# Edgar Filing: GUARANTY FINANCIAL CORP /VA/ - Form 10QSB 

GUARANTY FINANCIAL CORP /VA/
Form 10QSB
August 14, 2001

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                    UNITED STATES
            SECURITIES AND EXCHANGE COMMISSION
                Washington, D.C. 20549
                            FORM 10-QSB
Quarterly Report Under Section 13 or 15(d)
    of the Securities Exchange Act of 1934
For Quarter Ended Commission File No. 0-25905
June 30, 2001
\begin{tabular}{lr} 
Virginia & \(54-1786496\) \\
(State or other Jurisdiction of & (I.R.S. Employer \\
incorporation or organization) & Identification No.)
\end{tabular}
1658 State Farm Blvd., Charlottesville, VA 22911
(Address of Principal Executive Offices)
(804) 970-1100
(Issuer's Telephone Number, Including Area Code)
Check whether the issuer (1) filed all reports required to be filed by Section 13 or \(15(d)\) of the Exchange Act during the past 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.
Yes _X_ No ___
As of August 1, 2001, 1,961, 727 shares of Common Stock, par value \(\$ 1.25\) per share, were outstanding.
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GUARANTY FINANCIAL CORPORATION
QUARTERLY REPORT ON FORM 10-QSB

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Part I. Financial Information

Item 1 Financial Statements

ASSETS

Cash and cash equivalents
Investment securities
$\quad$ Held-to-maturity
$\quad$ Available for sale
Investment in FHLB stock
Loans receivable, net
Accrued interest receivable
Real estate owned
Office properties and equipment, net
Mortgage servicing rights
Other assets

Total assets

LIABILITIES AND STOCKHOLDERS' EQUITY
LIABILITIES
Deposits:
Interest bearing demand
Non-interest bearing demand
Money market accounts
Savings accounts
Certificates of deposit

Bonds payable
Advances from Federal Home Loan Bank
Accrued interest payable
Payments by borrowers for taxes and insurance
Other liabilities

Total liabilities

Convertible preferred securities

STOCKHOLDERS' EQUITY
Preferred stock, par value $\$ 1$ per share, 500,000
shares authorized, none issued
Common stock, par value $\$ 1.25$ per share,
4,000,000 shares authorized, 1,961,727
issued and outstanding
Additional paid-in capital
Accumulated comprehensive income (loss)
Retained earnings

Total stockholders' equity
Total liabilities and stockholders' equity

See accompanying notes to consolidated financialstatements.

GUARANTY FINANCIAL CORPORATION
CONSOLIDATED STATEMENTS OF OPERATIONS
(In Thousands)

|  | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2001 |  | 2000 |  | 2001 |  | 2000 |  |
|  | (unaudited) |  |  |  | (unaudited) |  |  |  |
| Interest income |  |  |  |  |  |  |  |  |
| Loans | \$ | 3,959 | \$ | 5,260 | \$ | 8,557 | \$ | 10,02 |
| Investment securities |  | 610 |  | 590 |  | 1,117 |  | 1,14 |
| Total interest income |  | 4,569 |  | 5,850 |  | 9,674 |  | 11,17 |
| Interest expense |  |  |  |  |  |  |  |  |
| Deposits |  | 2,582 |  | 2,693 |  | 5,175 |  | 5,05 |
| Borrowings |  | 171 |  | 624 |  | 507 |  | 1,28 |
| Total interest expense |  | 2,753 |  | 3,317 |  | 5,682 |  | 6,33 |
| Net interest income |  | 1,816 |  | 2,533 |  | 3,992 |  | 4, 84 |
| Provision for loan losses |  | 75 |  | 1,075 |  | 225 |  | 1,20 |
| Net interest income after provision |  |  |  |  |  |  |  |  |
| Other income |  |  |  |  |  |  |  |  |
| Loan and deposit fees and servicing income |  | 175 |  | 201 |  | 409 |  | 36 |
| Gain on sale of loans and securities |  | 295 |  | 183 |  | 470 |  | 11 |
| Other |  | 90 |  | 117 |  | 219 |  | 23 |
| Total other income |  | 560 |  | 501 |  | 1,098 |  | 71 |
| Other expenses |  |  |  |  |  |  |  |  |
| Personnel |  | 1,150 |  | 1,051 |  | 2,411 |  | 2,09 |
| Occupancy |  | 423 |  | 226 |  | 762 |  | 44 |
| Data processing |  | 255 |  | 157 |  | 509 |  | 37 |
| Marketing |  | 89 |  | 126 |  | 117 |  | 14 |
| Deposit insurance premiums |  | 26 |  | 60 |  | 52 |  | 11 |
| Other |  | 347 |  | 463 |  | 749 |  | 92 |
| Total other expenses |  | 2,290 |  | 2,083 |  | 4,600 |  | 4,10 |
| Income (loss) before income taxes |  | 11 |  | (124) |  | 265 |  | 24 |
| Provision (benefit) for income taxes |  | 4 |  | (42) |  | 90 |  | 8 |
| Net income (loss) | \$ | 7 | \$ | (82) | \$ | 175 | \$ | 16 |

