# © ACITIZENS \& 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 Stock Symbol: CZNC

June 30, 2013

## QUARTERLY REPORT

Dear Shareholder:

The economic environment of 2013 continues to be very challenging for the banking industry. Two forces are working simultaneously to create the challenges. First, a prolonged period of historically low interest rates has resulted in cash flows being reinvested at considerably lower yields causing margin compression. Secondly, the implementation of Dodd-Frank legislation has increased compliance costs, reduced overdraft protection income and applied downward pressure on interchange income.

Despite these hurdles, Citizens \& Northern produced excellent financial results for the second quarter and first six months of 2013. While not at the same level of our outstanding results for 2012, net income of \$4,974,000 for the second quarter of 2013 and $\$ 9,680,000$ year-to-date produced a Return on Average Assets (ROAA) of $1.56 \%$ and Return on Average Equity (ROAE) of $10.57 \%$. These results were accomplished, in our opinion, without compromising credit quality or taking undue extension risk with the investment portfolio.

The balance sheet has shrunk over the past year as investment opportunities providing an appropriate yield have been extremely limited, resulting in our measured approach to deposit pricing and our decision to reduce borrowings. While net loans have decreased approximately $\$ 49$ million over the past twelve months, mortgage loans sold with servicing retained have increased approximately $\$ 56$ million. Non-performing assets to total assets remain manageable at $0.80 \%$. Trust assets under management have grown $8.68 \%$ over the past year and have been an important contributor to non-interest income.

In the second quarter 2013, we incurred professional fees expense of $\$ 315,000$ from a consulting project related to debit card operations and electronic funds processing. While expense has been recognized in the most recently completed quarter, management expects the consultants' services to result in increases in non-interest revenue and reductions in non-interest expense going forward, most significantly from an estimated total reduction in expense of $\$ 1.9$ million for electronic funds processing over the next $51 / 2$ years.

The Board, management and employees are committed to managing through the previously mentioned challenges to produce superior financial results that enhance shareholder value. I solicit your continued support and welcome your questions and comments.

Charles H. Updegraff, Jr.
Chairman, President \& CEO

# CITIZENS \& NORTHERN CORPORATION BOARD OF DIRECTORS 

Charles H. Updegraff, Jr. - Chairman
Dennis F. Beardslee
Jan E. Fisher R. Bruce Haner Susan E. Hartley
Leo F. Lambert

## CITIZENS \& NORTHERN BANK 1-877-838-2517 OFFICES

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

## TRUST \& FINANCIAL MANAGEMENT GROUP

3 Main Street, Canisteo, NY 14823
10 N Main Street, Coudersport, PA 16915
1827 Elmira Street, Sayre, PA 18840
428 Main Street, Towanda, PA 18848
90-92 Main Street, Wellsboro, PA 16901
130 Court Street, Williamsport, PA 17701
ACCOUNT SERVICES - 90-92 Main St., Wellsboro, PA 16901
BANKCARD SERVICES - 90-92 Main St., Wellsboro PA 16901
ELECTRONIC BANKING - 10 Nichols St., Wellsboro, PA 16901
www.cnbankpa.com
C\&N FINANCIAL SERVICES CORPORATION - 90-92 Main Street, Wellsboro, PA

607-698-4295
800-921-9150
888-760-8192
888-987-8784
888-487-8784
866-732-7213

866-ASK-CNFS
Raymond R. Mattie Edward H. Owlett, III
Leonard Simpson James E. Towner Ann M. Tyler

