

AMERISERV FINANCIAL INC /PA/

Form 8-K

January 22, 2008

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

Form 8-K

Current Report

Pursuant to Section 13 or 15(d) of the Securities Act of 1934

Date of Report (Date of earliest event reported) January 22, 2008

AMERISERV FINANCIAL, Inc.

(exact name of registrant as specified in its charter)

Pennsylvania 0-11204 25-1424278

(State or other (commission (I.R.S. Employer

jurisdiction File Number) Identification No.)

of Incorporation)

Main and Franklin Streets, Johnstown, Pa. 15901

(address or principal executive offices) (Zip Code)

Registrant's telephone number, including area code: 814-533-5300

N/A

(Former name or former address, if changed since last report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

Written communications pursuant to Rule 425 under the Securities

Act (17 CFR 230.425)

Soliciting material pursuant to Rule 14a-12 under the Exchange

Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the

Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the

Exchange Act (17 CFR 240.13e-4c))



Form 8-K

Item 2.02 Results of operation and financial condition.

AMERISERV FINANCIAL Inc. (the "Registrant") announced fourth quarter and full year 2007 results as of December 31, 2007. For a more detailed description of the announcement see the press release attached as Exhibit #99.1.

Exhibits

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Exhibit 99.1

Press release dated January 22, 2008, announcing the fourth quarter and full year 2007 results as of December 31, 2007.

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

AMERISERV FINANCIAL, Inc.

By /s/Jeffrey A. Stopko

Jeffrey A. Stopko

Senior Vice President

& CFO

Date: January 22, 2008

**Exhibit 99.1****AMERISERV FINANCIAL REPORTS INCREASED EARNINGS FOR 2007 AND IMPLEMENTATION OF A STOCK REPURCHASE PROGRAM**

JOHNSTOWN, PA AmeriServ Financial, Inc. (NASDAQ: ASRV) reported fourth quarter 2007 net income of \$924,000 or \$0.04 per diluted share. This represents an increase of \$343,000 or 59.0% over the fourth quarter 2006 net income of \$581,000 or \$0.03 per diluted share. For the year ended December 31, 2007, the Company reported net income of \$3.0 million or \$0.14 per diluted share. This represents an increase of \$702,000 or 30.1% when compared to net income of \$2.3 million or \$0.11 per diluted share for the full year 2006. The following table highlights the Company's financial performance for both the quarters and years ended December 31, 2007 and 2006:

|                               | Fourth Quarter<br>2007 | Fourth Quarter<br>2006 | Year Ended<br>December 31, 2007 | Year Ended<br>December 31, 2006 |
|-------------------------------|------------------------|------------------------|---------------------------------|---------------------------------|
| Net income                    | \$924,000              | \$581,000              | \$3,034,000                     | \$2,332,000                     |
| Diluted earnings per<br>share | \$ 0.04                | \$ 0.03                | \$ 0.14                         | \$ 0.11                         |

Additionally, the Company also announced that its Board of Directors approved a stock repurchase program which calls for AmeriServ Financial, Inc. to buyback up to 5% or approximately 1.1 million of its outstanding common shares. The shares may be purchased in open market, negotiated, or block transactions. This stock repurchase program does not obligate the Company to acquire any specific number of shares and may be suspended or discontinued at any time. As of December 31, 2007, the Company had approximately 22.2 million shares of its common stock outstanding.

ASRV had total assets of \$905 million and shareholders' equity of \$90.3 million or a book value of \$4.07 per share at December 31, 2007. The Company's asset leverage ratio remained strong at 10.47%.

Allan R. Dennison, President and Chief Executive Officer, commented on the 2007 results and stock repurchase program, "Our focus on executing our strategic plan has caused AmeriServ Financial to report improved financial

performance in 2007. We enter 2008 with positive earnings momentum, a high quality balance sheet, and a strong capital position. The announcement of this stock repurchase program reflects our belief that the ASRV stock price has been unfairly impacted by the recent credit concerns in the banking sector and the return of capital to our shareholders through a stock buyback program is an appropriate capital management strategy at this time.

