# @CITIZENS \& NORTHERN CORPORATION 

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Wellsboro, PA 16901
Phone: (570) 724-3411 Fax: (570) 723-8097
E-Mail: cnemail@cnbankpa.com Web Page: http://www.cnbankpa.com Stock Symbol: CZNC
Chartered 1864
FEDERAL DEPOSIT INSURANCE CORP

## June 30, 2014

## QUARTERLY REPORT

Dear Shareholder:
Net income of $\$ 8,451,000$ for the first six months of 2014 remained respectable as evidenced by a Return on Average Assets (ROAA) of $1.38 \%$. First half 2014 net income was $12.70 \%$ less than the first half of 2013. There were two major reasons for the decline. First, net interest income after provision for loan losses for the first six months of 2014 declined $\$ 1,482,000$ compared to the first six months of 2013 due to cash flows being reinvested at considerably lower yields causing margin compression. Secondly, as mortgage refinancing has slowed, net gains from sales of loans decreased $\$ 640,000$ as compared to the first half of 2013. On a positive note noninterest expenses were reduced by $\$ 202,000$.

Total assets grew $2.27 \%$ as compared to one year ago though loans continued to decline by $5.16 \%$ due to soft loan demand. Deposits and Repo Sweep Accounts increased by $3.01 \%$ over the last twelve months, and borrowed funds were reduced by $\$ 12,271,000$. Trust Assets Under Management increased to $\$ 824,279,000$, a robust increase of 13.28\%.

Capital ratios remain strong and dividends of 52 cents per share were paid during the first six months of 2014 which represents a $4.0 \%$ increase over the prior year. Based on a quarter ending market share price of \$19.49 the dividend payout represents a very attractive $5.34 \%$ yield.

As shareholders, we continue to solicit your support and stand willing to address any concern you may have.

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

## 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 <br> OFFICES

```
428 S. Main Street, ATHENS, PA }1881
3 Main Street, CANISTEO, NY }1482
10 N Main Street, COUDERSPORT, PA }1691
111 Main Street, DUSHORE, PA }1861
563 Main Street, EAST SMITHFIELD, PA }1881
104 Main Street, ELKLAND, PA }1692
135 East Fourth Street, EMPORIUM, PA }1583
6250 County Route 64, HORNELL, NY }1484
230-232 Railroad Street, JERSEY SHORE, PA }1774
102 E. Main Street, KNOXVILLE, PA }1692
514 Main Street, LAPORTE, PA }1862
4534 Williamson Trail LIBERTY, PA 16930
1085 S. Main Street, MANSFIELD, PA }1693
6 1 2 \text { James Monroe Avenue, MONROETON, PA } 1 8 8 3 2
3 4 6 1 \text { Rte. } 4 0 5 \text { Highway, MUNCY, PA } 1 7 7 5 6
100 Maple Street, PORT ALLEGANY, PA }1674
24 Thompson Street, RALSTON, PA }1776
1827 Elmira Street, SAYRE, PA }1884
2 E. Mountain Ave., SO. WILLIAMSPORT, PA }1770
41 Main Street, TIOGA, PA 16946
428 Main Street, TOWANDA, PA18848
Court House Square, TROY, PA }1694
90-92 Main Street, WELLSBORO, PA 16901
130 Court Street, WILLIAMSPORT, PA }1770
1510 Dewey Ave., WILLIAMSPORT, PA }1770
Route 6, WYSOX, PA }1885
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TRUST \& FINANCIAL MANAGEMENT GROUP
3 Main Street, Canisteo, NY 14823
