# ©CITIZENS \& NORTHERN CORPORATION 

90-92 Main Street, P.O. Box 58<br>Wellsboro, PA 16901<br>Phone: (570) 724-3411 Fax: (570) 723-8097<br>E-Mail: cnemail@cnbankpa.com Web Page: http://www.cnbankpa.com<br>Stock Symbol: CZNC

Chartered 1864

FEDERAL DEPOSIT INSURANCE CORP

## March 31, 2015

## QUARTERLY REPORT

Dear Shareholder:
It is with great pride that I extend greetings to you as your new CEO with this Quarterly Report. Our first six weeks as part of the $\mathrm{C} \& \mathrm{~N}$ Team have been productive and insightful as we have engaged in all aspects of our Company. Your Board and Management Team have been open and welcoming and I am very impressed with our people and the organization. We have a great history and strong foundation to continue building on and, after meeting virtually every member of our team and a number of key customers, I have developed an appreciation for the real commitment to our franchise throughout the communities that we serve. This commitment, combined with our ability to engage the C\&N Team in delivering value to our customers and communities, provides the platform for generating profitable growth to our shareholders. While we are operating in a challenging economic and regulatory environment, I am confident in our ability to deliver on this objective in the years ahead.

During the first quarter of 2015, diluted earnings per share were $\$ .31$ compared to $\$ .35$ for the fourth quarter of 2014 , and $\$ .34$ for the same period in 2014. Net interest income decreased $\$ 261,000$ from the fourth quarter, although the net interest margin improved to $3.74 \%$ from $3.73 \%$ in Q4 2015. A flatter yield curve and lack of loan growth have put pressure on the margin, although it remains well above peer levels. Noninterest income declined $\$ 315,000$ from the prior quarter primarily due to a reduction in the value of mortgage servicing rights, lower deposit service charges and net overdraft fees, and gains from the sale of mortgage loans. Noninterest expenses increased $\$ 214,000$ as a result of increased benefits costs, occupancy expenses, and charitable contributions which were partially offset by reductions in expense in a number of other expense categories. It is notable that credit quality remains strong as evidenced by the minimal loan loss provision of $\$ 3,000$ during the first quarter.

Total assets, loans, and deposits all remained relatively stable as of March 31, 2015 compared to year-end 2014. As we approached the end of the quarter, after very difficult winter weather, we experienced some increase in lending activity and are cautiously optimistic about the local economy and that our business development activities are gaining traction. The Trust and Financial Management business had $\$ 833$ million in assets under management as of March 31, and growing customer relationships and revenues from this division will be a continued focus moving forward. C\&N's capital position remains very strong. Total shareholders' equity was $\$ 189.1$ million at March 31, as compared to $\$ 188.4$ million at the end of 2014. All capital ratios remain well in excess of regulatory standards. Management is focused on implementing strategies to leverage our capital position through loan growth. We are also committed to maintaining an attractive cash dividend, continuing the stock repurchase program announced in July 2014, and assessing other strategies that will grow the company and support shareholder value.

In closing, it is great to be on board at C\&N to pursue our many opportunities. I look forward to engaging with you as we continue to build this outstanding franchise.


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## CITIZENS \& NORTHERN CORPORATION BOARD OF DIRECTORS

| Dennis F. Beardslee | Edward H. Owlett, III |
| :--- | :--- |
| Jan E. Fisher | J. Bradley Scovill |
| R. Bruce Haner | Leonard Simpson |
| Susan E. Hartley | James E. Towner |
| Leo F. Lambert, Chairman | Ann M. Tyler |

