, and monetary fluctuations;



## Edgar Filing: FIRST RELIANCE BANCSHARES INC - Form 10QSB

risks inherent in making loans including repayment risks and value of collateral;

the strength of the United States economy in general and the strength of the local economies in which we conduct operations may be different than expected resulting in, among other things, a deterioration in credit quality or a reduced demand for credit, including the resultant effect on our loan portfolio and allowance for loan losses;

fluctuations in consumer spending and saving habits;

the demand for our products and services;

technological changes;

the challenges and uncertainties in the implementation of our expansion and development strategies;

the ability to increase market share;

the adequacy of expense projections and estimates of impairment loss;

the impact of changes in accounting policies by the Securities and Exchange Commission;

unanticipated regulatory or judicial proceedings;

the potential negative effects of future legislation affecting financial institutions (including without limitation laws concerning taxes, banking, securities, and insurance);

the effects of, and changes in, trade, monetary and fiscal policies and laws, including interest rate policies of the Board of Governors of the Federal Reserve System;

the timely development and acceptance of products and services, including products and services offered through alternative delivery channels such as the Internet;

the impact on our business, as well as on the risks set forth above, of various domestic or international military or terrorist activities or conflicts;

other factors described in this report and in other reports we have filed with the Securities and Exchange Commission; and

our success at managing the risks involved in the foregoing.

Forward-looking statements speak only as of the date on which they are made. We undertake no obligation to update any forward-looking statement to reflect events or circumstances after the date on which the statement is made to reflect the occurrence of unanticipated events.

**Table of Contents**

**FIRST RELIANCE BANCSHARES, INC.**

**Critical Accounting Policies**

We have adopted various accounting policies which govern the application of accounting principles generally accepted in the United States in the preparation of our financial statements. Our significant accounting policies are described in the notes to the consolidated financial statements at December 31, 2003 as filed on our annual report on Form 10-KSB. Certain accounting policies involve significant judgments and assumptions by us which have a material impact on the carrying value of certain assets and liabilities. We consider these accounting policies to be critical accounting policies. The judgments and assumptions we use are based on the historical experience and other factors, which we believe to be reasonable under the circumstances. Because of the nature of the judgments and assumptions we make, actual results could differ from these judgments and estimates which could have a major impact on our carrying values of assets and liabilities and our results of operations.

We believe the allowance for loan losses is a critical accounting policy that requires the most significant judgments and estimates used in preparation of our consolidated financial statements. Refer to the portion of this discussion that addresses our allowance for loan losses for description of our processes and methodology for determining our allowance for loan losses.

**Regulatory Matters**

We are not aware of any current recommendations by regulatory authorities which, if they were to be implemented, would have a material effect on liquidity, capital resources or operations.

**Results of Operations**

**Net Interest Income**

For the three months ended March 31, 2004, net interest income was \$1,874,709, which is an increase of \$578,881, or 44.67%, over the same period in 2003. Interest income from loans, including fees, increased \$755,364, or 47.17%, from the three months ended March 31, 2003 to the comparable period in 2004 and is primarily due to an increase in our loan portfolio. Interest expense for the three months ended March 31, 2004 was \$774,843 compared to \$554,992 compared for the same period in 2003. The increase is primarily attributable to an increase in interest-bearing deposits. The net interest margin realized on earning assets was 4.13% for the three months ended March 31, 2004, as compared to 4.79% for the three months ended March 31, 2003. The interest rate spread was 3.71% for the three months ended March 31, 2004 as compared to 4.37% for the three months ended March 31, 2003. This decrease is primarily attributable to competitive market conditions in our area.

