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## C\&N ANNOUNCES THIRD QUARTER 2015 UNAUDITED FINANCIAL RESULTS FOR IMMEDIATE RELEASE:

Wellsboro, PA - Citizens \& Northern Corporation (C\&N) announced its unaudited, consolidated financial results for the three-month and nine-month periods ended September 30, 2015.

Third quarter 2015 net income was $\$ 0.35$ per basic and diluted share, as compared to $\$ 0.36$ in the second quarter 2015 and $\$ 0.34$ in the third quarter 2014. For the nine months ended September 30, 2015, net income per basic share was $\$ 1.02$, and net income per diluted share was $\$ 1.01$, as compared to $\$ 1.02$ per basic and diluted share for the first nine months of 2014. The return on average assets for the first nine months of 2015 was $1.32 \%$, and the return on average equity was $8.78 \%$.

Highlights related to C\&N's earnings results were as follows:

- Net interest income was $\$ 10,008,000$ in the third quarter 2015, flat as compared to $\$ 10,010,000$ in the second quarter 2015 and down $\$ 277,000(2.7 \%)$ from the third quarter 2014 amount. For the first nine months of 2015, net interest income of $\$ 29,968,000$ was down $\$ 708,000(2.3 \%)$ from the first nine months of 2014. The net interest margin was $3.66 \%$ in the third quarter 2015 as compared to $3.69 \%$ in the second quarter 2015 and $3.75 \%$ in the third quarter 2014, and the net interest margin of $3.69 \%$ for the first nine months of 2015 was down from $3.82 \%$ in the first nine months of 2014. The decrease in margin in 2015 has resulted from reductions in yields on earning assets, mainly loans and available-for-sale securities, accompanied by a smaller decrease in average rates paid on deposits and borrowed funds.
- The provision for loan losses was $\$ 302,000$ in the third quarter 2015, up from $\$ 221,000$ in the second quarter 2015 and $\$ 218,000$ in the third quarter 2014. For the first nine months of 2015, the provision for loan losses totaled $\$ 526,000$, up from $\$ 353,000$ for the first nine months of 2014. The higher provision for loan losses in the third quarter and first nine months of 2015 reflects an increase in loans outstanding, which resulted in an increase in the collectively determined portion of the allowance for loan losses.
- Noninterest revenue was $\$ 3,961,000$ in the third quarter 2015, flat as compared to $\$ 3,962,000$ in the second quarter 2015 and up $1.9 \%$ from the third quarter 2014 amount. Noninterest revenue totaled $\$ 11,410,000$ for the first nine months of 2015, down $\$ 208,000$ ( $1.8 \%$ ) from the corresponding period in 2014. Fluctuations in noninterest revenue in the third quarter 2015 as compared to the second quarter included an increase in gains from sales of residential mortgage loans of $\$ 60,000$, a comparative increase of $\$ 46,000$ as the fair value of servicing rights increased $\$ 13,000$ in the third quarter 2015 while the fair value had decreased $\$ 33,000$ in the prior quarter, and a net reduction in revenue from Trust and brokerage services of $\$ 109,000$, reflecting the effects of timing as well as a reduction in fair value of assets under management in the most recent quarter due mainly to overall declines in values of U.S. equities. The most significant changes in components of noninterest revenue for the first nine months of 2015 as compared to the corresponding period in 2014 included the following: (1) decrease of $\$ 183,000(4.8 \%)$ in service charges on deposit accounts, primarily as a result of lower overdraft fees; (2) reduction of $\$ 172,000$ as the fair value of servicing rights declined $\$ 137,000$ in the first nine months of 2015 as compared to an increase in fair value of $\$ 35,000$ in the first nine months of 2014; (3) net increase in revenues from Trust and brokerage services of $\$ 111,000(2.8 \%)$; and (4) an increase in other operating income of $\$ 79,000$, including an increase of $\$ 39,000$ in dividends from Federal Home Loan Bank of Pittsburgh stock and an increase of $\$ 30,000$ in revenue from merchant services.
- Realized gains from securities totaled $\$ 79,000$ in the third quarter 2015. In comparison, second quarter 2015 results included gains from sales of securities totaling $\$ 932,000$ and a loss from prepayment of borrowings totaling $\$ 910,000$. In the third quarter 2014, realized gains from securities totaled $\$ 760,000$. There were no losses from prepayment of borrowings in the third quarter 2015 or 2014. For the nine months ended September 30, 2015, realized gains from available-for-sale securities totaled $\$ 1,085,000$ as compared to $\$ 894,000$ in the first nine months of 2014, and the loss from prepayment of borrowings was $\$ 910,000$ in the first nine months of 2015 with no such loss in 2014.
- Noninterest expenses, excluding loss on prepayment of borrowings, totaled $\$ 8,117,000$ in the third quarter 2015, up from $\$ 7,964,000$ in the second quarter 2015 and lower than the total of $\$ 9,036,000$ in the third quarter 2014. For the first nine months of 2015, noninterest expenses, excluding loss on prepayment of borrowings, totaled $\$ 24,545,000$, down $\$ 1,362,000(5.3 \%)$ from the first nine months of 2014. Salaries and wages expense increased $\$ 141,000$, and pensions and other employee benefits expense increased $\$ 81,000$, in the third quarter 2015 as compared to the second quarter 2015 amounts. The increase in the most recent quarter in salaries and wages reflected a few recent personnel additions, including lending and operations staff. The increase in the most recent quarter in employee benefits expense included an increase in health insurance expense resulting from higher claims on C\&N's partially self-insured plan. The reduction in noninterest expenses in the third quarter 2015 as compared to the third quarter 2014 included a decrease in salaries and wages of $\$ 604,000$ resulting from severance expenses in 2014, and a reduction in other operating expense of $\$ 225,000$, including a reduction in net collection expenses of $\$ 79,000$ and the effects of a $\$ 69,000$ sales tax refund that reduced expenses in 2015. The reduction in noninterest expenses for the first nine months of 2015 as compared to the corresponding period in 2014 included the following: (1) a reduction in salaries and wages expenses of $\$ 725,000$, mainly due to severance expenses in 2014; (2) a reduction in employee benefit-related expenses of $\$ 227,000$ due to lower employee health insurance expense as a result of lower claims; (3) a reduction in Pennsylvania shares tax expense of $\$ 137,000$, mainly as a result of an increase in tax credits associated with charitable contributions; and (4) a reduction in other expenses of $\$ 310,000$, including reductions in expenses from loan collection of $\$ 157,000$, other real estate properties of $\$ 86,000$ and attorneys' fees of $\$ 86,000$.


