GREEN BANKSHARES, INC.
Form 10-Q
May 16, 2011

UNITED STATES<br>SECURITIES AND EXCHANGE COMMISSION<br>Washington, D.C. 20549<br>FORM 10-Q

## (Mark One)

## p QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended March 31, 2011

## OR

## o TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from $\qquad$ to

Commission file number 0-14289
GREEN BANKSHARES, INC.
(Exact name of registrant as specified in its charter)

Tennessee
(State or other jurisdiction of incorporation or organization)

100 North Main Street, Greeneville, Tennessee 37743-4992
(Address of principle executive offices)
(Zip Code)
Registrant $s$ telephone number, including area code: (423) 639-5111
N/A
(Former name, former address and former fiscal year, if changed since last report)
Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 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 p NO o

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T ( $\$ 232.405$ of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). YES o NO o

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act. (Check one):

[^0]
## PART I FINANCIAL INFORMATION

## ITEM 1. FINANCIAL STATEMENTS

The unaudited condensed consolidated financial statements of Green Bankshares, Inc. and its wholly owned subsidiaries are as follows:

Condensed Consolidated Balance Sheets March 31, 2011 and December 31, $2010 \quad 2$
Condensed Consolidated Statements of Income For the three months ended March 31, 2011 and 2010
Condensed Consolidated Statement of Changes in Shareholders Equity For the three months ended March 31, 2011
Condensed Consolidated Statements of Cash Flows For the three months ended March 31, 2011 and $\underline{2010}$
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## GREEN BANKSHARES, INC. <br> CONDENSED CONSOLIDATED BALANCE SHEETS <br> March 31, 2011 and December 31, 2010 (Amounts in thousands, except share and per share data)

|  | (Unaudited) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2011 \end{gathered}$ |  | $\begin{aligned} & \text { December } \\ & \text { 31, } \\ & \text { 2010** } \end{aligned}$ |  |
| ASSETS |  |  |  |  |
| Cash and due from banks | \$ | 323,485 | \$ | 289,358 |
| Federal funds sold |  | 7,931 |  | 4,856 |
| Cash and cash equivalents |  | 331,416 |  | 294,214 |
| Interest earning deposits in other banks |  |  |  |  |
| Securities available for sale |  | 226,732 |  | 202,002 |
| Securities held to maturity (with a market value of \$115 and \$467) |  | 115 |  | 465 |
| Loans held for sale |  | 960 |  | 1,299 |
| Loans, net of unearned interest |  | 1,680,249 |  | 1,745,378 |
| Allowance for loan losses |  | $(65,109)$ |  | $(66,830)$ |
| Other real estate owned and repossessed assets |  | 60,033 |  | 60,095 |
| Premises and equipment, net |  | 77,814 |  | 78,794 |
| FHLB and other stock, at cost |  | 12,734 |  | 12,734 |
| Cash surrender value of life insurance |  | 31,758 |  | 31,479 |
| Core deposit and other intangibles |  | 6,125 |  | 6,751 |
| Deferred tax asset ( net of valuation allowance of \$47,563 and \$43,455) |  | 6,339 |  | 2,177 |
| Other assets |  | 23,528 |  | 37,482 |
| Total assets | \$ | 2,392,694 | \$ | 2,406,040 |
| LIABILITIES AND SHAREHOLDERS EQUITY |  |  |  |  |
| Liabilities |  |  |  |  |
| Non-interest bearing deposits | \$ | 165,927 | \$ | 152,752 |
| Interest bearing deposits |  | 1,808,309 |  | 1,822,703 |
| Brokered deposits |  | 1,399 |  | 1,399 |
| Total deposits |  | 1,975,635 |  | 1,976,854 |
| Repurchase agreements |  | 18,712 |  | 19,413 |
| FHLB advances and notes payable |  | 158,588 |  | 158,653 |
| Subordinated debentures |  | 88,662 |  | 88,662 |
| Accrued interest payable and other liabilities |  | 18,267 |  | 18,561 |
| Total liabilities | \$ | 2,259,864 | \$ | 2,262,143 |

Shareholders equity

| Preferred stock: no par, 1,000,000 shares authorized, 72,278 shares |  |  |  |
| :--- | ---: | ---: | ---: |
| outstanding | \$ | 68,468 | $\$$ |
| Common stock: $\$ 2$ par, 20,000,000 shares authorized, 13,182,797 and |  | 68,121 |  |
| 13,188,896 shares outstanding | 26,366 | 26,378 |  |
| Common stock warrants | 6,934 | 6,934 |  |
| Additional paid-in capital | 189,022 | 188,901 |  |
| Accumulated Deficit | $(158,997)$ | $(147,436)$ |  |
| Accumulated other comprehensive income | 1,037 | 999 |  |
| Total shareholders equity | 132,830 | 143,897 |  |
|  |  |  |  |
| Total liabilities and shareholders equity | $\$ 2,392,694$ | $\$ 2,406,040$ |  |

* Derived from the audited consolidated balance sheet, as filed in the Company s Annual Report on Form 10-K for the fiscal year ended December 31, 2010.

See notes to condensed consolidated financial statements.
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## GREEN BANKSHARES, INC. <br> CONDENSED CONSOLIDATED STATEMENTS OF INCOME <br> Three Months Ended March 31, 2011 and 2010 <br> (Amounts in thousands, except share and per share data)

|  | Three Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  |
|  | (Unaudited) |  |  |  |
| Interest income |  |  |  |  |
| Interest and fees on loans | \$ | 24,600 | \$ | 30,060 |
| Taxable securities |  | 1,401 |  | 1,288 |
| Nontaxable securities |  | 305 |  | 312 |
| FHLB and other stock |  | 138 |  | 138 |
| Federal funds sold and other |  | 181 |  | 94 |
| Total interest income |  | 26,625 |  | 31,892 |
| Interest expense |  |  |  |  |
| Deposits |  | 5,330 |  | 8,061 |
| Federal funds purchased and repurchase agreements |  | 4 |  | 6 |
| FHLB advances and notes payable |  | 1,543 |  | 1,694 |
| Subordinated debentures |  | 481 |  | 472 |
| Total interest expense |  | 7,358 |  | 10,233 |
| Net interest income |  | 19,267 |  | 21,659 |
| Provision for loan losses |  | 13,897 |  | 3,889 |
| Net interest income after provision for loan losses |  | 5,370 |  | 17,770 |
| Non-interest income |  |  |  |  |
| Service charges on deposit accounts |  | 5,830 |  | 5,940 |
| Other charges and fees |  | 430 |  | 356 |
| Trust and investment services income |  | 515 |  | 582 |
| Mortgage banking income |  | 87 |  | 118 |
| Other income |  | 765 |  | 690 |
| Total non-interest income |  | 7,627 |  | 7,686 |
| Non-interest expense |  |  |  |  |
| Employee compensation |  | 8,131 |  | 7,665 |
| Employee benefits |  | 977 |  | 977 |

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Equipment expense ..... 877 ..... 708
Computer hardware/software expense ..... 919 ..... 824
Professional services ..... 788 ..... 607
Advertising ..... 719 ..... 598
OREO maintenance expense ..... 1,155 ..... 445
Collection and repossession expense ..... 547 ..... 1,287
Loss on OREO and repossessed assets ..... 2,101 ..... 509
FDIC Insurance 1,086 ..... 851
Core deposit and other intangibles amortization ..... 626 ..... 651
Other expenses ..... 3,307 ..... 3,725
Total non-interest expenses ..... 23,027 ..... 20,546
Income (loss) before income taxes $(10,030)$ ..... 4,910
Provision for income/(loss) taxes ..... 281 ..... 1,714
Net income/(loss) \$ $(10,311) \quad \$$ ..... 3,196
Preferred stock dividends and accretion of discount ..... 1,250
Net income/(loss) available to common shareholders ..... \$ $(11,561) \quad \$ \quad 1,946$
Per share of common stock:
Basic earnings
Diluted earnings ..... (0.88) ..... 0.15
Dividends
Weighted average shares outstanding:
Basic13,108,598Diluted13,108,59813,172,727

See notes to condensed consolidated financial statements.

# GREEN BANKSHARES, INC. <br> CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS EQUITY 

For the Three Months Ended March 31, 2011
(Unaudited)
(Amounts in thousands, except share and per share data)


See notes to condensed consolidated financial statements.

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# GREEN BANKSHARES, INC. <br> CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS <br> For the Three Months Ended March 31, 2011 and 2010 <br> (Amounts in thousands, except share and per share data) 



| Net change in cash and cash equivalents | 37,202 | $(32,953)$ |  |
| :--- | ---: | ---: | ---: |
| Cash and cash equivalents, beginning of period | 294,214 | 210,494 |  |
|  |  |  |  |
| Cash and cash equivalents, end of period | $\$ 331,416$ | $\$ 177,541$ |  |
|  |  |  |  |
| Supplemental disclosures cash and noncash | $\$ 7,044$ | $\$ 10,523$ |  |
| Interest paid | 6,616 | 18,540 |  |
| Loans converted to other real estate | 38 | 970 |  |
| Unrealized gain on available for sale securities, net of tax | 1,020 | 1,417 |  |

See notes to condensed consolidated financial statements.

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# GREEN BANKSHARES, INC. <br> NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS 

## March 31, 2011 <br> Unaudited

(Amounts in thousands, except share and per share data)

## NOTE 1 PRINCIPLES OF CONSOLIDATION

The accompanying unaudited condensed consolidated financial statements of Green Bankshares, Inc. (the Company ) and its wholly owned subsidiary, GreenBank (the Bank ), have been prepared in accordance with accounting principles generally accepted in the United States of America for interim information and in accordance with the instructions to Form 10-Q and Article 10 of Regulation S-X as promulgated by the Securities and Exchange Commission ( SEC ). Accordingly, they do not include all the information and footnotes required by accounting principles generally accepted in the United States of America for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the three months ended March 31, 2011 are not necessarily indicative of the results that may be expected for the year ending December 31, 2011. For further information, refer to the consolidated financial statements and notes thereto included in the Company s Annual Report on Form 10-K for the year ended December 31, 2010. Certain amounts from prior period financial statements have been reclassified to conform to the current year s presentation.

## NOTE 2 SECURITIES

Securities are summarized as follows:

| Available for Sale | Amortized Cost | Gross <br> Unrealized Gains |  | Gross <br> Unrealized Losses |  | Fair Value |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
| March 31, 2011 |  |  |  |  |  |  |  |
| U.S. government agencies | \$ 93,966 | \$ | 138 | \$ | $(1,031)$ |  | 93,073 |
| States and political subdivisions | 30,225 |  | 845 |  | (271) |  | 30,799 |
| Collateralized mortgage obligations | 78,300 |  | 1,861 |  | (395) |  | 79,766 |
| Mortgage-backed securities | 20,685 |  | 749 |  | (30) |  | 21,404 |
| Trust preferred securities | 1,850 |  |  |  | (160) |  | 1,690 |
|  | \$ 225,026 | \$ | 3,593 | \$ | $(1,887)$ |  | 226,732 |
| December 31, 2010 |  |  |  |  |  |  |  |
| U.S. government agencies | \$ 84,106 | \$ | 115 | \$ | (922) |  | 83,299 |
| States and political subdivisions | 31,192 |  | 705 |  | (396) |  | 31,501 |
| Collateralized mortgage obligations | 66,043 |  | 1,901 |  | (369) |  | 67,575 |
| Mortgage-backed securities | 17,168 |  | 815 |  | (19) |  | 17,964 |
| Trust preferred securities | 1,850 |  |  |  | (187) |  | 1,663 |
|  | \$ 200,359 | \$ | 3,536 | \$ | $(1,893)$ |  | 202,002 |

> Held to Maturity

March 31, 2011

| States and political subdivisions | \$ | 115 | \$ |  | \$ | \$ | 115 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ | 115 | \$ |  | \$ | \$ | 115 |
| December 31, 2010 |  |  |  |  |  |  |  |
| States and political subdivisions | \$ | 215 | \$ | 1 | \$ | \$ | 216 |
| Other securities |  | 250 |  | 1 |  |  | 251 |
|  | \$ | 465 | \$ | 2 | \$ | \$ | 467 |
|  | 6 |  |  |  |  |  |  |

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# GREEN BANKSHARES, INC. <br> NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS 

March 31, 2011
Unaudited
(Amounts in thousands, except share and per share data)

## NOTE 2 SECURITIES (Continued)

Contractual maturities of securities at March 31, 2011 are shown below. Securities not due at a single maturity date, collateralized mortgage obligations and mortgage-backed securities are shown separately.

|  | Available for |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Sale <br> Fair |  | Held to Maturity |  |
|  |  |  | Carrying | Fair |
|  |  |  | Amount | Value |
| Due in one year or less | \$ | 989 | \$ 115 | \$ 115 |
| Due after one year through five years |  | 4,723 |  |  |
| Due after five years through ten years |  | 64,980 |  |  |
| Due after ten years |  | 54,870 |  |  |
| Collateralized mortgage obligations |  | 79,766 |  |  |
| Mortgage-backed securities |  | 21,404 |  |  |