## CITIZENS \& NORTHERN BANK

1-877-838-2517
OFFICES
428 S. Main Street, ATHENS, PA 18810
3 Main Street, CANISTEO, NY 14823
10 N Main Street, COUDERSPORT, PA 16915
111 Main Street, DUSHORE, PA 18614
563 Main Street, EAST SMITHFIELD, PA 18817
104 Main Street, ELKLAND, PA 16920
135 East Fourth Street, EMPORIUM, PA 15834
6250 County Route 64, HORNELL, NY 14843
230-232 Railroad Street, JERSEY SHORE, PA 17740
102 E. Main Street, KNOXVILLE, PA 16928
514 Main Street, LAPORTE, PA 18626
4534 Williamson Trail LIBERTY, PA 16930
1085 S. Main Street, MANSFIELD, PA 16933
612 James Monroe Avenue, MONROETON, PA 18832
3461 Rte.405 Highway, MUNCY, PA 17756
100 Maple Street, PORT ALLEGANY, PA 16743
24 Thompson Street, RALSTON, PA 17763
1827 Elmira Street, SAYRE, PA 18840
2 E. Mountain Ave., SO. WILLIAMSPORT, PA 17702
41 Main Street, TIOGA, PA 16946
428 Main Street, TOWANDA, PA18848
Court House Square, TROY, PA 16947
90-92 Main Street, WELLSBORO, PA 16901
130 Court Street, WILLIAMSPORT, PA 17701
1510 Dewey Ave., WILLIAMSPORT, PA 17702
Route 6, WYSOX, PA 18854

## TRUST \& FINANCIAL MANAGEMENT GROUP

| 3 Main Street, Canisteo, NY 14823 | $607-698-4295$ |
| :--- | :--- |
| 10 N Main Street, Coudersport, PA 16915 | $800-921-9150$ |
| 1827 Elmira Street, Sayre, PA 18840 | $888-760-8192$ |
| 428 Main Street, Towanda, PA 18848 | $888-987-8784$ |
| 90-92 Main Street, Wellsboro, PA 16901 | $888-487-8784$ |
| 130 Court Street, Williamsport, PA 17701 | $866-732-7213$ |

DEPOSIT OPERATIONS - 90-92 Main St., Wellsboro, PA 16901
BANKCARD SERVICES - 90-92 Main St., Wellsboro PA 16901 800-577-8001
ELECTRONIC BANKING - 90-92 Main St., Wellsboro, PA 16901 877-838-2517
www.cnbankpa.com
C\&N FINANCIAL SERVICES CORPORATION - 90-92 Main Street, Wellsboro, PA 866-ASK-CNFS
www.cnfinancialservices.com

CONDENSED, CONSOLIDATED EARNINGS INFORMATION
(In Thousands, Except Per Share Data) (Unaudited)

|  | $\begin{gathered} 1 \text { 1ST } \\ \text { QUARTER } \\ 2015 \\ \text { (Current) } \end{gathered}$ | 4TH QUARTER 2014 (Prior Qtr) | $\begin{gathered} 1 \mathrm{ST} \\ \text { QUARTER } \\ 2014 \\ \text { (Prior Yr) } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Interest and Dividend Income | \$11,163 | \$11,468 | \$11,406 |
| Interest Expense | 1,213 | 1,257 | 1,288 |
| Net Interest Income | 9,950 | 10,211 | 10,118 |
| Provision (Credit) for Loan Losses | 3 | 123 | (311) |
| Net Interest Income After Provision (Credit) for Loan Losses | 9,947 | 10,088 | 10,429 |
| Other Income | 3,487 | 3,802 | 3,751 |
| Net Gains on Available-for-sale Securities | 74 | 210 | 31 |
| Other Noninterest Expenses | 8,464 | 8,250 | 8,524 |
| Income Before Income Tax Provision | 5,044 | 5,850 | 5,687 |
| Income Tax Provision | 1,229 | 1,482 | 1,399 |
| Net Income | \$3,815 | \$4,368 | \$4,288 |
| PER COMMON SHARE DATA: |  |  |  |
| Net Income - Basic | \$0.31 | \$0.36 | \$0.35 |
| Net Income - Diluted | \$0.31 | \$0.35 | \$0.34 |
| Dividend Per Share | \$0.26 | \$0.26 | \$0.26 |
| Number Shares Used in Computation - Basic | 12,268,306 | 12,302,646 | 12,417,627 |
| Number Shares Used in Computation - Diluted | 12,289,139 | 12,325,409 | 12,444,797 |