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Basic and diluted earnings (loss)
```

    per common share \(\quad \$ \quad 0.00 \quad \$ \quad(0.04)\)
    $=============================$
\$
See accompanying notes to consolidated financial statements.

GUARANTY FINANCIAL CORPORATION CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (In Thousands)


See accompanying notes to consolidated financial statements.
Operating Activities
Net Income ..... \$ ..... 175
Adjustments to reconcile net income to net cash provided
(absorbed) by operating activities: Provision for loan losses ..... 225
Depreciation and amortization ..... 719
Deferred loan fees ..... (75)
Net amortization of premiums and accretion of discounts ..... 60
Originations of loans held for sale ..... (36,255
Proceeds from sale of loans ..... 36, 841
Changes in:
Accrued interest receivable ..... 343
Other assets ..... (151)
Accrued interest payable ..... 369
Prepayments by borrowers for taxes and insurance ..... (24)
Other liabilities ..... (390)
Net cash provided (absorbed) by operating activities1,251
Investing activities
Net (increase) decrease in loans ..... 11,487
Mortgage-backed securities principal repayments ..... 88
Purchase of securities available for sale ..... $(12,000$
Purchase of FHLB stock
Proceeds from sale of real estate owned ..... 757
Origination of servicing rights ..... (314)
Purchases of office properties and equipment ..... (312)
Net cash absorbed by investing activities ..... (294)
Financing activities
Net increase in deposits10,244
Proceeds from FHLB advances ..... 31, 000
Repayment of FHLB advances$(41,000)$
Decrease in securities sold under agreement to repurchase
Repurchase of convertible preferred securities
Dividends paid on common stock
Principal payments on bonds payable, including unapplied payments
Net cash provided by financing activities188
Increase in cash and cash equivalents ..... 1,145
Cash and cash equivalents, beginning of period ..... 15,550
Cash and cash equivalents, end of period ..... \$ $\quad 16,695$

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6<br>GUARANTY FINANCIAL CORPORATION<br>NOTES TO CONSOLIDATED FINANCIAL STATEMENTS<br>For the Three and Six Months Ended June 30, 2001 and 2000

## Note 1 Principles of Presentation

The accompanying consolidated financial statements of Guaranty Financial Corporation (the "Company") have not been audited by independent accountants, except for the balance sheet at December 31, 2000. These financial statements have been prepared in accordance with the regulations of the Securities and Exchange Commission in regard to quarterly (interim) reporting. In the opinion of management, the financial information presented reflects all adjustments, comprised only of normal recurring accruals, that are necessary for a fair presentation of the results for the interim periods. Significant accounting policies and accounting principles have been consistently applied in both the interim and annual consolidated financial statements. Certain notes and the related information have been condensed or omitted from the interim financial statements presented in this Quarterly Report on Form 10-QSB. Therefore, these financial statements should be read in conjunction with the Company's Annual Report on Form 10-KSB for the year ended December 31, 2000. The results for the three months and six months ended June 30 , 2001, are not necessarily indicative of future financial results.

The accompanying consolidated financial statements include the accounts of the Company and its wholly-owned subsidiaries, Guaranty Capital Trust I and Guaranty Bank, and Guaranty Bank's wholly-owned subsidiaries, GMSC, Inc., which was organized as a financing subsidiary, and Guaranty Investments Corp., which was organized to sell insurance annuities and other non-deposit investment products. All material intercompany accounts and transactions have been eliminated in consolidation.

Amounts in the year 2000 financial statements have been reclassified to conform to the year 2001 presentation. These reclassifications had no effect on previously reported net income.

