# © 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

Chartered 1864
FEDERAL DEPOSIT INSURANCE CORP

## September 30, 2012

QUARTERLY REPORT
I am pleased to again report strong financial results for the third quarter of 2012. Net income for the quarter was $\$ 5,494,000$ and $\$ 16,766,000$ year-to-date which equates to a superior Return on Average Assets (ROAA) of 1.70\% and Return on Average Equity (ROAE) of $12.85 \%$.

You will note that during the third quarter 2012, C\&N generated gains from sales of securities totaling $\$ 2,430,000$, and also incurred a loss from prepayment of borrowings totaling $\$ 2,190,000$. The security gains were mainly the result of the sale of a previously written off trust-preferred security and the sale mainly of bank stocks. During the quarter the bank prepaid $\$ 12,000,000$ of long-term borrowings (repurchase agreements) resulting in the loss previously mentioned. Management estimates the effect on the net interest margin for the next several quarters of prepaying the borrowings, as opposed to reinvesting in securities at current market yields, will be a benefit of approximately $0.05 \%$.

I am proud to announce that Citizens \& Northern Bank has been ranked Number One in the nation by Bank Director Magazine’s 2012 Bank Performance Scorecard. C\&N placed first out of 195 publicly traded financial institutions in the $\$ 1$ billion - $\$ 5$ billion category. The 2012 Bank Performance Scorecard uses five key metrics that measure profitability (core return on average assets and core return on average equity); and asset quality (ratio of nonperforming assets to loans and real estate owned, and ratio of net charge offs to average loans). You can read the article and view all of the rankings here: hhtp://www.bankdirector.com/index.php/magazine/archives/3 ${ }^{\text {rd }}$-quarter2012/.

Trust assets under management have grown 19.31\% to \$707,571,000 over the past year, reflecting the effect of new accounts as well as net appreciation in asset values.

The market value of Citizens \& Northern Corporation (CZNC) stock closed the quarter at $\$ 19.61$ which represents a $31.97 \%$ increase over the past twelve months. The stock was trading at $143.03 \%$ of tangible common book value.

A weak economy, a prolonged duration of historically low interest rates, increased regulatory costs due to DoddFrank and uncertain future tax policy are just a few of the headwinds facing our industry. Citizens \& Northern, with its strong capital base, solid earnings history and dedicated workforce is well positioned to deal with the challenges.

I solicit your continued support and welcome your questions.

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

## CITIZENS \& NORTHERN BANK 1-877-838-2517 <br> 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
607-698-4295
800-921-9150
888-760-8192
888-987-8784
888-487-8784
866-732-7213

ELECTRONIC BANKING - 10 Nichols St., Wellsboro, PA 16901
www.cnbankpa.com
C\&N FINANCIAL SERVICES CORPORATION - 90-92 Main Street, Wellsboro, PA
www.cnfinancialservices.com

CONDENSED, CONSOLIDATED EARNINGS INFORMATION

| (In Thousands, Except Per Share Data) (Unaudited) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3RD QUARTER | 2ND QUARTER | 3RD QUARTER | 9 MONTHS ENDED SEPT. |  |
|  | $2012$ <br> (Current) | $2012$ <br> (Prior Qtr) | 2011 <br> (Prior Yr) | $2012$ <br> (Current) | $\begin{gathered} 2011 \\ \text { (Prior Yr) } \end{gathered}$ |
| Interest and Dividend Income | \$13,836 | \$14,529 | \$15,317 | \$43,141 | \$46,058 |
| Interest Expense | 2,228 | 2,401 | 3,108 | 7,131 | 10,752 |
| Net Interest Income | 11,608 | 12,128 | 12,209 | 36,010 | 35,306 |
| Provision (Credit) for Loan Losses | 236 | 367 | (37) | 421 | (198) |
| Net Interest Income After Provision (Credit) for Loan Losses | 11,372 | 11,761 | 12,246 | 35,589 | 35,504 |
| Other Income | 4,103 | 4,095 | 3,999 | 11,957 | 10,227 |
| Net Gains on Available-for-sale Securities | 2,430 | 203 | 26 | 2,631 | 2,028 |
| Loss on Prepayment of Borrowings | 2,190 | 143 | 0 | 2,333 | 0 |
| Other Noninterest Expenses | 8,207 | 8,137 | 8,052 | 24,861 | 24,109 |
| Income Before Income Tax Provision | 7,508 | 7,779 | 8,219 | 22,983 | 23,650 |
| Income Tax Provision | 2,014 | 2,094 | 2,230 | 6,217 | 6,423 |
| Net Income | \$5,494 | \$5,685 | \$5,989 | \$16,766 | \$17,227 |