CONDENSED, CONSOLIDATED BALANCE SHEET DATA
(In Thousands, Except Per Share Data) (Unaudited)

| ASSETS | $\underline{\mathbf{2 0 1 5}}$ | $\underline{\mathbf{2 0 1 4}}$ | $\underline{2014}$ |
| :--- | ---: | ---: | ---: |
| Cash \& Due from Banks | $\$ 36,430$ | $\$ 36,047$ | $\$ 61,087$ |
| Available-for-sale Securities | 527,814 | 516,807 | 484,014 |
| Loans Held for Sale | 214 | 0 | 133 |
| Loans, Net | 621,211 | 623,209 | 617,475 |
| Intangible Assets | 11,989 | 11,994 | 12,020 |
| Other Assets | 54,300 | 53,906 | 60,410 |
| TOTAL ASSETS | $\mathbf{\$ 1 , 2 5 1 , 9 5 8}$ | $\mathbf{\$ 1 , 2 4 1 , 9 6 3}$ | $\mathbf{\$ 1 , 2 3 5 , 1 3 9}$ |

LIABILITIES

| Deposits | $\$ 976,634$ | $\$ 967,989$ | $\$ 961,833$ |
| :--- | ---: | ---: | ---: |
| Repo Sweep Accounts | 5,840 | 5,537 | 4,730 |
| Total Deposits and Repo Sweeps | 982,474 | 973,526 | 966,563 |
| Borrowed Funds | 72,988 | 73,060 | 73,270 |
| Other Liabilities | 7,393 | 7,015 | 10,544 |
| TOTAL LIABILITIES | $\mathbf{1 , 0 6 2 , 8 5 5}$ | $\mathbf{1 , 0 5 3 , 6 0 1}$ | $\mathbf{1 , 0 5 0 , 3 7 7}$ |

## SHAREHOLDERS' EQUITY

Common Shareholders' Equity, Excluding Accumulated Other Comprehensive Income 181,437 182,220
Accumulated Other Comprehensive Income:
Net Unrealized Gains/Losses on

| Available-for-sale Securities | 7,654 | 5,281 | 2,442 |
| :--- | ---: | ---: | ---: |
| Defined Benefit Plans | 12 | 79 | 100 |
| TOTAL SHAREHOLDERS' EQUITY | $\mathbf{1 8 9 , 1 0 3}$ | $\mathbf{1 8 8 , \mathbf { 3 6 2 }}$ | $\mathbf{1 8 4 , 7 6 2}$ |
| TOTAL LIABILITIES \& SHAREHOLDERS' EQUITY | $\mathbf{\$ 1 , 2 5 1 , 9 5 8}$ | $\mathbf{\$ 1 , \mathbf { 2 4 1 , 9 6 3 }}$ | $\mathbf{\$ 1 , 2 3 5 , 1 3 9}$ |

## CONDENSED, CONSOLIDATED FINANCIAL HIGHLIGHTS

(In Thousands, Except Per Share Data) (Unaudited)

|  | 3 MONTHS ENDED <br> MARCH |  | $\%$ <br> 31, | INCREASE |
| :--- | :---: | :---: | ---: | ---: |
| (DECREASE) |  |  |  |  |

BALANCE SHEET HIGHLIGHTS

| Total Assets | $\$ 1,251,958$ | $\$ 1,235,139$ | $1.36 \%$ |
| :--- | ---: | ---: | ---: |
| Available-for-Sale Securities | 527,814 | 484,014 | $9.05 \%$ |
| Loans (Net) | 621,211 | 617,475 | $0.61 \%$ |
| Allowance for Loan Losses | 7,134 | 8,343 | $-14.49 \%$ |
| Deposits and Repo Sweep Accounts | 982,474 | 966,563 | $1.65 \%$ |