10 N Main Street, Coudersport, PA 16915
607-698-4295
1827 Elmira Street, Sayre, PA 18840
428 Main Street, Towanda, PA 18848
888-760-8192
90-92 Main Street, Wellsboro, PA 16901
888-987-8784
130 Court Street, Williamsport, PA 17701
ACCOUNT SERVICES - 90-92 Main St., Wellsboro, PA 16901
BANKCARD SERVICES - 90-92 Main St., Wellsboro PA 16901
800-577-8001
ELECTRONIC BANKING - 10 Nichols St., Wellsboro, PA 16901
www.cnbankpa.com
C\&N FINANCIAL SERVICES CORPORATION - 90-92 Main Street, Wellsboro, PA
866-ASK-CNFS

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

|  | 2ND QUARTER 2014 (Current) | $\begin{gathered} \text { 1ST } \\ \text { QUARTER } \\ 2014 \\ \text { (Prior Qtr) } \end{gathered}$ | $\begin{gathered} \text { 2ND } \\ \text { QUARTER } \\ 2013 \\ \text { (Prior Yr) } \end{gathered}$ | 6 MONTHS ENDED JUNE 30, |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 2014 (Current) | $\begin{gathered} 2013 \\ \text { (Prior Yr) } \end{gathered}$ |
| Interest and Dividend Income | \$11,563 | \$11,406 | \$12,355 | \$22,969 | \$25,002 |
| Interest Expense | 1,290 | 1,288 | 1,415 | 2,578 | 3,015 |
| Net Interest Income | 10,273 | 10,118 | 10,940 | 20,391 | 21,987 |
| Provision (Credit) for Loan Losses | 446 | (311) | 66 | 135 | 249 |
| Net Interest Income After Provision (Credit) for Loan Losses | 9,827 | 10,429 | 10,874 | 20,256 | 21,738 |
| Other Income | 3,980 | 3,751 | 4,191 | 7,731 | 8,034 |
| Net Gains on Available-for-sale Securities | 103 | 31 | 100 | 134 | 1,259 |
| Loss on Prepayment of Borrowings | 0 | 0 | 0 | 0 | 1,023 |
| Other Noninterest Expenses | 8,347 | 8,524 | 8,520 | 16,871 | 17,073 |
| Income Before Income Tax Provision | 5,563 | 5,687 | 6,645 | 11,250 | 12,935 |
| Income Tax Provision | 1,400 | 1,399 | 1,671 | 2,799 | 3,255 |
| Net Income | \$4,163 | \$4,288 | \$4,974 | \$8,451 | \$9,680 |

## PER COMMON SHARE DATA:

| Net Income - Basic | $\$ 0.33$ | $\$ 0.35$ | $\$ 0.40$ | $\$ 0.68$ | $\$ 0.78$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net Income - Diluted | $\$ 0.33$ | $\$ 0.34$ | $\$ 0.40$ | $\$ 0.68$ | $\$ 0.78$ |
| Dividend Per Share | $\$ 0.26$ | $\$ 0.26$ | $\$ 0.25$ | $\$ 0.52$ | $\$ 0.50$ |
| Number Shares Used in Computation - Basic | $12,441,679$ | $12,417,627$ | $12,342,755$ | $12,429,717$ | $12,331,943$ |
| Number Shares Used in Computation - Diluted | $12,459,384$ | $12,444,797$ | $12,369,311$ | $12,451,459$ | $12,359,284$ |

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

|  | JUNE 30, | MAR. 31, | JUNE 30, |
| :--- | ---: | ---: | ---: |
| ASSETS | $\underline{\mathbf{2 0 1 4}}$ | $\underline{\mathbf{2 0 1 4}}$ | $\underline{\mathbf{2 0 1 3}}$ |
| Cash \& Due from Banks | $\$ 59,948$ | $\$ 61,087$ | $\$ 35,776$ |
| Available-for-sale Securities | 512,748 | 484,014 | 470,068 |
| Loans Held for Sale | 0 | 133 | 725 |
| Loans, Net | 614,347 | 617,475 | 647,772 |
| Intangible Assets | 12,012 | 12,020 | 12,055 |
| Other Assets | 57,150 | 60,410 | 61,948 |
| TOTAL ASSETS | $\mathbf{\$ 1 , 2 5 6 , 2 0 5}$ | $\mathbf{\$ 1 , 2 3 5 , 1 3 9}$ | $\mathbf{\$ 1 , 2 2 8 , 3 4 4}$ |


| LIABILITIES |  |  |  |
| :--- | ---: | ---: | ---: |