PER COMMON SHARE DATA:

| Net Income - Basic | $\$ 0.45$ | $\$ 0.46$ | $\$ 0.49$ | $\$ 1.37$ | $\$ 1.42$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net Income - Diluted | $\$ 0.45$ | $\$ 0.46$ | $\$ 0.49$ | $\$ 1.37$ | $\$ 1.42$ |
| Dividend Per Share | $\$ 0.22$ | $\$ 0.20$ | $\$ 0.15$ | $\$ 0.60$ | $\$ 0.42$ |
| Number Shares Used in Computation - Basic | $12,244,797$ | $12,225,808$ | $12,150,910$ | $12,225,895$ | $12,167,563$ |
| Number Shares Used in Computation - Diluted | $12,270,685$ | $12,242,833$ | $12,153,861$ | $12,252,357$ | $12,170,611$ |

## CONDENSED, CONSOLIDATED BALANCE SHEET DATA

| (In Thousands, Except Per Share Data) | (Unaudited) |  |  |  |
| :--- | :--- | ---: | ---: | ---: |
|  |  | SEPT. 30, | JUNE 30, | SEPT. 30, |
|  | $\underline{\mathbf{2 0 1 2}}$ | $\underline{\mathbf{2 0 1 2}}$ | $\underline{\mathbf{2 0 1 1}}$ |  |
| ASSETS |  |  |  |  |
| Cash \& Due from Banks | 487,496 | $\$ 69,158$ | $\$ 55,754$ |  |
| Available-for-sale Securities | 3,846 | 478,368 | 472,113 |  |
| Loans Held for Sale | 690,357 | 696,777 | 697,702 |  |
| Loans, Net | 12,098 | 12,117 | 12,182 |  |
| Intangible Assets | 73,898 | 67,917 | 73,085 |  |
| Other Assets | $\mathbf{\$ 1 , 3 1 0 , 0 0 9}$ | $\mathbf{\$ 1 , 3 2 7 , 5 2 7}$ | $\mathbf{\$ 1 , 3 1 2 , 0 5 4}$ |  |
| TOTAL ASSETS |  |  |  |  |

LIABILITIES

| Deposits | $1,013,010$ | $1,029,456$ | 995,730 |
| :--- | ---: | ---: | ---: |
| Repo Sweep Accounts | 4,657 | 4,242 | 19,234 |
| Total Deposits and Repo Sweeps | $1,017,667$ | $1,033,698$ | $1,014,964$ |
| Borrowed Funds | 104,954 | 110,038 | 128,024 |
| Other Liabilities | 7,242 | 7,729 | $\mathbf{7 , 8 5 6}$ |
| TOTAL LIABILITIES | $\mathbf{1 , 1 2 9 , 8 6 3}$ | $\mathbf{1 , 1 5 1 , 4 6 5}$ | $\mathbf{1 , 1 5 0 , 8 4 4}$ |