OFF-BALANCE SHEET

| Outstanding Balance of Mortgage Loans Sold |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| with Servicing Retained | 151,272 | 147,391 | $2.63 \%$ |
| Trust Assets Under Management | 832,550 | 797,833 | $4.35 \%$ |

## SHAREHOLDERS' VALUE (PER COMMON SHARE)

Net Income - Basic
Net Income - Diluted
Dividends
Common Book Value
Tangible Common Book Value
Market Value (Last Trade)
Market Value / Common Book Value
Market Value / Tangible Common Book Value
Price Earnings Multiple
Dividend Yield
Common Shares Outstanding, End of Period

| $\$ 0.31$ | $\$ 0.35$ | $-11.43 \%$ |
| ---: | ---: | ---: |
| $\$ 0.31$ | $\$ 0.34$ | $-8.82 \%$ |
| $\$ 0.26$ | $\$ 0.26$ | $0.00 \%$ |
| $\$ 15.51$ | $\$ 14.87$ | $4.30 \%$ |
| $\$ 14.53$ | $\$ 13.90$ | $4.53 \%$ |
| $\$ 20.18$ | $\$ 19.71$ | $2.38 \%$ |
| $130.11 \%$ | $132.55 \%$ | $-1.84 \%$ |
| $138.89 \%$ | $141.80 \%$ | $-2.05 \%$ |
| 16.27 | 14.08 | $15.55 \%$ |
| $5.15 \%$ | $5.28 \%$ | $-2.46 \%$ |
| $12,193,184$ | $12,429,000$ | $-1.90 \%$ |

## SAFETY AND SOUNDNESS

Tangible Common Equity / Tangible Assets
Nonperforming Assets / Total Assets
Allowance for Loan Losses / Total Loans
Total Risk Based Capital Ratio (a)
Tier 1 Risk Based Capital Ratio (a)
Common Equity Tier 1 Risk Based Capital Ratio (a)
Leverage Ratio (a)

## AVERAGE BALANCES

| Average Assets | $\$ 1,242,025$ | $\$ 1,218,992$ | $1.89 \%$ |
| :--- | ---: | ---: | ---: |
| Average Equity | $\$ 188,841$ | $\$ 182,307$ | $3.58 \%$ |

(a) Capital ratios for the most recent period are estimated. The Common Equity Tier 1

Risk Based Capital Ratio became applicable to the Corporation in the first quarter 2015.

## EXHIBIT 99.3 - Supplemental, Unaudited Financial Information

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## AVAILABLE-FOR-SALE SECURITIES <br> (In Thousands)

Obligations of U.S. Government agencies
Obligations of states and political subdivisions:
Tax-exempt
Taxable
Mortgage-backed securities
Collateralized mortgage obligations, Issued by U.S. Government agencies
Other collateralized debt obligations

| Total debt securities | 510,402 | 519,143 | 503,077 | 508,153 |
| :--- | ---: | ---: | ---: | ---: |
| Marketable equity securities | 5,636 | 8,671 | 5,605 | 8,654 |
| Total | $\$ 516,038$ | $\$ 527,814$ | $\$ 508,682$ | $\$ 516,807$ |