| Deposits | $\$ 979,239$ | $\$ 961,833$ | $\$ 950,769$ |
| Repo Sweep Accounts | 4,637 | 4,730 | 4,387 |
| Total Deposits and Repo Sweeps | 983,876 | 966,563 | 955,156 |
| Borrowed Funds | 73,201 | 73,270 | 85,472 |
| Other Liabilities | 9,955 | 10,544 | 8,355 |
| TOTAL LIABILITIES | $\mathbf{1 , 0 6 7 , 0 3 2}$ | $\mathbf{1 , 0 5 0 , 3 7 7}$ | $\mathbf{1 , 0 4 8 , 9 8 3}$ |

SHAREHOLDERS' EQUITY
Common Shareholders' Equity, Excluding Accumulated Other Comprehensive Income (Loss)

183,757 182,220 176,681
Accumulated Other Comprehensive Income (Loss):
Net Unrealized Gains/Losses on

| Available-for-sale Securities | 5,316 | 2,442 | 2,832 |
| :--- | ---: | ---: | ---: |
| Defined Benefit Plans | 100 | 100 | $(152)$ |
| TOTAL SHAREHOLDERS' EQUITY | $\mathbf{1 8 9 , 1 7 3}$ | $\mathbf{1 8 4 , 7 6 2}$ | $\mathbf{1 7 9 , 3 6 1}$ |
| TOTAL LIABILITIES \& SHAREHOLDERS' EQUITY | $\mathbf{\$ 1 , 2 5 6 , 2 0 5}$ | $\mathbf{\$ 1 , 2 3 5 , 1 3 9}$ | $\mathbf{\$ 1 , 2 2 8 , \mathbf { 3 4 4 }}$ |


|  | 6 MONTHS ENDED JUNE 30, |  | $\%$ <br> INCREASE |
| :---: | :---: | :---: | :---: |
|  | $\underline{2014}$ | $\underline{2013}$ | (DECREASE) |
| EARNINGS PERFORMANCE |  |  |  |
| Net Income | \$8,451 | \$9,680 | -12.70\% |
| Return on Average Assets | 1.38\% | 1.56\% | -11.54\% |
| Return on Average Equity | 9.16\% | 10.57\% | -13.34\% |
| BALANCE SHEET HIGHLIGHTS |  |  |  |
| Total Assets | \$1,256,205 | \$1,228,344 | 2.27\% |
| Available-for-Sale Securities | 512,748 | 470,068 | 9.08\% |
| Loans (Net) | 614,347 | 647,772 | -5.16\% |
| Allowance for Loan Losses | 7,267 | 7,198 | 0.96\% |
| Deposits and Repo Sweep Accounts | 983,876 | 955,156 | 3.01\% |
| OFF-BALANCE SHEET |  |  |  |
| Outstanding Balance of Mortgage Loans Sold with Servicing Retained | 150,725 | 126,489 | 19.16\% |
| Trust Assets Under Management | 824,279 | 727,647 | 13.28\% |
| SHAREHOLDERS' VALUE (PER COMMON SHARE) |  |  |  |
| Net Income - Basic | \$0.68 | \$0.78 | -12.82\% |
| Net Income - Diluted | \$0.68 | \$0.78 | -12.82\% |
| Dividends | \$0.52 | \$0.50 | 4.00\% |
| Common Book Value | \$15.19 | \$14.52 | 4.61\% |
| Tangible Common Book Value | \$14.23 | \$13.55 | 5.02\% |
| Market Value (Last Trade) | \$19.49 | \$19.32 | 0.88\% |
| Market Value / Common Book Value | 128.31\% | 133.06\% | -3.57\% |
| Market Value / Tangible Common Book Value | 136.96\% | 142.58\% | -3.94\% |
| Price Earnings Multiple | 14.33 | 12.38 | 15.75\% |
| Dividend Yield | 5.34\% | 5.18\% | 3.09\% |
| Common Shares Outstanding, End of Period | 12,450,005 | 12,351,522 | 0.80\% |
| SAFETY AND SOUNDNESS |  |  |  |
| Tangible Common Equity / Tangible Assets | 14.24\% | 13.76\% | 3.49\% |
| Nonperforming Assets / Total Assets | 1.44\% | 0.80\% | 80.00\% |
| Allowance for Loan Losses / Total Loans | 1.17\% | 1.10\% | 6.36\% |
| Total Risk Based Capital Ratio (a) | 27.59\% | 25.75\% | 7.15\% |
| Tier 1 Risk Based Capital Ratio (a) | 26.27\% | 24.49\% | 7.27\% |
| Leverage Ratio (a) | 14.06\% | 13.51\% | 4.07\% |
| AVERAGE BALANCES |  |  |  |
| Average Assets | \$1,228,111 | \$1,243,433 | -1.23\% |
| Average Equity | \$184,470 | \$183,111 | 0.74\% |