## SHAREHOLDERS' EQUITY

Common Shareholders' Equity, Excluding Accumulated $\begin{array}{llll}\text { Other Comprehensive Income (Loss) } & 168,320 & 165,008 & 152,726\end{array}$
Accumulated Other Comprehensive Income (Loss):
Net Unrealized Gains/Losses on
$\begin{array}{llll}\text { Available-for-sale Securities } & 12,278 & 11,519 & 8,787\end{array}$
Defined Benefit Plans (452) (465) (303)

| TOTAL SHAREHOLDERS' EQUITY | $\mathbf{1 8 0 , 1 4 6}$ | 176,062 | $\mathbf{1 6 1 , 2 1 0}$ |
| :--- | ---: | ---: | ---: |
| TOTAL LIABILITIES \& SHAREHOLDERS' EQUITY | $\mathbf{\$ 1 , 3 1 0 , 0 0 9}$ | $\mathbf{\$ 1 , 3 2 7 , 5 2 7}$ | $\mathbf{\$ 1 , 3 1 2 , 0 5 4}$ |

CONDENSED, CONSOLIDATED FINANCIAL HIGHLIGHTS
(In Thousands, Except Per Share Data) (Unaudited)


BALANCE SHEET HIGHLIGHTS
Total Assets
Available-for-Sale Securities
Loans (Net)
Allowance for Loan Losses
Deposits and Repo Sweep A
Trust Assets Under Managem
SHAREHOLDERS' VALUE
(PER COMMON SHARE)

| Net Income - Basic | $\$ 1.37$ | $\$ 1.42$ | $-3.52 \%$ |
| :--- | ---: | ---: | ---: |
| Net Income - Diluted | $\$ 1.37$ | $\$ 1.42$ | $-3.52 \%$ |
| Dividends | $\$ 0.60$ | $\$ 0.42$ | $42.86 \%$ |
| Common Book Value | $\$ 14.70$ | $\$ 13.28$ | $10.69 \%$ |
| Tangible Common Book Value | $\$ 13.71$ | $\$ 12.28$ | $11.64 \%$ |
| Market Value (Last Trade) | $\$ 19.61$ | $\$ 14.86$ | $31.97 \%$ |
| Market Value / Common Book Value | $133.40 \%$ | $111.90 \%$ | $19.22 \%$ |
| Market Value / Tangible Common Book Value | $143.03 \%$ | $121.01 \%$ | $18.20 \%$ |
| Price Earnings Multiple | 10.74 | 7.85 | $36.82 \%$ |
| Dividend Yield | $4.08 \%$ | $3.77 \%$ | $8.22 \%$ |
|  |  |  |  |
| SAFETY AND SOUNDNESS |  |  |  |
| Tangible Common Equity / Tangible Assets | $12.95 \%$ | $11.46 \%$ | $13.00 \%$ |
| Nonperforming Assets / Total Assets | $0.79 \%$ | $0.80 \%$ | $-1.25 \%$ |
| Allowance for Loan Losses / Total Loans | $1.12 \%$ | $1.16 \%$ | $-3.45 \%$ |
| Total Risk Based Capital Ratio (a) | $22.96 \%$ | $20.16 \%$ | $13.89 \%$ |
| Tier 1 Risk Based Capital Ratio (a) | $21.72 \%$ | $18.92 \%$ | $14.80 \%$ |
| Leverage Ratio (a) | $12.04 \%$ | $10.54 \%$ | $14.23 \%$ |

## AVERAGE BALANCES

Average Assets
\$1,311,347
\$1,312,736
-0.11\%
Average Equity
\$174,002
\$149,397
16.47\%
(a) Capital ratios for the most recent period are estimated.