## Other Information:

Changes in other unaudited financial information are as follows:

- Total assets amounted to $\$ 1,232,531,000$ at September 30, 2015, down from \$1,255,722,000 at June 30, 2015 and $\$ 1,256,533,000$ at September 30, 2014.
- Net loans outstanding (excluding mortgage loans held for sale) were $\$ 672,449,000$ at September 30, 2015, up from $\$ 656,518,000$ at June 30, 2015 and up $8.1 \%$ from $\$ 621,960,000$ at September 30, 2014. In the most recent quarter, total commercial loans outstanding increased $\$ 9.4$ million, and total outstanding residential mortgagerelated loans increased $\$ 6.6$ million. Average total loans outstanding for the third quarter 2015 of $\$ 673,735,000$ was up $\$ 32.5$ million from the second quarter 2015 and $\$ 47.4$ million from the third quarter 2014 amounts. Average total loans for the first nine months of 2015 amounted to $\$ 646,638,000$ or $\$ 18.8$ million ( $3.0 \%$ ) more than the corresponding amount for the first nine months of 2014.
- The outstanding balance of residential mortgages originated by $\mathbf{C} \& \mathrm{~N}$ and sold to third parties, with servicing retained, totaled $\$ 152,275,000$ at September 30, 2015 as compared to $\$ 151,132,000$ at June 30, 2015 and $\$ 150,695,000$ at September 30, 2014.
- Total nonperforming assets as a percentage of assets was $1.28 \%$ at September 30, 2015, as compared to $1.26 \%$ at June 30, 2015 and down from 1.45\% at September 30, 2014.
- Deposits and repo sweep accounts totaled \$966,856,000 at September 30, 2015, down from \$983,255,000 at June 30, 2015 and $\$ 988,294,000$ at September 30, 2014. Average total deposits amounted to $\$ 977,317,000$ in the third quarter 2015, down $\$ 3.8$ million ( $0.4 \%$ ) from the second quarter 2015 and $\$ 2.2$ million ( $0.2 \%$ ) from the third
quarter 2014 amounts. Average total deposits for the first nine months of 2015 amounted to $\$ 974,873,000$ or $\$ 11.7$ million ( $1.2 \%$ ) more than the corresponding amount for the first nine months of 2014.
- Total shareholders' equity was $\$ 190,100,000$ at September 30, 2015 as compared to $\$ 186,973,000$ at June 30, 2015 and $\$ 186,874,000$ at September 30, 2014. Tangible common equity as a percentage of tangible assets was $14.59 \%$ at September 30, 2015, up from 14.05\% a year earlier. In July 2014, C\&N announced a common stock repurchase plan for the repurchase of up to 622,500 shares, or $5 \%$ of the total shares outstanding on July 16, 2014. In the third quarter 2015, 27,100 shares were repurchased for a total cost of $\$ 529,000$, at an average price of $\$ 19.52$ per share. Cumulatively through September 30, 2015, 411,400 shares had been repurchased for a total cost of $\$ 7,946,000$, at an average price of $\$ 19.31$ per share.
- Assets under management by C\&N's Trust and Financial Management Group amounted to \$790,215,000 at September 30, 2015, down $2.7 \%$ from a year earlier, reflecting the effect of a decrease in overall valuations of U.S. stocks in the third quarter 2015.

Citizens \& Northern Corporation is the parent company of Citizens \& Northern Bank, a local, independent community bank providing complete financial, investment and insurance services through 26 full service offices throughout Tioga, Bradford, Sullivan, Lycoming, Potter, Cameron and McKean counties in Pennsylvania and in Canisteo and South Hornell, NY. C\&N can be found on the worldwide web at www.cnbankpa.com. The Company's stock is listed on NASDAQ Capital Market Securities under the symbol CZNC.

Safe Harbor Statement: Except for historical information contained herein, the matters discussed in this release are forward-looking statements. Investors are cautioned that all forward-looking statements involve risks and uncertainty, including without limitation, the following: changes in monetary and fiscal policies of the Federal Reserve Board and the U.S. Government, particularly related to changes in interest rates; changes in general economic conditions; legislative or regulatory changes; downturn in demand for loan, deposit and other financial services in the Corporation's market area; increased competition from other banks and non-bank providers of financial services; technological changes and increased technology-related costs; changes in management's assessment of realization of securities and other assets; and changes in accounting principles, or the application of generally accepted accounting principles. Citizens \& Northern disclaims any intention or obligation to publicly update or revise any forward-looking statements, whether as a result of events or circumstances after the date hereof or to reflect the occurrence of unanticipated events.

# CACITIZENS \& NORTHERN CORPORATION 

## September 30, 2015

QUARTERLY REPORT

Dear Shareholder:
The third quarter of 2015 was another period of progress for C\&N. Our focus on "Creating Value Through Relationships" remains a clear priority. Business development activities continue to gain traction as evidenced by loan growth of $\$ 16$ million during the quarter, which included increases of $\$ 9.4$ million in commercial loans and $\$ 6.6$ million in residential mortgages. These results reflect our priority in reversing the trend of declining net interest income due to the continued low interest rate environment. In order to sustain this momentum, we have added two commercial and two residential lenders to build relationships in the Lycoming County market, the largest market in our current footprint. Our staff across the franchise remains fully engaged in our communities. And internally, we are focused on engaging and connecting all members of the Team to enhance the value we deliver to our customers. We have included some of these efforts in this edition of banCNotes, along with a piece highlighting the value our Retirement Services Department delivers to help customers answer the question "Will You Be Ready?" as they plan for their retirement years.

Earnings per share for the third quarter 2015 were $\$ 0.35$, compared to $\$ 0.36$ in the second quarter 2015 and $\$ 0.34$ in the third quarter 2014. For the nine months ended September 30, 2015, diluted earnings per share was $\$ 1.01$ as compared to $\$ 1.02$ for the first nine months of 2014 . Return on average assets for the first nine months of 2015 was $1.32 \%$, and return on average equity was $8.78 \%$.

Net interest income was flat during the third quarter as compared to the second quarter reflecting the positive impact of loan growth in offsetting the ongoing challenges of a flat yield curve. Overall, the yield on earning assets declined slightly more than the cost of funds resulting in a net interest margin of $3.66 \%$, or a decline of .03\%.

The provision for loan losses was $\$ 302,000$ in the third quarter, an increase of $\$ 81,000$ from the second quarter. The provision totaled $\$ 526,000$ through the first nine months of 2015 , up from $\$ 353,000$ for the same period in 2014. These increases reflect additions to the loan loss reserve to support the increase in loans outstanding. Credit quality remains strong and the level of past due and non-performing loans was stable during the quarter.