## ©CITIZENS \& NORTHERN CORPORATION

| AVAILABLE-FOR-SALE SECURITIES (In Thousands) | June 30, 2014 |  | March 31, 2014 |  | December 31, 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amortized Cost | Fair Value | Amortized Cost | Fair <br> Value | Amortized Cost | Fair Value |
| Obligations of U.S. Government agencies | \$29,162 | \$28,452 | \$29,667 | \$28,523 | \$47,382 | \$45,877 |
| Obligations of states and political subdivisions: |  |  |  |  |  |  |
| Tax-exempt | 123,140 | 127,593 | 124,282 | 127,179 | 127,748 | 128,426 |
| Taxable | 34,577 | 34,717 | 33,833 | 33,624 | 35,154 | 34,471 |
| Mortgage-backed securities | 91,051 | 93,613 | 91,178 | 92,930 | 84,849 | 86,208 |
| Collateralized mortgage obligations, Issued by U.S. Government agencies | 219,858 | 218,506 | 194,508 | 192,066 | 182,372 | 178,092 |
| Other collateralized debt obligations | 660 | 660 | 660 | 660 | 660 | 660 |
| Total debt securities | 498,448 | 503,541 | 474,128 | 474,982 | 478,165 | 473,734 |
| Marketable equity securities | 6,122 | 9,207 | 6,128 | 9,032 | 6,038 | 8,924 |
| Total | \$504,570 | \$512,748 | \$480,256 | \$484,014 | \$484,203 | \$482,658 |


| Summary of Loans by Type (Excludes Loans Held for Sale) (In Thousands) | $\begin{gathered} \text { June 30, } \\ 2014 \end{gathered}$ | $\begin{gathered} \text { Mar. 31, } \\ 2014 \end{gathered}$ | $\begin{gathered} \text { Dec. 31, } \\ 2013 \end{gathered}$ | June 30, 2013 |
| :---: | :---: | :---: | :---: | :---: |
| Residential mortgage: |  |  |  |  |
| Residential mortgage loans - first liens | \$291,690 | \$295,869 | \$299,831 | \$304,806 |
| Residential mortgage loans - junior liens | 22,401 | 23,048 | 23,040 | 24,797 |
| Home equity lines of credit | 34,633 | 34,755 | 34,530 | 33,076 |
| 1-4 Family residential construction | 13,948 | 12,635 | 13,909 | 14,895 |
| Total residential mortgage | 362,672 | 366,307 | 371,310 | 377,574 |
| Commercial: |  |  |  |  |
| Commercial loans secured by real estate | 145,934 | 146,569 | 147,215 | 155,168 |
| Commercial and industrial | 46,778 | 40,477 | 42,387 | 45,812 |
| Political subdivisions | 11,617 | 10,436 | 16,291 | 24,033 |
| Commercial construction and land | 8,550 | 14,692 | 17,003 | 20,189 |
| Loans secured by farmland | 8,380 | 8,602 | 10,468 | 11,134 |
| Multi-family (5 or more) residential | 10,548 | 10,906 | 10,985 | 6,397 |
| Agricultural loans | 3,116 | 3,159 | 3,251 | 3,061 |
| Other commercial loans | 13,816 | 14,343 | 14,631 | 543 |
| Total commercial | 248,739 | 249,184 | 262,231 | 266,337 |
| Consumer | 10,203 | 10,327 | 10,762 | 11,059 |
| Total | 621,614 | 625,818 | 644,303 | 654,970 |
| Less: allowance for loan losses | $(7,267)$ | $(8,343)$ | $(8,663)$ | $(7,198)$ |
| Loans, net | \$614,347 | \$617,475 | \$635,640 | \$647,772 |


| Loans Held for Sale (In Thousands) | $\begin{gathered} \text { June 30, } \\ 2014 \end{gathered}$ | $\begin{gathered} \text { Mar. 31, } \\ 2014 \end{gathered}$ | $\begin{gathered} \text { Dec. 31, } \\ 2013 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2013 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Residential mortgage loans originated and serviced - outstanding balance | \$150,725 | \$147,524 | \$146,008 | \$127,214 |