## EXHIBIT 99.3 - Supplemental, Unaudited Financial Information

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| AVAILABLE-FOR-SALE SECURITIES | September 30, 2012 |  | June 30, 2012 |  | December 31, 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (In Thousands) | Amortized Cost | Fair Value | Amortized Cost | Fair Value | Amortized Cost | Fair Value |
| Obligations of U.S. Government agencies | \$23,181 | \$23,844 | \$23,244 | \$23,916 | \$24,877 | \$25,587 |
| Obligations of states and political subdivisions: |  |  |  |  |  |  |
| Tax-exempt | 134,651 | 141,519 | 135,736 | 141,140 | 129,401 | 132,962 |
| Taxable | 21,766 | 22,244 | 19,524 | 19,924 | 14,004 | 14,334 |
| Mortgage-backed securities | 85,750 | 90,357 | 103,801 | 108,426 | 116,602 | 121,769 |
| Collateralized mortgage obligations, |  |  |  |  |  |  |
| Trust preferred securities issued by individual institutions | 6,173 | 6,221 | 6,179 | 6,221 | 7,334 | 8,146 |
| Collateralized debt obligations: |  |  |  |  |  |  |
| Pooled trust preferred securities - senior tranches | 2,515 | 2,496 | 2,516 | 2,386 | 4,996 | 4,638 |
| Pooled trust preferred securities - mezzanine tranches | 0 | 0 | 0 | 1,146 | 0 | 730 |
| Other collateralized debt obligations | 660 | 660 | 660 | 660 | 660 | 660 |
| Total debt securities | 462,865 | 479,286 | 454,440 | 469,742 | 459,692 | 473,957 |
| Marketable equity securities | 5,562 | 8,028 | 6,208 | 8,626 | 5,643 | 7,728 |
| Total | \$468,427 | \$487,314 | \$460,648 | \$478,368 | \$465,335 | \$481,685 |


| Summary of Loans by Type (Excludes Loans Held for Sale) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| (In Thousands) | $\begin{gathered} \text { Sept. 30, } \\ 2012 \end{gathered}$ | $\begin{gathered} \text { June } 30, \\ 2012 \end{gathered}$ | $\begin{gathered} \text { Dec. 31, } \\ 2011 \end{gathered}$ | $\begin{gathered} \text { Sept. 30, } \\ 2011 \end{gathered}$ |
| Residential mortgage: |  |  |  |  |
| Residential mortgage loans - first liens | \$317,734 | \$321,163 | \$331,015 | \$334,551 |
| Residential mortgage loans - junior liens | 27,084 | 27,404 | 28,851 | 29,748 |
| Home equity lines of credit | 32,550 | 31,858 | 30,037 | 29,667 |
| 1-4 Family residential construction | 13,038 | 10,699 | 9,959 | 9,762 |
| Total residential mortgage | 390,406 | 391,124 | 399,862 | 403,728 |
| Commercial: |  |  |  |  |
| Commercial loans secured by real estate | 163,773 | 164,771 | 156,388 | 149,853 |
| Commercial and industrial | 49,405 | 52,704 | 57,191 | 55,792 |
| Political subdivisions | 35,549 | 36,858 | 37,620 | 36,403 |
| Commercial construction and land | 27,307 | 26,517 | 23,518 | 26,552 |
| Loans secured by farmland | 10,328 | 10,079 | 10,949 | 10,470 |
| Multi-family (5 or more) residential | 6,109 | 6,409 | 6,583 | 6,782 |
| Agricultural loans | 3,181 | 3,263 | 2,987 | 2,819 |
| Other commercial loans | 329 | 563 | 552 | 561 |
| Total commercial | 295,981 | 301,164 | 295,788 | 289,232 |
| Consumer | 11,762 | 12,146 | 12,665 | 12,919 |
| Total | 698,149 | 704,434 | 708,315 | 705,879 |
| Less: allowance for loan losses | $(7,792)$ | $(7,657)$ | $(7,705)$ | $(8,177)$ |
| Loans, net | \$690,357 | \$696,777 | \$700,610 | \$697,702 |


| Loans Held for Sale |  |  |  |  |
| :--- | :---: | :---: | ---: | :---: |
| (In Thousands) | Sept. 30, | June 30, | Dec. 31, | Sept. 30, |
|  | $\mathbf{2 0 1 2}$ | $\mathbf{2 0 1 2}$ | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 1}$ |
| Residential mortgage loans originated |  |  |  |  |
| and serviced - outstanding balance | $\$ 87,051$ | $\$ 74,070$ | $\$ 57,577$ | $\$ 46,130$ |
| Less: outstanding balance of loans sold | $(83,205)$ | $(70,880)$ | $(56,638)$ | $(44,912)$ |
| Loans held for sale, net | $\$ 3,846$ | $\$ 3,190$ | $\$ 939$ | $\$ 1,218$ |