800-577-8001
877-838-2517

CONDENSED, CONSOLIDATED EARNINGS INFORMATION

| (In Thousands, Except Per Share Data) (Unaudited) | $\begin{gathered} \text { 2ND } \\ \text { QUARTER } \\ 2013 \\ \text { (Current) } \end{gathered}$ | 1ST <br> QUARTER <br> 2013 <br> (Current) | 2NDQUARTER2012(Prior Qtr) | 6 MONTHS ENDED JUNE |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
|  |  |  |  | $2013$ <br> (Current) | $\begin{gathered} 2012 \\ \text { (Prior Yr) } \end{gathered}$ |
| Interest and Dividend Income | \$12,355 | \$12,647 | \$14,529 | \$25,002 | \$29,305 |
| Interest Expense | 1,415 | 1,600 | 2,401 | 3,015 | 4,903 |
| Net Interest Income | 10,940 | 11,047 | 12,128 | 21,987 | 24,402 |
| Provision for Loan Losses | 66 | 183 | 367 | 249 | 185 |
| Net Interest Income After Provision for Loan Losses | 10,874 | 10,864 | 11,761 | 21,738 | 24,217 |
| Other Income | 4,191 | 3,843 | 4,279 | 8,034 | 7,934 |
| Net Gains on Available-for-sale Securities | 100 | 1,159 | 203 | 1,259 | 201 |
| Loss on Prepayment of Borrowings | 0 | 1,023 | 143 | 1,023 | 143 |
| Other Noninterest Expenses | 8,520 | 8,553 | 8,321 | 17,073 | 16,734 |
| Income Before Income Tax Provision | 6,645 | 6,290 | 7,779 | 12,935 | 15,475 |
| Income Tax Provision | 1,671 | 1,584 | 2,094 | 3,255 | 4,203 |
| Net Income | \$4,974 | \$4,706 | \$5,685 | \$9,680 | \$11,272 |

## PER COMMON SHARE DATA:

|  | $\$ 0.40$ | $\$ 0.38$ | $\$ 0.46$ | $\$ 0.78$ | $\$ 0.92$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net Income - Basic | $\$ 0.40$ | $\$ 0.38$ | $\$ 0.46$ | $\$ 0.78$ | $\$ 0.92$ |
| Net Income - Diluted | $\$ 0.25$ | $\$ 0.25$ | $\$ 0.20$ | $\$ 0.50$ | $\$ 0.38$ |
| Dividend Per Share | $12,342,755$ | $12,321,014$ | $12,225,808$ | $12,331,943$ | $12,216,339$ |
| Number Shares Used in Computation - Basic | $12,369,311$ | $12,349,264$ | $12,242,833$ | $12,359,284$ | $12,243,303$ |

## CONDENSED, CONSOLIDATED BALANCE SHEET DATA

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

|  | JUNE 30, | MARCH 31, | JUNE 30, |
| :--- | ---: | ---: | ---: | ---: |
| ASSETS | $\underline{\mathbf{2 0 1 3}}$ | $\underline{\mathbf{2 0 1 3}}$ | $\underline{\mathbf{2 0 1 2}}$ |
| Cash \& Due from Banks |  |  |  |
| Available-for-sale Securities | $\$ 35,776$ | $\$ 45,069$ | $\$ 69,158$ |
| Loans Held for Sale | 470,068 | 459,855 | 478,368 |
| Loans, Net | 725 | 799 | 3,190 |
| Intangible Assets | 647,772 | 659,628 | 696,777 |
| Other Assets | 12,055 | 12,067 | 12,117 |
| TOTAL ASSETS | 61,948 | 62,903 | 67,917 |

LIABILITIES

| Deposits | $\$ 950,769$ | $\$ 967,974$ | $\$ 1,029,456$ |
| :--- | ---: | ---: | ---: |
| Repo Sweep Accounts | 4,387 | 4,637 | 4,242 |
| Total Deposits and Repo Sweeps | 955,156 | 972,611 | $1,033,698$ |
| Borrowed Funds | 85,472 | 76,661 | 110,038 |
| Other Liabilities | 8,355 | 7,841 | 7,729 |
| TOTAL LIABILITIES | $\mathbf{1 , 0 4 8 , 9 8 3}$ | $\mathbf{1 , 0 5 7 , 1 1 3}$ | $\mathbf{1 , 1 5 1 , 4 6 5}$ |