**Provision and Allowance for Loan Losses**

## Edgar Filing: FIRST RELIANCE BANCSHARES INC - Form 10QSB

The provision for loan losses is the charge to operating earnings that we feel is necessary to maintain the allowance for loan losses at an adequate level. For the three months ended March 31, 2004, the provision for loan losses was \$109,928. For the three months ended March 31, 2003, the provision for loan losses was \$65,000. Based on present information, we believe the allowance for loan losses was adequate at March 31, 2004 to meet presently known and inherent risks in the loan portfolio. The allowance for loan losses was 1.31% and 1.18% of total loans at March 31, 2003 and 2004, respectively. There are risks inherent in making all loans, including risks with respect to the period of time over which loans may be repaid, risks resulting from changes in economic and industry conditions, risks inherent in dealing with individual borrowers, and, in the case of a collateralized loan, risks resulting from uncertainties about the future value of the collateral. We maintain an allowance for loan losses based on, among other things, historical experience, an evaluation of economic conditions, and regular reviews of delinquencies and loan portfolio quality. The allowance is based upon a number of assumptions about future events, which management believes to be reasonable, but which may not prove to be accurate. Thus, there is a risk that charge-offs in future periods could exceed the allowance for loan losses or that substantial additional increases in the allowance for loan losses could be required. Additions to the allowance for loan losses would result in a decrease in net income and, possibly, in capital.

**Table of Contents**

**FIRST RELIANCE BANCSHARES, INC.**

**Noninterest Income**

Noninterest income during the three months ended March 31, 2004 was \$490,942, a decrease of \$5,625, or 1.13%, from the comparable period in 2003. The decrease is primarily a result of a decrease in residential mortgage origination fees from \$204,878 for the three months ended March 31, 2003 to \$99,005 for the three months ended March 31, 2004. Record low interest rates in early 2003 led to a significant number of home mortgage refinancings. Refinancings leveled off during the fourth quarter of 2003 and remained that way during the first quarter of 2004. Service charges on deposit accounts increased \$31,868, or 14.72%, to \$248,387 for the three months ended March 31, 2004, as compared to the same period in 2003. This was the result of increased deposits between the two periods.

**Noninterest Expense**

Total noninterest expense for the three months ended March 31, 2004 was \$1,795,302, or 38.36%, higher than the three months ended March 31, 2003. The primary reason was the \$327,936 increase in salaries and employee benefits over the two periods as we continued to hire employees as we expand into the Lexington, South Carolina market. In addition, furniture and equipment expense increased \$91,941, or 178.36%, for the three months ending March 31, 2004 as compared to the three months ending March 31, 2003. This increase is also primarily a result of additional expenses associated with the growth of the Bank through its expansion into the Lexington market.

**Income Taxes**

The income tax provision for the three months ended March 31, 2004 and for the three months ended March 31, 2003 was \$136,246 and \$124,107, respectively. The provision was based on an effective tax rate of 29% and 30% for the three months ended March 31, 2004 and for the three months ended March 31, 2003, respectively.

**Net Income**

The combination of the above factors resulted in net income, after income taxes provisions, for the three months ended March 31, 2004 and for the three months ended March 31, 2003 of \$321,175 and \$305,736, respectively. Net income before taxes for the two periods was \$460,421 and \$429,843, respectively. The net income results for both periods is primarily due to significant increases in loan volume and decreases in rates paid on deposit accounts during each respective period.

**Assets and Liabilities**

## Edgar Filing: FIRST RELIANCE BANCSHARES INC - Form 10QSB

During the first three months of 2004, total assets increased \$14,244,819, or 7.90%, when compared to December 31, 2003. The primary source of growth in assets was the increase in loans receivable. Net loans increased by \$11,746,780, or 8.53%, during the first three months of 2004, from \$137,636,782 at December 31, 2003 to \$149,383,562 at March 31, 2004. Total deposits increased \$13,066,212, or 9.37%, over total deposits at December 31, 2003 to \$152,481,163 at March 31, 2004. The largest increase in deposits was in interest-bearing transaction accounts, which increased \$11,840,669, or 9.84%, to \$132,171,100 at March 31, 2004. The primary reasons for increases in our net loans and deposits are provided below.