The Company's net interest income in the fourth quarter of 2007 increased by \$337,000 from the prior year's fourth quarter and the net interest margin is up by 15 basis points over the same comparative period. The increased net interest income and margin in the fourth quarter of 2007 reflects the benefits of solid loan growth experienced throughout 2007. Since year-end 2006, total loans have grown by \$46.7 million or 7.9% to \$636.2 million at December 31, 2007. The loan growth was most evident in the commercial loan portfolio with particularly strong performance during the second half of 2007. The Federal Reserve reductions in short-term interest rates that began late in the third quarter of 2007 also contributed to the increased net interest income in the fourth quarter of 2007. On a quarterly basis the Company's net interest margin has shown improvement throughout 2007 increasing from 2.97% in the first quarter to 3.08% in the fourth quarter. This helped to reverse a trend of four consecutive quarters of net interest income and margin contraction experienced in 2006 where the margin declined from 3.20% to a low of 2.93% in the fourth quarter. When the full year 2007 is compared to the full year 2006, the Company's net interest income decreased by \$255,000 or 1.0% while the net interest margin declined by six basis points. The full year decline in both net interest income and net interest margin resulted from the Company's cost of funds increasing at a faster pace than the earning asset yield particularly during the first six months of 2007. This resulted from deposit customer preference for higher yielding certificates of deposit and money market accounts due to the inverted/flat yield curve with short-term interest rates exceeding intermediate to longer term rates during that period. As mentioned earlier, that trend changed during the second half of 2007 and the Company believes it is well positioned for net interest income and margin expansion in 2008.

The Company recorded a \$150,000 provision for loan losses in the fourth quarter of 2007 compared to a negative loan loss provision of \$75,000 realized in the fourth quarter of 2006. For the full year 2007, the provision for loan losses amounted to \$300,000 compared to a negative loan loss provision of \$125,000 for the full year 2006. The Company did experience higher net charge-offs in 2007. For the full year 2007, net charge-offs have amounted to \$1.1 million or 0.19% of total loans compared to net charge-offs of \$926,000 or 0.16% of total loans for the full year 2006. Note that the Company's 2007 net charge-offs were materially impacted by a third quarter \$875,000 complete charge-off of a commercial loan that resulted from fraud committed by the borrower. Net charge-offs decreased to only \$16,000 or 0.01% of total loans in the fourth quarter of 2007; the Company's best quarterly performance of 2007. Non-performing assets totaled \$5.3 million or 0.83% of total loans at December 31, 2007 which represented an increase from the approximate \$2.4 million non-performing asset total at both September 30, 2007 and December 31, 2006. The increase during the fourth quarter of 2007 resulted primarily from the transfer of a \$2.4 million commercial real-estate loan into non-accrual status. The Company is pleased to report that this non-performing loan was subsequently paid-off in January 2008 with no loss to the bank. The allowance for loan losses provided 137% coverage of non-performing assets and was 1.14% of total loans at December 31, 2007. Note also that the Company has no exposure to sub-prime mortgage loans in either the loan or investment portfolios.

The Company's non-interest income in the fourth quarter of 2007 increased by \$776,000 from the prior year's fourth quarter and for the full year 2007 increased by \$1.9 million or 14.5% when compared to 2006. The increase for both periods was due in part to the West Chester Capital Advisors acquisition, which closed in early March of 2007. This accretive acquisition provided \$268,000 of investment advisory fees in the fourth quarter of 2007 and \$974,000 of fees for the full year 2007. Trust fees also increased by \$79,000 for the fourth quarter 2007 and by \$234,000 or 3.6%

for the full year 2007 due to continued successful new business development efforts and an increased value for trust assets. The fair market value of trust assets totaled \$1.9 billion at December 31, 2007. The Company also realized an increase on gains realized on residential mortgage loan sales into the secondary market that amounted to \$51,000 for the fourth quarter of 2007 and \$202,000 for the full year 2007. These increases reflect improved residential mortgage production from the Company's primary market as this has been an area of emphasis in the strategic plan. Finally, other income increased by \$326,000 in the fourth quarter and \$377,000 for the full year 2007 due in part to a \$200,000 gain realized on the sale of a bank owned operations facility that was no longer being fully utilized. The Company also benefited from a \$69,000 gain realized on the sale of a closed branch facility in the third quarter of 2007.