Noninterest revenue, excluding securities gains, totaled $\$ 3.96$ million during both the second and third quarters of 2015, up from $\$ 3.89$ million in the third quarter 2014. Noninterest revenue totaled $\$ 11.4$ million for the first nine months of 2015 , down $\$ 208,000(1.8 \%)$ from the corresponding period in 2014. C\&N generated gains from sales of securities totaling $\$ 79,000$ during the third quarter.

Noninterest expenses, excluding loss on prepayment of borrowings, totaled $\$ 8.12$ million as compared to $\$ 7.96$ million in the second quarter, primarily due to increases in salaries and benefits costs of $\$ 222,000$. Additions to staff and healthcare costs were the drivers of the increase in personnel expenses. For the first nine months of 2015, noninterest expenses, excluding loss on prepayment of borrowings, totaled $\$ 24.55$ million, down $\$ 1.36$ million (5.3\%) from the first nine months of 2014. The decrease in noninterest expenses year to date were the result of a number of factors and reflects management's ongoing focus on controlling overhead expenses, while investing in areas that support revenue growth over time.

Total assets and deposits declined modestly during the quarter ended September 30, 2015 compared to the prior quarter, year-end 2014 and September 30, 2014. As stated earlier, total loans increased $\$ 16$ million during the third quarter and have grown $\$ 50$ million since September 30, 2014.

C\&N's capital position remains very strong by all measures and we continue to support shareholder value through a strong cash dividend and common stock repurchase program. The dividend paid in the third quarter was $\$ .26$ per share producing a yield of $5.33 \%$ based on the September 30, 2015 market price of $\$ 19.52$. The Company repurchased 27,100 shares during the third quarter of 2015 at an average price of $\$ 19.52$ per share. Cumulatively, 411,400 shares have been repurchased at an average price of $\$ 19.31$ since the plan to buy back up to 622,500 shares was announced in July 2014.

We are committed to creating value for you as shareholders and encourage you to keep building your relationship with $\mathrm{C} \& \mathrm{~N}$ as your source of financial advice, counsel, and solutions.

Thank you for your ongoing support.

J. Bradley Scovill

President and CEO

CONDENSED, CONSOLIDATED EARNINGS INFORMATION

| (In Thousands, Except Per Share Data) (Unaudited) | $\begin{gathered} \text { 3RD } \\ \text { QUARTER } \\ 2015 \\ \text { (Current) } \end{gathered}$ | $\begin{gathered} \text { 3RD } \\ \text { QUARTER } \\ 2014 \\ \text { (Prior Year) } \end{gathered}$ | \$ Incr. (Decr.) | \% Incr. (Decr.) |
| :---: | :---: | :---: | :---: | :---: |
| Interest and Dividend Income | \$11,134 | \$11,572 | (\$438) | -3.78\% |
| Interest Expense | 1,126 | 1,287 | (161) | -12.51\% |
| Net Interest Income | 10,008 | 10,285 | (277) | -2.69\% |
| Provision for Loan Losses | 302 | 218 | 84 | 38.53\% |
| Net Interest Income After Provision for Loan Losses | 9,706 | 10,067 | (361) | -3.59\% |
| Other Income | 3,961 | 3,887 | 74 | 1.90\% |
| Net Gains on Available-for-sale Securities | 79 | 760 | (681) | -89.61\% |
| Loss on Prepayment of Borrowings | 0 | 0 | 0 |  |
| Other Noninterest Expenses | 8,117 | 9,036 | (919) | -10.17\% |
| Income Before Income Tax Provision | 5,629 | 5,678 | (49) | -0.86\% |
| Income Tax Provision | 1,395 | 1,411 | (16) | -1.13\% |
| Net Income | \$4,234 | \$4,267 | (\$33) | -0.77\% |
| PER COMMON SHARE DATA: |  |  |  |  |
| Net Income - Basic | \$0.35 | \$0.34 | \$0.01 | 2.94\% |
| Net Income - Diluted | \$0.35 | \$0.34 | \$0.01 | 2.94\% |
| Dividend Per Share | \$0.26 | \$0.26 | \$0.00 | 0.00\% |
| Number Shares Used in Computation - Basic | 12,200,129 | 12,399,482 |  |  |
| Number Shares Used in Computation - Diluted | 12,220,330 | 12,420,000 |  |  |

CONDENSED, CONSOLIDATED EARNINGS INFORMATION

| (In Thousands, Except Per Share Data) (Unaudited) | $\begin{aligned} & 9 \text { MONTr } \\ & \text { SEPTEN } \\ & 2015 \\ & \text { (Current) } \end{aligned}$ | SS ENDED BER 30, 2014 (Prior Year) | \$ Incr. (Decr.) | \% Incr. (Decr.) |
| :---: | :---: | :---: | :---: | :---: |
| Interest and Dividend Income | \$33,483 | \$34,541 | (\$1,058) | -3.06\% |
| Interest Expense | 3,515 | 3,865 | (350) | -9.06\% |
| Net Interest Income | 29,968 | 30,676 | (708) | -2.31\% |
| Provision for Loan Losses | 526 | 353 | 173 | 49.01\% |
| Net Interest Income After Provision for Loan Losses | 29,442 | 30,323 | (881) | -2.91\% |
| Other Income | 11,410 | 11,618 | (208) | -1.79\% |
| Net Gains on Available-for-sale Securities | 1,085 | 894 | 191 | 21.36\% |
| Loss on Prepayment of Borrowings | 910 | 0 | 910 |  |
| Other Noninterest Expenses | 24,545 | 25,907 | $(1,362)$ | -5.26\% |
| Income Before Income Tax Provision | 16,482 | 16,928 | (446) | -2.63\% |
| Income Tax Provision | 4,076 | 4,210 | (134) | -3.18\% |
| Net Income | \$12,406 | \$12,718 | (\$312) | -2.45\% |

## PER COMMON SHARE DATA:

Net Income - Basic
Net Income - Diluted
Dividend Per Share
Number Shares Used in Computation - Basic
Number Shares Used in Computation - Diluted
Market Value (Last Trade)
Price Earnings Multiple (Annualized)
Dividend Yield (Annualized)
$\$ 1.02$
$\$ 1.01$
$\$ 0.78$
$12,222,557$
$12,243,746$
$\$ 19.52$
14.35
$5.33 \%$

| $\$ 1.02$ | $\$ 0.00$ | $0.00 \%$ |
| ---: | ---: | ---: |
| $\$ 1.02$ | $(\$ 0.01)$ | $-0.98 \%$ |
| $\$ 0.78$ | $\$ 0.00$ | $0.00 \%$ |
| 419,538 |  |  |
| 440,917 |  |  |
| $\$ 19.00$ | $\$ 0.52$ | $2.74 \%$ |
| 13.97 | 0.38 | $2.72 \%$ |
| $5.47 \%$ | $-0.14 \%$ | $-2.56 \%$ |