## SHAREHOLDERS' EQUITY

Common Shareholders' Equity, Excluding Accumulated Other Comprehensive Income (Loss) 176,681 174,137 165,008
Accumulated Other Comprehensive Income (Loss):

| Net Unrealized Gains/Losses on |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Available-for-sale Securities | 2,832 | 9,223 | 11,519 |
| Defined Benefit Plans | $(152)$ | $(152)$ | $(465)$ |
| TOTAL SHAREHOLDERS' EQUITY | $\mathbf{1 7 9 , 3 6 1}$ | $\mathbf{1 8 3 , 2 0 8}$ | $\mathbf{1 7 6 , 0 6 2}$ |
| TOTAL LIABILITIES \& SHAREHOLDERS' EQUITY | $\mathbf{\$ 1 , 2 2 8 , 3 4 4}$ | $\mathbf{\$ 1 , 2 4 0 , 3 2 1}$ | $\mathbf{\$ 1 , 3 2 7 , 5 2 7}$ |


|  | 6 MONTHS ENDED JUNE 30, |  | \% <br> INCREASE |
| :---: | :---: | :---: | :---: |
|  | $\underline{2013}$ | $\underline{2012}$ | (DECREASE) |
| EARNINGS PERFORMANCE |  |  |  |
| Net Income | \$9,680 | \$11,272 | -14.12\% |
| Return on Average Assets | 1.56\% | 1.72\% | -9.30\% |
| Return on Average Equity | 10.57\% | 13.12\% | -19.44\% |

## BALANCE SHEET HIGHLIGHTS

Total Assets
Available-for-Sale Securities
Loans (Net)
Allowance for Loan Losses
Deposits and Repo Sweep Accounts

## OFF-BALANCE SHEET

Outstanding Balance of Mortgage Loans Sold with Servicing Retained

126,489
Trust Assets Under Management
$\$ 1,228,344$
470,068
647,772
7,198
955,156
$\$ 1,327,527$
478,368
696,777
7,657
$1,033,698$
$-7.47 \%$
470,068
478,368
-1.74\%
7,198
1,033,698
-7.03\%

955,156

| 70,880 | $78.46 \%$ |
| ---: | ---: |
| 669,538 | $8.68 \%$ |

## SHAREHOLDERS' VALUE <br> (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

## 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)
Leverage Ratio (a)

## AVERAGE BALANCES

Average Assets
$\begin{array}{rrr}\$ 1,243,433 & \$ 1,307,146 & -4.87 \% \\ \$ 183,111 & \$ 171,775 & 6.60 \%\end{array}$

[^0]
## EXHIBIT 99.3 - Supplemental, Unaudited Financial Information

## © CITIZENS \& NORTHERN CORPORATION

| AVAILABLE-FOR-SALE SECURITIES (In Thousands) | June 30, 2013 |  | March 31, 2013 |  | December 31, 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amortized Cost | Fair <br> Value | Amortized Cost | Fair Value | Amortized Cost | Fair Value |
| Obligations of U.S. Government agencies | \$49,016 | \$47,970 | \$35,802 | \$36,246 | \$30,695 | \$31,217 |
| Obligations of states and political subdivisions: |  |  |  |  |  |  |
| Tax-exempt | 132,525 | 134,483 | 132,917 | 138,910 | 130,168 | 137,020 |
| Taxable | 29,976 | 29,689 | 27,215 | 27,595 | 24,426 | 24,817 |
| Mortgage-backed securities | 63,776 | 65,625 | 64,505 | 67,666 | 76,368 | 80,196 |
| Collateralized mortgage obligations, |  |  |  |  |  |  |
| Trust preferred securities issued by individual institutions | 0 | 0 | 5,160 | 5,163 | 5,167 | 5,171 |
| Collateralized debt obligations: |  |  |  |  |  |  |
| Pooled trust preferred securities - senior tranches | 0 | 0 | 1,614 | 1,659 | 1,615 | 1,613 |
| Other collateralized debt obligations | 660 | 660 | 660 | 660 | 660 | 660 |
| Total debt securities | 459,745 | 461,351 | 440,095 | 451,817 | 448,869 | 464,204 |
| Marketable equity securities | 5,965 | 8,717 | 5,570 | 8,038 | 5,912 | 8,373 |
| Total | \$465,710 | \$470,068 | \$445,665 | \$459,855 | \$454,781 | \$472,577 |