Total maturities \$ 226,732 \$ 115
\$ 115
There were no realized gross gains or (losses) from sales of investment securities for the three month periods ended March 31, 2011 and 2010.
Securities with a carrying value of $\$ 164,457$ and $\$ 135,692$ at March 31, 2011 and December 31, 2010, respectively, were pledged for public deposits and securities sold under agreements to repurchase and to the Federal Reserve Bank. The balance of pledged securities in excess of the pledging requirements was $\$ 19,381$ and $\$ 7,983$ at March 31, 2011 and December 31, 2010, respectively.
Securities with unrealized losses at March 31, 2011 and December 31, 2010 are as follows:

|  | Less than 12 months |  |  | 12 months or more |  |  | Total |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fair <br> Value | Unrealized Loss |  | Fair Value | Unrealized Loss |  | Fair <br> Value | Unrealized Loss |  |
| March 31, 2011 |  |  |  |  |  |  |  |  |  |
| U. S. government agencies | \$ 66,950 | \$ | $(1,031)$ | \$ | \$ |  | \$ 66,950 | \$ | $(1,031)$ |
| States and political subdivisions | 3,798 |  | (58) | 1,749 |  | (213) | 5,547 |  | (271) |
| Collateralized mortgage obligations | 19,893 |  | (383) | 2,790 |  | (12) | 22,683 |  | (395) |
| Mortgage-backed securities | 2,986 |  | (27) | 6 |  | (3) | 2,992 |  | (30) |
| Trust preferred securities |  |  |  | 1,690 |  | (160) | 1,690 |  | (160) |
| Total temporarily impaired | \$ 93,627 | \$ | $(1,499)$ | \$ 6,235 | \$ | (388) | \$ 99,862 | \$ | $(1,887)$ |
| December 31, 2010 |  |  |  |  |  |  |  |  |  |
| U. S. government agencies | \$ 65,178 | \$ | (922) | \$ | , |  | \$ 65,178 | \$ | (922) |
|  | 2,488 |  | (114) | 1,659 |  | (282) | 4,147 |  | (396) |


| States and political subdivisions |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Collateralized mortgage obligations | 14,666 |  | (266) | 2,699 |  | (104) | 17,365 |  | (370) |
| Mortgage-backed securities | 2,821 |  | (17) | 8 |  | (2) | 2,829 |  | (19) |
| Trust preferred securities |  |  |  | 1,663 |  | (186) | 1,663 |  | (186) |
| Total temporarily impaired | \$ 85,153 | \$ | $(1,319)$ | \$ 6,029 | \$ | (574) | \$ 91,182 | \$ | $(1,893)$ |
| 7 |  |  |  |  |  |  |  |  |  |

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# GREEN BANKSHARES, INC. <br> NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS 

March 31, 2011
Unaudited
(Amounts in thousands, except share and per share data)

## NOTE 2 SECURITIES (Continued)

The Company reviews its investment portfolio on a quarterly basis judging each investment for other-than-temporary impairment ( OTTI ). Management does not have the intent to sell any of the temporarily impaired investments and believes it is more likely than not that the Company will not have to sell any such securities before a recovery of cost. The OTTI analysis focuses on the duration and amount a security is below book value and assesses a calculation for both a credit loss and a non credit loss for each measured security considering the security s type, performance, underlying collateral, and any current or potential debt rating changes. The OTTI calculation for credit loss is reflected in the income statement while the non credit loss is reflected in other comprehensive income (loss).

The Company holds a single issue trust preferred security issued by a privately held bank holding company. The bank holding company deferred its interest payments beginning in the second quarter of 2009, and we have placed the security on non-accrual. The Federal Reserve Bank of St. Louis entered into an agreement with the bank holding company on October 22, 2009 which was made public on October 30, 2009. Among other provisions of the regulatory agreement, the bank holding company must strengthen its management of operations, strengthen its credit risk management practices, and submit a capital plan. As of March 31, 2011 no other communications between the bank holding company and the Federal Reserve Bank of St. Louis have been made public. Our estimated fair value implies a modest unrealized loss of $\$ 37$, related primarily to illiquidity. The Company did not recognize other-than-temporary impairment on the security during the quarter ended March 31, 2011.

The Company holds a private label class A21 collateralized mortgage obligation that was analyzed for the quarter ended March 31, 2011 with multiple stress scenarios using conservative assumptions for underlying collateral defaults, loss severity, and prepayments. The security s estimated fair value implies an unrealized loss of $\$ 12$, an improvement of $\$ 91$ compared to December 31, 2010. The Company did not recognize a write-down through non-interest income representing other-than-temporary impairment on the security for the quarter ended March 31, 2011.

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# GREEN BANKSHARES, INC. <br> NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS 

March 31, 2011
Unaudited
(Amounts in thousands, except share and per share data)
NOTE 2 SECURITIES (Continued)
The following table presents more detail on selective Company security holdings as of March 31, 2011. These details are listed separately due to the inherent level of risk for OTTI on these securities.

| Description | Cusip\# | Current <br> Credit <br> Rating | Book <br> Value | Fair <br> Value | Unrealized <br> Loss |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Collateralized mortgage <br> obligations | 94985RAW2 | Caa2 | $\$ 2,802$ | $\$ 2,790$ | $\$(12)$ |
| Wells Fargo $2007-4$ A21 | 956192AA6 | N/A | 675 | 638 | (37) |
| Trust preferred securities <br> West Tennessee Bancshares, Inc. |  |  |  |  |  |

The following table presents a roll-forward of the cumulative amount of credit losses on the Company s investment securities that have been recognized through earnings as of March 31, 2011 and 2010. There were no credit losses on the Company s investment securities recognized in earnings during the quarter ended March 31, 2011 or the quarter ended March 31, 2010.

|  | First <br> Quarter <br> $\mathbf{2 0 1 1}$ | First <br> Quarter <br> $\mathbf{2 0 1 0}$ |  |
| :--- | :---: | :---: | :---: |
| Beginning balance of credit losses at January 1, 2011 and 2010 <br> Other-than-temporary impairment credit losses | $\$ 1,069$ | $\$$ | 976 |
| Ending balance of cumulative credit losses recognized in earnings | $\$ 1,069$ | $\$$ | 976 |

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## GREEN BANKSHARES, INC. <br> NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS <br> March 31, 2011 <br> Unaudited <br> (Amounts in thousands, except share and per share data)

## NOTE 3 LOANS

Loans at March 31, 2011 and December 31, 2010 were as follows:
$\left.\begin{array}{lcrc} & \text { March 31, } & \text { December 31, } \\ \text { 2010 }\end{array}\right]$

Activity in the allowance for loan losses is as follows:

|  | March 31, | March 31, |  |
| :--- | :---: | :---: | :---: |
|  | 2011 | 2010 |  |
| Beginning balance | $\$ 66,830$ | $\$$ | 50,161 |
| Add (deduct): |  | 13,897 | 3,889 |
| Provision for loan losses | $(16,404)$ | $(4,733)$ |  |
| Loans charged off | 786 | 850 |  |
| Recoveries of loans charged off | $\$ 65,109$ | $\$ 50,167$ |  |

(Continued)

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# GREEN BANKSHARES, INC. <br> NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS <br> March 31, 2011 <br> Unaudited <br> (Amounts in thousands, except share and per share data) 

## NOTE 3 LOANS (Continued)

Activity in the allowance for loan losses and recorded investment in loans by segment:

|  | Commercial |  | Residential Real |  | Commercial |  | Consumer |  | Other |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2011 |  |  |  |  |  |  |  |  |  |  |  |  |
| Allowance for loan |  |  |  |  |  |  |  |  |  |  |  |  |
| losses: |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning balance | \$ | 54,203 | \$ | 4,431 | \$ | 5,080 | \$ | 3,108 | \$ | 8 | \$ | 66,830 |
| Add (deduct): |  |  |  |  |  |  |  |  |  |  |  |  |
| Charge-offs |  | $(14,919)$ |  | (312) |  | (728) |  | (445) |  |  |  | $(16,404)$ |
| Recoveries |  | 196 |  | 29 |  | 378 |  | 183 |  |  |  | 786 |
| Provision |  | 13,886 |  | 234 |  | 915 |  | $(1,138)$ |  |  |  | 13,897 |
| Ending balance | \$ | 53,366 | \$ | 4,382 | \$ | 5,645 | \$ | 1,708 | \$ | 8 | \$ | 65,109 |
| As of December 31, 2010 |  |  |  |  |  |  |  |  |  |  |  |  |
| Allowance for loan |  |  |  |  |  |  |  |  |  |  |  |  |
| losses |  |  |  |  |  |  |  |  |  |  |  |  |
| Allocation for loans individually evaluated for impairment | \$ | 22,939 | \$ | 1,027 | \$ | 722 | \$ | 146 | \$ |  | \$ | 24,834 |
| Allocation for loans collectively evaluated for impairment |  | 31,264 |  | 3,404 |  | 4,358 |  | 2,962 |  | 8 |  | 41,996 |
| Ending Balance | \$ | 54,203 | \$ | 4,431 | \$ | 5,080 | \$ | 3,108 | \$ | 8 | \$ | 66,830 |
| As of March 31, 2011 |  |  |  |  |  |  |  |  |  |  |  |  |
| Allowance for loan |  |  |  |  |  |  |  |  |  |  |  |  |
| losses: |  |  |  |  |  |  |  |  |  |  |  |  |
| Allocation for loans individually evaluated for impairment | \$ | 19,662 | \$ | 1,120 | \$ | 1,732 | \$ | 154 | \$ |  | \$ | 22,668 |
| Allocation for loans collectively evaluated for impairment |  | 33,704 |  | 3,262 |  | 3,913 |  | 1,554 |  | 8 |  | 42,441 |

As of December 31,
2010
Loans:
Ending balance: individually evaluated for impairment
$\begin{array}{lllllllll}\$ & 170,175 & \$ & 8,697 & \$ & 6,149 & \$ & 970 & \$\end{array}$
\$ 185,991
Ending balance:
collectively evaluated for impairment
\$ 910,630 \$ 363,506 \$ 216,778 \$ 66,470 \$ 1,913 \$ 1,559,387

As of March 31, 2011
Loans:
Ending balance:
individually evaluated for impairment
$\begin{array}{lllllll}\$ 181,082 & \$ & 9,657 & \$, 512 & \$ 1,286\end{array}$
\$ 199,537
Ending balance:
collectively evaluated for impairment
\$ 847,821 \$ 363,266 \$ 200,984 \$ 66,458 \$ 3,139 \$ 1,481,668
(Continued)

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# GREEN BANKSHARES, INC. <br> NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS 

March 31, 2011
Unaudited
(Amounts in thousands, except share and per share data)

## NOTE 3 LOANS (Continued)

Impaired loans were as follows:

|  | March 31, | December 31, |
| :--- | ---: | ---: |
|  | 2011 | 2010 |
| Loans with no allowance allocated | $\$ 95,432$ | $\$ 81,981$ |
| Loans with allowance allocated | $\$ 104,105$ | $\$ 104,010$ |
| Amount of allowance allocated | 22,668 | 24,834 |
| Average impaired loan balance during the year | 207,166 | 212,167 |
| Interest income not recognized during impairment | 500 | 1,105 | Impaired loans of $\$ 199,537$, and $\$ 185,991$, respectively, at March 31, 2011 and December 31, 2010 are shown net of amounts previously charged off of $\$ 36,813$, and $\$ 36,574$, respectively. Interest income actually recognized on these loans at March 31, 2011 and December 31, 2010 was $\$ 578$, and $\$ 4,843$, respectively.

Impaired loans by class are presented below as of March 31, 2011:

|  | Recorded Investment |  | Unpaid <br> Principal <br> Balance | Related Allowance |  | Average <br> Recorded <br> Investment |  | Interest <br> Income Recognized |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial Real Estate: |  |  |  |  |  |  |  |  |  |
| Speculative 1-4 Family | \$ | 75,482 | \$ 111,392 | \$ | 11,085 | \$ | 79,742 | \$ | 231 |
| Construction |  | 46,456 | 65,525 |  | 4,379 |  | 49,747 |  | 71 |
| Owner Occupied |  | 14,782 | 15,365 |  | 543 |  | 15,143 |  | 18 |
| Non-owner Occupied |  | 43,663 | 46,035 |  | 3,655 |  | 44,177 |  | 182 |
| Other |  | 699 | 738 |  |  |  | 706 |  |  |
| Residential Real Estate: |  |  |  |  |  |  |  |  |  |
| HELOC |  | 3,199 | 3,295 |  |  |  | 3,206 |  | 15 |
| Mortgage-Prime |  | 6,260 | 6,801 |  | 1,069 |  | 6,373 |  | 41 |
| Mortgage-Subprime |  | 650 | 649 |  | 51 |  | 650 |  |  |
| Other |  | 102 | 122 |  |  |  | 103 |  |  |
| Commercial |  | 7,512 | 8,702 |  | 1,732 |  | 7,825 |  | 17 |
| Other |  |  |  |  |  |  |  |  |  |
| Consumer: |  |  |  |  |  |  |  |  |  |
| Prime |  | 222 | 234 |  |  |  | 235 |  | 3 |
| Subprime |  | 86 | 86 |  | 90 |  | 86 |  |  |
| Auto-Subprime |  | 424 | 424 |  | 64 |  | 424 |  |  |
| Other |  |  |  |  |  |  |  |  |  |
| Total | \$ | 199,537 | 259,368 |  | 22,668 |  | 208,417 |  | 578 |
| (Continued) |  |  |  |  |  |  |  |  |  |

GREEN BANKSHARES, INC.
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
March 31, 2011
Unaudited
(Amounts in thousands, except share and per share data)

## NOTE 3 LOANS (Continued)

Impaired loans by class are presented below as of December 31, 2010:

|  | Recorded <br> Investment | Unpaid <br> Principal <br> Balance | Related <br> Allowance |  | Average Recorded Investment |  | Interest <br> Income <br> Recognized |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial Real Estate: |  |  |  |  |  |  |  |  |
| Speculative 1-4 Family | \$ 72,138 | \$ 98,141 | \$ | 11,830 | \$ | 85,487 | \$ | 2,292 |
| Construction | 56,758 | 69,355 |  | 8,366 |  | 63,710 |  | 2,565 |
| Owner Occupied | 13,590 | 14,513 |  | 851 |  | 14,119 |  | 644 |
| Non-owner Occupied | 25,824 | 27,561 |  | 1,823 |  | 28,786 |  | 1,375 |
| Other | 1,865 | 2,090 |  | 69 |  | 2,278 |  | 66 |
| Residential Real Estate: |  |  |  |  |  |  |  |  |
| HELOC | 2,807 | 2,894 |  | 346 |  | 2,603 |  | 88 |
| Mortgage-Prime | 4,539 | 4,722 |  | 590 |  | 4,661 |  | 209 |
| Mortgage-Subprime | 370 | 370 |  | 57 |  | 370 |  |  |
| Other | 981 | 1,285 |  | 34 |  | 2,419 |  | 47 |
| Commercial | 6,149 | 7,510 |  | 722 |  | 6,729 |  | 171 |
| Consumer: |  |  |  |  |  |  |  |  |
| Prime | 217 | 228 |  | 32 |  | 252 |  | 13 |
| Subprime | 228 | 228 |  | 35 |  | 228 |  |  |
| Auto-Subprime | 525 | 525 |  | 79 |  | 525 |  |  |
| Other |  |  |  |  |  |  |  |  |
| Total | 185,991 | 229,422 |  | 24,834 |  | 212,167 |  | 7,470 |