| Summary of Loans by Type <br> (Excludes Loans Held for Sale) <br> (In Thousands) | March 31, | Dec. 31, <br> Ren | March 31, |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ |
| Residential mortgage: |  |  |  |
| Residential mortgage loans - first liens | $\$ 291,612$ | $\$ 291,882$ | $\$ 295,869$ |
| Residential mortgage loans - junior liens | 20,896 | 21,166 | 23,048 |
| Home equity lines of credit | 37,049 | 36,629 | 34,755 |
| $1-4$ Family residential construction | 16,217 | 16,739 | 12,635 |
| Total residential mortgage | 365,774 | 366,416 | 366,307 |
| Commercial: |  |  |  |
| Commercial loans secured by real estate | 140,851 | 145,878 | 146,569 |
| Commercial and industrial | 51,563 | 50,157 | 40,477 |
| Political subdivisions | 19,479 | 17,534 | 10,436 |
| Commercial construction and land | 7,249 | 6,938 | 14,692 |
| Loans secured by farmland | 7,789 | 7,916 | 8,602 |
| Multi-family (5 or more) residential | 8,673 | 8,917 | 10,906 |
| Agricultural loans | 3,158 | 3,221 | 3,159 |
| Other commercial loans | 13,187 | 13,334 | 14,343 |
| Total commercial | 251,949 | 253,895 | 249,184 |
| Consumer | 10,622 | 10,234 | 10,327 |
| Total | 628,345 | 630,545 | 625,818 |
| Less: allowance for loan losses | $(7,134)$ | $(7,336)$ | $(8,343)$ |
| Loans, net | $\$ 621,211$ | $\$ 623,209$ | $\$ 617,475$ |

## Loans Held for Sale

| (In Thousands) | March 31, <br> $\mathbf{2 0 1 5}$ | Dec. 31, <br> $\mathbf{2 0 1 4}$ | March 31, <br> $\mathbf{2 0 1 4}$ |
| :--- | ---: | ---: | ---: |
| Residential mortgage loans originated    <br> and serviced - outstanding balance $\$ 151,486$ $\$ 152,505$ $\$ 147,524$ <br> Less: outstanding balance of loans sold $(151,272)$ $(152,505)$ $(147,391)$ <br> Loans held for sale, net $\$ 214$ $\$ 0$ $\$ 133$ |  |  |  |

## ANALYSIS OF THE ALLOWANCE FOR LOAN LOSSES (In Thousands)

$\left.\begin{array}{lrcrr} & \text { 3 Months } \\ \text { Ended } \\ \text { 3 Months } \\ \text { Ended }\end{array} \quad \begin{array}{c}\text { Year } \\ \text { Ended }\end{array} \quad \begin{array}{c}\text { 3 Months } \\ \text { Ended }\end{array}\right]$

PAST DUE AND IMPAIRED LOANS, NONPERFORMING ASSETS
AND TROUBLED DEBT RESTRUCTURINGS (TDRs) (In Thousands)

|  | March 31, | Dec 31, | March 31, |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ |
| Impaired loans with a valuation allowance | $\$ 4,312$ | $\$ 3,241$ | $\$ 9,576$ |
| Impaired loans without a valuation allowance | 8,851 | 9,075 | 5,430 |
| Total impaired loans | $\$ 13,163$ | $\$ 12,316$ | $\$ 15,006$ |
|  |  |  |  |
| Total loans past due 30-89 days and still accruing | $\$ 5,722$ | $\$ 7,121$ | $\$ 7,650$ |


| Nonperforming assets: |  |  |  |
| :--- | ---: | ---: | ---: |
| Total nonaccrual loans | $\$ 11,944$ | $\$ 12,610$ | $\$ 14,257$ |
| Total loans past due 90 days or more and still accruing | 3,086 | 2,843 | 2,160 |
| Total nonperforming loans | 15,030 | 15,453 | 16,417 |
| Foreclosed assets held for sale (real estate) | 1,583 | 1,189 | 1,321 |
| Total nonperforming assets | $\$ 16,613$ | $\$ 16,642$ | $\$ 17,738$ |


| Loans subject to troubled debt restructurings (TDRs): |  |  |  |
| :--- | ---: | ---: | ---: |
| Performing | $\$ 1,872$ | $\$ 1,807$ | $\$ 3,020$ |
| $\quad$ Nonperforming | 5,252 | 5,388 | 112 |
| Total TDRs | $\$ 7,124$ | $\$ 7,195$ | $\$ 3,132$ |
|  |  |  |  |
| Total nonperforming loans as a \% of loans | $2.39 \%$ | $2.45 \%$ | $2.62 \%$ |
| Total nonperforming assets as a \% of assets | $1.33 \%$ | $1.34 \%$ | $1.44 \%$ |
| Allowance for loan losses as a \% of total loans | $1.14 \%$ | $1.16 \%$ | $1.33 \%$ |
| Allowance for loan losses as a \% of nonperforming loans | $47.47 \%$ | $47.47 \%$ | $50.82 \%$ |