CONDENSED, CONSOLIDATED BALANCE SHEET DATA

| (In Thousands, Except Per Share Data) (Unaudited) | $\begin{aligned} & \text { SEPT. 30, } \\ & \underline{2015} \end{aligned}$ | $\begin{aligned} & \text { SEPT. 30, } \\ & \underline{2014} \end{aligned}$ | SEPT. 30, 2015 vs 2014 |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | SEPT. 30, $\$$ Incr. (Decr.) | 2015 vs 2014 \% Incr. (Decr.) |
| ASSETS |  |  |  |  |
| Cash \& Due from Banks | \$32,221 | \$55,439 | $(\$ 23,218)$ | -41.88\% |
| Available-for-sale Securities | 461,713 | 508,253 | $(46,540)$ | -9.16\% |
| Loans Held for Sale | 76 | 418 | (342) | -81.82\% |
| Loans, Net | 672,449 | 621,960 | 50,489 | 8.12\% |
| Intangible Assets | 11,978 | 12,003 | (25) | -0.21\% |
| Other Assets | 54,094 | 58,460 | $(4,366)$ | -7.47\% |
| TOTAL ASSETS | \$1,232,531 | \$1,256,533 | $(\$ 24,002)$ | -1.91\% |
| LIABILITIES |  |  |  |  |
| Deposits | \$961,112 | \$981,529 | $(\$ 20,417)$ | -2.08\% |
| Repo Sweep Accounts | 5,744 | 6,765 | $(1,021)$ | -15.09\% |
| Total Deposits and Repo Sweeps | 966,856 | 988,294 | $(21,438)$ | -2.17\% |
| Borrowed Funds | 67,342 | 73,131 | $(5,789)$ | -7.92\% |
| Other Liabilities | 8,233 | 8,234 | (1) | -0.01\% |
| TOTAL LIABILITIES | 1,042,431 | 1,069,659 | $(27,228)$ | -2.55\% |
| SHAREHOLDERS' EQUITY |  |  |  |  |
| Common Shareholders' Equity, Excluding Accumulated |  |  |  |  |
| Accumulated Other Comprehensive Income: |  |  |  |  |
| Net Unrealized Gains/Losses on |  |  |  |  |
| Available-for-sale Securities | 6,116 | 3,940 | 2,176 | 55.23\% |
| Defined Benefit Plans | 6 | 97 | (91) | -93.81\% |
| TOTAL SHAREHOLDERS' EQUITY | 190,100 | 186,874 | 3,226 | 1.73\% |
| TOTAL LIABILITIES \& SHAREHOLDERS' EQUITY | \$1,232,531 | \$1,256,533 | $(\$ 24,002)$ | -1.91\% |

## ©ACITIZENS \& NORTHERN CORPORATION

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

|  | 9 MONTHS ENDED |  | $\%$ <br> SEPTEMBER 30, | INCREASE |
| :--- | :--- | :--- | :--- | ---: |
| (DECREASE) |  |  |  |  |

BALANCE SHEET HIGHLIGHTS

| Total Assets | $\$ 1,232,531$ | $\$ 1,256,533$ | $-1.91 \%$ |
| :--- | ---: | ---: | ---: |
| Available-for-Sale Securities | 461,713 | 508,253 | $-9.16 \%$ |
| Loans (Net) | 672,449 | 621,960 | $8.12 \%$ |
| Allowance for Loan Losses | 7,416 | 7,449 | $-0.44 \%$ |
| Deposits and Repo Sweep Accounts | 966,856 | 988,294 | $-2.17 \%$ |
|  |  |  |  |
| OFF-BALANCE SHEET |  |  |  |
| Outstanding Balance of Mortgage Loans Sold | 152,275 | 150,695 | $1.05 \%$ |
| $\quad$ with Servicing Retained | 790,215 | 812,376 | $-2.73 \%$ |
| Trust Assets Under Management |  |  |  |

## SHAREHOLDERS' VALUE <br> (PER COMMON SHARE)

Net Income - Basic

| $\$ 1.02$ | $\$ 1.02$ | $0.00 \%$ |
| ---: | ---: | ---: |
| $\$ 1.01$ | $\$ 1.02$ | $-0.98 \%$ |
| $\$ 0.78$ | $\$ 0.78$ | $0.00 \%$ |
| $\$ 15.60$ | $\$ 15.14$ | $3.04 \%$ |
| $\$ 14.62$ | $\$ 14.17$ | $3.18 \%$ |
| $\$ 19.52$ | $\$ 19.00$ | $2.74 \%$ |
| $125.13 \%$ | $125.50 \%$ | $-0.29 \%$ |
| $133.52 \%$ | $134.09 \%$ | $-0.43 \%$ |
| 14.35 | 13.97 | $2.72 \%$ |
| $5.33 \%$ | $5.47 \%$ | $-2.56 \%$ |
| $12,187,033$ | $12,339,120$ | $-1.23 \%$ |

SAFETY AND SOUNDNESS

| Tangible Common Equity / Tangible Assets | $14.59 \%$ | $14.05 \%$ | $3.84 \%$ |
| :--- | ---: | ---: | ---: |
| Nonperforming Assets / Total Assets | $1.28 \%$ | $1.45 \%$ | $-11.72 \%$ |
| Allowance for Loan Losses / Total Loans | $1.09 \%$ | $1.18 \%$ | $-7.63 \%$ |
| Total Risk Based Capital Ratio (a) | $24.63 \%$ | $27.42 \%$ | $-10.18 \%$ |
| Tier 1 Risk Based Capital Ratio (a) | $23.47 \%$ | $26.09 \%$ | $-10.04 \%$ |
| Common Equity Tier 1 Risk Based Capital Ratio (a) | $23.47 \%$ |  |  |
| Leverage Ratio (a) | $13.95 \%$ | $13.78 \%$ | $1.23 \%$ |
|  |  |  |  |
| AVERAGE BALANCES | $\$ 1,249,156$ | $\$ 1,236,883$ | $0.99 \%$ |
| Average Assets | $\$ 188,305$ | $\$ 184,699$ | $1.95 \%$ |
| Average Equity |  |  |  |

(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.