| (In Thousands) | June 30, <br> $\mathbf{2 0 1 3}$ | Mar. 31, <br> $\mathbf{2 0 1 3}$ | Dec. 31, <br> $\mathbf{2 0 1 2}$ | June 30, |
| :--- | ---: | ---: | ---: | ---: |
|  |  |  |  |  |
| Residential mortgage loans - first liens | $\$ 304,806$ | $\$ 306,754$ | $\$ 311,627$ | $\$ 321,163$ |
| Residential mortgage loans - junior liens | 24,797 | 25,567 | 26,748 | 27,404 |
| Home equity lines of credit | 33,076 | 32,237 | 33,017 | 31,858 |
| 1-4 Family residential construction | 14,895 | 12,032 | 12,842 | 10,699 |
| Total residential mortgage | 377,574 | 376,590 | 384,234 | 391,124 |
| Commercial: |  |  |  |  |
| Commercial loans secured by real estate | 155,168 | 155,474 | 158,413 | 164,771 |
| Commercial and industrial | 45,812 | 47,031 | 48,442 | 52,704 |
| Political subdivisions | 24,033 | 27,366 | 31,789 | 36,858 |
| Commercial construction and land | 20,189 | 28,461 | 28,200 | 26,517 |
| Loans secured by farmland | 11,134 | 11,214 | 11,403 | 10,079 |
| Multi-family (5 or more) residential | 6,397 | 6,478 | 6,745 | 6,409 |
| Agricultural loans | 3,061 | 2,864 | 3,053 | 3,263 |
| Other commercial loans | 543 | 238 | 362 | 563 |
| Total commercial | 266,337 | 279,126 | 288,407 | 301,164 |
| Consumer | 11,059 | 11,030 | 11,269 | 12,146 |
| Total | 654,970 | 666,746 | 683,910 | 704,434 |
| Less: allowance for loan losses | $(7,198)$ | $(7,118)$ | $(6,857)$ | $(7,657)$ |
| Loans, net | $\$ 647,772$ | $\$ 659,628$ | $\$ 677,053$ | $\$ 696,777$ |


| (In Thousands) | June 30, | Mar. 31, | Dec 31, | June 30, |
| :--- | :---: | :---: | ---: | ---: |
|  | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 2}$ | $\mathbf{2 0 1 2}$ |
| and serviced - outstanding balance |  |  |  |  |
| Less: outstanding balance of loans sold | $\$ 127,214$ | $\$ 114,933$ | $\$ 103,176$ | $\$ 74,070$ |
| Loans held for sale, net | $(126,489)$ | $(114,134)$ | $(100,631)$ | $(70,880)$ |

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

$\left.\begin{array}{lcccc} & 3 \text { Months } & \text { 3 Months } & \text { 6 Months } & \text { 6 Months } \\ \text { Ended }\end{array}\right]$

## PAST DUE AND IMPAIRED LOANS, NONPERFORMING ASSETS

AND TROUBLED DEBT RESTRUCTURINGS (TDRs) (In Thousands)

|  | June 30, | Mar. 31, | Dec 31, | June 30, |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 2}$ | $\mathbf{2 0 1 2}$ |
| Impaired loans with a valuation allowance | $\$ 1,874$ | $\$ 2,722$ | $\$ 2,710$ | $\$ 3,434$ |
| Impaired loans without a valuation allowance | 5,097 | 4,751 | $\mathbf{4 , 7 1 9}$ | 3,427 |
| Total impaired loans | $\$ 6,971$ | $\$ 7,473$ | $\$ 7,429$ | $\$ 6,861$ |
|  |  |  |  |  |
| Total loans past due 30-89 days and still accruing | $\$ 6,114$ | $\$ 6,366$ | $\$ 7,756$ | $\$ 5,191$ |
| Nonperforming assets: |  |  |  |  |
| Total nonaccrual loans | $\$ 6,697$ | $\$ 7,090$ | $\$ 7,353$ | $\$ 7,447$ |
| Total loans past due 90 days or more and still accruing | 2,202 | 2,351 | 2,311 | 1,144 |
| Total nonperforming loans | 8,899 | 9,441 | 9,664 | 8,591 |
| Foreclosed assets held for sale (real estate) | 890 | 915 | 879 | 904 |
| Total nonperforming assets | $\$ 9,789$ | $\$ 10,356$ | $\$ 10,543$ | $\$ 9,495$ |