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

|  | 3 Months <br> Ended | 3 Months <br> Ended | 9 Months <br> Ended | 9 Months <br> Ended |
| :--- | ---: | :---: | :---: | ---: |
|  | Sept. 30, | June 30, | Sept. 30, | Sept. 30, |
|  | 2012 | $\mathbf{2 0 1 2}$ | $\mathbf{2 0 1 2}$ | 2011 |
| Balance, beginning of period | $\$ 7,657$ | $\$ 7,370$ | $\$ 7,705$ | $\$ 9,107$ |
| Charge-offs | $(113)$ | $(115)$ | $(404)$ | $(967)$ |
| Recoveries | 12 | 35 | 70 | 235 |
| Net charge-offs | $(101)$ | $(80)$ | $(334)$ | $(732)$ |
| Provision (credit) for loan losses | 236 | 367 | 421 | $(198)$ |
| Balance, end of period | $\$ 7,792$ | $\$ 7,657$ | $\$ 7,792$ | $\$ 8,177$ |

## PAST DUE AND IMPAIRED LOANS, NONPERFORMING ASSETS

AND TROUBLED DEBT RESTRUCTURINGS (TDRs)
(In Thousands)

|  | Sept. 30, | June 30, | Dec. 31, | Sept. 30, |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{2 0 1 2}$ | $\mathbf{2 0 1 2}$ | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 1}$ |
|  | $\$ 4,119$ | $\$ 3,434$ | $\$ 3,433$ | $\$ 3,978$ |
| Impaired loans with a valuation allowance | 3,718 | 3,427 | 4,431 | 3,807 |
| Impaired loans without a valuation allowance | $\$ 7,837$ | $\$ 6,861$ | $\$ 7,864$ | $\$ 7,785$ |
| Total impaired loans |  |  |  |  |
|  | $\$ 6,001$ | $\$ 5,191$ | $\$ 7,898$ | $\$ 5,142$ |


| Nonperforming assets: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Total nonaccrual loans | $\$ 7,269$ | $\$ 7,447$ | $\$ 7,197$ | $\$ 7,890$ |
| Total loans past due 90 days or more and still accruing | 2,260 | 1,144 | 1,267 | 1,055 |
| Total nonperforming loans | 9,529 | 8,591 | 8,464 | 8,945 |
| Foreclosed assets held for sale (real estate) | 839 | 904 | 1,235 | 1,596 |
| Total nonperforming assets | $\$ 10,368$ | $\$ 9,495$ | $\$ 9,699$ | $\$ 10,541$ |


| Loans subject to troubled debt restructurings (TDRs): |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Performing | $\$ 916$ | $\$ 925$ | $\$ 1,064$ | $\$ 1,072$ |
| Nonperforming | 1,753 | 1,754 | 2,413 | 2,874 |
| Total TDRs | $\$ 2,669$ | $\$ 2,679$ | $\$ 3,477$ | $\$ 3,946$ |
|  |  |  |  |  |
| Total nonperforming loans as a \% of loans | $1.36 \%$ | $1.22 \%$ | $1.19 \%$ | $1.27 \%$ |
| Total nonperforming assets as a \% of assets | $0.79 \%$ | $0.72 \%$ | $0.73 \%$ | $0.80 \%$ |
| Allowance for loan losses as a \% of total loans | $1.12 \%$ | $1.09 \%$ | $1.09 \%$ | $1.16 \%$ |
| Allowance for loan losses as a \% of nonperforming loans | $81.77 \%$ | $89.13 \%$ | $91.03 \%$ | $91.41 \%$ |