The Bank manages the loan portfolio by assigning one of nine credit risk ratings based on an internal assessment of credit risk. The credit risk categories are prime, desirable, satisfactory I or pass, satisfactory II, acceptable with care, management watch, substandard, and loss.
Prime credit risk rating: Assets of this grade are the highest quality credits of the Bank. They exceed substantially all the Bank s underwriting criteria, and provide superior protection for the Bank through the paying capacity of the borrower and value of the collateral. The Bank s credit risk is considered to be negligible. Included in this section are well-established borrowers with significant, diversified sources of income and net worth, or borrowers with ready access to alternative financing and unquestioned ability to meet debt obligations as agreed. A loan secured by cash or other highly liquid collateral, where the Bank holds such collateral, may be assigned this grade.
(Continued)

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# GREEN BANKSHARES, INC. <br> NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS 

## March 31, 2011

Unaudited
(Amounts in thousands, except share and per share data)

## NOTE 3 LOANS (Continued)

Desirable credit risk rating: Assets of this grade also exceed substantially all of the Bank sunderwriting criteria; however, they may lack the consistent long-term performance of a Prime rated credit. The credit risk to the Bank is considered minimal on these assets. Paying capacity of the borrower is still very strong with favorable trends and the value of the collateral is considered more than adequate to protect the Bank. Unsecured loans to borrowers with above-average earnings, liquidity and capital may be assigned this grade.
Satisfactory I credit risk rating or pass credit rating: Assets of this grade conform to all of the Bank s underwriting criteria and evidence a below-average level of credit risk. Borrower s paying capacity is strong, with stable trends. If the borrower is a company, its earnings, liquidity and capitalization compare favorably to typical companies in its industry. The credit is well structured and serviced. Secondary sources of repayment are considered to be good. Payment history is good, and borrower consistently complies with all major covenants.
Satisfactory II credit risk rating: Assets of this grade conform to substantially all of the Bank s underwriting criteria and evidence an average level of credit risk. However, such assets display more susceptibility to economic, technological or political changes since they lack the above-average financial strength of credits rated Satisfactory Tier I. Borrower s repayment capacity is considered to be adequate. Credit is appropriately structured and serviced; payment history is satisfactory.
Acceptable with care credit risk rating: Assets of this grade conform to most of the Bank s underwriting criteria and evidence an acceptable, though higher than average, level of credit risk. However, these loans have certain risk characteristics that could adversely affect the borrower $s$ ability to repay, given material adverse trends. Therefore, loans in this category require an above-average level of servicing or show more reliance on collateral and guaranties to preclude a loss to the Bank, should material adverse trends develop. If the borrower is a company, its earnings, liquidity and capitalization are slightly below average, when compared to its peers.
Management watch credit risk rating: Assets included in this category are currently protected but are potentially weak. These assets constitute an undue and unwarranted credit risk but do not presently expose the Bank to a sufficient degree of risk to warrant adverse classification. However, Management Watch assets do possess credit deficiencies deserving management s close attention. If not corrected, such weaknesses or deficiencies may expose the Bank to an increased risk of loss in the future. Management Watch loans represent assets where the Bank sability to substantially affect the outcome has diminished to some degree, and thus it must closely monitor the situation to determine if and when a downgrade is warranted.
Substandard credit risk rating: Substandard assets are inadequately protected by the current net worth and financial capacity of the borrower or of the collateral pledged, if any. Assets so classified must have a well-defined weakness or weaknesses that jeopardize the liquidation of the debt. They are characterized by the distinct possibility that the Bank will sustain some loss if the deficiencies are not corrected. Loss potential, while existing in the aggregate amount of substandard assets, does not have to exist in individual assets classified as Substandard.
Loss credit rating: These assets are considered uncollectible and of such little value that their continuance as assets is not warranted. This classification does not mean that an asset has absolutely no recovery or salvage value, but rather it is not practical or desirable to defer writing off a basically worthless asset even though partial recovery may be affected in the future. Losses should be taken in the period in which they are identified as uncollectible.
(Continued)

## GREEN BANKSHARES, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
March 31, 2011
Unaudited
(Amounts in thousands, except share and per share data)

## NOTE 3 LOANS (Continued)

Credit quality indicators by class are presented below as of March 31, 2011:


Credit quality indicators by class are presented below as of December 31, 2010:


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GREEN BANKSHARES, INC.
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
March 31, 2011
Unaudited
(Amounts in thousands, except share and per share data)
NOTE 3 LOANS (Continued)


As of March 31, 2011

|  | HELOC | Mortgage | Mortgage <br> Subprime |  |  |  | Other |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: | :---: |
| Consumer Real Estate Credit Exposure | $\$ 192,083$ | $\$ 151,975$ | $\$$ | 11,668 | $\$ 3,932$ |  |  |
| Pass | 1,017 | 2,042 |  | 50 | 102 |  |  |
| Management Watch | 3,695 | 6,359 |  | 11,718 | 4,034 |  |  |
| Substandard | 196,795 | 160,376 |  |  |  |  |  |
| Total |  |  |  |  |  |  |  |

As of December 31, 2010

|  | HELOC | Mortgage | Mortgage <br> Subprime | Other |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Consumer Real Estate Credit Exposure | $\$ 188,086$ | $\$ 131,845$ | $\$ 11,692$ | $\$ 29,833$ |  |
| Pass | 1,017 | 317 |  | 50 | 1,529 |
| Management Watch | 2,807 | 5,117 |  |  |  |
| Substandard | 191,910 | 137,279 | 11,742 | 31,362 |  |
| Total | (Continued) |  |  |  |  |
|  | 16 |  |  |  |  |
|  |  |  |  |  |  |

# GREEN BANKSHARES, INC. <br> NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS <br> March 31, 2011 <br> Unaudited <br> (Amounts in thousands, except share and per share data) <br> <br> NOTE 3 LOANS (Continued) <br> <br> NOTE 3 LOANS (Continued) <br> As of March 31, 2011 

|  | Consumer |  | Consumer |  | Consumer Auto |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Subprime |  | Subprime |  |
| Consumer Credit Exposure |  |  |  |  |  |  |
| Pass | \$ | 33,964 | \$ | 12,963 | \$ | 19,468 |
| Management Watch |  |  |  |  |  |  |
| Substandard |  | 221 |  | 76 |  | 96 |
| Total |  | 34,185 |  | 13,039 |  | 19,564 |

As of December 31, 2010

|  |  |  | Consumer |  | Consumer <br> Auto |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Consumer |  | Subprime |  | Subprime |  |
|  |  |  |  |  |  |  |
| Consumer Credit Exposure |  |  |  |  |  |  |
| Pass | \$ | 35,029 | \$ | 13,093 | \$ | 18,588 |
| Management Watch |  |  |  |  |  |  |
| Substandard |  | 217 |  | 39 |  | 474 |
| Total |  | 35,246 |  | 13,132 |  | 19,062 |

A substantial portion of commercial real estate loans are secured by real estate in markets in which the Company is located. These loans are often restructured with interest reserves to fund interest costs during the construction and development period. Additionally, certain of these loans are structured with interest-only terms. A portion of the consumer mortgage and commercial real estate portfolios originated through the permanent financing of construction, acquisition and development loans. The prolonged economic downturn has negatively impacted many borrowers and guarantors ability to make payments under the terms of the loans as their liquidity has been depleted. Accordingly, the ultimate collectability of a substantial portion of these loans and the recovery of a substantial portion of the carrying amount of other real estate owned are susceptible to changes in real estate values in these areas. Continued economic distress could negatively impact additional borrowers and guarantors ability to repay their debt which will make more of the Company s loans collateral dependent.
(Continued)

## GREEN BANKSHARES, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
March 31, 2011
Unaudited
(Amounts in thousands, except share and per share data)
NOTE 3 LOANS (Continued)
Age analysis of past due loans by class are presented below as of March 31, 2011:

|  |  |  |  | Recorded <br> Investment <br> $>90$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
| Days |  |  |  |  |  |


| Commercial real |  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| estate: |  |  |  |  |  |  |  |  |  |
| Speculative 1-4 Family | $\$ 9,179$ | $\$$ | 3,222 | $\$ 41,377$ | $\$$ | 53,778 | $\$$ | 128,041 | $\$$ |
| Construction |  |  | 248 | 18,622 | 18,870 | 116,437 | 135,307 | $\$, 518$ |  |
| Owner Occupied | 4,499 | 126 | 11,610 | 16,235 | 212,545 | 228,780 |  |  |  |
| Non-owner Occupied | 6,170 | 3,848 | 17,675 | 27,693 | 435,689 | 463,382 |  |  |  |
| Other | 835 | 619 | 192 | 1,646 | 17,969 | 19,615 |  |  |  |
| Residential real |  |  |  |  |  |  |  |  |  |
| estate: |  |  |  |  |  |  |  |  |  |
| HELOC | 1,077 | 155 | 1,024 | 2,256 | 194,539 | 196,795 |  |  |  |
| Mortgage-Prime | 6,196 | 1,381 | 2,711 | 10,288 | 150,088 | 160,376 |  |  |  |
| Mortgage-Subprime | 51 | 6 | 72 | 129 | 11,589 | 11,718 |  |  |  |
| Other | 85 | 3 | 81 | 169 | 3,865 | 4,034 |  |  |  |
| Commercial | 608 | 267 | 5,795 | 6,670 | 201,826 | 208,496 | 72 |  |  |
| Consumer: |  |  |  |  |  |  |  |  |  |
| Prime | 201 | 58 | 51 | 310 | 33,875 | 34,185 |  |  |  |
| Subprime | 140 | 104 | 53 | 297 | 12,742 | 13,039 |  |  |  |
| Auto-Subprime | 565 | 110 | 125 | 800 | 18,764 | 19,564 |  |  |  |
| Other |  |  |  |  | 3,139 | 3,139 |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
| Total | 29,606 | 10,147 | 99,388 | 139,141 | $1,541,108$ | $1,680,249$ | 5,592 |  |  |

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## GREEN BANKSHARES, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
March 31, 2011
Unaudited
(Amounts in thousands, except share and per share data)

## NOTE 3 LOANS (Continued)

Age analysis of past due loans by class are presented below for December 31, 2010:


| Commercial real estate: |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Speculative 1-4 Family | \$ 22,267 | \$ | 1,777 | \$ 30,802 | \$ | 54,846 | \$ | 151,130 | \$ | 205,976 | \$ | 1,758 |
| Construction | 14,541 |  |  | 26,915 |  | 41,456 |  | 119,074 |  | 160,530 |  |  |
| Owner Occupied | 8,114 |  | 1,633 | 4,137 |  | 13,884 |  | 211,875 |  | 225,759 |  |  |
| Non-owner Occupied | 4,014 |  | 5,961 | 8,814 |  | 18,789 |  | 392,127 |  | 410,916 |  | 170 |
| Other | 116 |  | 865 | 1,491 |  | 2,472 |  | 75,152 |  | 77,624 |  | 18 |
| Residential real estate: |  |  |  |  |  |  |  |  |  |  |  |  |
| HELOC | 747 |  | 358 | 644 |  | 1,749 |  | 190,161 |  | 191,910 |  |  |
| Mortgage-Prime | 1,359 |  | 915 | 1,779 |  | 4,053 |  | 133,226 |  | 137,279 |  | 8 |
| Mortgage-Subprime | 100 |  | 51 | 98 |  | 249 |  | 11,493 |  | 11,742 |  |  |
| Other | 403 |  | 176 | 566 |  | 1,145 |  | 30,217 |  | 31,362 |  | 19 |
| Commercial | 2,422 |  | 593 | 3,922 |  | 6,937 |  | 215,990 |  | 222,927 |  | 92 |
| Consumer: |  |  |  |  |  |  |  |  |  |  |  |  |
| Prime | 315 |  | 86 | 108 |  | 509 |  | 34,737 |  | 35,246 |  | 29 |
| Subprime | 155 |  | 64 | 6 |  | 225 |  | 12,907 |  | 13,132 |  |  |
| Auto-Subprime | 476 |  | 166 | 101 |  | 743 |  | 18,319 |  | 19,062 |  | 18 |
| Other | 73 |  |  |  |  | 73 |  | 1,840 |  | 1,913 |  |  |
| Total | 55,102 |  | 12,645 | 79,383 |  | 147,130 |  | 1,598,248 |  | 1,745,378 |  | 2,112 |
|  |  |  |  | (Contin 19 |  |  |  |  |  |  |  |  |

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GREEN BANKSHARES, INC.
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
March 31, 2011
Unaudited
(Amounts in thousands, except share and per share data)
NOTE 3 LOANS (Continued)
Non-accrual loans by class are presented below:


Nonperforming loans and impaired loans are defined differently. Nonperforming loans are loans that are 90 days past due and still accruing interest and nonaccrual loans. Impaired loans are loans that based upon current information and events it is considered probable that the Company will be unable to collect all amounts of contractual interest and principal as scheduled in the loan agreement. Some loans may be included in both categories, whereas other loans may only be included in one category.
(Continued)

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# GREEN BANKSHARES, INC. <br> NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS 

March 31, 2011
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(Amounts in thousands, except share and per share data)