### **Investment Securities**

Investment securities classified as available for sale totaled \$26,558,428 at March 31, 2004. This total represents a decrease of \$1,130,564, or 4.08%, since December 31, 2003. We also purchased an additional \$65,000 of Federal Home Loan Bank stock during the quarter that brought the balance of nonmarketable equity securities to \$1,120,000 at March 31, 2004.

**Table of Contents****FIRST RELIANCE BANCSHARES, INC.****Loans**

Net loans increased \$11,746,780, or 8.53%, during the three months ended March 31, 2004. The primary reason for the significant growth is a result of our ability to compete favorably with other financial institutions in the area. Balances within the major loans receivable categories as of March 31, 2004 and December 31, 2003 are as follows:

	<b>March 31,</b>	<b>December 31,</b>
	<b>2004</b>	<b>2003</b>
	<u>          </u>	<u>          </u>
Mortgage loans on real estate		
Residential 1-4 family	\$ 33,313,227	\$ 31,343,019
Commercial	34,521,402	32,826,091
Construction	22,317,040	18,343,137
Second mortgages	5,391,928	5,124,025
Equity lines of credit	6,316,678	5,799,778
	<u>          </u>	<u>          </u>
Total mortgage loans	101,860,275	93,436,050
	<u>          </u>	<u>          </u>
Commercial and industrial	30,662,888	27,893,370
Consumer	13,793,227	13,199,988
Other, net	4,848,976	4,859,656
	<u>          </u>	<u>          </u>
Total gross loans	<b>\$ 151,165,366</b>	<b>\$ 139,389,064</b>
	<u>          </u>	<u>          </u>

**Risk Elements in the Loan Portfolio**

The following is a summary of risk elements in the loan portfolio:

	<b>March 31,</b>	<b>December 31,</b>
	<b>2004</b>	<b>2003</b>
	<u>          </u>	<u>          </u>
Loans		
Nonaccrual loans	\$ 554,867	\$ 357,438
Accruing loans more than 90 days past due	295,744	214,000
Loans identified by the internal review mechanism:		
Criticized	2,428,440	1,142,976
Classified	1,472,945	898,457

Activity in the Allowance for Loan Losses is as follows:

	<b>March 31,</b>	
	<b>2004</b>	<b>2003</b>
	<u>          </u>	<u>          </u>
Balance, January 1,	\$ 1,752,282	\$ 1,137,337
Provision for loan losses for the period	109,928	65,000
Net loans (charged-off) recovered for the period	(80,406)	(35,389)

Edgar Filing: FIRST RELIANCE BANCSHARES INC - Form 10QSB

Balance, end of period	<u>\$ 1,781,804</u>	<u>\$ 1,166,948</u>
Gross loans outstanding, end of period	<u>\$ 151,165,366</u>	<u>\$ 88,880,309</u>
Allowance for loan losses to loans outstanding	1.18%	1.31%

-13-

**Table of Contents****FIRST RELIANCE BANCSHARES, INC.****Deposits**

Total deposits increased \$13,066,212, or 9.37%, from December 31, 2003. Time deposits \$100,000 and over comprised the largest category of deposits, totaling \$64,272,328 at March 31, 2004. Expressed in percentages, noninterest-bearing deposits increased 6.42% and all other interest-bearing deposits increased 9.84%.

Balances within the major deposit categories as of March 31, 2004 and December 31, 2003 are as follows:

	<b>March 31,</b>	<b>December 31,</b>
	<b>2004</b>	<b>2003</b>
Noninterest-bearing transaction accounts	\$ 20,310,063	\$ 19,084,520
Interest-bearing demand deposits	16,150,105	15,866,254
Savings deposits	19,700,954	18,217,378
Time deposits \$100,000 and over	64,272,328	54,364,004
Other time deposits	32,047,713	31,882,795
<b>Total deposits</b>	<b>\$ 152,481,163</b>	<b>\$ 139,414,951</b>

Included in total time deposits at March 31, 2004 and December 31, 2003 were brokered time deposits of \$27,717,000 and \$22,772,000, respectively.