Total non-interest expense in the fourth quarter of 2007 increased by \$211,000 from the prior year's fourth quarter but for the full year 2007 declined by \$20,000 when compared to the full year 2006. The largest factor responsible for the quarterly increase was the inclusion of \$253,000 of non-interest expenses from West Chester Capital Advisors; the largest component of which was reflected in salaries and employee benefits. West Chester Capital Advisors has contributed \$820,000 in non-interest expenses for full year 2007. The overall reduction in expenses for the full year 2007 reflects the Company's continuing focus on containing and reducing non-interest expenses. The largest expense reductions were experienced in equipment expense \$304,000, other expenses \$355,000 and FDIC deposit insurance expense \$104,000.

The Company recorded an income tax expense of \$315,000 in the fourth quarter of 2007 compared to an income tax benefit of \$19,000 in the fourth quarter of 2006. The tax benefit in the fourth quarter of 2006 resulted from the elimination of a \$100,000 income tax valuation allowance related to the deductibility of charitable contributions that management determined was no longer needed given the level of taxable income generated by the Company in 2006. For the full year 2007, the Company recorded an income tax expense of \$924,000, which reflects an estimated effective tax rate of 23.3%. This compares to \$420,000 of income tax expense or an effective tax rate of approximately 15.3% in 2006. The higher effective tax rate in 2007 resulted from the Company's improved profitability.

This news release may contain forward-looking statements that involve risks and uncertainties, as defined in the Private Securities Litigation Reform Act of 1995, including the risks detailed in the Company's Annual Report and Form 10-K to the Securities and Exchange Commission. Actual results may differ materially.

Nasdaq: ASRV

#### SUPPLEMENTAL FINANCIAL PERFORMANCE DATA

January 22, 2008

(In thousands, except per share and ratio data)

(All quarterly and 2007 data unaudited)

2007

|  | 1QTR   | 2QTR   | 3QTR   | 4QTR   | YEAR<br>TO DATE |
|--|--------|--------|--------|--------|-----------------|
| PERFORMANCE DATA FOR THE PERIOD:                     |        |        |        |        |                 |
| Net income   | \$428  | \$808  | \$874  | \$924  | \$3,034         |
| PERFORMANCE PERCENTAGES (annualized):                |        |        |        |        |                 |
| Return on average assets                             | 0.20%  | 0.37%  | 0.39%  | 0.41%  | 0.34%           |
| Return on average equity                             | 2.05   | 3.79   | 4.00   | 4.12   | 3.51            |
| Net interest margin                                  | 2.97   | 3.01   | 3.00   | 3.08   | 3.06            |
| Net charge-offs as a percentage of average loans     | 0.06   | 0.07   | 0.61   | 0.01   | 0.19            |
| Loan loss provision as a percentage of average loans | -      | -      | 0.10   | 0.09   | 0.05            |
| Efficiency ratio                                     | 94.16  | 88.52  | 87.15  | 86.04  | 88.85           |
| PER COMMON SHARE:                                    |        |        |        |        |                 |
| Net income:  |        |        |        |        |                 |
| Basic  | \$0.02 | \$0.04 | \$0.04 | \$0.04 | \$0.14          |
| Average number of common shares outstanding          | 22,159 | 22,164 | 22,175 | 22,184 | 22,171          |
| Diluted  | 0.02   | 0.04   | 0.04   | 0.04   | 0.14            |
| Average number of common shares outstanding          | 22,166 | 22,171 | 22,177 | 22,186 | 22,173          |