## NOTE 3 LOANS (Continued)

The Company may elect to formally restructure a loan due to the weakening credit status of a borrower so that the restructuring may facilitate a repayment plan that minimizes the potential losses that the Company may have to otherwise incur. At March 31, 2011, the Company had $\$ 39,944$ of restructured loans of which $\$ 10,255$ was classified as non-accrual and the remaining were performing. The Company had taken charge-offs of $\$ 2,745$ on the restructured non-accrual loans as of March 31, 2011. At December 31, 2010, the Company had \$47,154 of restructured loans of which $\$ 8,469$ was classified as non-accrual and the remaining were performing. The Company had taken charge-offs of $\$ 1,743$ on the restructured non-accrual loans as of December 31, 2010.
The aggregate amount of loans to executive officers and directors of the Company and their related interests was approximately $\$ 7,795$ and $\$ 7,848$ at March 31, 2011 and December 31, 2010, respectively.
(Continued)

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## GREEN BANKSHARES, INC. <br> NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

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## NOTE 4 EARNINGS PER SHARE OF COMMON STOCK

Basic earnings per share ( EPS ) of common stock is computed by dividing net income available to common shareholders by the weighted average number of common shares outstanding during the period. Diluted earnings per share of common stock is computed by dividing net income available to common shareholders by the weighted average number of common shares and potential common shares outstanding during the period. Stock options, warrants and restricted common shares are regarded as potential common shares. Potential common shares are computed using the treasury stock method. For the three months ended March 31, 2011, 979,974 options and warrants are excluded from the effect of dilutive securities because they are anti-dilutive; $1,017,645$ options are similarly excluded from the effect of dilutive securities for the three months ended March 31, 2010. The following is a reconciliation of the numerators and denominators used in the basic and diluted earnings per share computations for the three months ended March 31, 2011 and 2010:

|  | Three Months Ended March 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2011 |  | 2010 |
| Basic Earnings Per Share |  |  |  |  |
| Net income (loss) | \$ | $(10,311)$ | \$ | \$ 3,196 |
| Less: preferred stock dividends and accretion of discount on warrants |  | 1,250 |  | 1,250 |
| Net income (loss) available to common shareholders | \$ | $(11,561)$ | \$ | \$ 1,946 |
| Weighted average common shares outstanding |  | 13,108,598 |  | 13,082,347 |
| Basic earnings (loss) per share available to common shareholders | \$ | (0.88) | \$ | \$ 0.15 |
| Diluted Earnings Per Share |  |  |  |  |
| Net income (loss) | \$ | $(10,311)$ | \$ | \$ 3,196 |
| Less: preferred stock dividends and accretion of discount on warrants |  | 1,250 |  | 1,250 |
| Net income (loss) available to common shareholders | \$ | $(11,561)$ | \$ | \$ 1,946 |
| Weighted average common shares outstanding |  | 13,108,598 |  | 13,082,347 |
| Add: Dilutive effects of assumed conversions of restricted stock and exercises of stock options and warrants |  |  |  | 90,380 |
| Weighted average common and dilutive potential common shares outstanding |  | 13,108,598 |  | 13,172,727 |

NOTE: Dividends of $\$ 3,255$ on preferred stock have been accrued as the Company intends to pay.

# GREEN BANKSHARES, INC. <br> NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS <br> March 31, 2011 <br> Unaudited <br> (Amounts in thousands, except share and per share data) 

## NOTE 5 SEGMENT INFORMATION

The Company s operating segments include banking, mortgage banking, consumer finance, automobile lending and title insurance. The reportable segments are determined by the products and services offered, and internal reporting. Loans, investments and deposits provide the revenues in the banking operation; loans and fees provide the revenues in consumer finance and mortgage banking and insurance commissions provide revenues for the title insurance company. Consumer finance, automobile lending and title insurance do not meet the quantitative threshold on an individual basis, and are therefore shown below in Other Segments . Mortgage banking operations are included in
Bank. All operations are domestic.
Segment performance is evaluated using net interest income and non-interest income. Income taxes are allocated based on income before income taxes, and indirect expenses (includes management fees) are allocated based on time spent for each segment. Transactions among segments are made at fair value. Information reported internally for performance assessment follows.

| Three months ended March 31, 2011 | Bank |  | Other Segments |  | Holding Company |  | Eliminations | Totals |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income (expense) | \$ | 17,611 | \$ | 2,148 | \$ | (492) | \$ | \$ | 19,267 |
| Provision for loan losses |  | 13,627 |  | 270 |  |  |  |  | 13,897 |
| Noninterest income |  | 7,379 |  | 476 |  | 14 | (242) |  | 7,627 |
| Noninterest expense |  | 22,115 |  | 1,243 |  | (89) | (242) |  | 23,027 |
| Income tax expense (benefit) |  | (46) |  | 436 |  | (109) |  |  | 281 |
| Segment profit (loss) |  | $(10,706)$ | \$ | 675 | \$ | (280) | \$ | \$ | $(10,311)$ |
| Segment assets at March 31, 2011 |  | ,342,891 |  | 43,322 | \$ | 6,481 | \$ |  | 392,694 |
| Three months ended March 31, 2010 | Bank |  | Other Segments |  | Holding <br> Company |  | Eliminations | Totals |  |
| Net interest income (expense) | \$ | 20,068 | \$ | 2,063 | \$ | (472) | \$ | \$ | 21,659 |
| Provision for loan losses |  | 3,356 |  | 533 |  |  |  |  | 3,889 |
| Noninterest income |  | 7,528 |  | 371 |  | 14 | (227) |  | 7,686 |
| Noninterest expense |  | 19,469 |  | 1,115 |  | 189 | (227) |  | 20,546 |
| Income tax expense (benefit) |  | 1,628 |  | 309 |  | (223) |  |  | 1,714 |
| Segment profit (loss) |  | 3,143 | \$ | 477 | \$ | (424) | \$ | \$ | 3,196 |
| Segment assets at March 31, 2010 |  | ,520,503 |  | 41,663 | \$ | 7,566 | \$ |  | ,569,732 |

# GREEN BANKSHARES, INC. <br> NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS 

## March 31, 2011 <br> Unaudited

(Amounts in thousands, except share and per share data)

## NOTE 5 SEGMENT INFORMATION (Continued)

Asset Quality Ratios

As of and for the period ended March 31, 2011
Nonperforming loans as percentage of total loans, net of unearned income
Nonperforming assets as a percentage of total assets
Allowance for loan losses as a percentage of total loans, net of unearned income
Allowance for loan losses as a percentage of nonperforming loans
YTD net charge-offs to average total loans, net of unearned income
As of and for the period ended March 31, 2010
Nonperforming loans as percentage of total loans, net of unearned income
Nonperforming assets as a percentage of total assets
Allowance for loan losses as a percentage of total loans, net of unearned income
YTD net charge-offs to average total loans, net of unearned income
As of and for the year ended December 31, 2010
Nonperforming loans as percentage of total loans, net of unearned income
Nonperforming assets as a percentage of total assets
Allowance for loan losses as a percentage of total loans, net of unearned income
Allowance for loan losses as a percentage of nonperforming loans
Net charge-offs to average total loans, net of unearned income
Net charge-offs

| Bank | Other | Total |
| ---: | ---: | ---: |
|  |  |  |
| $9.84 \%$ | $1.65 \%$ | $9.78 \%$ |
| $9.34 \%$ | $2.07 \%$ | $9.38 \%$ |
|  |  |  |
| $3.72 \%$ | $7.25 \%$ | $3.87 \%$ |
| $37.81 \%$ | $439.21 \%$ | $39.60 \%$ |
| $0.90 \%$ | $0.61 \%$ | $0.91 \%$ |
|  |  |  |
| Bank | Other | Total |
|  |  |  |
| $3.19 \%$ | $1.23 \%$ | $3.19 \%$ |
| $5.25 \%$ | $1.37 \%$ | $5.27 \%$ |
|  |  |  |
| $2.36 \%$ | $8.13 \%$ | $2.52 \%$ |
| $73.98 \%$ | $661.74 \%$ | $78.85 \%$ |
| $0.17 \%$ | $1.25 \%$ | $0.19 \%$ |
|  |  |  |
| Bank | Other | Total |
|  |  |  |
| $8.40 \%$ | $1.30 \%$ | $8.35 \%$ |
| $8.52 \%$ | $1.34 \%$ | $8.56 \%$ |
|  |  |  |
| $3.68 \%$ | $7.33 \%$ | $3.83 \%$ |
| $43.80 \%$ | $562.24 \%$ | $45.83 \%$ |
| $2.76 \%$ | $4.20 \%$ | $2.84 \%$ |


|  | Bank | Other | Total |
| :--- | ---: | ---: | ---: |
| For the three month period ended March 31, 2011 | $\$ 15,347$ | $\$ 270$ | $\$ 15,617$ |
| For the three month period ended March 31, 2010 | $\$ 3,345$ | $\$ 537$ | $\$ 3,882$ |
| For the year ended December 31, 2010 | $\$ 52,615$ | $\$ 1,823$ | $\$ 54,438$ |

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# GREEN BANKSHARES, INC. <br> NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS 

## March 31, 2011 <br> Unaudited <br> (Amounts in thousands, except share and per share data)

## NOTE 6 FAIR VALUE DISCLOSURES

Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. Accounting principles generally accepted in the United States of America ( GAAP ), also establishes a fair value hierarchy which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The standard describes three levels of inputs that may be used to measure fair value:

## Level 1

Quoted prices in active markets for identical assets or liabilities. Level 1 assets and liabilities include debt and equity securities and derivative contracts that are traded in an active exchange market, as well as certain U.S. Treasury, other U.S. Government and agency mortgage-backed debt securities that are highly liquid and are actively traded in over-the-counter markets.

## Level 2

Observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities. Level 2 assets and liabilities include debt securities with quoted prices that are traded less frequently than exchange-traded instruments and derivative contracts whose value is determined using a pricing model with inputs that are observable in the market or can be derived principally from or corroborated by observable market data. This category generally includes certain U.S. Government and agency mortgage-backed debt securities, corporate debt securities, derivative contracts and residential mortgage loans held-for-sale.

## Level 3

Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities. Level 3 assets and liabilities include financial instruments whose value is determined using pricing models, discounted cash flow methodologies, or similar techniques, as well as instruments for which the determination of fair value requires significant management judgment or estimation. This category generally includes certain private equity investments, retained residual interests in securitizations, residential mortgage servicing rights, and highly structured or long-term derivative contracts.
Following is a description of valuation methodologies used for assets and liabilities recorded at fair value. Investment Securities Available-for-Sale
Investment securities available-for-sale are recorded at fair value on a recurring basis. Fair value measurement is based upon quoted prices of like or similar securities, if available and these securities are classified as Level 1 or Level 2. If quoted prices are not available, fair values are measured using independent pricing models or other model-based valuation techniques such as the present value of future cash flows, adjusted for the security s credit rating, prepayment assumptions and other factors such as credit loss assumptions and are classified as Level 3.
Loans Held for Sale
Loans held for sale are carried at the lower of cost or market value. The fair value of loans held for sale is based on what secondary markets are currently offering for portfolios with similar characteristics. As such, the Company classifies loans held for sale subjected to nonrecurring fair value adjustments as Level 2.

# GREEN BANKSHARES, INC. <br> NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS 

## March 31, 2011 <br> Unaudited

(Amounts in thousands, except share and per share data)

## NOTE 6 FAIR VALUE DISCLOSURES (continued)

Impaired Loans
The Company does not record loans at fair value on a recurring basis. However, from time to time, a loan is considered impaired and an allowance for loan losses is established. Loans for which it is probable that payment of interest and principal will not be made in accordance with the contractual terms of the loan agreement are considered impaired. Once a loan is identified as individually impaired, management measures impairment in accordance with GAAP. The fair value of impaired loans is estimated using one of several methods, including collateral value, market value of similar debt, enterprise value, liquidation value and discounted cash flows. Those impaired loans not requiring an allowance represent loans for which the fair value of the expected repayments or collateral exceed the recorded investments in such loans. At March 31, 2011, substantially all of the total impaired loans were evaluated based on either the fair value of the collateral or its liquidation value. In accordance with GAAP, impaired loans where an allowance is established based on the fair value of collateral require classification in the fair value hierarchy. When the fair value of the collateral is based on an observable market price or a current appraised value, the Company records the impaired loan as nonrecurring Level 2 . When an appraised value is not available or management determines the fair value of the collateral is further impaired below the appraised value and there is no observable market price, the Company records the impaired loan as nonrecurring Level 3.

## Other Real Estate

Other real estate, consisting of properties obtained through foreclosure or in satisfaction of loans, is reported at fair value, determined on the basis of current appraisals, comparable sales, and other estimates of value obtained principally from independent sources, adjusted for estimated selling costs. At the time of foreclosure, any excess of the loan balance over the fair value of the real estate held as collateral is treated as a charge against the allowance for loan losses. Gains or losses on sale and any subsequent adjustments to the value are recorded as a component of foreclosed real estate expense. Other real estate is included in Level 3 of the valuation hierarchy.

# NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS 

March 31, 2011
Unaudited
(Amounts in thousands, except share and per share data)
NOTE 6 FAIR VALUE DISCLOSURES (continued)
Assets and Liabilities Recorded at Fair Value on a Recurring Basis
Below is a table that presents information about certain assets and liabilities measured at fair value:

|  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | Fair Value Measurement Using |  | Total <br> Carrying <br> Level | Description in <br> Balance | Assets/Liabilities <br> Measured at <br> Fair |
| Sheet |  |  |  |  |  |

Level 3 Valuations
Financial instruments are considered Level 3 when their values are determined using pricing models, discounted cash flow methodologies or similar techniques and at least one significant model assumption or input is unobservable. Level 3 financial instruments also include those for which the determination of fair value requires significant management judgment or estimation.
Currently the Company has one trust preferred security that is considered Level 3. For more information on this security please refer to Note 2 Securities.