## Note 2 Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

## Note 3 Earnings Per Share

Basic earnings per share is based on net income divided by the weighted average number of common shares outstanding during the period. Diluted earnings per share shows the dilutive effect of additional common shares issuable under stock option plans. The basic and diluted earnings per share for the three and six months ended June 30, 2001 and 2000, have been determined by dividing net income by the weighted average number of shares of common stock outstanding during these periods, 1,961,727. All options outstanding were anti-dilutive for each period presented and, therefore, not included in the diluted earnings per share calculations.

| Note 4 Loans |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| The loan portfolio is composed of the following: |  |  |  |  |
|  | $\begin{gathered} \text { June } 30, \\ 2001 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2000 \end{gathered}$ |  |
|  | (In thousands) |  |  |  |
| Commercial business loans | \$ | 65,782 | \$ | 62,976 |
| Mortgage loans |  | 51,471 |  | 59,613 |
| Interim real estate loans |  | 48,703 |  | 54,437 |
| Consumer loans |  | 26,603 |  | 26,987 |
| Total loans |  | 192,559 |  | 204,013 |
| Less allowance for loan loss |  | $(2,578)$ |  | $(2,396)$ |
|  | \$ | 189,981 | \$ | 201,617 |
| Note 5 Allowance for Loan Loss |  |  |  |  |
| The following is a summary of transactions in the allowance for loan loss: |  |  |  |  |
|  | June 30, |  | December 31, |  |
|  | (In thousands) |  |  |  |
| Balance at January 1 | \$ | 2,396 | \$ | 1,303 |
| Provision charged to operating expense |  | 225 |  | 1,505 |
| Recoveries added to the reserve |  | 0 |  | 23 |
| Loans charged off | (43) |  |  | (435) |
| Balance at the end of the period | \$ | 2,578 | \$ | 2,396 |

Total assets increased 0.3\% to $\$ 254.8$ million at June 30, 2001, from $\$ 254.0$ million at December 31, 2000. Cash and cash equivalents increased \$1.1 million or $7.4 \%$ to $\$ 16.7$ million at June 30,2001 , from $\$ 15.6$ million at December 31, 2000. During this period, the Company's liability mix shifted as deposits increased by $\$ 10.3$ million and FHLB borrowings decreased by $\$ 10.0$ million. Deposits at June 30, 2001, totaled $\$ 227.0$ million compared to $\$ 216.7$ million at December 31, 2000. FHLB borrowings decreased to $\$ 4.0$ million at June 30 , 2001, compared to $\$ 14.0$ million at December 31, 2000. In addition, the Company's asset mix shifted during the same period. Net loans decreased by $\$ 11.6$ million while total investments increased by $\$ 12.6$ million. These changes resulted from the Company's strategy to increase its liquidity and reduce its lending in the real estate development and construction sectors.

The investment portfolio was comprised of the following:

|  | $\begin{aligned} & 30 \\ & 01 \end{aligned}$ | $\begin{gathered} \text { December 31, } \\ 2000 \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: |
| \$ | $\begin{aligned} & 863 \\ & 250 \end{aligned}$ | \$ |  | 950 |
|  |  |  |  | 250 |
|  | $\begin{aligned} & 18,195 \\ & 12,000 \end{aligned}$ |  |  | 509 |
|  |  |  |  | - |
|  | 422 |  |  | 422 |
|  | 1,550 |  |  | 550 |
| \$ | 33,280 | \$ |  | 681 |

Net loans were $\$ 190.0$ million at June 30,2001 , a decrease of $\$ 11.6$ million, or $5.8 \%$, from net loans of $\$ 201.6$ million at December 31, 2000. The decrease in the loan portfolio was primarily due to the sale of $\$ 6.9$ million of seasoned fixed rate mortgage loans and a reduction of $\$ 5.7$ million in interim real estate loans. This decrease was partially offset by a $\$ 3.7$ million increase in commercial business loans.

Real estate owned decreased to $\$ 532,000$ at June 30, 2001, from $\$ 1.3$ million at December 31, 2000. The decline was due to the sale of a commercial real estate property during the period. The remainder of real estate owned consists of developed lots located within a residential subdivision. Net proceeds are anticipated to approximate the carrying value at June 30, 2001. No material losses are anticipated on the ultimate sale of these properties.