2006

|  | 1QTR  | 2QTR   | 3QTR  | 4QTR   | YEAR<br>TO DATE |
|--|-------|--------|-------|--------|-----------------|
| PERFORMANCE DATA FOR THE PERIOD:                     |       |        |       |        |                 |
| Net income   | \$540 | \$568  | \$643 | \$581  | \$2,332         |
| PERFORMANCE PERCENTAGES (annualized):                |       |        |       |        |                 |
| Return on average assets                             | 0.25% | 0.26%  | 0.29% | 0.26%  | 0.27%           |
| Return on average equity                             | 2.59  | 2.71   | 3.00  | 2.66   | 2.74            |
| Net interest margin                                  | 3.20  | 3.16   | 3.06  | 2.93   | 3.12            |
| Net charge-offs as a percentage of average loans     | 0.09  | 0.07   | 0.39  | 0.09   | 0.16            |
| Loan loss provision as a percentage of average loans | -     | (0.04) | -     | (0.05) | (0.02)          |
| Efficiency ratio                                     | 92.68 | 92.08  | 91.38 | 94.34  | 92.60           |

## PER COMMON SHARE:

## Net income:

|   |        |        |        |        |        |
|---|--------|--------|--------|--------|--------|
| Basic                                       | \$0.02 | \$0.03 | \$0.03 | \$0.03 | \$0.11 |
| Average number of common shares outstanding | 22,119 | 22,143 | 22,148 | 22,154 | 22,141 |
| Diluted                                     | 0.02   | 0.03   | 0.03   | 0.03   | 0.11   |
| Average number of common shares outstanding | 22,127 | 22,153 | 22,156 | 22,161 | 22,149 |

## AMERISERV FINANCIAL, INC.

(In thousands, except per share, statistical, and ratio data)

(All quarterly and 2007 data unaudited)

2007

|  | 1QTR       | 2QTR       | 3QTR       | 4QTR       |
|--|------------|------------|------------|------------|
| <b>PERFORMANCE DATA AT PERIOD END</b>  |            |            |            |            |
| Assets                                 | \$891,559  | \$876,160  | \$897,940  | \$904,878  |
| Investment securities                  | 185,338    | 174,508    | 170,765    | 163,474    |
| Loans                                  | 603,834    | 604,639    | 629,564    | 636,155    |
| Allowance for loan losses              | 8,010      | 7,911      | 7,119      | 7,252      |
| Goodwill and core deposit intangibles  | 15,119     | 14,903     | 14,687     | 14,470     |
| Deposits                               | 768,947    | 762,902    | 763,771    | 710,439    |
| FHLB borrowings                        | 15,170     | 4,258      | 23,482     | 82,115     |
| Stockholders' equity                   | 85,693     | 86,226     | 88,517     | 90,294     |
| Trust assets - fair market value (B)   | 1,828,475  | 1,872,366  | 1,846,240  | 1,883,307  |
| Non-performing assets                  | 2,706      | 2,825      | 2,463      | 5,280      |
| Asset leverage ratio                   | 10.23%     | 10.36%     | 10.44%     | 10.47%     |
| <b>PER COMMON SHARE:</b>               |            |            |            |            |
| Book value (A)                         | \$3.87     | \$3.89     | \$3.99     | \$4.07     |
| Market value                           | 4.79       | 4.40       | 3.33       | 2.77       |
| Market price to book value             | 123.88%    | 113.12%    | 83.44%     | 68.07%     |
| <b>STATISTICAL DATA AT PERIOD END:</b> |            |            |            |            |
| Full-time equivalent employees         | 375        | 376        | 358        | 351        |
| Branch locations                       | 21         | 21         | 20         | 20         |
| Common shares outstanding              | 22,161,445 | 22,167,235 | 22,180,650 | 22,188,997 |