# GREEN BANKSHARES, INC. <br> NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS 

March 31, 2011
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## NOTE 6 FAIR VALUE DISCLOSURES (continued)

The following table shows a reconciliation of the beginning and ending balances for assets measured at fair value on a recurring basis using significant unobservable inputs.

|  | March | March |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | 31, | $\mathbf{3 1 ,}$ |  |  |
| Beginning balance, January 1 | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 0}$ |  |  |
| Total gains or (loss) (realized/unrealized) |  | 638 | $\$$ | 638 |
| Included in earnings |  |  |  |  |
| Included in other comprehensive income |  |  |  |  |
| Paydowns and maturities |  |  |  |  |
| Transfers into Level 3 |  |  |  |  |
| Ending balance, March 31 | $\$$ | 638 | $\$$ | 638 |

## Assets and Liabilities Recorded at Fair Value on a Nonrecurring Basis

The Company may be required, from time to time, to measure certain assets at fair value on a nonrecurring basis in accordance with GAAP. These include assets that are measured at the lower of cost or market that were recognized at fair value below cost at the end of the period. Assets measured at fair value on a nonrecurring basis are included in the table below.


# GREEN BANKSHARES, INC. <br> NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS 

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## NOTE 6 FAIR VALUE DISCLOSURES (Continued)

The carrying value and estimated fair value of the Company s financial instruments are as follows at March 31, 2011 and December 31, 2010.

|  | March 31, <br> 2011 |  | December 31, <br> 2010 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Carrying <br> Value | Fair <br> Value | Carrying <br> Value | Fair <br> Value |  |
| Financial assets: | $\$ 331,416$ | $\$ 331,416$ | $\$ 294,214$ | $\$ 294,214$ |  |
| Cash and cash equivalents | 226,732 | 226,732 | 202,002 | 202,002 |  |
| Securities available for sale | 115 | 115 | 465 | 467 |  |
| Securities held to maturity | 960 | 970 | 1,299 | 1,317 |  |
| Loans held for sale | $1,615,140$ | $1,600,794$ | $1,678,548$ | $1,664,126$ |  |
| Loans, net | 12,734 | 12,734 | 12,734 | 12,734 |  |
| FHLB and other stock | 31,758 | 31,758 | 31,479 | 31,479 |  |
| Cash surrender value of life insurance | 7,332 | 7,332 | 7,845 | 7,845 |  |
| Accrued interest receivable |  |  |  |  |  |
|  |  |  |  |  |  |
| Financial liabilities: |  |  |  |  |  |
| Deposit accounts |  |  |  |  |  |
| Federal funds purchased and repurchase | $\$ 1,975,635$ | $\$ 1,988,676$ | $\$ 1,976,854$ | $\$ 1,987,105$ |  |
| agreements |  |  |  |  |  |
| FHLB advances and notes payable | 158,588 | 18,712 | 19,413 | 19,413 |  |
| Subordinated debentures | 88,662 | 62,985 | 158,653 | 166,762 |  |
| Accrued interest payable | 2,454 | 2,454 | 88,662 | 64,817 |  |
|  |  | 2,140 | 2,140 |  |  |

The following methods and assumptions were used to estimate the fair values for financial instruments that are not disclosed previously in this note. The carrying amount is considered to estimate fair value for cash and short-term instruments, demand deposits, liabilities for repurchase agreements, variable rate loans or deposits that reprice frequently and fully, and accrued interest receivable and payable. For fixed rate loans or deposits and for variable rate loans or deposits with infrequent repricing or repricing limits, the fair value is estimated by discounted cash flow analysis using current market rates for the estimated life and credit risk. No adjustment has been made for illiquidity in the market on loans as there is no information from which to reasonably base this estimate. Liabilities for FHLB advances and notes payable are estimated using rates of debt with similar terms and remaining maturities. The fair value of off-balance sheet items is based on the current fees or costs that would be charged to enter into or terminate such arrangements, which is not material. The fair value of commitments to sell loans is based on the difference between the interest rates at which the loans have been committed to sell and the quoted secondary market price for similar loans, which is not material.

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# GREEN BANKSHARES, INC. <br> NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS 

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## NOTE 7 SUBSEQUENT EVENTS

## Regulatory Matters

On May 2, 2011, the Bank received notice from the Federal Deposit Insurance Corporation ( FDIC ) and Tennessee Department of Financial Institutions ( TDFI ) that, as a result of those agencies findings in their most recently completed joint safety and soundness examination, the agencies would be seeking a formal enforcement action against the Bank aimed at strengthening the Bank s operations and its financial condition, and that accordingly, the FDIC was pursuing the issuance of a consent order against the Bank and the TDFI was pursuing the issuance of a written agreement against the Bank. The Bank is seeking to negotiate the terms of these formal enforcement actions with the FDIC and the TDFI, and while the final terms of the consent order and written agreement are not currently known, the Company believes that they will contain requirements similar to those that the Bank has already informally committed to comply with, including requirements to maintain the Bank s capital ratios above those levels required to be considered well-capitalized under federal banking regulations. If the Company stransaction with North American is consummated, including the merger of the Bank with and into a bank subsidiary of North American s, it is possible that these formal enforcement actions will not be issued.

## Investment Agreement with North American Financial Holdings, Inc.

On May 5, 2011, the Company and the Bank entered into an Investment Agreement with North American Financial Holdings, Inc. ( North American ) pursuant to which North American has agreed to acquire approximately 120 million shares of the Company s common stock at a per share purchase price of $\$ 1.81$, for a total investment of approximately $\$ 217$ million. The transaction, which is subject to shareholder and regulatory approval, as well as the satisfaction of other customary closing conditions, is expected to be consummated in the third quarter of 2011. In connection with the investment, the Company expects that North American will enter into a binding agreement with the U.S. Department of Treasury to purchase all of the outstanding shares of the Company s Fixed Rate Cumulative Perpetual Preferred Stock, Series A, and related warrants to purchase shares of the Company s Common Stock.
In connection with the investment by North American, the Company s shareholders as of a record date to be fixed near the closing of that transaction will receive a contingent value right, entitling them to cash proceeds of up to $\$ 0.75$ per share of common stock based on the credit performance of the Bank s legacy loan portfolio over the five-year period following closing.
Subsequent to the announcement of North American s planned investment, a class action lawsuit was filed against the Company, the Company s directors and North American by one of the Company s shareholders. For additional detail regarding this lawsuit, see Part II, Item 1 Legal Proceedings below.

## ITEM 2. MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The following discussion and analysis provides information that management believes is relevant to an assessment and understanding of the Company s consolidated results of operations and financial condition. This discussion should be read in conjunction with the (i) condensed consolidated financial statements and notes thereto in this Form 10-Q and (ii) the financial statements and the notes thereto included in the Company s Annual Report on Form 10-K for the year ended December 31, 2010 (the 2010 10-K ). Except for specific historical information, many of the matters discussed in this Form 10-Q may express or imply projections of revenues or expenditures, plans and objectives for future operations, growth or initiatives, expected future economic performance, or the expected outcome or impact of pending or threatened litigation. These and similar statements regarding events or results which the Company expects will or may occur in the future, are forward-looking statements that involve risks, uncertainties and other factors which may cause actual results and performance of the Company to differ materially from those expressed or implied by those statements. All forward-looking information is provided pursuant to the safe harbor established under the Private Securities Litigation Reform Act of 1995 and should be evaluated in the context of these risks, uncertainties and other factors. Forward-looking statements, which are based on assumptions and estimates and describe our future plans, strategies and expectations, are generally identifiable by the use of forward-looking terminology and words such as trends, assumptions, target, guidance, outlook, opportu future, plans, goals, objectives, expectations, near-term, long-term, projection, may, will, intend, estimate, anticipate, believe, potential, regular, or continue (or the negative or other derivati of these terms) or similar terminology and expressions.

Although the Company believes that the assumptions underlying any forward-looking statements are reasonable, any of the assumptions could be inaccurate, and therefore, actual results may differ materially from those projected in or implied by the forward-looking statements. Factors and risks that may result in actual results differing from this forward-looking information include, but are not limited to, those contained in the 2010 10-K as Part I, Item 1A thereof and in Part II, Item 1A of this Form 10-Q, including (1) the occurrence of any event, change or other circumstances that could give rise to the termination of the Investment Agreement by and among the Company, the Bank and North American Financial Holdings, Inc., dated as of May 5, 2011 (the Investment Agreement ); (2) the outcome of any legal proceedings that may be instituted against the Company and others following announcement of the Investment Agreement; (3) the inability to complete the transactions contemplated by the Investment Agreement due to the failure to obtain shareholder approval or the failure to satisfy other conditions to completion of the transaction, including the receipt of regulatory approval; (4) risks that the proposed transaction contemplated by the Investment Agreement disrupts current plans and operations and the potential difficulties in employee retention as a result of the proposed transaction; (5) the amount of the costs, fees, expenses and charges related to the proposed transaction contemplated by the Investment Agreement; (6) deterioration in the financial condition of borrowers resulting in significant increases in loan losses and provisions for those losses; (7) continuation of the historically low short-term interest rate environment; (8) changes in loan underwriting, credit review or loss reserve policies associated with economic conditions, examination conclusions, or regulatory developments; (9) increased levels of non-performing and repossessed assets and the ability to resolve these may result in future losses; (10) greater than anticipated deterioration or lack of sustained growth in the national or local economies; (11) rapid fluctuations or unanticipated changes in interest rates; (12) the impact of governmental restrictions on entities participating in the Capital Purchase Program (the CPP) of the United States Department of the Treasury; (13) changes in state and federal legislation, regulations or policies applicable to banks or other financial service providers, including regulatory or legislative developments, like the Dodd-Frank Wall Street Reform and Consumer Protection Act, arising out of current unsettled conditions in the economy; (14) the results of regulatory examinations including requirements contained in any enforcement action against the Company or the Bank as a result of such examinations; (15) the remediation efforts related to the Company s material weakness in its internal control over financial reporting; (16) increased competition with other financial institutions in the markets that the Bank serves; (17) the Company s recording a further
valuation allowance related to its deferred tax asset; (18) exploring alternatives available for the future repayment or conversion of the preferred stock issued in the CPP , including in the transaction contemplated by the Investment Agreement; (19) further deterioration in the valuation of other real estate owned; (20)

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inability to comply with regulatory capital requirements and to secure any required regulatory approvals for capital actions to raise capital if necessary to comply with any regulatory capital requirements; and (21) the loss of key personnel, as well as other factors discussed throughout this document, including, without limitation the factors described under Critical Accounting Policies and Estimates on page 33 of this Quarterly Report on Form 10-Q, or from time to time, in the Company sfilings with the SEC, press releases and other communications.

Readers are cautioned not to place undue reliance on forward-looking statements made in this document, since the statements speak only as of the document $s$ date. All forward-looking statements included in this Quarterly Report on Form 10-Q are expressly qualified in their entirety by the cautionary statements in this section and to the more detailed risk factors included in the Company s 2010 10-K and in Part II, Item 1A below. The Company has no obligation and does not intend to publicly update or revise any forward-looking statements contained in or incorporated by reference into this Quarterly Report on Form 10-Q, to reflect events or circumstances occurring after the date of this document or to reflect the occurrence of unanticipated events. Readers are advised, however, to consult any further disclosures the Company may make on related subjects in its documents filed with or furnished to the SEC or in its other public disclosures.

Green Bankshares, Inc. (the Company ) is the bank holding company for GreenBank (the Bank ), a Tennessee-chartered commercial bank that conducts the principal business of the Company. The Company is the third largest bank holding company headquartered in Tennessee based on asset size at March 31, 2011 and at that date was also the second largest NASDAQ-listed bank holding company headquartered in Tennessee. The Bank currently maintains a main office in Greeneville, Tennessee and 64 full-service bank branches primarily in East and Middle Tennessee. In addition to its commercial banking operations, the Bank conducts separate businesses through its three wholly-owned subsidiaries: Superior Financial Services, Inc. ( Superior Financial ), a consumer finance company; GCB Acceptance Corporation ( GCB Acceptance ), an automobile lending company; and Fairway Title Co., a title company formed in 1998. The Bank also operates a wealth management office in Sumner County, Tennessee, and a mortgage banking operation in Knox County, Tennessee. All dollar amounts reported or discussed in Part I, Item 2 of this Quarterly Report on Form 10-Q are shown in thousands, except share and per share amounts.
Investment Agreement with North American Financial Holdings, Inc.
On May 5, 2011, the Company and the Bank entered into an Investment Agreement with North American Financial Holdings, Inc. ( North American ) pursuant to which North American has agreed to acquire approximately 120 million shares of the Company s common stock at a per share purchase price of $\$ 1.81$, for a total investment of approximately $\$ 217$ million. The transaction, which is subject to shareholder and regulatory approval, as well as the satisfaction of other customary closing conditions, is expected to be consummated in the third quarter of 2011. In connection with the investment, the Company expects that North American will enter into a binding agreement with the U. S. Treasury Department to purchase all of the outstanding shares of the Company s Fixed Rate Cumulative Perpetual Preferred Stock, Series A, and related warrants to purchase shares of the Company s common stock. In connection with the investment by North American, the Company s shareholders as of a record date to be fixed near the closing of that transaction will receive a contingent value right, entitling them to cash proceeds of up to $\$ 0.75$ per share of common stock based on the credit performance of the Bank s legacy loan portfolio over the five-year period following closing.

## Business Strategy

The Company expects that over the short term, given the current economic environment and high levels of nonperforming assets, there will be little to no loan growth until the current environment stabilizes in the Company s markets and the economy begins to improve.

In the event that North American s investment is consummated, we believe that the additional capital contributed to the Company in that transaction will facilitate loan growth as well as enable the Company to consider growth opportunities in the form of in-market mergers and acquisitions including acquisitions of both entire financial institutions and selected branches of financial institutions. Following consummation of the North American investment, de novo branching could also be a method of growth, particularly in high-growth and other demographically-desirable markets.

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The Bank focuses its lending efforts predominately on individuals and small to medium-sized businesses while it generates deposits primarily from individuals in its local communities. To aid in deposit generation efforts, the Bank offers its customers extended hours of operation during the week as well as Saturday and Sunday banking in many of its markets. The Bank also offers free online banking along with its High Performance Checking Program which since its inception has generated a significant number of core transaction accounts.