Deposits were $\$ 227.0$ million at June 30,2001 , an increase of $\$ 10.3$ million, or 4.7\%, from total deposits of $\$ 216.7$ million at December 31, 2000. The deposit growth was evenly spread between growth in certificates of deposits and transaction accounts. New deposits at the Forest Lakes branch accounted for $\$ 2.4$ million of the increase in deposits.

Results of Operations

Net Income
The Company reported net income of $\$ 7,000$ for the three months ended June 30 , 2001, compared with a net loss of $\$ 82,000$ for the three months ended June 30 , 2000. While net income in the current quarter was negatively impacted by a compression of the Company's net interest margin, net income was favorable to the same quarter of the prior year due to a lower provision for loan losses. Net income of $\$ 175,000$ for the six months ended June 30,2001 , was slightly improved over the $\$ 162,000$ reported for the same period a year ago.

Net Interest Income

Net interest income decreased to $\$ 1.8$ million for the three months ended June 30, 2001 , from the $\$ 2.5$ million reported during the same period in 2000 . For the six months ended June 30,2001 , net interest income decreased to $\$ 4.0$ million from \$4.8 million for the same period in 2000. The compression in the net interest margin was due to a decrease in the average amount of loans outstanding and the impact of six prime rate decreases during the first half of 2001. Because of the Company's reliance on fixed rate certificates of deposit, prime rate decreases lowered its yield on earning assets (especially those loans whose interest rates are indexed to prime) faster than its cost of interest bearing deposits fell. Certificates of deposits totaling $\$ 38.4$ million with an average cost of $6.38 \%$ mature during the third quarter of 2001 . During the fourth quarter of 2001, certificates of deposit totaling $\$ 33.7$ million with an average cost of $6.24 \%$ mature. The net interest margin was $3.48 \%$ for the most recent quarter compared with $3.95 \%$ for the same period a year ago. The following table summarizes the factors determining net interest income (\$ in thousands).

|  | Three Months Ended | Three Months Ended | Six Months Ended |
| :---: | :---: | :---: | :---: |
|  | June 30, 2001 | June 30, 2000 | June 30, 200 |
| Average Interest Earning Assets | \$ 233,052 | \$ 257,163 | \$ 232,945 |
| Average Yield | 8. $22 \%$ | $9.12 \%$ | 8. $55 \%$ |
| erage Interest Bearing Liabilities | \$ 216,690 | \$ 244,161 | \$ 217,938 |
| Average Cost | $5.10 \%$ | $5.45 \%$ | $5.26 \%$ |
| Interest Spread | $3.12 \%$ | $3.67 \%$ | $3.29 \%$ |
| Interest Margin | 3.48\% | 3.95\% | $3.64 \%$ |

## Provision for Loan Losses

The Company provides valuation allowances for anticipated losses on loans when its management determines that a significant decline in the value of the collateral has occurred, and if the value of the collateral is less than the amount of the unpaid principal of the related loan, plus estimated costs of acquisition and sale. In addition, the Company provides reserves based on the dollar amount and type of collateral securing its loans, in order to protect against unanticipated losses. A loss experience percentage is established for each loan type and is reviewed quarterly. Each quarter, the loss percentage is applied to the portfolio, by product type, to determine the minimum amount of reserves required. The Company recorded a provision of $\$ 75,000$ and $\$ 1.1$ million for the three months ended June 30, 2001 and 2000 , respectively. The provision recorded in the prior year was to increase the allowance for loan losses to an amount that properly reflected the credit risk in the loan portfolio.

Net charge-offs for the three months ended June 30, 2001, were $\$ 9,000$ compared to $\$ 379,000$ for the same period a year ago. At June 30, 2001, the Company had $\$ 1.6$ million of loans that were 90 days or more past due. Of this total, only $\$ 118,000$ of loans were considered to be non-accrual. At June 30, 2001 , the allowance for loan losses was $\$ 2.6$ million or $1.34 \%$ of total loans. Management believes that the allowance for loan losses is adequate to cover loan losses inherent in the loan portfolio at June 30, 2001. Loans classified as special mention, substandard, doubtful and loss have been adequately reserved. Although management believes that it uses the best information available to make such determinations, future adjustments to the allowance for loan losses may be necessary, and net income could be significantly affected, if circumstances differ substantially from assumptions used in making the initial determinations.