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

|  | $\$ 339,639$ | $2.46 \%$ | $\$ 333,255$ | $3.13 \%$ | $\$ 333,848$ | $3.38 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Taxable | 135,362 | $5.69 \%$ | 130,111 | $5.94 \%$ | 127,974 | $5.94 \%$ |
| Tax-exempt Total available-for-sale securities | 475,001 | $3.38 \%$ | 463,366 | $3.92 \%$ | 461,822 | $4.09 \%$ |
| Interest-bearing due from banks | 33,929 | $0.36 \%$ | 37,300 | $0.33 \%$ | 27,884 | $0.18 \%$ |
| Loans held for sale | 4,293 | $3.89 \%$ | 1,865 | $4.96 \%$ | 595 | $6.00 \%$ |
| Loans receivable: |  |  |  |  |  |  |
| $\quad$ Taxable | 662,374 | $6.00 \%$ | 666,752 | $6.18 \%$ | 679,280 | $6.30 \%$ |
| $\quad$ Tax-exempt | 37,696 | $6.32 \%$ | 36,344 | $6.31 \%$ | 34,630 | $6.37 \%$ |
| Total loans receivable | 700,070 | $6.02 \%$ | 703,096 | $6.18 \%$ | 713,910 | $6.31 \%$ |
| Total Earning Assets | $1,213,293$ | $4.82 \%$ | $1,205,627$ | $5.13 \%$ | $1,204,211$ | $5.31 \%$ |
| Cash | 17,466 |  | 17,791 |  | 18,601 |  |
| Unrealized gain/loss on securities | 19,310 |  | 17,545 |  | 10,312 |  |
| Allowance for loan losses | $7,727)$ |  | $(7,435)$ |  | $(8,372)$ |  |
| Bank premises and equipment | 19,106 |  | 18,908 |  | 21,682 |  |
| Intangible Asset - Core Deposit Intangible | 165 |  | 186 |  | 256 |  |
| Intangible Asset - Goodwill | 11,942 |  | 11,942 |  | 11,942 |  |
| Other assets | 46,102 |  | 47,046 |  | 52,637 |  |
| Total Assets | $\$ 1,319,657$ |  | $\$ 1,311,610$ |  | $\$ 1,311,269$ |  |

INTEREST-BEARING LIABILITIES

| Interest-bearing deposits: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest checking | \$166,961 | 0.12\% | \$156,994 | 0.13\% | \$158,849 | 0.22\% |
| Money market | 210,269 | 0.16\% | 210,646 | 0.19\% | 206,826 | 0.20\% |
| Savings | 110,133 | 0.10\% | 107,514 | 0.10\% | 98,434 | 0.13\% |
| Certificates of deposit | 199,250 | 1.47\% | 199,320 | 1.55\% | 207,822 | 1.85\% |
| Individual Retirement Accounts | 141,421 | 0.73\% | 144,095 | 0.91\% | 151,910 | 1.51\% |
| Other time deposits | 1,768 | 0.00\% | 1,314 | 0.31\% | 1,813 | 0.00\% |
| Total interest-bearing deposits | 829,802 | 0.56\% | 819,883 | 0.62\% | 825,654 | 0.85\% |
| Borrowed funds: |  |  |  |  |  |  |
| Short-term | 5,369 | 0.15\% | 5,650 | 0.07\% | 19,935 | 0.12\% |
| Long-term | 105,811 | 4.02\% | 113,301 | 4.01\% | 130,980 | 4.02\% |
| Total borrowed funds | 111,180 | 3.83\% | 118,951 | 3.82\% | 150,915 | 3.50\% |
| Total Interest-bearing Liabilities | 940,982 | 0.94\% | 938,834 | 1.03\% | 976,569 | 1.26\% |
| Demand deposits | 191,301 |  | 191,349 |  | 170,111 |  |
| Other liabilities | 8,967 |  | 7,774 |  | 7,761 |  |
| Total Liabilities | 1,141,250 |  | 1,137,957 |  | 1,154,441 |  |
| Stockholders' equity, excluding other comprehensive income/loss | 166,318 |  | 162,721 |  | 150,332 |  |
| Other comprehensive income/loss | 12,089 |  | 10,932 |  | 6,496 |  |
| Total Stockholders' Equity | 178,407 |  | 173,653 |  | 156,828 |  |
| Total Liabilities and Stockholders' Equity | \$1,319,657 |  | \$1,311,610 |  | \$1,311,269 |  |
| Interest Rate Spread |  | 3.88\% |  | 4.10\% |  | 4.05\% |
| Net Interest Income/Earning Assets |  | 4.09\% |  | 4.33\% |  | 4.29\% |
| Total Deposits (Interest-bearing and Demand) | \$1,021,103 |  | \$1,011,232 |  | \$995,765 |  |