**Advances from Federal Home Loan Bank**

Advances from the Federal Home Loan Bank of Atlanta totaled \$20,400,000 as of March 31, 2004. Of this amount, the following have scheduled maturities greater than one year:

<b><u>Maturing on</u></b>	<b><u>Interest Rate</u></b>	<b><u>Principal</u></b>
04/08/05	2.040%	\$ 1,000,000
07/01/05	4.120	500,000
04/10/06	2.600	1,000,000
10/12/06	0.640	3,500,000
12/19/06	2.870	1,500,000
04/09/07	3.130	1,000,000



Edgar Filing: FIRST RELIANCE BANCSHARES INC - Form 10QSB

12/19/07	3.440	1,500,000
04/08/08	3.400	1,000,000
03/19/09	2.480	3,000,000
01/17/12	3.825	1,000,000
07/05/12	4.080	1,000,000
		<b>\$ 16,000,000</b>

**Liquidity**

Liquidity needs are met through scheduled maturities of loans and investments on the asset side and through pricing policies on the liability side for interest-bearing deposit accounts and advances from the Federal Home Loan Bank. The level of liquidity is measured by the loan-to-total funds ratio, which was at 86.32% at March 31, 2004 and 86.64% at December 31, 2003.

Securities available-for-sale, which totaled \$26,558,428 at March 31, 2004, serve as a ready source of liquidity. We also have lines of credit available with correspondent banks to purchase federal funds for periods from one to fourteen days. At March 31, 2004, unused lines of credit totaled \$23,597,229. Based on qualifying collateral reports filed on a quarterly basis with the Federal Home Loan Bank, we also have a line of credit to borrow funds from the Federal Home Loan Bank up to \$29,526,000 as of March 31, 2004. As of March 31, 2004, we had borrowed \$20,400,000 on this line.

**Table of Contents****FIRST RELIANCE BANCSHARES, INC.****Capital Resources**

Total shareholders' equity increased \$769,389 from December 31, 2003 to \$18,472,028 at March 31, 2004. The main reason for this increase was net income generated by the Bank's operations, which totaled \$321,175 for the three months ended March 31, 2004. In addition, we issued 27,900 shares of stock through our Employee Stock Ownership Plan which resulted in proceeds of \$265,886. Also, the change in accumulated other comprehensive income resulted in a positive impact on equity of \$182,329.

We are subject to various regulatory capital requirements administered by the federal banking agencies. Quantitative measures established by regulation to ensure capital adequacy require us to maintain minimum ratios of Tier 1 and total capital as a percentage of assets and off-balance-sheet exposures, adjusted for risk weights ranging from 0% to 100%. Our Tier 1 capital consists of common stockholders' equity, excluding the unrealized gain or loss on securities available-for-sale, minus certain intangible assets. Our Tier 2 capital consists of the allowance for loan losses subject to certain limitations. Total capital for purposes of computing the capital ratios consists of the sum of Tier 1 and Tier 2 capital. The regulatory minimum requirements are 4% for Tier 1 and 8% for total risk-based capital.

We are also required to maintain capital at a minimum level based on adjusted quarterly average assets, which is known as the leverage ratio. Only the strongest banks are allowed to maintain capital at the minimum requirement of 3%. All others are subject to maintaining ratios 1% to 2% above the minimum.