In addition to the Company s business model, which is summarized in the paragraphs above and the $201010-\mathrm{K}$, the Company is continuously investigating and analyzing other lines and areas of business. Conversely, the Company frequently evaluates and analyzes the profitability, risk factors and viability of its various business lines and segments and, depending upon the results of these evaluations and analyses, may conclude to exit certain segments and/or business lines. Further, in conjunction with these ongoing evaluations and analyses, the Company may decide to sell, merge or close certain branch facilities.

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## Overview

For the three months ended March 31, 2011, the Company reported a net loss available to common shareholders of $\$ 11,561$ compared with a net loss available to common shareholders of $\$ 52,798$ for the quarter ended December 31, 2010, and net income available to common shareholders of $\$ 1,946$ for the first quarter of 2010. The $\$ 41,237$ improvement versus the quarter ended December 31, 2010 was driven by an $\$ 11,749$ decline in the loan loss provision, a $\$ 19,821$ decline in OREO expenses, and $\$ 10,407$ decline in income tax expense related to a 2010 fourth quarter non-cash charge to record a valuation allowance for deferred tax assets. The $\$ 13,507$ decline versus the first quarter of 2010 related to a $\$ 10,008$ increase in loan loss provision, a $\$ 1,592$ increase in OREO expenses and a $\$ 2,392$ decline in net interest income due to an approximately $20 \%$ decline in average loan balances.

## Critical Accounting Policies and Estimates

The Company s consolidated financial statements and accompanying notes have been prepared in accordance with accounting principles generally accepted in the United States of America. The preparation of these financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reported periods.

Management continually evaluates the Company s accounting policies and estimates it uses to prepare the consolidated financial statements. In general, management s estimates are based on historical experience, information from regulators and third party professionals and various assumptions that are believed to be reasonable under the existing facts and circumstances. Actual results could differ from those estimates made by management.

The Company believes its critical accounting policies and estimates include the valuation of the allowance for loan losses and the fair value of financial instruments and other accounts, including OREO. Based on management s calculation, an allowance of $\$ 65,109$, or $3.87 \%$ of total loans, net of unearned income, was deemed an adequate estimate of losses inherent in the loan portfolio as of March 31, 2011. This estimate resulted in a provision for loan losses in the income statement of $\$ 13,897$ for the three months ended March 31, 2011. If the mix and amount of future charge-off percentages differ significantly from those assumptions used by management in making its determination, the allowance for loan losses and provision for loan losses on the income statement could be materially affected.

The consolidated financial statements include certain accounting and disclosures that require management to make estimates about fair values. Estimates of fair value are used in the accounting for securities available for sale, loans held for sale, goodwill, other intangible assets, OREO and acquisition purchase accounting adjustments. Estimates of fair values are used in disclosures regarding securities held to maturity, stock compensation, commitments, and the fair values of financial instruments. Fair values are estimated using relevant market information and other assumptions such as interest rates, credit risk, prepayments and other factors. The fair values of financial instruments are subject to change as influenced by market conditions.

The Company believes its critical accounting policies and estimates also include the valuation of the allowance for net Deferred Tax Assets (DTA). A valuation allowance is recognized for a net DTA if, based on the weight of available evidence, it is more-likely-than-not that some portion or the entire DTA will not be realized. The ultimate realization of deferred tax assets is dependent upon the generation of future taxable income during the periods in which those temporary differences become deductible. In making such judgments, significant weight is given to evidence that can be objectively verified. As a result of the increased credit losses, the Company entered into a three-year cumulative pre-tax loss position (excluding the goodwill impairment charge recognized in the second quarter of 2009) as of September 30, 2010. A cumulative loss position is considered significant negative evidence in assessing the realizability of a deferred tax asset which is difficult to overcome.

The Company s estimate of the realization of its net DTA was based on the scheduled reversal of deferred tax liabilities and taxable income available in prior carry back years, pre-tax core operating projections, tax planning strategies, and the longevity of the Company. Based on management s calculation, a valuation allowance of $\$ 47,563$, or $88 \%$ of the net DTA, was an adequate estimate as of March 31, 2011. If the Company s financial condition were to deteriorate significantly from those assumptions used by management in making its determination, the valuation allowance for the net DTA and the provision for the net DTA on the income

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statement could be materially affected. Once profitability has been restored for a reasonable time, generally considered four consecutive quarters, and such profitability is considered sustainable, the valuation allowance would be reversed. Reversal of the valuation allowance requires a great deal of judgment and will be based on the circumstances that exist as of that future date.

The consolidated financial statements include certain recognized amounts and accounting disclosures that require management to make estimates about fair values. Independent third party valuations are used for securities available for sale and securities held to maturity as well as acquisition purchase accounting adjustments. Estimates of fair value are used in accounting for loans held for sale, goodwill and other intangible assets. Estimates of fair values are used in disclosures regarding stock compensation, commitments, and the fair values of financial instruments. Fair values are estimated using relevant market information and other assumptions such as interest rates, credit risk, prepayments and other factors. The fair values of financial instruments are subject to change as influenced by market conditions.

## Changes in Results of Operations

Net Loss. The Company s net loss available to common shareholders was $\$ 11,561$ for the three months ended March 31, 2011, compared to net income available to common shareholders of $\$ 1,946$ for the three months ended March 31, 2010. The $\$ 13,507$ decline versus the year ago period reflected a higher loan loss provision, coupled with rising costs associated with maintenance, disposition and revaluation of other real estate owned (OREO) along with continued weakness in economic conditions in our markets. Our 2011 first quarter results reflected a $\$ 10,008$ increase in loan loss provision, a $\$ 1,592$ increase in OREO expenses and a $\$ 2,392$ decline in net interest income in each case as compared to the first quarter of 2010. We incurred an approximately $20 \%$ decline in average loan balances between the periods as well.

Net Interest Income. The largest source of earnings for the Company is net interest income, which is the difference between interest income on earning assets and interest expense on deposits and other interest-bearing liabilities.

First quarter 2011 net interest income totaled $\$ 19,267$, down $\$ 2,392$ or $11 \%$ versus the first quarter of 2010 . The decline was due to an approximately $20 \%$ decline in average performing loans (the combination of movement into non-performing loans coupled with credit worthy borrowers reducing their aggregate loans), partially offset by the Company s ability to lower average rates paid on interest bearing deposits by $0.57 \%$ while achieving a $0.13 \%$ increase in average loan yields through pricing discipline. The $3.77 \%$ net interest margin in the first quarter of 2011 was down $0.13 \%$ versus the first quarter of 2010, due to a shift from loans into lower yielding investment securities and short-term investments. The Company s average balance for interest-bearing liabilities decreased $3 \%$ or $\$ 58,424$ for the first quarter of 2011 versus the same period of 2010 as the Company reduced its reliance on jumbo time deposits and brokered deposits while focusing on building core deposit levels throughout its branch network.

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The following table sets forth certain information relating to the Company s consolidated average interest-earning assets and interest-bearing liabilities and reflects the average yield on assets and average cost of liabilities for the periods indicated. These yields and costs are derived by dividing income or expense by the average daily balance of assets or liabilities, respectively, for the periods presented.

Loans ${ }^{(1)(2)}$
Investment securities (2)
Other short-term investments
Total interest-earning assets

Non-interest earning assets
Total assets
\$ $1,567,761$
227,762
294,905

## 2011

## Average Balance

 $\$ 1,567,761$227,762
294,905
\$2,090,428 \$ 26,802
340,868
\$2,431,296

Three Months Ended March 31,

| Average <br> Rate | Average <br> Balance | Interest | Average <br> Rate |
| ---: | ---: | ---: | ---: |
| $6.37 \%$ | $\$ 1,954,136$ | $\$ 30,080$ | $6.24 \%$ |
| $3.57 \%$ | 169,020 | 1,906 | $4.57 \%$ |
| $0.25 \%$ | 148,394 | 94 | $0.26 \%$ |
|  |  |  |  |
| $5.20 \%$ | $\$ 2,271,550$ | $\$ 32,080$ | $5.73 \%$ |
|  | 306,586 |  |  |
|  | $\$ 2,578,136$ |  |  |


| $\$ 1,079,824$ | $\$ 1,811$ | $0.68 \%$ | $\$ 941,888$ | $\$ 2,398$ | $1.03 \%$ |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 763,967 | 3,519 | $1.87 \%$ | 940,388 | 5,663 | $2.44 \%$ |  |
|  |  |  |  |  |  |  |
| $\$ 1,843,791$ | $\$ 5,330$ | $1.17 \%$ | $\$ 1,882,276$ | $\$ 8,061$ | $1.74 \%$ |  |

Securities sold under repurchase agreements and short-term borrowings
Notes payable
Subordinated debentures
Total interest-bearing liabilities

## Non-interest bearing liabilities:

| Demand deposits | 161,702 | 163,173 |
| :--- | ---: | ---: |
| Other liabilities | 17,731 | 18,098 |
| Total non-interest bearing liabilities | 179,433 | 181,271 |
| Total liabilities | $2,287,508$ | $2,347,770$ |
| Shareholders equity | 143,788 | 230,366 |

Total liabilities and shareholders equity $\$ 2,431,296$


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Provision for Loan Losses. During the three months ended March 31, 2011, loan charge-offs were \$16,404 and recoveries of charged-off loans were $\$ 786$. For the three month period ended March 31, 2010, loan charge-offs were $\$ 4,733$ and recoveries of charged-off loans were $\$ 850$. The Company s provision for loan losses increased to $\$ 13,897$ for the three months ended March 31, 2011 compared to $\$ 3,889$ for the same period in 2010. The impact of the continuing challenging economic environment, elevated net charge-offs and increased non-performing assets were the primary reasons for the increase in provision expense in the first quarter of 2011 when compared to the comparable period in 2010. Management continually evaluates the existing portfolio in light of loan concentrations, current general economic conditions and economic trends. On a monthly basis, the Company undertakes an extensive review of every loan in excess of $\$ 1$ million that is adversely risk graded and every loan regardless of amount graded substandard.

The Company s allowance for loan losses increased to \$65,109 at March 31, 2011 from \$50,167 at March 31, 2010 while the reserve to outstanding loans ratio increased to $3.87 \%$ at March 31, 2011 from $2.52 \%$ at March 31, 2010. These estimates resulted in a provision for loan losses in the income statement of $\$ 13,897$ for the three months ended March 31, 2011, versus $\$ 3,889$ for the three months ended March 31, 2010. If economic conditions, including residential real estate market conditions, loan mix and amount of future charge-off percentages differ significantly from those assumptions used by management in making its determination, the allowance for loan losses and provision for loan losses on the income statement could be materially affected.

The ratio of allowance for loan losses to nonperforming loans was $39.60 \%$ as of March 31, 2011 versus $78.85 \%$ as of March 31, 2010. The ratio of nonperforming assets to total assets was $9.38 \%$ as of March 31, 2011 versus $5.27 \%$ as of March 31, 2010. The ratio of nonperforming loans to total loans, net of unearned interest, was $9.78 \%$ as of March 31, 2011 versus $3.19 \%$ as of March 31, 2010. Within the Bank, the Company s largest subsidiary, the ratio of nonperforming assets to total assets was $9.34 \%$, as of March 31, 2011 versus $5.25 \%$ as of March 31, 2010. This increase reflects both the rise in absolute levels of non-performing assets, compounded by the Company s shrinking balance sheet.

Net charge-offs as a percentage of average loans increased from $0.19 \%$ for the three months ended March 31, 2010 to $0.91 \%$ (annualized 4.04\%) for the three months ended March 31, 2011

Management believes that credit quality indicators will be driven by the current economic environment and condition of the residential real estate markets. Management continually evaluates the existing portfolio in light of loan concentrations, current general economic conditions and economic trends. During the second quarter of 2010, the Company segregated staffing for its special assets group and transferred additional independent resources into this area in an effort to accelerate problem asset resolution.

Based on its evaluation of the allowance for loan loss calculation and review of the loan portfolio, management believes the allowance for loan losses is adequate at March 31, 2011. However, the provision for loan losses could further increase based on actions taken by the special assets group to resolve problem loans, and if general economic conditions remain sluggish or weaken further or the residential real estate markets in Nashville, Knoxville or the Company sother markets or the financial conditions of borrowers deteriorate beyond management s current expectations, the provision for loan losses would likely remain elevated.

Non-interest Income. Fee income unrelated to interest-earning assets, consisting primarily of service charges, commissions and fees, is an important component to the Company statal revenue stream. Total non-interest income for the three months ended March 31, 2011 was $\$ 7,627$ down $1 \%$ versus the same period in 2010.

Service charges on deposit accounts remain the largest component of total non-interest income and declined $2 \%$ from the year ago period to $\$ 5,830$ for the three months ended March 31, 2011.

Non-interest Expense. Control of non-interest expense is a critical aspect in enhancing income. Non-interest expense includes personnel, occupancy, and other expenses such as OREO costs, data processing, printing and supplies, legal and professional fees, postage, Federal Deposit Insurance Corporation ( FDIC ) assessment fees and other expenses. Total non-interest expense was $\$ 23,027$ for the three months ended March 31, 2011, up $\$ 2,481$ or $12 \%$ versus the three months ended March 31, 2010. The increase was principally the result of a $\$ 1,592$ increase in losses on OREO and repossessed assets, including as a result of revaluation of OREO properties following receipt of updated appraisals, and severance costs of approximately $\$ 570$ associated with the Company s reduction in force
effected in the first quarter of 2011 given the current business environment and level of business activity.

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Personnel costs are the largest category of recurring non-interest expenses. For the three months ended March 31, 2011, employee compensation and benefits represented $\$ 8,131$ or $35 \%$ of total non-interest expense. This was an increase of $\$ 466$ versus the year ago quarter. Excluding current period severance costs noted above, personnel costs would be down $1 \%$ versus the year ago quarter, despite normal non-executive compensation increases.