| Loans subject to troubled debt restructurings (TDRs): |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Performing | $\$ 2,187$ | $\$ 829$ | $\$ 906$ | $\$ 925$ |
| Nonperforming | 1,154 | 1,338 | 1,155 | 1,754 |
| Total TDRs | $\$ 3,341$ | $\$ 2,167$ | $\$ 2,061$ | $\$ 2,679$ |
|  |  |  |  |  |
| Total nonperforming loans as a \% of loans | $1.36 \%$ | $1.42 \%$ | $1.41 \%$ | $1.22 \%$ |
| Total nonperforming assets as a \% of assets | $0.80 \%$ | $0.83 \%$ | $0.82 \%$ | $0.72 \%$ |
| Allowance for loan losses as a \% of total loans | $1.10 \%$ | $1.07 \%$ | $1.00 \%$ | $1.09 \%$ |
| Allowance for loan losses as a \% of nonperforming loans | $80.89 \%$ | $75.39 \%$ | $70.95 \%$ | $89.13 \%$ |


|  | 3 Months Ended 6/30/2013 Average Balance | Rate of Return/ Cost of Funds \% | 3 Months Ended 3/31/2013 Average Balance | Rate of Return/ Cost of Funds \% | 3 Months Ended 6/30/2012 Average Balance | Rate of Return/ Cost of Funds \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| EARNING ASSETS |  |  |  |  |  |  |
| Available-for-sale securities, at amortized cost: |  |  |  |  |  |  |
| Taxable | \$323,248 | 2.14\% | \$315,612 | 2.31\% | \$333,255 | 3.13\% |
| Tax-exempt | 132,198 | 5.76\% | 130,123 | 5.75\% | 130,111 | 5.94\% |
| Total available-for-sale securities | 455,446 | 3.19\% | 445,735 | 3.32\% | 463,366 | 3.92\% |
| Interest-bearing due from banks | 23,044 | 0.40\% | 29,638 | 0.38\% | 37,300 | 0.33\% |
| Federal funds sold | 3 | 0.00\% | 15 | 0.00\% | 0 | 0.00\% |
| Loans held for sale | 787 | 6.12\% | 2,193 | 3.88\% | 1,865 | 4.96\% |
| Loans receivable: |  |  |  |  |  |  |
| Taxable | 625,215 | 5.79\% | 636,278 | 5.88\% | 666,752 | 6.18\% |
| Tax-exempt | 33,690 | 5.88\% | 38,491 | 5.81\% | 36,344 | 6.31\% |
| Total loans receivable | 658,905 | 5.80\% | 674,769 | 5.88\% | 703,096 | 6.18\% |
| Total Earning Assets | 1,138,185 | 4.64\% | 1,152,350 | 4.74\% | 1,205,627 | 5.13\% |
| Cash | 16,961 |  | 16,080 |  | 17,791 |  |
| Unrealized gain/loss on securities | 13,820 |  | 16,270 |  | 17,545 |  |
| Allowance for loan losses | $(7,229)$ |  | $(7,126)$ |  | $(7,435)$ |  |
| Bank premises and equipment | 18,351 |  | 18,655 |  | 18,908 |  |
| Intangible Asset - Core Deposit Intangible | 120 |  | 132 |  | 186 |  |
| Intangible Asset - Goodwill | 11,942 |  | 11,942 |  | 11,942 |  |
| Other assets | 43,127 |  | 43,376 |  | 47,046 |  |
| Total Assets | \$1,235,277 |  | \$1,251,679 |  | \$1,311,610 |  |