## Non-Interest Income

Non-interest income was $\$ 560,000$ for the three months ended June 30, 2001, compared with $\$ 501,000$ for the same period a year ago. Fees on deposit accounts increased by $11.6 \%$ to $\$ 204,400$ for the most recent quarter as compared to $\$ 183,200$ for the same period a year ago. A higher volume of loan payoffs accelerated the amortization of originated mortgage loan servicing rights and negatively impacted loan servicing income. Loan servicing revenue increased by $69.8 \%$ to $\$ 73,000$ for the most recent quarter compared to $\$ 43,000$ for the same period a year ago. However, the amortization of loan servicing rights increased to $\$ 155,000$ in the most recent quarter from $\$ 25,000$ for the same period of the prior year. The Company shifted its operating strategy in the past quarter to sell the majority of its mortgage loan production on a servicing released basis going forward. Net gains on the sale of mortgage loans and securities were $\$ 295,000$ for the three months ended June 30,2001 , compared to $\$ 183,000$ in the prior year. Non-interest income was $\$ 1.1$ million for the six months ended June 30, 2001, compared with $\$ 715,000$ for the same period a year ago.

Non-Interest Expense

Other expenses during the three months ended June 30, 2001, were $\$ 2.3$ million, a $\$ 207,000$ increase over those incurred during the same quarter of 2000 . This increase is primarily attributable to the additional operating expenses of the Forest Lakes branch in Albemarle County. For the six months ended June 30 , 2001 , other expenses increased to $\$ 4.6$ million compared to $\$ 4.1$ million for the same period a year ago. This increase was also attributable to the additional operating expenses of the Forest Lakes branch, severance expense of $\$ 165,000$ for former employees and a $\$ 51,000$ loss on the sale of a foreclosed commercial property.

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The Company currently operates eight full-service banking offices. A new branch opened in early February in northern Albemarle County. The Company consummated the sale of its retail branch in Henrico County to Central Virginia Bank on July 13, 2001. This transaction included the assumption of approximately $\$ 7.3$ million of deposit accounts and the sale of consumer and commercial loans totaling approximately $\$ 4.4$ million. A small gain on the sale will be recorded in the Company's third quarter results. There are no current plans to open or close any additional offices.

## Income Tax Expense

The Company recognized income tax expense of $\$ 4,000$ for the three months ended June 30, 2001, compared to an income tax benefit of $\$ 42,000$ for the same period in 2000. The Company recognized income tax expense of $\$ 90,000$ for the six months ended June 30, 2001, compared to $\$ 84,000$ for the same period in 2000. Changes in tax expense between periods are primarily a result of changes in the level of taxable income.

## Liquidity and Capital Resources

Liquidity is the ability to meet present and future financial obligations either through the sale of existing assets or through the acquisition of additional funds through asset and liability management. The Company's primary sources of funds are deposits, borrowings and amortization, prepayments and maturities of outstanding loans and securities. While scheduled payments from the amortization of loans and securities are relatively predictable sources of funds, deposit flows and loan prepayments are greatly influenced by general interest rates, economic conditions and competition. Excess funds are invested in overnight deposits to fund cash requirements experienced in the normal course of business. The Company has been able to generate sufficient cash through its deposits as well as through its borrowings.