| Less: outstanding balance of loans sold | $(150,725)$ | $(147,391)$ | $(145,954)$ | $(126,489)$ |
| Loans held for sale, net | \$0 | \$133 | \$54 | \$725 |

ANALYSIS OF THE ALLOWANCE FOR LOAN LOSSES (In Thousands)

|  | 3 Months Ended June 30, 2014 | 3 Months Ended Mar. 31, 2014 | 6 Months Ended June 30, 2014 | 6 Months Ended June 30, 2013 |
| :---: | :---: | :---: | :---: | :---: |
| Balance, beginning of period | \$8,343 | \$8,663 | \$8,663 | \$6,857 |
| Charge-offs | $(1,546)$ | (274) | $(1,820)$ | (245) |
| Recoveries | 24 | 265 | 289 | 337 |
| Net (charge-offs) recoveries | $(1,522)$ | (9) | $(1,531)$ | 92 |
| Provision (credit) for loan losses | 446 | (311) | 135 | 249 |
| Balance, end of period | \$7,267 | \$8,343 | \$7,267 | \$7,198 |

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

|  | June 30, | Mar. 31, | Dec 31, | June 30, |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{2 0 1 4}$ | 2014 | 2013 | $\mathbf{2 0 1 3}$ |
|  | $\$ 3,804$ | $\$ 9,576$ | $\$ 9,889$ | $\$ 1,874$ |
| Impaired loans with a valuation allowance | 10,258 | 5,430 | 6,432 | 5,097 |
| Impaired loans without a valuation allowance | $\$ 14,062$ | $\$ 15,006$ | $\$ 16,321$ | $\$ 6,971$ |
| Total impaired loans |  |  |  |  |
|  | $\$ 4,837$ | $\$ 7,650$ | $\$ 8,305$ | $\$ 6,114$ |
|  |  |  |  |  |
| Total loans past due 30-89 days and still accruing |  |  |  |  |
|  | $\$ 13,598$ | $\$ 14,257$ | $\$ 14,934$ | $\$ 6,697$ |
| Nonperforming assets: | 3,050 | 2,160 | 3,131 | 2,202 |
| Total nonaccrual loans | 16,648 | 16,417 | 18,065 | 8,899 |
| Total loans past due 90 days or more and still accruing | 1,419 | 1,321 | 892 | 890 |
| Total nonperforming loans | $\$ 18,067$ | $\$ 17,738$ | $\$ 18,957$ | $\$ 9,789$ |
| Foreclosed assets held for sale (real estate) |  |  |  |  |


| Loans subject to troubled debt restructurings (TDRs): |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Performing | $\$ 2,069$ | $\$ 3,020$ | $\$ 3,267$ | $\$ 2,187$ |
| Nonperforming | 6,038 | 112 | 908 | 1,154 |
| Total TDRs | $\$ 8,107$ | $\$ 3,132$ | $\$ 4,175$ | $\$ 3,341$ |
|  |  |  |  |  |
| Total nonperforming loans as a \% of loans | $2.68 \%$ | $2.62 \%$ | $2.80 \%$ | $1.36 \%$ |
| Total nonperforming assets as a \% of assets | $1.44 \%$ | $1.44 \%$ | $1.53 \%$ | $0.80 \%$ |
| Allowance for loan losses as a \% of total loans | $1.17 \%$ | $1.33 \%$ | $1.34 \%$ | $1.10 \%$ |
| Allowance for loan losses as a \% of nonperforming loans | $43.65 \%$ | $50.82 \%$ | $47.95 \%$ | $80.89 \%$ |


|  | 3 Months Ended 6/30/2014 Average <br> Balance | Rate of Return/ Cost of Funds \% | 3 Months Ended 3/31/2014 Average Balance | Rate of Return/ Cost of Funds \% | 3 Months Ended 6/30/2013 Average Balance | Rate of Return/ Cost of Funds \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| EARNING ASSETS |  |  |  |  |  |  |
| Available-for-sale securities, at amortized cost: |  |  |  |  |  |  |
| Taxable | \$372,666 | 2.18\% | \$345,663 | 2.22\% | \$323,248 | 2.14\% |
| Tax-exempt | 123,568 | 5.35\% | 126,030 | 5.45\% | 132,198 | 5.76\% |