## INTEREST-BEARING LIABILITIES

| Interest-bearing deposits: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest checking | \$167,404 | 0.12\% | \$174,149 | 0.12\% | \$156,994 | 0.13\% |
| Money market | 204,444 | 0.15\% | 202,129 | 0.14\% | 210,646 | 0.19\% |
| Savings | 117,224 | 0.10\% | 116,538 | 0.10\% | 107,514 | 0.10\% |
| Certificates of deposit | 150,358 | 1.00\% | 160,011 | 1.17\% | 199,320 | 1.55\% |
| Individual Retirement Accounts | 130,368 | 0.44\% | 134,076 | 0.50\% | 144,095 | 0.91\% |
| Other time deposits | 1,161 | 0.00\% | 845 | 0.00\% | 1,314 | 0.31\% |
| Total interest-bearing deposits | 770,959 | 0.35\% | 787,748 | 0.40\% | 819,883 | 0.62\% |
| Borrowed funds: |  |  |  |  |  |  |
| Short-term | 5,684 | 0.14\% | 4,220 | 0.10\% | 5,650 | 0.07\% |
| Long-term | 73,615 | 4.03\% | 83,341 | 4.00\% | 113,301 | 4.01\% |
| Total borrowed funds | 79,299 | 3.75\% | 87,561 | 3.81\% | 118,951 | 3.82\% |
| Total Interest-bearing Liabilities | 850,258 | 0.67\% | 875,309 | 0.74\% | 938,834 | 1.03\% |
| Demand deposits | 193,115 |  | 184,890 |  | 191,349 |  |
| Other liabilities | 8,292 |  | 8,875 |  | 7,774 |  |
| Total Liabilities | 1,051,665 |  | 1,069,074 |  | 1,137,957 |  |
| Stockholders' equity, excluding |  |  |  |  |  |  |
| Other comprehensive income/loss | 8,830 |  | 10,027 |  | 10,932 |  |
| Total Stockholders' Equity | 183,612 |  | 182,605 |  | 173,653 |  |
| Total Liabilities and Stockholders' Equity | \$1,235,277 |  | \$1,251,679 |  | \$1,311,610 |  |
| Interest Rate Spread |  | 3.97\% |  | 4.00\% |  | 4.10\% |
| Net Interest Income/Earning Assets |  | 4.15\% |  | 4.18\% |  | 4.33\% |
| Total Deposits (Interest-bearing and Demand) | \$964,074 |  | \$972,638 |  | \$1,011,232 |  |

(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.

| (Dollars in Thousands) | 6 Months Ended 6/30/2013 Average Balance | Rate of Return/ Cost of Funds \% | 6 Months Ended 6/30/2012 Average Balance | Rate of <br> Return/ <br> Cost of Funds \% |
| :---: | :---: | :---: | :---: | :---: |
| EARNING ASSETS |  |  |  |  |
| Available-for-sale securities, at amortized cost: |  |  |  |  |
| Taxable | \$319,451 | 2.23\% | \$332,131 | 3.22\% |
| Tax-exempt | 131,166 | 5.75\% | 128,920 | 5.99\% |
| Total available-for-sale securities | 450,617 | 3.25\% | 461,051 | 4.00\% |
| Interest-bearing due from banks | 26,323 | 0.39\% | 35,817 | 0.33\% |
| Federal funds sold | 9 | 0.00\% | 0 | 0.00\% |
| Loans held for sale | 1,486 | 4.48\% | 1,461 | 4.40\% |
| Loans receivable: |  |  |  |  |
| Taxable | 630,716 | 5.84\% | 666,344 | 6.22\% |
| Tax-exempt | 36,077 | 5.84\% | 36,281 | 6.34\% |
| Total loans receivable | 666,793 | 5.84\% | 702,625 | 6.23\% |
| Total Earning Assets | 1,145,228 | 4.69\% | 1,200,954 | 5.19\% |
| Cash | 16,523 |  | 17,341 |  |
| Unrealized gain/loss on securities | 15,038 |  | 17,734 |  |
| Allowance for loan losses | $(7,178)$ |  | $(7,587)$ |  |
| Bank premises and equipment | 18,502 |  | 18,903 |  |
| Intangible Asset - Core Deposit Intangible | 126 |  | 195 |  |
| Intangible Asset - Goodwill | 11,942 |  | 11,942 |  |
| Other assets | 43,252 |  | 47,664 |  |
| Total Assets | \$1,243,433 |  | \$1,307,146 |  |
| INTEREST-BEARING LIABILITIES |  |  |  |  |
| Interest-bearing deposits: |  |  |  |  |
| Interest checking | \$170,758 | 0.12\% | \$159,259 | 0.13\% |
| Money market | 203,293 | 0.14\% | 208,256 | 0.19\% |
| Savings | 116,883 | 0.10\% | 106,023 | 0.10\% |
| Certificates of deposit | 155,158 | 1.09\% | 195,622 | 1.64\% |
| Individual Retirement Accounts | 132,212 | 0.47\% | 145,168 | 0.94\% |
| Other time deposits | 1,004 | 0.00\% | 1,128 | 0.18\% |
| Total interest-bearing deposits | 779,308 | 0.38\% | 815,456 | 0.65\% |
| Borrowed funds: |  |  |  |  |
| Short-term | 4,956 | 0.12\% | 6,536 | 0.12\% |
| Long-term | 78,451 | 4.01\% | 114,454 | 4.00\% |
| Total borrowed funds | 83,407 | 3.78\% | 120,990 | 3.79\% |
| Total Interest-bearing Liabilities | 862,715 | 0.70\% | 936,446 | 1.05\% |
| Demand deposits | 189,025 |  | 190,312 |  |
| Other liabilities | 8,582 |  | 8,613 |  |
| Total Liabilities | 1,060,322 |  | 1,135,371 |  |
| Stockholders' equity, excluding other comprehensive income/loss | 173,686 |  | 160,761 |  |
| Other comprehensive income/loss | 9,425 |  | 11,014 |  |
| Total Stockholders' Equity | 183,111 |  | 171,775 |  |
| Total Liabilities and Stockholders' Equity | \$1,243,433 |  | \$1,307,146 |  |
| Interest Rate Spread |  | 3.99\% |  | 4.14\% |
| Net Interest Income/Earning Assets |  | 4.16\% |  | 4.37\% |
| Total Deposits (Interest-bearing and Demand) | \$968,333 |  | \$1,005,768 |  |