The following summarizes the Bank's risk-based capital at March 31, 2004:

Shareholders' equity	\$ 18,472,028
Less: unrealized gain on available-for-sale securities	428,629
	<hr/>
Tier 1 capital	18,043,399
Plus: allowance for loan losses <sup>(1)</sup>	1,781,804
	<hr/>
<b>Total capital</b>	<b>\$ 19,825,203</b>
	<hr/>
<b>Risk-weighted assets</b>	<b>\$ 152,613,000</b>
	<hr/>
<b>Average total assets</b>	<b>\$ 185,791,000</b>
	<hr/>
<b>Risk-based capital ratios</b>	
Tier 1 capital (to risk-weighted assets)	11.80%
Total capital (to risk-weighted assets)	12.97%
Leverage or Tier 1 capital (to total average assets)	9.71%

<sup>(1)</sup> Limited to 1.25% of gross risk-weighted assets



**Table of Contents****FIRST RELIANCE BANCSHARES, INC.****Off-Balance Sheet Risk**

Through its operations, the Bank has made contractual commitments to extend credit in the ordinary course of its business activities. These commitments are legally binding agreements to lend money to the Bank's customers at predetermined interest rates for a specified period of time. At March 31, 2004 the Bank had issued commitments to extend credit of \$20,271,350 and standby letters of credit of \$202,660 through various types of commercial lending arrangements. Approximately \$16,461,451 of these commitments to extend credit had variable rates.

The following table sets forth the length of time until maturity for unused commitments to extend credit and standby letters of credit at March 31, 2004.

	<u>Within One Month</u>	<u>After One Through Three Months</u>	<u>After Three Through Twelve Months</u>	<u>Within One Year</u>	<u>Greater Than One Year</u>	<u>Total</u>
<i>(Dollars in thousands)</i>						
Unused commitments to extend credit	\$ 2,727	\$ 1,222	\$ 9,238	\$ 13,187	\$ 7,084	\$ 20,271
Standby letters of credit		58	145	203		203
<b>Totals</b>	<b>\$ 2,727</b>	<b>\$ 1,280</b>	<b>\$ 9,383</b>	<b>\$ 13,390</b>	<b>\$ 7,084</b>	<b>\$ 20,474</b>

The Bank evaluates each customer's credit worthiness on a case-by-case basis. The amount of collateral obtained, if deemed necessary by the Bank upon extension of credit, is based on its credit evaluation of the borrower. Collateral varies but may include accounts receivable, inventory, property, plant and equipment, commercial and residential real estate.

**Item 3. Controls and Procedures**

As of the end of the period covered by this report, our management, including our Chief Executive Officer and Chief Financial Officer, reviewed and evaluated the effectiveness of the design and operation of our disclosure controls and procedures pursuant to Exchange Act Rule 13a-15. Based upon that evaluation, our Chief Executive Officer and Chief Financial Officer concluded that our disclosure controls and procedures are effective in timely alerting them to material information relating to the Company (including its consolidated subsidiary) that is required to be included in our periodic filings with the Securities and Exchange Commission. There have been no significant changes in our internal controls or, to management's knowledge, in other factors that could significantly affect those internal controls subsequent to the date we carried out our evaluation, and there has been no corrective actions with respect to significant deficiencies or material weaknesses.

**Table of Contents**

**FIRST RELIANCE BANCSHARES, INC.**

**Part II - Other Information**

**Item 1. Legal Proceedings**

There are no material, pending legal proceedings to which the Company or its subsidiary is a party or of which any of their property is the subject.

**Item 2. Changes in Securities**

- (a) Not applicable
- (b) Not applicable
- (c) Not applicable

The information required for limitations upon payment of dividends is incorporated herein by reference to the Company's annual report on Form 10-KSB, filed with the Securities and Exchange Commission for the year ended December 31, 2003.

**Item 3. Defaults Upon Senior Securities**

Not applicable.

**Item 4. Submission of Matters to a Vote of Securities**

None.

**Item 5. Other Information**

None.