| QUARTERLY CONDENSED, CONSOLIDATED INCOME STATEMENT INFORMATION (In Thousands) (Unaudited) For the Three Months Ended: |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Sept. 30, } \\ & 2015 \end{aligned}$ | June 30, 2015 | $\begin{gathered} \text { Mar. 31, } \\ 2015 \end{gathered}$ | $\begin{gathered} \text { Dec. 31, } \\ 2014 \end{gathered}$ | Sept. 30, 2014 | June 30, 2014 | Mar. 31, 2014 |
| Interest income | \$11,134 | \$11,186 | \$11,163 | \$11,468 | \$11,572 | \$11,563 | \$11,406 |
| Interest expense | 1,126 | 1,176 | 1,213 | 1,257 | 1,287 | 1,290 | 1,288 |
| Net interest income | 10,008 | 10,010 | 9,950 | 10,211 | 10,285 | 10,273 | 10,118 |
| Provision (credit) for loan losses | 302 | 221 | 3 | 123 | 218 | 446 | (311) |
| Net interest income after provision (credit) for loan losses | 9,706 | 9,789 | 9,947 | 10,088 | 10,067 | 9,827 | 10,429 |
| Other income | 3,961 | 3,962 | 3,487 | 3,802 | 3,887 | 3,980 | 3,751 |
| Net gains on available-for-sale securities | 79 | 932 | 74 | 210 | 760 | 103 | 31 |
| Loss on prepayment of borrowings | 0 | 910 | 0 | 0 | 0 | 0 | 0 |
| Other expenses | 8,117 | 7,964 | 8,464 | 8,250 | 9,036 | 8,347 | 8,524 |
| Income before income tax provision | 5,629 | 5,809 | 5,044 | 5,850 | 5,678 | 5,563 | 5,687 |
| Income tax provision | 1,395 | 1,452 | 1,229 | 1,482 | 1,411 | 1,400 | 1,399 |
| Net income | \$4,234 | \$4,357 | \$3,815 | \$4,368 | \$4,267 | \$4,163 | \$4,288 |
| Net income per share - basic | \$0.35 | \$0.36 | \$0.31 | \$0.35 | \$0.34 | \$0.33 | \$0.35 |
| Net income per share - diluted | \$0.35 | \$0.36 | \$0.31 | \$0.35 | \$0.34 | \$0.33 | \$0.34 |

QUARTERLY CONDENSED, CONSOLIDATED BALANCE SHEET INFORMATION (In Thousands) (Unaudited) As of:

|  | $\begin{gathered} \text { Sept. 30, } \\ 2015 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2015 \end{gathered}$ | Dec. 31, <br> 2014 | Sept. 30, <br> 2014 |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |
| Cash \& Due from Banks | \$32,221 | \$35,405 | \$36,047 | \$55,439 |
| Available-for-Sale Securities | 461,713 | 497,111 | 516,807 | 508,253 |
| Loans Held for Sale | 76 | 192 | 0 | 418 |
| Loans, Net | 672,449 | 656,518 | 623,209 | 621,960 |
| Intangible Assets | 11,978 | 11,983 | 11,994 | 12,003 |
| Other Assets | 54,094 | 54,513 | 53,906 | 58,460 |
| TOTAL ASSETS | \$1,232,531 | \$1,255,722 | \$1,241,963 | \$1,256,533 |

LIABILITIES

| Deposits | $\$ 961,112$ | $\$ 978,449$ | $\$ 967,989$ | $\$ 981,529$ |
| :--- | ---: | ---: | ---: | ---: |
| Repo Sweep Accounts | 5,744 | 4,806 | 5,537 | 6,765 |
| Total Deposits and Repo Sweeps | 966,856 | 983,255 | 973,526 | 988,294 |
| Borrowed Funds | 67,342 | 77,916 | 73,060 | 73,131 |
| Other Liabilities | 8,233 | 7,578 | 7,015 | 8,234 |
| TOTAL LIABILITIES | $\mathbf{1 , 0 4 2 , 4 3 1}$ | $\mathbf{1 , 0 6 8 , 7 4 9}$ | $\mathbf{1 , 0 5 3 , 6 0 1}$ | $\mathbf{1 , 0 6 9 , 6 5 9}$ |

## SHAREHOLDERS' EQUITY

Common Shareholders' Equity, Excluding

|  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Accumulated Other Comprehensive Income/ Loss | 183,978 | 182,887 | 183,002 | 182,837 |
| Accumulated Other Comprehensive Income/ Loss: |  |  |  |  |
| $\quad$ Net Unrealized Gains/Losses on |  |  |  |  |
| $\quad$ Available-for-sale Securities | 6,116 | 4,077 | 5,281 | 3,940 |
| Defined Benefit Plans Adjustment, Net | 6 | 9 | 79 | 97 |
| TOTAL SHAREHOLDERS' EQUITY | $\mathbf{1 9 0 , 1 0 0}$ | $\mathbf{1 8 6 , 9 7 3}$ | $\mathbf{1 8 8 , 3 6 2}$ | $\mathbf{1 8 6 , 8 7 4}$ |
| TOTAL LIABILITIES \& SHAREHOLDERS' EQUITY | $\mathbf{\$ 1 , 2 3 2 , 5 3 1}$ | $\mathbf{\$ 1 , 2 5 5 , 7 2 2}$ | $\mathbf{\$ 1 , 2 4 1 , 9 6 3}$ | $\mathbf{\$ 1 , 2 5 6 , 5 3 3}$ |


| AVAILABLE-FOR-SALE SECURITIES | September <br> Amortized <br> (In Thousands) |  | Fair <br> Cost | Value |  | June 30, 2015 <br> Amortized <br> Cost | Fair <br> Value |  | December 31, 2014 <br> Amortized <br> Cost | Fair <br> Value |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |
| Obligations of U.S. Government agencies | $\$ 15,664$ | $\$ 15,621$ | $\$ 27,189$ | $\$ 26,871$ | $\$ 27,221$ | $\$ 26,676$ |  |  |  |  |
| Obligations of states and political subdivisions: |  |  |  |  |  |  |  |  |  |  |
| $\quad$ Tax-exempt | 108,115 | 112,396 | 115,908 | 119,749 | 120,086 | 124,839 |  |  |  |  |
| $\quad$ Taxable | 34,464 | 35,124 | 34,872 | 35,135 | 33,637 | 33,878 |  |  |  |  |
| Mortgage-backed securities | 71,681 | 72,697 | 76,323 | 76,790 | 82,479 | 83,903 |  |  |  |  |
| Collateralized mortgage obligations, |  |  |  |  |  |  |  |  |  |  |
| $\quad$ Issued by U.S. Government agencies | 216,981 | 218,052 | 231,148 | 230,794 | 239,620 | 238,823 |  |  |  |  |
| Other collateralized debt obligations | 34 | 34 | 34 | 34 | 34 | 34 |  |  |  |  |
| Total debt securities | 446,939 | 453,924 | 485,474 | 489,373 | 503,077 | 508,153 |  |  |  |  |
| Marketable equity securities | 5,365 | 7,789 | 5,365 | 7,738 | 5,605 | 8,654 |  |  |  |  |
| Total | $\$ 452,304$ | $\$ 461,713$ | $\$ 490,839$ | $\$ 497,111$ | $\$ 508,682$ | $\$ 516,807$ |  |  |  |  |