Analysis of Average Daily Balances and Rates (Dollars in Thousands)

| (DSTS | 3 Months Ended 3/31/2015 Average Balance | Rate of Return/ Cost of Funds \% | 3 Months Ended 12/31/2014 Average Balance | Rate of Return/ Cost of Funds \% | 3 Months Ended 3/31/2014 Average Balance | Rate of Return/ Cost of Funds \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| EARNING ASSETS Available-for-sale securities, at amortized cost: |  |  |  |  |  |  |
| Taxable | \$388,104 | 2.15\% | \$383,802 | 2.10\% | \$345,663 | 2.22\% |
| Tax-exempt | \$117,674 | 5.35\% | 121,735 | 5.22\% | 126,030 | 5.45\% |
| Total available-for-sale securities | 505,778 | 2.90\% | 505,537 | 2.85\% | 471,693 | 3.08\% |
| Interest-bearing due from banks | 26,994 | 0.39\% | 31,655 | 0.39\% | 30,099 | 0.40\% |
| Loans held for sale | 89 | 9.11\% | 151 | 7.88\% | 119 | 10.22\% |
| Loans receivable: |  |  |  |  |  |  |
| Taxable | 582,498 | 5.37\% | 587,675 | 5.40\% | 595,514 | 5.45\% |
| Tax-exempt | 41,925 | 5.15\% | 39,909 | 5.28\% | 39,662 | 5.82\% |
| Total loans receivable | 624,423 | 5.35\% | 627,584 | 5.40\% | 635,176 | 5.47\% |
| Total Earning Assets | 1,157,284 | 4.16\% | 1,164,927 | 4.16\% | 1,137,087 | 4.35\% |
| Cash | 16,127 |  | 16,310 |  | 16,299 |  |
| Unrealized gain/loss on securities | 10,626 |  | 8,222 |  | 2,752 |  |
| Allowance for loan losses | $(7,391)$ |  | $(7,476)$ |  | $(8,780)$ |  |
| Bank premises and equipment | 16,252 |  | 16,415 |  | 17,283 |  |
| Intangible Asset - Core Deposit Intangible | 50 |  | 58 |  | 83 |  |
| Intangible Asset - Goodwill | 11,942 |  | 11,942 |  | 11,942 |  |
| Other assets | 37,135 |  | 38,442 |  | 42,326 |  |
| Total Assets | \$1,242,025 |  | \$1,248,840 |  | \$1,218,992 |  |