(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 $35 \%$ in 2012 and $34 \%$ in 2011.
(2) Nonaccrual loans have been included with loans for the purpose of analyzing net interest earnings.

|  | 9 Months Ended 9/30/2012 Average <br> Balance | Rate of <br> Return/ <br> Cost of Funds \% | 9 Months Ended 9/30/2011 Average <br> Balance | Rate of Return/ Cost of Funds \% |
| :---: | :---: | :---: | :---: | :---: |
| EARNING ASSETS |  |  |  |  |
| Available-for-sale securities, at amortized cost: |  |  |  |  |
| Taxable | \$334,652 | 2.96\% | \$332,105 | 3.43\% |
| Tax-exempt | 131,083 | 5.88\% | 127,669 | 6.01\% |
| Total available-for-sale securities | 465,735 | 3.79\% | 459,774 | 4.14\% |
| Interest-bearing due from banks | 35,183 | 0.34\% | 29,659 | 0.20\% |
| Loans held for sale | 2,412 | 4.10\% | 882 | 5.46\% |
| Loans receivable: |  |  |  |  |
| Taxable | 665,011 | 6.15\% | 682,593 | 6.36\% |
| Tax-exempt | 36,756 | 6.33\% | 34,835 | 6.40\% |
| Total loans receivable | 701,767 | 6.16\% | 717,428 | 6.36\% |
| Total Earning Assets | 1,205,097 | 5.07\% | 1,207,743 | 5.37\% |
| Cash | 17,383 |  | 17,745 |  |
| Unrealized gain/loss on securities | 18,263 |  | 5,216 |  |
| Allowance for loan losses | $(7,634)$ |  | $(8,834)$ |  |
| Bank premises and equipment | 18,971 |  | 22,087 |  |
| Intangible Asset - Core Deposit Intangible | 185 |  | 286 |  |
| Intangible Asset - Goodwill | 11,942 |  | 11,942 |  |
| Other assets | 47,140 |  | 56,551 |  |
| Total Assets | \$1,311,347 |  | \$1,312,736 |  |
| INTEREST-BEARING LIABILITIES |  |  |  |  |
| Interest-bearing deposits: |  |  |  |  |
| Interest checking | \$161,845 | 0.13\% | \$163,024 | 0.28\% |
| Money market | 208,932 | 0.18\% | 205,856 | 0.26\% |
| Savings | 107,403 | 0.10\% | 95,648 | 0.19\% |
| Certificates of deposit | 196,840 | 1.58\% | 208,418 | 1.93\% |
| Individual Retirement Accounts | 143,910 | 0.87\% | 156,531 | 2.33\% |
| Other time deposits | 1,343 | 0.10\% | 1,376 | 0.19\% |
| Total interest-bearing deposits | 820,273 | 0.62\% | 830,853 | 1.06\% |
| Borrowed funds: |  |  |  |  |
| Short-term | 6,144 | 0.13\% | 18,747 | 0.14\% |
| Long-term | 111,552 | 4.01\% | 137,321 | 4.01\% |
| Total borrowed funds | 117,696 | 3.80\% | 156,068 | 3.55\% |
| Total Interest-bearing Liabilities | 937,969 | 1.02\% | 986,921 | 1.46\% |
| Demand deposits | 190,644 |  | 169,340 |  |
| Other liabilities | 8,732 |  | 7,078 |  |
| Total Liabilities | 1,137,345 |  | 1,163,339 |  |
| Stockholders' equity, excluding other comprehensive income/loss | 162,627 |  | 146,248 |  |
| Other comprehensive income/loss | 11,375 |  | 3,149 |  |
| Total Stockholders' Equity | 174,002 |  | 149,397 |  |
| Total Liabilities and Stockholders' Equity | \$1,311,347 |  | \$1,312,736 |  |
| Interest Rate Spread |  | 4.05\% |  | 3.91\% |
| Net Interest Income/Earning Assets |  | 4.28\% |  | 4.18\% |
| Total Deposits (Interest-bearing and Demand) | \$1,010,917 |  | \$1,000,193 |  |