**Table of Contents****FIRST RELIANCE BANCSHARES, INC.****Item 6. Exhibits and Reports on Form 8-K**

## (a) Exhibits

<b><u>Exhibit Number</u></b>	<b><u>Exhibit</u></b>
2.1	Plan of Reorganization and Exchange between First Reliance Bancshares, Inc. and First Reliance Bank (incorporated by reference to the Registrant's current report on Form 8-K dated April 1, 2002).
3.1	Articles of Incorporation (incorporated by reference to the Registrant's current report on Form 8-K dated April 1, 2002).
3.2	Bylaws (incorporated by reference to the Registrant's current report on Form 8-K dated April 1, 2002).
4.1	See Articles of Incorporation at Exhibit 3.1 hereto and Bylaws at Exhibit 3.2 hereto.
10.1(a)	Executive Employment Agreement dated August 21, 2001 - F. R. Saunders, Jr. (incorporated by reference to Exhibit 10.4 to the Registrant's quarterly report on Form 10-QSB for the quarter ended March 31, 2002).
10.1(b)	Amendment 1 to Executive Employment Agreement dated June 1, 2002 - F. R. Saunders, Jr. (incorporated by reference to Exhibit 10.5(b) to the Registrant's quarterly report On Form 10-QSB for the quarter ended June 30, 2002).
10.2(a)	Executive Employment Agreement dated August 21, 2001 - A. Dale Porter (incorporated by reference to Exhibit 10.5 to the Registrant's quarterly report on Form 10-QSB for the quarter ended March 31, 2002).
10.2(b)	Amendment 1 to Executive Employment Agreement dated June 1, 2002 - A. Dale Porter (incorporated by reference to Exhibit 10.6(b) to the Registrant's quarterly report On Form 10-QSB for the quarter ended June 30, 2002).
10.3(a)	Executive Employment Agreement dated August 21, 2001 - Paul C. Saunders (incorporated by reference to Exhibit 10.6 to the Registrant's quarterly report on Form 10-QSB for the quarter ended March 31, 2002).
10.3(b)	Amendment 1 to Executive Employment Agreement dated June 1, 2002 - Paul C. Saunders (incorporated by reference to Exhibit 10.7(b) to the Registrant's quarterly report On Form 10-QSB for the quarter ended June 30, 2002).
10.4(a)	1999 First Reliance Bank Employee Stock Option Plan (incorporated by reference to Exhibit 10.1 to the Registrant's quarterly report on Form 10-QSB for the quarter ended March 31, 2002).
10.4(b)	Amendment No. 1 to 1999 First Reliance Bank Employee Stock Option Plan (incorporated by reference to Exhibit 10.2 to the Registrant's quarterly report on Form 10-QSB for the quarter ended March 31, 2002).
10.4(c)	Amendment No. 2 to 1999 First Reliance Bank Employee Stock Option Plan (incorporated by reference to Exhibit 10.3 to the Registrant's quarterly report on Form 10-QSB for the quarter ended June 30, 2002).
10.5	Employment Agreement dated September 27, 2002 - Jeffrey A. Paolucci (incorporated by reference to Exhibit 10.5 to the Registrant's quarterly report on Form 10-KSB for the year ended December 31, 2002).
31.1	Certification pursuant to Rule 13a-15 under the Securities Exchange Act of 1934, as amended.
31.2	Certification pursuant to Rule 13a-15 under the Securities Exchange Act of 1934, as amended.
32.1	Certification pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

**Table of Contents**

**FIRST RELIANCE BANCSHARES, INC.**

**Item 6. Exhibits and Reports on Form 8-K** - *continued*

(b) Reports on Form 8-K. The following reports were filed on Form 8-K during the quarter ended March 31, 2004.

The Company filed a report on Form 8-K on January 10, 2004 to announce earnings for the year ended December 31, 2003.



**Table of Contents**

**FIRST RELIANCE BANCSHARES, INC.**

**SIGNATURE**

In accordance with the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

**FIRST RELIANCE BANCSHARES, INC.**

By: */s/ F.R. SAUNDERS, JR.*

---

F. R. Saunders, Jr.  
President & Chief Executive Officer

Date: May 13, 2004

By: */s/ JEFFERY A. PAOLUCCI*

---

Jeffery A. Paolucci  
Senior Vice President and Chief Financial Officer