Income Taxes. The effective income tax rate for the three months ended March 31, 2011 was significantly impacted by the valuation allowance for the net DTA. Accounting guidance states that a DTA should be reduced by a valuation allowance if, based on the weight of all available evidence, it is more likely than not that some portion or the entire deferred tax asset will not be realized. The determination of whether a deferred tax asset is realizable is based on weighing all available evidence, including both positive and negative evidence. In making such judgments, significant weight is given to the evidence that can be objectively verified. The most significant negative verifiable evidence for the current quarter is the three year cumulative loss calculation, net of the non-cash goodwill impairment charge of ( $\$ 143.4$ ) million recognized in the second quarter of 2009. The Company s estimate of the realization of its net DTA was based on the scheduled reversal of deferred tax liabilities and taxable income available in prior carry back years, pre-tax core operating projections, tax planning strategies, and the longevity of the Company. Based on management s calculation, an allowance of $\$ 47,563$, or $88.2 \%$ of the net DTA, was an adequate estimate of the portion of the net DTA which is more likely than not to not be realized as of March 31, 2011. The effective income tax rate for the three months ended March 31, 2011 was ( $2.8 \%$ ) or $38.2 \%$ adjusting for the non-cash DTA valuation allowance of $\$ 4,108$. For the same period in 2010, which had no DTA valuation allowance, the effective income tax rate was $34.9 \%$.

## Changes in Financial Condition

Total assets at March 31, 2011 were $\$ 2,392,694$, a decrease of $\$ 13,346$ or $0.6 \%$ from December 31, 2010. The decrease in assets reflects a $\$ 65,129$ decline in loans, partially offset by an increase of $\$ 61,582$ in investment securities and liquid assets. Total assets at March 31, 2011 declined $\$ 177,038$ or 7\% from March 31, 2010 reflecting a $\$ 313,790$ decline in loans, net of unearned income, which was partially offset by an increase of $\$ 195,390$ in investment securities and liquid assets.

Non-performing assets ( NPA s ), which include non-accrual loans, loans past due 90 days or more and still accruing interest and OREO, totaled $\$ 224,441$ at March 31, 2011 compared with $\$ 205,914$ at December 31. 2010. NPAs at March 31, 2011 increased $\$ 89,075$ versus March 31, 2010. The Company expects that the levels of NPA s will remain elevated for the remainder of 2011.

Non-performing loans include non-accrual loans and loans 90 or more days past due. All loans that are greater than 90 days past due are considered non-accrual unless they are adequately secured and there is reasonable assurance of full collection of principal and interest. Non-accrual loans that are 120 days past due without assurance of repayment are charged off against the allowance for loan losses. Nonaccrual loans and loans past due 90 days totaled $\$ 164,408$ at March 31, 2011, representing an increase of $\$ 18,589$ versus December 31, 2010 and an increase of $\$ 100,788$ versus March 31, 2010.

OREO totaled $\$ 60,033$ at March 31, 2011 essentially unchanged from the December 31, 2010 balance of $\$ 60,095$, though down $\$ 11,713$ versus March 31, 2010 as the Company recognized sales and write-downs in excess of recorded foreclosures.

Impaired loans, which are loans identified as being probable that the Company will not be able to collect all amounts of contractual interest and principal as scheduled in the loan agreement, totaled $\$ 198,581$ after impairment charges necessary to reflect current fair values at March 31, 2011.

The Company s policy requires new appraisals on adversely rated collateral dependent loans and OREO to be obtained at least annually. Each four months, the Company receives a written report from an independent nationally recognized organization which provides updated valuation trends, by price point and by zip code, for each of the major markets in which the Company is conducting business. The information obtained is then used in the Company s impairment analysis of collateral dependent loans. If actual losses exceed the amount of the allowance for loan losses, earnings of the Company could be adversely affected.

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At March 31, 2011, the ratio of the Company s allowance for loan losses to non-performing loans (which include non-accrual loans) was $39.6 \%$ compared to $78.9 \%$ at March 31, 2010.

The Company maintains an investment portfolio to provide liquidity and earnings. Investments at March 31, 2011 with an amortized cost of $\$ 225,141$ had a market value of $\$ 226,847$. At December 31, 2010, investments with an amortized cost of $\$ 200,824$ had a market value of $\$ 202,469$. At March 31, 2010, investments with an amortized cost of $\$ 172,425$ had a market value of $\$ 174,344$.

## Liquidity and Capital Resources

Liquidity. Liquidity refers to the ability or the financial flexibility to meet the needs of depositors and borrowers and fund operations. Maintaining appropriate levels of liquidity allows the Company to have sufficient funds available for reserve requirements, customer demand for loans, withdrawal of deposit balances and maturities of deposits and other liabilities.

As of March 31, 2011, the Bank s liquidity reserves included $\$ 263,140$ of surplus cash with the Federal Reserve, $\$ 7,931$ of federal funds sold to upstream correspondent banks, and $\$ 63,000$ of unpledged securities.

The Company s primary source of liquidity is dividends paid by the Bank. Applicable Tennessee statutes and regulations impose restrictions on the amount of dividends that may be declared by the Bank. Under Tennessee law, the Bank can only pay dividends to the Company in an amount equal to or less than the total amount of its net income for that year combined with retained net income for the preceding two years. Payment of dividends in excess of this amount requires the consent of the Commissioner of the Tennessee Department of Financial Institutions ( TDFI ), FDIC, and the Federal Reserve Bank of Atlanta ( FRB ). Further, any dividend payments are subject to the continuing ability of the Bank to maintain compliance with minimum federal regulatory capital requirements, or any higher requirements that the Bank may be subject to, like those that the Bank informally committed to the FDIC and TDFI it would maintain in 2010, and to retain its characterization under federal regulations as a well-capitalized institution. Because of the Bank s losses in 2009, 2010 and year-to-date 2011, dividends from the Bank to the holding company, including funds for payment of dividends on preferred stock and trust preferred, including the preferred stock issued to the U.S. Treasury, and interest on trust preferred securities to the extent that the Company does not have sufficient cash available at the holding company level, will require prior approval of the TDFI, FDIC and FRB.

Supervisory guidance from the FRB indicates that bank holding companies that are experiencing financial difficulties generally should eliminate, reduce or defer dividends on Tier 1 capital instruments including trust preferred securities, preferred stock or common stock, if the holding company needs to conserve capital for safe and sound operation and to serve as a source of strength to its subsidiaries. The Company has informally committed to the FRB that it will not (1) declare or pay dividends on the Company s common or preferred stock, including the preferred shares owned by the U.S. Treasury Department (2) make any distributions on subordinated debentures or trust preferred securities or (3) incur any additional indebtedness without in each case, the prior written approval of the FRB.

Following consultation with the FRB the Company gave notice on November 9, 2010 to the U.S. Treasury Department that the Company was suspending the payment of regular quarterly cash dividends on the Company s Fixed Rate Cumulative Perpetual Preferred Stock, Series A issued to the U.S. Treasury Department. The dividends, which are cumulative, will continue to be accrued for payment in the future and will be reported for the duration of the deferral period as a preferred dividend requirement that is deducted from net income for financial statement purposes. Additionally the Company, following consultation with the FRB, has also exercised its rights to defer regularly scheduled interest payments on all of its issues of junior subordinated debentures having an outstanding principal amount of $\$ 88.6$ million, relating to outstanding trust preferred securities (TRUPs). Under the terms of the trust documents associated with these debentures, the Company may defer payments of interest for up to 20 consecutive quarterly periods without default or penalty. The regular scheduled interest payments will continue to be accrued for payment in the future and reported as an expense for financial statement purposes. Together, the deferral of interest payments on TRUPs and suspension of dividend payments to the U.S. Treasury Department will preserve approximately $\$ 5.1$ million per year in Bank level capital.

For the three months ended March 31, 2011, operating activities of the Company provided $\$ 16,495$ of cash flows. The net loss of $\$ 10,311$ comprised a substantial portion of the cash generated from operations after removing
various non-cash items, including $\$ 13,897$ in provision for loan losses and $\$ 1,736$ of depreciation and amortization. A decline in other assets added $\$ 4,609$.

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Maturities of $\$ 11,335$ in investment securities, proceeds from the net change in loans of \$43,266 and proceeds of $\$ 4,322$ from the sale of OREO were the primary components of inflows from investing activities. These were offset in part by $\$ 35,782$ in purchases of investment securities available for sale for a net increase in net cash provided from investing activities of $\$ 22,693$.

The net cash used in financing activities totaled $\$ 1,986$.
Capital Resources. The Company s capital position is reflected in its shareholders equity, subject to certain adjustments for regulatory purposes. Shareholders equity, or capital, is a measure of the Company s net worth, soundness and viability.

As a result of the first quarter 2011 loss, the Bank s capital ratios declined. Shareholders equity on March 31, 2011 was $\$ 132,830$, a decline of $\$ 11,067$ or $7.7 \%$ since December 31, 2010 and a decline of $\$ 97,359$ or $42.3 \%$ since March 31, 2010.

During the second quarter of 2009 the Company suspended common stock dividends and on November 9, 2010 the Company announced that it had suspended preferred stock dividends and interest payments on its junior subordinated debentures associated with its trust preferred securities in order to preserve capital.

Risk-based capital regulations adopted by the Board of Governors of the FRB and the FDIC require bank holding companies and banks, respectively, to achieve and maintain specified ratios of capital to risk-weighted assets. The risk-based capital rules are designed to measure Tier 1 Capital and Total Capital in relation to the credit risk of both on- and off-balance sheet items. Under the guidelines, one of four risk weights is applied to the different on-balance sheet items. Off-balance sheet items, such as loan commitments, are also subject to risk-weighting after conversion to balance sheet equivalent amounts. All bank holding companies and banks must maintain a minimum total capital to total risk-weighted assets ratio of $8.00 \%$, at least half of which must be in the form of core, or Tier 1 , capital (consisting of common equity, retained earnings, and a limited amount of qualifying perpetual preferred stock and trust preferred securities, net of goodwill and other intangible assets and accumulated other comprehensive income). These guidelines also specify that bank holding companies that are experiencing internal growth or making acquisitions will be expected to maintain strong capital positions substantially above the minimum supervisory levels.

At March 31, 2011, capital ratios for the Bank and the Company remained above the statutory minimums necessary to be deemed a well-capitalized financial institution. However, they fell below the Tier 1 leverage ratio of $10.0 \%$ and the Total risk-based capital ratio of $14.0 \%$ that the Bank had informally committed to its regulators that it would maintain, as discussed further in the 2010 10-K. As described above in Note 7 Subsequent Events, the Bank has been notified by the FDIC and the TDFI that those agencies intend to seek a formal enforcement action against the Bank in the form of a consent order and written agreement, respectively. Although the terms of the consent order and written agreement are not yet finalized, it is likely that the order and agreement, if issued, would contain a requirement for the Bank to maintain capital levels above those levels required to be considered well-capitalized under federal banking regulations, and those levels may be as high as those levels that the Bank has already informally committed to the FDIC and TDFI.

Tier 1 risk-based capital
Total risk-based capital
Leverage Ratio

| Required <br> Minimum | Required <br> to be |  |  |
| :---: | ---: | :---: | ---: |
|  | Well |  |  |
| Ratio | Capitalized | Bank | Company |
| $4.00 \%$ | $6.00 \%$ | $11.83 \%$ | $9.36 \%$ |
| $8.00 \%$ | $10.00 \%$ | $13.11 \%$ | $13.03 \%$ |
| $4.00 \%$ | $5.00 \%$ | $8.55 \%$ | $6.78 \%$ |

As described above, the Company recently announced that it has entered into a definitive agreement to raise approximately $\$ 217$ million in new capital through the sale of newly issued common shares to North American. The transaction, which is subject to shareholder and regulatory approval, as well as the satisfaction of other customary closing conditions, is expected to be consummated in the third quarter of 2011. In connection with the investment, the Company expects that North American will enter into a binding agreement with the U. S. Department of Treasury to purchase all of the outstanding shares of the Company s Fixed Rate Cumulative Perpetual Preferred Stock, Series A,
and related warrants to purchase shares of the Company s common stock. The recapitalization will strengthen the Company s and the Bank s capital ratios and balance sheet.

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## Off-Balance Sheet Arrangements

At March 31, 2011, the Company had outstanding unused lines of credit and standby letters of credit totaling $\$ 261,936$ and unfunded loan commitments outstanding of $\$ 3,559$. Because these commitments generally have fixed expiration dates and most will expire without being drawn upon, the total commitment level does not necessarily represent future cash requirements. If needed to fund outstanding commitments, as noted in Liquidity and Capital Resources Liquidity, as of March 31, 2011, the Company had various liquidity reserves, including \$263,140 of surplus cash at the Federal Reserve, the ability to liquidate $\$ 7,931$ of Federal funds sold, and $\$ 63,000$ of unpledged investment securities.. The following table presents additional information about the Company s off-balance sheet commitments as of March 31, 2011:

|  |  | Less than 1 |  | 1-3 |  |  | More than |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Year |  |  |  | 3-5 |  | $5$ |  | Total |  |
|  |  |  |  | Years |  | Years |  | Years |  |  |  |
| Commitments to make loans | fixed | \$ | 272 | \$ | 862 | \$ | 744 | \$ | 152 | \$ | 2,030 |
| Commitments to make loans | variable |  | 606 |  | 225 |  |  |  | 698 |  | 1,529 |
| Unused lines of credit |  |  | 126,883 |  | 22,888 |  | 14,379 |  | 72,492 |  | 236,642 |
| Letters of credit |  |  | 17,532 |  | 7,762 |  |  |  |  |  | 25,294 |
| Total |  | \$ | 145,293 | \$ | 31,737 | \$ | 15,123 | \$ | 73,342 |  | 265,495 |

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## Disclosure of Contractual Obligations

In the ordinary course of operations, the Company enters into certain contractual obligations. Such obligations include the funding of operations through debt issuances as well as leases for premises and equipment. The following table summarizes the Company s significant fixed and determinable contractual obligations as of March 31, 2011:

|  | Less than 1 |  |  | More than 5 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 3-5Years |  | Years |  |  |
|  |  | Year | 1-3 Years |  |  | Total |
| Certificates of deposits | \$ | 527,774 | \$ 142,656 | \$ | 56,445 |  |  | \$ | 3,448 | \$ 730,323 |
| FHLB advances and notes payable |  | 15,291 | 75,570 |  | 20,611 |  | 47,115 | 158,587 |
| Subordinated debentures |  |  |  |  |  |  | 88,662 | 88,662 |
| Operating lease obligations |  | 1,292 | 2,284 |  | 1,093 |  | 648 | 5,317 |
| Deferred compensation |  | 1,515 |  |  | 264 |  | 2,131 | 3,910 |
| Purchase obligations |  |  |  |  |  |  |  |  |
| Total | \$ | 545,872 | \$ 220,510 |  | 78,413 | \$ | 142,004 | \$ 986,799 |

Additionally, the Company routinely enters into contracts for services. These contracts may require payment for services to be provided in the future and may also contain penalty clauses for early termination of the contract. Management is not aware of any additional commitments or contingent liabilities which may have a material adverse impact on the liquidity or capital resources of the Company.