(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 $35 \%$ in 2012 and $34 \%$ in 2011.
(2) Nonaccrual loans have been included with loans for the purpose of analyzing net interest earnings.
(In Thousands)

|  | Sept. 30, | June 30, | Sept. 30, | Sept. 30, | Sept. 30, |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | $\mathbf{2 0 1 2}$ | $\mathbf{2 0 1 2}$ | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 2}$ | $\mathbf{2 0 1 1}$ |
| Service charges on deposit accounts | $\$ 1,290$ | $\$ 1,256$ | $\$ 1,230$ | $\$ 3,707$ | $\$ 3,586$ |
| Service charges and fees | 239 | 235 | 218 | 694 | 643 |
| Trust and financial management revenue | 873 | 960 | 785 | 2,762 | 2,608 |
| Brokerage revenue | 197 | 288 | 199 | 653 | 551 |
| Insurance commissions, fees and premiums | 62 | 73 | 66 | 169 | 192 |
| Interchange revenue from debit card transactions | 477 | 488 | 490 | 1,460 | 1,427 |
| Net gains from sales of loans | 625 | 373 | 263 | 1,263 | 677 |
| Increase in cash surrender value of life insurance | 111 | 117 | 127 | 347 | 381 |
| Net (loss) gain from other real estate | $(19)$ | $(184)$ | 51 | $(99)$ | 8 |
| Net gain from premises and equipment | 1 | 270 | 324 | 271 | 324 |
| Impairment loss on limited partnership investment | 0 | 0 | 0 | 0 | $(948)$ |
| Other operating income | 247 | 219 | 246 | 730 | 778 |
| Total other operating income, before realized |  |  |  |  |  |
| $\quad$ gains on available-for-sale securities, net | $\$ 4,103$ | $\$ 4,095$ | $\$ 3,999$ | $\$ 11,957$ | $\$ 10,227$ |

COMPARISON OF NONINTEREST EXPENSE (In Thousands)

|  | $\mathbf{2 0 1 2}$ | $\mathbf{2 0 1 2}$ | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 2}$ | $\mathbf{2 0 1 1}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Salaries and wages | $\$ 3,594$ | $\$ 3,586$ | $\$ 3,451$ | $\$ 10,755$ | $\$ 10,321$ |
| Pensions and other employee benefits | 982 | 1,090 | 1,020 | 3,438 | 3,344 |
| Occupancy expense, net | 610 | 628 | 641 | 1,874 | 2,038 |
| Furniture and equipment expense | 475 | 461 | 498 | 1,418 | 1,435 |
| FDIC Assessments | 165 | 157 | 174 | 468 | 688 |
| Pennsylvania shares tax | 339 | 340 | 345 | 1,011 | 984 |
| Other operating expense | 2,042 | 1,875 | 1,923 | 5,897 | 5,299 |
| Total noninterest expense, before loss on |  |  |  |  |  |
| $\quad$ prepayment of borrowings | 8,207 | 8,137 | 8,052 | 24,861 | 24,109 |
| Loss on prepayment of borrowings | 2,190 | 143 | 0 | 2,333 | 0 |
| Total Noninterest Expense | $\$ 10,397$ | $\$ 8,280$ | $\$ 8,052$ | $\$ 27,194$ | $\$ 24,109$ |