## Summary of Loans by Type

(Excludes Loans Held for Sale)

| (In Thousands) | Sept. 30, 2015 | $\begin{gathered} \text { June } 30 \\ 2015 \end{gathered}$ | Dec. 31, 2014 | Sept. 30, 2014 |
| :---: | :---: | :---: | :---: | :---: |
| Residential mortgage: |  |  |  |  |
| Residential mortgage loans - first liens | \$298,096 | \$294,978 | \$291,882 | \$290,943 |
| Residential mortgage loans - junior liens | 20,601 | 21,502 | 21,166 | 21,843 |
| Home equity lines of credit | 39,572 | 39,140 | 36,629 | 35,975 |
| 1-4 Family residential construction | 23,633 | 19,651 | 16,739 | 16,895 |
| Total residential mortgage | 381,902 | 375,271 | 366,416 | 365,656 |
| Commercial: |  |  |  |  |
| Commercial loans secured by real estate | 135,760 | 135,063 | 145,878 | 144,410 |
| Commercial and industrial | 72,011 | 61,427 | 50,157 | 50,615 |
| Political subdivisions | 40,186 | 40,908 | 17,534 | 14,823 |
| Commercial construction and land | 6,852 | 7,826 | 6,938 | 9,069 |
| Loans secured by farmland | 7,521 | 7,565 | 7,916 | 8,542 |
| Multi-family (5 or more) residential | 8,194 | 8,561 | 8,917 | 9,092 |
| Agricultural loans | 4,588 | 4,287 | 3,221 | 3,284 |
| Other commercial loans | 12,691 | 12,809 | 13,334 | 13,620 |
| Total commercial | 287,803 | 278,446 | 253,895 | 253,455 |
| Consumer | 10,160 | 10,101 | 10,234 | 10,298 |
| Total | 679,865 | 663,818 | 630,545 | 629,409 |
| Less: allowance for loan losses | $(7,416)$ | $(7,300)$ | $(7,336)$ | $(7,449)$ |
| Loans, net | \$672,449 | \$656,518 | \$623,209 | \$621,960 |


| Loans Held for Sale <br> (In Thousands) | Sept. 30, <br> $\mathbf{2 0 1 5}$ | June 30, <br> $\mathbf{2 0 1 5}$ | Dec. 31, <br> $\mathbf{2 0 1 4}$ | Sept. 30, <br> $\mathbf{2 0 1 4}$ |
| :--- | ---: | ---: | ---: | ---: |
| Residential mortgage loans originated <br> and serviced - outstanding balance | $\$ 152,351$ | $\$ 151,324$ | $\$ 152,505$ | $\$ 151,113$ |
| Less: outstanding balance of loans sold | $(152,275)$ | $(151,132)$ | $(152,505)$ | $(150,695)$ |
| Loans held for sale, net | $\$ 76$ | $\$ 192$ | $\$ 0$ | $\$ 418$ |

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

|  | 3 Months | 3 Months | 9 Months | 9 Months |
| :--- | ---: | ---: | ---: | ---: |
|  | Ended | Ended | Ended | Ended |
|  | Sept. 30, | June 30, | Sept. 30, | Sept. 30, |
|  | 2015 | 2015 | 2015 | 2014 |
| Balance, beginning of period | $\$ 7,300$ | $\$ 7,134$ | $\$ 7,336$ | $\$ 8,663$ |
| Charge-offs | $(197)$ | $(77)$ | $(496)$ | $(1,881)$ |
| Recoveries | 11 | 22 | 50 | 314 |
| Net charge-offs | $(186)$ | $(55)$ | $(446)$ | $(1,567)$ |
| Provision for loan losses | 302 | 221 | 526 | 353 |
| Balance, end of period | $\$ 7,416$ | $\$ 7,300$ | $\$ 7,416$ | $\$ 7,449$ |

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

|  | Sept. 30, | June 30, | Dec 31, | Sept. 30, |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 4}$ |
|  | $\$ 1,963$ | $\$ 3,880$ | $\$ 3,241$ | $\$ 4,059$ |
| Impaired loans with a valuation allowance | 7,812 | 7,764 | 9,075 | 10,035 |
| Impaired loans without a valuation allowance | $\$ 9,775$ | $\$ 11,644$ | $\$ 12,316$ | $\$ 14,094$ |
| Total impaired loans |  |  |  |  |
|  | $\$ 4,780$ | $\$ 3,803$ | $\$ 7,121$ | $\$ 5,458$ |


| Nonperforming assets: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Total nonaccrual loans | $\$ 11,632$ | $\$ 12,060$ | $\$ 12,610$ | $\$ 13,722$ |
| Total loans past due 90 days or more and still accruing | 2,833 | 2,529 | 2,843 | 2,602 |
| Total nonperforming loans | 14,465 | 14,589 | 15,453 | 16,324 |
| Foreclosed assets held for sale (real estate) | 1,363 | 1,223 | 1,189 | 1,888 |
| Total nonperforming assets | $\$ 15,828$ | $\$ 15,812$ | $\$ 16,642$ | $\$ 18,212$ |


| Loans subject to troubled debt restructurings (TDRs): |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Performing | $\$ 1,043$ | $\$ 1,119$ | $\$ 1,807$ | $\$ 1,834$ |
| Nonperforming | 5,182 | 5,216 | 5,388 | 6,172 |
| Total TDRs | $\$ 6,225$ | $\$ 6,335$ | $\$ 7,195$ | $\$ 8,006$ |
|  |  |  |  |  |
| Total nonperforming loans as a \% of loans | $2.13 \%$ | $2.20 \%$ | $2.45 \%$ | $2.59 \%$ |
| Total nonperforming assets as a \% of assets | $1.28 \%$ | $1.26 \%$ | $1.34 \%$ | $1.45 \%$ |
| Allowance for loan losses as a \% of total loans | $1.09 \%$ | $1.10 \%$ | $1.16 \%$ | $1.18 \%$ |
| Allowance for loan losses as a \% of nonperforming loans | $51.27 \%$ | $50.04 \%$ | $47.47 \%$ | $45.63 \%$ |