## Effect of New Accounting Standards

FASB ASU 2011-1 In January 2011, the FASB issued ASU No. 2011-1 Deferral of the Effective Date of Disclosures about Troubled Debt Restructurings in Update No. 2010-20. ASU 2011-1 temporarily delays the effective date of the disclosures about troubled debt restructurings in Update 2010-20 for public entities. Accordingly, management has not included such disclosures in Note 3 (Loans footnote) of the interim financial statements. Management will implement the disclosures required by this standard beginning with the Company s June 30, 2011 interim financial statements

FASB ASU 2011-2 In April 2011, the FASB issued ASU No. 2011-2 Receivables (Topic 310) - A Creditor s Determination of Whether a Restructuring is a Troubled Debt Restructuring. ASU 2011-2 provides additional guidance to assist creditors in determining whether a restructuring of a receivable meets the criteria to be considered a troubled debt restructuring. In conjunction with ASU 2011-1, the effective date of the disclosures has been temporarily delayed. Therefore, management has not included such disclosures in Note 3 (Loans footnote) of the financial statements. Management will implement the disclosures required by this standard beginning with the Company s June 30, 2011 interim financial statements

## ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

Part II, Item 7A of the 2010 10-K is incorporated in this item of this Quarterly Report by this reference. There have been no material changes in the quantitative and qualitative market risks of the Company since December 31, 2010.

## ITEM 4. CONTROLS AND PROCEDURES

## Disclosure Controls and Procedures

The Company s management, with the participation of the Chief Executive Officer and Chief Financial Officer, evaluated the effectiveness of the Company s disclosure controls and procedures (as defined in Rule 13a-15(e) and 15d-15(f) promulgated under the Securities Exchange Act of 1934 (the Exchange Act ) as of the end of the period covered by this report. Based upon this evaluation, the Chief Executive Officer and Chief Financial Officer concluded that, as of March 31, 2011, the Company s disclosure controls and procedures were effective for the purposes set forth in the definition thereof in Exchange Act Rule 13a-15(e).

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As outlined per the Internal Control section below, management completed remediation efforts in the first quarter of 2011 related to the material weakness in internal control over financial reporting identified as of December 31, 2010 and reported on in the Company s 2010 10-K. Management anticipates that these remedial actions strengthened the Company s internal control over financial reporting and addressed the individual deficiencies identified as of December 31, 2010. Because some of these remedial actions take place on a quarterly basis, their successful implementation will continue to be evaluated to validate management $s$ assessment that the deficiencies have been remediated.

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In addition to these remediation efforts, in light of the material weakness as of December 31, 2010, in preparing the Company s Consolidated Financial Statements included in this quarterly report on Form 10-Q, the Company performed a thorough review of credit quality, focusing especially on the timely receipt and review of updated appraisals from outside independent third parties and internal supporting documentation to ensure that the Company s Consolidated Financial Statements included in this Report have been prepared in accordance with U.S. GAAP.

## Internal Control Over Financial Reporting

There have been no changes in the Company s internal control over financial reporting that occurred during the period covered by this report that have materially affected, or are reasonably likely to materially affect, the Company s internal control over financial reporting, except for the remediation efforts management completed in the first quarter of 2011 related to a material weakness in internal control over financial reporting identified as of December 31, 2010 and reported on in the Company s 2010 10-K. Following management s determination of the material weakness, management took the following remedial actions:
During the fourth quarter of 2010 and as of December 31, 2010 all appraisals on impaired assets are, and will continue to be, ordered 90 days prior to the annual appraisal date, or when evidence of impairment has occurred, and submitted to the independent third party for review upon completion, in order to assure that all appraisals on impaired assets are received in accordance with the Company s internal policies;
Pre-reviewed appraisals indicating evidence that impairment has occurred will be separately reviewed and discussed in the monthly valuation meeting held between the Special Assets Group, Loan Review and Accounting to ensure that there is adequate documentation of the consideration for recording a potential impairment when the review process is not $100 \%$ complete but it is probable that a loss has been incurred; and
Controls evidencing adequate secondary review and approval of impaired loan valuations and other real estate owned will be appropriately documented and evident within the Special Assets Group.
Management believes these remedial actions strengthened the Company s internal control over financial reporting and addressed the individual deficiencies identified as of December 31, 2010. Because some of these remedial actions take place on a quarterly basis, their successful implementation will continue to be evaluated to validate management s assessment that the deficiencies have been remediated.

## PART II OTHER INFORMATION

## Item 1. Legal Proceedings

On November 18, 2010 a shareholder of the Company filed a putative class action lawsuit (styled Bill Burgraff v. Green Bankshares, Inc., et al., U.S. District Court, Eastern District of Tennessee, Northeastern Division, Case No. 2:10-cv-00253) against the Company and certain of its current and former officers in the United States District Court for the Eastern District of Tennessee in Greeneville, Tennessee on behalf of all persons that acquired shares of the Company s common stock between January 19, 2010 and November 9, 2010. On January 18, 2011, a separate shareholder of the Company filed a putative class action lawsuit (styled Brian Molnar v. Green Bankshares, Inc., et al., U.S. District Court, Eastern District of Tennessee, Northeastern Division, Case No. 2:11-cv-00014) against the Company and certain of its current and former officers in the same court on behalf of all persons that acquired shares of the Company s common stock between January 19, 2010 and October 20, 2010. These lawsuits were filed following, and relate to the drop in value of the Company s common stock price after, the Company announced its third quarter performance results on October 20, 2010. The Burgraff case also complains of the Company s decision on November 9, 2010, to suspend payment of certain quarterly cash dividends.

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The plaintiffs allege that defendants made false and/or misleading statements or failed to disclose that the Company was purportedly overvaluing collateral of certain loans; failing to timely take impairment charges of these certain loans; failing to properly account for loan charge-offs; lacking adequate internal and financial controls; and providing false and misleading financial results. The plaintiffs have asserted federal securities laws claims against all defendants for alleged violations of Section 10(b) of the Securities Exchange Act of 1934 (the Exchange Act ) and Rule 10b-5 promulgated thereunder. The plaintiffs have also asserted control person liability claims against the individual defendants named in the complaints pursuant to Section 20(a) of the Exchange Act.
The two cases were consolidated on February 4, 2011. On February 11, 2011, the Court appointed movant Jeffrey Blomgren as lead plaintiff. On May 3, 2011, Plaintiff filed an amended and consolidated complaint alleging a class period of January 19, 2010 to November 9, 2010. Defendants have until July 11, 2011 to file a response to this amended complaint.
The Company and the individual named defendants collectively intend to vigorously defend themselves against these allegations.
On May 12, 2011, a shareholder of the Company filed a putative class action lawsuit (styled Betty Smith v. Green Bankshares, Inc. et al., Case No. 11-625-III, Davidson County, Tennessee, Chancery Court) against the Company, the Bank, the Company s Board of Directors (Steven M. Rownd, Robert K. Leonard, Martha M. Bachman, Bruce Campbell, W.T. Daniels, Samuel E. Lynch, Bill Mooningham, John Tolsma, Kenneth R. Vaught, and Charles E. Whitfield, Jr.), and North American on behalf of all persons holding common stock of the Company. This lawsuit was filed following the Company s public announcement on May 5, 2011 of its entering into the Investment Agreement with North American and relates to the proposed investment in the Company by North American.
The complaint alleges that the individual defendants breached their fiduciary duties by accepting a sale price for the shares to be sold to North American that was unfair to the Company s shareholders. The complaint also alleges that the Company, the Bank and North American aided and abetted these breaches of fiduciary duty. It seeks injunctive relief and/or rescission of the proposed investment by North American and fees and expenses in an unspecified amount. The Company and the individual defendants collectively intend to vigorously defend themselves against these class action allegations.
The Company and its subsidiaries are subject to claims and suits arising in the ordinary course of business. In the opinion of management, the ultimate resolution of these pending claims and legal proceedings will not have a material adverse effect on the Company s results of operations.

## Item 1A. Risk Factors

Except as set forth below, there were no material changes to our risk factors as previously disclosed in Part I, Item 1A of our Annual Report on Form 10-K for the fiscal year ended December 31, 2010:

## We have a significant deferred tax asset and cannot assure you that it will be fully realized.

We had net DTA of $\$ 6$ million as of the period ended March 31, 2011. A valuation allowance is recognized for a net DTA if, based on the weight of available evidence, it is more-likely-than-not that some portion or the entire DTA will not be realized. The ultimate realization of deferred tax assets is dependent upon the generation of future taxable income during the periods in which those temporary differences become deductible. In making such judgments, significant weight is given to evidence that can be objectively verified. As a result of the increased credit losses, the Company entered into a three-year cumulative pre-tax loss position (excluding the goodwill impairment charge recognized in the second quarter of 2009) as of September 30, 2010. A cumulative loss position is considered significant negative evidence in assessing the realizability of a deferred tax asset which is difficult to overcome. The Company s estimate of the realization of its net DTA was based on the scheduled reversal of deferred tax liabilities and taxable income available in prior carry back years, pre-tax core operating projections, tax planning strategies, and the longevity of the Company. Based on management s calculation, a valuation allowance of $\$ 47,563$, or $88.2 \%$ of the net DTA, was an adequate estimate as of March 31, 2011. This estimate resulted in an allowance for the DTA in the income statement of $\$ 4,108$ (?) for the three months ended March 31, 2011. If the Company s financial condition were to deteriorate significantly from those assumptions used by management in making its determination, we could be required to take an additional valuation allowance against the remaining $\$ 6$ million net DTA. Once profitability has

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been restored for a reasonable time, generally considered four consecutive quarters, and such profitability is considered sustainable, the valuation allowance would be reversed. Reversal of the valuation allowance requires a great deal of judgment and will be based on the circumstances that exist as of that future date.
Failure to complete our proposed issuance of common stock to North American could negatively affect us.
On May 5, 2011, we entered into the Investment Agreement with North American to raise approximately $\$ 217$ million in new capital through the sale of newly issued common shares to North American. The transaction, which is subject to shareholder and regulatory approval, as well as the satisfaction of other customary closing conditions, is expected to be consummated in the third quarter of 2011. There is no assurance that our shareholders will approve the issuance of common stock pursuant to the terms of the investment agreement, or any of the other matters related to the transaction requiring shareholder approval, and there is no assurance that the other conditions to the completion of the transaction will be satisfied. In connection with the transaction, we will be subject to several risks, including the following:
the current market price of our common stock may reflect a market assumption that the transaction will occur, and a failure to complete the transaction could result in a decline in the market price of our common stock;
the occurrence of any event, change or other circumstances that could give rise to the termination of the investment agreement, including a termination that under certain circumstances would require us to pay a $\$ 750,000$ expense reimbursement and $\$ 8$ million termination fee to North American;
the outcome of any legal proceedings that have been or may be instituted against us and others relating to the investment agreement;
the failure of the transaction to close for any reason, including the inability to complete the transaction due to the failure to obtain shareholder approval or the failure to satisfy other conditions to consummation of the transaction, and the risk that any failure of the transaction to close may adversely affect our business and the price of our common stock;
the potential adverse effect on our business, properties and operations of any affirmative or negative covenants we agreed to in the investment agreement;
risks that the proposed transaction diverts management s attention and disrupts current plans and operations, and potential difficulties in employee retention as a result of the transaction;
the effect of the announcement of the transaction and actions taken in anticipation of the transaction on our business relationships, operating results and business generally; and
the amount of the costs, fees, expenses and charges related to the transaction.

## Item 2. Unregistered Sales of Equity Securities and Use of Proceeds

The Company made no unregistered sales of its equity securities or repurchases of its common stock during the quarter ended March 31, 2011.

## Item 3. Defaults Upon Senior Securities

None
Item 4. (Removed and Reserved)
None

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## Item 5. Other Information

None
Item 6. Exhibits
See Exhibit Index immediately following the signature page hereto.

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## SIGNATURES

Pursuant to 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.

## Green Bankshares, Inc.

Registrant
Date: May 16, 2011

By: /s/ James E. Adams<br>James E. Adams<br>Executive Vice President, Chief<br>Financial Officer and Secretary

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## EXHIBIT INDEX

Exhibit No. Description
10.1 Consulting Agreement, dated as of March 18, 2011, by and among Green Bancshares, Inc., GreenBank and James E. Adams.
10.2 Investment Agreement, dated May 5, 2011, among Green Bankshares, Inc., GreenBank and North American Financial Holdings, Inc. incorporated herein by reference to the Company s Current Report on Form 8-K filed May 6, 2011.
10.3 Stock Option Agreement, dated May 5, 2011, between Green Bankshares, Inc. and North American Financial Holdings, Inc. incorporated herein by reference to the Company s Current Report on Form 8-K filed May 6, 2011.
31.1 Chief Executive Officer Certification Pursuant to Rule 13a-14(a)/15d-14(a)
31.2 Chief Financial Officer Certification Pursuant to Rule 13a-14(a)/15d-14(a)
32.1 Chief Executive Officer Certification Pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002
32.2 Chief Financial Officer Certification Pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002


[^0]:    Large accelerated filer o Accelerated filer p
    Non-accelerated filer o
    Smaller reporting company o (Do not check if a smaller reporting company)
    Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act.) YES o NO p

    As of May 13, 2011, the number of shares outstanding of the issuer s common stock was: 13,186,001.