2006

|                                       | 1QTR       | 2QTR       | 3QTR       | 4QTR       |
|---------------------------------------|------------|------------|------------|------------|
| PERFORMANCE DATA AT PERIOD<br>END     |            |            |            |            |
| Assets                                | \$876,393  | \$887,608  | \$882,837  | \$895,992  |
| Investment securities                 | 223,658    | 210,230    | 209,046    | 196,200    |
| Loans                                 | 548,466    | 573,884    | 580,560    | 589,435    |
| Allowance for loan losses             | 9,026      | 8,874      | 8,302      | 8,092      |
| Goodwill and core deposit intangibles | 12,031     | 11,815     | 11,599     | 11,382     |
| Deposits                              | 727,987    | 740,979    | 743,687    | 741,755    |
| FHLB borrowings                       | 45,223     | 43,031     | 31,949     | 50,037     |
| Stockholders' equity                  | 84,336     | 84,231     | 86,788     | 84,684     |
| Trust assets - fair market value (B)  | 1,669,525  | 1,679,634  | 1,702,210  | 1,778,652  |
| Non-performing assets                 | 4,193      | 4,625      | 2,978      | 2,292      |
| Asset leverage ratio                  | 10.36%     | 10.54%     | 10.52%     | 10.54%     |
| PER COMMON SHARE:                     |            |            |            |            |
| Book value                            | \$3.81     | \$3.80     | \$3.92     | \$3.82     |
| Market value                          | 5.00       | 4.91       | 4.43       | 4.93       |
| Market price to book value            | 131.26%    | 129.09%    | 113.07%    | 128.98%    |
| STATISTICAL DATA AT PERIOD END:       |            |            |            |            |
| Full-time equivalent employees        | 375        | 367        | 364        | 369        |
| Branch locations                      | 22         | 22         | 21         | 21         |
| Common shares outstanding             | 22,140,172 | 22,145,639 | 22,150,767 | 22,156,094 |

## NOTES:

(A) Other comprehensive income had a negative impact of \$0.18 on book value per share at December 31, 2007.

(B) Not recognized on the balance sheet.

## AMERISERV FINANCIAL, INC.

## CONSOLIDATED STATEMENT OF INCOME

(In thousands)

(All quarterly and 2007 data unaudited)

2007

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|  | YEAR     |          |          |          |          |
|--|----------|----------|----------|----------|----------|
|  | 1QTR     | 2QTR     | 3QTR     | 4QTR     | TO DATE  |
| <b>INTEREST INCOME</b>                                     |          |          |          |          |          |
| Interest and fees on loans                                 | \$10,061 | \$10,303 | \$10,591 | \$10,608 | \$41,563 |
| Total investment portfolio                                 | 2,114    | 2,005    | 1,863    | 1,834    | 7,816    |
| Total Interest Income                                      | 12,175   | 12,308   | 12,454   | 12,442   | 49,379   |
| <b>INTEREST EXPENSE</b>                                    |          |          |          |          |          |
| Deposits   | 5,699    | 5,931    | 5,994    | 5,187    | 22,811   |
| All borrowings   | 521      | 364      | 438      | 1,022    | 2,345    |
| Total Interest Expense                                     | 6,220    | 6,295    | 6,432    | 6,209    | 25,156   |
| <b>NET INTEREST INCOME</b>                                 |          |          |          |          |          |
| Provision for loan losses                                  | -        | -        | 150      | 150      | 300      |
| <b>NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES</b> |          |          |          |          |          |
|  | 5,955    | 6,013    | 5,872    | 6,083    | 23,923   |
| <b>NON-INTEREST INCOME</b>                                 |          |          |          |          |          |
| Trust fees   | 1,704    | 1,689    | 1,677    | 1,683    | 6,753    |
| Net realized gains on loans held for sale                  | 25       | 79       | 116      | 87       | 307      |
| Service charges on deposit accounts                        | 585      | 636      | 671      | 687      | 2,579    |
| Investment advisory fees                                   | 102      | 329      | 275      | 268      | 974      |
| Bank owned life insurance                                  | 258      | 265      | 479      | 266      | 1,268    |
| Other income   | 559      | 594      | 804      | 869      | 2,826    |
| Total Non-interest Income                                  | 3,233    | 3,592    | 4,022    | 3,860    | 14,707   |
| <b>NON-INTEREST EXPENSE</b>                                |          |          |          |          |          |
| Salaries and employee benefits                             | 4,885    | 4,930    | 4,813    | 4,711    | 19,339   |
| Net occupancy expense                                      | 664      | 615      | 618      | 597      | 2,494    |
| Equipment expense  | 546      | 564      | 466      | 469      | 2,045    |
| Professional fees  | 695      | 818      | 814      | 870      | 3,197    |
| FDIC deposit insurance expense                             | 22       | 22       | 22       | 22       | 88       |
| Amortization of core deposit intangibles                   | 216      | 216      | 216      | 217      | 865      |
| Other expenses   | 1,645    | 1,357    | 1,824    | 1,818    | 6,644    |
| Total Non-interest Expense                                 | 8,673    | 8,522    | 8,773    | 8,704    | 34,672   |
| <b>PRETAX INCOME</b>                                       |          |          |          |          |          |
| Income tax expense   | 515      | 1,083    | 1,121    | 1,239    | 3,958    |
| NET INCOME   | 87       | 275      | 247      | 315      | 924      |
|  | \$428    | \$808    | \$874    | \$924    | \$3,034  |

