



October 12, 2023

Dear Shareholders, Customers, and Friends:

“I love it when a plan comes together.”

-Colonel John "Hannibal" Smith, from TV's The A-Team

Most every morning for the past 50 years, I have enjoyed getting up in the morning, getting dressed, eating breakfast, and going to work at the bank. For the last 20 of those years, thanks to our customers, shareholders, and friends, I have been blessed to say that my destination every morning has been Trinity Bank.

And as we continue to celebrate our 20th year in business, I can't help but think back to the first day we opened our doors. And how we had reconfigured an out-of-business hardware store into a bank with 13 employees - great people who left the security of their jobs for a dream, and a bank with **NO** customers.

But that first day we didn't start empty-handed. On Wednesday, May 28, 2003, we started with a dream and the support and trust of 258 founding shareholders who believed in us and **OUR PLAN**. We didn't know then if it was a good plan, but we thought it was. Not because I thought of it, but because I had seen it work before. I had witnessed how most of the new banks in town had given up on building a bank based on long-term relationships with quality people for a plan of building more branches so they could sell the bank to out-of-town larger banks.

We might have been new, but we felt there was a need for a local bank that was committed to giving customers not only what they wanted, but what they needed. Provide competitive loan and deposit rates but throw in at no additional cost - sound financial advice, first-class products, world-class security, and extra-personal customer service. And to be there for the **LONG HAUL**. We also committed to knowing every customer by name but, as importantly, to earn their trust as bankers. And 20 years later, like Hannibal Smith said, "I love it when a plan comes together". Together for our customers, our stockholders, and our employees.

Today, we are proud that Trinity Bank has:

- \$470,000,000 in Assets

- Generated over \$60,000,000 in Net Income after Taxes on the original investment of \$11,033,070
- Paid out over \$15,000,000 in cash dividends
- Doubled the size of our facility and our number of employees
- “Adapted, improvised, and overcome” (especially the last few years)
- Built a leadership team for the next 20 years

Our plan's success has not always been easy, but we have never wavered from our pledge to "Do the Right Thing, in the Right Way, for the Right Reason". And like a proud father, I can honestly say, we have been blessed and it has worked.

But as much as I don't like thinking about it, Our Board of Directors and I know that I won't always be here (just hit the speed limit on the Express Lane this year), and we needed a plan to ensure the bank's long-term success. So, four years ago, we developed and initiated a leadership succession plan for the bank.

No, I'm not retiring, but the next step in our leadership plan, which we began several years ago, will start in the middle of November. For the two months following, I will be out of the bank. During this time, we will test to make sure that all the things I have done for the last 20 years (like pulling paper clips out of the trash to save money) are being done without me present. We have divided my responsibilities between CEO Matt Opitz, President Barney Wiley, and COO Richard Burt.

And now the time is fast approaching to ensure that the plan we have placed in action will produce good results. The Board has blessed my decision to take a two-month sabbatical. For the first time since we opened the bank in 2003, I will be out of the bank for more than 6 consecutive business days. The people we have in place will handle all of my responsibilities, and I have the utmost confidence that they will perform admirably.

The Board has offered me the chance to relax and reload. I hope to come back in mid-January with a full tank of gas. Despite my age, I still (I think) can add value through mentoring and advising, and now my question is, “How do you do that?” And to be honest, "I don't know". But I will give it my best shot and as they say back home in Amarillo, “I'm fixin’ to find out”. And I'm looking forward to the future because I have confidence that everything will be in good hands and, *"I love it when a plan comes together"*.

Sincerely,

Jeff Harp

Chairman of the Board