| Total available-for-sale securities | 496,234 | 2.97\% | 471,693 | 3.08\% | 455,446 | 3.19\% |
| Interest-bearing due from banks | 33,106 | 0.39\% | 30,099 | 0.40\% | 23,044 | 0.40\% |
| Federal funds sold | 0 | 0.00\% | 0 | 0.00\% | 3 | 0.00\% |
| Loans held for sale | 282 | 7.11\% | 119 | 10.22\% | 787 | 6.12\% |
| Loans receivable: |  |  |  |  |  |  |
| Taxable | 585,593 | 5.54\% | 595,514 | 5.45\% | 625,215 | 5.79\% |
| Tax-exempt | 36,422 | 5.62\% | 39,662 | 5.82\% | 33,690 | 5.88\% |
| Total loans receivable | 622,015 | 5.54\% | 635,176 | 5.47\% | 658,905 | 5.80\% |
| Total Earning Assets | 1,151,637 | 4.29\% | 1,137,087 | 4.35\% | 1,138,185 | 4.64\% |
| Cash | 17,484 |  | 16,299 |  | 16,961 |  |
| Unrealized gain/loss on securities | 6,539 |  | 2,752 |  | 13,820 |  |
| Allowance for loan losses | $(8,402)$ |  | $(8,780)$ |  | $(7,229)$ |  |
| Bank premises and equipment | 16,889 |  | 17,283 |  | 18,351 |  |
| Intangible Asset - Core Deposit Intangible | 75 |  | 83 |  | 120 |  |
| Intangible Asset - Goodwill | 11,942 |  | 11,942 |  | 11,942 |  |
| Other assets | 40,965 |  | 42,326 |  | 43,127 |  |
| Total Assets | \$1,237,129 |  | \$1,218,992 |  | \$1,235,277 |  |
| INTEREST-BEARING LIABILITIES |  |  |  |  |  |  |
| Interest-bearing deposits: |  |  |  |  |  |  |
| Interest checking | \$179,018 | 0.12\% | \$179,617 | 0.12\% | \$167,404 | 0.12\% |
| Money market | 198,753 | 0.15\% | 195,596 | 0.14\% | 204,444 | 0.15\% |
| Savings | 121,741 | 0.10\% | 118,529 | 0.10\% | 117,224 | 0.10\% |
| Certificates of deposit | 138,250 | 0.81\% | 134,833 | 0.87\% | 150,358 | 1.00\% |
| Individual Retirement Accounts | 120,987 | 0.39\% | 122,389 | 0.38\% | 130,368 | 0.44\% |
| Other time deposits | 1,138 | 0.00\% | 812 | 0.00\% | 1,161 | 0.00\% |
| Total interest-bearing deposits | 759,887 | 0.29\% | 751,776 | 0.30\% | 770,959 | 0.35\% |
| Borrowed funds: |  |  |  |  |  |  |
| Short-term | 4,766 | 0.08\% | 10,049 | 0.20\% | 5,684 | 0.14\% |
| Long-term | 73,232 | 4.03\% | 73,300 | 4.03\% | 73,615 | 4.03\% |
| Total borrowed funds | 77,998 | 3.79\% | 83,349 | 3.57\% | 79,299 | 3.75\% |
| Total Interest-bearing Liabilities | 837,885 | 0.62\% | 835,125 | 0.63\% | 850,258 | 0.67\% |
| Demand deposits | 204,664 |  | 193,402 |  | 193,115 |  |
| Other liabilities | 7,971 |  | 8,158 |  | 8,292 |  |
| Total Liabilities | 1,050,520 |  | 1,036,685 |  | 1,051,665 |  |
| Stockholders' equity, excluding other comprehensive income/loss | $182,258$ |  | $180,440$ |  | 174,782 |  |
| Other comprehensive income/loss | 4,351 |  | 1,867 |  | 8,830 |  |
| Total Stockholders' Equity | 186,609 |  | 182,307 |  | 183,612 |  |
| Total Liabilities and Stockholders' Equity | \$1,237,129 |  | \$1,218,992 |  | \$1,235,277 |  |
| Interest Rate Spread |  | 3.67\% |  | 3.72\% |  | 3.97\% |
| Net Interest Income/Earning Assets |  | 3.84\% |  | 3.89\% |  | 4.15\% |
| Total Deposits (Interest-bearing and Demand) | \$964,551 |  | \$945,178 |  | \$964,074 |  |

(1) Rates of return on tax-exempt securities and loans are presented on a fully taxable-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.