2006

|  | YEAR         |              |              |              |                |
|--|--------------|--------------|--------------|--------------|----------------|
|  | 1QTR         | 2QTR         | 3QTR         | 4QTR         | TO DATE        |
| <b>INTEREST INCOME</b>                                     |              |              |              |              |                |
| Interest and fees on loans                                 | \$8,900      | \$9,155      | \$9,677      | \$9,865      | \$37,597       |
| Total investment portfolio                                 | 2,279        | 2,259        | 2,218        | 2,212        | 8,968          |
| Total Interest Income                                      | 11,179       | 11,414       | 11,895       | 12,077       | 46,565         |
| <b>INTEREST EXPENSE</b>                                    |              |              |              |              |                |
| Deposits   | 4,026        | 4,563        | 5,143        | 5,500        | 19,232         |
| All borrowings   | 861          | 660          | 653          | 681          | 2,855          |
| Total Interest Expense                                     | 4,887        | 5,223        | 5,796        | 6,181        | 22,087         |
| <b>NET INTEREST INCOME</b>                                 |              |              |              |              |                |
| Provision for loan losses                                  | -            | (50)         | -            | (75)         | (125)          |
| <b>NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES</b> |              |              |              |              |                |
|  | 6,292        | 6,241        | 6,099        | 5,971        | 24,603         |
| <b>NON-INTEREST INCOME</b>                                 |              |              |              |              |                |
| Trust fees   | 1,641        | 1,671        | 1,603        | 1,604        | 6,519          |
| Net realized gains on loans held for sale                  | 23           | 20           | 26           | 36           | 105            |
| Service charges on deposit accounts                        | 627          | 651          | 645          | 638          | 2,561          |
| Bank owned life insurance                                  | 256          | 260          | 428          | 263          | 1,207          |
| Other income   | 695          | 666          | 545          | 543          | 2,449          |
| Total Non-interest Income                                  | 3,242        | 3,268        | 3,247        | 3,084        | 12,841         |
| <b>NON-INTEREST EXPENSE</b>                                |              |              |              |              |                |
| Salaries and employee benefits                             | 4,815        | 4,612        | 4,600        | 4,642        | 18,669         |
| Net occupancy expense                                      | 655          | 591          | 573          | 591          | 2,410          |
| Equipment expense  | 639          | 631          | 529          | 550          | 2,349          |
| Professional fees  | 795          | 859          | 791          | 763          | 3,208          |
| FDIC deposit insurance expense                             | 73           | 74           | 22           | 23           | 192            |
| Amortization of core deposit intangibles                   | 216          | 216          | 216          | 217          | 865            |
| Other expenses   | 1,665        | 1,794        | 1,833        | 1,707        | 6,999          |
| Total Non-interest Expense                                 | 8,858        | 8,777        | 8,564        | 8,493        | 34,692         |
| <b>PRETAX INCOME</b>                                       |              |              |              |              |                |
| Income tax expense (benefit)                               | 676          | 732          | 782          | 562          | 2,752          |
|  | 136          | 164          | 139          | (19)         | 420            |
| <b>NET INCOME</b>  | <b>\$540</b> | <b>\$568</b> | <b>\$643</b> | <b>\$581</b> | <b>\$2,332</b> |