## Analysis of Average Daily Balances and Annualized Rates

 (Dollars in Thousands)|  | 3 Months Ended 9/30/2015 Average Balance | Annualized <br> Rate of Return/ Cost of Funds \% | 3 Months Ended 6/30/2015 Average Balance | Annualized <br> Rate of Return/ Cost of Funds \% | 3 Months Ended 9/30/2014 Average Balance | Annualized <br> Rate of Return/ Cost of Funds \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| EARNING ASSETS |  |  |  |  |  |  |
| Available-for-sale securities, at amortized cost: |  |  |  |  |  |  |
| Taxable | \$361,481 | 2.02\% | \$389,705 | 2.06\% | \$381,833 | 2.16\% |
| Tax-exempt | 111,735 | 5.14\% | 116,421 | 5.33\% | 123,949 | 5.22\% |
| Total available-for-sale securities | 473,216 | 2.75\% | 506,126 | 2.81\% | 505,782 | 2.91\% |
| Interest-bearing due from banks | 19,774 | 0.46\% | 21,970 | 0.46\% | 35,133 | 0.37\% |
| Loans held for sale | 245 | 8.10\% | 145 | 8.30\% | 263 | 7.54\% |
| Loans receivable: |  |  |  |  |  |  |
| Taxable | 610,516 | 5.10\% | 592,188 | 5.25\% | 587,799 | 5.43\% |
| Tax-exempt | 63,219 | 4.50\% | 49,026 | 4.88\% | 38,537 | 5.48\% |
| Total loans receivable | 673,735 | 5.05\% | 641,214 | 5.22\% | 626,336 | 5.43\% |
| Total Earning Assets | 1,166,970 | 4.04\% | 1,169,455 | 4.09\% | 1,167,514 | 4.19\% |
| Cash | 16,961 |  | 17,072 |  | 17,361 |  |
| Unrealized gain/loss on securities | 7,015 |  | 10,260 |  | 7,810 |  |
| Allowance for loan losses | $(7,376)$ |  | $(7,226)$ |  | $(7,332)$ |  |
| Bank premises and equipment | 15,808 |  | 16,095 |  | 16,581 |  |
| Intangible Asset - Core Deposit Intangible | 38 |  | 44 |  | 64 |  |
| Intangible Asset - Goodwill | 11,942 |  | 11,942 |  | 11,942 |  |
| Other assets | 38,294 |  | 38,065 |  | 40,201 |  |
| Total Assets | \$1,249,652 |  | \$1,255,707 |  | \$1,254,141 |  |

## INTEREST-BEARING LIABILITIES

Interest-bearing deposits:

| Interest checking | \$197,189 | 0.11\% | \$199,373 | 0.11\% | \$186,034 | 0.12\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Money market | 202,106 | 0.15\% | 196,537 | 0.15\% | 202,536 | 0.14\% |
| Savings | 128,939 | 0.10\% | 128,879 | 0.10\% | 123,447 | 0.10\% |
| Certificates of deposit | 125,886 | 0.66\% | 122,634 | 0.67\% | 137,136 | 0.76\% |
| Individual Retirement Accounts | 109,661 | 0.41\% | 111,765 | 0.41\% | 120,079 | 0.40\% |
| Other time deposits | 1,514 | 0.26\% | 1,125 | 0.00\% | 1,525 | 0.00\% |
| Total interest-bearing deposits | 765,295 | 0.25\% | 760,313 | 0.25\% | 770,757 | 0.28\% |
| Borrowed funds: |  |  |  |  |  |  |
| Short-term | 12,972 | 0.28\% | 9,185 | 0.22\% | 5,325 | 0.07\% |
| Long-term | 62,876 | 3.98\% | 69,211 | 4.01\% | 73,162 | 4.03\% |
| Total borrowed funds | 75,848 | 3.34\% | 78,396 | 3.57\% | 78,487 | 3.76\% |
| Total Interest-bearing Liabilities | 841,143 | 0.53\% | 838,709 | 0.56\% | 849,244 | 0.60\% |
| Demand deposits | 212,022 |  | 220,839 |  | 208,773 |  |
| Other liabilities | 8,803 |  | 7,756 |  | 10,975 |  |
| Total Liabilities | 1,061,968 |  | 1,067,304 |  | 1,068,992 |  |
| Stockholders' equity, excluding other comprehensive income/loss | 183,116 |  | 181,683 |  | 180,042 |  |
| Other comprehensive income/loss | 4,568 |  | 6,720 |  | 5,107 |  |
| Total Stockholders' Equity | 187,684 |  | 188,403 |  | 185,149 |  |
| Total Liabilities and Stockholders' Equity | \$1,249,652 |  | \$1,255,707 |  | \$1,254,141 |  |
| Interest Rate Spread |  | 3.51\% |  | 3.53\% |  | 3.59\% |
| Net Interest Income/Earning Assets |  | 3.66\% |  | 3.69\% |  | 3.75\% |
| Total Deposits (Interest-bearing and Demand) | \$977,317 |  | \$981,152 |  | \$979,530 |  |

(1) Annualized 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.

## Analysis of Average Daily Balances and Annualized Rates

 (Dollars in Thousands)| 9 Months | Annualized | 9 Months | Annualized |
| :---: | :---: | :---: | :---: | :---: |
| Ended | Rate of | Ended | Rate of |
| $9 / 30 / 2015$ | Return/ | 9/30/2014 | Return/ |
| Average | Cost of | Average | Cost of |
| Balance | Funds \% | Balance | Funds \% |