| 6 Months |  | 6 Months |  |
| :---: | :---: | :---: | :---: |
| Ended | Rate of | Ended | Rate of |
| $6 / 30 / 2014$ | Return/ | $6 / 30 / 2013$ | Return/ |
| Average | Cost of | Average | Cost of |
| Balance | Funds | Balance | $\%$ |
| Funds |  |  |  |
|  | $\%$ |  |  |

EARNING ASSETS
Available-for-sale securities, at amortized cost:

|  | $\$ 359,239$ | $2.20 \%$ | $\$ 319,451$ | $2.23 \%$ |
| :--- | ---: | ---: | ---: | ---: |
| Taxable | 124,792 | $5.40 \%$ | 131,166 | $5.75 \%$ |
| Tax-exempt | 484,031 | $3.03 \%$ | 450,617 | $3.25 \%$ |
| Interest-bearing due from banks | 31,611 | $0.40 \%$ | 26,323 | $0.39 \%$ |
| Federal funds sold | 0 | $0.00 \%$ | 9 | $0.00 \%$ |
| Loans held for sale | 201 | $8.03 \%$ | 1,486 | $4.48 \%$ |
| Loans receivable: |  |  |  |  |
| $\quad$ Taxable | 590,526 | $5.49 \%$ | 630,716 | $5.84 \%$ |
| $\quad$ Tax-exempt | 38,033 | $5.72 \%$ | 36,077 | $5.84 \%$ |
| Total loans receivable | 628,559 | $5.51 \%$ | 666,793 | $5.84 \%$ |
| Total Earning Assets | $1,144,402$ | $4.32 \%$ | $1,145,228$ | $4.69 \%$ |
| Cash | 16,895 |  | 16,523 |  |
| Unrealized gain/loss on securities | 4,656 |  | 15,038 |  |
| Allowance for loan losses | $(8,590)$ |  | $(7,178)$ |  |
| Bank premises and equipment | 17,085 |  | 18,502 |  |
| Intangible Asset - Core Deposit Intangible | 79 |  | 126 |  |
| Intangible Asset - Goodwill | 11,942 |  | 11,942 |  |
| Other assets | 41,642 |  | 43,252 |  |
| Total Assets | $\$ 1,228,111$ |  | $\$ 1,243,433$ |  |

INTEREST-BEARING LIABILITIES

| Interest-bearing deposits: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Interest checking | \$179,316 | 0.12\% | \$170,758 | 0.12\% |
| Money market | 197,183 | 0.14\% | 203,293 | 0.14\% |
| Savings | 120,144 | 0.10\% | 116,883 | 0.10\% |
| Certificates of deposit | 136,551 | 0.84\% | 155,158 | 1.09\% |
| Individual Retirement Accounts | 121,684 | 0.38\% | 132,212 | 0.47\% |
| Other time deposits | 976 | 0.00\% | 1,004 | 0.00\% |
| Total interest-bearing deposits | 755,854 | 0.30\% | 779,308 | 0.38\% |
| Borrowed funds: |  |  |  |  |
| Short-term | 7,393 | 0.16\% | 4,956 | 0.12\% |
| Long-term | 73,266 | 4.03\% | 78,451 | 4.01\% |
| Total borrowed funds | 80,659 | 3.68\% | 83,407 | 3.78\% |
| Total Interest-bearing Liabilities | 836,513 | 0.62\% | 862,715 | 0.70\% |
| Demand deposits | 199,064 |  | 189,025 |  |
| Other liabilities | 8,064 |  | 8,582 |  |
| Total Liabilities | 1,043,641 |  | 1,060,322 |  |
| Stockholders' equity, excluding other comprehensive income/loss | 181,354 |  | 173,686 |  |
| Other comprehensive income/loss | 3,116 |  | 9,425 |  |
| Total Stockholders' Equity | 184,470 |  | 183,111 |  |
| Total Liabilities and Stockholders' Equity | \$1,228,111 |  | \$1,243,433 |  |
| Interest Rate Spread |  | 3.70\% |  | 3.99\% |
| Net Interest Income/Earning Assets |  | 3.86\% |  | 4.16\% |
| Total Deposits (Interest-bearing and Demand) | \$954,918 |  | \$968,333 |  |

(1) Rates of return on tax-exempt securities and loans are presented on a fully taxable-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.