## AMERISERV FINANCIAL, INC.

Nasdaq: ASRV

Average Balance Sheet Data (In thousands)

(All quarterly and 2007 data unaudited)

Note: 2006 data appears before 2007.

2006

2007

|   | 4QTR          | TWELVE<br>MONTHS | 4QTR          | TWELVE<br>MONTHS |
|---|---------------|------------------|---------------|------------------|
| Interest earning assets:                              |               |                  |               |                  |
| Loans and loans held for sale, net of unearned income | \$582,165     | \$564,173        | \$625,255     | \$607,507        |
| Deposits with banks                                   | 688           | 706              | 603           | 500              |
| Federal funds   | 248           | 62               | 85            | 2,278            |
| Total investment securities                           | 211,747       | 221,704          | 174,094       | 184,117          |
| <br>Total interest earning assets                     | <br>794,848   | <br>786,645      | <br>800,037   | <br>794,402      |
| Non-interest earning assets:                          |               |                  |               |                  |
| Cash and due from banks                               | 18,439        | 18,841           | 17,797        | 17,750           |
| Premises and equipment                                | 8,285         | 8,324            | 8,328         | 8,623            |
| Other assets  | 68,003        | 68,920           | 72,823        | 70,369           |
| Allowance for loan losses                             | (8,237)       | (8,750)          | (7,181)       | (7,755)          |
| <br>Total assets                                      | <br>\$881,338 | <br>\$873,980    | <br>\$891,804 | <br>\$883,389    |
| Interest bearing liabilities:                         |               |                  |               |                  |
| Interest bearing deposits:                            |               |                  |               |                  |
| Interest bearing demand                               | \$59,280      | \$57,817         | \$55,853      | \$56,383         |
| Savings   | 75,150        | 81,964           | 68,354        | 71,922           |
| Money market  | 173,538       | 172,029          | 132,141       | 169,696          |
| Other time  | 336,089       | 319,220          | 352,074       | 346,134          |

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|  |           |           |           |           |
|--|-----------|-----------|-----------|-----------|
| Total interest bearing deposits  | 644,057   | 631,030   | 608,422   | 644,135   |
| Borrowings:  |           |           |           |           |
| Federal funds purchased, securities sold under agreements to repurchase, and other short-term borrowings |           |           |           |           |
|  | 27,910    | 32,821    | 54,051    | 19,844    |
| Advanced from Federal Home Loan Bank   | 951       | 967       | 8,585     | 4,852     |
| Guaranteed junior subordinated deferrable interest debentures  |           |           |           |           |
|  | 13,085    | 13,085    | 13,085    | 13,085    |
| Total interest bearing liabilities   | 686,003   | 677,903   | 684,143   | 681,916   |
| Non-interest bearing liabilities:  |           |           |           |           |
| Demand deposits  | 101,188   | 104,266   | 108,214   | 105,306   |
| Other liabilities  | 7,310     | 6,765     | 10,385    | 9,703     |
| Stockholders equity  | 86,837    | 85,046    | 89,062    | 86,464    |
| Total liabilities and stockholders equity  | \$881,338 | \$873,980 | \$891,804 | \$883,389 |