| INTEREST-BEARING LIABILITIES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-bearing deposits: |  |  |  |  |  |  |
| Interest checking | \$191,705 | 0.12\% | \$190,681 | 0.11\% | \$179,617 | 0.12\% |
| Money market | 194,834 | 0.15\% | 198,999 | 0.14\% | 195,596 | 0.14\% |
| Savings | 127,853 | 0.10\% | 122,955 | 0.10\% | 118,529 | 0.10\% |
| Certificates of deposit | 122,007 | 0.71\% | 128,750 | 0.73\% | 134,833 | 0.87\% |
| Individual Retirement Accounts | 113,806 | 0.40\% | 116,672 | 0.40\% | 122,389 | 0.38\% |
| Other time deposits | 803 | 0.00\% | 677 | 0.59\% | 812 | 0.00\% |
| Total interest-bearing deposits | 751,008 | 0.26\% | 758,734 | 0.27\% | 751,776 | 0.30\% |
| Borrowed funds: |  |  |  |  |  |  |
| Short-term | 6,017 | 0.07\% | 6,886 | 0.12\% | 10,049 | 0.20\% |
| Long-term | 73,020 | 4.03\% | 73,092 | 4.03\% | 73,300 | 4.03\% |
| Total borrowed funds | 79,037 | 3.73\% | 79,978 | 3.69\% | 83,349 | 3.57\% |
| Total Interest-bearing Liabilities | 830,045 | 0.59\% | 838,712 | 0.59\% | 835,125 | 0.63\% |
| Demand deposits | 215,019 |  | 213,230 |  | 193,402 |  |
| Other liabilities | 8,120 |  | 9,144 |  | 8,158 |  |
| Total Liabilities $1,053,184$ $1,061,086$ |  |  |  |  |  |  |
| Stockholders' equity, excluding accumulated other comprehensive income/loss | 181,944 |  | 182,336 |  | 180,440 |  |
| Accumulated other comprehensive income/loss | 6,897 |  | 5,418 |  | 1,867 |  |
| Total Stockholders' Equity | 188,841 |  | 187,754 |  | 182,307 |  |
| Total Liabilities and Stockholders' Equity | \$1,242,025 |  | \$1,248,840 |  | \$1,218,992 |  |
| Interest Rate Spread |  | 3.57\% |  | 3.57\% |  | 3.72\% |
| Net Interest Income/Earning Assets |  | 3.74\% |  | 3.73\% |  | 3.89\% |
| Total Deposits (Interest-bearing and Demand) | \$966,027 |  | \$971,964 |  | \$945,178 |  |

(1) Changes in income on tax-exempt securities and loans are presented on a fully tax-equivalent basis, using the Corporation's marginal federal income tax rate of $35 \%$.
(2) Nonaccrual loans have been included with loans for the purpose of analyzing net interest earnings.

## COMPARISON OF NONINTEREST INCOME

| (In Thousands) | Three Months Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2015 \end{gathered}$ | $\begin{gathered} \text { Dec. 31, } \\ 2014 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2014 \end{gathered}$ |
| Service charges on deposit accounts | \$1,022 | \$1,213 | \$1,223 |
| Service charges and fees | 113 | 133 | 127 |
| Trust and financial management revenue | 1,114 | 1,165 | 1,047 |
| Brokerage revenue | 219 | 219 | 227 |
| Insurance commissions, fees and premiums | 40 | 15 | 32 |
| Interchange revenue from debit card transactions | 474 | 485 | 453 |
| Net gains from sales of loans | 147 | 211 | 151 |
| (Decrease) increase in fair value of servicing rights | (117) | (62) | 105 |
| Increase in cash surrender value of life insurance | 97 | 98 | 88 |
| Other operating income | 378 | 325 | 298 |
| Total noninterest income, before realized gains on available-for-sale securities, net | \$3,487 | \$3,802 | \$3,751 |
| COMPARISON OF NONINTEREST EXPENSE (In Thousands) | Three Months Ended |  |  |
|  | $\begin{gathered} \text { March 31, } \\ 2015 \end{gathered}$ | Dec. 31, <br> 2014 | $\begin{gathered} \text { March 31, } \\ 2014 \end{gathered}$ |
| Salaries and wages | \$3,487 | \$3,562 | \$3,565 |
| Pensions and other employee benefits | 1,385 | 1,206 | 1,319 |
| Occupancy expense, net | 722 | 626 | 715 |
| Furniture and equipment expense | 454 | 460 | 472 |
| FDIC assessments | 151 | 156 | 147 |
| Pennsylvania shares tax | 249 | 336 | 341 |
| Professional fees | 122 | 272 | 148 |
| Automated teller machine and interchange expense | 246 | 256 | 211 |
| Software subscriptions | 197 | 209 | 190 |
| Other operating expense | 1,451 | 1,167 | 1,416 |
| Total noninterest expense | \$8,464 | \$8,250 | \$8,524 |


[^0]:    J. Bradley Scovill

    President and CEO