|  | $\begin{gathered} \text { June 30, } \\ 2014 \end{gathered}$ | $\begin{gathered} \text { Mar. 31, } \\ 2014 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2013 \end{gathered}$ | $\begin{gathered} \text { June } 30, \\ 2014 \end{gathered}$ | $\begin{gathered} \text { June } 30, \\ 2013 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Service charges on deposit accounts | \$1,314 | \$1,223 | \$1,242 | \$2,537 | \$2,468 |
| Service charges and fees | 134 | 127 | 145 | 261 | 279 |
| Trust and financial management revenue | 1,138 | 1,047 | 1,045 | 2,185 | 1,989 |
| Brokerage revenue | 242 | 227 | 237 | 469 | 381 |
| Insurance commissions, fees and premiums | 27 | 32 | 59 | 59 | 104 |
| Interchange revenue from debit card transactions | 517 | 453 | 505 | 970 | 969 |
| Net gains from sales of loans | 265 | 151 | 552 | 416 | 1,056 |
| (Decrease) increase in fair value of servicing rights | (53) | 105 | (3) | 52 | 5 |
| Increase in cash surrender value of life insurance | 91 | 88 | 99 | 179 | 192 |
| Net (loss) gain from premises and equipment | (1) | 0 | 0 | (1) | 0 |
| Other operating income | 306 | 298 | 310 | 604 | 591 |
| Total other operating income, before realized gains on available-for-sale securities, net | \$3,980 | \$3,751 | \$4,191 | \$7,731 | \$8,034 |
| COMPARISON OF NONINTEREST EXPENSE (In Thousands) | Three Months Ended |  |  | Six Mont | s Ended |
|  | $\begin{gathered} \text { June 30, } \\ 2014 \end{gathered}$ | $\begin{gathered} \text { Mar. 31, } \\ 2014 \end{gathered}$ | $\begin{gathered} \text { June } 30, \\ 2013 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2014 \end{gathered}$ | $\begin{gathered} \text { June } 30, \\ 2013 \end{gathered}$ |
| Salaries and wages | \$3,646 | \$3,565 | \$3,635 | \$7,211 | \$7,235 |
| Pensions and other employee benefits | 1,153 | 1,319 | 1,034 | 2,472 | 2,289 |
| Occupancy expense, net | 641 | 715 | 599 | 1,356 | 1,233 |
| Furniture and equipment expense | 466 | 472 | 483 | 938 | 977 |
| FDIC Assessments | 146 | 147 | 147 | 293 | 299 |
| Pennsylvania shares tax | 337 | 341 | 351 | 678 | 701 |
| Professional fees | 144 | 148 | 461 | 292 | 618 |
| Automated teller machine and interchange expense | 218 | 211 | 312 | 429 | 584 |
| Software subscriptions | 201 | 190 | 209 | 391 | 432 |
| Other operating expense | 1,395 | 1,416 | 1,289 | 2,811 | 2,705 |
| Total noninterest expense, before loss on prepayment of borrowings | 8,347 | 8,524 | 8,520 | 16,871 | 17,073 |
| Loss on prepayment of borrowings | 0 | 0 | 0 | 0 | 1,023 |
| Total noninterest expense | \$8,347 | \$8,524 | \$8,520 | \$16,871 | \$18,096 |