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

|  | $\$ 379,666$ | $2.08 \%$ | $\$ 366,853$ | $2.18 \%$ |
| :--- | ---: | ---: | ---: | ---: |
| Taxable | 11,255 | $5.27 \%$ | 124,508 | $5.34 \%$ |
| Tax-exempt | 494,921 | $2.82 \%$ | 491,361 | $2.98 \%$ |
| Total available-for-sale securities | 22,886 | $0.43 \%$ | 32,798 | $0.39 \%$ |
| Interest-bearing due from banks | 160 | $8.36 \%$ | 222 | $7.83 \%$ |
| Loans held for sale |  |  |  |  |
| Loans receivable: | 595,170 | $5.24 \%$ | 589,607 | $5.47 \%$ |
| $\quad$ Taxable | 51,468 | $4.80 \%$ | 38,203 | $5.64 \%$ |
| $\quad$ Tax-exempt | 646,638 | $5.20 \%$ | 627,810 | $5.48 \%$ |
| $\quad$ Total loans receivable | $1,164,605$ | $4.10 \%$ | $1,152,191$ | $4.27 \%$ |
| Total Earning Assets | 16,723 |  | 17,052 |  |
| Cash | 9,287 |  | 5,719 |  |
| Unrealized gain/loss on securities | $(7,331)$ |  | $(8,166)$ |  |
| Allowance for loan losses | 16,050 |  | 16,915 |  |
| Bank premises and equipment | 44 |  | 11,94 |  |
| Intangible Asset - Core Deposit Intangible | 11,942 |  | 10 |  |
| Intangible Asset - Goodwill | 37,836 |  | 41,156 |  |
| Other assets | $\$ 1,249,156$ |  | $\$ 1,236,883$ |  |
| Total Assets |  |  |  |  |

INTEREST-BEARING LIABILITIES

| Interest-bearing deposits: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Interest checking | $\$ 196,109$ | $0.11 \%$ | $\$ 181,580$ | $0.12 \%$ |
| Money market | 197,852 | $0.15 \%$ | 198,987 | $0.14 \%$ |
| Savings | 128,561 | $0.10 \%$ | 121,257 | $0.10 \%$ |
| Certificates of deposit | 123,523 | $0.68 \%$ | 136,748 | $0.81 \%$ |
| $\quad$ Individual Retirement Accounts | 111,729 | $0.41 \%$ | 121,143 | $0.39 \%$ |
| Other time deposits | 1,150 | $0.12 \%$ | 1,161 | $0.00 \%$ |
| $\quad$ Total interest-bearing deposits | 758,924 | $0.26 \%$ | 760,876 | $0.29 \%$ |
| Borrowed funds: |  |  |  |  |
| $\quad$ Short-term | 9,417 | $0.21 \%$ | 6,696 | $0.14 \%$ |
| $\quad$ Long-term | 68,332 | $4.01 \%$ | 73,231 | $4.03 \%$ |
| $\quad$ Total borrowed funds | 77,749 | $3.55 \%$ | 79,927 | $3.71 \%$ |
| $\quad$ Total Interest-bearing Liabilities | 836,673 | $0.56 \%$ | 840,803 | $0.61 \%$ |
| Demand deposits | 215,949 |  | 202,336 |  |
| Other liabilities | 8,229 |  | 9,045 |  |
| Total Liabilities | $1,060,851$ |  | $1,052,184$ |  |
| Stockholders' equity, excluding | 182,252 |  | 180,912 |  |
| $\quad$ other comprehensive income/loss | 6,053 |  | 3,787 |  |
| Other comprehensive income/loss | 188,305 |  | 184,699 |  |
| Total Stockholders' Equity | $\$ 1,249,156$ |  | $\$ 1,236,883$ |  |
| Total Liabilities and Stockholders' Equity |  | $3.54 \%$ |  | $3.66 \%$ |
| Interest Rate Spread |  | $3.69 \%$ |  | $3.82 \%$ |
| Net Interest Income/Earning Assets |  |  |  |  |
| Total Deposits (Interest-bearing |  |  | $\$ 963,212$ |  |
| and Demand) | $\$ 974,873$ |  |  |  |

(1) Annualized 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.

| COMPARISON OF NONINTEREST INCOME (In Thousands) | Three Months Ended |  |  | Nine Months Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Sept. 30, } \\ & 2015 \end{aligned}$ | June 30, 2015 | $\begin{gathered} \text { Sept. 30, } \\ 2014 \end{gathered}$ | Sept. 30, 2015 | Sept. 30, <br> 2014 |
| Service charges on deposit accounts | \$1,302 | \$1,305 | \$1,275 | \$3,629 | \$3,812 |
| Service charges and fees | 137 | 123 | 144 | 373 | 405 |
| Trust and financial management revenue | 1,123 | 1,241 | 1,140 | 3,478 | 3,325 |
| Brokerage revenue | 215 | 206 | 213 | 640 | 682 |
| Insurance commissions, fees and premiums | 24 | 23 | 44 | 87 | 103 |
| Interchange revenue from debit card transactions | 482 | 500 | 504 | 1,456 | 1,474 |
| Net gains from sales of loans | 243 | 183 | 141 | 573 | 557 |
| Increase (decrease) in fair value of servicing rights | 13 | (33) | (17) | (137) | 35 |
| Increase in cash surrender value of life insurance | 95 | 102 | 99 | 294 | 278 |
| Net (loss) gain from premises and equipment | (1) | 0 | 9 | (1) | 8 |
| Other operating income | 328 | 312 | 335 | 1,018 | 939 |
| Total other operating income, before realized gains on available-for-sale securities, net | \$3,961 | \$3,962 | \$3,887 | \$11,410 | \$11,618 |
| COMPARISON OF NONINTEREST EXPENSE (In Thousands) | Three Months Ended |  |  | Nine Months Ended |  |
|  | $\begin{gathered} \text { Sept. 30, } \\ 2015 \end{gathered}$ | June 30, 2015 | $\begin{gathered} \text { Sept. 30, } \\ 2014 \end{gathered}$ | $\begin{gathered} \text { Sept. 30, } \\ 2015 \end{gathered}$ | $\begin{gathered} \text { Sept. } 30 \\ 2014 \end{gathered}$ |
| Salaries and wages | \$3,744 | \$3,603 | \$4,348 | \$10,834 | \$11,559 |
| Pensions and other employee benefits | 1,016 | 935 | 1,091 | 3,336 | 3,563 |
| Occupancy expense, net | 623 | 640 | 646 | 1,985 | 2,002 |
| Furniture and equipment expense | 477 | 467 | 461 | 1,398 | 1,399 |
| FDIC Assessments | 155 | 148 | 151 | 454 | 444 |
| Pennsylvania shares tax | 311 | 317 | 336 | 877 | 1,014 |
| Professional fees | 128 | 113 | 135 | 363 | 427 |
| Automated teller machine and interchange expense | 234 | 255 | 239 | 735 | 668 |
| Software subscriptions | 209 | 211 | 184 | 617 | 575 |
| Other operating expense | 1,220 | 1,275 | 1,445 | 3,946 | 4,256 |
| Total noninterest expense, before loss on prepayment of borrowings | 8,117 | 7,964 | 9,036 | 24,545 | 25,907 |
| Loss on prepayment of borrowings | 0 | 910 | 0 | 910 | 0 |
| Total noninterest expense | \$8,117 | \$8,874 | \$9,036 | \$25,455 | \$25,907 |