The Company uses its sources of funds primarily to meet its on-going operating expenses, to pay deposit withdrawals and to fund loan commitments. At June 30, 2001, total approved loan commitments outstanding were approximately $\$ 7.0$ million. At the same date, commitments under unused lines of credit were approximately $\$ 41.8$ million. Certificates of deposit scheduled to mature in one year or less at June 30, 2001, were $\$ 126.7$ million. Management believes that a significant portion of maturing deposits will remain with the Company. If these certificates of deposit do not remain with the Company, it will have to seek other sources of funding that may be at higher rates or reduce assets.

At June 30, 2001, regulatory capital was in excess of amounts required by Federal Reserve regulations to be considered well capitalized as shown in the following table:

|  |  | Actual Amount | Actual Percentage | Amount Required |  | Percent <br> Required |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Leverage Ratio | \$ | 21,808 | 8.62\% | \$ | 10,134 | 4.00\% |
| Tier 1 Risk Based Capital |  | 21,808 | 10.59\% |  | 8,240 | 4.00\% |
| Total Risk Based Capital |  | 24,919 | 12.10\% |  | 16,640 | 8.00\% |

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## Regulatory Issues

In October 2000, the Company and it subsidiary, Guaranty Bank, entered into a written agreement with the Federal Reserve Bank of Richmond ("FRB") and the Bureau of Financial Institutions of the Commonwealth of Virginia ("BFI") with respect to various operating policies and procedures. Various bank operating policies including asset/liability management, liquidity, risk management, loan administration and capital adequacy have been rewritten and approved by bank regulators. The Company is restricted from paying future dividends or incurring any debt at the parent company level without prior regulatory approval. In addition, Guaranty Bank is prohibited from paying intercompany dividends to the Company without prior regulatory approval. Absent this intercompany dividend, the Company does not have sufficient resources to make the payments due on its outstanding subordinated debt securities.

The Company and Guaranty Bank have requested regulatory approval for an intercompany dividend in an amount sufficient to make the September 15, 2001, payment due on its subordinated debt securities. While the FRB and the BFI have approved all prior quarterly dividend payment requests since the written agreement was executed, no assurances can be given that this request will be approved.

Forward Looking Statements

Certain statements in this quarterly report on Form 10-QSB may include "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended and Section $21 E$ of the Securities Exchange Act of 1934, as amended. These forward-looking statements are generally identified by the use of words such as "believe", "expect", "anticipate", "should", "planned", "estimated", and "potential". These statements are based on the company's current expectations. A variety of factors could cause the Company's actual results to differ materially from the anticipated results or other expectations expressed in such forward-looking statements. The risks and uncertainties that may affect the operations, performance, development, and results of the Company's business include interest rate movements, competition from both financial and non-financial institutions, the timing and occurrence (or nonoccurrence) of transactions and events that may be subject to circumstances beyond the Company's control, and general economic conditions.

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

GUARANTY FINANCIAL CORPORATION

Date: August 13, 2001

Date: August 13, 2001

By: /s/ William E. Doyle, Jr.
William E. Doyle, Jr.
President and Chief Executive Officer

By: /s/ Thomas F. Crump

Thomas F. Crump
Senior Vice President and Chief Financial Officer

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## Exhibit

No. Document
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10.1 Employment Agreement, dated as of May 10, 2001, by and between Guaranty Financial Corporation and William E. Doyle, Jr.
10.2 Severance and Release Agreement, dated as of March 19, 2001, by and between Guaranty Financial Corporation and Thomas P. Baker.