(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 |  |  | Six Months Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June 30, } \\ 2013 \end{gathered}$ | $\begin{gathered} \text { Mar. 31, } \\ 2013 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2012 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2013 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2012 \end{gathered}$ |
| Service charges on deposit accounts | \$1,171 | \$1,159 | \$1,256 | \$2,330 | \$2,417 |
| Service charges and fees | 216 | 201 | 235 | 417 | 455 |
| Trust and financial management revenue | 1,045 | 944 | 960 | 1,989 | 1,889 |
| Brokerage revenue | 237 | 144 | 288 | 381 | 456 |
| Insurance commissions, fees and premiums | 59 | 45 | 73 | 104 | 107 |
| Interchange revenue from debit card transactions | 505 | 464 | 488 | 969 | 983 |
| Net gains from sales of loans | 587 | 545 | 373 | 1,132 | 638 |
| Increase in cash surrender value of life insurance | 99 | 93 | 117 | 192 | 236 |
| Net gain from premises and equipment | 0 | 0 | 270 | 0 | 270 |
| Other operating income | 272 | 248 | 219 | 520 | 483 |
| Total other operating income, before realized gains on available-for-sale securities, net | \$4,191 | \$3,843 | \$4,279 | \$8,034 | \$7,934 |
| COMPARISON OF NONINTEREST EXPENSE (In Thousands) | Three Months Ended |  |  |  | Six Months Ended |
|  | $\begin{gathered} \text { June 30, } \\ 2013 \end{gathered}$ | $\begin{gathered} \text { Mar. 31, } \\ 2013 \end{gathered}$ | $\begin{gathered} \text { June } 30, \\ 2012 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2013 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2012 \end{gathered}$ |
| Salaries and wages | \$3,635 | \$3,600 | \$3,586 | \$7,235 | \$7,161 |
| Pensions and other employee benefits | 1,034 | 1,255 | 1,090 | 2,289 | 2,456 |
| Occupancy expense, net | 599 | 634 | 628 | 1,233 | 1,264 |
| Furniture and equipment expense | 483 | 494 | 461 | 977 | 943 |
| FDIC Assessments | 147 | 152 | 157 | 299 | 303 |
| Pennsylvania shares tax | 351 | 350 | 340 | 701 | 672 |
| Other operating expense | 2,271 | 2,068 | 2,059 | 4,339 | 3,935 |
| Total noninterest expense, before loss on prepayment of borrowings | 8,520 | 8,553 | 8,321 | 17,073 | 16,734 |
| Loss on prepayment of borrowings | 0 | 1,023 | 143 | 1,023 | 143 |
| Total Noninterest expense | \$8,520 | \$9,576 | \$8,464 | \$18,096 | \$16,877 |


[^0]:    (a) Capital ratios for the most recent period are estimated.

